Nat 'King' Cole adds his signature to a new contract which assures Capitol Records of exclusive rights to new recordings by Cole for the next ten years. The new pact will further an association that is approaching its 15th anniversary (Nov. 10, 1946), one of the longest and most successful relationships in record industry history. With Cole at the signing ceremonies are Capitol president Glenn E. Wallichs (center) and Alan W. Livingston, v.p. for creative services. Nat is currently riding the LP charts with "The Touch Of Your Lips" and had a big best seller in "Wild Is Love" earlier this year. Capitol is now preparing a new LP, a deluxe three-disc set, entitled "The Nat 'King' Cole Story" surveying the singer's 15 years on the label. His newest single couples "Take A Fool's Advice" with "Make It Last."
Don't miss the vital meeting of the record industry's dynamic hard hitting, aggressive association. Hear the great progress made by ARMADA in combating counterfeiting! Informative and fact finding panel discussions about transshipping, long play price structure, inventory control, and many other subjects. In addition eight manufacturers will hold their annual sales meetings during the week. Bring the family! Special rates! See you at the industry meeting of the year!

ARMADA MANUFACTURERS' SCHEDULE OF SALES MEETINGS AT THE DIPLOMAT HOTEL

SATURDAY, JUNE 24: VALMOR RECORDS, SKYROOM, 9:00 A.M. • ATLANTIC RECORDS, EMBASSY ROOM, 5:00 P.M.
SUNDAY, JUNE 25: CAMEO RECORDS, TV ROOM, 9:00 A.M. • VEE JAY RECORDS, EMBASSY ROOM, 5:00 P.M.
MONDAY, JUNE 26 and TUESDAY, JUNE 27, ARMADA MEETINGS
WEDNESDAY, JUNE 28: TIME RECORDS, EMBASSY ROOM, 9:00 A.M. • UNITED ARTISTS RECORDS, TV ROOM, 5:00 P.M.
THURSDAY, JUNE 29: JUBILEE RECORDS, CARD ROOM, 9:00 A.M. • STEREODDITIES RECORDS, EMBASSY ROOM, 5:00 P.M.

Now for the first time the ARMADA is opening its membership to companies or individuals who are not manufacturers or distributors, and wish to join as associate members. Dues are $150.00 per year. Display booths are available to suppliers at $100.00 for those who wish to show their products. A limited number of booths are available on a first come, first served basis.

Special hotel rates to members and their families. Membership dues must be paid before convention date. For all hotel reservations and information write to:

JORDON ROSS, EXECUTIVE SECRETARY
185 N. WABASH AVENUE
CHICAGO 1, ILLINOIS

MEMBERSHIP REQUEST

NAME OF COMPANY ____________________________
ADDRESS ___________________________________

CHECK ONE
☐ REGULAR MEMBER (Manufacturer or Distributor) $200.00
☐ AFFILIATE MEMBER (Supplier) $150.00

CHECK ENCLOSED ☐

YOUR NAME ____________________________

PLEASE SEND HOTEL RESERVATION CARD
They Said It Couldn’t Be Done!

But last week, on June 2nd, an important day for the entire record industry, the courts proved that it could be done. It was a day which made it very clear to every bootlegger operating today and any potential bootlegger that the punishment for the crime of record counterfeiting is no longer a petty fine that could be considered a minor operating expense of the bootlegging business. It was a day which in no uncertain terms set an important precedent as a year-and-a-day jail sentences as well as fines were doled out to the criminals.

It wasn’t much more than a year ago that the consensus of opinion throughout the trade was that bootleggers were in an untouchable position and that this situation was almost impossible to rectify. Now, only a year or so later, the picture has completely reversed itself.

We do not feel we are speaking out of turn if we take this opportunity to applaud, on behalf of the entire disk industry, the people who played an important role in the events which led up to the Hackensack decision. We would like to commend: Bernie Lowe, president of Cameo Records who had the courage to begin legal action, without any promises of support, against what at the time seemed to be an undefeatable enemy; every record manufacturer and distributor whose aid to ARMADA helped lead to the June 2nd decision; members of IRMA, the Independent Record Manufacturers Association (record pressers), who had long been conducting private investigations of bootlegging and supplied important information to ARMADA investigators as well as key witnesses in the Hackensack trial; and all the witnesses who gave up considerable time and left their businesses to assist in the Hackensack trial.

This is not the end. In last week’s editorial we discussed the California State Legislature’s move to stiffen the penalty for bootleggers. If the California Bill becomes law, and it may happen shortly, another major step will have been attained.

The entire bootlegging story, from the time when they said “it couldn’t be done,” to the present, proves one very important point—a point more important than the jailing of a bootlegger. It proves that through cooperation in the trade, much can be accomplished. And all the difficulties facing our most important industry are not insurmountable. When a concerted and sincere effort is made, a great deal can be accomplished in a surprisingly short time.
"QUARTER TO THREE"
U.S. BONDS

"A LITTLE BIT OF SOAP"

"THE WAY YOU LOOK TONIGHT"

THE JARMELS

Laurie 3098
JEAN DU SHON (Atco 6198) 
(B+): "TIRED OF TRYING" (2:10) 
[Progressive BMI—Du Shon] 
Wild bout of stuff that could be a chart 
berth for the songstress. She delivers 
in potent bluesy-styled fashion and 
becomes the terrific rock-string 
attack. Watch closely.

(B): "TALK TO ME, TALK TO 
THE CAR" (2:26) 
[ASCAP—Seneca] 
Talent revives a one-time 
Little Willie John success. 
Sincere song.

THE VELOURS (End 1960) 
(B+): "LOVER COME BACK" (2:05) 
[Harms ASCAP — 
Hammerstein, Romberg] 
Strong Latin-flavored 
version of the operetta standby by 
the song crew and folk 
Children. Kids will 
welcome this barrel of 
the tune.

(DORSEY BURNETTE (Dot 16220) 
(B+): "RAININ’ IN MY HEART" 
[Excelsior BMI — 
Moore, West] 
If a successful version of this 
Era (i.e., “Big Rock Candy Mountain," 
“Tall Oak Tree," singer Burnette 
flies high with the fine bluesian 
that’s currently a Top 100 vehicle for 
Slim Haley. His easy style 
receives a smooth Billy Vaughn setting; 
including interesting sax sounds. 
Could get a major share of the 
existing market.

(B): "A FULL HOUSE" [Meridian ASCAP—Coleman] 
Something of the “El Paso" sound here.

VIC DANA (Liberty 42) 
(B+): "GOLDEN BOY" (2:21) 
[Arch ASCAP — Gold, Kron- 
des] Singer bandleader handles the 
hostest tune in a timely, 
admirable way. Frontman 
asks a gal for her heart. Touching 
story.

(B): "THE STORY BEHIND 
MY TRAIS" (2:11) 
[Shapiro-Bernstein ASCAP—David, Bachrach] 
An interesting Latinish-rock 
touch to this affair.

JOSE JIMENEZ (Kapp 409) 
(B+): "THE ASTRONAUT" (Part 1)* (4:51) 
[Bill Dana ASCAP] One of Bill Dana’s funniest 
(and, of course, it’s funny) Jose 
Jimenez routines, an interview with the 
“top” U.S. astronaut. A must for 
comedy- segment programmers.

(B): "THE ASTRONAUT" (Part 2)* (3:39) 
[Bill Dana, ASCAP] 
More of the same hilarity.

CORRADO LOJACONO 
(Columbia 42039) 
(B+): "GIUGGIOLA" (2:27) 
[Compo- 
Nino Rota] 
Sprightly Italian-sung rendition 
of catchy ditty. Band supplies a good- 
sounding sheet music setting. Dean 
Martin (Capitol) also cut the tune.

(B): "NON COMMUOVERTI CRESCIUTI" (3:08) 
[Segesta BMI, Nisa, Lojacono] 
Nice romantic cavass (with 
triplet backing) by the artist.

THE MURCAS (Climax 110) 
(B+): "SEE YOU IN SEPTEMBER" (2:27) 
[Jack Gold ASCAP— 
Edward, Wayne] 
Busy guitar-led rock instrumental 
out of a few seasons back. Solid summer 
programming for the kiddies.

(B): "AMBUSH" (2:07) 
[Greta ASCAP—Shuk] 
A bluesier version 
effectively plays a string section.

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PAUL EVANS HAS A SMASH!

THE FIRST RECORD OF ITALY’S TOP HIT!

THIS PULLOVER (IL PULLOVER)

CARLTON 554 with SID BASS orchestra
Record Reviews

B+ VERY GOOD  B GOOD  C+ FAIR  C MEDIOCRE

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

The Cash Box

Pick of the Week

"TAKE A FOOL'S ADVICE" (2:21) [Sweco BMI—Singleton]
"MAKE IT LAST" (1:52) [Comet ASCAP—Walker, Shelley]

NAT KING COLE (Capitol 4582)
It's more than likely that Nat Cole'll head back to hitville with both ends of this Capitol pairing. One side, of this tailored-for-teen-tastes duo, is "Take A Fool's Advice," a stirring, hip-swinging ballad weeper that Cole warbles with comic-catchin' authority. The other half, "Make It Last," puts the artist in a delightful rhythm pose. Dandy two-sided ork-chorus support by the Ralph Carmichael outfit.

"FINGERING" (2:20) [Lowery BMI—Welch]
"HAVE A DRINK ON ME" (2:22)
[Folkways BMI—Ledbettter, J. A. Lomax, Donegan, Buchanan]

BILLY GRAMMER (Deca 31277)
The "Gotta Travel On" man, Billy Grammer, has a "Finger" pointed straight to chartsville. It's the tag of his new Decca release and it's a finger, toe-tapping lover's lament that features a tantalizing chor'l gimmick in the backdrop. The happy, up beat country-styled re-fitting of "Have A Drink On Me," can give Grammer a smash double-header.

"OLD SMOKIE" (2:16) [Vicki BMI—King, Mack, Gittens]
"HIGH VOLTAGE" (2:13) [Vicki BMI—King, Mack, Lavery]

JOHNNY & THE ROCKABILLYS (Dj Top 3076)
The rockin' teen favorites come thru with another sock instrumental adaptation of an oldie with this revival of "Old Smokie." It's the sound that's sure to be sitting on top of the list's future, "High Voltage," on the flip, is a sock re-write of the old blues melody that had the short-half-barre chord run as "Stagger Lee." Can also score.

"THERE THEY GO" (1:57) [Gando, HiLo BMI—Dorman]
"I'LL STICK BY YOU" (2:09) [Gando, Knox BMI—Dorman]

HAROLD DORMAN (Sun 362)
Dorman, who's had previous experience in 'top 100' territory via his "Mountain Of Love" slice, can head back there with his latest for Sun, "Till We Go," a shuffle-sock beat and delivered with loads of feeling by the chorus-backed Dorman. "I'll Stick By You" is the fetching choa cha beat love affair on the undercard.

"LET THE SUNSHINE IN" (2:52)
[Alimmo BMI—Barberis, Steinwein, Randazzo]
"BROKEN BELL" (3:16) [Score BMI—Nardo, Thorn, Randazzo]

TEDDY RANDAZZO (ABC—Paramount 10228)
Randazzo appears to have latched onto the deck that'll carry him back into the big hit territory. It's an exciting blueser, tabbed "Let The Sunshine," in with a great Sid Feller ork-chorus arrangement that has a strong Ray Charles influence. Watch it go. Tender story is told on the pretty cha cha beat coupler, "Broken Bell."

"NEAR YOU" (1:37) [Supreme ASCAP—Craig, Goell]
"BOOGIE WOOGIE" (2:11) [Melrose ASCAP—Clarence, "Pinetop," Smith]

B. BUMBLE & THE STINGERS (Rendezvous 151)
Rendezvous' hot new instrumentalists, B. Bumble & The Stingers, offer two contagious follow-ups to their "Bumble Boogie" click, Both are oldies, Francis Craig's "Near You" and "Boogie Woogie," with the rinky-dink piano-lead format. Take your pick here.

The Cash Box

Pick of the Week

Newcomers

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

"POMP AND CIRCUMSTANCE" (1:58)
[Rooke BMI—Elgar, Adap; Kimberly]
"BLACK MOUNTAIN STOMP" (2:14) [Rooke BMI—Adap; Every]

ADRIAN KIMBERLY (Columbia BMI)
The familiar graduation theme, "Pomp and Circumstance," takes on a new teen look that can give it chart status. It features a brassy, rock-a-hump ork treatment by Adrian Kimberly's crew with the chorus delightfully interjecting (mid-way) the well-known school's out ditty "no more pencils, etc." "Black Mountain Stomp" receives a similar wrap-up Ripside. Topside's already kicking up a chart fuss.

THE SCHOOL BELLES (Vista 378)
(B) "WHISTLING AT THE HELD" (2:37) [Warnerland BMI—Sherman, Sherman] Likable sound on a cheerful ditty from the new Wolf Deteriora picture, "Perfume Trap." Guys whistle and gals offer narrative-singing-chorl bits throughout. Deserves teetemine programming.

"WHISTLING BELLS" (1:57) [Shapiro—Bernstein ASCAP—Lyoners] All instrumental with the same genial quality.

FRANKIE VERO (Pio 104)
(B) "SEBENADE IN THE NIGHT" (2:28) [Mills ASCAP—Bieza, Cherubini, Kennedy] Attractive oldey is pleasingly surveyed by singer Vero, who is accompanied by a nice top-of-the-line ork-chorus unit. Sounds that know the teen game.

"ALWAYS THINKING OF YOU" (Serivini) (2:02) [Rossi BMI—Tangra, Rainemole, Frosi] Hard-rock (with strings) English-Italian version of an Italian sentimental.

THE NEONS (Maldon 1001)
(B) "TUSCON" (2:05) [Janetta ASCAP—Woodfox, Knox] Infectious R&B-type novelty work by the sound-wise Janetta ASCAP—Woodfox, Knox] Boys, move quick in this placticive romancer.

RAY JOHNSON (Aclalm 1001)
(B) "CASTANET SENORITA" (2:54) [Move BMI—Johnson] Singer is heard in a Latinish R&B-flavored setting. Mostly R&B attraction.

"AFTER HOURS" (2:30) [Reidy ASCAP—Rother, Finney] Real deep-down blueser here.


"MINE ALONE" (2:39) [Pattern ASCAP—Ross, Flory] Rambo stand is similarly handled by the ork-chorus.

THE KANE TRIPLETs (RCA Victor 7888)
(B) "LOVE MESSAGE" (2:02) [BMI—Gorden, Turrisi] A Morse-Code vocal-instrumental gimmick highlights this lovely-rock-time romance.

"OH RICKY" (1:22) [Jannar ASCAP—Kerr, Norton, Goldstein] Nicely handled rock-a-chora-name-song.

ROBIN LUCK (Dot 6229)
(B) "POOR LITTLE RICH BOY" (2:07) [Aldon BMI—Keller, Kolber] Luke warbles a light-beat adaptation of the perennial " nieddly-R&B meloy, An interesting rock-a-string (and big chorus) arrangement back-up.


PANAMA FRANCIS (Epic 9448)
(B+) "YUMMY" (2:67) [Ben Ga Monti BMI—Love, Francis] Combo hits hard and with original touches as it surveys what sounds like a new Dion type pic, "Pretty Boy." The "Riverside," Particularly striking sounds from a kettle-drum. Mitt more.

(B) "YOU CAME A LONG WAY FROM ST LOUIS" (2:21) [Jewel BMI—Jones, Russell] Guitars and sax chorus head this Latin-rock view of the oldie.

THE CATALINAS (Zebra 101)
(B+) "HEY SENORITA" (1:48) [Dottole BMI—Williams] Green! Latin-rock rhythm—which was on the flip side of The Penguins' single "Green with Angel," gets a colorful blend from the fingers, which are supported by an exciting string-included setting. Teen-rock fans will like the color here. Label is based in Charlotte, N.C.

"HEY LITTLE GIRL" (2:35) [Excelsior BMI—Williams] Boys go sentiment-rock here, and produce a pro romantic sound.

THE METRONOMES (Danceland 1002)
(B+) "NEED LOVE" (2:17) [Wolf & Pop-Kat BMI—Wolf, Watson] A polished R&B-flavored rhythmic from the walkers, who sport a deft lead. Other team members provide solid chant accompaniment. Kids will greatly appreciate this.

"FAIRYLAND" (2:05) [Wolf & Pop-Kat BMI—Wolf, Watson] Familiar-sounding novelty jumper in which Nursery Rhyme characters are involved.

KITTY KALEN (Columbia BMI)
(B+) "YASSI" (2:29) [Columbia ASCAP—Washington, Tiomkin] Haunting pic tune ("Guns of the Old West") which just needs a good-sounding tango-backed arrangement as the dark deftly reads the pleasant well-meet-again message. Due for lots of airtime.

"SUMMERTIME LIES" (2:51) [Pauline ASCAP—Hilliard, DeLugio] A more deliberate hint-of-the-big-beat sound on a classy moody with a familiar pic.

THE DIAMONDS (Mercury 71831)
(B+) "ONE SUMMER NIGHT" (2:10) [Melody Lane BMI—Weber] Teen click of a few seasons back gets a (by the Diamon's timely (and touching) slow-beat revival from the pro songsters. Lead sincerely sur- vers the item again, the oldie, and the kids play along right too.

"IT'S A DOGGONE SHAME" (2:41) [Rohee BMI—Hill] Boys display a Coasters-type novelty delivery in this rockin' swinger.

GENE JENKINS (Trinity 102)
(B) "SHORT STUFF" (2:28) [Jenkins BMI—Hill] Teen click with rumba theme through a familiar-sounding sock blueser.

(C+) "UNCERTAIN LOVE" (2:40) [Jenkins BMI—Russell] Boys take the slow-beat ballad route here.

The Cash Box—June 17, 1961
BROOK BENTON • "Boll Weevil Song"  71820

PATTI PAGE • "Mom and Dad's Waltz" / "You'll Answer To Me"  71823

THE CLASSICS • "Life Is But A Dream"  71829

DINAH WASHINGTON • "Our Love Is Here To Stay"  71812

THE GAYLORDS • "Yakety Yak"  71832

CLEBANOFF • "Lucy's Theme from Parrish"  71815

GEORGE JONES • "Tender Years"  71804

CLAUDE GRAY • "My Ears Should Burn"  71826
**The Cash Box**

**Pick of the Week**

**Newcomers**

**“HAPPENING”**

**“SHAKE SHERRY”** [Trinity BMI—Barry](2:25)

**“THE MEMORY LINGS ON”** [Trinity BMI—Barry](2:19)

**“SHAKE SHERRY”** [Empress ASCAP—Barry](2:15)

**“THE MEMORY LINGS ON”** [Barry](2:19)

**“THE FLAIRS”** [Empire ASCAP—Barry](2:17)

**“THEME FROM THE YOUNG SAVAGES”** [Empress ASCAP—Shep Hearn](2:11)

**“SHAKE SHERRY”** [Empress ASCAP—Amram](2:11)

**“THE MEMORY LINGS ON”** [Empress ASCAP—Amram](2:17)

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**“THEME FROM THE YOUNG SAVAGES”** [Empress ASCAP—Amram](2:17)
"LET'S TWIST AGAIN"

PARKWAY #824

CHUBBY CHECKER

Parkway records
**The Cash Box**

**Pick of the Week**

Newcomers

- "YOU INVENTED LOVE" (2:10) [Shelby BM—Farrell, Kusik]
- "THE PIANO BOY" (2:05) [Maverick BM—Revere, Rodgers]
- "THE PULLOVER" (2:52) [Chappell BM—Stallman, Mooney, Mecia]
- "GIVE ME MY LOVE" (2:32) [Adapt. James]
- "THE ONLY LOVE" (2:30) [Pugliese, Marrone, Kusik, Saffir]

Best Bets

- "GARDEN IN THE RAIN" (2:10) [Melrose BM—Vancil, Gibbons, Byrnedale]
- "SOLIDO" (2:10) [Jimmie M—Revere, Kusik]
- "TRUE & FAITHFUL" (2:20) [Pugliese, Marrone, Kusik, Saffir]
- "STRAIGHT BOW" (2:00) [Mann BM—Peggie, Bond, Metz, Earl, Allred]
- "HAPPY TOOLS" (2:05) [Kusik, Saffir, Marrone, Kusik, Saffir]

**The Cash Box**

*As an editor to call B.J.'s attention to Pick records by "Newcomers" (articles never before as
the 100). The editor will send this report with each special edition.*

**The Scotts**

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- "HAPPY TOOLS" (2:05) [Kusik, Saffir, Marrone, Kusik, Saffir]
the exciting

BRENDA LEE

has the sound... has the beat
in her latest and greatest!

