Lawrence Welk, a consistent seller through the years, recently developed a "new" sound which has made him one of the hottest instrumentalists on records. It all began when he hopped on the "Last Date" instrumental. Then he picked up a European tune called "Calcutta" and topped the million mark. He followed with an album called "Calcutta" which featured more of the "new" Welk stylings and topped the million mark with the album. Welk's latest Dot single and album are both dubbed "Yellow Bird." Above, Welk, Sam Lutz (center) his manager, and Randy Wood, Dot Records president, admire the artist's gold LP and single.
it's the big hit record for this summer!

CONNIE FRANCIS
TOGETHER and TOO MANY RULES

K 13019

picked as a winner by all the trades!
Connie's latest is her greatest!

MGM RECORDS
THE STARPPOWER LABEL
What was probably the greatest gathering of record distributors and manufacturers met last week in Hollywood, Florida. After two days of business meetings, it should be apparent to all that ARMADA is needed more today than ever before. An industry beset by troubles discovered a haven to turn to—a haven that should have been organized ten years ago—but which is yet perhaps not too late today. ARMADA, measured by time, is but an infant. But it is a lusty infant that has already shown strength in its successful battle against bootlegging.

Going back in our memory some five to ten years ago, bootlegging was a taboo subject. The legal departments of both majors and indies proclaimed it a problem “impossible” to solve. “Nothing can be done about bootlegging and publicity will only educate more potential bootleggers,” we were told.

However, along came ARMADA, too youthful—to too inexperienced to know that it was “impossible” to cure—and proceeded to make tremendous strides towards its cure in the almost laughingly short period of twelve to fifteen months.

In the last five years a new ill has beset the industry—transshipping. At first a nuisance, then a problem and now a terror, it was described by everyone as “impossible” to cure. Again ARMADA—too naive to know transshipping is impossible to cure—is going to launch a study of all its legal implications, avenues that may be open to combat it, campaign to amend the law if it needs amending, or failing in the latter to see new legislation. This IS GREAT PROGRESS.

Without a doubt, this study will not be accomplished in one day. But having started in the right direction is indeed sufficient for the existence of ARMADA. Having started, we know ARMADA will find the solution to this difficult problem.

Other subjects of vital importance to the trade were thrown into discussion and most assuredly receive study in depth at Hollywood.

To state that all problems were not by any means insolvable would be to present the wrong picture. Most of all, we were impressed by the courage of the manufacturers who helped place the “transshipping” question on the agenda and particularly those who sat on the panel.

Others were hopeful that the impression of pessimism engendered in Hollywood, Florida, would dissipate at the convention and that the convention dispersed distributors and manufacturers to their 48 different states.

A small number were unaccountably pessimistic.

However, the great optimism was enthusiastic and has continued on the long last progress wave. Our own impressions are that tremendous progress has been made and will be made and that hope has grown into a portion of the future and influential force.

The success of ARMADA, to certainly spur its growth, will help non-members alike to the progress forged by the charter members. Those who have not should do so. Pete and a few should be put aside a few days to join and lend brains to help mitigate the serious threat of transshipping to industry and success.

Cash Box offers its best wishes to ARMADA and congratulates Art Tohey and the board of directors...praises the effort this year and a successful.
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The Cash Box TOP 100
Best Selling Tunes on Records

Compiled by The Cash Box from Leading Retail Outlets
July 8, 1961
YOUNG

SURE TO GROW UP TO BE TOP K

PATTI PAGE/“You’ll Answer To Me”
THE DIAMONDS/“One Summer Night”
DAMITA JO/“I’ll Be There”
CLYDE McPHATTER/“I Never Knew”
GEORGE JONES/“Tender Years”
CLAUDE GREY/“My Ears Should Burn”
Buddy Greco (Kodi 4543)

(B-+) "DON'T TAKE THE WORLD" (2:29) [Furth ASCAP—Jackson]. Greco's vocal sounds like an autumn leaf caught in the wind. He's a good jazz vocalist who is a bit too soft, giving the song a slight tinge of melancholy. RAY RUFF (Norman 5080)

"LOVE MADE EVERY FOOL A FOOL" (1:45) [New-De-Jack BMI—Holly, Montgomery]. Intriguing "Bo Diddley"-like rhythm to this entry that bowl very Buddy Holly. Strong chorus-combo support. C. MEDIOCRE

Bettye Swann (Epic 4269)

"MY WISH IS YOU" (2:16) [Norman BMI—Tharp, Schooler]. This pleasant romancer moves along at a quick beat clip.Label is based in St. Louis.

Margaret Lewis (Rim 2451)

(B+) "SOMETHING'S WRONG WITH THE BABY" (2:55) [Rip Hill BMI—Underwood] Both the songstress and the rhythm section put on a swell blues job here. Miss Lewis' solid belt leads gives a first-rate first attack from the musicians. Well-worth (em programming). (B+) "JOHN DeLEE" (1:51) [Magic Circle BMI—Haus, Franks] A catchy folk-type ditty is taken for the contemporary and combo-chorus. Commercial merrily-beat best.

Henry Moore Orch. (King 5518)

(B+) "DON'T LOSE YOUR LIFE" (2:25) [Lois BMI] Lots of up-tempo在这里, and the band can figure in this fine blues attack by the Moore ork, featured on Hank Ballard dates. There's some vocal comments. Solid hop idea.

"THE BIG FISH" (2:20) [Ha-Le BMI—Bellard] Bouncy blues instrumental on this portion.

Dallan La Roc (Arteen 1001)

(B-) "UNTIL" (2:05) [Futura ASCAP-Motola, Furth, Tickler] La Roc's debut under the new Arteen banner is a welcome combo effort. The combination has a belt-stint that should snare display attention.

"BARGO" (2:16) [Futura ASCAP-Motola, Furth, Tickler] The new combo, which has been developed into a fine, is a more relaxed effort. The group contains a Please take a print out of this for a glance at the usual 8,100he cover, and the last one is a touch on the fast side. A happy, uptempo combo effort on this portion.

The Four Lads (Kapp 412)

(B+) "GIUGGIOLO" (Joo-Joo-Lab) (2:24) [Concord ASCAP—Nina Cahn, Loejancro] The popular vocal crew do a sparkling account of an English version of a popular Italian ditty. A lively rock-infused Joe Sherman-directed combo stirs up the audience. The group will welcome the sound. The original Italian version, cut by Corrado Lojacono, is on Columbia, and Dean Marrin also has a reading on Capitol.

"OCEANS OF LOVE" (2:12) [E. H. Morris ASCAP—Siegman] A spirited, considerate romancer—made-up of the boys' readings of the catchy romantic. Also figures to make it the big show.

The Calendar (Palace 104)

(B+) "WEEKEND" (2:00) [Wee-Bye BMI—Forrest, Brucher, Williams, Williams]. The boys present a cover of a recent new song. The chorus have only a cut at the danceable (Lindy) and dancing affair. Label falls from the Flyby.

"HONG KONG" (2:22) [Palace BMI—Lee, Dunning]. This one fits the description of a fine, but a popular Oriental-flavored approach.

The Cash Box—July 8, 1961

Record Reviews

B+ VERY GOOD
B GOOD
C+ FAIR
C MEDIOCRE

"Only those records best suited for commercial use are recommended by THE CASH BOX"
FIRST IN THE FOREGROUND OF SOUND
"ALL LITTLE HIT OF SOAP" (2:17) [Robert Mellin BMI—Russell]
"THE WAY YOU LOOK TONIGHT" (2:29) [T. R. Harmon ASCAP—Fields, Kern]

JARMELS (Lorene 3869)
The group, having acquired territorial attention with their previous outing, "Little Lonely One," can really "clean up" here. Silk's tantalizing, rock-instrumental chant toughed up "A Little Bit Of Soap," the vixens wrap up in teen-appealing fashion. The standard is treated to an ear-arousing, tantalizing rock-a-cha-cha format on the other half. Can make it, too.

"HURT" (2:28) [Miller ASCAP—Crase, Jacobs]
"I APOLOGIZE" (2:59) [Crawford ASCAP—Hoffman, Goodhart, Nelson]
TIMO YURO (Liberty 5513)
Here's a fine new talent whose name will soon ring out all over the hit lists in the weeks to come. She's Timi Yuro and her "stopping stone" is a heartfelt, rock-loaded bh w/heartfelt rendition of the touching torcher, "Hurt," Gal's got the goods. Watch her stock soar. More of the same superb ballads on the "I Apologize" review.

BRIAN HYLAND (ABC-Paramount 10256)
(B+B) "LET ME BELONG TO YOU" (2:59) [Pogo BMI—Udell, Gold] Hyland, who came thru with last year's "Mr. Byke" chart topper, can have a big one the first time out on ABC. Silk's an ultra-lobal-ously songed that the baller puts across with no touch of the old "hit" equivalent. (B+) "LET IT DIE!" (2:29) [Pogo BMI—Udell, Gold] This half features sound a touch too easy-going, but it's still a fast paced op that can also out move real fast. Powerful tready axled assist by Stan Applebaum's urk-chorus.

LONNIE DONEGAN (Atlantic 2168)
(B+) "I HAVE A DRINK ON ME" (2:44) [Folkways BMI—Leduc, Louis, Luson, Domsch, Bacelli] This is Donegan's hit English version of the charming folk tune, beginning to make noise here thru the Buddy Thomas discing on Todd, Donegan and combo do for the disc. Lively, top-notch.

JO ANN CAMPBELL (ABC-Paramount 10224)
(B+B) "EDDIE MY LOVE" (2:01) [Modern BMI—Collins, King] The year's best-two-market teen market continues to make noise, chart to reward once again via this slick charcoal-blacked up-dating of the hit.

(B+B) "IT WASN'T RIGHT" (2:25) [Modern BMI—Collins, King] Feeling, love affair, also from the best-ballered school, can also come thru.

LESLIE UGGAMS (Columbia 4265)
(B+) "DON'T KNOW YOUR NAME" (2:20) [Paramount ASCAP—Brooks, Warren] Label's fine lade talent admirably essay a Prime ballad from the new Lewis Lewis lick, "The Ladies Man." Stan Applebaum directs a good-sounding lush rock-a-cha-cha (with "cha" sound) tune. Unsymp cut for the jocks.

(B+) "I LOVE HIM" (2:41) [Pogo BMI—Udell, Gold] A softer statement on another worthy romant-ic, this can find itself straight-forward, Dearlises also note.

THE SALVADORES (Nike 1016)
(B+) "DADDY SAID" (2:07) [Ludix BMI—Dixon, Denison] This sequel to the Shirelles' hit "Mama Said," puts pop in the spite-ful, Felia hands in a flavorful reading of the tune with the same format as the Shirelles made it.

MIRIAM JOHNSON (Jamie 1193)
(B+) "I THINK I CRIED LONG ENOUGH" (2:47) [Linodius BMI—Johnson] Rousing countryish-rock-a-cha-choo-bop statement from the lark, Part of the set-up sound includes a hoppin' hoppin' Solid-sounding rock'in.

ANDREA CARROLL (Epic 3460)
(B+) "PLEASE COME TO THE LIFEGUARD" (1:58) [Joy ASCAP—Dee, Goin] Original-sounding rock-a-cha-choo-choo-bop from the lady, Could have some trouble findin' one who could make the same good impression.

"A PART OF ME" (2:50) [BMI—Harrison] Same theme but the inviting slow-beat, romantic, Gang had the white-chili hit "Yes, Sir, That's My Baby.

THE FIVE STARS (Columbia 2065)
(B+) "BLABBER MOUTH" (2:12) [Gill BMI—Gordy, Gordy, Corbo] A very well-done novelty attack on the order of The Coasters' classic, "Yakety-Yak." Blabber mouth gimmicks are a solid lide idea, and a hit. A song for kids, they don't make such rock ap-ppearance. A fun romp that could catch-on.

"BABY, BABY" (2:52) [Real Gene BMI—Carl, Gordo] Distinctively flabby-ballad from the songsters.

THE CHANTELS (Carlton 555)
(B+) "GLAD TO BE BACK" (2:53) [Atlantic BMI — Barratt] Larks, longtime teen-teen pop group, start a Carlton career with a strong string-backed romantic rhythm that may strike striking from on a new vantage point.

(B+) "LOOK IN MY EYES" (2:23) [Marino BMI — Barrett] Gals offer a more delicate-rock-ballad sound on this half.

BOBBY HENDRICKS (The Hardes (2043)
(B+) "GOOD LOVIN'" (2:36) [Ralph BMI—Kirkland, Taylor, Jensen] Lots of jet rhythm-rock color here. Singer knocks-out the blues against an exciting rock-a-string (plus chorus) backdrop.

(B+) "HONEY DRIP" (2:16) [Ralph BMI—Oak.] Good-natured string-included blues bottom from the sound of "Mamie." Bongo action, the merry-rock accompaniment, which opens with a soft string sound.

CARA SWAMPAH (Top Rock 803)
(C) "SEAMACK-A-ROO" (2:16) [Ether Bilt ASCAP—Hilton, Hudson] Lark tops a rockin' blues. (C) "DIDDLEY" (2:05) [Ether Bilt ASCAP—Hilton, Hudson] Shiny-paced romantic.

"HARDES (2043)
(B) "YELLOW BIRD" (2:38) [Keith, Bergman, Beglen] Folk vocals nicely given a top-drawer Aram. (B+) "UNICORN SONG" (1:40) [James E. B. (Dylshl) Ronning folk ditty about the birth of the song.

ROY JACKSON (Mongoose 203)
(B+) "MONICA" (2:00) [Popular ASCAP—Oliver, Feem] A true-fave name-song receives a good-sounding rock-a-cha-a arrangement, headed by nice vocal from singer Jackson. Kick worthy the bluesy sentiments. Firm is located in Holly-

C+ "LOVE AT FIRST SIGHT" (2:17) [Ray Maxwell BMI—Bever, Maxwell] Ray is a very fine, Maxey too affectionate.

JANIE JONES (Jona 501)
(B+) "MY FIRST ROMANCE" (2:07) [Pogo BMI—Klintt] Ranny vocal by the lark on an invovling vehicle that makes this distance it was adapted from a PD tune. Comb-cholos is semi-drama, Could move. Label is based in Hollywood.


THE ARC-ANGELS (Lan-Cet 412)
(B+) "LITTLE WHEEL" (2:01) [TV Gold BMI—Klintt] Colourful use of heat color to this trigger-fas-ted sound delivery from the songsters. Musicians tag-along with a pro-teen sense. Youngsters will dig the creativity of this entry from the Maywood, Calif. label.

"GOODNESS" (2:18) [Pogo BMI—Klintt] Larkly, the effort on a feelingly done teen-ballared with strings.

MIKE RONCO ORCHE (Capital 488)
(B+) "JUNK YARD" (2:01) [Lorene BMI—Klintt] The Ronco orchestra makes the effect of a.(color BMI—Klintt) The Roncon orchestra delivers the-rock and the roll copy of the old "same kind of thing" with the theme of the big lift. En-

(B) "BIRDCAGE" (2:37) [Flore BMI—Phillips] This soft bolero affair leaves the tune's title.

“Only those records best suited for commercial use are reviewed by THE CASH BOX”
CAPTURED!
The Magic Selling Sound of...

DUANE EDDY
... on his SMASH NEW SINGLE release...

"DRIVIN' HOME"
b/w
"TAMMY"

#1195

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(Mort Curtis, Vice Pres.)
221 W. 57th St., N.Y. 19, N.Y.

D.J.'s Write For Samples

Jamie / Guyden DISTRIBUTING CORP.

1330 W. GIRARD AVE. PHILADELPHIA 23, PA.

Booked Exclusively by...
JANIE BLACK (Capitol 4952)

(B +) DON'T MAKE IT SAPPEN (2:26) [Doctor ASCAP—Ballard, Jr., Tobias] Thrush, who previously appeared here with Jeanie Black, takes her first solo run here. Side's an engaging rock-a-chacha love affair that looks like a winner. Rick with them as they pound out a wild "dance step" entry.

THE TODDS (Todd 1064)

(B+) "TENNESSEE" (2:00) [Wor- ter, Conner BMI—Ross- will, Willis] Here the Todds do a complete about-face turning in a warm, ballad performance, Jay-Tee discloses the label.

THE 3 FRIENDS (Imperial 5796)

(B+) "DEDICATED (To the Song I Love)" (2:15) [Travis & Escourt BMI—Smith, Goldsmith] The titles of hit ballads make up the lyrics of this contagious R&B-styled rock 'n' roll number. The result is a very good-sounding teen deck.

(B+) "HAPPY AS A MAN COULD BE" (2:12) [Travis & Escourt BMI—Smith, Goldsmith] Lead and combo-lark choruses sound away with an engaging blues approach.

RAY CHARLES (Atlantic 2106)

(B+) "AM I BLUE" (2:06) [Mark ASCAP—Clarke, Atik] The great artist applies that "Chick- s's" understanding to the fine side, receiving a very strong-linged back- drop. Jocks dispose the title from the "Genius of Ray Charles" LP—charms: Slight, Slight.

(B+) "IT SHOULD'VE BEEN ME" (2:34) [Progressive BMI—Curtis] Narrative sections are included in this solid swing-blueser.

KEYTONES (Chelsea 1002)

(B+) "DON'T TELL WILLIAM" (2:06) [Piacentini BMI—An- toine] Here the combo-larks are furnishing funny, instrumental flair (with a Duane Eddy flavor) by the Keytones—featuring Jimmy Promonte & the Billy Com- bort has solid chart merit. Title poles well to the take-off of "William Tell Overture."

(B+) "PARKING FIELD 4" (2:14) [Brown—Howard ASCAP, Promonti, Ondro] More top impres- sive sounds on this session from the Ventures. 'Walk, Don't Run' up heat instrumental school. Label's based in N.Y.

DON ROBBINS (RCA Victor 7060)

(B+) "TENNESSEE WALTZ" (2:00) [Arf, Rose BMI—Smith, King] The year-back Patti Page triumph can be a big chart item for Don Robbins, whose piano & chorus performace works in lovely Floyd Canevas' latest manner. Watch it closely.

(B+) "FEATHER IN THE WIND" (2:18) [Ross Jungnickel ASCAP—Roberson, Blair] This pretty, sentimental-romantic finds Don in the inviting vocal top form. Jocks' love it both.

RAY SMITH (infinity 087)

(B+) "LET YOURSELF GO" (2:15) [Fame—Sparks BMI—Hall] Smith can head back to hits with this one at the exact moment of this enticing rock-a-rhythm. Rock-a-romance arrangement dishes up Bill Justin. Smith.

(B+) "JOHNNY THE HUMMERY" (2:15) [Hor, H. BMI—Fuller] Another fascinating entry in the rate Stevens' barrage to keep the kids jumpy. Hot two-sider.

BILL GIANT (MGM 13802)

(B+) "BETTER LET HER GO" (2:40) [Aberbach BMI—Baan, Kaye, Giant] Can have a huge sales success with his MGM debut. It's a tear-compelling teen a-chacha romance that Bill and the组合-lark delivers with money-mak- ing authority.

(B+) "WHEN I GROW TOO OLD TO EAT FRIED CHICKEN" (2:10) [Robert ASCAP—Hammersber, Konemberg] Here the accompanists furi- ously shred ariso the engaging up- dating of the evergreen.

PAUL FELK (Fairlane 21065)

(B+) "WATERFALLS" (2:03) [Kenny Mallon & BMI—Cason, Sloan] Infectious R&B flavored salutes to the summertime fa- vorite. Singer Peck helms against the fine swelter sound from the hope- ing sax-ed combo—Cohn catch-up. Label is the King Records label.

(B+) "COMING HOME IN THE MORNING" (2:22) [Lowery BMI—Kohn] Very tender-hea! Item with a catchy touch.

EDDY HOWARD (Mercury 71773)

(B+) "JUST A YEAR AGO TO- DAY" (2:35) [Dubro, Brown & Henderson ASCAP—Davis] Rose The songter, of, It's No Sin" and "Cruel" each cut can click in juke-box catering to adult patrons.

(B+) "I WANT YOU TO WANT ME" (2:11) [Fisher ASCAP, De-Vorzon BMI] Fisher ASCAP, De-Vorzon BMI) Gals turn-in an appealing portrait of the attractive teen love- downy. Combo support is nicely soft- spoken. Marketing team's apt.

THE PETITES (Columbia 42053)

(B+) "A LITTLE LOVE" (2:17) [Schermer & De-Vorzon BMI}—De-Vorzon BMI) Gals turn-in a appealing portrayal of the attractive teen love- downy. Combo support is nicely soft- spoken. Marketing team's apt.

"MAKING MIRACLES" (2:08) [Artists ASCAP—Benoit-To, Team goes after a tuned-up and well-worded romantic sunny. Engaging koeffice to this date.

MIRI CLAIRE (Amy 880)

(B+) "UNCHAINED MELODY" (2:29) [Cahan, Hayman BMI—Smith, North, Zaret] The durable can build-a-run rendition from the lady that first receives a dirge-like sound from the slick. Watch it.

