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We wish to thank all our many friends throughout the World . . . and assure them that Cash Box will continue to bring the industry the utmost, following its well known and proven policy of honest, fearless, constructive and progressive service.

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"YEARS FROM NOW" / "YOU DON'T KNOW"

Arranged and Conducted by DICK JACOBS
BRUNSWICK - 55219

Brunswick RECORDS

Personal Management
NAT TARNOPOL

Cash Box—August 5, 1961
<table>
<thead>
<tr>
<th>Record Label</th>
<th>Record Title</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>Columbia</td>
<td>Sentimental Me (Rag Mop)</td>
<td>Ames Brothers</td>
</tr>
<tr>
<td>Columbia</td>
<td>You're the One</td>
<td>Andrews Sisters</td>
</tr>
<tr>
<td>Columbia</td>
<td>Rum and Coca-Cola</td>
<td>Anka, Paul</td>
</tr>
<tr>
<td>Columbia</td>
<td>I Can Dream, Can't I</td>
<td>Austin Gene</td>
</tr>
<tr>
<td>Columbia</td>
<td>Lonely Boy</td>
<td>Autry, Gene</td>
</tr>
<tr>
<td>Columbia</td>
<td>Silver Haired Daddy</td>
<td>Avalon, Frankie</td>
</tr>
<tr>
<td>Columbia</td>
<td>Rudolph the Red-Nosed Reindeer</td>
<td>Baker, Charlie</td>
</tr>
<tr>
<td>Columbia</td>
<td>Venus</td>
<td>Barron, Blue</td>
</tr>
<tr>
<td>Columbia</td>
<td>I Cried A Tear</td>
<td>Barton, Eileen</td>
</tr>
<tr>
<td>Columbia</td>
<td>Little Darlin'</td>
<td>Baxter, Les</td>
</tr>
<tr>
<td>Columbia</td>
<td>The Stroll</td>
<td>Benton, Broke</td>
</tr>
<tr>
<td>Columbia</td>
<td>Teen Angel</td>
<td>Black, Jeanne</td>
</tr>
<tr>
<td>Columbia</td>
<td>Doggett, Bill</td>
<td>Boone, Pat</td>
</tr>
<tr>
<td>Kapp</td>
<td>The Fat Man</td>
<td>Boyd, Jimmy</td>
</tr>
<tr>
<td>Imperial</td>
<td>Going Home</td>
<td>Brewer, Teresa</td>
</tr>
<tr>
<td>Columbia</td>
<td>You Said You Loved Me</td>
<td>Britt, Elton</td>
</tr>
<tr>
<td>Columbia</td>
<td>Please Don't Leave Me</td>
<td>Brown, Les</td>
</tr>
<tr>
<td>Columbia</td>
<td>Going To The River</td>
<td>Brown, Tubby</td>
</tr>
<tr>
<td>Columbia</td>
<td>Ain't It I Myself</td>
<td>Byrnes, Ed</td>
</tr>
<tr>
<td>Columbia</td>
<td>I Can't Go On</td>
<td>Cabana, Freddy</td>
</tr>
<tr>
<td>Columbia</td>
<td>Ain't That A Shame</td>
<td>Checker, Chubby</td>
</tr>
<tr>
<td>Columbia</td>
<td>I'm In Love Again</td>
<td>Checkers Rosner</td>
</tr>
<tr>
<td>Columbia</td>
<td>Be Weevil</td>
<td>Coe, Cozy</td>
</tr>
<tr>
<td>Columbia</td>
<td>Blue Monday</td>
<td>Coke, Nat &quot;King&quot;</td>
</tr>
<tr>
<td>Atlantic</td>
<td>Blueberry Hill</td>
<td>Como, Perry</td>
</tr>
<tr>
<td>Imperial</td>
<td>It's You I Love</td>
<td>Columbia</td>
</tr>
<tr>
<td>Atlantic</td>
<td>I'm Walking With You</td>
<td>Columbia</td>
</tr>
<tr>
<td>Columbia</td>
<td>Wheel of Love</td>
<td>Columbia</td>
</tr>
<tr>
<td>MGM</td>
<td>True Love, True Love/Dance With Me</td>
<td>Columbia</td>
</tr>
<tr>
<td>Columbia</td>
<td>Save The Last Dance For Me</td>
<td>Columbia</td>
</tr>
<tr>
<td>Columbia</td>
<td>Howdy Doody</td>
<td>Columbia</td>
</tr>
<tr>
<td>Columbia</td>
<td>True Love</td>
<td>Columbia</td>
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<td>Columbia</td>
<td>I Apologize</td>
<td>Columbia</td>
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<tr>
<td>Columbia</td>
<td>It's All In The Game</td>
<td>Columbia</td>
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<tr>
<td>Columbia</td>
<td>Laughing In The Dark</td>
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<tr>
<td>Columbia</td>
<td>Bye Bye Love</td>
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<td>Columbia</td>
<td>Wake Up Little Susie</td>
<td>Columbia</td>
</tr>
<tr>
<td>Columbia</td>
<td>All I Have To Do Is Dream</td>
<td>Columbia</td>
</tr>
<tr>
<td>Capitol</td>
<td>Bird Dog/Devoted To You</td>
<td>Columbia</td>
</tr>
<tr>
<td>Columbia</td>
<td>The Song From Moulin Rouge</td>
<td>Columbia</td>
</tr>
<tr>
<td>Columbia</td>
<td>Theme From A Summer Place</td>
<td>Columbia</td>
</tr>
<tr>
<td>Columbia</td>
<td>Easy To Be Loved</td>
<td>Columbia</td>
</tr>
<tr>
<td>Columbia</td>
<td>Even If Some Rain Must Fall</td>
<td>Columbia</td>
</tr>
<tr>
<td>Columbia</td>
<td>Come Softly To Me</td>
<td>Columbia</td>
</tr>
<tr>
<td>Columbia</td>
<td>Heart Of Stone</td>
<td>Columbia</td>
</tr>
<tr>
<td>Columbia</td>
<td>Sixteen Tons</td>
<td>Columbia</td>
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<tr>
<td>Columbia</td>
<td>Tell Me Why</td>
<td>Columbia</td>
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<tr>
<td>Columbia</td>
<td>Love Is A Many-Splendored Thing</td>
<td>Columbia</td>
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<tr>
<td>Columbia</td>
<td>Moments To Remember</td>
<td>Columbia</td>
</tr>
<tr>
<td>Columbia</td>
<td>No Not Much</td>
<td>Columbia</td>