DUM DUM

c/w

EVENTUALLY

31272
THE PILDMEN (Capitol 4551)

(B+) “SHADES OF GREEN” (Travels BMI—Keys) Tune to “Greenleaves” receives somewhat of a Wheels-type blues treatment over the sax top the effective comic showing.

(B) “BACK BEAT NO. 1” (2:09) [Republic BMI—Petite, Petite, Pizzi, Pallone] A good-sounding quick-beat essay.

BETTY JOHNSON (Republic 1957)

(B) “LET ME BE THE ONE” (2:00) [4-Star BMI—Holvon, Stevenson, Blevins] Catchy oldtimer from the country field is done with an affable light—beat (string—backed) sound by the lark and support. Merits both teenadult spins.

(B) “ONLY WHEN I DREAM” (2:12) [4-Star BMI—Burgess] A gentle vocal by Miss comes out on a touching romantic, Strings and chorus attractively back-up.

LINDA MANNING (Forlin 501)

(++) “GOTTA RUN” (2:18) [New BMI—Jones] Young (12) thrusts balls against a lively instrumental, all on a good melodic front here.

(B) “MY HEARTS WITH THE ANGELS” (223) [New BMI—Keys, Williams] Warm country-flavored waltter.

BILL HENDERSON (Vee Jay 351)

(B) “SWEET GEORGIA BROWN” (2:45) [Remick ASCAP — Bernie, Pinkard, Caseley] Artist, of “Senor Blues,” swings loosely with the standard, while a combo supplies a cool swing stilt, Bits would dig the cool jazz here.

(B) “HOW THE TIME GOES BY” [Morris ASCAP—Leigh, Coleman] Class bluesy stilt by the singer.

GENE BIANCO (Fleetwood 1913)

(B+) “WALLFLOWER” (2:05) [Beay-Fay—February BMI—Green, Germain, Roberts 71833) done as the singer is doing in the several LP’s for RCA Camden, lends an attractive “lax—afternoon” instrumental display of a pretty ditty. Worth airtime.

(B) “HEAVENLY WOMEN” (2:09) [Harvotub ASCAP—Blanco, Beatty] Rockin’ singer on this track.

ANITA WOOD (Sun 361)

(B) “I’LL WAIT FOREVER” (2:50) [Tracery & Hilo BMI—Williams] A good number, renders the nice countryish wistful. Combo is later joined by a string section in the soft setting.

(B) “I CAN’T SHOW HOW I FEEL” (2:00) [Tracery & Knox ASCAP—Wills] Slight Rhythm stand by the performer.

THE GEMS (Pat 101)

(B) “THERE’S NO ONE LIKE MY LOVE” (1:50) [Pat ASCAP—Tobias] Sonnet offers a sprightly teak—bead rewrite of an old Yiddish tune. Affordable rocking.

(C+) “SCHOOL ROCK” (2:35) [Pat ASCAP—Tobias] Boys belt in a familiar manner.

BETTE SMITH (Imperial 5744)

(B) “MY LOVE IS GONE” (1:50) [Travels BMI—Keys] Lark tosses an infectious medium—beat blueser. Combo and chanting femelle gives a good Candle—opening touch.

(B) “MUCH TOO MUCH” (2:18) [Travis BMI—Smith] Easter approach to a “Fever”—flavored blues fine.

BOB LONDON (Dore 596)

(B) “CATALOGUE OF LOVE” (1:58) [Hillary—Calahan BMI—Chorney, Shriver, London] Wonderfully catalan things that have a guy ga—ga for his gal. Lush rock—o—string arrangement backs—up.

(B) “THE CATHEDRAL OF OUR NAME” (2:37) [Hill—Calahan BMI—Chorney, Shriver] Inspirational essay from the artist.

THE CAMPAININGS (Dec-Dec 1047)

(++) “I WANT A YUL BRYNNER HOW” [BMI—Remick & Wold BMI—Cruz] Zany twist—rock novelty attack in which the songster’s offer of an “insane” world is made throughout. One of those ne—holds—barred that could score. Already is in N.Y.

(B+) “DOROTHY—MY MONSTER” (2:02) [BMI—Cruz] Boys are somewhat less whacky in another loll rocker.

BIL AL REED (Stint 3221)

(++) “TOYING WITH LOVE” [BMI—Reed] Off—beat teen sounds, with a soft—diving an interesting mart Gothic—Gothic Latinish backdrop. Worst airtime attention.

(B+) “MAGIC CARPET” (2:10) [BMI—Reed] There’s also an interesting touch to this middle—beat thump—beat romantic.

SHIP TINGLE (Big-T 191)

(B) “YOU DON’T SEEM TO CARE” [BMI—Tingle, Weinglas] Lovers lamo—happy bluesy blues ballad is essayed soulfully by Tingle. Has strength in rob locations.

(B) “LET’S TURN ’EM ON TO—NIGHT” [BMI—Tingle, Weinglas] Bright beat blues is shout with feelingly and with blues authority by the songster.

Religious

“LET’S COME IN THE HOUSE” “EVER SINCE I MET HIM” Original Gospel Harmonettes (Savoy 4158)

“WHERE ARE YOU THE NIGHT?” Famous Smith Sisters (Sharp 610)

“LET’S PRAY THE LORD” Back Home Choir (Gospel 1892)

“BLESSED IS THE MAN” Famous Smith Sisters (Sharp 610)

“HE DON’T LOVE YOU” Famous Smith Sisters (Sharp 610)

“DON’T YOU WANT TO GO” The Smith Sisters (Sharp 612)

“THE LORD SAVETH” Famous Smith Sisters (Sharp 610)

“TROUBLE” The Smith Sisters (Sharp 613)

“The Smith Sisters (Sharp 613)

“The Smith Sisters (Sharp 613)
"Heard the Latest?"

"Send 'em!"

Six brand-new COMPACT 33.DOUBLES—featuring these best-selling tunes on doubles for the first time! Top artists, hit pops, eye-catching color sleeves! Order up...on the doubles...today!
The Records
Disk Jockeys
Played Most

A Summary of Reports Received from Nation's Disk Jockeys

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1. **TRAVELIN' MAN**
   Ricky Nelson (Imperial)

2. **RUNNIN' SCARED**
   Ray Bolioon (Monument)

3. **STAND BY ME**
   Ben E. King (Atco)

4. **BOLL WEEVIL SONG**
   Brook Benton (Mercury)

5. **MOODY RIVER**
   Pat Boone (Dot)

6. **RAINDROPS**
   Dee Clark (Vee-Jay)

7. **QUARTER TO THREE**
   U.S. Bonds (Legrand)

8. **I FEEL SO BAD**
   Elvis Presley (RCA Victor)

9. **LITTLE DEVIL**
   Neil Sedaka (RCA Victor)

10. **HALFWAY TO PARADISE**
    Tony Orlando (Epic)

11. **THOSE OLDIES BUT GOODIES**
    Carole & Ramon (Del-Fi)

12. **HELLO MARY LOU**
    Ricky Nelson (Imperial)

13. **BARBARA ANN**
    Regents ( Gee)

14. **DADDY'S HOME**
    Shag & Limeliters (Hall)

15. **100 POUNDS OF CLAY**
    Gene McDaniels (Liberty)

16. **I'M A FOOL TO CARE**
    Jan Barry (Smash)

17. **EVERY BEAT OF MY HEART**
    Tipper (Vee-Jay) Gladys Knight & Pips (Fury)

18. **THE WRITING ON THE WALL**
    Adam Wade (Cord)

19. **DANCE ON LITTLE GIRL**
    Paul Anka (ABC Paramount)

20. **YOU ALWAYS HURT THE ONE YOU LOVE**
    Clarence Henry (Ange)

21. **RAMA LAMA DING DONG**
    Eddie (Twinn)

22. **BREAKIN' IN A BRAND NEW BROKEN HEART**
    Connie Francis (AGM)

23. **PEANUT BUTTER**
    Marathons (Arrows)

24. **HELLO WALLS**
    yarn Young (Scepter)

25. **MAMA SAID**
    Shirley (Scepter)

26. **GIRL OF MY BEST FRIEND**
    Ray Donner (Garn)

27. **TRAGEDY**
    Fleetwoods (Dot)

28. **TRIANGLE**
    Jamies (Capital)

29. **THE BILBAO SONG**
    Andy Williams (Columbia)

30. **TOSIN' AND TURNIN'**
    Bobby Lewis (Sextones)

31. **TEMPTATION**
    Every Man (Waver Bros)

32. **HEART AND SOUL**
    Fleetwoods (Gee)

33. **YELLOW BIRD**
    Arthur Lynon (Hi-Fi)

34. **LITTLE EGYPT**
    Counters (Alice)

35. **TONIGHT**
    Velvets (Monogram)

36. **PORTRAIT OF MY LOVE**
    Steve Lawrence (USA)

37. **OLD BUTTERMILK SKY**
    Bill Black's Combo (Hi)

38. **RUNAWAY**
    Del Shannon (Bigtop)

39. **IT KEEPS RAINING**
    Pats Domino (Imperial)

40. **WILD IN THE COUNTRY**
    Elvis Presley (RCA Victor)
Ecco una magnifica importazione dall'Italia — un gran bel disco scaturito con tutta la violenza del Vesuvio. Solo la Columbia ha l'originale, autentico successo scritto e cantato dall'italiano CORRADO LOJAcono. La canzone è

"GIUGGIOLA"

4-42039 - ottenibile anche su single

TRANSLATION:

Here's a magnificent Italian import — a beautiful record that has erupted with the force of Mt. Vesuvius. Only Columbia has the original, authentic hit, written and sung by Italy's CORRADO LOJAcono. The song is

"GIUGGIOLA"

4-42039 - also available on single

ON COLUMBIA RECORDS
NOW . . . AT LONG LAST!!!
BILL HENDERSON'S
... and SMASH SINGLE
"SWEET GEORGIA BROWN"
b/w
"MY HOW THE TIME GOES BY"

NEW RELEASES

"MERCHANT OF LOVE"
by HAL DAVIS
VeeJay 387
Terrific Saga of Civil War Centennial!

"THE BURNING OF ATLANTA"
by CHUCK TAYLOR
VeeJay 388

"LET 'EM TRY"
by ROSCOE GORDON
VeeJay 385
At last count the Every Bros. have accounted for the sale of over 15 million records world wide. This fact alone puts them in a special category reserved for only the biggest stars. Their string continues with their latest Warner Bros. release, "Tell Me Why," and "Like Strings." Last year the Every Bros. were signed to Warner Bros. Records and continued to turn out the hits, including "Cathy's Clown," "Walk Right Back," "Ebony Eyes" and "So Sad."

As their Sabrina recording of "Tell Me Why" by John Philip Sousa topped billboards, it ushered in a new phase in the career of the Belmonsta. Originally teamed with Dion on "Jubilee," they moved over to Sabrina when Dion went off on a solo career. Last year they scored with "Teenager In Love," "I Wonder Why," "Where Or When" and "Young and Beautiful." The boys—Carlo Mastroangelo, Fred Milano, and Angelo D'Alessandro—kept their name from Belmonrt Ave., a street in the Bronx where they all lived. Currently they are on the night club circuit and are slated for an appearance at the plush Living Room in July.

All the energy being expended recently in disk jockey bowling marathons reached a boiling point over the Memorial Day weekend when twoændowed gentlemen from KPOI-Honolulu broke all existing records for bowing by 60 hours, 1 minute and 14 seconds, in the interest of presenting the type of programming most desired by a "discriminating college audience." To maintain the operation in full swing, the show has recently scored a $140,000 contract with L.P.'s for 11 more weeks. The long-lost omittance of rock and roll and country music. Station personnel promised thorough consideration of all material received.

Johnny Palmer was greeted tumultuously by scores of teasers at the return premiere of his summer-only "Dance Time" TV series with WNBW-West Hartford, Conn. Johnny has also purchased WLFR-FM, a disk jockey station. "I'm really going to have to work out the future," he noted. "I'm anxious to get something as far as the audience is concerned. The show is a daily event, telecast from 1 to 3 P.M. and a great ego-booster for Johnny was being chosen as "Personality of the Month" in the July issue of TV and Movie Screen mag. . . . Music of the big bands came to Cleveland last week when WERE-FM began a series of summer-long pick-up of live remotes from the new Cedar Point Ballroom on the shores of Lake Erie. Cleveland audiences will be hearing the sounds of Billy May, Les Elgart, Ralph Marterie, Buddy Morrow and others thru the summer. . . . WINS-New York personality Murray Kaufman broadcast his "Swooning" on Freedomland this past weekend as a part of the park's opening-day festivities. . . . On KSYD-Denver John Phillips, among his many other titles (some unmentionable here), Larry Gar (WLBR-Laurens, S.C.) acquired the name of Top T-Bird Seller from constituents at the Junior Chamber of Commerce conclave in Columbus, S.C. To earn the award, Larry sold a total of 163 tickets, at $5 a clip, for a T-Bird that was to be raffled in the national J.C. coper. Needless to say, many of Larry's friends were relieved that the ticket sale was completed great. . . . Jack Diamond, who was televisioned July 26, is now in the future when he is on the weekend and is now honeymooning in New York. We haven't seen him, yet. . . . In a desire to further his marriage, John Abaray, program director of WBS-Bristol, Conn. Just became the father of twin girls. The addition of the two events of Johnny's family at two each, Shall we try for more! . . . KDKA-Bytech (Pittsburgh) has changed his network affiliation to three in recent weeks, including this summer—one each during June, July and August. The first one, held June 10 at the East Hills Shopping Center, was hosted by Art Pallan and presented a quartet of KDKA record spinners—Bobby Tracey, Jim Williams, Clark Race and Randy Hall—performing under the apt title of The Off-Keys. Other area groups have been invited to compete for a grand prize of a trip to New York and auditions with major diskers. During the three sing-along days, KDKA will program nothing but sing-along music.

VITAL STATISTICS:

Ron Bailey, program director of WYSL-Buffalo, left last week for Stockholm, Sweden where he will be a program consultant for Radio Nod for about three months. After this overseas stint, a sort of lend-lease arrangement, he will return to resume his duties at WYSL. Bailey was named vice president of Programming, News and Public Relations of Band Broadcasting, owner of WINZ-Miami, WING-Tampa and WEAT-West Palm Beach. He assumes this newly created post on June 19, exiting his position of executive vicepeep and general manager of Florida Air-Power—WWL-Ft. Lauderdale. In his last move with WWL, Bailey appointed former WWL-Ft. Lauderdale station manager Jack Vail as director of news and special events for WWL. . . . The Dick Martin Show premved last week (5) on WNYL-F (the "most popular American music" stana) . . . Newest member of the KSYD-Wichita Falls, Texas news staff of Brad Owens. He comes from KLIF-Dallas to replace Larry Warrel, who's new duties are at KSNT-Dallas. Jack Diamond moves over from KICN to KTLN-Denver in the 10 AM-2 PM spot while John Phillips, who was teaching, is now the latest addition to the staff. Raymond J. Cheyney joins WNBF-Binghamton, N.Y. as sales manager. He was formerly vicepeep and general manager of KRES-St. Joseph, Mo., and previous to that the sales manager at WJNO, a station that held the same spot at WNBW-Ft. Lauderdale, he was director of WCSS-Amsterdam, N.Y. . . . Art Raymond (The Man In the Black Sombrero), a former Latin music specialist, is now at WNTA-Weehawken doing daily remotes from New Jersey's Garden State Plaza. . . . After two years in the Army, Gary Seager joins up with KFIR-Phoenix. . . . Howard Anderson and Don Williams are together exiting WCNF-Weldon, N.C. to take up residence at WEED-Rockey Mount, N.C.
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The Cash Box
Best Selling Monaural & Stereo Albums

Compiled By The Cash Box From Leading Retail Outlets

June 17, 1961

MONOUSAURAL

- Also available in Stereo
- Also available in EP

STEREO
"DONNYBROOK!"—Original Broadway Cast—Kapp KDL-8500

The latest musical of the season is an enjoyable song-and-dance version of the famed film, "The Quiet Man," and many of the Johnny Burke songs are among those introduced to Broadway. They are performed with quality by principals Art Lund, Eddie Foy Jr., Susan Johnson and Joan Fagan. Personal triumphs are Jerome Nordstrom's touching "A Toast to the Bride" and tenor Eddie Edmonds. "The Door is Meltin'" Worthy show music stock.

"FOR LONELY LOVERS"—Dinah Washington—Mercury SR 60614

It would be hard to find a more perfect mating of talent and material in this album. The talent is Dinah's inherent blues quality, her direct communication of good and bad feeling. The material contains such wonderful, lesser-known wins of "You've Got Me Crying Again," "The Sun Forgot To Shine This Morning," "It Shouldn't Happen To A Dream" and "Out of Sight, Out of Mind." An artistic achievement on solid commercial footing.

"OLDIES BUT GOODIES"—Vol. 3—Original Sound SCR-1534

Original Sound has swung the industry with its first two "Oldies But Goodies" LP's, and has rounded up another dozen rock-and-roll evergreens from various sources for a potent third volume. This package includes the original performances of "Come Go With Me," "At Your Front Door," "For Your Precious Love," "Lovers Never Say Goodbye," and "Long Tall Sally." There's lots of sell here.

"JANE MORGAN SINGS THE GREAT GOLDEN HITS"—JANE MORGAN SINGS THE BEST HITS FROM BROADWAY—Kapp KL-1246, KL-1247

A simultaneous release of two Jane Morgan albums from Kapp has the thrust of singing "golden hits on the Bard's Broadway tunes on the other. The "golden set" includes "Tammy," "Young At Heart," "Till the End of Time," the Broadway deck features "You'll Never Walk Alone," "If I Were A Bell," "How Are Things In Glocca Morra." A dozen fine performances in each provide solid entertainment for her fans.

"THE HAPPIEST GIRL IN THE WORLD."—Frank DeVol—Columbia CL 1629

Music from the current Broadway musical, originally supplied by classical composer Jacques Offenbach, is treated to an interesting orchestral reading by Frank DeVol. The arrangements adhere to the mood established by the show and the large orchestra is able to produce a more colorful effect than is available from the pit orchestra. This set demonstrates the durability of the Offenbach melodies. For show music addicts.

"THE NEW JULIE LA ROSA!"—Kapp KL-1245

"The New" Julie LaRosa, as unveiled here, is now a more sophisticated, blond, (beauty-wise) singer who works with a small jazz-oriented combo and lets himself stretch out on a song. Even his choice of material has benefitted. Here he sings "Luck Be A Lady," "Out of This World!" "I Got Plenty O' Nuttin'" and a medley of Bernstein's "Lonely Town" and "Ohio." No fooling, this is really a new Julius LaRosa, one that's worth hearing again and again.

"GUITAR'S GREATEST HITS"—Tom and Jerry—Mercury 86883

Tommy Tolumson and Jerry Kennedy, two well-known names in country music circles, have been united by Mercury for a session in which each has ample room to display his prowess on the instrument. The group adds guitarists (including Hank Garland's) and rhythm from the best of the country round out the date. Selections include such spirited instrumental hits as "Buddy Broussard," "Sugarfoot Rag," "Launcheys" and "South." Strong package for teen and edw markets.

"SEA SHANTIES"—The Male Chorus of the Robert Shaw Chorale—RCA Victor LM-2351

Sea shanties as a group are probably the most beloved songs in the folk song repertoire. They are both ruggedly masculine and unashamedly sensual, and, above all, always colorful and melodic. Here the men of the Shaw Chorale have created a capella style (with a few necessary exceptions where a solo guitar accompaniment is dictated) they perform 16 of the best known sea shanties. They are "Blow the Man Down," "A-Roving," "Lowlands," "Schenandoah," "The Drummer and the Cook," "Hasil Away, Joe," "Bound for the Rio Grande," and "The Shaver." Wonderful entertainment that transcends the limits of the mind's eye.

"ELS A LANCHEster—HERSELF!"—Verve V-1566

The short Broadway run of this "intimate" one-woman revue was no indication of its merits. Upon hearing this record, it is deduced that Elsa Lancaster deserved to be on Broadway longer than many of the street's current "successes." The range from the popular to the sentimental, the little woman is an animated delight as she rambles through a repertoire of wonderful little songs, poems and other tidbits. In this little sparsely bawdy, vivacious, refreshing and thoroughly entertaining.