(B+) "I'LL BE SEEING YOU" (2:33) [Villarosa ASCAP—Kahal, Burton] Straight romantic han- dling of the evergreen.

JAYE BROOKS, (Strand 25407)

(B+) "HAPPY ENDING" (2:15) [Wyndham-Pepmoud BMI—Steinberg, Miller] Ultimate rock-a- rhythmic sound, a rocking and roll-a- rhythmic dance from Bill Justin.

(B+) "MISGUIDED STRIVING" (2:15) [Cohn, Babin BMI—Fuller] Another fascinating entry in the rate Stevens' barrage to keep the kids jumpy. Hot two-sider.

BROOKE BRINDLE (Emarcy 8253)

(B+) "PRETTY BUT PROBLEMATIC" (2:00) [Dove-Raleigh, Davis, Tape] Song does a exciting R&B good, so a solid romancer. Pair's bit is supported by a strong combo sound. Can go straight to pop-R&B arena. Label is an affiliate of Washington D.C.'s Emarcy Records.

(B+) "THANK YOU MY DEAR" (2:46) [Davis, Fairlane BMI—Davis, Tal- som BMI—Davis, Tape] Funky sound from the vocalists and backing.

ROB BOYER DOLLS (Fargo 1057)

(B+) "I SHOULD HAVE KNOWN" (2:11) [Mills ASCAP—In- setta] Young lads amusingly do a light up-tempo blend on an older romance. Full or and-now-and-then deep male harmony. First by a has to be a hit.

(B+) "IN BETWEEN (Wishing I Was With You") (2:25) [Fairlane BMI—S- tenn ASCAP—Insetta] A apt easy-beat theme from the youngsters.

THE DREAMWALKERS (Fairlane 2215)

(B+) "DO YOU BECAUSE" (2:15) [Elseth BMI—Jenkins, Men- song group, including a good lead, after a pre-sounding rock-a-chacha blue's date. Youngsters will appreciate ex- ploitation of the platter.

(B+) "WHEN WE GET MAR- RIED" (2:25) [Emery BMI—Hogan] Same lead is again spot- lighted in this pleasant easy-ga- ff- fectionate.

SUNNY SABB (Mala 457)

(B+) "SHADOWS MY LOVE" (2:13) [Southern ASCAP—Shecca, Smith] Sophisticated R&B with the4 plaintive with the words enunci- ered. A pleasant soft-combo-female choras sound back-up.

(B+) "WORRIED MIND" (2:04) [Peirce BMI—Curtis, Schitzer] Rockin' stuff from the artist and same accomplishment.

THE GINO SISTERS (Hart 961)

(B+) "DREAM" (2:46) [Capital Young ASCAP—Mercury] Young Sirens of the Capitol LP—summit, currently a Top 10 item via the old "Big Bopper" waxing. Firm halls from Hollywood.

(B+) "YOU'RE GONE!" (2:26) [Fairlane BMI—Hall, Davis] Gals hand-in-hand in a pleasing Latinish rock romance.
20th FOX BRINGS YOU
THE SENSATIONAL RELEASE BY . . . .

BILLIE JEAN HORTON

OCEAN OF TEARS

B/W DON'T TAKE HIS LOVE

20th FOX #266

To My Disk Jockey Friends:
"A Million thanks for all your help"
BILLIE JEAN

Exclusive Management:
TILLMAN FRANKS ENTERPRISES
604 Commercial Bldg., Shreveport, LA
3 FOR THE MONEY!

Ray Charles

AM I BLUE
and
IT SHOULD HAVE BEEN ME
2106

The Original Hit Version From England!

Lonnie Donegan

HAVE A DRINK ON ME
and
BEYOND THE SUNSET
2108

The Castle Kings

YOU CAN GET HIM, FRANKENSTEIN
and
LOCH LOMOND
2107

Atlantic Records

ONE BIG RECORD
2 “PICK” HITS

Billboard

SPOTLIGHT SINGLES
OF THE WEEK

BOBBY BLUE BLAND

“ST. JAMES INFIRMARY”

The Cash Box

Pick of the Week

BOBBY BLUE BLAND

“DON’T CRY NO MORE”

SCOOP OF THE WEEK—Music Reporter

BOTH ON DUKE RECORD 340

Album Plans

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

Atlantic & Atco

15% discount on all Atlantic & Atco stereo and mono LP’s, 100% exchange privilege. 30-60-90 day pay plan. Expires: June 30.

Audio-Fidelity

Two new releases, “Sound Effects, Vol. 2” and “Roman Holiday” by Joe Bock, along with the previously-released “Sound Effects, Vol. 1,” are available to dealers at a 10% discount. Expires: July 21.

Capitol

All 24 Hollywood Bowl LP’s are being offered to dealers at a 51 discount. No limit to the number of LP’s that can be purchased. Expires: June 30.

Candid

“Summer Jazz Star Program”: Distributors get a 15% bonus in free goods on the label’s entire catalog. Expires: July 31.

Carlton

“Summer Special”—20% in-free-goods 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 Scary LP, “Re-Percussion,” is offered to consumers at a $2 saving (for either mono or stereo). And five new LP’s (including those by Red Nichols, Doc Evans and Art Hodes) are packaged “penny-dickers” two-for-one for the price of one. Both are described as “limited time offers.”

Directional Sound

The now “deluxe sound” line of Premiere Records is being offered to dealers on a 25% free merchandise plan with 30-60-90 day billing and a 100% exchange privilege. A co-op advertising fund is also available.

Dot

Annual summer sale in which consumers get 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.

Indigo

1st Part: distrb-dealers get 3 LP’s free for every 10 LP’s purchased through July 4; 2nd part: 2 free LP’s for every 10 LP’s purchased after July 4.

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 20 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, a 100% exchange. For a purchase of 10 or more “Jacks” units, 100% return credit anytime after Aug. 1.

Liberty

A 20% dealer discount on all of the label’s Premier LP’s, except the Premier sampler, for a minimum order 20 units in any combination of mono & stereo. To qualify for these discounts, the dealer must carry either order or have in stock) at least 5 out of the 7 LP’s. Discount will apply to reorder of at least 5 units, in any assortment, placed during the duration of the program, 100% guaranteed sale, for credit, except for sampler. Merchandise returnable anytime after Dec. 25, 1961. Expires: July 31.

Mercury

“Summer-Sale-A-Rama”—Two parts: first includes the June 15 release: the entire PPSS, 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 15.

MGM

A May LP plan on 17 LP’s has been extended thru June 30. Distributors 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.

Parliament

Dealers buy 3 LP’s and get 1 free from the $1.00 label. Expires: July 31.

Prestige

15% discount on Prestige/International & Prestige Bluesville series during May, June, July, August and September. 100% exchange on entire catalog. 30-60-90 day billing. Expires: June 30.

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.

Verve

“Operation Early Bird”—Distributors buy 3 LP’s and get 1 free on the label’s entire LP catalog, including new June LP’s. 1/3 payments in Oct., Nov., Dec. Expires: July 31.
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 BOOGIE WOOGIE
B. Bumble & Stingers (Rendezvous 151)

2 TEEN PRAYER
Velvetones (Stark 101)

3 I’LL BE THERE
Dionne Va. (Mercury 71040)

4 THE ASTRONAUT
Joe Simms (Kapp 497)

5 HOLD BACK THE TEARS
Turtles (United Artists 310)

6 THERE WAS A FUNGUS AMONG US
Hugh Barrott & Vitters (Medison 164)

7 SOLITAIRE
Embers (Empress 101)

8 A SCOTTISH SOLDIER
Andy Stewart (Warwick 637)

9 BACK BEAT NO. 1
Bandals (Amy 835)

10 SUMMER JOB
Marty Hill (Columbia 42018)

11 RIMSHOT
Roller Coasters (Holiday Inn 108)

12 OLD SMOKE
Johnny & The Hurricanes (Big Top 3076)

13 I’VE GOT A NOTION/HOW WE CAN TELL HIM
Mandie Johnson (United Artists 322)

14 NO SUBSTITUTE FOR LOVE
Ray Hamilton (Epic 9449).

15 WOODEN HEART
Gary Bachus (Fon-O-Graf 1224)

16 WATER BOY
Dan Shalby (Capitol 1192)

17 THE GUNS OF NAVARONE
Joe Baxman (Lands 474)

18 TENDER YEARS
George Jones (Mercury 71804)

19 PRESIDENTIAL PRESS CONFERENCE
Shekinks (Amy 824)

20 READY FOR YOUR LOVE
Shag & The Limelites (Hull 742)

21 LOUISIANA MAN
Rusty & Doug (Nickery 1137)

22 I JUST DON’T UNDERSTAND
Ann Margret (RCA Victor 7894)

23 BROKEN HEARTED/MIGHTY GOOD LOVIN’
Miracles (Tamla 54044)

24 VOYAGE TO THE BOTTOM OF THE SEA
Freddie Avila (Chancellor 1081)

25 BETTER TELL HIM NO
Starlets (Fom 1003)

26 RUN, RUN, RUN
Ronny Douglas (Everest 19413)

27 I DON’T NEED YOU ANYMORE
Maxine Brown (ABC Paramount 10735)

28 WHEN I GO TO SLEEP AT NIGHT/DRY YOUR EYES
Tokens (RCA Victor 7898)

29 MAKE ME SMILE AGAIN
Cathy Jean (Valstar 009)

30 MY TRUE STORY
Jive Fire (Bellota 1006)

31 TELL ME WHAT SHE SAID
Playmates (Roulette 4370)

32 TAKE FIVE
Dave Brobich (Columbia 41079)

33 NO, NO, NO
Chanters (Deluxe 619)

34 MY CLAIRE DE LUNE
Stace Lawrence (United Artists 335)

35 SKIN TIGHT, PIN STRIPED,
PURPLE PEDAL PUSHERS
Sheb Wooley (MGM 13013)

36 PEANUTS
Rick & The Keens (Deluxe 619)

37 I’M GONNA MOVE TO THE OUTSKIRTS OF TOWN
Roy Charles (Impala 205)

38 SUMMERTIDE LIES
Kitty Katten (Columbia 42038)

39 THEME FROM THE YOUNG
SAVAGES
Hugo Montenegro (Time 1040)

40 WHEN A GIRL GIVES HER
HEART TO A BOY
Janie Ward (Manhattan 642)

41 JOHN BROWN’S BABY
Jimmie Rodgers (Roulette 4371)

42 MR. D.J.
Yan McCay (Rockin’ 101)

43 I DON’T MIND
James Brown (King 5466)

44 DOWN ON MY KNEES
Walter Vaughn (Liberty 55330)

45 DINNY DOO
Eddie Bo (RCA 981)

46 LOVE MAKES THE WORLD
GO ROUND
Jane Morgan (Kapp 390)

47 LONELY LIFE
Jackie Wilson (Brunswick 55216)

48 TIME
Jerry Jackson (Kapp 387)

49 WINDY AND WARM
Chet Atkins (RCA Victor 7891)

50 DON’T CRY NO MORE
Bobby Brooke (Duke 340)
Johnny's great

Freelancer

JOHNNY BURRETT

Rogues

JOEY's David Greeneman telegrams from Cleveland that there's been immediate deacly reaction to the area in Freddie Scott's "When The Wind Changes," and that Barry Brand, Transadio, to distribute, see it's a smash.... in... a... Passman, of the Robert Mullin paperback, currently working away on Jimmy Jones' "The Long Love" (Cub). Johnny J. Al Martino's "Here In My Heart" (Capitol) and the Trun Singles "Waltzing" (Water). Pat Malitetti cut follow-up material to her Torn duo, "Say That You Love Me" and "The USA." MGM's Michael Allen opens the Living Room for a week, July 13th. Packwood Sales took one of their rare finds into the singles field, last week, picking up a master by Tom Falone and the Centuries duo "Ship To Shore." Don's next week, 7/10, with Don's own duo, the Country Folk Festival, to be produced by Oscar Brand, Sept. 3, 4 & 5. Best to back to his own show. Johnny's got his own R&B deejay show, 7/16, over WBNX-N.Y., 12:00-6:00 A.M. daily.

Nico to see Liberty's Johnny Burnette, who dropped up for a Cash box visit last week along with the label's ever-popular Janie Gibbs. Same goes for Smash's Joe "Wooden Heart" Dowell who stepped by with Mercury's Herb "Lotus love" Rosen. The big "hijinks" this week from London family man, Marvin Deane, is on the Rays' XVT outing, "Magic Moon." Vista's Dick Klees happily bazzles it that the Vonsair Sisters are breaking thru (especially in Dallas and Cali.), with their bowl, "Dawn-Fapa-Too-Tah-Tah." Tommy Walters' set for a 7/15 Clay Col TV stand with his Limelight slice, "That's Love" and "Little Admiral." Hildegard makes a repeat performance on Merv Griffin's "Play Your Hunch," July 4, trying to stunt the panel with musical bantering the widths of Whooppee John Willhart whose Decca polkas LP's were standard fare for decades. The big new at Phil Rose's Time Square offices is the Timelines' newest, "Pretty, Pretty Girl," which went for one of the first B's (both of which Phono co-publish). Tune's the subject of a contest on Rose's WBNX-N.Y. radio show—asking listeners how far the deck'll climb the Cash box charts. Phil's also been hard at work as a full-color comic which got ting on it the oldies (wherever he can arrange the deal) that appear on the Time Square bill. As a follow up to Sicilian's Alan Dale to make his ting on it the oldies (wherever he can arrange the deal) that appear on the Time Square bill. As a follow up to Sicilian's Alan Dale to make his ting on it the oldies (wherever he can arrange the deal) that appear on the Time Square bill. As a follow up to Sicilian's Alan Dale to make his ting on it the oldies (wherever he can arrange the deal) that appear on the Time Square bill. As a follow up to Sicilian's Alan Dale to make his

CHICAGO:

PBIS: Rumba artist Mike Clifford, on a string of p.a.'s expressing his newsworthy "At Last" covered the Windy City circuit last week served by manager Helene Noga's lovely daughter, Beverly, and Columbus's local man in motion, John. Beverly's well-spoken, oh what a presence! Mike covered the circles here so well that he almost missed his flight out, however, but last week he made it by exactly cutting the back in the Bop City spot. Beverly's handling of the "At Last" and "St. James's exotic nite, the Alhambra, during an afternoon shindig 6/22 for the upcoming season set for Aug. 27. Also, Bill "Buster" Mac and Ron Malo, was on hand to supervise the remote waxing of Beverly's upcoming new album release "Bally Rambler At The Alhambra," cut on the scene at the nite. A big expansion move is in the works at Record Distributors where Tony Galgano and Robe Lawrence reportedly acquired the entire building for their record distribution operation and will shortly have more than 15,000 square feet of space for stock. .... Gene Pitney, in town promoting is self-written "You From A Purple Ocean For A Retirement." (Garmin) returned from attending the ABC-Paramount and Command meet and was mighty pleased with the reaction across the board. "The Elfin" is in a big revival frame of mind at the Alhambra and insists "Shine In" which has been forging ahead throughout the area. Ed's anxiously awaiting release of the Ray Charles-Betty Carter album; Paul Aska's LP and several new Command packages.

Nico to hear that broadcasting vet Vince Garrity is back in the WAAF mike after a lengthy absence due to illness.... A brief reminder from John Gary about the Jerry Reed "I Shot A Man In The Hand, I Won't Shoot Him Again" release. "I Saw Her On The Street"/"I wait/War/"Laurel, My Love.".... Mercury's Bob Snowting is betting the entire East Coast on his "The New Adventures Of Carmen Jones.".... Alan George's "Stand By Me," tagged "I'll Be There." A couple of more mowers, according to the latest report, are legendary Jimmie Davis and Nat "King" Cole. George Jones. The latter deck is developing in both pop and C&W markets.... The usually cool Art Veasey (Advance) back Tuesday with the release of "Those Were The Days.".... Tommy Davis buzzed us about a fast rising single on the Glenn label titled "Come On Let's Go" by Chuck Dallia. Artist'll perform it on the 7/1 Jim Lounsbury TV. Label prexy, Harry Glenn, adds that the deck has already achieved chart status in Detroit and St. Louis.... Lisa Burton adds another link to his chain of WCLM (FM) shows with a daily music and interview segment commencing 6/26, aired remote from Henry's Restaurant in a 3:00-5:00 PM time slot. ..... Freelancer Paul Gea, rounding the local aviation with Vann Thrush Mary Norleen and her current etching "All You Ever Do Is Hurt Me." Paul's also high on an album which seems to be creating quite a fan in these parts titled "Ad Man After Hours" by Dean Scheffner (AME).... Sunglasses Ray Abbott, the Joe Jazz Trio and Jerry Delle headlines in the newly opened Echo Room, upstairs at Eres Restaurant.

Stan Pat, RCA's midwest radio and TV relations man, is exuberant over three new chart destined items: "Again" by The Coscures; a moving instru- reports hefty sales in the So. Calif, area with the Bivertays "Let's Get Out Again." ..... John "Send Me A Letter" by recent pacee Jimmy Elledge. ..... Stan, Incidentally, 25th wedding anni 6/3, also city latera!s charritier Sam Cook, who's currently coping national honors with "Cupid."

Caro Records prexy Steve Keith recently returned from a cross country hoop with a batch of new distributors for his label. ..... Ralph Cox, Arnold Records' ball of fire, is wild about The Flairs' newest "Roll Over Beethoven" (Palm); Rusty Israels' "Fire Water" (Brest) and Rai Delano's follow-up "You Don't Know What You've Got." ..... A far promotion is underway, spearheaded by Deene Records Co.'s topper Ellis Stuke, to enjoy the Illinois VFW official song "Rise Those Shoulders Again For Me" which was recently released by the label. So far, according to Stuke, the disc is being sold in 500 WVP posts in the area and 181 Illinois radio stations have pro- grammed it for airing during the week preceding the 4th of July, which should help him to the top with a big bang!! Ch! Visitors stopping off at M. S. Distribute last week, before hitting the radio-TV stations bel- ing Eddie Hodge's who's working with "The Gone Knock On Your Door" (Cadence); Sal Bonfigli, manager of Dry, introducing the artist's newest "Somebody Nobody Wants You" (Lature); and Laurie's Gene Schwarzwart, charting The Jarmoe's "A Little Bit Of Soup." Needless to say, Vic Faradi had his hands full squaring everyone about. ..... Word comes from J. H. Martin, via Bud Miller, that "Hey Daddy Dooby" by Boots Randolph & "Well I Ask You" by Eden Kane are beginning to show signs hereabouts. ..... Mercury's newly appointed advertising A.D. director Jack Tracy left last week for the Music At Newport Festival where he plans to cut a session with the Quincy Jones. The label is now busy handling the upcoming release of "The Engagement" and from what we Steve Sehiekel tells us, they've broken all existing record sales with their hit "2001." The label is also in the works on "The Comedy Of The Smothers Bros. At The Purple Ocean." (Mercury)

LOS ANGELES:

New group The Astro-Jets, bow on the Imperial label with pairing of "Hiding And Seek" by "Booze A Laya." ..... Al Chapman, at Modern Distributing, was the only one in town last week to report anything like out-Milestone. Al also informs that he, and wife, Fran, celebrated their 20th wedding anniversary with a grand party at their Hollywood mansion. Also, in the circle of intrigue, is Atlantis long-time handleman national distribution on Jay-Ern Records just-cutting couple "Don't Be Blue" and "True And Faithful," featuring young vocal find Jimmy Mene. ..... The Limelighters hitting
The market this month with a new RCA Victor slice "Paco Poco" flip "100 Years Ago." Group also has new LP skedded for August release "The Slightly Fabulous Lillithers." . . . Steve Lawrence just waxed two evergreens by composers McHugh and Dorothy Fields on the United Artists banner titled "Exactly Like You" b/w "Don't Blame Me." . . . Kathy Linden guested recently on "Gregory's "The Big Sound" show discussing her current R&B effort "Put This Ring On My Finger." Chipp penned both the music and lyrics for the tune. . . .

Samba Records announces that "The Little Boat Song," theme from pic 'The Little Giants,' has been endorsed by the Little League of Williamsport. . . . Dorothy Freeman, at Buckley Dist., all excited over a set of new titles in Your Arms" by Maxine Brown on Norman, and Linda Scott's outing on Canadian American "Don't Bet Money Honey." . . . Harry James and the Orch out with an MGM package this month of all Neal Hefti tunes.