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<tr>
<td>Columbia</td>
<td>Anybody</td>
<td>Columbia</td>
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<td>I'm Walking Behind You</td>
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<td>Oh My Pappa</td>
<td>Columbia</td>
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<tr>
<td>Columbia</td>
<td>I Need You Now</td>
<td>Columbia</td>
</tr>
<tr>
<td>Columbia</td>
<td>Into Each Life Some Rain Must Fall</td>
<td>Columbia</td>
</tr>
<tr>
<td>Columbia</td>
<td>Several Girls In A Star</td>
<td>Columbia</td>
</tr>
<tr>
<td>Columbia</td>
<td>There's A Star-Spangled Banner</td>
<td>Columbia</td>
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<tr>
<td>Columbia</td>
<td>Where Are We Going</td>
<td>Columbia</td>
</tr>
<tr>
<td>Columbia</td>
<td>There's A Morning Rainbow</td>
<td>Columbia</td>
</tr>
<tr>
<td>Columbia</td>
<td>My Heart's Praying</td>
<td>Columbia</td>
</tr>
<tr>
<td>Columbia</td>
<td>Little Darlin'</td>
<td>Columbia</td>
</tr>
<tr>
<td>Columbia</td>
<td>I'm Singing In The Rain</td>
<td>Columbia</td>
</tr>
<tr>
<td>Columbia</td>
<td>I'll Be Home For Christmas</td>
<td>Columbia</td>
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<td>Columbia</td>
<td>You Can't Help Me (I Need You)</td>
<td>Columbia</td>
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<tr>
<td>Columbia</td>
<td>I'm Remembering You</td>
<td>Columbia</td>
</tr>
<tr>
<td>Columbia</td>
<td>Dear Hearts And Gentle People</td>
<td>Columbia</td>
</tr>
<tr>
<td>Columbia</td>
<td>New San Antonio Rose</td>
<td>Columbia</td>
</tr>
<tr>
<td>Columbia</td>
<td>Maria,Nana's Band</td>
<td>Columbia</td>
</tr>
<tr>
<td>Columbia</td>
<td>Sweet Leilani</td>
<td>Columbia</td>
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<td>Columbia</td>
<td>We Need Christmas</td>
<td>Columbia</td>
</tr>
<tr>
<td>Columbia</td>
<td>Now Is The Hour</td>
<td>Columbia</td>
</tr>
<tr>
<td>Columbia</td>
<td>Tea For Two Cha Cha Cha</td>
<td>Columbia</td>
</tr>
<tr>
<td>RCA</td>
<td>Lost Date</td>
<td>Columbia</td>
</tr>
<tr>
<td>Coral</td>
<td>Sh-Boom</td>
<td>Columbia</td>
</tr>
<tr>
<td>Coral</td>
<td>That'll Be The Day</td>
<td>Columbia</td>
</tr>
<tr>
<td>Coral</td>
<td>Shiny Night</td>
<td>Columbia</td>
</tr>
<tr>
<td>Coral</td>
<td>Sunday, Monday, Or Always</td>
<td>Columbia</td>
</tr>
<tr>
<td>Coral</td>
<td>I'll Be Home For Christmas</td>
<td>Columbia</td>
</tr>
<tr>
<td>Coral</td>
<td>Sinner Girl</td>
<td>Columbia</td>
</tr>
<tr>
<td>Coral</td>
<td>Too-Ra-Loo-Too-Ra-Ra-Lal</td>
<td>Columbia</td>
</tr>
<tr>
<td>Coral</td>
<td>I Just Begin To Tell You</td>
<td>Columbia</td>
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<tr>
<td>Coral</td>
<td>Dear Hearts And Gentle People</td>
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<tr>
<td>Coral</td>
<td>Galway Bay</td>
<td>Columbia</td>
</tr>
<tr>
<td>Coral</td>
<td>Jingle Bells</td>
<td>Columbia</td>
</tr>
<tr>
<td>Coral</td>
<td>Don't Fence Me In</td>
<td>Columbia</td>
</tr>
<tr>
<td>Coral</td>
<td>Somewhere Take It Away</td>
<td>Columbia</td>
</tr>
<tr>
<td>Coral</td>
<td>Play A Simple Melody</td>
<td>Columbia</td>
</tr>
<tr>
<td>Coral</td>
<td>Whirlwind Song</td>
<td>Columbia</td>
</tr>
<tr>
<td>Coral</td>
<td>Prisoner's Song</td>
<td>Columbia</td>
</tr>
<tr>
<td>Coral</td>
<td>You're Breaking My Heart</td>
<td>Columbia</td>
</tr>
<tr>
<td>Coral</td>
<td>Love</td>
<td>Columbia</td>
</tr>
<tr>
<td>Coral</td>
<td>Facing The Rain</td>
<td>Columbia</td>
</tr>
<tr>
<td>Coral</td>
<td>The Message</td>
<td>Columbia</td>
</tr>
<tr>
<td>Coral</td>
<td>Lullaby</td>
<td>Columbia</td>
</tr>
<tr>
<td>Coral</td>
<td>It's You I Love</td>
<td>Columbia</td>
</tr>
<tr>
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<td>Little Darlin'</td>
<td>Columbia</td>
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<td>The Stroll</td>
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<tr>
<td>Coral</td>
<td>Come Go With Me</td>
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<tr>
<td>Coral</td>
<td>Quiet Village</td>
<td>Columbia</td>
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<tr>
<td>Coral</td>
<td>Little Darlin'</td>
<td>Columbia</td>
</tr>
<tr>
<td>Coral</td>
<td>In The Groove</td>
<td>Columbia</td>
</tr>
<tr>
<td>Coral</td>
<td>Hello Dolly</td>
<td>Columbia</td>
</tr>
<tr>
<td>Coral</td>
<td>My Old Kentucky Home</td>
<td>Columbia</td>
</tr>
<tr>
<td>Coral</td>
<td>Have You Heard</td>
<td>Columbia</td>
</tr>
<tr>
<td>Coral</td>
<td>Young Love</td>
<td>Columbia</td>
</tr>
<tr>
<td>Coral</td>
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THIS IS YOUR LIFE
NBC - TV

PERSON TO PERSON
CBS - TV

WHAT'S MY LINE
CBS - TV

This Fall

THE CONNIE FRANCIS TV SPECTACULAR
ABC - TV Network for BRYLCREEM
Sept. 13 - 9 to 10 P.M.