"FUTURA"—Bernie Green and his Orch.—RCA Victor LSA-2756

Attempting to display the dance band sounds of 1970, Bernie Green has thrown together a dozen original (less two) compositions in a colorless array of exotic sounds bearing such romantic titles as "Sea Nymph," "Coral Castle," "Down Under the Sea," and "Stars in the Sand." Mood fans will appreciate.

"LES BAXTER'S JEWELS OF THE SEA"—Capitol ST 1537

A pastiche of the exotic musical mood, has created another enticing panorama of sounds here, this time in conjunction with the romantic lures of the sea. Baxter has strung together a dozen original (less two) compositions in a colorless array of exotic sounds bearing such romantic titles as "Sea Nymph," "Coral Castle," "Down Under the Sea," and "Stars in the Sand." Mood fans will appreciate.

"THE LINCOLN HYMNS"—Tex Ritter—Capitol SW 1562

The discovery in 1957 of a book purported to contain Abraham Lincoln's favorite devotional readings has eventually led to this album, in which Tex Ritter performs these readings set to music. Now as inspirational hymns they enjoy a wide popularity in radio. The entire guitar, piano. Ritter's performance is idiomatic and ideal and the Ralph Carmichael choir and small band accompaniment is straightforwardly sincere. An engrossing album.

"SUMMER CAMP SONGS"—Hugo & Luigi with their Children's Chorus—RCA Victor LSP-2769

It opens with Irving Berlin's parody of revettle, "How I Heart the Boy," "Close with Taps" and in between contains a bevy of melodies that will grip children attention getters. Hugo & Luigi conduct their lively, spirited Children's Chorus thru readings of "The Old Grey Marlin," "Down in the Range," "Oh Susanna," "I've Been Working On the Railroad" and many others of this ilk. Lyrics are on the back liner. A timely offering.

"HARPER'S BAZAAR'S SECRET FORMULA FORMULA"—SW 1522

An exercise album for feminine physical fitness prepared by the editors of Harper's Bazaar. Narration is by a European-accepted gentleman chauvinistic, who gracefully guides the gals through nine "Wonder" exercises on side one and nine "Relaxing" exercises on side two. Enclosed booklet includes diet menu, fashion tips, weight guide and calorie chart. The entire package, press. Bazaar's performance is a valuable addition to the female population.
As nice a couple as you'll ever meet, so don't keep them apart. Push 'em together! Ask your distributor about Compact 33, the newest idea in records.
"PINK SHOELACES"—Dodie Stevens—Dot DL-P 3371
Teen songstress, currently hanging in there with "Turn Around," is spotlighted on a LP featuring a lineup of her past successes. Showcased is her big year's hit of "Pink Shoelaces," along with "Yes, I'm Lonesome Tonight," "The Five Ponnies," "No," and "Turn Around." For teenagers only.

"FLAPPER FADS"—Lizi Doisy and her Stereo Stompers—Carlton STL-P 12/137
For its Impact Sound series, Carlton bowes the fictitious Lizi Doisy, as flapperish a female thrash as ever graced a 20's style disk. She's very proficient at her satirical art and there are times when one is almost convinced that the singer must be Carol Channing, but she's not. Nevertheless, it's delightful entertainment to hear her sing such throw-backs as "Row, Row, Row," "Hard Hearted Hannah," "Marry You Please Come Home" and "Ma." Accompanying band is right there in the groove too.

"THE EXPLOSIVE SOUNDS OF JACKSON PAINE"—Warner Bros, W 111
The Surfers are a range of wearing designs with the striking effects as climaxes for little "sick" sketches, former commercial artist Paine-a-tour has produced "Humor in Its Newest Form." There are thirty-two of these vignettes on this disk and some of them are laugh-proof. In many of them, obviously dubbed-in audience laughter just gets in the way of what could be good fun. Overall though, there are several ingeniously humorous bits.

"THE ISLANDS CALL"—The Surfers—HRI R427
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"BYRD OF PARADISE"—Jerry Byrd—Monument EM 14002
Jerry Byrd has tuned his steel guitar here to the flavoriesome, languidly exotic mood of Poly- 

"PALMER - HUGHES ACCORDION SYMPHONY"—Capri
The Palm-Hughes Accordion Symphony numbers 40 strong who, from Houston, Texas, are dedicated to the uplifting of the recognition accorded the instrument. Judging from this first record they have succeeded at least in displaying the ability of the instrument more so than ever before. Vivid imagination and firm musical knowledge have been used in orchestrating the instruments on this disk. Pieces performed range from the classical, "Carmen Suite," "Bolero," to the popular, "Grandad of the Wanderer." Lots of enjoyable listening here.

"ZUNGO!"—Afro-Percussion—Olatunji—Col- 

"JACKIE'S BAG"—Jackie McLean—Blue Note 4051
Jackie McLean's spirited, swashbuckling alto sax work is heard on this LP in two different sessions, but both achieve the same swinging results. One finds him in the front line and the other with Blue Mitchell and Tina Brooks. Actually, the Byrd date is slightly better, due to the presence of the trumpeter and Philly Joe Jones. But only slightly, for both provide pure listening pleasure. Five of the six tracks are McLean originals.

"TONIGHT ONLY!"—The Dave Brubeck Quartet, 

"SHIRLEY'S SOUNDS"—Shirley Scott—Prestige 7192
In her latest session for Prestige Shirley Scott maintains the consistency of performance that had first established her on the organ jazz scene. In fact, this is one of her most hard and furious. "It Could Happen To You" and "India" is softly appealing, while "Summertime" and "Spoonin" should do well with jazz organ fans.

"BEETHOVEN: Sonata No. 5 in F, Sonata No. 9 in A"—Yehudi Menuhin, violin, Hephzibah Menu-

"FRENCH OVERTURES"—Ernest Ansermet conducting L'Orchestre de la Suisse Romande— 

"FORBIDDEN FRUIT"—Nina Simone—Colpix CP 419
A musical vocal style has brought her pop acceptance but Nina Simone has artistic attributes that transcend just uniqueness of sound. She has a quickness of mind that gets right to the heart of the song, a strong feeling for blues and spirituals, and a fertile imagination and that can turn (in this LP) an ordinary love song such as "Where Can I Go Without You" into a dramatic experience. Other outstanding examples of her vocal art include "Rags And Old Iron," "Gin House Blues," "Work Song" and "Forbidden Fruit."
WILL SELL LIKE

NAT COLE'S HOT NEW SINGLE
"Take a fool's advice"
(NAT COLE GOES ROCK & ROLL)
Record No. 4582 C/W "Make It Last"
**Album Plans**

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

**CAPITOL**
All 34 Hollywood Bowl LP's are being offered to dealers at a $1 discount. No limit to the number of LP's that can be purchased. Expires: June 30.

**CARLTON**
"Summer Special"—20%-in-free-goods distrib bonus for the summer, including 20 new LP's that bow the Charlie Parker line and a "sound" label tagged Impact.

**CONCERT-DISC**
A Dick Scobey LP, "Re-Perception," is being offered to consumers at a $2 savings ($2.98 for either stereo or mono). Described as a "limited time offer."

**DIRECTIONAL SOUND**

The new "deluxe sound" line of Premier Records is being offered to dealers on a 25%-in-free-merchandise plan with 30-90-90-day billing and a 100% exchange privilege. A co-op advertising fund is also available.

**DOT**
Annual summer sale in which consumers gets a 15% discount on all mono LP's, 20% on all stereo LP's and 25% on all EP's. Dealers receive a 30-day billing benefit, with payments due in 3 equal installments on the 15th of June, July and August. Plan runs from May 1 through June 30.

**KING**
"Buy One—Get One Free"—Consumers can buy 1 LP and get another free in eight polyethylene-sealed packages containing 2 LP's each. Expires: June 30.

**LIBERTY**

Extension to June 19 of an LP deal originally ending on June 2. On 3 Gene McDaniels' LP's and "One-Eyed Jacks" soundtrack dealer gets a 20% cash discount, taken off the face of the invoice, for an order of at least 5 units in any assortment of 3 albums, mono or stereo. For a minimum order of 5 units, 100% exchange. For a purchase of 10 or more "Jacks" units, 100% return credit anytime after Aug. 1.

**LIBERTY & DOLTON**

"Teenage Program"—On fire "teen-age" albums, the label is offering dealers a 20% cash discount, taken off the face of the invoice, for an order of at least 25 units. The discounts will apply to records, at least 5 units, in any assortment placed during the program. 100% exchange privilege. Payment: 1/2 July 10, 1/2 August 10, 2% EOM. Expires: June 16.

**MERCURY**
"Summer-Sale-A-Rama"—Two parts: first includes the June 15 release, the entire FVS 98, low-priced Wing catalogs (plus EP's) in which the dealer buys 5 and gets 1 free. Second part: the entire Mercury catalog of all LP's, except those in part one, in which the dealer buys 7 and receives 1 free. Expires: July 31.

**MGM**
A May LP plan on 17 LP's has been extended thru June 30. Distribors can get 1 LP free for every 5 they purchase, 30-60-90 day billing.

**MOTOWN & TAMLA**
Dealers buy 6 LP's and get 1 free. Expires: June 30.

**PRESTIGE**

**RIVERSIDE & JAZZLAND**
"Summer Sales Spectacular"—Distributors get 2 free LP's for every 10 ordered. Riverside's Wonderland kiddie line excluded from plan. Expires: June 30.

**ROULETTE**
Label is offering a buy-10-get-2-free LP plan on the entire catalog. Expires: July 15.

**TIME**
Dealers get 1 LP free for every 6 he buys. No termination date has been set.

**Burke Re-Elected**
L.A. NARAS PREXY

**AmPar Adds Jarvis As Field Rep**

**Burke Re-Elected**

L.A. NARAS PREXY

LOS ANGELES—Sonny Burke has been re-elected president of the Los Angeles chapter of the National Academy of Recording Arts & Sciences (NARAS).

Also elected to one-year terms at a recent meeting of the association's new board of governors were: Margaret Whiting, 1st vice-president; Joyce Gilmore, 2nd vice-president; Van Alexander, secretary; John Kraus, treasurer. Alexander was re-elected to the same post.

**AmPar Adds Jarvis As Field Rep**

NEW YORK—Felton Jarvis, a music- man yet in the South, has been named a field rep for Am-Par Records. Jarvis will base his activities in his home town of Atlanta and will be responsible for continuing sales, merchandising and exploitation of all product release under the ABC-Paramount, Apt, Impulse, Chancellor and Westminster labels. He will report directly to Larry Newton, sales veep at ABC-Paramount.

The Cash Box—June 17, 1961
MR. OPERATOR:
IT'S FREE!

We're not crazy! But we're so excited about "Fanny", we'd like to offer you this record free! This record will make more money for you than 90% of the records on your boxes and for a longer time! No strings attached. All you do is fill in the coupon and mail it in. Limit—1 record per coupon. What are you waiting for? Start filling out that coupon!

Available thru ABC-Paramount distributors and one-stops

AMPAR — 1501 Broadway, Dept. CB, New York 36, N.Y.

Please rush me — Free — "Fanny" theme record played by twin piano team Bill Snyder, Dick Manning.

☐ Star Title Strip ☐ Sterling Title Strip

Name______________________________

Address___________________________

City_________________ Zone_________ State________

ABC-PARAMOUNT

The Cash Box—June 17, 1961
PRESTIGE Announces for June 10% Discount

On Its Entire Prestige Catalog 7000 Series Including a Brand New Release by the Fabulous

ETTA JONES

"SOMETHING NICE"

PRLP 7194

(Includes her latest hit "Canadian Sunset")

Contact your local Prestige distributor for further details.

PRESTIGE RECORDS, INC. 203 So. Washington Ave., Bergenfield, N. J.

The Finnest Album!!!

Comedy Sweepstakes

Scotman Creations DTL 814, DTE 818-819 61's send for your copy!

DOOTOE 

Audio fidelity records

DFO 3DFM 3006 DFS 7006

BREAKING OUT ALL OVER!

Deluje's Desire . . .

'That's My Desire' By The Exotics on Coral

For that happy change of pace

"Happy Polkas and Dreamy Waltzes"

New Frank Yankovic Album on Columbia (CL 1620)

MILLS MUSIC, INC. New York 19, N.Y.

"It sure is a mess!" This was Stan Kenton's answer when asked to comment on the contemporary music scene. The place was the Capri Theater on West 46th Street in New York; the occasion, a one-day respite from the road when this reporter had an opportunity to ask Stan about his band and for a few words on his celebration of twenty years as a bandleader.

It's been a long haul since that summer in 1941 when at the Rendezvous Ballroom in Dallas, Texas, Kenton invited his free organization which resulted from Kenton's artistic restlessness and powerful ability to create something new. Still, active in music schools and with his Kenton educational organization, Kenton's drive hasn't diminished much and he's still searching and reorganizing. The present band, tagged "The New Era In Modern American Music," is comprised of five trumpets, five trombones, five saxophones, two drums, bass and four mellophones, a brass instrument resembling a French horn in look. In F which was designed specifically for Kenton (by Conn) to fill what Kenton describes as "the true hole between the trumpet and trombone. Almost all of the band members are youngsters, many just out of school and fulfilling their music desires. By filling many of the vacancies with youngsters, Kenton is recognizing the effectiveness of music school training, an area in which he is particularly active. He strongly advocates the wider use of music school enthusiasts and believes they comprise the best crop of ready musicians available for band work.

In regards to his new band, Kenton said that he is still trying to explode something fresh in music. Before organizing the new band he jinked everything and built a fresh book with 40 new charts. Again, concerts will make up the bulk of the band's work. To introduce the new audience, a Kenton LP titled "The Romantic Approach of Stan Kenton" will be released in early fall. Already in the can is his first Christmas album and a version of "The Leonard Bernstein Young People's Story." In reference to "West Side Story," his first show score, Kenton said he felt it was the best such score that he reviewed into his concept of music. At the disk at the studio confirmed Kenton's feeling for this reporter, who thinks it is the best work Kenton has done on records for several years. It will be released in conjunction with the film.

In summing up, Kenton said that he feels he has captured a fresh sound with the new band and feels it will go a long way in contacting youngsters. At least he appears more enthusiastic about this new venture than he has for anything in quite a while.

Jazz Jottings:

Upon the signing of Chris Connor and Herbie Mann to exclusive booking contracts with Joe Glaser's Associated Booking Corp., Monte Kay, manager of both artists, was overheard saying, "Associated is the best agency in the business and they don't charge any more than the worst, so why not?"

The MJQ leads off the Berkshire Music Barn's summer season in North Adams with a July 2nd 6 o'clock. They'll appear together with the New York String Quartet. . . . This week finds Lambert, Hendricks & Ross, Joe Williams and Chris Lyndon in a series of nursing home tours. The group will exit Tuesday for an opening at NY's Village Vanguard opposite the Bill Evans Trio. Closing out the Vanguard are Stan Getz and pop singer Gene McDaniels. Especially with pop music, he thinks that record companies should pay more attention to artists who have a reasonable validity of talent and can produce in person. They should try to build a talent rather than grab the quick buck on a one-shot deal.

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WHAT A HIT!

IT'S THE GAYEST! HAPPIEST!
SINGING-EST! DANCING-EST! RECORD

HAVE A DRINK ON ME

Buddy Thomas

Todd 1063

Distributed Nationally thru
JAY-GEe RECORD COMPANY, INC.
PHILADELPHIA—While appearing at the Uptown Theatre here, Scepter disk stars Chuck Jackson, (left) and the Shirelles presented WIBG disk jockey Harvey Miller (center) with a birthday cake. Buzz Curtis (right), Mainline Distrib promo man assists.

Lucky Carle Named Southern-Peer Prof. Mgr.
NEW YORK—Lucky Carle has been upped to professional manager of Southern-Peer and affiliated companies in the U.S., according to an announcement last week by the publisher’s president Mrs. Ralph Peer.

Carle, who has been with the organization since August, 1949, had previously served as manager of radio and TV exploitation. Carle is the brother of pianist Frankie Carle, with whom Lucky first had his connection with the music business.

Capitol Promo Eyes On New Cole Single
HOLLYWOOD—Capitol is focusing all attention on the only single set for release this week by the label, Nat King Cole’s “Take a Fool’s Advice” and “Make It Last” (see separate story on Cole’s new ten year pact with the label).

“We’ve had bigger advance orders on this record than on any other new single since Jeanne Black’s ‘He’ll Have To Stay,’” said Jay Swint, single record sales manager for Capitol Records Distributing Corp.

In Accord

WINNIPEG, MAN.—In this city for a club date, the Chordettes dropped in on CKRC disk jockey Jim Paulson for a personal promo on their recently-released vocal version of the song “Never On Sunday” on Cadence.

HEADING FOR THE CHARTS!
“LOVER COME BACK TO ME”
THE VELOURS
END 1992
“TIME WAS”
THE FLAMINGOS
END 1992

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

1. BOBBY
2. QUITE A PARTY
3. NEVER ON SUNDAY
4. SEA OF HEARTBREAK
5. MILORD
6. A SCOTTISH SOLDIER
7. RESPECTABLE
8. MICHAEL
9. A MILLION TEARDROPS/
10. CHARLIE WASN’T THERE
11. (I’VE GOT) SPRING FEVER
12. RED WING
13. LA DOLCE VITA
14. RIMSHOT
15. YOU THRILL ME
16. HUMOROUS/THEME FROM
17. LONESOME WHISTLE BLUES/
18. JIMMY LOVE
19. I LEFT THERE CRYING
20. THE REBEL—JOHNNY YUMA
21. DOOLEY
22. PRESIDENTIAL PRESS
23. LOUISIANA MAN
24. THEME FROM GOODBYE AGAIN
25. BACARDI

26. SAD EYES
27. YOU’LL ANSWER TO ME
28. HOLD BACK THE TEARS
29. LOVE MAKES THE WORLD GO ROUND
30. WARPAINT
31. SKIN TIGHT, PIN STRIPED, PURPLE PEDESTAL PUSHERS
32. CHA CHA GO GO
33. RUN, RUN, RUN
34. DINKY DOO
35. TURN AROUND
36. MARY AND MAN-O
37. MAKE ME SMILE AGAIN
38. GOODNIGHT BABY
39. LOOK FOR MY TRUE LOVE
40. JOANIE
41. POMP AND CIRCUMSTANCE
42. WISHBONE
43. LONELY LIFE
44. REAL MAN
45. I’LL NEVER BE FREE
46. WHITE CLIFFS OF DOVER
47. WATER BOY
48. FOLLOW THAT GIRL
49. THERE WAS A FUNGUS AMONG US
50. YOU CAME A LONG WAY FROM ST. LOUIS
ARMADA Plans Being Finalized; "Few" Booths Still Available

NEW YORK—Plans were being completed last week for the two-day ARMADA Convention which will open Apr. 28 and 29 at the Diplomat Hotel, Hollywood, Florida. On June 26, and President Art Talmadge reported that exhibit space is "rapidly being filled, with only a few booths still available." In addition, Talmadge said, reservations for rooms are also "running considerably ahead of schedule.

Completion of the list of participants in the various symposiums and the complete agenda for the two-day meet has been accomplished by Jordon F. Fleischer, executive secretary, and a special entertainment program, which includes a sneak preview of a major United Artists motion picture has been arranged.

"With the great activity on the counterfeiting and legislative fronts," Talmadge said, "we have found a treasure trove of material, and in this year's convention on all levels of the industry.

Decca Adds 7 Phono Models

NEW YORK—Seven entirely new phono models have been added to the five models introduced in January by Decca Distributing Corporation. It was announced last week by Michael Ross, director of Decca's phono division.

Sydney N. Goldberg, Decca vice-president in charge of sales, led a group of sales and convention meetings across the country last week to acquaint branch personnel with the new product and formulate merchandising procedures.

Encompassing a full range of equipment from a single needle, budget priced four speed manual portable through a deluxe full stereo self-contained hi-fi console in Traditional furniture styling, the phono represents a "reflection of standards developed through exhaustive market research and consumer requirements," an announcement said.

Capital LP Debuts "Circular Sound"

NEW YORK—Capital Records debuts its "Adventure in Circular Sound" stereo gimmick in a new LP just released, "Music Of Mexico, Sound," featuring Robert Irving and Douglas Cooper, conceived at the Sinfonies of London. The sound in two appropriate selections, Richard Rodgers' "Cavalcade" and Oscar Strauss' "La Ronde" actually revolves in a circular pattern around the listener. Both the Rodgers and Strauss pieces, the label said, were especially scored, "written in the sound techniques," so that motion could be interpreted as "a series of hexagonal musical interludes in different appropriate passages."