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**Record Ramblings**

DALLEN LA ROC

CHECKERS

JIMMY MENG

Band is currently starring in the Lounge at the Flamingo Hotel in Las Vegas. . . . Dotti Records artist Seatman Brothers, scoring in several major markets with album "Comedy Sweepstakes." . . . Bret Kennedy, at Milton Records, scoring deejay attention locally with The Starlets' waxing of "Better Tell Him No" on the Pam label. . . . George Daniels joined Joe Lee's crew of 21 voices, plus 6 youngsters, in scoring the Spencer Tracy-Frank Sinatra pic "Devil at 4 O'clock," at Columbia. . . . Vee-Jay Records announces the signing of jazz pianist, arranger and conductor Max. In addition to recording artist, Max will handle arranging chores for Vee-Jay artists on the West Coast and continue their schedule of movies. . . . Donnie and the Dreamers' long-range intentions in several coast areas with "Count Every Star" on the Whale label. Sabrina Records looking for things to happen with deejack "Tell Me Why," featuring the Aventures. . . Songwriters Anita Bryant in town last week to tape "Here's Hollywood" show on NBC-TV. . . . Jim Cunningham, former member of RCA's Twin-Tones and writer of past hit "Jo-Amm," now plugging quartering here. . . . Bud Granoff, head of Korwin Music, in town plugging "Summertime Lies" by Kitty Kallen on Columbia. . . . Norman Winter, of Winter & Winter publicists, and spouse Marion, expecting another Winter this winter! . . . Irwin Zucker reporting keen interest in Tommy Walters debut Limelight disk "Little Angel" b/w "That's Love." . . . Barbara Belle gearing his label, "Orion," for release in the next couple weeks. . . . Disk producer Lee Silver, of "Short Shorts" fame, and wife, recently welcomed a brand new baby girl. "On the Beach," Challenge Records info that many Coast deejays are now spinning "I'll Walk," flip of "Son-In-Law" by The Blossoms. . . . New Coast label, Arteen Records bows this week with a first release "Untitl" by Dallan La Roc. . . . Don Reed reports that KPWB is spinning his production of "The Highland Rock" by The Joiner. Arkansas State College Exchange students Marching Band on Liberty Records.

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**Here and There:**

**Philadelphia**—All the excitement over at Chancellor's offices, according to the deejays hanging around Franky Avalon's latest chart-taker, "Voyage To The Bottom Of The Sea." Side's in the pic of the same name in which Frankie stars. . . . Lou Henderson, of Jahnnyne and Talley-Ho, happy about recent entries to the &; Q, "This Is The Perfect Moment" (Talley-Ho) and Donna Elber's "Sentimental Reasons" (Jahnnyne). . . . Glad to see that Ed Barsky has been Frank Murphy's band on the job following her bout with the virus. Frank's excited about Charlie Town's "Togethe" (MMM), Cabanella Adderley's "The Uptown" (Riverside) and Gene Mclndoe's "A Tear" (Liberty) among others. And that Waxee Prez's Payroll's a two-weeker at the 500 Club, in Atlantic City, starting 8/30. . . . Saul Lampert's promo man Ronnie Singer lect's the Halgole's Nug. . . Carl Hammond Jr.'s "Summer Souvenirs" and the Paragons' "If I." . . . Corrado Lajaroni's "Gigolli," Jerry Vale's "Ah Di La" and Mike Clifford's "At Last" head up Ted Kelle's Columbia hit list. . . . Ed Teater's items that Phil Dwyer of Bop Deko recently cut 4 sides for his new Merion label with Buddy Williams and a 22-piece orch. . . The new biggie with Merv's Ed Roland is Buddy Green's "Around the World." (Epic), the 3 Friends' "Dedicated To The Sons I Love" (Liberty), Miles Davis "When I Fall In Love" (Prestige), Etta Jones' Prestige duo, "All The Way" and "Tell There Was You" and the Jarems! "A Little Bit Of Soap" (Laurie). . . . Breaking out with Bob Harell are the Emberr's "Solitare" (Emper), Little Linda's "Don't Take Your Love From Me" (Rialt) and Cathy Jean & Make Me Smile. . . . Shirley Bogen's "I Am Blue" (Atlantic), and the Regents' "Runaround" (Dot).

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**Lethbridge, Canada**—The Checkers signed to a Quality Records' contract with their debut release, on the Barry label, tagged "Chinook" and "Storm." The Checkers band consists of Wes Kuchner, Dennis Gobin, Jerry Arnold and Garry Fabbi. . . . Vancouver—Emerson Sales' Don Short notes that Bruno has been added to the list; that Linda Scott's Canadian-American "Starlight, Starbright" is taking off hereabouts and she's been on the road quite a while. "I've Told Every Little Star" is still selling big in Alberta; that Jake Dool's hitting the Calgary Stampede scene with the timely recording of "Chuckwagon Driver" on Piloinic.

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**Haarlem, Holland**—Artona Gramophone Paul Visser letters that it looks like Eddy Christiani'll have a big Continental hit in "Marianne." Deck records sold to EMI for release, on Columbia, in Germany, Switzerland and Austria.

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**Osloew, Iowa**—Big Gertie, sister of Andy Dolf's Ad Records, writes that Andy Dolf's "Wild Beans," looks to be his biggest yet. Deck is reportedly happening in the mid-west and down Miami-way.

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**PRESTIGE RECORDS, INC.**

203 S. Washington Ave., Berkeley, Calif.

A & A Record Distributors, Inc.

2524 W. Pico Blvd.

Los Angeles 6, Calif.

Knubirk 3-2128

Jack Andrews

**PRESTIGE HAS THE HOT SINGLES**

Johnny "Hammond" Smith

"STICKS AN' STONES"

and

"THE END OF A LOVE AFFAIR"

Willis Jackson

"CARELESS LOVE"

and

"HE SAID, SHE SAID, I SAID"

Miles Davis

"WHEN I FALL IN LOVE"

and

"I COULD WRITE A BOOK"

Etta Jones

"TILL THERE WAS YOU"

and

"ALL THE WAY"

Gene Ammons

"NAMELY YOU"

and

"MISS LUCY"

** AVAILABLE IN 45 & 33 1/3 RPM SINGLES d.j.'s send for free copies**
George Tomuso, composer and arranger of the Fireballs, was directly responsible for the initial forming of the group. George, with a local (Katon, New Mexico) reputation as a guitar player and singer, was asked to play for a PTA talent show at the Bataan High School. He called in Eric Budd and Stan Lark, drums and bass respectively, to form a group. The enthusiasm with which they were received came to the attention of Norman Petty, who then arranged a recording date for the boys at his Cherie, New Mexico studio. It was here that Jimmy Gilmer, a piano player from Amarillo, Texas, joined you familiar with bringing it to its present complement.

Petty then arranged a Tom Band recording contract for the Fireballs, which subsequently resulted in clicks "Torquay" and "Bulldog." When Rank folded, Warwick inked them. They're now clicking with "Quite A Party."

Joe Dowell

Joe Dowell's professional singing career is off to a big start via his Smash waxing of "Wooden Heart," which broke into the Top 100 this week at 277. But he can't remember how long ago he started to sing "just for fun." A second hand guitar as a pre-teen enabled him to appear regularly in local functions through his years in grammar school, high school, and at the University of Illinois. While in high school (Bloomington, Ill.) he won a church talent contest and then decided upon a singing career.

But this idea was temporarily put aside as he sought an education. A champion swimmer (in high school and at the Univ.), he was paying his way through college by working as a Lifeguard and teaching swimming instruction in his spare time. With money from his record, he can now relax a little while completing his education.

The doors to the new Mid-America Broadcast Center, home of WGN radio and TV (Chicago) since January, were officially opened last week at day-long ceremonies. The center, reputed to be the country's newest and largest radio-TV building, was opened by J. Howard Wood, president of WGN, and dedicated in a speech by LeRoy Collins, president of the National Association of Broadcasters. The two story building contains over 100,000 square feet of floor space and is situated on a 1.5-acre site just fifteen minutes from downtown Chicago. It contains four TV studios, two radio studios and sufficient office space for all administrative functions. Included is a revolving stage for the production of live or videotape commercials. At present only one of the country's leading color TV stations, WGN will eventually be an all-color TV operation, according to Wood.

Bill Bennett has inaugurated a "Knobby Knees Kluh" on his nine-to-noon slot on WLOL-Minneapolis inviting wives and girl friends to send in names of husbands, boy friends, etc. who would be willing to model for a daily drawing for a prize. The prize?—A pair of Bermuda shorts, what else?...

WINN-New York is holding portable radios tuned to its signal throughout its listening area (in bushes, on trees, etc.) As soon as a radio is placed in location the deejay on the air at the time broadcasts the location. Whoever finds it is entitled to keep the radio. WINN's "Finders Keepers" contest is being held in conjunction with Portable Radio, held by Portable Radio Marketing Corporation, and is now in full swing in the northeastern Connecticut area with a staffIncluding Lee Bayer, Stan Teich and Steve May. Up to The Cash Box offices for daily mail last week was Russ Morton of WOIQ-Syracuse, Morton is program director for the "Sound of Quality" station and also handles the morning wake-up stations.

Preparing for the big October blazed drive in which they hope to top the 2,205 pint record set recently by Michigan State Univ., the boys at O.L.A., and Air University, have in preparation a special, 12-inch, 33-1/3 record of "Get out of the House," written especially for the campaign and artists for 31 and 60 second "encouragement" tapes to be broadcast on the "local" station. Those of you are familiar with the minder to get working on the tapes as soon as possible to insure a spot on the broadcast.

Norbert Bennett of KSDK-St. Louis' has announced that his station's annual "Sportsman of the Year" award program is now accepting nominations from listeners, and artists for the prize. It's also being opened for all local male athletes or artists of any sport. The winner will be chosen as the "Sportsman of the Year" in one of seven categories: sports, stars, award winners, etc. Nominations close May 1, 1961. The winner of the "Sportsman of the Year" award will receive a trip to Lake Placid, N.Y., the site that his show has been responsible for the sale of hundreds of radios—his mother sold hers, his brother sold his, etc.

Launching a stepped-up public service program with a National Foundation March of Dimes tie-in, KFWB-Los Angeles took the lead in promoting the public vaccine program by emphasizing for the last four months, announcements, created and produced by Chuck Bore (Covello-Collie VP & Dir. of Announcers), and artists (VP of programming) of the station (KFWB-Oakland), have been programmed on an intensive schedule June 1 and will continue through the end of August on all three Covello-Collier stations, including KFWB-Minneapolis. An unusual aspect of the campaign was the cooperation of a local television outfit not affiliated with KFWB. KTVN-Central Oregon and George Parham Studio, who recorded the sound track which was turned over to KFWB for its use. The track was recorded by KFWB and distributed to all other radio stations in the southern California area.

A special request to all disk jockeys for disk service goes out from PVJ. Pat Roen of the Information Office (Radio & TV Dept.) of Associated Press, announce a new request for various information. The list includes the latest releases from RCA, Capitol, etc., as well as the usual "majors." Pat has also included the latest releases from "merchandising" labels, such as "Springfield." Pat would also appreciate any information on "little" labels.

Top Ten Dance Party, the syndicated live teen-age TV series, is running a special dance contest. Details from date-to-date are shown in current issue. The contest is sponsored by the Municipal Alliance (MGMA), the A. Jonas (SDS) and the TDV of Philadelphia, PA. The contest is a multi-city TV dance contest which is judged on the basis of originality, ingenuity and entertainment value. The winners will be selected by a panel of judges, including celebrities and personalities. The winners of the top ten dance parties will have the opportunity to perform on national television.
Announcing...

THE ANNUAL
WORLD-WIDE
RECORD-MUSIC
ENCYCLOPEDIA DIRECTORY

19th ANNIVERSARY EDITION

ALL

The Lists (Manufacturers, Publishers, Distributors, Suppliers, etc.-Domestic-Int'l.)
The Polls (Domestic-International)
The Surveys (Domestic-International)
The News (Domestic-International)
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First Forms (Preferred Position) go on
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6272 SUNSET BLVD. (Phone: HOLLYWOOD 5-2129)

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Sao Paulo, Brazil; Buenos Aires, Argentina; and Tokyo, Japan.
More Than 600 Attend ARMADA Meet

Transshipping Flares Tempers At ARMADA
Panel; Several Avenues Suggested By Members

HOLLYWOOD, FLA.—Transshipping blew the roof off the convention hall as the incendiary subject was brought to the floor for discussion the first day of the 1961 ARMADA Convention last week at the Diplomat Hotel.

The $3,400 in cash prizes were called and specified. Distributors placed the blame directly in the laps of the manufacturers and, in reverse, manufacturers stated almost unanimously that it was wholly a distributor problem—having been started by distributors in the first place.

Amos Heilicher, Heilicher Bros., Inc., admitted to being a transshipper and called 95% of the distributors present transshippers. But he asked that something be done about it. Harry Schwartz, Schwartz Bros., called transshipper "thieves" and threatened to drop any line that did not stick to him in his territory.

Bill Shockett, Malverne, asked manufacturers not to support the rack robber, blaming transshipping on the just for profits by unethical distributors and the unrealistic allotments by manufacturers, which causes a distributor to look to other territories to dispose of his surplus.

Jimmy Martin, also on the panel, blamed excessive allotments and called for the manufacturer to get rid of transshippers by whatever means and excuses that could be dreamed up. Everett Almer, Vee Jay; Al Bennett, Liberty, and Bernie Low, Cameo, fended off the verbal thrust by repeating their legal position and by suggesting that distributors clean their own house.

At one time during the heated discussions, Archie Bleyer, Cadence, called for legal research to establish the first tentative solution to the problem and deplored the lack of harmony between the distributor and manufacturer. Bill Schwartz, Schwartz Bros., commented the air was a healthy thing for the industry and that distributors and manufacturers save the same problem.

Shockett revealed that, after several discussions with the New York office of the FTC he was proceeding with the defense of two suits against himself. One by an out of town retailer and one by a New York retailer to establish the legal position of selling at different prices.

Joe Sinsheimer, Allen Dist. Co., told of his having obtained signed letters from distributors all over the Southwest regarding the FTC, asking them to investigate the price structure that permitted lower prices to rock and roll stores. Shockett, Martin, Heilicher and Sinsheimer predicted a dire future if transshipping were not stopped.

Sigmund H. Steinberg, legal counsel for ARMADA, moderated the panel, closed the session pointing out that legal difficulties stood in the way of an easy solution, expressed doubt that the FTC would provide sanctuary or shelter to the distributors and suggested that his first, if retained for the coming year, will do extensive research into the existing legal paths of new or amended legislation.

The major news services, news magazines and local press covered all proceedings in full, the first time a complete coverage has been given a music industry convention of this nature.

Two major symposiums covered the Detroit price situation on packaged sound operated by Irwin Fink, All-State Distributing, New Jersey, which the pros and cons of this move were aired, with opinion well divided on holding a price or offering the board prices to aid smaller dealers, and a second discussion which started out to cover disk jockey promotion but covered all areas of the industry before it was concluded. A statement by Goldie Goldmark relative to the import of cheap tape records and the threat they posed to record sales was still being discussed when the convention ended.

Also on the agenda were the airing of problems of territory control, with Nelson Verbit as moderator; Problems of trans-shipping with Sigmund Steinberg, Arnold Selig and several programs under the direction of Al Bennett.

On the lighter side were appearances by Woody Woodbury on the Monday night dinner, and Pat Harrington, who worked Tuesday night. United Artists took over a Miami Beach theater Monday midnight to hold the first preview showing of the new Ingred Bergman—Yves Montand—Tony Perkins film, "Goodbye Again.

Columbia Convention Coup
In Rush Pressing

HOLLYWOOD, FLA.—Columbia Records' pressing division in Bridgeport, Conn., scored a major coup at the ARMADA Convention by picking it up the coast-to-coast broadcast of the opening session, mastered and pressed for Columbia in Bridgeport, pressed the record and air-expressed them to the convention in New York in less than 24 hours, to a 22-hour span and became one of the most sought-after moments of the affair.

Peggy Lee To Europe

HOLLYWOOD—Peggy Lee left this week for a two-month combined p.a. and pleasure tour of Europe. It will be her first trip across the Atlantic.

Highlights of the tour will be a July 17-August 8 engagement at the Piggale Club in London and an Aug. 18 appearance at the Monte Carlo Gala, the annual Red Cross Charity for Princess Grace de Monaco. Last year another Capitol artist, Nat King Cole, starred the show.

While in England, Miss Lee will tape a record for the later show in Britain and tenta-


The Cash Box—July 8, 1961
Detroit Distrib Price Cuts Discussed At ARMADA Special Panel

HOLLYWOOD, Fla.—The “Detroit Situation,” which had caused considerable trade comment since being reported last week, is now being considered of such vital importance by ARMDA members that it was installed as a special panel discussion at the ARMADA conclaves here last week.

John Kaplan, head of Jay Kay Distributors, Detroit, clarified his position on the Detroit price-cutting dealers in order that they may compete against widespread rack-jobber inroads in the area. Kaplan, who was the first Detroit distributor to cut prices, said that he was followed by other distributors in the area—said his move was triggered by the threat of losing 90 important outlets to Detroit jobbers. Kaplan’s wholesale package prices from that city’s original $2.47 to the rack-jobber price of $2.25. The stores stayed with Kaplan and other distributors immediately following his action, as a result of losing their outlets to the rackers.

The ARMADA panel attempted to bring attention to the “poor pricing” situation by pointing out how the dealers pay less for the product than distributors. The panel asked to get the “water” out of the price by possibly changing list prices and lowering them down. Manufactures present fought this suggestion on grounds that the distributors will still cut prices and the cycle will start all over again.

Henry Droz, Arc Distributors, Detroit, outlined the function of a distributor and recognized the rack-jobber and one-stop as a sub-distributor and noting that there was a place for them but not as competition to the regular distributors. Droz claimed that the whole cost position in the industry is a “detritious” one and that it should definitely be changed. He feels that the new low price instituted by Detroit distributors is the only way they can salvage and maintain the dealer.

It is important to note that none of the Detroit distributors felt that the price cut was a cure-all but that it certainly has helped stem the mass exodus of dealers to the rack-jobbers for the time being.

Home Taping A Threat To Profits, Says Goldmark

HOLLYWOOD, Fla.—Goldie Goldmark threw a “bombshell” into the ARMADA convention when he addressed the gathering of an important electronic development that could “destroy the record business.” A foreign firm, going on the American market, will release, within the next six months a tape recording machine that will sell for $9.75. Over 2,500,000 sets are now in the homes, taping all the current single and album releases, and 15,000,000 more, it is estimated, will be sold within three months after the new set is released.

“Six,000,000 new bootleggers will be taping our releases from records which we have given free to the stations. So the net result is that we sell no records, not ever those supplying the music to the bootleggers,” said Goldmark.

“We don’t know how much the present competitive situation tape machine makers are cutting into our sales, but we do know that some have the temerity to call the stations and complain that associated announcers are talking over the music without their untainted Goldmark.” He suggested that ARMADA investigate this situation and take its case to the FCC.

“Any machine can be beaten,” said Goldmark, “if a signal is sent out from the station which is indistinguishable to the human ear, but which will scramble the reception when taped.”

Goldmark also suggested that “we can refuse to license radio stations to play our records,” but this would be the more drastic action, since while it restricts taping, it cuts off promotion.

George Lee Exits Zodiac, Palette Records

NEW YORK—George Lee disclosed last week that he is selling his interests in Zodiac Music (BMI), Compton Music (ASCAP) and Palette Records to Felix Faecq and Jacques Kluger. Lee had been associated with Faecq and Kluger in these firms for the past five years and had been instrumental in the growth of both. Lee did not divulge his future plans but indicated he would “have something tangible” with in the next few weeks.

Lee, a former singer with stints in the Stan Kenton and Buddy Morrow bands in the mid-Forties, previously was associated with Melinn Music as an arranger. He worked in that capacity for the nine years from 1946-55 before activating Zodiac.

ARMADA Awards Next Year

HOLLYWOOD, Fla.—At the conclusion of the ARMADA Convention here a committee was appointed to select a series of categories which will be eligible for special ARMADA awards at next year’s conclaves.

Earl Abner, who was appointed to chair the committee, said that categories to be named will be announced to the membership shortly.

N.Y. NARAS Names Nesuhi Ertegun Prexy

NEW YORK—Nesuhi Ertegun, vice-president of Atlantic Records, was elected president of the New York Chapter of the National Academy of Recording Arts & Sciences (NARAS) by the organization’s Board of Governors at its recent meeting. Elected at the same time were Alan Kayes to the post of vice-president, Henri Rene as secretary, and Billy Taylor as treasurer. John Stevenson was re-elected as executive vice-president.

In accordance with the NARAS constitution, four more members were elected by the Board in addition to the quartet named as chief officers. Julian “Cannonball” Adderley was elected to fill the position of president’s representative on the Board.

In addition, the Board proposed the names of various members to serve on its membership, publication, education and publicity committees. Final list of these committees will be released upon proposed members’ acceptances.

Continuing in their respective capacities are George T. Simons as executive director, Lillian Toolman as executive secretary, and Butler, Jablow & Geller as legal counsel.

Flavor Not Lost

HOLLYWOOD—Lonnie Donegan’s record of “Does The Chewing Gum Lose Its Flavor On The Bedpost Overnight?” a number one hit in England a few years ago which was released on Dot in the U.S., two years ago, apparently is still flavorful to some people.

According to Dot presxy Randy Wood, a disk jockey in Boston gave it a “Record of The Week” award on his program two weeks ago and caused renewed interest in the disk. Wood said that Boston distributors immediately ordered 17,500 and then reordered an additional 10,000 last week.