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...AND INTERNATIONALLY!

current hit single:

"TOGETHER"

b/w

"TOO MANY RULES"

K 13019

Management: GEORGE SCHECK
161 W. 54th St., N.Y.C.
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Robbee,

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(Ace,

2863

Margo

Crown,

(Columbia,

M.

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Everest,
Thanks to everyone for a wonderful year!

Brenda

A Special Thanks To All The DJ’s for being so nice to me in the current Cash Box Poll

Watch for Brenda's first Motion Picture for 20th Century Fox “TWO LITTLE BEARS”

Direction: WM. MORRIS AGENCY
exclusively DECCA RECORDS
Publicity: BRANDY COMPANY
Personal Mgt.
DUB ALBRITTEN

Cash Box—August 5, 1961
NEW ORLEANS

QUARTER TO THREE

SCHOOL IS OUT

GARY

(U.S.)

BONDS

A NEW SMASH ALBUM

Dance ’til QUARTER TO THREE

with U.S. BONDS

NATIONALLY DISTRIBUTED BY RUST RECORDS, INC., N.Y.C.
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D.S.B.A. PROGRAM (the only program which offers you five months to pay for your purchases)

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“SAN ANTONIO ROSE”
RCA Victor 7893

Current Hit Album:
“FLOYD CRAMER ON THE REBOUND”
RCA Victor LPM/LSP 2359

Exclusively:

THANKS D.J.’s
Certainly appreciate your voting me...
BIG THREE WINNER IN 2 CATEGORIES

“MOST PROGRAMMED INSTRUMENTALIST — POP”
“MOST PROGRAMMED INSTRUMENTALIST — COUNTRY”
in the Annual Cash Box D.J. Poll

Cash Box—August 5, 1961
Sincerest Best Wishes To
THE CASH BOX
IN ITS 19th GREAT YEAR
WE HERALD IT AS THE CHAMPION OF THE MUSIC INDUSTRY
AND THANK ITS PERSONNEL FOR THEIR HELP TO PERPETUATE OUR INDUSTRY

ERNIE & GEORGE LEANER
UNIFIED RECORD DISTRIBUTORS, INC.
2029 South Michigan Ave., Chicago 16, Illinois
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WRITE OR CALL NOW
Pittsburgh — PAUL ALDERDICE
Cleveland — MARV BROWDY — CARL MADURI

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WRITE OR CALL NOW
Pittsburgh — PAUL ALDERDICE
Cleveland — MARV BROWDY — CARL MADURI

Cash Box — August 5, 1961
DEAR D.J.'s:
THANKS — THANKS — THANKS
A "Thanks" for each year you voted me
#1 MOST PROGRAMMED INSTRUMENTALIST
And . . . a million extra Thanks for all the extra things you have done for me
P.S. Hope you like my new single
"DRIVIN' HOME" / "TAMMY"
Jamie #1195
and my new LP
"GIRLS, GIRLS, GIRLS"
Jamie 3019 (Mono & Stereo)

Gratefully,

DUANE EDDY

Me Too!
HAROLD LIPSIUS
and
HARRY FINFER

ARTISTS, INC
(S. R. O.)
(Al Wilde, Pres.)
(Mart Curtis, Vice Pres.)
221 W. 57th Street, N.Y. 19, N.Y.

Cash Box—August 5, 1961
Thank you DEEJAYS!

BILLY VAUGHN

VOTED

MOST-PROGRAMMED STUDIO ORCHESTRA
CASHBOX ANNUAL DISK JOCKEY POLL

Dot RECORDS

"THE NATION'S BEST SELLING RECORDS"
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CAMBRIDGE
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Distribution Service For The Manufacturer That Wants Top Promotion And Complete Coverage. You Give Us The Product, We'll Deliver. Our Satisfied Mfrs. Are Our Best References.

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KANSAS CITY
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Inside, P. O. Box 3450
 Kansas City

MISSOURI
ST. LOUIS
Capital Records Dist. Corp.
2015 Sth St.
Jim Blackwood—MI 7-1285
(Continued)

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and the lines they handle

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Paul Linenheim—JE 4-4300
(ABC Paramount, Chaldeon, Vagound, Westminster, Impulse, Robindon)
Midwest Dist.
2647 Olive St.
Midwest Dist.

Robert Roberts Dist. Co.
1906 Washington Ave.
Robert Reussner—MA 1-0470
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Milt Weiss

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Pete Marino

REPUBLIC 3-9123
Milt Weiss

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(send, Mercury, 3-8800, Casablanca, Emi, Del-Fi, Elektra, MCA, Reprise, Shout, Sun, Sire, Stax, Warner, Vanguard, Vocalion, Young People's Records.)

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Our good reputation has been built with friends ... whose friendship has been earned with service. Such a reputation and friendship are sincerely cherished.

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1819 Fairmount Ave., Philo, 30, Pa.

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Cash Box—August 5, 1961

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Los Angeles, Calif.

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Milt Weiss

Central Record Enterprises
369 Sixth St.
San Francisco, Calif.

REPUBLIC 3-9123
Milt Weiss
...and put behind it the kind of skills and services that will make it pan out.

Your record gets the same treatment as Capitol's own—the same engineering, editing, mixing, processing and pressing. And when the sales start climbing fast, Capitol warehousing and shipping are there to meet the demand right now. You're in sound hands at Capitol—the kind of sound that makes a good record great.

(write or phone for full details)
... and you open the door to consumer satisfaction with a premium product at no extra cost. Here, at last, is a package designed to last the life of the record incorporating a permanent inner sleeve in a fully supported (3-side backbone) outer jacket.

The record is easily removed from its dust protected, scratch-free compartment and just as easily re-inserted after playing. You merely part the walls at their center and watch the Snap Flap automatically go into action.

We invite your inquiry. Write or phone Neway and your sample album will be given the Special Delivery Treatment characteristic of our service.