Original Themes Feature "La Dolce Vita"

NEW YORK—When Israel's Premier David Ben-Gurion was in New York recently, he telephoned Sid Pastner, general manager of Strand Records, to thank him for sending him a copy of the label's newest album "Seeing Israel With George Jessel." In addition to the songs of Israel, which include songs and street sounds, there's a narrative written by world-traveler Allan Roberts. Ben-Gurion expressed his thanks to Pastner for producing "so excellent" a recording of his country.

A Call From Ben-Gurion

NEw YORK—When Israel's Premier David Ben-Gurion was in New York recently, he telephoned Sid Pastner, general manager of Strand Records, to thank him for sending him a copy of the label's newest album "Seeing Israel With George Jessel." The album, which is being nationally released on June 15, is a "sight and sound" travelog of the Holy Land and Palestinian life written by Ben-Gurion.

ORIGINAL HITS: THE THEME FROM "LA DOLCE VITA"

20th Fox #245

20,a fox

20,a fox

Angela Manitone

singing "MOONLIGHT & ROSES"

Sunrise DPC—6120

National Pressing and Distribution

ARRANGED BY DISCMAKERS PRODUCTION COMPANY

550 5th Ave. N.Y.C., 36, PL-7368

THE CASH BOX—June 17, 1961
NEW YORK:

All the excitement over at Kapp, accordin’ to Gene Armond, centers around the orders pouring in for the original-east LP of the Dave Kapp-produced B’way hit, “Donnegold.” . . . Buck Doilinger up to tell us that Cadence has a house-full-of-hits in Andy Williams’ “Billboa Song,” Eddie Hodges’ “I’m Gonna Knock On Your Door,” the Chordettes’ “Never On Sunday” and Don Shirley’s “Water Boy.” . . . Dugg Doody’s “Pal Joey” in summer stock while Eddie’s heading out, 6/16, on an east coast promo trek . . .

Danny Crystal back in town with glowing reports on the big Pat Boone opening at the Ambassador in L.A. Dot topper Randy Wood expecting Pat’s “Moody River” to cop a gold deck . . . Congrats to outstanding arranger-conductor Stan Applebaum, who, for the third-year-in-a-row, has three sessions in the top ten—Neil Sedaka’s “Little Devil,” Ben E. King’s “Stand By Me” and Connie Francis’ “Broken Heart.”

Doug Moody informs that Mercury is so excited with the action on the Dave “Baby” Cortez “Tootie” Clock slice that they’re gonna be releasing, next month, a Cortez “Happy Sound” LP. Also in the works is a Clock session with the Harrison Bros. (younger brothers of Wilbert) and a re-release (on VIM) of Little Jan & The Radiants “If You Like Me.” . . . Josie-Jubilee’s Mickey Elechner notes that Buddy Thomas has a definite smash in the Todd lid, “Have A Drink On Me.” . . . Now that the govt has officially approved FM for multiplex stereo broadcasting, “the product of the future soon to be sold,” say Audio-Fidelity proxy Sid Frey, “will be stereo sets on which can be viewed cinemascope, Todd-AO, etc. as well as films in stereo.” . . . Former Bald Eagle Records’ head William Klenovsky running for Mayor of N.Y. as an indie democratic candidate in the Sept. 7 Primary . . .

Thea Leney Salser back from a mid-west distrib-deejay jaunt this week, Label’s hot new combo, Charlie Mann (who has the “Manna Overboard” package) set for a return stint on the June 16 Ed Sullivan TV’er, accordin’ to mgr. Larry Kellam. Over at Coral’s desks, the spotlight is on Thelma Carpenter’s “My Imagination” while at Brunswick it’s the Jackie Wilson ‘return-sensation’ “I’m Coming On Back To You.” . . . Liberty’s Gene “100 Pounds Of Clay” Mc Daniels, a big hit during his 2-week debut stint at the Village Vanguard . . .

John C. White, who drove tremendous crowd to the Roundtable in its 3-week set there. Artist, whose current Coed clip is “Writing On The Wall,” has really developed into a fine in-person performer. . . . Columbia’s Mike Clifford followed his 6/11 stint on the Ed Sullivan show with a week’s promo trek to Bost., Balt. and the mid-west . . . Promo gal Joyce Becker types that MCA’s newcomer Michael Allen’s flying to Fla. for a 2-week stint at the Colonial Inn.

Marty Weiss, ad & publicity mgr. at Glara, who has Gloria “She’s Me” Lynne’s been set as one of the headliners at the Newport Jazz fest, 7/1, and that she’s been booked for a return engagement at the Baltimore Coliseum, 6/27 . . . Meanwhile, the famed gospel singers of Belfast, Northern Ireland, the Golden City Qt, has just waxed a Chaplet EP of 4 popular Stamps-Baxter tunes . . . Gus Baxus, former lead with the Del-Vikings (who stayed in Germany following his Army hitch),

“GOODNIGHT BABY”

by The Imaginations #45-103

A surprising new instrumental!

(Song Of The)

NAIROBI TRIO

by The Fortune Tellers #45-105

back on the wax scene with a Fono-grad (Polydor over there) version of the Elvis Presley European smash, “Wooden Heart.”

ABC’s promo headcounts, Mike Kelly, sex that Snyder & Manning’s “Fanny” looks real g rant (in the sales dept). Meanwhile, ABC’s roving ambassador! Lenny Scheer just back from the mid-west with the word that “Fred Mitchell, top WOIO-Talker deejay reports all-the-way smasheroo in the Del-Vikings’ “Bring Back Your Heart.” . . . Art Johnson has succeeded Bill Lasley as chief A&R man at Addit. . . Swirl topper Sol Winkler flying high with the “Cool Seagull” in the New England area and all along the Atlantic coast. Tune is a sequel to Flourish Zachab’s “Hot Canary”—which Decca has re-issued. . . . Hickory’s Tommy Zang into the Village Barn for a 2-week (or more) stay. Artist’s latest wax duo’s “I’m Gonna Slip You Off A My Mind” and “Every Hour, Every Day.” . . . “T. J.” Johnson sends along word that they are moving their X Church, ‘The Way A Parson’ and Airing Carl Hammel, Jr., Fraternity’s Elson Smith, Town & Country’s Ritchie, Fran & the Claytons and Susan was a huge success.

The big smile being worn by Madison topper Larry Uttaal’s being caused by Hugh Barrett & the Victors’ “There Was A Fungus Among Us” which, he notes, busted wide open in Chicago and is spreading nationally. He adds that the 5 Classics’ “My Imagination” (A) is starting to happen. . . Paul Renard’s Prods., Keyboard Klinics and Music Schools has been formed and is located at 535 W. 110th St. . . Tony Martin makes his summer stock low playing ‘Sky Masterson’ in ‘Guys And Dolls,’ which opens at the Carousel Theatre, in Framingham, Mass., June 12-15. . . Argus distro’s new promo gal Martie Martinez writes that they’re blazing away with Eddie Bo’s “Dinky Do,” the Tremonts’ “Believe Me,” the Sentimentals’ “Sunday Kind Of Love” and the Fascinations’ “My Imagination.” . . . The Three Young Men, a holder of attraction at Julius Monk’s place, inked to a Columbia pact. . . Babies, babies everywhere. When Henry & Larry came back from David Lee’s, Warren’s, Larry & Jay Rose had Donna Sue; Hollywood disk promoter Irwin Zucker & Dee had twin girls—Judie Michele & Shari Lynne and our own Marty Toohy & Maureen had their 1st boy, Timothy—after 3 gals. Congrats!

MEMO from MORTY CRAFT


You’re the most talked about singer in America today.

"My Kind Of Girl" is a Small...Harryone
Earl Allstate’s
The Mercury’s
Hugo Another Nike

The weekend and Stevens’

WJJD is eighth

Kabott are

From Billy sliced

The Basie (opening

the Empire

solo

But Billy

added is

the Vee-Jay

of the most.

the All Stars.

the team,

of the first time the guitarist has used a singer with the group. Composer George Duning’s next film scoring assignment is “The Notorious Landlady,” starring Kim Novak and Jack Lemmon. Columbia Records all excited over the immediate reaction to Mike Clifford’s “Pretty Little Girl In The Yellow Dress” (from the University Of The Last Sunset) b/w “At Last” (from UA’s “The Last Time I Saw Archie”).

The World’s First
STEREO-SCORED
Orchestra

SHEB WOOLEY
K-13013
“SKIN TIGHT, PIN-STRIPED, PURPLE PEDAL PUSHERS”

MEMO from MORTY CRAFT
att: Norm Petty Clovia, N.M.

Thanks for producing two great singles by two great instrumental groups! You’ve got the touch!

“SHOULD I” b/w “TAKE A MINUTE”, The String-A-Longs

“QUITE A PARTY” b/w “GUNSHOT”, The Fireballs

P.S. And two great albums headed for the charts!

“THE STRING-A-LONGS” (W-2036) Monaural & Stereo

“HERE ARE THE FIREBALLS” (W-2042) Monaural

Ed Yalowitz, buzzin’ from the Garmisa camp where there’s action aplenty with sizzlers “I’ve Got News For You” by Ray Charles; “Let Love Go By” by Baby Washington and “Bobby” by Neil Scott. Hugo Montenegro made a quick tour of our fair city 5/7 in behalf of his Time etching “The Young Savages” from the movie of the same title. Mercury’s David Carroll kind

billed in the West Coast last week for waxing sessions with Pete Barone (album) and Frank D’Rome (single). From there he heads for Windsor, Ontarsio where radio station CKLW will sponsor a “David Carroll Spectacular” (6/12) devoting an entire day to the spinning of David Carroll music. Bill, Learner (United Record Dist.) tells us “Sad Eyes” by The Echoes and “Drivin’ Wheel” by Little Jr. Parker are getting stronger by the minute. Albumwise, it’s Bobby Blue Bland’s “Two Steps From The Blues.” . . . Stan Pat and RCA brands are giving all out for potential biggies “When I Go To Sleep At Night” by The Tokens; “Love Message” by The Kane Tripletts and “I’m Getting Married” by David Donte. Earl Glicken (Dell-Donna), pinchin’ hard for Johnny Crawford’s “Dreamin’s” which, he sez, is cropping up in the Clevet-Detroit-Pittsburgh areas; and “Warsaw Concerto” by The Philharmonic. Akin to The Phallics’ guitar and Mike Records’ proxy Charles Colbert Jr., announced the appointment of Bob Heller Dist. Co. as the label’s Phillie outlet. The Vibrations are readying their new single release out of the Chess stable and will introduce it on the June 20 Dick Clark TV’er. Also coming up for a Clark guest stint is Clarence Henry, who’ll make the scene June 30.

Los Angeles:
Jimmie Haskell did arranging and conducting chores for the new Cathy Taylor coupling “Bobby Boy” b/w “I’ll Never Graduate From You” on the Capitol label. Teenage chanter Bobby Vee, riding the charts with “How Many Tears” deck, currently doing a series of one-nite concert dates in the Earl. Duane Eddie, Jamie Records wax artist, panted Mirrian Johnson as vocalist with his musical aggregation, marking the first time the guitarist has used a singer with the group. Composer George Duning’s next film scoring assignment is “The Notorious Landlady,” starring Kim Novak and Jack Lemmon. Columbia Records all excited over the immediate reception to Mike Clifford’s “Pretty Little Girl In The Yellow Dress” (from the University Of The Last Sunset”) b/w “At Last” (from UA’s “The Last Time I Saw Archie”).
The Chants Meet The Champ

NEW YORK—Jack Dempsey receives an oil painting rendering of the famed Dempsey-Tunney fight from The Chants, MGM vocal group. The presentation was arranged by Bill Jeremose, a golden gloves champ of the Dempsey era and one-time sparring partner of the great boxer, who painted the picture. The Chants latest MGM release is “Respectable.”

MEMO from MORTY CRAFT

att: Dealers, Opis, D.T.

All you need is one good car. The Warwick sound is the sound of money!

Johnny & The Tokens sing the “TASTE OF A TEAR” (Warwick M-658)
NEW YORK—NGM Records has set seven-five album packages for June as part of a “Lucky Seven” campaign aimed at the trade and consumers.

Three separate LP sets by Ella Fitzgerald, “Get Happy.” “Ella Sings Cole Porter,” and “Ella Sings More Cole Porter” will spearhead the release which will also feature Paul Smith with “Carnival In Persuasion.” “Fusion” by Jimmy Giuffre, newly signed comediane Phyllis Diller in “Phyllis Diller Laughs” and an album by actress-monologist Elsa Lanchester, “Elsa Lanchester Herself.” The Verve June releases will be promoted via trade, consumer and point-of-purchase advertising. A special radio campaign conducted by local Verve distribs will supplement the ad campaign highlight of which will be a special EP mailing of six cuts from the Phyllis Diller package to over 2,000 disk-jockeys throughout the country. A “concentrated” publicity drive to include feature stories and column breaks is also part of the promotional program.

Pickwick Issues 5
“Instant’ Kiddie LP’s

NEW YORK—Cly Leslie, president of Pickwick Sales Corporation, for “Instant” Learning Records, announced last week the release of five new “Instant” Learning record courses aimed specifically for children.

The packages are “Instant” Spanish For Children, “Instant” French For Children, and “Instant” Spelling For Children; Grades 2 and 3, 4 and 5, and 6 and 7. The units are priced at $5.05 each. The age range of Grades 2 to 7 is ordinarily seven to thirteen.

The “Instant” French and Spanish series for children will teach a child 500 everyday expressions. The four-color boxes contain one 12” LP, progress control charts and a four-color manual illustrated by Kirschman. The “Instant” Spelling courses will teach a child the 200 most misspelled words in the grades listed and will contain a practice spelling manual, progress control charts and one 12” album.

Special displays are free upon request as part of each prepacked assortment.

Tri-Phi Label Formed

CHICAGO—Gwen Gordy and Harvey Fuqua have formed Tri-Phi Records, this city, Two singles bow the label, “That’s What Girls Are Made For” by The Spinners and “Carry Your Own Loan” by Johnny & Jackie. National distribution is now being set up.

Miss Gordy was previously associated with Anna Records, and Fuqua is a former lead with The Moonglows and was teamed with Etta James as Etta & Harvey.

“Lucky 7” LP’s In Verve’s June Release

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**Columbia “Open Door” Policy On Masters**

NEW YORK—Going after the “indie sound,” Columbia Records has instituted an “open-door” policy in the purchase of masters and the acquisition of new artists. The Cash Box has learned.

Over the past few months, the releases of various independently produced masters have shown indication of the label’s move in this direction.

Such singles have included Don Covay’s “Every Which A-Way,” Mandrake’s “Mandrake,” purchased from Freddy Parker, and Teddy Vann’s “Lonely Crowd.”

The latest addition in the area of master purchases is Jadie Persia’s “You Invented Love” and “Please Love Me,” which was acquired from Wes Farrell and Mike Shepheard.

**Mercury Bows New LP’s And Summer Deal**

NEW YORK—Mercury Records last week announced its June 16 album release—consisting of ten LP’s—and a “Summer Sale—A-Rama” program to run concurrent with the LP release. The plan, which runs through July 31, is made up of two parts. The first includes the June 16 release, the entire “ Preference Sound Series” (PPS), EP, and low-priced Wing catalogue. The plan will be sold on a basis of one record free for every five purchases.

The second part includes the entire Mercury catalogue of all LP’s, exclusive of the part of the plan sold on a basis of one free for every five purchases.

In addition to the above plans, Mercury also see an extension of the previous exchange program. In effect, anyone will be able to exchange any of the above items, which is 100% and the extension of this exchange will be moved up to Sept. 30, 1961.

The new LP’s are: a PPP date, regular album, Haydn Concert in Sound”; two original-cast LP’s: “Comedy from the Second City” and “The Sound of My Own Voice & Other Noises”—Serren Darden of the Second City; Adam: Ginelle Anastas Pistoiari & The London Symphony; “Wagner for Barits”—by Frederick Fennell & The Eastman Wind Ensemble; an International record series “Step We Golly” by Jimmy Shank & His Band (Scotland); “For Lonely Lovers”—Dinah Washington “The Sound of Griff Williams”—Griff Williams Orch; “Guitar’s Greatest Hits”—Tom (Tomlinson) & Jerry (Kennedy); “Reminiscences”

Mercury has come up with a unique and strong merchandising program to under the summer plan. Included in the program will be new browser boxes and index cards for the Celebrity Series which is made up of hits singles of the past. Also included will be a new dealer type catalog of the firm’s entire LP product complete with cover photos, titles and numbers. Dealers will also have PPS series divided cards available as well as a vast array of “Summer-Sale-A-Rama” signs, window staircases and in-store displays.

The program will be round out by a full program of consumer and trade advertising.

**Twenty Year Man**

CHICAGO—W. F. Reilly (right), manager of RCA Custom Sales, this city, awards a $1,000 check to C. (Bill) Leonard for twenty years service with the firm. Leonard is a RCA Custom sales representative.

**Roulette Deal; Buy 10—Get 2**

NEW YORK — In a story in last week’s issue concerning the new Roulette album deal, the offer was misunderstood. The offer involves buy 10–get 2 free.

Kling, Columbus; Allen L.Vinger, Liberty; Bill O’Dell, RCA Victor and William Tallant, Capitol.

Publicity for all NARM projects and activities will be handled by newly-elected Board member Kenneth Sachs, Merchants Wholesale Service, Detroit.

Because of the national scope of NARM and its potential membership, Snider appointed NARM’s executive secretary Jules Malamud to head the membership committee. The committee will be responsible for procuring both regular and associate members. With the executive secretary’s office as the focal point, a national, coordinated program for affiliating new members will be conducted twelve months a year.

President Snider and executive secretary Malamud have both been “deeply gratified” by the 100% record of acceptance by the members approved for committee assignments.
New L.A. Distrib

LOS ANGELES—Acclaim Distributing has been formed at 8715 W. 3rd St., this city. Heading the operation is Ben Baker. Besides its own Acclaim label, the firm handles Keen, Andex, Sappin and Pennant.

Era's Dennon On 10-Day Coast Prom Trek

HOLLYWOOD—Jerry Dennon, Era Records national sales manager, left last week for a ten-day west coast trip plugging the label's new release, and, the latest, and the release by Adam Ross and The Evedroppers, "Ma And I Changed.

Dennon will also be mentioning "Winehouse" by Donnybrook, "Caldered" by The Castells and "Paw Right In The Kisser" by Larry Vonne. When Dennon arrives back in Hollywood later this month he will stay only three days before embarking on a three-week Eastern trip commencing with the Armadillos meeting in Miami on June 25-27.

Pate exits Assoc. Booking

CHICAGO—Johnny Pate, an A&R man in the Chicago area, has left his position at Associated bookings, it is being considered centering the freelance A&R field. Pate produced Ralph Pate Alexander, the current United Artists' single, "Barefoot.

Boone Croons At Lagoon

SALT LAKE, CITY—Radio KALL disk jockey Kent Jewell (left) and W. L. Lewis (right) get ready in the box car upon the Dot star's arrival here for a concert-coach appearance at the Lagoon. The KALL men assisted at the affair by doling out copies of Boone's latest literary endeavor and his latest Dot LP, "Great, Great, Great," which the three are holding in the pic. Appearance was part of the station's "Summer Fun Session" series of entertainment events.

Album Sure Shots

MONOURAL AND STEREO

* GOLDEN PIANO HITS

FERRANTE & TEICHER

(United Artists WWS-8505)

New Col. Info Set-Up;
Frizzelle, Corcoran Upped

NEW YORK—Columbia Records has reorganized its information services department, Miss Debrah Leith, vice president of creative services, announced last week.

Jules H. Teicher has been appointed manager of information services. Rorbert F. Corcoran has been named manager of popular and trade information. Billy James has joined the department as copywriter.

Frizzelle will be responsible for publicizing general activities of the company as well as all Columbia Masterworks and Epic classical artists and recordings. He joined the department in 1959 and was previously a member of the public relations department of the New York Philharmonic Orchestra for five years.

Corcoran is now responsible for publicizing all Columbia rock and roll pop artists and records in both consumer and trade promotion, as well as maintaining the information services department since April, 1960. Corcoran has had three years' previous experience in the publicity field. He was formerly with Manhattan Records.

James will be responsible for the preparation of all copy for Columbia and Epic news and feature releases. He joins Columbia with four years' experience in copywriting, publicity and promotion fields. He previously headed his own public relations and advertising service, Ad Indulm.