HOLLYWOOD—Ray Conniff (left) is shown presenting Lawrence Welk with a copy of one of his Columbia record albums. Scene was the Hollywood Pal- ladium, where Conniff made his “Dance In Stereo” debut recently. Welk was an interested spectator for both nights of concerts.

Competitive Conclave

Letter To FTC Circulated by Distrib

HOLLYWOOD, Fla. — At the ARMADA convention in Richmond, Va., circulated a letter to be sent to the FTC which he requested that it be circulated. The letter calls attention to “unfair” price preferences which exist in the industry, and also to the “unfair” competitive practices of the rack-jobber clubs, distributors, retailer and distributor, and urges the FTC to investigate these practices.

The letter is reprinted in its entirety below:

Mr. Albert Seidman
Federal Trade Commission
Room 204, U.S. Court House
New York, New York

Dear Sir:

I most urgently request the Federal Trade Commission to investigate the unfair trade practices that exist in the phonograph record industry. I am most particularly concerned with the practices whereby various members of the industry, including the rack jobbers by manufacturers and distributors. These same practices and price preferences are not offered to the retailers. This is discriminatory pricing practice and should be terminated.

I would like to state that our company and the retail outlets have in-curred the loss of business in the phonograph records to the Record Clubs because of the competitive advantage the Record Clubs have, since they are the manufacturer and, in this instance, the retailer.

In conclusion, I will be happy to cooperate with you in every way to correct the above mal-practices.
Parker Label Sets 10 Jazz LP's For Fall Release

NEW YORK—The Charlie Parker label's plans for Fall merchandise were announced last week by Joe Carlton, president of Carlton Records, which handles distribution for the CP label. Plans include the release of ten new albums: a new Charlie Parker LP and a new Lester Young disk, both as yet untitled; the score of "Carmen" in jazz by Sony Cole; a new Teddy Wilson album not yet titled; a Billie Holiday LP called "Holiday for Billie"; "Back On The Scene" by Joe Carroll; the new score for the Off-Broadway production "The Connection" which is now touring Europe—performed by the show's stars Cecil Payne, Benny Green, Kenny Drew and Clark Terry; a new album by Barry Miles, a 14-16-year-old drummer boy; Woody Herman dubbed "Miles of Genius"; a new album by Slide Hampton (associated with the going out-of-business summer tour of the Newport All-Star Records); "The East and West of Duke Jordan and Sidney Bechet."

The Cole, Wilson, Holiday, Parker and Lester Young albums will be packaged in the disketry's double folio series and will list for $5.08. The Young, Parker and Holiday LP's, from old tapes, will be available only in monoaural. The Wilson, Cole packages will list for $5.98 in both monoaural and stereo. The other albums will list for $5.98 and $19.08.

Carlton reported excellent response both here and abroad to the CP label's initial release some months back. He is currently examining numerous requests from Argentina, Brazil, Italy, England, Scandinavia, Germany, Japan and other countries who have all expressed a desire to handle the label in their countries.

Three More Liberty Premier LP's

HOLLYWOOD—Liberty Records last week shipped three new albums in its Premier LP series. The LP's are: "50 Guitars Go South Of The Border" by Tommy (Sunnfly) Garrett; "Street Scene" by Felix Staikin, and "Great Band Wits Great Voices" by the St. Zentiner Band and the Johnny Mann Singers.

Continuing the trend set by previous releases, all three LP's feature die-cut jacket covers.

New King Minn. Distrib

CINCINNATI—King Records named D.G. Distributing in Minneapolis as distributor of King and affiliate labels in that area, Dick Gruenberg, prexy and general manager of D.G., said that his firm will now distribute King; Federal, Deluxe, Bethlehem, Kem, Audie-Lab, King Int'l, Folkline, Bel- tone, Willow, Huron, 4-Star and Queen in an area covering the entire states of Minnesota and Iowa, and parts of North and South Dakota.

E. Abner Named Vee Jay Prexy

CHICAGO—Ewart Abner was named president of Vee Jay Records following the company's distributor meeting at the ARMAIDA Convention. Abner, who headed the firm's delegation to the convention, was formerly general manager of Vee Jay. The announcement of the new post was made to the assembly immediately following the actual business session at the Diplomatic Hotel.

Abner was one of the founders of ARMAIDA and served as president until succeeded by Ted Tallmadge last year. He is a member of the executive committee and served as chairmen of the nominating committee this year.

NARM Adds Five New Members

NEW YORK—The National Association of Record Merchandisers (NARM) board of directors, at its recent meeting in New York, announced the acceptance of the membership applications of three companies, as new members of NARM. This brings to a total of nineteen the number of new members recently enrolled into the Association.

The regular membership category has also been increased by the acquisition of three new members; Milton Israeloff, Beacon Distributors, Providence; Mack Fein, Platters, Inc., Binghamton, N.Y.; Cecil Steen, of Recordequip, Boston. The associate membership category (suppliers to the record merchants) added two independent manufacturers: Steve Blaine, Jubilee, and Bob Schwartz, Laurie.

Jules Malamud, NARM's executive secretary, has hit the road for the purpose of personally contacting many record merchandisers who have expressed the desire to affiliate with the association.

Dowell Trek For "Wooden Heart"

CHICAGO—J. Dowell, who hit the Top 100 (277) this week with his intro Smash single, "Wooden Heart," wound up an intensive three-week promotional p.a. campaign last week by covering dealers and dealers in New York, Boston and Providence. The young singer, from the University of Illinois, was met with "much enthusiasm" according to Mercury's Charlie Fitch. The tour covered twelve cities from the midwest to the east coast.

New "Top Ten" Records


The Cash Box—July 8, 1961
## The Cash Box
### Best Selling Monaural & Stereo Albums

**COMPiled by The Cash Box FROM LEADING RETAIL OUTLETS**

**July 8, 1961**

### MONOaural
- Also available in Stereo
- Also available in EP

### STEREO
- P. & L. Week

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<thead>
<tr>
<th>No.</th>
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<td>CAMELOT</td>
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<td>17</td>
<td>EXODUS</td>
<td>GOLDEN PIANO HITS</td>
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<td>16</td>
<td>TV SING ALONG WITH MITCH MILLER</td>
<td>I'LL BUY YOU A STAR</td>
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<td>15</td>
<td>GREAT MOTION PICTURE THEMES</td>
<td>MEMORIES ARE MADE OF THIS</td>
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<td>14</td>
<td>NEVER ON SUNDAY</td>
<td>SINATRA'S SWINGIN' SESSION</td>
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<td>ALL THE WAY</td>
<td>MORE ENCORE OF GOLDEN HITS</td>
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<td>RICK IS 21</td>
<td>SOMETHING FOR EVERYBODY</td>
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<td>CINEMATRON</td>
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<td>MAKE WAY</td>
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<td>STARS FOR A SUMMER NIGHT</td>
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### Greatest Hits
- Also available in Stereo
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<td>SINGING IN THE STARS</td>
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<td>NOT HAVING OUR OWN WAY</td>
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<td>GREAT GARRICK</td>
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<td>25</td>
<td>SINGING IN THE STARS</td>
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<td>THIS OLD LOVE OF MINE</td>
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<td>SINGING IN THE STARS</td>
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**POPULAR PICKS OF THE WEEK**

*STEAMIN' WITH THE MILES DAVIS QUINTET*— Prestige 7290

A chance meeting some time ago between columnist-radio interviewer Dale Stevens (WNOQ, Cincinnati) and comedy writer Jack Clements may prove to have produced the freshest and funniest new comedy team. Using material—delightfully original and unashamedly nutty—written by Clements, the two delve into normal comedy areas but come up with absolutely absurd and surrealistically amusing results. This could be the big stepping stone to national fame.

*APACHE!*— Sam Butera and the Witnesses—Dot DL 383

The chunky, rumpaging Witnesses, who proved such effective pace-setters for Louis & Keely, reel off a dozen pop items here led by the powerhouse tenor sax blowing of Sam Butera. Leadoff tune is the Butera single, "Apache," followed quickly by "Spanish Eyes," "Jingle Bell Rock," and a couple of vigorous Butera originals. For those inclined to virile croon music.

*SEEING ISRAEL WITH GEORGE JESSEL!*—Strand 186

Jessel proves an articulate and well-versed guide (historically) in this rocking-chair trip to the Holy Land. To background of appropriate music and sound effects Jessel provides a monologi-cued-eye view of the country's three major cities—Haifa, Tel-Aviv, and Jerusalem—that reveals the adoring twinkle in his eye for this land. As Israel's unofficial public relations councel, he is bound to increase tourism through this album.

*STREET SCENE!*—Felix Slatkin— Liberty LSS-11083

Slatkin's "street scene" exposes many a familiar boulevard as "Pigalle," "Streets of Laredo," "On the Streets of Spanish London" ("Lullaby of Broadway") and the title tune, "Street Scene." As can be seen from the selections, the mood is widely varied (though mostly in the blue-tinted area) and Slatkin has outfitted them with flowing, colorful arrangements. Good commercial appeal.

*EBB TIDE AND OTHER INSTRUMENTAL FAVORITES!*— Earl Grant, organ— Decca DL 71938

Singer-pianist-organist Grant concentrates here on organ styles of all kinds, everything from the serene to the jazz-like. He displays a technical skill on the instrument, especially with unusual gimmick sounds (as on "Ebb Tide"), and overall handles what could be a cumbersome instrument with lightness and dexterity. Other tunes are "Stormy Weather," "That's All," "My Foolish Heart" and "Misty." There's lots of interesting inventiveness in the Grant style that many people will enjoy.

*SONGS OF THE BLUE & GREY!*— The Wayfarers Trio— Mercury SR 60634

Authentic! Similar to the Kingston Trio in that traditional folk songs are revamped in a pop-acceptable, arranged, gimmick sound. Here it is "Dixie," "Jinny of the Gravel Roads," "Old Joe Clark," "The Civil War," "The South," etc. performed in this likeable manner. Side one, devoted to the North, contains "John Brown's Body" and "Marching Through Georgia"; side two, the South, has "Dixie," "Stonewall," and "The Hammer Song." Could do a brisk trade.

*THE PREMISE!*— Original Cast Recording— Vanguard VRS-9097

This off-Broadway revival brought to New York theatregoers the improvisational theatre that began in Chicago 45 years ago and spread to London and other cities. The result is a lively, raucous, and slightly mad presentation of this "hit in the making". The result is a lively, raucous, and slightly mad presentation of this "hit in the making".

*LES MCCANN LTD. IN SAN FRANCISCO!*— Pacific Jazz PJ-16

"Soul" pianist McCann and his two-man rhythm pad are heard in a live date cut at the Jazz Workshop in San Francisco. Apparently, the natives were extremely receptive to the McCann sound movement for they respond here as others have welcomed him in the last year—his year of ascendance. The LP moves along at a vigorous pace through a widely varied jazz music, with McCann slaying tunes vigorously through such standards as "I Ain't in Love," "Jeepers Creepers" and originals "Gone On and Get That Church" and "Big Jim." Ready music for the believers.

*CEIL PAYNE PERFORMING CHARLIE PARKER MUSIC!*—Charlie Parker Records/Carlton LP-381

The first new sides from the Parker diskery feature a group led by baritone saxist Cecil Payne playing six Parker tunes and one Payne composition. The Parker music is consistently virile and "alive" and Payne, Clark Terry and the others respond in a nifty, inspired interpretation. Among the tunes are "Cool Blues," "Honeymoon," and "The War Jazz," which indicates the level of things to come from this new diskery.

*STARBRIGHT FANTASIE!*— The Hollywood Bowl Symphony conducted by Miklos Rozsa— Capitol ST-3534

The label's Hollywood Bowl series has earned a secure, respected place with that large area of the public interested in top-notch public television entertainment in classical music. Again, several choice classical items have been selected in this album and are performed here in proper perspective under the direction of world-famous orchestra. Selections are Brahms' "Hungarian Dance No. 4," Liszt's "Les Preludes," Ennio's "Romeo and Juliet," Rhapsody No. 1" and Tchikovsky's "Marche Shrove."
Top Selling Records
Reported by
Retail Outlets
From Coast to Coast

RECORD SHACK
Brooklyn, N.Y.
1. Sail Away (S. Bennett)
2. Quarter To Three (U.S. Band)
3. Last Night (B. Bennett)
4. Every Bead Of My Heart (Elsie & Flipp)
5. Theme From "Trouble Man" (B. Lewis)
6. You Love Me Baby (B. Lewis)
7. Raindrops (D. Clark)
8. Twistin' Man (E. Nelson)
9. Off To Work (W. Hardin)
10. I'll Turn Again (C. Chester)

BOLL'S QUARTER
Providence, R.I.
1. Quarter To Three (U.S. Band)
2. Sleigh Ride (B. Anderson)
3. Raindrops (I. Nelson)
4. Theme From "The Rebellious Czar" (M. Leonidoff)
5. The Winning On The Wall (J. M. Welch)

ANDERSON'S RECORDS
Springfield, Ill.
1. Quarter To Three (U.S. Band)
2. Those Oldies But Goodies (B. Anderson)
3. Like A Rollin' Stone (B. Bennett)
4. Mary Off To Lovers (B. Bennett)
5. Trouble'll Man (E. Nelson)
6. I'm A Fool To Care (B. Lewis)
7. Nature Boy (B. Bennett)
8. Nature Boy (B. Bennett)
9. Non-Support Roles (G. Kenner)
10. Pump & Circumstances (A. Kimberley)

LIONSH R LIGHT, Chicago, Ill.
1. Quarter To Three (U.S. Band)
2. Those Oldies But Goodies (B. Anderson)
3. Theme From "The Rebellious Czar" (M. Leonidoff)
4. Mary Off To Lovers (B. Bennett)
5. Trouble'll Man (E. Nelson)
6. I'm A Fool To Care (B. Lewis)
7. Nature Boy (B. Bennett)
8. Nature Boy (B. Bennett)
9. Non-Support Roles (G. Kenner)
10. Pump & Circumstances (A. Kimberley)

R & M MUSIC CO.
Dallas, Texas
1. Don't You Come Home (B. Clark)
2. I Can't Stand It (G. Spencer)
3. Can't Let It Go (T. Blackwell)
4. Chief (T. Brown)
5. Friend (T. Brown)
6. Friend (T. Brown)
7. Friend (T. Brown)
8. Friend (T. Brown)
9. Friend (T. Brown)
10. Friend (T. Brown)

THE MUSIC SHOP
San Francisco, Wash.
1. You Always Have The One (L. I. Johnson)
2. Needles & Pins (E. Hendrix)
3. Girl Of My Best Friend (R. Martin)
4. Writing On The Wall (B. Welles)
5. Don't Go My Little Girl (N. Sherron)
6. Wild In The Country (R. Popp
t)
7. Ringin' Bell (R. Popp)
8. Ringin' Bell (R. Popp)
9. Ringin' Bell (R. Popp)
10. Ringin' Bell (R. Popp)

MUSIC CITY'S
1. Last Night (Non-Label)
2. Quarter To Three (U.S. Band)
3. I'm A Fool To Care (B. Lewis)
4. I'll Start Out To Idle (G. Stain)
5. Get Away From Me (All That Call)
6. Candy Apple Impala (J. Clark)
7. What Girls Are Made For (E. Hendrix)
8. Every Bead Of My Heart (C. Chester)
9. Uncle Sam's Man (Elie)
10. Music Made Me (C. Chester)

HILLSIDE MUSIC CENTER
Hillside, Ill.
1. Quarter To Three (U.S. Band)
2. Mamas & The Papas (B. Anderson)
3. Raindrops (I. Nelson)
4. Standing By Me (B. Lewis)
5. Lonely Baby (E. Nelson)
6. You Love Me Baby (B. Lewis)
7. Every Bead Of My Heart (C. Chester)
8. Kansas City (K. Shonn)
9. Non-Support Roles (G. Kenner)
10. Pump & Circumstances (A. Kimberley)
Am-Par Distribts Meet In Miami

MIAMI BEACH—In its most important
distrib conclave of the year, Am-
Par hosted its 2nd Public Pro-
gram Convention at the Eden Roc
hotel, right on the Atlantic. The
events included the ABC-
Paramount label tallies as well as the Con-
mand, Grand Award and Westmin-
ster subsidiaries.

At a Friday (23) session new
product for ABC-Paramount, Impulse
(jaunty) was unveiled, a 10-inch, 33
rpm record. Then, on Sat. (24), Ennio Light
introduced new ACT Trad and Grand Award
re-
leases. Following the meeting, AM-
Par headman Jack Clark conducted it
was the most successful meeting
to date, surpassing the company’s
Big 6th celebration last year.

The AM-Par program, sketched
for Fall release, offers a special com-
motion picture format to distribs which
in turn will be passed on to all “qual-
ified” dealers. In addition, point-of-
sale display kits containing a 4-color color-piece featuring the 12 ABC-
Parama’s, had been on-livered and reproduction costs will be

economically distributed.

The first meeting was opened by
Ed Smith, the Clark who expressed his
views on business trends and the
continuous expansion of Am-Par, stresses the recent acquisition of the
Westminster line. Clark then intro-
duced Jack L. Kay, vice president, who
spoke about the importance of
strengthening the distrib-manufacturing
relationships and the urgent need for
cooperating efforts in the over-all campaign for record sales, Newton
replied, a large number of the
Sarah Ferrari single—by Bryan, Hy-
land, Erroll Garner and Barry Mann.

For the final item, Clark intro-
duced Larry Newton, who spoke about the
importance of strengthening the
Distrib-manufacturing
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Celler Vigorously Attacks Bootleggers
In Address To ARMADA Conclave

HOLLYWOOD, Fla.—Congressman
Emmanuel Celler, Chairman of
the House Committee on the
Judiciary, insisted in his address to
ARMADA members that present federal
and state laws are grossly inadequate
to meet the problem of bootlegging—
which is robbing all in the business
of untold millions. State statutes,
most of which consider the crime a misde-
mament and carry minor penalties,
are therefore no deterrents. Furthermore,
since counterfeit records are being
shipped in interstate commerce across
state lines, it is frequently too difficult
for local authorities to secure the evi-
dence and handle the prosecution suc-
sessfully at the state level.

Celler said that for the proper
administration of justice, it is essential
to have federal criminal statutes. Such
statutes will add the full power and
weight of the FBI and other federal
agencies to the state and county law
enforcement organizations.

Celler then went into bill H.R. 6534
which he recently introduced in Con-
gress and which, if passed, will go into
force for the first time, federal criminal
penalties. If passed, a convicted vio-
lator can get up to ten years in jail
and up to a $10,000 fine or both. Cel-
ler pledged to fight for passage of this
bill vigorously.

The congressman also stated that
he would look into what he felt were
other abuses in the record industry
such as “mirror copying” of records
and “covering” of records.

Celler praised ARMADA for its
accomplishments against bootleggers in
the short time since it was formed.
He explained the pricing structure of
the bootleggers’ sales system in both
singles and LP’s and called for the
Federal government to help fight the
bootlegging evil. He also made it clear
that members of the record industry
must support ARMADA. He accused
people who purchased the bootlegged
disks of being as guilty as those who
manufactured them.

“Persons engaged in the manufac-
ture, distribution and sale of records
are in a command position to help
stamp out counterfeiting. Manufac-
turers and processors should undertake
to better identify their own labels and
such labels should be made difficult to
copy.”

Celler went on, “Distributors and
dealers should join the manufacturers
to eliminate conditions that offer op-
opportunities of great profit to counter-
fectors.” If, on the other hand, they
conspire with the racketeers either
actively or passively, they too should
be punished and will be punished un-
der my bill. My proposal provides for
the punishment not only of disk coun-
terfeiters but also of those who know-
ingly receive or ship counterfeit rec-
ords.

King Extends Deals

CINCINNATI—The extension of two
dealer package plans was announced
here last week by King Records. A
new termination date of Aug. 31 has
now been set on the two plans, the
“Buy Three–Get One Free” EP deal
and the “Two-For-The-Price-of-One”
LP pre-pack (on 16 selected LP’s).
Originally, the plans were to termi-
nate in June but Syd Nathan, head of
the King dikekey, said that the “tre-
mensous success” of the program ne-
cesitated its extension.

Victor Gets Disk Rights
To New B’way Musical

NEW YORK—RCA Victor has ac-
tained the rights of the original cast
recording of “Let It Ride,” a new mi-
ssion by Jay Livingston and Richard
Papapetrou, which will be the George-Gobel and Rum
Levente when it opens on Broadway in
the fall.

The musical is based on one
of Broadway’s great, long-running
comedy hits, “Three Men On A Horse,”
and features a book by Abram S.
Ginnes. Stanley Prager will direct. An
unusual aspect of the new show is
that Sam Levenson scored one of his
first triumphs in the original show
and now will be featured in its musi-
cal adaptation.

Contratual arrangements were
completed last week by Victor’s A&R
director of Broadway musicals and
motion pictures, Joe Linhart, and Rob-
ert L. Yorks, VP, commercial records
creation dept.