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Bob Ellis

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Del. Greene—F 7-8153

(Casa Medallion, Langdon)

King Records, Inc.
146 W. 54th St.
New York, N.Y. 10019

(RCA Victor, Capitol, Decca, Coral, Victory, Verve, Vee Jay)

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OF MAHALIA JACKSON

Featuring

THE NEW SOUND FOR '61

Watch For Our Exciting New Roster of Artists and Single Releases

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JUST AS I AM
LP 479 . . . Mahalia Jackson

MAHALIA
LP 480 . . . Mahalia Jackson

IN THE UPPER ROOM
LP 474 . . . Mahalia Jackson

ITALIAN LULLABIES
LP 492 (Mono & Stereo)

MY NONNA AND NONNO
CHACHA
LP 494 (Mono & Stereo)

MY BUBBA & ZADAS
CHACHA
LP 491 (Mono & Stereo)

A MAMA SINGS A LIEDELE
LP 497 (Mono & Stereo)

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LP 489

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Cash Box—August 5, 1961
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Congratulations "CASH BOX" on your 19th Birthday

MARNEL OF MARYLAND, INC.
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thanks
D.J.’s

for voting me

“Most promising instrumentalist”

Jørgen Ingmann

Exclusively recording for metronome

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Distributed in USA & CANADA by ATCO
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Cash Box—August 5, 1961
FAST DELIVERY is a Custom at RCA! When you have a record breaking big, you have to have all the records you need, when you need them. When Mr. RCA Custom handles things... brother, you got 'em! What's the key to RCA's speedy supply lines? Sure-fire three-plant service. With one factory on each coast—in New York and Hollywood, and one centrally located—in Indianapolis, RCA Custom offers you overnight shipping to any point in the nation. Call Mr. RCA Custom now, and watch his speed! RCA CUSTOM RECORD SALES

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Disk jockeys say "they are excellent for programming"**. Contact your local distributor and hear these four top money making records for yourself. Hearing is believing!

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• Some Day Service
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CASH BOX
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The Favorite of Millions Here and Abroad

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current single

“LITTLE MISS BELONG TO NO ONE”

b/w

“SEA SHELLS”

CORAL 62278

A happy 19th Anniversary to
Cash Box

personal management
BILL MONAHAN
Willow Music
200 W. 57th St.,
New York 19, N.Y.

Cash Box—August 5, 1961
"Heller Breaks 'School is Out'"

9 A.M., Mon., July 17, 1961, Phila. Pa. Bob Heller is proud to announce that he has passed the 15,000 mark in record sales on Mr. U.S. Bonds' fabulous blockbuster recording of "School is Out" on the LeGrand label. (This record has only been out a week.) This record was broken for a hit in Philly where Bob is a specialist in being a hitmaker & record breaker distributor. P.S. Mr. Mfg.: Do you want to break a record in Philly? Move forward, call POPular 5-1352.

We Make & Break Hits!

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and the lines they handle

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Says: Ask These Labels!!

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Gordonia Goldeline Good Sound Good Sound

Jay Jay Kent M. M. O.

Maebow Matone Makers Moogies

Neptune Pacific Jazz Pioneer

Ronzoves Rich Sharp Sharp

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Tea Tomio Twin Valiant

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Marvin Loeb 4327 W. Fingers St.

MI 5-1161

Miami, Fla.

Cash Box—August 5, 1961
Exclusively: CANADIAN AMERICAN RECORDS

DJ's
a million thanks for making possible the honor of winning
"MOST PROMISING FEMALE VOCALIST OF 1961"

Current Single:
DON'T BET MONEY HONEY
STARLIGHT, STARBRIGHT
CA 127

Current LP:
STARLIGHT, STARBRIGHT
CALP 1005

Lindo Scott

Exclusively: CANADIAN AMERICAN RECORDS
Bookings WILLIAM MORRIS AGENCY
MOST PLAYED RECORDS OF THE PAST 14 YEARS*

*The Top 10 Records of 1947 thru 1960 As Compiled by THE CASH BOX in its Annual Year-End Poll

1947
1. Peg O' My Heart—The Harmonicans
2. Near You—Francis Craig
3. Heartaches—Ted Weems
4. Anniversary Song—Al Johnson
5. That's My Desire—Frankie Laine
6. Mam'selle—Art Lund
7. Linda—Charlie Spivak
8. I Wonder Who's Kissing Her Now—Perry Como
9. Anniversary Song—Guy Lombardo
10. That's My Desire—Sammy Kaye

1948
1. My Happiness—Jon & Sandra Steele
2. Manana—Peggy Lee
3. Ballerina—Vaughn Monroe
4. Four Leaf Clover—Art Mooney
5. You Can't Be True, Dear—Ken Griffin—Jerry Wayne
6. Nature Boy—King Cole
7. Little White Lies—Dick Haymes
8. It's Magic—Doris Day
9. You Call Everybody Darling—Al Trace
10. Mickey—Ted Weems

1949
1. Forever And Ever—Rufe Morgan Orch.
2. Riders In The Sky—Vaughn Monroe
3. Again—Gordon Jenkins Orch.
4. Forever And Ever—Perry Como
5. Cruising Down The River—Blue Barron Orch.
7. Again—Vic Damone
8. So Tired—Russ Morgan Orch.
9. Lavender Blue—Dinah Shore
10. Buttons And Bows—Dinah Shore

1950
1. Goodnight Irene—Gordon Jenkins & The Weavers
2. It Isn't Fair—Sammy Kaye
3. Third Man Theme—Anton Karas
4. Mule Train—Frankie Laine
5. Mona Lisa—King Cole
6. Music, Music, Music—Teresa Brewer
7. I Wanna Be Loved—Andrew Sisters
8. I've Baked A Cake—Eileen Barton
9. I Can Dream Can't I—Andrew Sisters
10. That Lucky Old Sun—Frankie Laine

1951
1. Tennessee Waltz—Patti Page
2. How High The Moon—Les Paul & Mary Ford
3. Too Young—Nat "King" Cole
4. Be My Love—Mario Lanza
5. Because Of You—Tony Bennett
6. On Top Of Old Smoky—Weavers & Terry Gilkyson
7. Hi—Perry Como
8. Sin—Four Aces
9. Come On-A My House—Rosemary Clooney
10. Mockin' Bird Hill—Les Paul & Mary Ford