RIAA Says Most Stereo Disks Tops In Stereo

NEW YORK—"The vast majority of stereophonic records currently on the market will make excellent program material for stereophonic (multiplex) broadcasts," the Recorders Industry Association of America (RIAA) reported last week.

"RIAA is confident that the added exposure given to stereo records via FM multiplex broadcasts will increase stereo record sales to a similar degree that regular radio stations have enhanced sales of monophonic records," an announcement said.

RIAA chairman Louis A&R's engineering committee, stressed that most stereo records are completely compatible insofar as affording excellent reception both to listeners who will have radios equipped to receive multiplex broadcasts as well as those who receive the same broadcasts on a single FM radio.

When the RIAA was formulating standards for the production of stereophonic records, Uecke pointed out, the record industry licensed all the engineers, including the eventual development of stereo broadcasting. Most of the stereo records today, therefore, offer a reasonable degree of compatibility between monophonic and stereo broadcasting, according to Uecke.

Uecke's contention is supported by the National Association of Broadcasters. In the May 29th issue of its membership newsletter, "Highlights," the NAB declared:

"NAB has been advised that some misunderstanding exists concerning the compatibility of all available stereophonic recordings when used monophonically with FCC's recently-adopted FM multiplex system of stereophonic broadcasting.

"A final report issued by the Chairman of Subcommittee 56 of the National Stereophonic Radio Committee indicates that 75% of all stereophonic recordings are acceptable for both stereophonic and monophonic broadcasts."

The Federal Communications Commission, in its order permitting the transmission of stereo programs by FM stations, effective June 1st, commented that "In all probability, most of the stereophonic programming by the broadcasting industry will be from available stereophonic tapes and disks."

Liberty, MGM Extend Album Programs

NEW YORK—The Liberty and MGM labels have extended their album deals. The Liberty plan, originally set to end June 2, now expires June 19, and the MGM deal, a May program, is now in effect through June 30. See Album Plans for details.

UA Adds Thrush

NEW YORK—United Artists Records has signed singer Joyce Davis to a term contract. Chicago talent will make her debut on the label with a single release late this month. While Miss Davis, is primarily a gospel singer, the 22-year-old soloist has also been featured in a number of night clubs through the Midwest.

Eureka Names Mainline As Phil Distrib

HOLLYWOOD—Eureka Records has announced that Barry Goldner's Mainline Distributing has taken over distribution of the label in Philadelphia.

FLAMING STAR

ELVIS PRESLEY RYCA VICTOR

GIRL OF MY BEST FRIEND

RAL DONNER GONE GONE

WILD IN THE COUNTRY

ELVIS PRESLEY RYCA VICTOR

FOOL THAT I AM

ETTA JAMES ARGO

PLEASE STAY

THE DRIFTERS ATLANTIC

HILL AND RANGE SONGS, INC. 1619 BROADWAY, NEW YORK, N.Y.

BREAKIN' IN A BRAND NEW BROKEN HEART

MGM

LITTLE DEVIL

RCAC

HALF WAY TO PARADISE

EPIC

SOME KIND OF WONDERFUL

ECLIPSE

JUST FOR OLD TIME'S SAKE

CORAL

HOW MANY TEARS

JOICE

BABY BOO

LIBERTY

THAT'S WHAT I CALL TRUE LOVE

CARL DOBBS, JR.

DECCA

FOLLOW THAT GIRL

VIRGIL MANTE

HEAVEN IS BEING WITH YOU

JULIET

WHERE THE BOYS ARE

Óld Music

INC. 1620 BROADWAY N.Y.

BILLY DOANGO

Another Hit by

Ferrante & Teicher

"GOODBYE AGAIN"

UA 319

UNITED ARTISTS

7297-AVE. N.Y., N.Y.
SORD Attacks Deejay's P.A.

At Shoe Store’s Disk Promo

NEW YORK—The appearance of Murray Kaufman, a top teen deejay at WINE-New York, to open a Miles Shoe Store “Seventeens Record Rack”—featuring discounted prices—in Jersey City on Sat, June 3, drew sharp criticism last week from Louis Shapiro, secretary-treasurer of the Society of Record Dealers (SORD). Kaufman’s personal appearance was advertised as featuring his “Golden Gasseters” (Chess) LP at a special price of $2.25 and the opening of a program of offering top “40 hits” at a discount price of 98c.

“I am sure,” Shapiro said, “that 2,000 record dealers of SORD will view with consternation and shock the development of any trend symbolized by such a promotion.”

Schwartz termed the Miles promo “rack-jobbing with a vengeance” and a “sad picture of disk jockeys engaging in promotions to compete with the very outlets that develop the greatest sales of records week after week throughout the country.”

“Will there be any records left to sell if the entire industry is impoverished by having its main products foot-balled in any shoe store, drug store, food store?”

“These are questions that must be faced by the industry if we are not to find ourselves suddenly in a situation where the best outlets for records, the dealers, are priced and promoted out of business.”

“Not only the disk jockeys, the manufacturers, the distributors and the dealers are involved, but the recording artists have a stake in this too. If their efforts are to become premiums and gimmicks for the sale of shoes, hats and socks, the vast sales machinery for their offerings, built up throughout the nation in the past decades may very well collapse.

“Record dealers have been taking enough of a beating in recent years. This latest threat may be the breaker. It’s time for every record industry to take steps to save the record business.”

When queried on the Shapiro statement and the discounting, Kaufman told The Cash Box he was not involved in the deals, and, in fact, knew “nothing about it” before his appearance at the store. When he did learn of the discounts, he put in a “strong protest” to the Miles management, he said.

Capitol Pacs Goldman Band, I. J. Hunter, T. Texas Tyler

HOLLYWOOD—Capitol Records has signed three important names in three different fields: The Goldman Band, R&B songster-writer Ivory Joe Hunter and country singer T. Texas Tyler.

Announcement of the exclusive signings was made last week by Alan W. Livingston, the label’s creative services veep.

The Goldman Band, celebrating its 50th anniversary, is led by Richard Franko Goldman, son of the band’s founder, Edwin Franko Goldman. The band is a mainstay at summer concerts in New York’s Central Park. Capitol’s exec A&R producer Dick Jones said he had scheduled sessions, beginning in August, for a series of Goldman Band albums. Ensemble had previously cut for Decca Records.

Hunter has had a number of singles successes with his own material. With Atlantic, he had “Since I Met You, Baby” and “Empty Arms.” With MGM, he clicked big with “I Almost Lost My Mind,” also a big pop hit for Pat Boone. Hunter’s first Capitol single, due later this month, was cut recently in New York by A&R man Manny Kallon.

Tyler, who has been devoting full time to religious work for the past five years, has had such successes as “Remember Me,” “Deck of Cards,” having cut for such labels as King, Sound and Decca. Tentative plans call for initial recordings of Tyler’s old dates and of his most popular hymns. His first Capitol recording date will be set-up by exec A&R producer Ken Nelson, who will handle all Tyler sessions, when Nelson returns from his current Nashville sessions and Tyler from his swing through Oregon revival meetings.

HARTFORD, Conn.—A prime example of the use of television in promoting a new disk is the above photo which shows Lenny Welch performing his Cadence recording “Charanga Rock” on Brud Davis’ WTIC TV set. The use of a set and props, no matter how simple in construction, heightens the visual impact considerably.

The Cash Box—June 17, 1961
**TOP 50**

IN R&B LOCATIONS ACROSS THE NATION

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist</th>
<th>Location</th>
<th>Change</th>
</tr>
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<tbody>
<tr>
<td>1</td>
<td>Stand By Me</td>
<td>Ella &amp; K.C.</td>
<td>ARC 6194</td>
<td>+1</td>
</tr>
<tr>
<td>2</td>
<td>Raindrops</td>
<td>Johnnie Ray</td>
<td>RCA 383</td>
<td>-2</td>
</tr>
<tr>
<td>3</td>
<td>The Toll Wee Wee Song</td>
<td>Brook Benton</td>
<td>Mercury 71320</td>
<td>-3</td>
</tr>
<tr>
<td>4</td>
<td>A Joint Effort</td>
<td>The Four Tops</td>
<td>Motown 500</td>
<td>-4</td>
</tr>
<tr>
<td>5</td>
<td>Worlds Apart</td>
<td>The Regents</td>
<td>Gdot 1035</td>
<td>-5</td>
</tr>
<tr>
<td>6</td>
<td>Every Beat Of My Heart</td>
<td>Fats Domino</td>
<td>MGM 358</td>
<td>-6</td>
</tr>
<tr>
<td>7</td>
<td>Only You</td>
<td>The Platters</td>
<td>Columbia 5060</td>
<td>-7</td>
</tr>
<tr>
<td>8</td>
<td>Doin' The Best I Can</td>
<td>The El Dorados</td>
<td>Mercury 5085</td>
<td>-8</td>
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<tr>
<td>9</td>
<td>I'm In Love</td>
<td>Peggy Lee</td>
<td>MGM 358</td>
<td>-9</td>
</tr>
<tr>
<td>10</td>
<td>Popcorn</td>
<td>Earlene</td>
<td>RCA 500</td>
<td>-10</td>
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</tbody>
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**Decca Handles Jensen**

NEW YORK—The full line of Jensen phone phono needles are now being distributed and sold by the Decca Distributing Co. through all its retail record (and other) outlets throughout the world under a terms of agreement just announced by Karl Jensen, president of Jensen Industries of Forest Park, Ill.

The new marketing arrangement, which became effective on June 5, places Jensen needles in the 9,500 disk stores and other outlets serviced by Decca.

“This is in addition to Jensen’s continuing sales through electronic parts distributors, and in no way affects our arrangements with parts distributors,” Jensen pointed out. “Rather, it gives Jensen needles another important outlet—record stores. Now, for the first time, Jensen needles are being sold through phonograph record distributors, as well as electronic parts distributors.”

Decca Distributing Company will handle Jensen needles exclusively and will market the quality line of the 1,100 different types of phonograph needles made by Jensen, with other products to be added later.

**Wax Adds To Network**

NEW YORK—Morty Wax, head of The National Record Promotion Network, has announced the addition of Pittsburgh and Baltimore-Washington to the areas covered by the firm. Indie promotion reps Jane Oliver, formerly with RCA Victor Records in Pittsburgh, and Lee Smith, formerly with General Distributors in Baltimore, will represent the network in their respective areas.

The Wax firm is also represented in New York, San Francisco, Los Angeles, Boston, Cleveland, Detroit and Miami.

The firm is currently handling promotion on Ralph Flanagan’s new Capitol LP, “Dance To The New Love Sound of Ralph Flanagan,” “Life Is But A Dream” by The Fantasies (Dapt), The Classics (“A”) and Thelma Carpenter (Coral), and “Jimmy Love” by Cathy Carroll (Tri-oxide).
COPENHAGEN—A recent IFPI party at the Ambassador hotel turned up the following photos: Left, Swedish songstress Sixt Malquist and Borje Exberg, executive manager of Metronome Records, are elated over American reception to her Kapp release of “Wedding Cake” (Dank Fur Die Blumen) which they are reading about in The Cash Box.

Also checking up on international news via The Cash Box are, at right, Birthe Wilke, Lisbeth Nielsen, Bent Fabrickus-Bjerre, head of Metronome Records in Denmark; and Otto Brandenburg.

WINs Bars Office Contact By Pluggers

NEW YORK—Song pluggers have been informed by radio station WINS-New York, a leading teen programming station, that they no longer will be permitted to visit discjays and other station personnel at the outlet's offices, The Cash Box has learned.

Instead, the promotion people will get as far as the switchboard operator, with whom they have been requested by WINS to leave their records or other material.

In conversation with Ric Sklar, program director, and Harold “Hap” Anderson, who just resigned as general manager of the outlet to head a broadcasting firm in South Carolina, both stated that the reasons for the move were based on the fact that the station's small staff was not in a position to handle the many promotion people who came-up to the offices during the day. In addition, the station said that the shifting of equipment was also a factor in the new policy.

It is understood that once a disk is given to the switchboard operator, its acceptance or rejection as programming material will be handled as before, that is a panel of station personnel will pass on the merits of a particular disk.

The new policy, it is understood further, does not put any restrictions on telephone calls to the station or outside meetings between station personnel and promotion people.

Mercury Forms Creative Services Div.

CHICAGO—Irving B. Green, president of Mercury Records, last week announced the formation of a creative service division. The new division will incorporate all of those functions which are designed to provide service to the sales department. These functions include merchandising, public relations, advertising, and art work.

The division will have as its director Merle Schirado, who has been Mercury's merchandising director. Working with Schirado in this department will be Miltie Storck, as consumer advertising manager, Steve Schleder, as director of publicity and trade advertising, and a yet to be named art director.

The “Creative Service Division” has been developed hard on the heels of Mercury's recent announcement of its special products division. The special products division was created to provide a department to sell and promote Mercury's subsidiary label, Smash, and to perform a similar function for other indie labels which Mercury has acquired for distribution. Charles Fach was named director of the special products division and Barney Fields assumed Fach's former position as national promotion manager for Mercury.

Further, the addition of the new divisions was supplemented by the appointment of Mike Kerr, who had been handling radio and television relations, as administrative sales manager. Kerr will provide administrative support to the Mercury sales department which is headed by Kenneth Myers, as sales manager. Kerr's former functions will be absorbed by Peter, the parent label, Mercury, and by Fach for Smash, and the other indie labels operated within his department.

Scepter Signs 2 Songsters

NEW YORK—Scepter Music has added two songsters to its roster, proxy Florence Greenberg has announced.

They are Tommy Hunt, a former load with The Flamingos, and newcomer Joel Marino. Both were rushed into New York studios, and the results have already been released.

Hunt appears on the Scepter label with "Parade of Broken Hearts" and "Human," his first solo outing. Marino is heard on Wand, Scepter's affiliate, with "I'll Never Be The Same Again" and "A Cupid's Arrow."

Mrs. Greenberg said "a full scale" promo and publicity campaign would introduce the performers.

Jane Wyatt Cutting LP For RPC

HOLLYWOOD—Actress Jane Wyatt has entered the disk field with the start of sessions for an LP from Joe Leahy's RPC Records, "The Remembered Years."

Miss Wyatt will do the narration on the package, which centers around a woman's remembrance of the war years. Vocals will be provided by Norma Zimmer, Bob Gaudio and the Teen Starlets. Leahy wrote the title song and background music, which he will conduct. LP is due for release late this summer.

Mercury's new Creative Services Division will be responsible for the recording and distribution of the album, according to company sources.

The score was written by Miklos Rozsa and will be a deluxe MGM Record release this fall. It will be issued in connection with the premiere and first engagements of the Samuel Bronston production being presented by Metro-Goldwyn-Mayer.

At the decision for the expansive disk setup was reached by Arnold Maxim, president of the record company, with details being handled by Jesse Kaye at the MGM Studio.

The Miklos Rozsa soundtrack will be a special album offering, packaged as a deluxe item, conditioned containing a copy of the "King of Kings" souvenir book.

The second album will be a dramatic narration by Richard Boone covering the film and its religious contents. Rozsa will prepare a special background score for this.

The entry will be a children's album containing a narration of "A Child's Story of Jesus," by Robert Ryan also to be backed by a Rozsa score.

Frey Feted In Brazil

SÃO PAULO, BRAZIL—Audio Fidelity Records president Sidney Frey was feted at a banquet by Brazilian disk biz personalities when he was in this country for recent recording activities. Seated at the dais (upper left hand corner) are Sebassto Bastos, Terezinha Morning, Frey, Fanny Bastos and Al- berto Pitigliani. Others in attendance include Mr. & Mrs. Fernando Cesar, Brazilian composer; Mr. & Mrs. Roberto Corte Real, of Columbia Records; Mr. & Mrs. E. H. Morris, president of Odeon in Brazil; Mr. & Mrs. Umberto Maccuni, of Mangione, and columnist Silvio Tullo Cardeano.

"The Cash Box assists us in planning ahead to anticipate these changes and take full advantage of our market."

"The Cash Box helps to eliminate time and distance in an industry where changes are frequent and sudden. By presenting a picture of the record industry throughout the world, The Cash Box assists us in planning ahead to anticipate these changes and take full advantage of our market."

R. E. TOLNAY
Managing Director
RCA Australia Pty. Ltd.
As we promised, here is a run-down on Columbia Records activities in our country: Head office—Columbia Do Brasil S.A. Industria e Comercio—Rua Vicente de Sa Braga, 12, Rio de Janeiro—Estacao Carioca. Branch: Avenida da Liberdade, 1,020—Rio, Sao Paulo, Estado de Sao Paulo. Vice president, John A. G. Sellers, Senior Manager. Classical: Peter de Rente, Executive Director; president, Terence P. Cattley, Manager—Andravo Ribeiro, Artistic Coordinator—Roberto Corte-Real, Manager—Antonio Pinheirinho Da Silva, Administrative Coordinator—Luiz L. Ribeiro, Executive Engineer—Rafael Teixeira. Sales Department, Sales Promotion and Advertising Departments in Sao Paulo and Rio de Janeiro.

Distributors: Columbia, Air Force, Piazza, Drink, Hi-Fi Variety, Femarita and subsidiaries, such as Mono, Young, Hispa-Vox, Premier, Atco, etc. Forty salesmen and several sub-agents throughout the nation.

New Recording Studios located in Rio de Janeiro, are the best and the most complete, fully equipped with an up-to-date material for both stereo (three channels) and monaural records.

Brazilian artists include:

Vocal: Luiz Bittencourt, Lilac, Mayso, Emiliana Borba, Alcides Gerardi, Sergio Murilo, Tito Madi, Jose Barbosa, Alanventino, Roberto Faisall, Livio Resende, and many others.


Instrumental: Simpatia, Salinas, Teddy Garner, Abdias, etc.

In the international field, Columbia presses here records of some of the most famous Top Sellers of U.S. such as: Doris Day, Johnny Mathis, Frank Sinatra, Mitch Miller, Tony Bennett, Vic Damone, Les Paul and Mary Ford, Ray Conniff, Les Elgart, Paul Weston, Spencer Ross, Percy Faith, Andre Costelanetz, etc.

The classical repertoire is also looked with very care by Columbia's artistic department and includes top names: Eugenio Istimon, Glenn Gould, Rudolph Serkin, Zino Francescatti, Isaac Stern, Pablo Casals, Eugene Ormandy, Robert Bernhard, Dimitri Mitropoulos, Bruno Walter, Alexander Schneider and many others.

To us, the most representative members of Brazilian Record Industries and famous artists were joined in a Cocktail Party at Odeon Studios in Rio de Janeiro. The party was in honor of Director Saldamanda Cebio, member of the Board of Directors of Columbia Brasil and Head of our Record Industries in equitative position with graphic industries, in order to stimulate Brazilian music.
Elvis Presley sells strong all over the world, and particularly in Italy. His version of the old Neapolitan song, "Tornam Sorriento," now internationally known, has hit the American charts. For the second time Elvis has brought an old Italian song to international success: "O Sole Mio" was also a hit in the U.S. and Britain.

Two world-famous Italian names are leaving Italy for tours in South America—Marino Marini (Durium) and Domenico Modugno (Fonti).

Marini left on June 7 for a long tour of South America, throughout the main cities in one of the most important tours on record. It has come back April 1st, stopping in Portugal, Spain, and France. For this reason our artist is called "Ambassador Of The Italian Song In The World." At a recent cocktail party at The Indian Club, Marini gave his concert to the press. Among the people present were the three musicians of his new quartet—vocalist Vito, guitarist Bruno and drummer Pietro. The new tour of South America begins this week, Dec. 3, and will go to Argentina, Brazil, Uruguay, and South America. The tour of South America includes the three most important countries of the continent.

During the month of June, Pepino Di Capri is appearing at Rome's Club Simpson. This will be the first 15 days of July on our Riviera, at the night club of the Riviera residents, and then he is scheduled for the second half of July for appearance at Covo Di Nord Est, the club of S. Margherita (Genova) on our Riviera. The tour is to last a month. Mr. Scusio, who handles the foreign labels represented by Durium, told us that in sales that the Top Rank catalog is continuously increasing. The new record of Durium is a big hit in the new Italian catalog and in the new Italian catalog and in the new Italian catalog.

After her success with "Baci" (due to the pen of singer and composer Corrado Lo Jacomo), Caterina Valente has picked another two compositions by the same author—"Sai" (You Know) and "Non So Resisterti" (I'm Not Able To Resist You), both released on record recently by Decca here.