The show will open at Philadel-
phia’s Erlanger Theatre on Sept. 7
and will open at New York’s Eugene

Rydell A Smash
In Copa Debut

NEW YORK—Bobby Rydell elicted a
standing ovation from the New York
public as he appeared at his Copa nitey debut here two
weeks ago. The singer, playing to
a mostly-adult audience, unveiled a
night club act that incorporated ele-
ments of song-dance-comedy and per-
formed it with the pan of a seasoned
professional. He used a special material which
did most of the act was built around
the highly intelligent level and con-
sumed a great night club future for Ry-
dell. Friday, another in a series of
tours Rydell handled himself on the
road. He has been surprising amount
of stage presence and audience com-
munication and not once during the 47
minutes he was on stage did he lose his
audience. When he completed his act
he literally left the patrons asking for
more. Rydell will be at the Copa
through July 3 after which he will jet
to Las Vegas for four weeks at the
Sahara Hotel. Sharing the bill there
will be George Burns.

Richmond-Telefunken
Offer 20% Summer Discount

NEW YORK—London Records
has announced the institution of
a special summer LP program for
Richmond and Telefunken dealers.
Called the Richmond-Telefunken Su-
mer Sales Program (RT-65), it offers
dealers special purchase plans on
entire catalogs of the $1.98, $2.98 stereo lines, new merchant
included.

As of July 1 and continuing through
Aug. 31, dealers will be able to pur-
chase either Richmond or Tele-
funken’s LP’s at a 20% discount, plus exten-
sion of billing of one-half night, 19, on-
ed, Dec. 16, with an additional 2% off
discount.

According to a spokesman for
Richmond division, this plan is
conceived to keep the dealer com-
petitive under most circumstances
and the extensive dating enables the deal-
ern to anticipate his needs and stock
in catalog good depth.

Eddie Hodges
TM GONNA KNOCK ON YOUR DOOR

Cadence 1337

Two More Chart Crackers
From Riverside

1. the sensational follow-up to the smash hit single, “African Waltz.”

The Uptown

2. An album full of that explosive big band sound

African Waltz

Cash Box—Jazz Pick Of The Week... African Waltz
(RLP 377) Billboard—Spotlight Winner... African Waltz
(RLP 377) Variety—Best Bet... The Uptown
Billboard—Late Pop Spotlight... T
Uptown (4501) Bill Gavin’s
Personal Pick... The Uptown
(4501) Cash Box—Pick Of
The Week... The Uptown
Billboard—Spotlight Winner... African Waltz (RLP 377)
Cash Box—Jazz Pick Of The Week... African Waltz
(RLP 377) Billboard—Late Pop
Spotlight... The Uptown (4501)
Bill Gavin’s Personal Pick... The Uptown
(4501) Cash Box—Pick Of The Week... The Uptown
(4501) Billboard—Spotlight Winner... African Waltz (RLP 377)
Cash Box—Jazz Pick Of The Week... African Waltz (RLP 377) Pick
The picks... The Uptown (4501)

disc jockeys: if you haven’t received your copies, write Riverside Records, 235 W. 46 St., N.Y.C.
**Up Came the Shout**

**Display Rock At Fla. Distrib Meet**

NEW YORK—United Artists Records, at its Florida meeting, last week introduced a new merchandising program for record dealers and distributors. Featured in the program is an exclusive rock display rack on which only the UA "Album of The Month" will be merchandised. Each display will ship a quantity of counter racks such as the LP selection for this promo will be a potential best seller. Records not sold in the display will be sold to the distributor on a fully guaranteed return basis. If the demand will be met directly from the display, the LP will be packaged in its own design plastic handle-equipped fit for display.

The first selection for the "Album of The Month" will be "Great Motion Picture Themes," Volume #2, a follow-up to UA's Volume #1, one of the nation's best sellers.

**Selma Diamond Talks**

NEW YORK—Selma Diamond, veteran comedy writer and currently one of TV's hottest commodities thanks to her appearances on the Jackie TV'er, has signed a Carlton recording contract.

Her first LP is scheduled to be released in mid-July and may have the largest title ever to be given an LP. "Selma Diamond Talks and Talks and Talks, etc." with the words "talks and talks" covering the entire face of the album as well as the back cover liner space.

The album features Miss Diamond's performances from the Four show, Four and the other people on the various shows have been edited out and the resulting album comes off as a more humorous performance by Miss Diamond.

Carlton is planning a mammoth album release that will be the new album and a major promotion to get mass coverage for the package. The disk will list for $4.98 and a special single disk, a radio station use only, is being prepared.

**Victor LP Cover Wins Printer's Award**

NEW YORK—The jacket cover of the RCA Victor LP, "Armed Forces," has been given the "1961 First Prize Award" by the Lithographers and Printers National Association. It is the highest award given by the association in the categories of album covers and packaging materials. Competition for the award included album covers submitted by member companies of the association and additional outer material submitted by lithographers and printers in the overall "packaging material" classification.

Prior to winning this award, the same cover had won the 1961 "Best of the Year" honors at the Delaware Valley Graphic Arts Exhibit.

**Busting On The Charts**

**Mary Wells**

**"I DON'T WANT TO TAKE A CHANCE"**

**motive#101**

**MOTOWN/TAMLA RECORDS**

**2640 W. Grand Blvd.**

**Detroit, Mich.**

**DISCERNING ARTIST?**

**James Aiken/Kasha**

**Pop & A&R New Yorker**

NEW YORK—Alfred Kasha has joined Columbia Records as a Producer of Popular Artists and Repertoire Engineer according to reports from Goddard Liebowitz, president of the company.

Kasha will concentrate on the production of popular singles and the development of singles artists. He will produce future Blues Band LP's and will also work with Producer John Hammond on Aretha Franklin records.

Before joining Columbia, Kasha spent the last 12 years writing for such artists as Steve Winwood, Al Green, the Dave Winfield Sessions, and Gabriel. He has written "Let It Die," with producer Arif text, and has worked with the Dave Winfield Sessions and with Gabriel.

Kasha was also represented recently as a performer of his own composition, "Singin'"

**Brian Hyland To Am-Par**

NEW YORK—After a series of discussions with execs of Pogo Productions, Sam Sachs, Vice President of Am-Par Record Corp, last week announced that Brian Hyland, the 16-year-old younger of "I Spy Bitsy Teenie Yellow Pants, Dick, Dick, Dick, Dick, Dick," fame would have on the Jackas TV'er, has signed a Carlton recording contract.

Her first LP is scheduled to be released in mid-July and may have the largest title ever to be given an LP. "Selma Diamond Talks and Talks and Talks, etc." with the words "talks and talks" covering the entire face of the album as well as the back cover liner space.

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**Evans In Army**

NEW YORK—Paul Evans, Carlton Records star, was drafted into the Army last week for a two year stint. The singer's latest release is "The Pullower."
FOR ACTION AND RESULTS
THE WORLD RECORD MARKET ADVERTISES IN THE CASH BOX

96+% of all advertising placed by record and music firms outside the United States in American trade papers appeared in

The Cash Box
World-wide Record-Music Annual Directory containing
VITAL RECORD INDUSTRY DATA
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MEXICO: Enrique Ortiz, Manatoyac 31, Col. Roma, Mexico 7, D. F.; Tel: 9-10-00 10:10-0

SOUTH AMERICA

ARGENTINA: Miguel Smirnoff, Rafaela 3976, Buenos Aires, Argentina; Tel: 69-1538
BRAZIL: Ricardo & Renato Maccio, Rua Joao Romolho 1324, Sao Paulo, Brazil; Tel: 62-6188
British record dealers are up in arms following the recent national advertising campaign, which was aimed at retailing 27 LP's directly to the public at greatly reduced prices. W.R.C. offers any of the 27 disks for 75p each, and the compilation itself is a further LP within the year for 2/6d each. Among the disks offered are 5 ex-Capitol LP's by top ranking artists, leased to W.R.C. and released as a matter of urgency by the Capitol catalogue when they took over the label 5 years ago. Although W.R.C. has offered some of these disks in LP form in the past, at the time of the order, W.S. Weyda, chairman of the G.E.R.A. (Gramophone Record Exchange Association) and buyer & manager for the record direct outlet, Stew Provse (one of this country's largest chains of record dealers) commented: "This is an unfair and unethical distortion; we consider the dealers face a serious threat to the industry and the prosperity of the dealer which we are pledged to fight to the last. We believe in this country the public are second to none in the world and the envy of it that way. It would have been far better for the W.R.C. records had been released by the manufacturer on a no-priced list available to dealers direct." Answering the wave of adverse criticism which the W.R.C. offer, L. Wood, managing director of E.M.I. Records Ltd. had this to say: "It is very difficult to assess what effect, if any, this Record Club operation is having on the retail trade. On the face of it, however, it would appear that the additional and extensive advertising which the club has given the gramophone record must result in an increase in interest in this field on the part of the public due to the interest of the dealer which we are pledged to fight to the last. We believe in this country the public are second to none in the world and the envy of it that way. It would have been far better for the W.R.C. records had been released by the manufacturer on a no-priced list available to dealers direct."
The Japanese society of rights of author and composers (J.A.S.R.A.C) has been working on a new law that will be presented to the government. This law, which is based on the principle of "national identity," aims to secure the rights of composers and authors to their works. The society's goal is to prevent the use of their works without their consent and to ensure that their works are used fairly.

The J.A.S.R.A.C. has been working on this issue for several years, and it has been working closely with the government to ensure that the new law is implemented effectively. The society is also working with other organizations to ensure that the new law is applied fairly and consistently.

The J.A.S.R.A.C. is hoping that the new law will be implemented soon, and it is working to ensure that it is implemented effectively. The society is also working with other organizations to ensure that the new law is applied fairly and consistently.
Argentina’s Best Sellers

1. Malenkof Cafe (More—Korn) Hugo Blanco (Polydor); Amadeo Monges (Columbia); Don Nobody (Disc Jockey); Los Precios ( RCA); Los Wa-

2. Anderson (RCA); Froyta Los Parches de Ophelia (Philips); Los Andalucia-

3. Vuelta Primavera (Reims-Korn) Blue Cane (Columbia); Johnny Tedesco (Odeon Pop);

4. Son Ramero (Fermata) Antonio Prieto ( RCA)

5. Nuestro Concierto (Bosellitti-Boselli America) Roberto Yanes (Cordu-

6. Campos Verdes (Greenfields); (Montecarlo-Korn) Brothers Four (Colum-

7. Mi Corazon Canta (My Heart Sings) (Santana-Fermata) Enrique Gun-

8. Mi Chico (Santana) Enriqueta Sanchez ( Polydor);

9. La Novia (Fermata) Antonio Prieto ( RCA); Los Fernando (Odeon Pop);

10. Dios Te Ara (Disc Jockey); Los Naranjas (Odeon Pop);

11. Hola Buenos Aires ( Disc Jockey); Los Naranjas (Odeon Pop);

12. Hermanos Huarte (Polydor);

13. La Novia (Fermata) Antonio Prieto ( RCA); Los Fernando (Odeon Pop);

14. Local Product.
Dyer Hurdon of Tartan Records in Fort Arthur, Ont., informs that his label's recent release by Booby Carlthol has been leased to Del-Fi Records for U.S. distribution and to Electrical Music Supplies for distribution throughout the rest of the world excluding Canada. The recording, "I'll Sing A Song," is currently very strong in the Winnipeg and southern Ontario areas.

A new TV program on the CBC is scheduled to feature the guitar talent. The show, entitled "The West Coast Story," will be produced by Clive Price of the Independent TV Network, Jack Connell of KCKX—New Westminster, BC, who will be employed for the show. In fact, he will be the only Canadian producer Ray Purdy.

Bill Fisher of Showtime, an artist in his group with great talent, plans to have the recording "I'll Sing A Song," by Dee Clark and "Every Beat Of My Heart" by the Affair. He reports strong interest in "The Fullower" by Paul Evans on Don, "The First" by the Orbicts, and "The Switcher" by Hank Ballard on Regency, and "Booby Carlthol" by Neil Scott also on Regency.

Thanks to Jane White, Linda Scott's manager for her kind letter. In the new release, "Don't Be Money, Honey," looks like another "I've Told Too Little Story."

Clyde McGregor, of Quality Records, last week released, "You'll Always Find Me" by Patti Page on Mercury, "Old Smokey," b/w "High Voltage" by John and the Hurricanes on Barry, and "Rippling" by the Rippers on Dot. Currently available on Dot, "Moody River," by Pat Boone; "Blues For Three," by Slim Bonds; "The Boll Weevil Song," by Brook Benton; and "Classmate" b/w "Ice Cream" on the Harmonics.

London Records is looking hot again with, "Tonight" by the Velvets on Impact, "Please Stay" by the Drifters; "Scream", by the Castells. This week, the Harmony of A&R Sounds has taken over the 2 p.m. to 7 p.m. slot on CKCO, Montreal. The post was recently vacated by Dave Boxer.

The London LPs recently released include "The Way It Was," by Don Wade; "Rainin' In My Heart" by Slim Harpo. The young boys report strong interest in "Sad Eyes" by the Echoes, and "Watch Your Step" by Booby Carlthol.

CJFX—Yorkton, Saskatchewan, has shown a lot of initiative in promoting Canadian talent. The station, in association with Associated Canadian Talent, has recently signed up dozens of local talent to appear on the limited programming of talent shows. Recently, Gary Kerton has composed a short show which research appears to have caught the ear of the national audience. The winner received a chance to sign a recording contract with Rodeo Records of Canada. The winner was Ed Kenneth of the Loyal Arms in Lethbridge, Sask. First release is expected for the fall.

Trans Canada Records this week released, "A Sun Christiana" by Gilbert Flinn and "Golden Gate." This instrumental feature was described as "a wonderful hit." Also released were "I'll Aina Lee!" by Arno D'Amour, "Je T'Aimer" by Gaston Caneppeau, and "The Plus Beau Printemps" by Jean Pierre Beaucage.

Georges Guetary will be appearing in Montreal in September. Les Garcons de Minuit recorded last Friday at the RCA studios. They appear on the Victor label.

Ginette Ravel and Paolo Noel last week returned from an extensive tour of the provinces. Labatt Breweries are sponsoring a new school under the direction of Ed Caletta. The school specializes in developing young artists. Courses in voice, composition, choreography, and drama are being taught at the school. Best of Luck.

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**Canada's Best Sellers**

(ENGLISH)

1. Moody River—Pat Boone—Dot
2. Raindrops—Dee Clark—Delta
3. The Bell—Mary Lou—Mercury
4. Queen To Three—U. S. Bond—Reo
5. The Bell—Weevil Song—Brook Benton
6. Dance On Little Girl—Paul Anka
7. Bench—Ben E. King—Ato
8. Runnin' Scared—Roy Orbison
9. The Writing On The Wall—Adam Wake
10. I'm Gonna Rock On Your Door—Eddie Hodges—Cadenza

(FRENCH)

1. Non, Je Ne Regrette Rien—Edith Piaf—Pai
2. French Danse Avec Moi—Pernard Gignac—T. C.
3. Un Petit Bebec—Claude Girard
4. Louise—Michel Louvain—Ago
5. C'est Moi La Derriere Du Lis—Daillia—Bar
6. Quand L'Amour Est Mort—Paul Anka
7. Bebe Boogie—Jean Julien—Ato
8. Con Con Cu—Hugard
9. Paul—Pierre Nollet
10. Parle Mon Amour—Claude Girard

(Caught Off Guard)

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INTERNATIONALLY
IT'S WHAT'S IN
The Cash Box
That Counts
To correct an error in our June 24th issue: Marine Marini is not a Seeco artist and his records or any other artists in the Durium catalog are not available. The Yuasa catalog is representative in England by Decca Records, Ltd. and in the United States by London Records.

It was learned that Nuni Ricci has left the post of manager of the Ricordi record house. Mr. Ciauzetti and Mr. Riginni will replace him.

The list of Ricordi's 1957 releases, the best heading toward one the the biggest hits of the year. This proves once more that Anka, adored best selling artist with "Diana", still is one of the most popular foreign artists in Italy.

"Giugliano" by Dean Martin will soon be released in Italy by the distributors here. A short time ago, Corrado Lopacino, author of the theme, was signed up for a new contract by Pathé, another V.C.M. label, and has a good order on this label with his "Non Se Resisteti", which was awarded a special price at the Six Days Song in Milan.

Gene Moretti announced that Connie Francis will tour Italy again at the end of the year. Mr. Gianinni of C.G.D. released the following list of Connie Francis' best selling records in Italy—"Jealousy Of You", 250,000 copies sold; "Where Are You?", 400,000 copies sold; "Valentine", 50,000 copies sold; "Mania", 300,000 copies sold. Mr. Gianinni is so sure that "Jealousy Of You" will reach the 500,000 mark sales by the end of the year when Connie visits Italy at that time she will be presented the golden disc by C.G.D.

Mr. Matailor of Ildalucic has signed a new 3 year contract with him from November, 1953, through November, 1954). During his trip to Copenhagen to attend the IFPI meeting, Mr. Matailor paid a visit to Philips in Holland, and agreed with Mr. Langenberg, President of the Philips parent company, and Mr. Mejersteijn, of Philips, Holland. He signed a contract with them for Ildalucic's catalog to be represented by Philips in Holland, Belgium, France, Portugal, Switzerland and in South America (except Venezuela).

Famed French singer Gilbert Becaud was in Turin for two shows organized by the Committee for the Celebration of the Centenary of Italian Unity. Current hit in Italy for Becaud is "Marie, Marie", all new record is his latest recording, "Quand L'Amour est mort" (When Love Has Died).

Tony Duilio, who was one of the first to pick songs old Italian music labels, with "Fido" (H.D.F. "Yellow", will), will keep doing this now that revival of old songs has become a general fashion. He has waxed "Ti Voglio Amare" ("To Want You"") and the latest Paul Anka was also recorded Editi Piatto's hit, "Non Je Regrette Rien". The discs are available on Music (Gallucci).

His Master's Voice announced that three of its artists will participate in the yearly festival of Neapolitan song, named "June of Neapolitan Song" this year, at the"Focarina" round, one of the top Italian singers, who had two songs in the final entries of last year's San Remo Festival, Luciano Vizziciotto, who did a very good score, and newcomer, Pietro D'Andrea, who sang a new voice in the Neapolitan song field. These three artists will sing, respectively, "Ti Figgio 'e Sole" (Bruni and Virgili), "Tutté di渡ie" (Bruni), "Non Je Regrette Rien" (Bruni).

Sidet has the rights to "Basta" the new recording by Celentano, which couples "Non Este L'Amore" (Love Does Not Exist), The latter is expected to be a hit (similar success in the Netherlands). Sidet boasts also of the new composition by Marino Baretto, Jr., "3 Minuti Ancora" a cha, cha, cha, Cha, 4 Minuti More). This song is played by Marino Marini and Peppe di Capri.

Sat Chiantia, executive vice president of Leoko Music, paid his annual visit to Milan where he heard and bought some songs for the track of a movie being filmed in Naples and in which Mr. Salvador will star.

\[ITALY\]

\[Mexico\]

Orfeon Records announced the signing of singer Emily Cranz (of Tucson, Arizona), who speaks Spanish as a native. Pave de la Barra, A.R.R. of the label, is now preparing her first numbers.

We received a post card from Lacho Solis who has had great success in Puerto Rico. By this time he is in Mexico to fulfill future contracts. A new orchestra of Cuban musicians (who actually live here in Mexico) has just been formed under the name of Orquesta Cuba and has recorded for Colom-

MEXICO—First night of the "Giuggiola" (BRAMBILA).
Leeds Music's Jack Argent is out and about with some of his newest songs including "Teenage Idol," written by Johnny O'Keefe and recorded by Barry Stonant on the Leond, "Unlock Those Chains" by Guyan Running on a RCA, "Gump," "Local Legends," recorded locally by Ralner Caron for E.M.I. and an English song "We Will Join As Young As This Again" released on HMV here by Danny Williams.

Cliff Richard and the Shadows are scheduled to tour Australia some time during the Christmas period. Cliff has had a couple of strong hits in this country, the latest being "Theme For A Dream" and his newie "Gee Whiz." The Shadows have also had a couple of fairly strong singles, the biggest being their hit "Apache." Young American singer Johnny Nash is expected to visit Australia for the first time next year. Nash has recorded that part to go on tour with the J. C. Williamson stage production "Bye Bye Birdie" which is moving interstate at the completion of its successful run at Her Majesty's Theatre in Melbourne. Rod has a solid background in Australia, having been in town for a few years and also being a solid business.

Leond Records, handled by the Festival group, have celled two sides for a single release from Bob Kole's album "The Two Sides Of Bob Kole." The single carries "Misty" and "Mar l" the latter being from "West Side Story" which starred Kole in the Australian production.

Pete Fountain, a consistent album star in the United States, has his "French Quarter" package, at a hit song and dance record label.

Rod McLennan, one of the top disc-jockeys with Radio 3DB in Melbourne, has resigned that post to go on tour with the J. C. Williamson stage production "Bye Bye Birdie" which is moving interstate at the completion of its successful run at Her Majesty's Theatre in Melbourne. Rod has a solid background in Australia, having been in town for a few years and also being a solid business.