1952
1. Cry—Johnny Ray
2. Blue Tango—Leroy Anderson
3. Anytime—Eddie Fisher
4. Delicado—Percy Faith
5. Kiss Of Fire—Georgia Gibbs
6. Wheel Of Fortune—Ray Starr
7. Tell Me Why—Four Aces
8. I'm Yours—Don Cornel
9. Here In My Heart—Al Martino
10. Auf Wiedersehn Sweetheart—Vera Lynn

1953
1. Song From Moulin Rouge—Percy Faith
2. Till I Waltz Again With You—Teresa Brewer
3. April In Portugal—Les Baxter
4. Vaya Con Dios—Les Paul & Mary Ford
5. I'm Walking Behind You—Eddie Fisher
6. I Believe—Frankie Laine
8. Doggie In The Window—Patti Page
9. Why Don't You Believe Me—Jonie James
10. Pretend—Nat "King" Cole

1954
1. Little Things Mean A Lot—Kitty Kallen
2. Hey There—Rosemary Clooney
3. Wanted—Perry Como
4. Young At Heart—Frank Sinatra
5. Sh-Boom—Crewcuts
6. Three Coins In The Fountain—Four Aces
7. Little Shoemaker—Gaylords
8. Oh, My Papa—Eddie Fisher
9. Secret Love—Doris Day
10. Happy Wanderer—Frankie Laine

1955
1. Rock Around The Clock—Bill Haley & Comets
2. Davy Crockett—Bill Hayes
3. Cherry Pink And Apple Blossom White—Percy Prado
4. Melody Of Love—Billy Vaughn
5. Yellow Rose Of Texas—Mitch Miller
6. Ain't That A Shame—Pat Boone
7. Sincerely—McGuire Sisters
8. Unchained Melody—Al Hibbler
9. Crazy Otto—Johnny Maddox
10. Mr. Sandman—Chordettes

1956
1. Don't Be Cruel—Elvis Presley
2. The Great Pretender—Platters
3. My Prayer—Platters
4. The Wayward Wind—Gogi Grant
5. Whatever Will Be, Will Be—Doris Day
6. Heartbreak Hotel—Elvis Presley
7. Lisbon Antigua—Nelson Riddle
8. Canadian Sunset—Hugo Winterhalter
9. Moonglow & Picnic—Morris Stoloff
10. Honky Tonk—Bill Doggett

1957
1. Tammy—Debbie Reynolds
2. Love Letters In The Sand—Pat Boone
3. Bye Bye Love—Everly Brothers
4. It's Not For Me To Say—Johnny Mathis
5. Young Love—Sonny James—Tab Hunter
6. All Shook Up—Elvis Presley
7. So Rare—Jimmy Dorsey
8. Little Darlin'—Diamonds
9. Round And Round—Perry Como
10. Diana—Paul Anka

1958
1. Nel Blue Dipinto Di Blu—Domenico Modugno
2. It's All In The Game—Tommy Edwards
3. Patricia—Perez Prado
4. All I Have To Do Is Dream—Everly Brothers
5. Bird Dog/Devoted To You—Everly Brothers
6. Little Star—Elegants
7. Witch Doctor—David Seville
8. Twilight Time—Platters
9. Tequila—Champs
10. At The Hop—Danny & The Juniors

1959
1. Mack The Knife—Bobby Darin
2. Battle Of New Orleans—Johnny Horton
3. There Goes My Baby—Drifters
4. Venus—Frankie Avalon
5. Lonely Boy—Paul Anka
6. Personality—Lloyd Price
7. Three Bells—Browns
8. Put Your Head On My Shoulder—Paul Anka
9. Sleepwalk—Santo & Johnny
10. Come Softly To Me—Fleetwoods

1960
1. Theme From A Summer Place—Percy Faith
2. It's Now Or Never—Elvis Presley
3. Save The Last Dance For Me—Drifters
4. The Twist—Chubby Checker
5. Itsy Bitsy Teenie Weenie Yellow Polka Dot Bikini—Brian Hyland
6. I'm Sorry—Brenda Lee
7. Stuck On You—Elvis Presley
8. He'll Have To Go—Jim Reeves
9. Cathy's Clown—Everly Brothers
10. Running Bear—Johnny Preston
ACCLAIMED FOR HIS "MOST PROGRAMMED" HITS!
#1 Winner of The Annual Cash Box D.J. Poll

"MOST PROMISING MALE VOCALIST"
(2 Years In a Row)

"... When an entertainer receives such notice from those in the industry, he must feel as I do, thankful... I want to take this opportunity to express this appreciation — To all those D.J.'s, librarians and others, you've made this a wonderful year."

Opening Sept. 7th
COPACABANA, New York

Adam Wade

Best Selling Albums:

ADAM & EVENING
COED LPC 903
(Mono & Stereo)

AND THEN CAME ADAM
COED LPC 902
(Mono & Stereo)

Current Hit:
AS IF I DIDN'T KNOW
COED #553

Exclusively:

Direction:
WILLIAM MORRIS
AGENCY

Management:
CAPAX MGT. CORP.
MAL BRAVERMAN ASSOC.

Press Relations:

Cash Box—August 5, 1961
### THE BIG THREE

**WINNERS IN EACH CATEGORY OF THE CASH BOX DISK JOCKEY POLL**

#### MOST PROGRAMMED RECORD

<table>
<thead>
<tr>
<th>Position</th>
<th>Record Title</th>
<th>Artist(s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>&quot;G.I. BLUES&quot;</td>
<td>ELVIS PRESLEY (RCA VICTOR)</td>
</tr>
<tr>
<td>2</td>
<td>&quot;SWINGIN' SESSION&quot;</td>
<td>FRANK SINATRA (CAPITOL)</td>
</tr>
<tr>
<td>3</td>
<td>&quot;SING ALONG WITH MITCH&quot;</td>
<td>MITCH MILLER (COLUMBIA)</td>
</tr>
</tbody>
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#### MOST PROGRAMMED ALBUM

<table>
<thead>
<tr>
<th>Position</th>
<th>Album Title</th>
<th>Artist(s)</th>
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<tbody>
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#### MOST PROGRAMMED VOCAL GROUP

<table>
<thead>
<tr>
<th>Position</th>
<th>Group Name</th>
<th>Artist(s)</th>
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#### MOST PROGRAMMED INSTRUMENTALIST