Italy's Best Sellers

1. The World Of Susie Wong/Noic Fideno/RACA Italian/Ricordi
2. "Parlami D'Amore Mariu" (Speak To Me Of Love, Mariu)/Pepino Di Capri (Fonti)/RCA Italian/Ricordi
3. *Surrender (Tornam Sorriento)/Elvis Presley/RACA Americana/Bideri
4. "Jealous Of You/Connie Francis/MGM/C-GD/Carish
5. "Vai Va Pian" (I Wish To Kiss You)/Pepino Di Capri/Carsich/Bideri
6. Just That Same Old Line/Noic Fideno/RACA Italian/Titans
7. *Giovane Amore (Young Love)/Domenico Modugno/Fonti/Curci
8. *Bella Pupa/Little Tony/Durium/Durium
9. Come Sinfonia (Like A Symphony)/Fino Donaggio/VCM/Curci
10. *Sai (You Know)/Fino Donaggio/VCM/Curci

*denotes Italian tunes

Mexico's Best Sellers

1. Y. M. C. (Colinda)/Lacho Gatika (Muxart) (EMI)
2. "El Gallo"/Lacho Gatika (Muxart) (EMI)
3. La Chispa/Orquesta Aragon (RCAC) (EMI)
4. *Mas Alla/Tres Diamantes (RCA) Lacho Gatika (Mutart), Hnos. Castro (Cune), (EMI)
5. Scandalia—Marco Antonio Muñiz (RACA) (PHAM)
6. Ju-Ju-Julio—Enrique Guzmán (RCA)
7. I'm A Jiver (RCA)/I'm A Jiver (Cuban Jazzers—Cuban Jazzers (Cuban Jazzers (Cuban Jazzers) (PHAM)
8. *Poquito Pe—Los Tres Reyes (RCA) (PHAM)
9. Orel—Juan Mendoza (Peerless) Pato Beltrán Ruiz (RCA) (PHAM)
10. El Pana (RCA) (PHAM)

*denotes Mexican tunes

782 new songs were registered by the Society of Authors and Composers, in the months of February and March, with the breakdown: 260 boleros, 225 folk songs, 6 Colombian songs, 4 Spanish songs, 21 rock 'n rolls, 26 foxtrots, 8 paso dobles, 1 tango, 10 blues, 30 polykas, 12 waltzes, 4 rumbas, 18 charc- chas, 20 cha-chas, etc. This is a proof that México is one of the richest countries in the world.

Three days ago, we visited the new studies of Co-Ro Records, where the manager of this important company Federico Rivas, showed us the firm's almost completed building, and we can assure you that it will be one of the most important in the city. They brought the most expensive equipment and everything is scientifically planned. Co-Ro Records has its own label with the same name and represents the United Artists and MGM labels, Crown, Design and many other foreign companies which will soon be pressed by this company. Co-Ro is now planning a big promotion for Connie Francis.

The Third National Jazz Festival, performed at one of the big Radio Mil's studios, was a big success with great attendance and participation of the best Mexican musicians. The winners of this Festival will be announced very soon.

It is said that in 1961, all the people of México will be able to see television with an investment of more than $10 million in equipment alone. TV is getting more important every day in México and probably very soon we will have color.

Popular artist Chabela Vargas signed contract with RCA and her first LP for the label will appear very soon. She is one of the most attractive performers for the Latin market. Puerto Rican singer Avedeo signed exclusively with Peerless records.

Popular Mexican conductor Luis Arraraz, who just finished his second LP for Musart Records, has announced a tour that will last two months through the United States, where he will perform with Mexican musicians who live there. Luis has his own night club in Monterey named Cita con Arraraz (Date with Arraraz).

Greeting from Venezuela from Lacho Gatika, whose "Pide" is selling well in town.

June Russell on Mexican TV recently with the assistance of Alejandro Al- gueroy, a famous Mexican musician and his orchestra. And speaking about the Dandy's trio, RCA announced this group as its best seller at the moment. Their last hit was "Suspenso Infernal: Ford Motor Company starts a new Sunday TV show on Winston Churchill, a series that has been shown in the U.S. and in Europe.

RCA's biggest company in Mexico is Duris, Ltd. They announced the world distribution of three Mexican LP's: the first with Javier Solis, the second with Cacho Sánchez and the third with the Huerta's Sisters. The three are among the best exponents of Mexican music and we are sure they will create good acceptance abroad.

Singers Rafael Vázquez and his wife Carmela Ray will start a tour together and they have signed with RCA. The tour will start on November 4.

Columbus Records is preparing the first Duris Day LP with numbers chosen specially for Mexican fans. How we would like to see Doris performing in Mexico! She is still the number one American singer here, but the two young Mexican singers, Lobo Bell and Los Mundos, are doing well. They are interpreted by folk singer Juan Mendoza. And the same company informs us that its singers Lola Beltrán and the Velázquez Sisters are performing in various theatres.

Musart Records, representatives in Mexico of Colpix LP's, announced its biggest success to date. "Boleros," which has sold over 50,000 in Mexico, is the best seller, and its stars are interpreted by folk singer Juan Mendoza. And the same company informs us that its singers Lola Beltrán and the Velázquez Sisters are performing in various theatres.

LONDON—EMI welcomed Mercury songstress Patti Page to these shores recently to record "What Is This Feeling," a very successful song in the States. Patti has a deal with Mercury and will probably record another album of songs.

London—May 17, 1961—International Section
CANADA—We continue with the story from our previous issue on the Columbia IMP-WB film meeting. The meeting held on July 1st was open to the public and discussed various measures that should be taken in order to promote Warner Bros. Records business. The meeting was held at the Canadian Film Institute, which is directly connected to Warner Bros. on a worldwide level. The meeting was attended by IMP and WB executives, as well as other industry members.

JAPAN—During the meeting, IMP and WB executives discussed various strategies and initiatives to promote Warner Bros. Records business in Japan. The discussion included the release of new albums, promotion of existing artists, and the potential for a co-production deal between the two companies. The meeting was instrumental in establishing a strong partnership between IMP and WB in Japan.

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DENMARK

This week's column will deal mainly with the IFPI (International Federation of Phonographic Industries) Congress, which just was held in Copenhagen last week. The congress was the first one that Denmark—last was in Vienna in 1957—was to vote a new President of IFPI. For this job for the new post was Dr. Walther Betcke, head of Deutsche Grammophon in Copenhagen.

In an interview given after the general assembly meeting on June 1st, Betcke, director general of Deutsche Grammophon, said that the Danish delegation—there were only 100 delegates came to the general meeting in Copenhagen. Betcke explained that the only way to solve the problems of the large industry was not to create more headaches for the trade. It uses the use of tape recorders to copy records. According to Betcke, the Danish trade is very strict on this, and it is illegal for the local shops to make a certain number of copies. However, there is a feeling that the situation is little too often decide to play some records of a popular and expensive artist rather than hiring him for his personal fees. At least the Danish industry has a very lucrative market for their operations. Located on a ship outside the country they operate Music, which is sometimes without any flag at all. Since these ships operate from international territory, they don't seem to care about national laws. And what's more, those stations are notرداء on the record companies which are sponsoring television or radio stations, since the stations are commercial radio stations.

According to Betcke, open sea radio station located between England and Holland. At the beginning, the ship used the flag of a certain South American country, but after some diplomatic activity, the station finally settled down to the Danish flag. There are no real names for a new ship outside Gotik on it to cover parts of western Sweden and another ship south of Norway, to cover southern Norway, including Oslo. It has also been said that a ship south of Helsinki would cover the Baltic region. But the plans are still under discussion.

Betcke pointed out that IFPI has only discussed this matter, in order to hear what the various delegates from various countries had to say. No decision has been made, but during the summer IFPI will look through all the plans and arrive at a decision. At the beginning of the meeting of diplomats, who will discuss certain royalty problems in a Congress, to be held in Rotterdam, October this year.

To the above should be added that as far as Scandinavia is concerned, the existence of these pirate radio stations has divided the record trade into two groups. Half of them are making money, but the other half refuse to have anything to do with them. The forerunners have made a deal among them. Radio Møka pays very little amount of money to record companies which use for publicity (advertising) whilst the latter seems to be of the opinion that the legal government stations might be less involved in such practice. But record companies which have been involved with those pirate stations.

Knut Mikkelsen of Møka Musikforlag (Trólds Records, Dot, Kago, Imperia, etc.) in Copenhagen, left for Paris on June 4. He will accompany the American Italian artist Roberto, who has been contracted for appearance in the next two years, and have also a meeting with De Gaulle as protector of the event. Only some of them is not in Scandinavia than in southern Europe (including Italy). The American, British, and the Belgian TV in Spain, Belgium and Germany have contracted the 13-year old Italian artist. Now, the third of Danmark Musikforlag.

Per Sörensen, A.d. head of Sonet (Dansk Grammofonbladforlag), told The Cash Box that Dorio Canzona has done "Angelique" in Italian for release in Italy on H.M.V. "Angelique" was Denmark's contribution to the Eurovision Song Contest. Finishing that, he has been about this project recently.

FLEMISH

2. Baby Sittin' Boogie (Bizz Clifford/Philes) (Edits Bens, Brussels).
3. Blue Moon (Marcel—Colpix) (Edits Bens, Brussels).
4. Don't Je Ne Regrette Rien (Edits Belgium—Columbia) (Eds. Celtic, Moerskronen).
9. Cover Me (1000 Years Ago) (Edits Bens, Brussels/Edits Prima-vera, Brussels).

WALLON

2. Baby Sittin' Boogie (Bizz Clifford—Philips) (Chappell, Paris).
3. Blue Moon (Marcel—Colpix) (Franglais, Paris).
5. Elvis Presley—RCA (Belinda, Brussels).
8. Garde Moi La Derniere Danse (Bobby Rydell/Edith Piaf) (Mia Casabianca—Adda/Dalitz—Philips/Barclay, Belinda, Brussels).
9. This Is The Day (Adriano Celentano/Dalida/Johnny Haliday—Vogue, Pop/Baltray/Vogue).
10. 21,000 Baci (21,000 Baiser/Eam, Altona/Garzon, Brussels).

SWEDEN

1. Pepe (Jörgen Ingmann/Metronome) Kasner Music (Edits Bens, Brussels).
5. Blue Moon (Harold Offord—Svenska) (Edits Bens, Brussels).
7. Långt Till Morgom (Irra Edith Piaf) (Edits Bens, Brussels).
8. Surrender (Elvis Presley/RCA) (Edits Bens, Brussels).
9. Abbey Road (Mary You Weep) (Edits Bens, Brussels).
10. For You My Love (Mary Don't You Weep) (Edits Bens, Brussels).

NORWAY

I saw Peer Johnsen, head of the Norwegian group of IFPI, while I was in Oslo. He told The Cash Box some figures from record sales in Norway. Among others, he said, the average sale of a record in Norway is around 2,000 copies. If more, it is above the average, and the record usually appears on the Best Sellers list. At the moment, however, Johnsen said there is a period of very little sales in Norway, it has been so during a couple of weeks, but the explanation is the period of summer weather which has reached this part of the world, or if the record buyers have started their usual summer-vacation-tom-records already in middle of May, is difficult to say. Normally, business goes very good until middle of June, then there is a slow-down until around August, when people are back from vacations, etc.

Peer Johnsen also gave some other interesting figures from Norway. Last year there were some records which sold over 100,000 copies. Of them, many belonged to Pye-Nixa's Golden Gunnes series, which has sold not less than 11,000 12" LP in Norway during the last seven months. This makes Norway the fifth largest selling country in the world with this type of records, Johnsen said. Johnsen is the president of Brjido Johnsen AS in Norway. The company has written and recorded about 50 new songs, and has sold about 2,000,000 copies, and the market in Norway has size of 3,000,000.

Finally, Peer Johnsen said that 30% of the Norwegian population lives in the cities and the 70% of country villagers spread all over the country, which is this, and knowing that the entire Norwegian market can be compared with the population in one third of London, it explains why even top sellers reach comparatively small sales figures.

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BELGIUM

Mr. Cohen, editor and composer of "Souvenirs Souvenirs" and "Nous Les Garçons, Nous Les Filles," is making a European trip. In Brussels, he met a big number of fans. In France, he gave several concerts, and in Germany, he met with a large audience. Mr. Pleitnick, Benelux editor of "Nous Les Garçons, Nous Les Filles," is making an important European tour. In Brussels, he met big numbers of fans, and in Germany, he gave a series of concerts, and in France, he met with a large audience.

New Belgian teen-group: Shorty and the Fireblazers, who made outstanding appearances in the studio and on the radio, is on their way to the United States. They are making the most of their popularity in Belgium. In particular their songs "Tommye Ut Tennessee," "Rocking Billy," and "Like a Feeling," which were released in March, are making her very popular among Flemish youngsters.

Kenny Ball, one of the youngest Flemish stars, Eddy Lamerikot, made new records for French and Italian disc-sellers. Baby Sittin' Boogie (Zuffi Clifford and "Wheels" (String-A-Longs). Every year, American composer Dudley Manners is visiting Belgium. During his last visit, four of his compositions were recorded by an orchestra, directed by Vic Barel.

Carlos Benitez, a young Spanish girl, could not reach Belgium's hit-list, but this month Anka is reaching the Top Twenty list with "Tonight My LoveTonight." (ABC Paramount).

The following artists of the Vogue label are coming to Belgium in the next months: Petula Clark (on 24th July in Knokke), Colette Renard (on 19th August at the Casino of Ostende), Claude Luter and his jazz band (on 30th July at the jazz festival in Comblain De La Tour). Franca di Rienzo who represented Switzerland on the recent Eurowvision Song Festival, is expected in June or July. Among the most important compositions, exploited by music publishers Advisory Commission, are "Kelvin" (Albatros), "Tommye Ut Tennessee" (Flamenco), "Vaugabondo" (Los Amadores) and "Angélique" (Ray Francy—Eddy Suys and Guitar Boy). Songs recorded by Fanzor S.A., Brussels, during the month of May: "Wheels" (String-A-Longs), "Pepito" (Los Machucambos), "Pepito" (Los Machucambos), "Davies Town" (The Blue Diamonds). Best sold EP: "Pepito" (Dalida), best sold LP: "Braz Dessus, Braz Dessus."" (Holland)

Publisher Felix Stahl from Stockholm made a short stop in Amsterdam in order to further succeed with his own composition Donny Foley "Teennies." An extension of their relationship. Both publishers were happy to state that "My Only Love," written by one of the Dutch songwriters, McDaniel and Craig Douglas also seem to click. The same is true for the new best seller, "He Got the Whole World" by Ray Crimp, Benelux record for "My Only Love." Holland.

A Dutch publishing firm of Pincas-Basart may have its first hit with a Dutch song, "Miss América," composed by Victor Basart, McDaniel and Craig Douglas also seem to click. The song "My Only Love," written by one of the Dutch songwriters, McDaniel and Craig Douglas also seem to click.

Pat Boone's "Moody River" was rush-released. Its climbing high in America and one of his best sellers so far.

Buenos Aires recently received two important visitors: Richard Annotto, director of Moliendo Suys in the United States, and Beatriz Azcarra, manager of Orfeon and Dimnas Records of Mexico. Annotto came to study the market of Argentina, and Azcarra was interested in the possibility of expansion that includes also Mexico, Brazil, Chile and Peru, where Liberty plans to begin operating. After spending some days visiting local recording studios and meeting industry leaders, Annotto and Azcarra met at the Liberty office, and it was announced that Moliendo Suys will begin releasing his records in Argentina. Azcarra, who is well known for his work in Venezuela, Mexico and the States, where his company has its offices, Orfeon-Dimas will begin releasing its records in Argentina. The new subsidiary, "Bola con las Estrellas," created by Estrella Salinas, who is currently operating in Argentina.

The Dutch College Jazz Band will be here this month, Philips announced. A new LP, with some of their last productions, will be put in the market soon. The group is composed by the following members of the Dutch College Jazz Band: Div. of his company is interested in releasing "MI Burunun Ana" and "MI Corazon is a Fig." (RCA), Baby Bell (Odeon), Pop's inked Los Chapaneqes for recording while they're in Buenos Aires. This vocal group ended recently a two and a half year tour of Europe, and is planning a new one, beginning next November. It will include the shooting of two films, one of them with Lucas García, the famous bongo singer.

Paul Anka's tunes (sung in Spanish) are receiving much attention from our диаристы. Rolex Pontoner, Raul Lavevi, Minel Caracas (RCA), Betty Bell (Odeon) and Los Reyes are his frequent publishers. The song "Zou de Namorados" is released in Argentina by Philips. The song "Sola con las Estrellas," cut by Estrella Salinas, who is currently operating in Argentina.

Argentinas's Best Sellers

1. Moliendo Cafe (Moro Music—Korn) Hugo Blanco (Polydor); Los Pioncipes (RCA); Don Nolido (Dick Jockey); Los Wavanes (Odeon Pop's); Concejo Noble (RCA); Gernan (Philips); Rito Alberti (Philips); trio Rivero (Discocra); Amado Monje (Columbia).

2. Vuelve Primaveras (Reins—Korn) Blue Caps (Odeon); Jean de Deede (Philips); Teddie Mattison (Odeon Pop's); Los Pioncipes (RCA); Los Pioncipes (RCA); Los Pioncipes (RCA).

3. Vuelve Primaveras (Reins—Korn) Blue Caps (Odeon); Jean de Deede (Philips); Teddie Mattison (Odeon Pop's); Los Pioncipes (RCA); Los Pioncipes (RCA); Los Pioncipes (RCA).

4. Vuelve Primaveras (Reins—Korn) Blue Caps (Odeon); Jean de Deede (Philips); Teddie Mattison (Odeon Pop's); Los Pioncipes (RCA); Los Pioncipes (RCA); Los Pioncipes (RCA).

5. Campos Verdes (Greenfields) (Korn) Brothers Four (Columbia); Los Pioncipes (RCA); Don Nolido (Dick Jockey); Los Wavanes (Odeon Pop's); Concejo Noble (RCA); Gernan (Philips); Rito Alberti (Philips); trio Rivero (Discocra); Amado Monje (Columbia).

6. Mi Buruun An (Le Mille Bole Bolle) (Rossi—Fortissimo Americana; Los Pioncipes (RCA); Los Pioncipes (RCA); Los Pioncipes (RCA).

7. Haciendo El Amor (Te Amare Locamente) (Makin Love) Floyd Robinson (RCA); Los Cinco Latinos (Columbia); Los Cien TNT (RCA).

8. Y Tengo Que (Laura) (Hurtado) (Philips); Horacio Guarany (Record); Los Huenqueulos (Orfeo).

9. La Noche (Frida's) (Korn) (RCA); Los Pioncipes (RCA); Concejo Noble (RCA); Gernan (Philips); Rito Alberti (Philips); trio Rivero (Discocra); Amado Monje (Columbia).

10. La Espumosa (Korn) Los TNT (RCA); Carlos Argenito (Philips).

C. Hundeboe, Benelux's Capitol chief, told The Cash Box that his label does a good business in promoting Wanda Jackson as one of the favorite teen idols in this country.
As many of you are already aware, country music enjoys strong popularity in several parts of Australia, especially in the south coast of Australia. Originally, our only solid contract with country happenings there was through Eric Scott of radio station TLA-Lancemore, but last week we heard from Launceston country jockey, Randy Weesombo, who notes that he programs nine hours of country music a week. By next year, Randy could look forward to diskingers (a good chance to spread our gospel even further) and secondly would welcome the idea of an exchange program with an American country station. The lad's address is TXA, 74 Charles Street, Launceston, Tasmania, Australia.

Bill Anderson writes that he’s already sent out over 1,000 copies of his new Decca release, “Good Love Bad Love.” If the Royal Oak jockeys were passed a letter on their letterhead to Bill c/o Tree Music, 310 Severn, Austin, Texas, it might be wise to have a ring aboard. But Bill is currently doing a three-week stand at Harman Air Force Base in Stephenville, Newfoundland following four weeks at Las Vegas’ Golden Nugget. After midnight out on June 27, he’ll return to the Nugget Aug. 3. The gal’s proved a great draw there and was just re-signed to do 16 weeks of two-hours there during 1962 in addition to the six weeks he will / with the place. Wanda’s Cjutict diskings of “Right Or Wrong” is starting to move and this week broke into the Top 100. Words come from Jim Halsey that Hank Thompson can expect a real gross return this month of May. Included in the month’s itinerary were three weeks at the Golden Nugget as well as several rodeo dates and the usual string of one-nighters. A change in the personnel of the Brazos Valley Boys has added Billy Jack Saucher replacing Bob White who left to join Leon McAuffie’s band.