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Country Round Up

You all remember Frankie Miller's "Black Land Farmer" smash a couple of years ago? Well, we just found out that the song is witnessing a tremendous resurgence. The legendary Texas-based blackface comedy disk jockey, Houston Jockeys are particularly responsible for the revival, but once Houston teenagers had a chance to see another of the group's shows and the disc jockey singing "The Black Land Farmer," they said when he put in a couple of p.a.'s there recently—they picked up and mimicked the disc jockey's Texas drawl. Now one of the Houston Jockeys, the publisher of the song, that Wink Martindale is covering the song on a Dot release, which further propels its new life as country and pop. Starday's Don Pierce notes that he's already shipped 10,000 records of the Texas in the last three weeks and that it's now on Rod's Jones pop show.

FRANKIE MILLER
ELTON BRITT
THE TUTTLE SISTERS

In other news from Starday, Don Pierre announced the pairing of Archie Campbell with an exclusive country cut, Archie's first record under the RCA label. Archie went into the Starday studios for single and LP sessions during June. His first will be released shortly. Also signed were the bluegrass-style Lonesome Pine Fiddlers, and 25-year-old异常 a young man in the Li'l B'riddles band. By Chubby Wise that was produced by Hank Snow at Hank's Nashville studio. Set for release this month is the first Starday stereo album—by Cowboy Copas.

Carter Family Memorial LP by the A. L. Phibbs Family and "A Little Bit Of Closer Harmony" by the Old Hickory Singers. Ralph Emery last signed with Liberty Records and recorded his first session under Joe Allison's supervision. Speaks he'll now offer competitive bids to his record company. From KGAI-Gainesville, Texas tells us that country music is coming back to the north Texas and southern Oklahoma. His station is increasing the total hours devoted to country music and the FM outlet, which also program country music, is upping its wattage.

Elton Britt was welcomed tumultuously when he re-opened the newly-redecorated Coral Room in East Paterson, N.J. The enlarged Coral Bar also plays host to two hours of country style disk music each night on WNNR-Narrows, supplied by Mark Sullivan. Coral host George Delange is interested in hearing from artists who will be touring the east; wants good country acts for the new room. . . . Being shipped to these for now is Carl Scuseman's new "I'm going to Love Divided By Three" by "A Lonely Waltz." The former was co-produced by WMX-Meridian Miss. deejay Carl Fitzgatter, who also效力ed Scuseman's last release, "I Walk A Lonely Street." By Ric B. Ballard, former Hickory artist with the Rusty & Doug team, out as a single on the All- star label with "Those Old Arms." Ballard's now appearing twice weekly on KTRK-TV-Houston. . . . George Jones, Stonewall Jackson and George Riddle were victims of thieves last week when their rental trailer was broken into and cleaned out of uniforms, guitars, luggage and a tape recorder. It was quite a way to wind up a 52 day tour of the northwest, Canada and New England. . . . Bill Martin, the Navy jockey in Atlanta, informs us that in a recent poll of elevator on 26 ships, country music came out far ahead of pop and that it's even the favorite companion for those on deck, fully on programming country music—8-8 AM, 11-AM 1-PM, 6-10 PM. . . . SESAC recordings last week released a newly-cut "Tumbledown" album featuring the Stameyman's and the Blackwood Brothers. Material for the LP was written by J. D. Long, produced by Hubert Long and recorded in Nashville. Designed expressly for country music stations (on an exclusive-area basis), the disk is the 4th in a series of 6 to be released by the end of the year.

Jo Walker's CMA news indicates that Hap Peebles and Dai Stallard are working on staging a big benefit show in Kansas City around the first week in August. Johnny Cash has consented to headline if he is not otherwise engaged at the time. Four other acts have already volunteered their services. . . . Other CMA news: Bill Dowey has obtained permission from Texas Governor Ewell to cover the House Country Music Hall of Fame in the State Museum, . . . Connie B. Gay, now living around in the sunny Virgin Islands, laid the groundwork for the inauguration of a resolution in Congress by Congressman McVey of Kansas calling for the official celebration of Country Music Week. Ken Nelson and Steve Rhodes are working together in organizing the record business for promoting the week (with WSM's annual DJ convention and festival).

Slick Norris once again campaigning urging disk jockeys to send their lists to all music publications. In a moment of partisanship we all join disk jockeys to send their lists to the various publications, especially The Cash Box, that just recently had a chance to play a piece of material: " . . . Herb Schacher, recently-appointed Imperial promo man in Nashville, says he's distributing copies available from Capitol, it's all entitled "The Ballad Of The Black Land Farmer," working out of Lisl Gibson Drive, Madison, Tenn. . . . Jim Neshbett and country music recorded to WSM this week on July 17. Jim says: "We need bands, lots of disks, since WCMI had been off country music for a year. . . . New from Decca this week are Doyle and Teddy Wilmott's "Blue Dog," plus Leonard, "One Night of Love," "Two Taps" and "Coming Back To Love." . . . Vernon Stewart sends out a SOS for country disks for the all new station KKXU-Dallas, Ark., which just moved into new studios.
Frank Sinatra, a Seeburg Artist of the Week this week, is one of the many top artists whose newest LP albums are featured on this exclusive plan!

Every week, Seeburg "Artist of the Week" phonographs bring in more location customers with a new best-selling LP album in superb 33½ stereo hi-fi. Ten popular album hits...all by the same artist and not available on 45 RPM!

And Seeburg intermixes, automatically, both your 45-rpm records and the overwhelmingly popular new 33½ LP album records. No adjustments, no conversion kits ever needed.

Your Seeburg music is PERSONALIZED, too, with the location name prominently featured on the Seeburg top panel. All together, it adds up to more play and more profit. For operator and location alike, The Seeburg Sales Corporation, Chicago 22.
EDITORIAL

A New Weekly Feature

VENDING NEWS

In the course of serving the coin machine business for nineteen years as the industry's leading trade publication, The Cash Box has experienced many changes that have taken place within the industry. Among the more important turns of events which have radically changed the complexion of the business has been the recent trend toward vending as a means of diversification among music and games operators. Many coinmen who previously specialized in phonographs and perhaps amusement machines are now operating major vending equipment and the number continues to grow constantly. Even the smallest operators can generally be found to have several cigarette and drink machines on location. The vending machine has indeed attracted a growing number of enterprising coin machine operators and they have played an important part in the tremendous growth of the vending industry in recent years.

On the other hand we have the vending machine operator who has taken to the juke box as an additional means of income, usually through locations requiring all types of equipment and preferably from one operator. This has been an established fact for some time now.

On a broader level, we have witnessed more acquisitions and mergers among major vending and music machine firms during the past three years than ever before. The line of demarcation has almost completely disappeared between the vending machine operator and the juke box operator.

The Cash Box, in reviewing its responsibilities to the trade, has decided on a logical course of action which will make it possible to complete present coverage of the coin machine industry. Starting with this week's issue a new feature is added to the Coin Machine Section called Vending News. It will be a permanent part of The Cash Box and will appear each week. The purpose of Vending News is to serve the trade with a weekly summary of news of the vending machine industry—a service that has not been provided by any other publication.

We feel that The Cash Box Vending News will eventually become an essential part of the vending machine industry and we sincerely hope that it plays an important part in the future growth of this industry. News of products, companies, personnel, and events, available each week, should be an integral part of the industry's overall activities. The interest, criticism, and excitement that can be generated from such news coverage will provide a healthy atmosphere in which even greater progress can be made.

And so as the vending industry attracts more and more coin machine operators, and with coin-operated music and amusement playing a more important part in the overall business of vending, The Cash Box feels that its newsweekly service will help the members of all segments of the industry.

We will try to warrant your attention each week.
Jim Hunter Named Head Of Sales Outlet For All New England

NORTH TONAWANDA, N. Y.—The Wurlitzer Company has announced the opening of a new factory sales branch in Boston, Massachusetts. Headquarters for the Sales, Service and Parts Departments is located at 76 Brookline Avenue, directly across from the entrance to Fenway Park.

There is ample parking space in the area for visiting operators, and the Service Department has a drive-in entrance for deliveries and pick-ups.

James A. Hunter, who joined Wurlitzer in 1952, has been named Manager of this new office. Said Bob Seat, Sales Manager: "The Wurlitzer Company, "Jim has had a wealth of experience which ideally fits him for his new position. He has a well rounded background in the phonograph business because he has worked with the Wurlitzer Company in auditing and credit, and he has served for several years in sales capacities with our distributors both in Des Moines, Iowa, and Miami, Florida. Jim is well acquainted with operators in the New England area having been previously assigned that territory by our company. Assisting Jim with sales and service will be Philip D. Zawyes, who comes to Boston after many years of experience. Jim will oversee our New England territory from Maine to Connecticut, and they hope, in some manner, to assist every operator in the area.

Further strengthening the staff of the Boston Branch is Mike Meena, long-time New England service expert who will be in charge of service and parts. Mike promises a complete stock of Wurlitzer replacement units on hand at all times and immediate service when and where it is required. Mike is well-known by most New England operators, and they should welcome the availability of his services. Loreta Pero will serve as secretary-receptionist and will handle incoming calls, paying particular attention to requests for service.

The premises at 76 Brookline Avenue have been completely refurbished, and an attractive display of all Wurlitzer coin-operated products is on the showroom floor. Asked by Wurlitzer Field and Service Engineer, Hank Feldet, Mike Meena has set up an efficient service and parts department and is already busy filling the requirements of New England operators.

Jim Hunter and Phil Sweeney invite all New England operators to visit the new Wurlitzer Branch, and assure them a cordial welcome. Says Jim, "I am going to visit every one of the operators in our territory personally. I know most of them now, but I plan to know the rest of them equally well. We are in the position to give wonderful Wurlitzer deals, and I think that it is only fair that every operator in the territory should know how much he can gain by the purchase of our equipment.”

The Wurlitzer Boston Factory Branch will be responsible for sales and service of coin-operated equipment for the company in Maine, New Hampshire, Vermont, Massachusetts, Rhode Island and Connecticut.

Jim Hunter and Phil Sweeney Bank a brand new Model 2500.

Herb Jones Points To Growing Interest In CMC Membership

CHICAGO—Herb Jones, chairman of the Coin Machine Council membership committee, reports that the first response to CMC’s mail-out indicates the South will rise again. Jones indicates that the considerable amount of membership materials which were sent recently to CMC’s distributor members, with the suggestion that they be sent to interested prospects.

The first reply came from G. K. Brewster of H. M. Branson Distributing Company, Louisville, Ky. Gil wrote Herb:

"I think this is a very good organization and I would like very much to see if we can get the biggest part of our operators in this area to join." The second reply came from Max Harwich, one of the Gold Dust Twins of the Birmingham Vending Company, Ala.

Max asked for 100 membership applications and additional material.

"We have been quite gratified by the continuing response to our membership efforts, especially the operator level," Jones said.

"And with this fine co-operation from our distributors, we are optimis- tical about our prospects for further increases in operator membership.”

Meanwhile, Jones said, key CMC members were concentrating on interest in non-members among coin machine manufacturers in Council membership with “encouraging” progress being made.

Will Join Group For Free Miami Vacation

Gallet Leads Off Long List Of AMI Prize Winners

CHICAGO—The first AMI “Big Challenge” prize winner in what is expected to be a long list of winners to come was announced by AMI last week (CB, July 1, p70) and the lucky colman was Ray Gallet of the operating company in Chicago hearing the same name. The drawing was held June 21 in the office of Tom Sam's, AC.

Automatic vice-president in charge of phonograph sales. Representatives of The Cash Box and Billboard were present at the drawing and after the flip of a coin it was decided that our own Les Brooks would pick the winning ticket, to the good fortune of Ray Gallet.

The prize is a delightful all-expense-paid Miami Beach vacation which will be taken some time at the end of the year.

Each month a winner will be chosen for the all-expense-paid vacation to either Las Vegas or Miami and operators who purchase AMI phonographs will continue to be eligible each month during the drawing. The program is part of the AMI “Big Challenge” price campaign.

Winner Gallet and Athletic Man's Nate Feldstein presenting the award.

Lee Brooks, of The Cash Box, draws lucky winner from hat, as AMI's Tom Sam's and Nick Biro of Billboard await the news.

Papineau Joins Sheldon Sales In Buffalo Area

BUFFALO, N. Y.—Bob Papineau, former Rock-Ola regional sales representative, announced last week that effective July 1st he will handle the vice-president and general sales manager duties for Sheldon Distributing Corp. John Cooper, president of Superior Vending, recently purchased Sheldon and its exclusive distributing rights. Sheldon is Rowe-AMI distributor in the upstate territory.

Before going with Rock-Ola Manufacturing Corporation in January 1960, Papineau was regional sales manager for the Dormeyer Corporation, manufacturers of electrical power appliances and tools.

According to Cooper, "Bob will without a doubt do a fine job for our organization since we believe he can help us where we need it, at the operator level," Cooper mentioned last month, in an interview with The Cash Box that the firm's first chore is to open additional outlets for operators outside the Buffalo area. Papineau is a former native of Buffalo.
OAKLAND, CALIF.—George A. Miller, president of Music Operators of America, reports that the Supplemental Plan to the Life Insurance Plan of Music Operators of America is being received with a great amount of enthusiasm by members of Music Operators of America, and employees and associates all over the United States.

It is reported by Miller that in response to the first announcement through the mail, 75 to 100 applications for the Supplemental Plan have been received at the Oakland office, plus a number of new members who are applying for the Basic Plan.

L. P. LeStourgeon, of Charlotte, North Carolina, has reportedly written to the Oakland office for eight more Basic Enrollment cards along with Supplemental Application cards, and Roy Garrison, of Phoenix, Arizona, has written in for ten more Supplemental Enrollment cards along with the new Basic Plan according to MOA officials.

Even Admirals Read!

CMC Helps Make Sale

CHICAGO—When James K. Hutzler, music, games and vending operator of Martinsburg, W. Va., walked into the laboratory of the Developmental Engineering Corporation in Leesburg, Va., the last question he expected to hear was:

"Are you a member of the Coin Machine Council?" asked by T. E. Harper, the man in charge.

Jim Hutzler was there to talk to Admiral (retired) Harper about putting in a snack bar.

"I'm proud to say I am a member," Jim told Harper, "but how do you know about the Coin Machine Council?"

"I read the papers," Admiral Harper explained. "Don't you?" Hutzler had to confess he hadn't seen the United Press international wire service story in the Washington Post. So Admiral Harper briefed him on the contrasts.

Heads "Coin Machine Field Gains Responsibility," the story quoted CMC President Leo Casola at length about the new image the council is winning for the industry.

According to Hutzler, Admiral Harper was most impressed by the good credit rating enjoyed by industry members, as related in the story. Harper also seemed pleased to learn that Hutzler was a member and knew Casola personally.
CMA 25th Annual Huge Success; 420 Attend

SACKETT LAKE, N.Y. — The Cigarette Merchandisers Association (CMA) of New York City held its twenty-fifth Annual Outing and Banquet at the La Salle Hotel and Country Club this past weekend, June 22-23, and 420 of its members attended.

Many of the manufacturers, operators and guests brought along the entire family and enjoyed themselves to the hilt. The weatherman smiled all weekend long and a complete program of activities functioned without a hitch.

Most of the cigarette men arrived Friday afternoon in time for the opening dinner held Friday night. A short formal program was held in the dining room following the dinner. Max Weiss, CMA president, welcomed the members and guests and introduced Morris (Tiny) Weintraub, CMA managing director, who presented awards to members of the organization with a minimum of twenty years service. The following men received plaques: George Greenberg, Morris Kahen, Larry Selvin, Lou Price, Harold Jacobs, Herman Superstein, Jack Levine, Sam Schwartz, Al Dever, Myron Bruck, Max Weiss, Ben Gottlieb, Jack Bloom, Fred Yolen, Harold Roth, Joseph Colombo, Al Miniaci, Henry Salton, Harry Schwartz, Aaron Goch, John Yassar, Nunzio Albero, and Pete Helicher. Jackson Bloom made a special presentation to Mrs. Sid Bruck, with son Mike standing by, honoring past president Sid Bruck, who passed away eight months ago.

The high spot of the evening was undoubtedly a spoof enactment of a typical CMA board of directors meeting. The routine was carried off in a highly professional manner by the wives of CMA members and was a complete surprise to all of the guests.

20 YEAR PLAQUES were awarded to deserving members and among the operators were Mike Bruck, Morris Kahen, Jack Bloom, Al Dever, Abe Levine, Harry Schwartz, Al Miniaci, Harold Roth, Lou Price, Max Weiss and George Greenberg. ‘Tiny’ Weintraub made presentations.

HIGH SPOT OF THE WEEKEND was the parody staged by wives of CMA board members. Cast included Mrs. Bruck, Mrs. Chason, Mrs. Hoffman, Mrs. Schwartz, Mrs. Kahen, Mrs. Weintraub, Mrs. Weiss, Mrs. Robin, Mrs. Leventhal and Mrs. Field.

GOLF TOURNAMENT WINNERS: Meyer Parkoff, Max Berkowitz, Herb Steinberg and Lou Price. Weintraub, far right, managed 3-day affair from start to finish without a hitch.

MAX WEISS

The wife of each board member played the part of her husband and all laughs can still be heard round the room. The skit was carried out with splendid lines, parodies of current and standard songs with original lyrics. The women were all surprisingly talented. Material was written by Selma Weintraub, wife of managing director Webster Weintraub, produced and coached the entire group.

Saturday’s program was set up for all types of activities, both athletic and social. Organized bingo and card games were held for the women. Mrs. Weintraub participated in a golf tournament, volleyball, basket ball, and softball. Those who favored relaxation, swam and sat around in the brilliant sunshine.

Lou Price won first prize of the golf tourney with Herb Steinberg of Continental-APCO taking second prize. Meyer Parkoff (Seeburg distributor in the New York area won third prize.

Saturday night was devoted to entertainment provided by a professional floor show in the hotels night club. Dancing followed the show and a midnight meal was served with portions of a large “25th Anniversary” cake being served to the guests.

A large majority of guests stayed on until after Sunday lunch before leaving for home with everyone leaving with personal souvenirs provided by the committee consisting of colorful straw hats, wallets and hiball glasses.

It was obvious that the success of the outing was due to the tremendous organizational efforts of CMA’s managing director, ‘Tiny’ Weintraub who planned and carried out the 3-day affair in a smooth and efficient manner. It was a most wonderful weekend for all.

Interstate Names Fuller Natl. Sales Mgr.

PROVIDENCE, R.I. — Gerald Miller of Interstate Management Corp., Providence, has been named sales manager of the company's newly organized eastern division. The appointment of Miller, who has been with the company for two years, comes in the wake of a management shake-up at the Providence, R.I., headquarters.

The appointment, made by Miller, is said, “Interstate’s spectacular growth—first from 2 stores in January 50 to the present 21 stores in a dozen states—has been planned by the company’s progressive, forward-thinking management. Ted Fuller’s new position is to go to the president of the planned million-dollar expansion program, which will double our number of stores by the end of this year.”

California Firms Vote To Become NAMA Council

Ted Nicolay Heads Group

CHICAGO—Members of the California Vending Machine Association (CVA) voted recently to become a state council chartered by National Automatic Merchandising Association. Speaking at the meeting held Thursday, June 26, NAMA executive director and Sidney S. Kallik, western manager and counsel, President of the Board of Governors of the new state council is Ted E. Nicolay, Western Vendors, Inc., San Bernadino.


The NAMA western office, under the direction of Sidney Kallik, will now provide its usual services to California vendors,” Hungerford said.

NEW PRODUCTS

COFFEE BREAK KIT. The new General Foods packages feature individual servings of Instant Maxwell House breakfast cereals and packed in a cardboard kit with wooden stir sticks.

INDUSTRIAL EDUCATION SERIES of cups by Sweetheart Cup featuring 32 industrial themes to fit-in with various programs of management. Hot and cold cups are provided, with fire-prevention, safety, and workmanship among the copy themes.

The Cash Box — July 8, 1961
Canteen Unveils 'Dial-A-Sale' Machines For Supermarkets

CHICAGO—Automatic Canteen Company of America announced that it is marketing a "totally new" automatic merchandising machine which can automatically vend up to 90 per cent of super-market operations.

Called "Dial-A-Sale," it makes possible automatic vending of staples, canned goods, meats, drugs and sundries, textile products and housewares, or ready-to-eat hot foods from unattended units tailored to fit any width or depth. The units are available singly or in multiples; product compartments may be made any size and are adjustable.

Frederick L. Schuster, Automatic Canteen Chairman, said Dial-A-Sale "operates on a totally-new, wholly foolproof principle of vending developed in Automatic Canteen's Tonomat plant in Western Germany." He said the units will be leased, rather than sold, with complete mechanical maintenance carried out by Automatic Canteen.

To select an item, the shopper dials one or two numbers on a telephone-like dial at the unit, deposits currency or coins and receives immediate delivery of the item selected. Products are displayed in glass-faced cubicles. Customers receive the article they see.