<table>
<thead>
<tr>
<th>Position</th>
<th>Instrumentalist</th>
<th>Artist(s)</th>
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#### MOST PROMISING VOCAL GROUP

<table>
<thead>
<tr>
<th>Position</th>
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<th>Artist(s)</th>
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#### MOST PROGRAMMED ORCHESTRA

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<thead>
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<th>Position</th>
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#### MOST PROMISING ORCHESTRA

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#### MOST PROGRAMMED BAND

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<thead>
<tr>
<th>Position</th>
<th>Band Name</th>
<th>Artist(s)</th>
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#### MOST PROGRAMMED STUDIO ORK

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<tr>
<th>Position</th>
<th>Orchestral Group</th>
<th>Artist(s)</th>
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#### MOST PROMISING MALE VOCALIST

<table>
<thead>
<tr>
<th>Position</th>
<th>Vocalist Name</th>
<th>Artist(s)</th>
</tr>
</thead>
</table>

#### MOST PROMISING FEMALE VOCALIST

<table>
<thead>
<tr>
<th>Position</th>
<th>Vocalist Name</th>
<th>Artist(s)</th>
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#### MOST PROMISING INSTRUMENTALIST

<table>
<thead>
<tr>
<th>Position</th>
<th>Instrumentalist</th>
<th>Artist(s)</th>
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</thead>
</table>
My sincerest thanks
to America's DJ's
for again naming me
"most programmed
male vocalist."

Have you heard my newest?
on reprise
CASH BOX POP DJ POLL

WHICH RECORDS DID YOU PROGRAM MOST?

EXODUS—FERRANTE & TEICHER
RUNWAY—DEL SHANNON
CALCUTTA—LAWRENCE WELK
Are You Lonesome Tonight—Elvis Presley
Wonderland By Night—Bert Kaempfert
Theme From The Apartment—Ferrante & Teicher
Where The Boys Are—Connie Francis
Never On Sunday—Don Costa
Blue Moon—Marlons
Last Date—Floyd Cramer
It's Now Or Never—Elvis Presley
Will You Love Me Tomorrow—Shirelles
Theme From A Summer Place—Percy Faith
Portrait Of My Love—Steve Lawrence
Cathy's Clown—Everly Bros.
I'm Sorry—Brenda Lee
Wheels—String-A-Longs
Apache—Jorgen Ingmann
You Can Depend On Me—Brenda Lee
The Second Time Around—Frank Sinatra
Travelin' Man—Ricky Nelson
Quarter To Three—U.S. Bonds
Don't Worry—Marty Robbins
100 Pounds Of Clay—Gene McDaniels
Emotions—Brenda Lee
Mother In Law—Erlie K-Doe
Surrender—Elvis Presley
Bell Weevil—Brook Benton
Pony Time—Chubby Checker
Only The Lonely—Roy Orbison
Stand By Me—Ben E. King
North To Alaska—Johnny Horton
I've Told Every Little Star—Linda Scott
Moody River—Pat Boone
Daddy's Home—Shep & The Limeliters
Everybody's Somebody's Fool—Connie Francis
Walk Don't Run—The Ventures
Save The Last Dance For Me—The Drifters
My Heart Has A Mind Of Its Own—Connie Francis
On The Rebound—Floyd Cramer
Little Devil—Neil Sedaka
Georgia On My Mind—Ray Charles
Poetry In Motion—Johnny Tillotson
He Will Break Your Heart—Jerry Butler
A Thousand Stars—Kathy Young & Innocents
But I Do—Clarence Henry

WHICH ALBUMS DID YOU PROGRAM MOST?

G.I. BLUES—ELVIS PRESLEY
SWINGIN' SESSION—FRANK SINATRA
RING ALONG WITH MITCH—MITCH MILLER (All)
All The Way—Frank Sinatra
Tonight In Person—The Limeliters
Last Date—Lawrence Welk
Nie 'N Easy—Frank Sinatra
Come Dance With Me—Frank Sinatra
Calcutta—Lawrence Welk
Cameo—Original 6/8 Way Cast
Memories Made Of This—Dean Martin
Mr. Lucky—Henry Mancini
Here We Go Again—Kingston Trio
Wonderland By Night—Bert Kaempfert
Gundfighter Ballads—Marty Robbins
We Got Us—Steve & Eydie
Emotions—Brenda Lee
The Bobby Darin Story—Bobby Darin
Ring A Ding Ding—Frank Sinatra
Great Motion Picture Themes—Various Artists
Latin A La Pee—Peggy Lee
Darin At The Copa—Bobby Darin
Look For A Star—Billy Vaughn
Elvis Is Back—Elvis Presley
Johnny's Greatest Hits—Johnny Mathis
On The Rebound—Floyd Cramer
Brenda—Brenda Lee
Exodus—Film Soundtrack
This Is Brenda—Brenda Lee
Wheels and String-A-Longs—Billy Vaughn
Ballads & Rhythms Of Broadway—Johnny Mathis
Ray Charles In Person—Ray Charles
Sounds Of The Great Bands—Glen Gray

WHICH MALE VOCALISTS DID YOU PROGRAM MOST?

FRANK SINATRA
ELVIS PRESLEY
BOBBY DARIN
Ricky Nelson
Paul Anka
Johnny Mathis
Bobby Rydell
Perry Como
Brook Benton
Nat King Cole
Fats Domino
Pat Boone
Ray Charles

WHICH FEMALE VOCALISTS DID YOU PROGRAM MOST?

CONNIE FRANCIS
BRENDA LEE
DORIS DAY
Peggy Lee
Eddy Gorme
Etta James
Patti Page
Elia Fitzgerald
Anita Bryant
Dinah Washington
Kay Starr
Kesey Smith

WHICH VOCAL GROUPS DID YOU PROGRAM MOST?

TIE—EVERY Brothers
FOUR FRESHMEN
SHIRELLES
Drifters
McGuire Sisters
Mitch Miller Gang
Fleetwoods
Brothers Four
Platters
Ames Brothers

WHICH STUDIO ORCHESTRAS DID YOU PROGRAM MOST?

BILLY VAUGHN
PERCY FAITH
DON COSTA
Ferrante & Teicher
Glen Gray
Mantovani
Al Caiola
Henry Mancini

WHICH BANDS DID YOU PROGRAM MOST?