Harlan Howard, the undisputed “king” of country music songwriters in relation to the number of songs written and amount of hits produced over the past few years, was honored by KCKK-Kansas City when the all-country station celebrated “Harlan Howard Day” recently. Throughout the day the KCKK jockeys paraded his many hits songs before their audience and ran special listener contests to tie in the event. In addition, Harlan and wife Jan were day-long guests of the station and spent a lot of time talking to fans through the station’s open line. Dal Stellard, general manager of the station, engineered the entire affair. Johnny Cash, who recently made his screen debut in the as-yet-unreleased “Five Minutes To Live,” will be taking the screenplay again this fall when he portrays the late Jimmie Rodgers in the flick story of the great country singer’s life. Cash acquired the property from Rodgers’ widow and will film it independently for his Johnny Cash Productions. A major studio release is currently being negotiated.

Bernie Harville, Jr. wants all his friends to know that he’s back in the biz again, after being joined Audio Engineering for several months. Harville is reducing some independent sessions soon. If you remember, Bernie was back in the last November when his single, “American Things Are Back to normal again says Bernie. Jimmy Simpson exits KQD-Anchorage to contact station KBVR-Anchoroge, Alaska. Jimmy reports that he’s still doing well with his Starday waching of “The Aken Run.” Sending out an SOS for country discs is Ray Nickel at CRSA-Lloydminster, Amish, Canada. Cowboy Howard Vokes is presenting a new Del-Ray release tagged “Forever” b/w “The Love I Once Knew.” The “Forever” side was penned by another “Cowboy,” Comas, that is, in association with Jean Branch.

Just coming off a big “Opry” tour of the northwest and Canada that ran from April 27 thru June 11 are George Jones, Stonewall Jackson, Justin Tubb, Billy Walker, Norma Jean and Georgie Biddle. Our wishes for a speedy recovery to Hoyt Hawkins of the Jordanaires, who is laid up in the hospital as a result of a recent auto accident.

Herb Shucker is now promoting Imperial Records out of Nashville. The first record he’s working on is the new Slim Whitman release of “The Balls That Broke My Heart” which Herb will personally promote to all disc jockeys who were missed in the original mailing. He can be contacted at 631 Gibson Drive, Madison, Tenn. Ott Stephens is now spinning the disks out of WPEH-Louisville, Georgia and tells us he could use more records for airplay.

Billy Jean Horton’s new release on 20th Fox couples “Ocean of Tears”/ “Don’t Take His Love.” On the Old Fiddlers Convention in Crockett, Texas, June 9, included Mitchell Thor, couple King, Merle Kilgore and Margaret Lewis. Just received the new Warren Smith issue from Liberty which ties in with the company’s 1st anniversary of its country dept. Deck pairs “Old Lonesome Feeling” and “Call of the Country” and looks like this hit one for another hit. Let’s try the better way to celebrate than with a hit record? Walt Breeland writes that he is planning Bluegrass feel for the country disc. Don’t forget: Gary Price held Masha Carile, a pert little miss from Ingleside, Texas. Walt urges everyone to use the lookout for their first recording effort. Looks like a big fave will emerge from the simultaneous release of the tune “Have A Drink On Me” by Billy Grammer (on Decca) and Buddy Thomas (on Tod). Also, the other side of the Grammer disk, “Finger,” looks like it’ll also go. Both sides are slated for pop action.
The Cash Box has suggested many times over the past few years that the coin machine industry, music and games, hold its annual convention at the same time as NAMA, the national vending association. The purpose would be to capitalize on the thousands of vending operators who annually attend the NAMA show and who are definitely interested in music machine operating, either as a present part of their overall operation or perhaps as part of a plan to eventually operate this type of equipment. During the past year or two we have seen countless vending operators take on music machines. With each passing year the number of music machine operators entering vending grows in leaps and bounds. The idea therefore, has more merit as time goes on. After last month’s debacle in Miami Beach the need for such a show is imperative.

Visualize all five phonograph manufacturers displaying new equipment in a hotel only minutes away from a vending show with an annual attendance of five thousand and more. Add to this show the amusement machine manufacturers and the record firms who should find the cost of exhibiting well worth while, and you have an inexpensive trade show with a great deal to offer operators in the way of equipment than any other idea we’ve heard.

Operators will have much more reason to attend Chicago during the NAMA dates, Oct. 31-Nov. 2, simply because there will be more to see. Costs of attending two conventions will be cut in half. Manufacturers will have an opportunity to showcase new equipment, a necessary part of a firm’s promotion program. Perhaps the manufacturers would care to schedule distributor meetings at the same time giving added reason for several hundred wholesalers to attend. With a hotel site only minutes away from NAMA the additional traffic resulting from operators who just wouldn’t attend both shows if they were scheduled at different times should total thousands. These are a few of the advantages.

Forums and planned activities may have to wait a year since this portion of any convention requires personnel and professional leadership. Perhaps the following year the entire situation will be on a more even keel and this plus other obstacles can be overcome. It would be wiser to hold the show with thousands of operators attending and not schedule a full-scale convention program than not to have any convention at all.

This idea could result in a successful trade show with five phonograph manufacturers participating, all amusement machine manufacturers in attendance and with the attraction of a guaranteed potential, perhaps the record firms will return. With a possible five thousand operators in town at the same time, who could ask for anything more for a beginning?
Atlas Music Supplements AMI's "Big Challenge" Prize Program

Additional Vacation Trips Made Available

CHICAGO—Much excitement is being generated at Atlas Music Company, distributors for AMI coin-operated phonographs and Rowe vending equipment, these days since Nate Feinstein advised this past week that Atlas will periodically sponsor drawings among operators in this widespread area to award operators a two-weeks vacation for one person in Miami Beach or Las Vegas, all with transportation, dining and deluxe accommodations fully paid.

This program, according to Feinstein, is a supplement for operators to AMI's "Big Challenge" program which makes it easy for operators to win vacation trips to Miami Beach or Las Vegas, and more than 1500 items of valuable merchandise, such as television sets, expensive luggage, cameras, wrist watches, golf equipment, etc. AMI's campaign started May 1.

The Atlas Music Company program, just as the AMI "Big Challenge" promotion, makes every operator eligible for the drawing through the purchase of one AMI "Continental 2" phonograph.

"We wish to stress at this time," Feinstein stated, "that a previous purchase of one AMI 'Continental 2' phonograph carries the same eligibility for the is new purchase. So, if an operator in this area has already made a purchase through Atlas Music Co., we urge him to contact us here and we will inform him as to when he should come in to draw for his big vacation prize.

"Again, we point out that the drawings in our offices will be held periodically. We also urge operators to purchase AMI's 'Big Challenge' bandwagon. It is really catching on fast here."

Deadline For Operating Costs Report Advanced To July 1 By NAMA

CHICAGO—The deadline for reports of vending operating companies taking part in the 1969 Operating Ratio Survey has been extended from June 15 to July 1.

The survey, annually sponsored by National Automatic Merchandising Association as a member service, is prepared by Price Waterhouse & Company. It is designed to give accurate operating data, profits and commissions in order that companies can better evaluate their own position within the vending industry.

"The survey is extremely important for use in dealing with bankers and financial institutions and in combating 'fake ads' promotions. In addition it is a factual guide for local and state legislative bodies who might have erroneous opinions about our industry, our resulting and profit structure," according to Frank Ghinelli, Capital Vending, Inc., Lansing, Michigan, chairman of the NAMA operating committee.

Ghinelli pointed out that only NAMA member operating companies participate in the survey. When issued, the report will be available in quantity only to NAMA member companies for $5 each if they participated in the survey, and $50 each for non- eligible companies, with a limit of one copy per company.

Ghinelli urged NAMA members to return their survey forms by July 1 to Price Waterhouse & Company, Prudential Plaza, Chicago, Illinois. All information submitted for the report is for the confidential use of Price Waterhouse & Company only, he said.

Packaging, Price, Prime Topics On Restaurant Show's Vending Panel

CHICAGO—The manufacturers who supply the nation’s restaurants, schools, inplant installations and vending machines were told of tremendous growth opportunities existing in these fields at the Sixth Annual Institutional Marketing Conference in Chicago, May 19 and 20. The conference, sponsored by the Institutional Food Manufacturers Association, brought the food producers face to face with leaders in these important food service areas. Attendance for the two day conference at the Palmer House was over 300.

In the opening session on vending and inplant feeling, the discussion focused on complete meal vending. Manufacturers were told that the race has just begun to be scratched in meal vending. The leading vendors who appeared on the consumer panels pointed out several areas where producers can accelerate the trend toward more meals from vending machines.

H. E. Saunders, Manager, Food Research and Services, The Vendo Company, Kansas City, said that packaging offers the key to the future. He said that the problem must be made to look like a dish before it will achieve public acceptance. He said that most people would prefer not to eat hot food from a can. Saunders also said that he feels that vendors will be able to realize greater volume of sales if one is free of grease, and that one is, if potatoes, vegetables, salad are offered separately.

James T. McOule, Vice President, Automatic Canteen Company of America and chairman, visually appealing food products that will "sell themselves" in vending machines.

Empire Coin To Hold Wurlitzer School

CHICAGO—Joe Robbins, sales manager for Empire Coin Machine Exchange, distributors throughout this area for manufacturers and distributors of automatic phonographs, announced this past week that Empire will hold a service school session for operators in the showrooms and service department at 1016 Milwaukee Avenue.

The service school for the year will start next week and last through March. This year's program will be divided into sessions, each concentrating on a specific area of research.

The Empire Coin School is open to all manufacturers for those interested in the field of coin-operated phonographs. The sessions will be held on a weekly basis, and will cover all aspects of the coin-operated phonograph field.

The school is open to all manufacturers for those interested in the field of coin-operated phonographs. The sessions will be held on a weekly basis, and will cover all aspects of the coin-operated phonograph field.

Reaction To Continental Aids Reported Heavy

WESTBURY, N.Y.—Following the announcement two weeks ago (CB June 3) that the firm's hot food machine will be ready for August delivery, and that operators interested in the equipment will also be supplied with complete cafeteria blueprints at no charge, Harold Roth Continental presented this week at the conference that the factory reaction was "very gratifying." The move was part of an overall

Continental program whereby operators will be assisted in the area of expansion which includes hot food platters, tools for use in aiding expansion, include modular layouts, layout of facilities, color programs, color schemes, and floor plans. Details of the new equipment, which are available from the manufacturer, "Is it a Continental service and a free one at that," said Roth last week.

Model automatic cafeteria installed in Continental's Westbury plant. Features new hot food machine which will be available in August.
Guests at Runyon’s operator party were addressed by Barney Ross, former world’s champ; Barney Sugarman, president of Runyon Sales Company; Tom Sams, vice-president; and自動matic Services, Automatic Canteen subsidiary.

NEW YORK—Runyon Sales Company, veteran coin machine distributors with offices in New York, New Jersey and Connecticut, hosted the largest operator party ever held by a distributor, on Saturday evening, June 3rd, when 840 operators and guests attended at New York’s Astor Hotel in response to personal invitations from Barney Sugarman and Abe Green, owners of Runyon. The trade will no doubt talk about the affair for a long time.

Operators from the area who were not at the gala celebration could be counted on the fingers of one hand. Competitors attended at the personal request of Runyon officials. Factory officials arrived from Chicago, Barney Ross, former weightleand champion of the world was a guest speaker. Winners of dozens of beautiful door prizes formed a constant flow from the table to stage throughout the evening returning with silverware, television sets, luggage, new machines, and an all-expense paid vacation to Florida. A cocktail reception which preceded the dinner, was held in several anterooms and foyers each time being announced by faintly heard music and signs of AMI Continental 2 phonographs, Bally amusement machines and Irving Kaye pool tables, the factory lines distributed in the three state area.

There appeared to be no bounds to the imagination of the hosts and staff which was filled for more than two hours with more operators than anyone present had ever seen at one time. Guests were refreshed from a seemingly bottomless supply of liquor and credit cardly served by dozens of strolling waiters and from three individual bars. From the very first moment, those canapé, french string beans, potatoes and garden vegetables which were served hot and with a generous helping of liquid refreshment were greeted by the guests with open mouths and empty plates. The service was beyond reproach.

Short talks from industry leaders, AMI Continental, Automatic Services, guest operators, and Runyon officials were punctuated with high compliments and sprinkled with a relaxed air of good feeling. The estimated cost of the huge affair passed the five-figure mark one week before the final preparations were approved. And the expected sales pitch never came.

Barney Sugarman stepped to the dias and greeted the crowd which easily filled the grand ballroom and told them that Runyon was “sharing the profits with the operators” this year. Joel Kleinman, president of Automatic Services, expressed the feelings of everyone when he stepped to the microphone for a short speech and exclaimed, “Wow! What a party!” The brief comment was followed by a long round of applause.

Involved Ranjman, Runyon sales manager, handed the door prize awards which were conducted in a light fashion with a back-and-forth banter between Kempner and Sugarman who were standing at another microphone approximately thirty yards away. The presentations were carried off without a hitch.

As a matter of fact the six-hour program went off from start to finish without a mistake and a tribute must be paid to Runyon’s Lou Wolsberg, who supervised the entire project from the moment the idea came about until the last person left for home, some several months and many details later.

Probably the most composed person at the affair was the man who paid the bill—Barney Sugarman. The veteran coin machine man moved smoothly from guest to guest and attended all evening long in an attempt to personally thank each and every operator for attending. “Drop down and see us during the week and we’ll show you how you can come to Florida with us next year,” was typical of the comments Sugarman made as he moved throughout the immense crowd.

Al Bodkin was called on to say a few words, and the Queens County music-operators told the coin men that the Runyon firm had expressed more confidence in the future in single event than the entire industry had shown in a year. “And I’ve been to Miami Beach with ‘Shy’ and I want to tell you that you’ll have the greatest time of your life when you go!”

Dave Stern, Seacoast Distrubutors, Elizabeth, New Jersey, a longtime personal friend of Sugarman and the Runyon organization paid tribute to the men and the firm in a tasteful gesture, that echoed the feeling of the assemblage. Stern is a Rock-Ola distributor and a competitor of Runyon.

Irving Kaye, pool table manufacturers whose lines are handled locally by Runyon made a short comment on the matter of so many operators and proceeded to take part in the drawing of a prize, a Kaye pool table.

Ed Burg, Runyon executive from the New Jersey outlet, drew the name of the winner for the Barry “Marksman” gun game, which was on display.

At Denver, president of MONY, congratulated the Runyon firm and commented on the joyful atmosphere.

Teddy Blatt, Haskell & Blatt, attorneys, introduced his partner Ben Haskell and greeted the guests.

Carl Perel, Westchester Guild president, Jack Wilson, president of NYS Operators Guild; Dick Steinberg, president of the N.J. Music Operators Association, Jerry Lambert, president, Music Operators of Conn., and Millicent Carey, Treasurer of the NYS Association, were introduced from the floor of the trade press were represented.

Art Garver represents the Daily Manufacturing Company. Irving Holzman, United East Coast Corp., was present. Holzman distributes the United amusement machine and phonograph line in this same area.

On the dias were the following representatives: Barney Sugarman and Abe Green, Running, Ross, Joel Kleinman, Tom Sams and Jack Dunwoody, Automatic Services; Dean McMurdie, assistant to Kleinman; George Kiersey, eastern district sales representative both with Automatic Services; Aaron Sternfeld and Dick Wilson, the Billboard; Joe Orlick and Marty Toomey.

The party was a huge success. It was the most positive display of confidence seen in a long time.

The turnout was just as reassuring as the world wide coverage by newspapers and a distributor can fill the grand ballroom with almost one thousand people and have them all leave smiling there is much to say for the future of the coin machine business. Runyon proved this last Saturday evening.

Speakers of the evening included, from left to right, Irving Kaye, president, Irving Kaye Company; Dave Stern, Seacoast Distributors; Al Denver, president, MONY; Al Bodkin, Forest Hills Music Co.; and Teddy Blatt, Haskell & Blatt.

The Cash Box—June 17, 1961
Runyon's Operator Party

Prize Winners On Page 54
New York—Barney Sugarman kept the ladies very happy at his operator party on June 3rd when more than two dozen women walked off with prizes ranging from silverware and luggage to a TV set and a trip to Florida.

Runyon’s star salesman, Irv “Kissing Kempy” Kempner presented the gifts as the winners were selected from a revolving drum. The awards were announced intermittently throughout the evening adding a dash of drama to the five hour affair.

Pictured here are the lucky ladies as they receive their gifts and a kiss from the coin machine salesman, Ed Berg, Runyon’s Newark executive. Tom Sama, vice-president of Automatic Services, a Cantonese subside, and Irving Kaye, can be seen at the top making special presentations.

leStourgeon Hosts Rock-Ola Op Dinner

Charlotte, N.C.—Lawrence leStourgeon, owner of leStourgeon Distributing Company, this city, and his staff hosted a “Rock-Ola Friendship Dinner” recently at Nixon’s Steak House to fete local operators and their wives.

Sixty guests attended the soiree, and according to leStourgeon, “they had a ball!” One of the highlights of the evening was a drawing for attendance gifts. Everyone present received a useful gift.

The dinner party was recorded by the roving cameraman, who in this case was Frank Mitchell, director of sales for Rock-Ola Manufacturing Corporation. Pictured here is one of the group shots taken just after coffee was served.
United’s ‘Classic’ Has Faster Play, Raised Playing Surface And Pin Indicator Panel

CHICAGO—C. R. (Bill) DeSelm, vice president in charge of sales for United Manufacturing Company, this city, announced last week that United’s new DeLuxe Baseball Bowler is now in full production and that shipments are being made to United’s distributors throughout the country.

The new big-ball, beautifully styled bowling alley was first introduced to the trade on the exhibit floor at the recent MOA convention (May 15-17) at the Deauville Hotel in Miami Beach. Interest in the “Classic” DeLuxe Bowler at that time was exceptionally good, according to DeSelm.

“One major change in our bowlers which is being introduced in the ‘Classic’ DeLuxe Bowler,” DeSelm stated, “is the raising of a little over two inches of the bowling surface. Another exciting innovation is the Pin Indicator Panel on the hood. This feature is already getting much favorable comment from distributors and operators.”

“While we’re on the subject of innovations,” DeSelm said, “we are also introducing the newest feature in coin-operated bowlers whereby the player can throw the first and second balls in the same frame without waiting, thus speeding up his game.

“The ‘Classic’ DeLuxe Bowler has five distinct, and exciting bowling games contained in one beautifully finished, de luxe streamlined cabinet,” DeSelm added. “They are: ‘All Strikes’; ‘Progressive Scoring’; ‘Advance Scoring’; ‘All Spares’; and, then of course, United’s original ‘Regulation’ bowling.”

DeSelm further explained each specific bowling game in detail. In “All Strikes” bowling the strike values are 300 points each. The top score is 3600 points.
Across the street from downtown L.A., Charlie and celebrating lb., a great prefabricated one Mrs. Automatic by cated and completely addition, approximately town indicates incorporates each. Each after

Prefab Union is housed in a self-sufficient building. The building was expanded to accommodate vending machines. The weatherman hasn't been too cooperative, tho, with rain hitting the northern spots on too many days. Nothing worse than a washout when the rain is falling on $4.99 salaried shingle bells moving at a great pace. Rock-Ola phonographs are keeping up the good performance, according to both Als. Larry Feigenbaum spent some time last week by the Rock-Ola phonographs, but at a fair price.

The Cereal Palsy got the receipts from a stand-up in a Queens parking lot. The Cereal Palsy, as always, reported last week from Miami, arrived and settled down in Fashions Past where he's dealing six months keeping in touch with all of his old coin machine friends.

Tom Chatten journeyed to Lake Texoma last weekend and caught quite a few fish. At State Music, Chicco Coin's "Pro Bowl" and Gottlieb's "Flip-This" are still selling well. In Chicago, Bob O'Connor, District Manager, says that the new Coin-Coin is working with Loew's Theater officials to publicize his installation in the Harlem branch in honor of Brotherhood Week, photos, news stories, etc.