For multiple purchases, Dial-A-Sale totals the items and gives correct change from a $5 or $10 bill. Other units now in development are engineered to complete the transaction when approved credit cards are inserted. These sales will be automatically recorded for both store and customer.

"It may be used to extend the store's selling hours by arranging banks of machines either outside the store or in a separate inside area. Dial-A-Sale also makes possible the establishment of a new development—the completely automatic shopping island, open day or night, requiring only a minimum building to house the units and surrounded by open parking space," Schuster said.

Hills Bros. Completes Tests On Coffee For Bally Units
SAN FRANCISCO—Officials of Hills Bros. Coffee, Inc., this city, have advised that location testing of 'Vending Special,' the firm's coffee used for single-cup Bally vending machines has been completed and is now available in 1-lb. vacuum-packed cans.

A special 5¢ per pound allowance is currently being offered operators during an introductory period. Equipment can-openers are also being used as a giveaway to help promote the new coffee product.

Shore-Calnevar Declares Dividend; Kaplan Exec VP
LOS ANGELES—Shore-Calnevar Inc. has declared a quarterly dividend of 12½¢ per share common stock payable June 30 to stockholders of record June 20. The firm went public in February and paid its first dividend in March. The firm's holdings include Atlas Automatic Vending Corp.

In another announcement, Phillip Shore, chairman, advised that Sanford Kaplan had been elevated to the post of executive vice-president and elected to the board.

VENDING SPECIALS

<table>
<thead>
<tr>
<th>COFFEE VENDERS</th>
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<tbody>
<tr>
<td>2 Bally 197 w/Whopper (reconditioned)</td>
</tr>
<tr>
<td>2 Schroeder IVI - single cup w/Whopper (reconditioned)</td>
</tr>
<tr>
<td>4 Stoner D-500 - good condition - unainted</td>
</tr>
<tr>
<td>1 Stoner D-500 - good condition - unainted</td>
</tr>
<tr>
<td>1 Vendo-HBV900A - Batch Brew - Fresh Cream</td>
</tr>
<tr>
<td>1 Rudd Melkan 300 - Brew-A-Cup, Dry Cream</td>
</tr>
<tr>
<td>1 Cale Hot Spa, Coffee/Chocolate - 2 Soups</td>
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<tr>
<td>1 Cale Hot Spa, Coffee/Chocolate - 1 soup</td>
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<tr>
<td>3 Dari-O-Matic 500 - Milk Vender (repaointed - clean)</td>
</tr>
<tr>
<td>5 Lyon VM-11400 - single flavor (working)</td>
</tr>
<tr>
<td>4 Spacbar 4-0-51 - four flavors - working</td>
</tr>
<tr>
<td>2 Rowe SU-16 Refrigerated Sandwich Vender - five selection</td>
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</tbody>
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<table>
<thead>
<tr>
<th>CIGARETTE MACHINES</th>
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<tr>
<td>11 Eastern Mark II - 22 selection</td>
</tr>
<tr>
<td>8 Bally - 18 selection</td>
</tr>
<tr>
<td>2 Seeburg E-2 - 22 selection</td>
</tr>
<tr>
<td>5 Seeburg E-2 - 22 selection</td>
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<tr>
<td>2 DuFourrier K-12</td>
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<td>2 DuFourrier K-14</td>
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CALL ALGONQUIN 4-4040

REDD DISTRIBUTING CO., INC.
126 LINCOLN ST., BOSTON (Brighton), MASS.
Exclusive Family Distributors for Seeburg in 3 States — Distributors for BALLY-CHICOIN-FISHER
Virginia Ops Will Hold Annual Meet In Virginia Beach Aug. 11-12

RICHMOND, VA.—John Chandler, Chairman, Music Operators of Virginia, this city, announced last week that the music operator association membership will hold its annual convention at Virginia Beach this year. The site will be the Cavalier Hotel and the dates are August 11 and 12.

While details were not available at press time it was assumed that the Virginia organization will open its doors to operators from all over the area, regardless of membership, and present to the attendances a complete program of forums, exhibits and a dinner-dance.

Previous state conventions have attracted just about all of the manufacturers and will no doubt continue to enjoy this success in August.

Public Relations, a major part of MOV activity will no doubt play an even larger part in this year’s program with many of the members already CMC members. As usual, it is expected that the column will perform its PR function even while at the convention. Previous years, the operators have distributed home record players all over the state and others confined to homes, as a gesture of thoughtfulness at a time of annual meeting.

Why Not MOA?

ARMADA Finds Miami Top Convention Site

NEW YORK—It’s interesting to note the success enjoyed by ARMADA (American Record Manufacturers & Distributors Association) at its convention held last week in Miami Beach.

Considering the fact that MOA officials offered the site as an excuse for very small attendance at the MOA Convention in Miami, a glance at some of the statistics which have been quoted from the ARMADA Convention ought to prove that MOA’s failure wasn’t the Miami Beach site, but rather other weaknesses which have been brought about in recent Cash B’s editions.

The record convention attracted 600, reported to be the largest attendance by record people at a convention.

The list of films at the show included no less than 90% of all distributors of independent record labels and just about 100% of the major independent record manufacturers. As a matter of fact, the only films who did not show up at the ARMADA meet were those who, through prior commitments with conflicting associations, decided not to attend.

ARMADA reported that 75% of all suppliers to the record trade made it a point to attend the convention. Evidently, the record business found Miami Beach very much to its liking.

Will Pay Cash for AMI D-B’s, E-B’s, E-120’s

Plus Parts-Supplies for These Models

WANTED: 5000+ from record FREEMAN COIN MACHINE CO.

200 HUDSON STREET, BACKBURNER, NEW JERSEY

Diamond No. 3 3050

Roanoke Vending Hosts Charlotte Show

CHARLOTTE, N.C.—The Roanoke Vending Exchange held its annual trade show here recently, the show while George Kneiser, ARI regional representative represented the factory and addressed the operators as they arrived.

Among those who turned out for the Charlotte show were the following: J. E. Goodman, Jr.; Mr. and Mrs. George Kostak; Mr. and Mrs. Vitas Vepoint, Mr. and Mrs. B. L. Long, Mr. and Mrs. Lowell Scharberg, Lyndwood, P pastor, Mr. and Mrs. Carl Kline, Joe Holloway, Ray Harris, Mr. and Mrs. Oscar Hedrick, Mr. and Mrs. James Jackson and Jimmy McGinnis.

Meeting Dates

Music Operators’ Associations

July 3—Phonograph Merchants’ Association, Cleveland, Ohio (Executive Board).

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

3—California Music Merchants’ Association Place: 311 Broadway, Oakland, Calif.

4—Harbor Music Operators’ Association Place: Cook’s Balloon, Paramount, Calif.

5—AMO of Pennsylvania Place: Penn-Harris Hotel, Harrisburg, Pa.


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

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

17—Western Massachusetts Music Guild Place: Chalet Restaurant, West Springfield, Mass.

17—Music Operators’ Society of St. Joseph Valley Place: Carl Zimmer’s Office, 130 N. Ironwood Dr., Mishawaka, Ind.

17—Bucks County Amusement Machine Operators’ Association Place: Berks County Resort, Reading, Pa.

17—Jefferson Amusement Co. Place: Sheraton Hotel, Rochester, N.Y.


17—Associated Music Operators of Rochester Place: Sheraton Hotel, Rochester, N.Y.

18—Music Operators’ Association Place: Barclay Hotel, Toronto, Can.

18—New York State Operators’ Guild Place: Gov. Clinton Hotel, Kingston, N.Y.

19—Eastern Pennsylvania Amusement Machine Association Place: General De Kalb Inn, 2519 De Kalb Street, Norristown, Pa.

20—Eastern Ohio Phonograph Operators’ Association Place: 4014 Rush Boulevard, Youngstown 12, Ohio (Executive Board).

20—Phonograph Merchants’ Association, Cleveland, Ohio (Executive Board).

20—SACRAMENTO Music Operators’ Association Place: 1019 N. Center, Stockton, Calif.

24—Central State Music Guild Place: 805 Main Street, Peoria, Ill.

Aug. 3—California Music Merchants’ Association Place: Sacramento Hotel, Sacramento, Calif.

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

11-12—Music Operators’ of Virginia Place: Cavalier Hotel, Virginia Beach, Va.

Roanoke May Hold Annual Meet in Virginia Beach Aug. 11-12
Connecticut Ops Meet To Discuss
New Free-Play Legislation, 2¢ Cig
Tax and Importance of State Assoc.

HARTFORD, CONN. — A dinner
and music meeting of the Music Opera-
 tors of Connecticut was held at the Hotel
 assassination. The Pennsylvania Senate, in
 June, 1358, had been in the house of
 releasing the consequences of the
 Supreme Court decision which de-
nounced free plays to be of value.
He stated that progress had been made
but we were not able to get the bill
approved so the measure could be
voted on. It was reported by Mr.
Burns that the bill was carefully
drawn so as not to conflict with the
existing definitions of gambling de-
vices. "We'll try again in the next
session of the Legislature," Attorney
Burns also reported about new legis-
lations concerning vending machines
and a 2¢ increase in the cigarette tax.
After Fish gave a talk about MOA
and the Ascap Bill in Congress and
especially stressed the importance of
membership to members of the National
only being a member, but it is im-
portant for continued exist-
ences. A Statewide Association is nec-
ecessary for the protection and
interest of our members.

George A. Miller, the State Presi-
dent and Executive Director of the
California Music Merchants Associa-
tion, reports that Assembly Bill No.
2068 was referred to the Rules Com-
mittee and then an interim com-
mitee for further study which auto-
matically cancels any further action
on this particular bill during the 1960
session of the California Legislature.

COMMA Successful In
Assembly Bill Fight

LOS ANGELES — The California
Music Merchants Association reports
it has been successful in eliminating
Assembly Bill No. 2068. This bill
would have placed a state license
of $6.50 on a per machine basis, and
would have cost the operators in Cal-
ifornia a hundred thousand dollars or
more in licenses, in addition to associa-
tion officials.

JFK Extends Deadline
For Taft-Hartley Law
In Maritime Dispute

NEW YORK—President John F.
Kennedy put off the original deadline of
June 29, for instituting Taft-Hartley Law,
and extended it until Monday, July 5. While
activity of progress was made by a committee study-
the maritime industry was reported to have
agreed on a 15% increase in seamen's wages and benefits.
Meanwhile, the expert business was
at a standstill here as an approxi-
mate $50,000,000 in equipment of all
kinds, for each week of the strike, was
sitting idle by as talks continued.

Max Waters, Wurlitzer Exec Dies

Max developed a heart condition
years ago, and, in an effort to
conserve his strength, the company
assigned him to the position of Office
Manager of the Phonograph Depart-
ment, the post he held at the time of
his death. He is survived by his
wife, Mary, a sister, Eileen, and a
brother, William.

NEW STEREO
JUKEBOX
needs no
remote controls. AMI Continental 2
has new styling, running color—
exclusively completely-different,
metallic Plays 331/3, and 45 RPM
records interchangeably. Get the facts
from your AMI distributor or write:
AMI sales office
3073 W. Lexington St.
Chicago 44, Ill.

ATLAS...MIDWEST HEADQUARTERS — COMPLETE STOCK OF PARTS FOR ALL ROWE VENDING MACHINES

For SERVICE and PARTS
ATLAS is STILL Your
Best Bet!

Distributors for AMI-ROWE

F. O. Chicago

ATLAS MUSIC COMPANY
2118 N. Western Ave., Chicago 47, Illinois, U.S.A.
Armitage 6-5005

WURLITZER 2500
ULTIMATE IN
Automatic MUSIC

JOBBERS' SPECIAL!
A.M.I. G-200's
$95
WURLITZER 2000
$245
All 15-COMPLETE (You Pick Up)
Costing $1 extra

For SERVICE and PARTS
ATLAS is STILL Your
Best Bet!

Distributors for AMI-ROWE

F. O. Chicago

ATLAS MUSIC COMPANY
2118 N. Western Ave., Chicago 47, Illinois, U.S.A.
Armitage 6-5005
ROSEN SALE

SHUFFLE ALLEYS

Each

4 ABC $175.00
1 ABC Congress $175.00
1 Deluxe Rol-A-Ball, 14' $95.00
1 Ace $95.00
2 Advance $30.00
1 Triple $120.00
1 Blue Ribbon $90.00
2 Championship $145.00
3 Chief $195.00
2 Crisis Cross $95.00
2 Crisis Cross Targette $70.00
2 Deluxe Shuffle Targette $65.00
2 Diamond $95.00
1 Fire Ball $95.00
1 Handicap $145.00
1 Imperial $50.00
1 Jet $95.00
1 Longee $95.00
2 Myl $95.00
1 Rainbow $95.00
1 Red Pin $110.00
2 Regularities $145.00
1 Rocket $95.00
1 Royal $75.00
2 Shuffle Targette $65.00
1 Six Game $145.00
2 Sugar Frames $30.00
2 Triple Stake $30.00
2 Triple Strike $50.00
1 Triple $50.00
11th Frame $50.00
1 Bank Shuffle $50.00
1 Bank Strike $50.00
1 Drop Ball $75.00
2 Explorers $125.00
22 Rebound $50.00
25 Rebound $75.00
Croquet, conversion $50.00

SKEE BALL ALLEYS

9 Official Skill ball $5.00
1 Skill ball, 6 Player $5.00
4 Ball-A lift $5.00
5 All-Star ball $5.00

BIG BOWLERS

SMALL-BALL—LARGE BALL

Each

10 Bally ABC Bowling Lanes, $14 95.00
1 Bally ABC Bowling Lane, 11' $13.00
2 United Bros Bowler, 12' $345.00
4 Teeghanger-Rol-A-Man, 14' $95.00
1 Kennedy Rol-A-Ball, 13' $125.00
1 Kennedy Rol-A-Ball, 14' $125.00
4 Teeghanger Rol-A-Ball, 14' $95.00
10 United Bowling Alleys, 14' $135.00
2 C.C. Bowling League, 11' $145.00
11 C.C. Bowling League, 14' $155.00
1 C.C. Classic Bowler, $130.00
1 C.C. Duchess Bowler, $165.00
2 C.C. Duchess Bowler, $165.00
1 C.C. Lucky Strike, $145.00
1 United Royal Bowler, $135.00
1 United Royal Bowler, 13' $120.00
1 Billy Strike Bowler $120.00
1 Rudy Strike Bowler $120.00
1 United Team Bowler, 14' $195.00
1 United Team Bowler, 15' $200.00
1 Kentucky Testee, $145.00
2 Players Choice, 14' $145.00
2 Players Choice, 16' $195.00

All Prices quoted factory C.O.D. F.O. Phipps.
WIRE-PHONE-WRITE TODAY
SOUVENIRS—ARCADIES—GAMING RIDE—MUSIC, etc.

VIc WEIss Wins

ATLAS VACATION

CHICAGO — Atlas Music Company, midwest distributors for AMI music machines, offers a new and exciting promotion, having a gala launch and drawing, in the firm's Miami Beach and Las Vegas holiday awards for non-wax operators, Tuesday, June 27, at the Round Hotel, Miami Beach, Florida, for everybody in this city.
The affair was hosted by Eddie Ginsburg, manager of the S.I. Ginsburg & Son and Evan Wet- nem, also on hand for Atlas Music was Mr. & Mrs. Caesar Michael, who brought through there 12 or 15 operator guests at the launch.
Drawing, for the drawing, cards for 100 names of operators embracing Atlas Music Company's overall region were represented in the huge bowl.
According to a pre-arranged plan Lee Brooks of The Cash Box and Nick Bio of Billboard Music Week flipped a coin to determine who would draw the lucky card. At this time Bio was designated to dip into the bowl, handing the winning card to Ray Gallet, winner last week of AMI's "Big Challenge" award. (See picture elsewhere)
Gallet read the name of Vic Weiss. All State Music Co. of this, amid the hundreds of arrangements generated by the assembled group, Cashboxer Brooks drew the lucky winner's card for AMI during that firm's first draw-
ing in Tom Sam's office last week.
Drawings for this Atlas Music Va-
cation, for a set of the new Las Vegas will be held periodically, according to a statement issued by Feinsteins.
Again, the contents of the launching barrel of Sunbeam were Ray Gallet, Joe Flettelman, Jerry Grommer, winner Vic Weiss, Merl Klen, Andy Bruno, Ray Bruno, Andy Hesch, Mark Savarese, Jim Daleo, Larry D'etack, Gladys Willson (Tri-City Music Co.), JackNomden, Richard Nomden, and Phil Kuchman representing the Martin Janis Company, public relations counselors for the Automatic Carpet Company of America. Lee Brooks of The Cash Box and Nick Bio of Billboard Music Week rounded out the visitors roster.

KIDDEE RIDE TO THE MOON

CHICAGO — While passing through this city on a nationwide business tour Charlie Katz of Kiddieball Company, Westport, Connecticut, stopped off briefly and related an amusing experi-
ence he and George Wrenn, the firm's Dallas representative, had recently.
On that eventful day when Com-
mander Sheppard, this nation's cele-
bred Astronaut, made history in the Mercury Space Capsule, Charlie and George stopped to pay at a toll gate on the Texas Expressway between Dallas and Fort Worth in Wrenn's pickup truck, at that time was carrying one of Kiddieland's "Moon Rocket" kiddie rides, when the toll gate operator looked back in the truck, noticed the full certificate, stamped and inquired — "What—you back al-
ready?"

BIGGEST event of the week was the Cigarette Merchandisers Assn. annual with well over 1000 attendees who gathered last week at the St. James hotel for the session. The 3-day confab from start to finish, including a full length parade staged by the operators was a tremendous success.
A great time was had by all. Several of the ops present had to leave a little earlier this afternoon as the Cigarette Trade associated with the}
The keynote along Chi’s coinrow this week is—“Anyone for golf?”—Actu-
ally the real key of the week’s golf scores (see stats) is the fantastic sur-
ge in the White Sox dominating the thoughts and words of many of our
sports-minded citizens. From a lighter vein we move to a spot of sub-
limity with this item—Sunday (June 25) was a sun-drenched, near blustery
day, and the site was suburban Melrose Park where the magnificent Gottlieb
Memorial Field was officially dedicated amidst the pomp and gala trappings
baffling so singular an occasion of community goodwill. On the speakers’ plat-
form were Dave Gottlieb, Nate Gottlieb and Alvin Gottlieb—three columnists
who contributed much to the fulfillment of a dream which was first conceived
in Dave’s mind five years ago. This notable philanthropic achievement by a
widely loved and respected mem of our communities (who also happens to
citizens in the 18 west suburban communities being served by this amply
and handsomely equipped hospital. Among the renowned guests on the podium were
Samuel H. Shapiro, Lieutenant Governor of Illinois and Col. Jacob J. Arvey,
Head Committee for the Democratic Party in Illinois. Dave Gottlieb and
Lt. Gov. Shapiro headed the ribbon cutting services officially opening the doors
to the hospital, which was endowed in memory of the departed parents of
Dave, Nate and Sol Gottlieb.

Eddie Short, press and promotion director of the “whirring” Chicago White
Sox, has a gleam in his eyes caused by the rampaging baseballers, and for
the fact that Bill Veeck is smiling more these days. Bill is due back at Mayo
Clinic in Rochester, Minn. at a later date. . . . There are hints of new things
popping around the Bally-Distributing Industries (American) directors
and sales. However, all things will have to wait until the plant reopens follow-
ning its vacation schedule commencing Monday (July 3). Meanwhile sales
momentum is rolling along on ChiCoin’s “Pro” basketball and “Pro” bowling
games, as well as the “Princess” bowlers and “Wild West” gun-target games.

United Manufacturing’s Herb Oettinger and Bill DeSelin are more than
eated over the continued great success of United’s “S-Way” shuffle alley and
“Classic” big ball bally. The usual steady stream of visitors generally finds
way to the United plant to visit with Herb, Bill, LeRoy Kraesmer and
Glenn Johnson, especially during these lovely summer days. . . . Most people
at Bally are not holiday minded these days due to the heavy production
schedules on such popular Bally games as “Bikini”, “Marksmen”, “Acapulco”,
“Barrell-O-Fun”, and “Life-A-Line”, according to Bill O’Donnell and Art
Garvey.

AMI kicked off its “Big Challenge” vacation drawing contest in high style
last week with presby Joel Kleinman and vice-presby Tom Sams heading up
the initial drawing. The genial smiling operator who won the first drawing (which
was made by the Brook’s of The Cash Box in AMI’s Merchandise Mart offices
last week) was Ray Gallet, who swears this is the first time he ever won
anything of such great value. Ray will make the trip with his lovely wife, Jane.

Atlas Music also hold that firm’s drawing on the distributor level at a
function in the Round Robin Restaurant. The lucky winner was Vie Weiss
of All State Music Co. On hand to witness the proceedings were Eddie Ginsburg, Nate Feinstein
and the lovable Eva Feinstein, and Mort Jacobs . . .