LAWRENCE WELK
LEN ELGART
RAY CONNIFF
Les Brown
Stan Kenton
Ray Anthony
Glenn Miller
Count Basie

* Because of the nature of the Mitch Miller Sing-Along albums, disk jockeys in responding to the poll reported the entire series as a “most programmed album.”
RESULTS

WHICH INSTRUMENTALISTS DID YOU PROGRAM MOST?

DUANE EDDY
FLOYD CRAMER
FERRANTE & TEICHER
Bill Black's Combo
Chet Atkins
Jorgen Ingmann
Ventures
George Shearing Quintet
Andre Previn
Roger Williams
Peter Fountain
Bert Kaempfert
Billy Vaughn
Al Caiola
Santo & Johnny
Les Paul & Mary Ford
Erroll Garner
Jonah Jones
Johnny & Hurricanes
George Geekey
Al Hirt
Eddie Harris
Art Van Duurse
Ray Charles

WHICH UP AND COMING INSTRUMENTALISTS DO YOU THINK ARE MOST PROMISING?

Jorgen Ingmann
Floyd Cramer
Ventures
Peter Nero
B. Bumble & The Stingers
Sj. Caiola
Kokomo
St. Hirt

WHICH UP AND COMING ORCHESTRAS DO YOU THINK ARE THE MOST PROMISING?

Bert Kaempfert
Don Costa
St. Caiola
Bobby Vinton
Bob Thompson
St. Zentner
Felix Slitkin
Ferrante & Teicher
Quincy Jones
Ray Charles
Glebenoff Strings
Andre Previn
Frogmen
Clyde Otis
Henry Mancini
Terry Snyder
Marty Gold
Henry Jerome
Cannonball Adderley

WHICH UP AND COMING VOCAL GROUPS DO YOU THINK ARE MOST PROMISING?

Limeniters
Shirelles
Brothers Four
Marcela
Fleetwoods
Echoes
Velvets
Tokens
Shel and the Limelites
Skip-Jacks
Rogents
Roomates
Chimes

WHICH UP AND COMING MALE VOCALISTS DO YOU THINK ARE MOST PROMISING?

ADAM WADE
GENE MCDANIELS
BOBBY VEE
Del Shannon
Roy Orbison
Matt Monroe
Clarence Henry
Johnny Burnette
Frank D'Rose
Ben E. King
Tony Orlando
Jack Jones
Bobby Darin
Raf Donner
Donnie Brooks
Bobby Rydell
Eddie Hodges
Guy Pastor
Gary U.S. Bonds
Frank Gari
Mark Murphy
Ernie K-Doe
Johnny Maestro
Gene Pitney
Don
Bobby Lewis
Lee Clark
Jerry Butler
Johnny Nash

WHICH UP AND COMING FEMALE VOCALISTS DO YOU THINK ARE MOST PROMISING?

LINDA SCOTT
JOANIE SOMMERS
CARLA THOMAS
Kathy Young
Nancy Wilson
Shelby Flint
Diana Frank
Maxine Brown
Jeanne Black
Etta James
Anita Bryant
Connie Francis
Brenda Lee
Cathy Jean
Connie Stevens
Dodie Stevens
Janie Grant
Mary Joe
Mavis Rivers
Marge Dodson
Gogi Grant
Wanda Jackson
Dama Ja
Lolita
Ernestine Anderson
Aretha Franklin
Gloria Lynne
Etta Jones

Congratulationss
to
Cash Box
on your 19th Anniversary—
from all of our family (Peacock-Duke-BackBeat)—whom you have helped in some way within the pages of Cash Box during your 19 years of publishing.
May You have many—many more years in publishing one of our FINEST magazines in the trade.

"Duke"

LITTLE JUNIOR PARKER
MISS LAVELL
LITTLE BUCK
BUDDY ACE
LARRY DAVIS
JIMMY WILSON
FENTON ROBINSON

"Peacock"

GATEMOUTH BROWN
KENNETH DEAL
AL "TNT" BRAGGS
JAMES BOOKER
TONY WASHINGTON
ABNER & LINDA JAY
WILLIARD BURTON

"Backbeat"

THE ROB ROYS
JOE HINTON
JERRY FOSTER
BOBBY DOYLE
TENNISON STEPHENS

"Peacock Spiritual Artist"

DIXIE HUMMINGBIRDS
SENSATIONAL NIGHTINGALES
THE ORIGINAL FIVE BLIND BOYS
THE GOSPELAIRES
REV. CLOEPHUS ROBINSON
REV. WILLIAM C. TRAMMELL
SISTER JOSEPHINE JAMES
THE GOSPEL CONSOLATORS
MIGHTY CLOUDS OF JOY
SPIRITS OF MEMPHIS
PILGRIM JUBILEE SINGERS

Don D. Robey, President
Duke - Peacock - Backbeat Records, Inc.
2809 Erastus St.
Houston, Texas

Cash Box—August 5, 1961
MOST PROGRAMMED RECORD
1953—“Till I Waltz Again With You”—Teresa Brewer
1954—“Secret Love”—Doris Day
1955—“Melody Of Love”—Billy Vaughn
1956—“Sixteen Tons”—Tennessee Ernie Ford
1957—“Don’t Be Cruel”—Elvis Presley
1958—“All The Way”—Frank Sinatra
1959—“Tom Dooley”—Kingston Trio
1960—“Mack The Knife”—Bobby Darin
1961—“Exodus”—Ferrante & Teicher

MOST PROGRAMMED ALBUM
1956—“Wee Small Hours”—Frank Sinatra
1957—“Songs For Swinging Lovers”—Frank Sinatra
1958—“Come Fly With Me”—Frank Sinatra
1959—“Come Dance With Me”—Frank Sinatra
1960—“Come Dance With Me”—Frank Sinatra
1961—“G.I. Blues”—Elvis Presley

MOST PROGRAMMED MALE VOCALIST
1953—Eddie Fisher
1954—Eddie Fisher/Perry Como (tie)
1955—Perry Como
1956—Perry Como
1957—Frank Sinatra
1958—Frank Sinatra
1959—Frank Sinatra
1960—Frank Sinatra
1961—Frank Sinatra

MOST PROGRAMMED FEMALE VOCALIST
1953—Patti Page
1954—Patti Page
1955—Rosemary Clooney
1956—Jaye P. Morgan
1957—Doris Day
1958—Patti Page
1959—Connie Francis
1960—Connie Francis
1961—Connie Francis