EASTERN FLASHERS

The town has never seen a party the likes of which Runyon sponsored at the last event. It will be a long time before 610 attend a single event again. The hospitality of the town never stopped and every other present had a hard time trying to remember an affair that ever came close to this one. Two hundred of Runyon's careful and painstakingly selected guests, all of whom were there in their best and in the manner in which the prizes were presented was real cute. "Kissing Kempy" Kempy, the Runyon lover, got to kiss a lucky winner to add twenty-five more trophies to his growing list. Barnes, Superb's big, and plenty of potential and he certainly showed his faith in it the hard way on June 3rd with his last minute cash.

Irv Holzman, United East Coast Corp., back in New York for one week and then off again to Chicago for another United confab. Irv likes to sit in on meetings with Lynn Durant and the engineers. The results are seen as part of every new United machine shipped these days, "I know what I want, what the competition want and what the industry needs. The United execs appreciate the wisdom of the one who owns an idea," he added.

Irv Kalick, Mike Mnunes Corp., is back from the road but don't wait if you want to catch him. He'll be off again before you know it. Machine sales are just great. The 1st quarter of the year was so good they've only insisted that the 2nd quarter will be as good as the 1st quarter. Sales in that quarter will be as good as the 2nd quarter.

The weather. The weather...the weather. It is certainly the biggest problem is the weather and not just the weather. It's the weather and the weather and the weather.

The weather...the weather. The weather is certainly going to be a big problem. The weather is certainly going to be a big problem. The weather is certainly going to be a big problem. The weather is certainly going to be a big problem.

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CHICAGO CHATTER

There were quite a few misty eyed members of the Gottlieb family on hand last Monday and Tuesday, June 5 & 6, at the beautiful, new Gottlieb Memorial Hospital for a two-day prededication dinner and inspection tour out in suburban Melrose Park. Among those present were David and Dorothy Gottlieb, Mr. & Mrs. Nate Gottlieb, Sol Gottlieb, Mrs. Alvin Gottlieb, and Mr. & Mrs. Judd Weinberg. Very much missed at this time were Alvin Gottlieb, who is confined at Mount Sinai Hospital due to a case of Hepatitis. This was the big day Alvin worked so hard for and waited so patiently for—only to have to miss this great occasion. The proudest guy in the world was obviously Dave Gottlieb, who finally saw the culmination of a beautiful dream come true in this magnificent edifice dedicated to the care and well being of the sick, the lame and the halt. Both days' tours were blessed with delightful weather conditions, and the donors who were invited came out en masse. The proceedings were conducted by Lou Zahn, owner of Zahn Drug Co., and president of the West Town Hospital Assn, and the Gottlieb Memorial Hospital Building Committee.

Beautiful weather is bringing operators out in droves at First Coin Machine Exchange, and this increased activity is keeping Joe Kline, Sam Kolber and Fred Kline quite busy hosting hosts... There's always a bunch-bunch of excitement at United Mfg. whenever a new bowler is unveiled. Last week was no exception when Herb Gettinger and Bill DeSelm introduced United's new "Classic" Deluxe Bowler to the trade. Bill info that it has many exciting United innovations.

Art Weinand returned to his busy office at Chicago Dynamic Industries last Monday (June 5) after a west coast bit trip only to discover from Mort Secore that Chicago Coin's new "Pro" basketball amusement game is a big sales-getter all over the country. Sam Wolberg and Sam Genshaw are always happy to produce basketball games for the trade because they're big money-makers for ops.

Empire Coin owner Gil Kitt and sales chief Joe Robbins advised that Wurlitzer's Clarence B. Ross will conduct a service school session in Empire's executive offices throughout this area between the hours of 9 am and 1:30 pm on June 13, Gil and Joe urge all ops to attend. Will be a pleasant luncheon respite around noon. "Dusty" Hoehn, Empire's service manager will address the group. Howard Ross, who has also been offering their own "Big Challenge" vacation program, offers one new AMI "Continental 2" phone—this is Empire's service proxy Joel Kleinman and veneer sales director Tom Sams are a couple of busy gents these days, what with the terrific success of AMI's "Continental 2" coin-operated phonos and the heavy interest being generated among operators over AMI's "Big Challenge" vacation program. Ops can win two-week vacations to Miami Beach or Las Vegas, with transportation, dining and deluxe accommodations fully paid by AMI, and more than 1500 items of valuable merchandise, such as cameras, TV sets, luggage, golf equipment, etc. . . . Nate Feinstein advised that Atlas Music Co. is also offering their own "Big Challenge" vacation program whereby an operator can win a vacation for one in Miami Beach or Las Vegas. All an operator in this area has to do is to become eligible. A prior purchase of one still makes an op eligible, according to Nate. He urges previous purchasers of "Continental 2" phonos to contact the Atlas Music office for further info.

Rock-Ola Mfg's. sales director Frank Mitchell tells everyone, and this includes exec, veneer Ed Doris, Ralph Wykoff, Jack Barabash and Kurt Kuever, is comfortably ensconced in the Rock-Ola's spacious offices in huddles about coming events (. . . Les Rieck, on the other hand, has been touring this area with Mac Brier and Don Moloney, Donan Distribus, on behalf of Rock-Ola's "Regis" phonographs. . . . Joe Westerhaus' Rock-Ola Distribus in Cincinnati is moving to larger, more modern headquarters about June 15. The firm will then be located at 2070 Seymour Avenue. The new phone number is EL 1-7400.

Another note from Rock-Ola Mfg's. advises that the huge factory will be shuttered from July 1 through July 15 for a general plant vacation period. . . . That happy gleam in Sam Stern's eyes these days is caused by the terrific success he is enjoying with sales on Williams Electronic Mfg's line of pool tables and the new "Hollywood" pingame. Sam is also thrilled about continuing their great acceptance of "Battling Champ" baseball pingame. . . . Visitors to our town last week were Ralph Winquist and his brother Jim Winquist. They operate Winquist Amusements Inc., of Rockford, Illinois. Equipment they handle includes music, amusement and vending machines.

Johnny Frantz, proxy of J. F. Frants Mfg. Co., info'd last week that he dissolved his relationship in the firm with Dave Brody. From now on Johnny, a coyote of about 30 years, will handle the entire sales setup at J. F. Frants Mfg. . . . Out at Midway Mfg, we learned from Hank Ross, Marcel (Iggy) Wolverton and a genial, smiling Ralph Sheffield that business couldn't be better at Midway, with the big emphasis being put on the "Deluxe Shooting Gallery." . . . Oth Gore, proxy of Exhibit Supply advises that the card vending business is really getting a firm hold. Oth is enjoying quite a spurt of card biz these balmy days.

Herb Perkins, Purveyor Distributors, departed last Friday (June 9) for a business trip along the west coast which will cover about three weeks. He will also make Denver, Albuquerque, Phoenix, etc. Herb added five new employees to his staff. This is a healthy biz sign. . . . Estelle Bye, Marvel Mfg's. retorno from her vacation in Phoenix to run into a stretch of lovely weather here (lucky!). Marvel proxy Ted Rubey info that he is still enjoying a fine surge in business with electric scoreboards for shuffle alleys.

Bally Vending proxy John Stewart advises that Dave Howle and Bob Broi ther will be attending the XAMA Regional Meeting in San Francisco this week, and will then spend a few days with Dick Wright, Bally's west coast representative, to visit with the firm's accounts on the west coast. Finally, Bob will dash back home for his daughter Bonnie's June wedding... Here's a delightful closing thought: "It's nice to be important, but it's more important to be nice."
Dissolves Relationship With Brody
Frantz Takes Over Firm’s Sales Duties

Company, this city, announced last week that he has recently dissolved his business relationship in the firm with Dave Brody. Brody handled a part of the sales operation at the Frantz factory due to an arrangement Frantz made with him about two years ago.

Frantz, who has been active in the coin machine industry for nearly 30 years, stated that he will resume his previous fine relationship with his customers where he discontinued his activity in the sales end of the business.

“After so many years of close contact with J. F. Frantz Mfg’s. customers I found it difficult to stay out of the sales picture; and, so decided to step right back into active contact with my many friends throughout the country,” Frantz asserted.

“The demand for our low cost coin-operated amusement equipment has increased considerably of late,” he added, “and I realize fully that I must keep on top of the sales constant to be able to direct correct production schedules.”

Coin-operated equipment presently under production in the Frantz factory includes the “New Frontier” counter pistol-target amusement game, “Kicker & Catcher” game, the “Rifle Sport” shooting gallery with moving targets, “Aristo Scale,” and “Guess Scale.”

“Rifle Sport” gallery, according to Frantz, has been selling well of late to amusement parks and arcades.
WANT—Call Collect! Want for immediate ex-
Types of Serials, Ami, Wurlitzer music.
WANT—Cash for any Used Arcade, Wurlitzer
CALIF. PHILA., FLA., PA., M.D., MI., IN., OHIO.
WANT—New or used 45 RPM Records, not over
806-9131. (Tel. Breden 3-4877)
WANT—Will pay cash for all late Guns, all
late Arcade Machines, State lowest price in
NEW YORK, N.Y. (Tel. Brumm 6-8611)
WANT—Used 45 RPM Records, new or used.
We pay cash for 45's. We specialize in
printed words stating quality on hand. TONY
DISTRIBUTORS, 124 COMMONWEALTH AVENUE, 63, M.ARS. (Tel. 412-843-8841)
WANT—Used 45 RPM Records. All types, as
they come in. We have a wide selection from anywhere in
U.S.A., standing our selection on price. Or we will match
14 EAT 21st St., BALTIMORE 15, M.D.
WANT—Records, 45's & LP's now. Only
open 9 a.m. to 6 p.m. Monday to Friday, 9 a.m.
delay and mail order quick deal. HARRY WARD,
Research/Enrico/Burkco Music. (Tel. 412-844-6060)
WANT—Bingo, Shown Times, Miss America, Wally
806-5134). (Tel. Fitch 6-1016)
WANT—All types of music, Bally Bingles:
Wurlitzer, Shellwild, Alles, Ballys, Arcades
![Manhattan: 884-8666.] (Tel. Chad 6-1855)
WANT—We need quantities of Bally
![Mechanic, 884-8666.] (Tel. Chad 6-1855)
WANT—Records, 45's & LP's now. Only
open 9 a.m. to 6 p.m. Monday to Friday, 9 a.m.
delay and mail order quick deal. HARRY WARD,
Research/Enrico/Burkco Music. (Tel. 412-844-6060)
WANT—Will buy—Bingos, Shuffle Alleys,
Ballys, any amount of Phonographs. LEW JONSON & CO., 271 Electron Ave., CLEVELAND 14, OHIO.
WANT—Cash available CASH or BANKS.
WANT—Mills Panorama, Alex Platz, Aide
Rock Pete, Western Distributors. 1255 ELLIOT AVE., SEATTLE, WASHING-
WANT—Mechanics, top notch on pinball and
nouveau. L. R. JAMIE COLE COIN MACHINE CO., 114 WINDSOR
WANT—Arcade pieces. Baseball games, Hock-
OVERF.LY, BRUNSWICK, 303. (Tel. 944-2382)
WANT—Ipsda in A-1 shape, GOLDS.
WANT—Used or new 45 RPM Records. Top
Want price not over 50c each; Minimum
WANT—Cash for used or surplus records all
WANT—Tower 14, 1130 S. MAIN STREET, BALTIMORE 42, FLA.
WANT—Your used or surplus records all
WANT—Aracde Equipment of all kinds, Kay
Davies Wild; United & Chicago Coin Big
WANT—Aracde Mechanic of all kinds, Kay
Davies Wild; United & Chicago Coin Big
WANT—Cash for 45's. $1.50-
WANT—Whole sales to the
WANT—Cash 5, 125 S. MAIN ST., DENVER, 14.
TRADE, 271 Electron Ave., CLEVELAND 14, OHIO. (Tel. 884-8666)
WANT—AM-1 D-88, E-89, E-188, also Wall
Ballys. Reliable service. 1934, 1899, 2514, must be complete. INTER-
Records, 17125 N. W. 8TH PLACE
WANT—AM-134 and 248 Phonographs, Histo-
Answers, Select Boxen, Steppers, Latest model Gottlieb Pins. 5c & 1c Country
WANT—Cash for any Used Arcade, Wurlitzer
WANT—Midway Deluxe Ballys Gun, Joker's
WANT—Have good condition Bally, Wurlitzer
WANT—Bally Country Fair, Laguna Beach
WANT—For sale—806-2282. We have all late
WANT—6-7-5. We buy—Ballys, Wurlitzers, Mills, Used
WANT—Present and Condition in
WANT—Bally Country Fair, Laguna Beach
WANT—Ferro Electric Co., 228 N. "W" ST., TOLEDO 2, OHIO. (Tel. Chery
WANT—Bally Bingles, Big Show, Times Key, Wurlitzer, Continental, York Key, Cigarette
WANT—For sale—806-2282. We have all late
WANT—Wally—Bally Bingles and Ballys, all.
WANT—Twin-Play — Bulls, Ballys, and Stepper at
WANT—Wally — Bulls, Ballys and Stepper at
WANT—Will buy—Bingos, Shuffle Alleys,
WANT—Bally Bingles, Big Show, Key West, Wurlitzer, Continental, York Key, Cigarette
WANT—New—survive, survive, scrap 45
WANT—Bally Bingles, Big Show, Key West, Wurlitzer, Continental, York Key, Cigarette
WANT—Cash for used or surplus records all
WANT—Cash available CASH or BANKS.
WANT—Cash available CASH or BANKS.
WANT—Cash available CASH or BANKS.

SALE—Pool Table—Fisher The Champ. 210. (Packed, New) $1,100.00. Make offer. (Tel. 531-0302.)

SALE—Pocket Pool Table—Excellent condition and refinished. 1200. F.D.—Cromwell $1,500.00. 4860 Direct, Fort Lauderdale, FL, 33431. (Tel. 202-250-2502.)

SALE—Dark Blue 102. Basic. $95.00. 179 Surprise, Mesa, AZ. (Tel. 202-250-2502.)

SALE—Real opportunity, complete kindergarten set. All wooden. JOHN BILotta, NEWARK, N.J. (Tel. 202-250-2502.)

SALE—Brown 515. $62.50. 4903 S. Senator, Chicago 12, Ill. (Tel. 202-250-2502.)

SALE—Pocket Pool Table, excellent shape $150.00. 190 Bollinger St., San Diego, CA. (Tel. 202-250-2502.)

SALE—Top Heavy Wall Speaker 3. Available for $15.00. 1125 N. 1500 East, Salt Lake City, Utah. (Tel. 202-250-2502.)

SALE—Ball 112. $69.95. Basic. 8909 Sevenoak 4, H. Betti & Son, 1515 NEW MANHATTAN AVE., UNION CITY, N. J. (Tel. 202-335-6840).

SALE—Pocket Pool Table, excellent shape $150.00. 190 Bollinger St., San Diego, CA. (Tel. 202-250-2502.)

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### The Cash Box — PRICE LIST!

**THIS WEEK’S USED MACHINE QUOTATIONS**

![PINBALL GAMES]

**NOTE:** High and Low price quotes appearing in The Cash Box Price Lists are Wholesaler Selling Prices received each week from various sections of the United States and do NOT necessarily reflect trade-in values on equipment.

**Prices tend to vary in different cities due to the status of a particular market, condition of equipment offered, and the general nature of a specific sale.**

**METHOD:** “The Cash Box Price Lists” should be read as follows: First price listed is lowest price quoted for the week; second price listed is highest price quoted.

**CODE (Numeral Preceding Machine)**

1. Prices UP
2. Prices DOWN
3. Prices UP and DOWN
4. No change from Last Week
5. No quotations Last 1 to 4 Weeks
6. Quotations 4 Weeks or Longer
7. Machine Just Added
8. * Great Activity

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### AMI

<table>
<thead>
<tr>
<th>Model</th>
<th>Price 1 week ago</th>
<th>Price Last Week</th>
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<tr>
<td>M1000L</td>
<td>210.00</td>
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<td>M100C</td>
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<td>V200</td>
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<tr>
<td>V2000</td>
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<td>J100M</td>
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<td>J1005</td>
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### ROCK-OLA

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<tr>
<td>1456, 92</td>
<td>120.00</td>
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<td>1456A, 3, 52</td>
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<td>1438, 54</td>
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<td>1455, 56</td>
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<td>1455, 76</td>
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<tr>
<td>1468, 59, 120</td>
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### BALLY

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<tr>
<td>4. Miss Annabelle 1P</td>
<td>850.00</td>
<td>800.00</td>
</tr>
<tr>
<td>4. Picnic 2P (10/58)</td>
<td>160.00</td>
<td>160.00</td>
</tr>
<tr>
<td>4. Quantum Leap 1P (1/57)</td>
<td>250.00</td>
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<tr>
<td>4. Race Time 2P (3/59)</td>
<td>150.00</td>
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<tr>
<td>4. Ship Rock 1P (3/58)</td>
<td>150.00</td>
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</tr>
<tr>
<td>4. Royal Flush 1P (3/57)</td>
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### GOOTLIB

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<tr>
<th>Model</th>
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<tbody>
<tr>
<td>4. Around the World 2P</td>
<td>275.00</td>
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### WILLIAMS

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<td>4. Casino 1P (10/58)</td>
<td>95.00</td>
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<tr>
<td>4. Club House 1P (10/59)</td>
<td>165.00</td>
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<tr>
<td>4. Crossword 1P (4/59)</td>
<td>140.00</td>
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<tr>
<td>4. Darts 1P (6/58)</td>
<td>225.00</td>
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<tr>
<td>4. Fiesta 2P (12/59)</td>
<td>225.00</td>
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<tr>
<td>4. Gay Parc 1P (6/57)</td>
<td>75.00</td>
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<tr>
<td>4. Glob. Bells 1P (9/59)</td>
<td>150.00</td>
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<td>4. Glob. Gloves 1P (6/59)</td>
<td>175.00</td>
<td>175.00</td>
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<tr>
<td>4. Gusher 1P (9/57)</td>
<td>125.00</td>
<td>125.00</td>
</tr>
<tr>
<td>4. Jig Saw 1P (12/58)</td>
<td>95.00</td>
<td>95.00</td>
</tr>
<tr>
<td>4. Jumps 1P (5/59)</td>
<td>225.00</td>
<td>225.00</td>
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<tr>
<td>4. Kings 1P (8/57)</td>
<td>40.00</td>
<td>50.00</td>
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<tr>
<td>4. Music Man 4P (6/58)</td>
<td>425.00</td>
<td>425.00</td>
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<tr>
<td>4. Naples 2P (7/59)</td>
<td>95.00</td>
<td>95.00</td>
</tr>
<tr>
<td>4. Naqg 1P (3/56)</td>
<td>200.00</td>
<td>200.00</td>
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<tr>
<td>4. Reno 1P (9/59)</td>
<td>75.00</td>
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<tr>
<td>4. Rocket 1P (11/59)</td>
<td>150.00</td>
<td>150.00</td>
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<tr>
<td>4. Satellite 1P (7/58)</td>
<td>125.00</td>
<td>125.00</td>
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<tr>
<td>4. Sea Wolf 1P (7/59)</td>
<td>100.00</td>
<td>115.00</td>
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<tr>
<td>4. Scaredane 2P (5/59)</td>
<td>275.00</td>
<td>275.00</td>
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<tr>
<td>4. Starfire 1P (1/57)</td>
<td>50.00</td>
<td>50.00</td>
</tr>
<tr>
<td>4. Steeplechase 1P</td>
<td>100.00</td>
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**The Cash Box—June 17, 1961**
WURLITZER WELCOMES
CONSOLIDATED MUSIC COMPANY
1062 NORTH 7TH STREET • LAS CRUCES, NEW MEXICO

AS AN AUTHORIZED DISTRIBUTOR FOR
WURLITZER PHONOGRAPHs
AND
Remote Control Equipment

It is a pleasure to welcome Consolidated Music to the family of Wurlitzer distributors. This fine organization will represent Wurlitzer in 29 counties of New Mexico where they are responsible for the sales and service of Wurlitzer Phonographs and Remote Control Equipment. Al and Frank are already making calls on music operators in the territory assigned to them. New Mexico music men have long been aware of the fine service they can expect from this experienced organization. With the outstanding, exclusive Wurlitzer feature of Ten Top Tunes we are sure that profit-conscious operators will welcome a visit from these knowledgeable men who now represent Wurlitzer.

ALFRED HARPER
Al Harper is a veteran of 16 years in the distribution and operation of coin-operated music throughout the Southwest.

FRANK DERRICK
Frank too has a 16-year background of service to our industry.

LOOK TO WURLITZER FOR LEADERSHIP
THE WURLITZER COMPANY
Est. 1856
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