Sam Stern, presy of Williams Electronic Manufacturing Co., announced last
week that Jack Bagelberg was appointed to supervise sales at Williams. One
of the busiest “bees” at Williams these days is Marvin Rosenstein, who oversees
the office operation. Sam tells us the Williams pool table models are selling
very well everywhere and have already surpassed “my fondest expectations.”
. . . A bit of information out of St. Louis is that Galen Gottlieb, Tony Galgano and Reuben Lawrence reportedly accepted the entire building
for their record distributive operation. They will shortly have more than 44,
000 square feet of space to stretch out in. . . . Kiddielane’s Charlie Katz
breezeed into town last Wednesday in a stopover during his nationwide junket. He recently visited with the firm’s Texas reps George Wrenn.

First Coin’s Joe Kline infos that the nice weather is keeping operators pop-
ing into the showrooms from the city and outlying areas. Joe, Sam Kolber
and Fred Kline continue to call all over the country for good used games
and music equipment for export shipments . . .

When four such sportscastmen cooed as Joel Stern, Len Mien, Fred Skor
and Howie Freer can be seen on the floor at World Wide Distributors during
this lovely weather we can only assume that business is booming at the Seeburg
distrib’s showrooms. In fact, Joel relates that Seeburg’s “Ice-O-Cold
drink machine and the Seeburg jukeboxes are extremely popular in this area.”
Gil Kott, owner of Empire Coin Machine Exchange, is completely elated over

SHEER SHOTS FOR LONG RUN PROFITS . . .

LOU CASOLA

SURE SHOTS FOR LONG RUN PROFITS . . .

WilliamS

COIN-OPERATED

POOL TABLES

PERFECTLY DESIGNED

FOR 10 YEARS

DELUXE 90

5'0"x9'0"

OVERALL SIZE

$350

Both Deluxe 90 and Deluxe 75

Have All These Features:

• brightly polished chromium plated castings along all pockets

• lively rebound cushions

• hand rubber mahogany veneer finish

• formed Formica rails

• separate cue ball return within easy reach from upright position

• first quality balls size 2½" 

• cue ball size 2½"

• twin dime or 25c push chute

• recessed removable drawer

Contact Your Nearby Williams Distributor.

WILLIAMS ELECTRONIC Mfg. Corp. 4342 W. FILMORE ST. CHICAGO 34, I[LL.]

the continuous fine reception Wurlitzer phonos are receiving these days. Joe
Robbins, sales manager, expects to knock off for a few days to get in a bit
of fishing (and we bet about five hours per day of golfing)? Jack Burns came in
off the road last week, and Bill Herbbord departed simultaneously to cover
Empire’s wide area of distribution. Joe has been very active of late as director
of the Farm Little League in suburban Lincolnwood.

J. H. Keeaney’s vice presy Paul Huebsch returned to his office at the plant
after an abbreviated fishing trip in Green Bay, Wisconsin. While there he
and his lovely Rosemary visited with operator Norm Borcher and his Nanny.
Naturally the Huebsches had their delightful brood of youngsters along with
them on the trip. Paul tells us Keeaney’s “Flash Back” is doing a terrific job
all over the country, and production has been pushed to the hilt on this amuse-
ment game.

Happy news comes out of the temporary quarters of J. F. Frantz Mfg. Co.,
as coinvet Johnny Frantz infos that production is rolling along. His remodeled
quarters, which were struck by the fire recently will be ready for full produc-
tion in about 90 days. . . . Fee Fortier of Livingston Music Co. in Pontiac, Ill.
had a narrow squeak recently when he was aviating toward Streator in his
light plane. The way Les Montowith, another pilot who flies in his own plane,
and owner of Montowith Phonograph Co., puts it—”Fee just kept his eagle
eyes on the altimeter and plane ran out of altitude” as he didn’t notice how
close to the ground he was flying.” Fee is rapidly recovering from his mishap
in a Streator hospital.

Most Rock-Olaists are busy cleaning up their cluttered desks in prepara-
tion for the vacation recess which occurs next week when the huge plant
shutters for two weeks. Big plans are in the offing for Rock-Ola when the
plant reopens, according to Edward G. Doris, executive vice president of
Rock-Ola.

Coin Machine Council directors Lou Casola, Herb Jones and Herb Oettinger
continue to urge operators to get their membership applications in to the
local office of CMC, in order to help bolster the public relations organization’s huge
Fall campaign. These thoughts are reiterated by Ben Rogers and Earl Finberg
of the Public Relations Board, Inc., PR counsellors for CMC.

Another firm shuttering for vacation is Fischer Sales & Mfg., which is
breaking for one week now and another week later in the season due to the
heavy current production schedule in Tipton, Mo., according to Bill Weikel,
director of sales. Prexy E. W. Fischer closes down the plant for vacation
three times each year.
With the present economic picture much brighter than it was a year ago, operators and distributors alike feel that this should be one of the better summer seasons in the past several years. At Simon Digest, Freeman reports that E. A. Hopkins from Sydney, Australia, was in town and stopped by at Simon's for a visit and to pick up some arcade machines. Jack Simon just back from Oakland and the Bay Area reports a good trip.

Ralph Alcorn, at the R. F. Jones Co., in the San Diego area with the past week visiting operators there. Ed Wilkes informs he's still greeting many of his old friends, who are stopping in for the first time at the new Jones Co. Chuck Knowlton, comments that the new AMI "Continental Hill" has received favorable reactions among the operators, and that the first shipment of the 100 selection model has arrived and been on display and available for sale several weeks ago. Ed Mason, parts dept. mgr., should return to the job this week following his one-week vacation at home from an operation at his residence.

"record bar," Kay Solle states that Joe Perry, of Deeco Records, is predicting that both sides of the new Brenda Lee waxing, "Dum Dum" b/w "Eventually," will hit in the Top 10 on all national charts. Norm Dudley, of Mercury Records, was in to spin a new deck on the Smash label "Wooden Heart," by Joe Donahue. Bill Laney, at American Coin Machine, reports a good response from the operators on the new "Fast Draw" gun, with deliveries set to start this week. And, said Bill, generally business has been picking up the past couple of weeks.

Tony Federos, operator from La Puente, recently recovered from a very serious operation, but is back on his feet and feeling much better.

At Paul A. Laymon's, Jimmy Wilkins informs that his son, along with Johnny Klippstein's, son, graduated from 8th grade together. Klippstein is a local hobby ride operator. Charlie Daniels commented that business took a spurt the past week and that prospects are looking up for a good summer.

William Scharder, at Badger Sales, announced that Cliff Blake, who has been known to the vending machine business for over 25 years, has been appointed to head-up the vending sales dept. at Badger. Cliff said that Seeburg's Cold Drink machine with crushed ice, and new Cigarette Vendor, have both shown hefty sales the past week. Stan Goupee, who formerly headed the vending dept., is now affiliated with Wiser Bros., switching from an employee to a customer. Marshall Amehl reports that the Seeburg "PY" phonograph in combination coffee cup machine is showing very well at a clip.

Marshall added that his 15 year old son, Steven, is pitching and batting several leagues for the Mar Vista senior league. Kenny Kastner has brought a Philco phonograph to the shop, is in the hospital for a check-up, but hopes to be back on the job in the near future.

At the Cutlerite factory headquarters, Larry Wood reports that his daughter recently graduated from High School and is presently on an 8,000 mile trip throughout the U.S. and Canada, with some of the other students from the same school. Ray Barry said that business generally was holding firm throughout the past week. Alfredo Woods, at California Music, was busy for a week's vacation... At C. A. Robinson & Co., Hank Trenier informs that many operators stopped in taking about their vacation plans...

Some of the visiting operators were seen on Pico this week: Charlie Gauze, Venture; Bob Calvin, Sol Campagna, Fontana; Jim Palmieri, Sam Bernardino; Cecil Ellison, Lancaster; Bill Farwell, Balchfeld; Harry Deussen, Balboa; Dik Kauland, Oxnard.

**CALIFORNIA CLIPPINGS**
Now Chicago Coin Brings You ALL 4 in One New Bowler...

**ALL STRIKE BOWLING**
Strikes Only — with Bonus Feature!

**FLASH-O-MATIC BOWLING**
Exciting High Scoring Feature!

**New 300 CHAMP with "glowing" RED PIN**
Continuous Strike Feature
Plus Red Pin Bonus!

**PRINCESS BOWLER**

Look!
New "FLOOD-LIGHT" Illumination!
Gives Brighter Pin Lighting from 2 Standard 60 watt bulbs beneath hood in steel reflector shades!

When You Think of Profits Think of Chicago Coin Games

Modern New SIX GAME "PRO" SHUFFLE BOWLER
Imagine — 300 Champ; Flash-O-Matic; All-Strike; Red-Pin; Light-O-Matic and Regulation Scoring for the same price as many 2-game bowlers!

All Steel Cash Box!
Available in 13½ and 21½ ft. lengths!

**PRO BASKETBALL**
with "Flash-O-Matic"
5 NEW FEATURES
- NEW 1ST HALF SCORING
- NEW 2ND HALF SCORING
- NEW MODERN CABINET
- NEW BRILLIANT PLAYFIELD
- NEW REALISTIC PLAYERS

Chicago Dynamic Industries, Inc. 1725 W. DIVERSEY BLVD. CHICAGO 14, ILLINOIS
We're Going on Vacation...

... but we want to thank you for making "Flying Circus" the largest selling 2-player game we've ever produced.

The plant will be closed June 30 to July 17. However, due to the unexcelled demand, upon our return we will continue production and shipments of "Flying Circus."

Bert Lane To Open Amusement Center In Jacksonville On July 6
Trade Awaits Results With Interest

JACKSONVILLE, FLA.—Bert Lane's back in the amusement package business and his first venture along these lines in some time will open its doors on July 6 in Jacksonville when "Fun Fair," an amusement center located in the heart of a shopping center here will hold its grand opening.

Lane has packaged the rides-games-outdoor promotion for use in similar type locations and is currently promoting it under the firm name of Automatic Concessions Corp., a publicly owned company.

The amusement center will make its debut at Food Fair Properties' Phillips Plaza Highway Shopping Center here with a year-round operation.

Lane has sprinkled the basic kiddie-amusement set-up with a "birthday house," miniature "music hall" stage, and other glamorous and attractive decorations. There are rides that sound like something out of Disneyland and the standard attraction of clowns, cowboys, and space age.

The trade is awaiting the opening with interest since a successful venture would provide additional outlets for the use of kiddie ride and amusement game equipment.

From Antwerp To Cleveland

CLEVELAND, O.—Cleveland Coin's Morris Glisser is regularly honored with in-person visits from many leading import executives from abroad. During a recent visit, M. DeMuziennere, Select Music, Antwerp, dropped by to visit Glisser with whom he does business via cable, regularly.

The Cash Box—July 8, 1961
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 the highest 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 changes from last week

**PRICE QUOTATIONS**

**BALLY**

4th Ballerina (5/59) ...... 450.00 475.00
Belle-O-Fun (9/60) ...... 475.00 525.00
Beach Beauty (11/56) ...... 50.00 60.00
Beach Time (9/58) ...... 225.00 240.00
Beauty Contest (1/60) ...... 125.00 150.00
Big Show (9/56) ...... 60.00 85.00
Broadway (12/55) ...... 50.00 75.00
Carnival (11/57) ...... 75.00 100.00
Carnival Queen (11/58) ...... 275.00 335.00
Circus (9/57) ...... 90.00 105.00
County Fair (10/55) ...... 550.00 570.00
Crossroads (1/56) ...... 50.00 75.00
Cypress Gardens (6/57) ...... 175.00 215.00
Double Header (7/56) ...... 50.00 65.00
Key West (12/56) ...... 65.00 85.00
Laguna Beach (3/60) ...... 375.00 500.00
Lotta-Fun (9/59) ...... 385.00 485.00
Miami Beach (9/54) ...... 45.00 60.00
Miss America (2/58) ...... 110.00 135.00
Night Club (4/56) ...... 50.00 60.00
Parade Beach, Island ...... 325.00 350.00
Tropical (3/60) ...... 325.00 350.00
Roller Derby (6/60) ...... 700.00 750.00
Sea Island (2/59) ...... 355.00 375.00
Show Time (3/57) ...... 65.00 85.00
Sun Valley (7/57) ...... 100.00 125.00
Target Roll (1/58) ...... 150.00 175.00
Touchdown (11/60) ...... 425.00 475.00
U.S.A. (5/58) ...... 175.00 195.00

**GOTTIEB**

4th Around The World 2P ...... 275.00 325.00
Atlas 2P (5/59) ...... 250.00 295.00
Brite Star 2P (4/58) ...... 140.00 195.00
Captain Kidd 2P (7/60) ...... 315.00 360.00
Contest 4P (10/58) ...... 200.00 250.00
Coutl Cafe 2P (7/57) ...... 115.00 140.00
Crisp Cross 1P (3/58) ...... 125.00 150.00
Doll's Dolls 1P (6/60) ...... 250.00 295.00
Dbl Action 2P (1/59) ...... 215.00 275.00
Fair Lady (12/56) ...... 75.00 100.00
Falstaff 4P (11/57) ...... 175.00 225.00
Flagship (1/57) ...... 80.00 120.00
Flipper J 1P (11/58) ...... 275.00 325.00
Goodwillie 2P (8/58) ...... 175.00 210.00
H-Diver 1P (4/59) ...... 195.00 215.00
Kwik Dip卵 1P (4/60) ...... 275.00 325.00
Lightning Ball 1P ...... 225.00 250.00

1. Lite-A-Card 2P (3/58) ...... 260.00 320.00
2. Maddysen & 2卵 1P (11/59) ...... 250.00 275.00
3. Majestic (4/37) ...... 170.00 195.00
4. Melody Lane 2P (9/50) ...... 310.00 360.00
5. Merry-Go-Round 2P (12/60) ...... 375.00 425.00

**WILLIAMS**

4. Casino IP (10/58) ...... 95.00
Club House IP ...... 165.00

4. Crossword IP (4/58) ...... 140.00

4. Darts IP (6/58) ...... 225.00
Fiesta 2P (12/59) ...... 225.00
Four Star 2P (7/58) ...... 75.00
Gay Paree (5/57) ...... 75.00

4. Glenda (9/59) ...... 150.00
Glo. Gloves IP ...... 175.00

4. Jig Saw 12P (12/57) ...... 95.00

4. Jungle 1P (9/65) ...... 225.00

4. Kings IP (8/57) ...... 40.00

4. Music Man 4P (8/54) ...... 425.00

4. Naples 2P (9/57) ...... 75.00

4. Nags IP (10/57) ...... 375.00

4. Reno 1P (10/57) ...... 75.00

4. Rocket IP (12/59) ...... 175.00

4. Saturn IP (7/58) ...... 125.00

4. Sea Wolf IP (7/59) ...... 100.00

4. Serenade 2P (5/58) ...... 275.00

4. StarsIP (5/57) ...... 100.00

4. Steeplechase 1P (11/57) ...... 75.00

4. City 1P (5/57) ...... 175.00

4. 3D IP(11/58) ...... 175.00
Tic-Tac-Toe 1P (1/58) ...... 150.00

4. Top Hat (10/57) ...... 75.00

4. Turf Charm (1/59) ...... 125.00

4. Twenty-One IP (2/60) ...... 225.00

**SEEBURG**

M100A, 51, 100 Sel. ...... 75.00 125.00
M100B, 51, 100 Sel. ...... 150.00 175.00
**BALLY**

**Shuffles**

1. ABC Bowler ($5/3) 115.00 175.00
2. Deluxe model 165.00 250.00
3. Congress (5/5) 165.00 250.00
4. Bally's (9/5) 195.00 255.00
5. King Pin Bowler ($9/5) 200.00 250.00
6. ABC Super Deluxe Bowler ($9/5) 225.00 300.00
7. All-Star Bowling (12/5) 75.00 95.00
8. All-Star Deluxe (2/5) 100.00 125.00
9. Lucky Shuffle (9/5) 300.00 350.00
10. Star Shuffle (9/5) 225.00 250.00
11. Speed Bowler (11/5) 250.00 295.00
12. Club Bowler (2/5) 375.00 425.00
13. Club Deluxe (2/5) 375.00 425.00
14. Monarch Bowler (9/5) 450.00 550.00
15. Official Jumbo (9/5) 595.00 650.00
16. Jumbo Deluxe (9/4) 525.00 575.00

**Ball Bowlers**

1. ABC Bowling Lane 150.00 175.00
2. ABC Tournament Bowler (6/5) 195.00 250.00
3. ABC Magnate (4/5) 225.00 250.00
4. Bonus Score (4/5) 215.00 225.00
5. Hollywood (5/5) 125.00 150.00
6. blinker (8/5) 175.00 200.00
7. Busy Body (8/5) 145.00 175.00
8. Bowling Team (10/5) 155.00 195.00
9. *Rocket Shuffle (8/5)* 75.00 95.00
10. 2 Player 100.00 125.00
11. Explorer Shuffle (8/5) 205.00 225.00
12. Championship (11/5) 175.00 225.00
13. Double Feature (12/5) 295.00 350.00
14. *Red Pin (2/5)* 395.00 425.00
15. Bowler Master (5/5) 505.00 575.00
16. *Giant Shuffle (11/4)* 450.00 495.00
17. *Big Eye Drop Ball (11/5)* 150.00 175.00

**UNIFIED**

**Shuffles**

1. Clipper (5/5) 95.00 125.00
2. Deluxe model 125.00 175.00
3. 5th inning (4/5) 65.00 85.00
4. Solstice (6/5) 185.00 225.00
5. Deluxe model 165.00 195.00
6. Super Bonus (9/5) 295.00 350.00
7. Deluxe model 195.00 225.00
8. Top Swatch (10/4) 175.00 215.00
9. Regulation (11/5) 175.00 200.00
10. Deluxe model 225.00 245.00
11. Midget Bowling Alley (3/5) 75.00 100.00
12. *Retro Model* 100.00 125.00
13. Eagle (5/5) 225.00 300.00
14. Airliner (3/5) 325.00 450.00
15. Cyclone (19/5) 350.00 450.00
16. Niagara (11/5) 350.00 400.00
17. Dual (5/5) 145.00 195.00
18. Zenith (6/5) 395.00 475.00
19. X-Ray (9/9) 575.00 625.00
20. X-Way (12/5) 595.00 675.00
21. Big Bonus (2/6) 525.00 625.00

**Ball Bowlers**

1. *Bowling Alley (11/5)* 125.00 150.00
2. *Darting Alley (9/5)* 125.00 150.00
3. Royal Bowler (12/5) 295.00 375.00
4. Flat Rocker (10/5) 225.00 275.00
5. Duplex (11/5) 255.00 315.00
6. Singles (5/5) 325.00 400.00
7. League (10/5) 355.00 565.00
8. Handicap (11/5) 600.00 675.00
9. Bally Super Hunter (10/5) 155.00 195.00
10. Falcon (6/4) 625.00 695.00

**WILLIAMS**

**Ball Bowlers**

1. Roll-A-Ball (12/5) 100.00 125.00

**UPRIGHT AMUSEMENT GAMES**

1. ABC Clipper (5/5) 125.00 150.00
2. All County I (5/7) 125.00 150.00
3. All County II (5/7) 125.00 150.00
4. AB Wildcat (5/5) 160.00 195.00
5. AB Clipper Wheel (4/5) 150.00 175.00
6. ABC Croquet (4/5) 95.00 115.00
7. ABC Clipper Pitch (4/5) 150.00 175.00
8. ABC Clipper Pitch (4/5) 150.00 175.00
9. ABC Clipper Pitch (4/5) 150.00 175.00
10. ABC Clipper Pitch (4/5) 150.00 175.00
11. ABC Clipper Pitch (4/5) 150.00 175.00
12. ABC Clipper Pitch (4/5) 150.00 175.00
13. ABC Clipper Pitch (4/5) 150.00 175.00
14. ABC Clipper Pitch (4/5) 150.00 175.00
15. ABC Clipper Pitch (4/5) 150.00 175.00
16. ABC Clipper Pitch (4/5) 150.00 175.00
17. ABC Clipper Pitch (4/5) 150.00 175.00
18. ABC Clipper Pitch (4/5) 150.00 175.00
19. ABC Clipper Pitch (4/5) 150.00 175.00
20. ABC Clipper Pitch (4/5) 150.00 175.00

**KIDDIE RIDES**

1. Bally Champion Horse 175.00 225.00
2. Bally Moon Ride 150.00 200.00
3. Bally Space Capsule 150.00 200.00
4. Bally Speed Boat 145.00 195.00
5. Trolley 400.00 495.00
6. Bally's Horse and Buggy 195.00 245.00
7. Bally's Space Ship 175.00 235.00
8. Bally's Moon Ride 150.00 200.00
9. Bally's Space Capsule 150.00 200.00
10. Bally's Speed Boat 145.00 195.00
11. Reindeer 250.00 300.00
12. Science Fiction 175.00 225.00
13. Safari Boat Ride 100.00 125.00
14. Texas Merry-Go-Round 200.00 250.00

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**The Cash Box—July 8, 19**
UNITED'S **CLASSIC** DE LUXE BOWLING ALLEY

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