MOST PROGRAMMED VOCAL GROUP
1953—Four Aces
1954—Four Aces/Hilltoppers (tie)
1955—Four Aces/McGuire Sisters
1956—Four Lads
1957—Four Lads
1958—Four Lads
1959—Four Lads/Four Freshman
1960—Kingston Trio
1961—Kingston Trio/Everly Brothers

MOST PROGRAMMED BAND
1953—Ralph Flanagan
1954—Ray Anthony
1955—Ralph Marterie
1956—Benny Goodman
1957—Les Brown
1958—Ray Anthony
1959—Ray Anthony
1960—Les Elgart
1961—Lawrence Welk

MOST PROGRAMMED STUDIO ORCHESTRA
1956—Les Baxter
1957—Hugo Winterhalter
1958—Billy Vaughn
1959—Ray Conniff
1960—Perry Faith
1961—Billy Vaughn

MOST PROGRAMMED SMALL INSTRUMENTAL GROUP
1953—Les Paul & Mary Ford
1954—Les Paul & Mary Ford
1955—Bill Haley & His Comets
1956—Bill Haley & His Comets
1957—George Shearing Quintet

MOST PROGRAMMED INSTRUMENTALIST
1958—Roger Williams
1959—Duane Eddy
1960—Duane Eddy
1961—Duane Eddy

MOST PROMISING MALE VOCALIST
1954—Kitty Kallen
1955—Jaye P. Morgan
1956—Gogi Grant
1957—Betty Johnson
1958—Connie Francis
1959—Dodie Stevens
1960—Connie Stevens
1961—Linda Scott

MOST PROMISING FEMALE VOCALIST
1954—Four Knights
1955—Hi-Lo’s/DeCastro Sisters
1956—Platters
1957—Hi-Lo’s
1958—Four Preps
1959—Kingston Trio
1960—Brothers Four
1961—Limeliters

MOST PROMISING VOCAL GROUP
1954—Les Elgart
1955—Richard Maltby
1956—Dick Jacobs
1957—Ray Conniff
1958—Ray Conniff
1959—Henry Mancini
1960—St Zentner
1961—Hert Kaempfert

MOST PROMISING ORCHESTRA
1954—Les Elgart
1955—Dick Hyman Trio
1956—Dick Hyman Trio

MOST PROMISING SMALL INSTRUMENTAL GROUP
1954—Dick Hyman Trio
1955—Dick Hyman Trio
1956—Dick Hyman Trio

MOST PROMISING INSTRUMENTALIST
1958—Champs
1959—Dave “Baby” Cortez
1960—Bill Black’s Combo
1961—Jorgen Ingmann
MR. DEALER!!!
OVERSTOCKED WITH LP'S
WE’LL CLEAR YOUR DEAD STOCK
FROM NOW TILL SEPT. 30th

For every 10 LP's you buy before Sept. 30, 1961, we will exchange, at no charge, any 3 of your dead stock LP's, any make or any label, (Monaural for Monaural, Stereo for Stereo), for any 3 you choose from our catalog.

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List Price  
$4.98 Mono  
$5.98 Stereo

Dealer Price  
$2.47 Mono  
$2.97 Stereo

WRITE FOR OUR FREE CATALOG!  
THEN RUSH YOUR ORDER, PLUS YOUR DEAD INVENTORY TO US NOW!!

Your order will be filled either through our regular distributor or directly from us, depending on your location. Shipment will be prepaid.

100% EXCHANGE PRIVILEGE!  
All merchandise you buy before September 30, 1961 will be 100% exchangeable until December 31, 1961 against any items in our catalog, including new releases!

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JOHNSON  KERWOOD  LAUREL  MARDI GRAS  MUSIC MAKERS  MYERS  NOMAR  OLD TOWN  POLYPHONIC  PREMIER  RAE-COX  RECORD-O-RAMA  SAVOY

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Tel. EM 3-6958

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Cash Box—August 5, 1961
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“THE MOST POPULAR GUITAR”
RCA VICTOR
LPM 2346

current HIT Single
“WINDY AND WARM”
and
“MAN OF MYSTERY”
RCA VICTOR 47-7891

exclusively

RCA VICTOR

Cash Box—August 5, 1961
Congratulations to
THE CASH BOX
on its 19th Anniversary!
From

WE'RE CELEBRATING TOO ! ! ! . . . WITH THESE BEST SELLERS!

DUM DUM
Brenda Lee 31272

I FALL TO PIECES
Patsy Cline 31205

THREE HEARTS IN A TANGLE
Roy Drusky 31193

NOW AND FOREVER
Bert Kaempfert 31279

TEARS ON MY PILLOW
The McGuire Sisters 62276
LITTLE MISS BELONG TO NO ONE
Teresa Brewer 62278
AGAIN
The Dimentions 62277
DON'T TAKE YOUR LOVE FROM ME
Little Linda 62279
YEARS FROM NOW and
YOU DON'T KNOW WHAT IT MEANS
Jackie Wilson 55219

and now EBB TIDE by EARL GRANT • DL 4165 • DL 74165

Cash Box—August 5, 1961
BIG HITS FOR 1961
"MAGNIFICENT SEVEN" & "BONANZA"

AL CAIOLA
SAYS THANKS TO THE NATION'S D.J.'S MAKING IT POSSIBLE
WINNER IN THE BIG THREE
AS VOTED IN THE ANNUAL CASH BOX POLL
"MOST PROMISING ORCHESTRA OF 1961"

CURRENT SINGLE:
AUTUMN IN CHEYENNE
SPEAK LOW
UA347

CURRENT ALBUM:
GOLDEN HIT INSTRUMENTALS
UAL3142
...the music of America... has been created for more than forty-five years by the skilled professional music men and women whose performance rights are represented by the Society. These music people have created a repertory that covers every phase of our musical literature. And this prime ingredient of our nation’s vast entertainment industry is readily available through a single ASCAP license.
“In our generation, the most profound change to come upon the music scene undoubtedly was the formation of Broadcast Music, Inc. . . . Tin Pan Alley is now the United States of America.”

An Editorial by
PAUL ACKERMAN, Music Editor
Billboard Music Week
January 30, 1961

Music—both as an art and an industry—is dynamic and ever-changing. To maintain a state of health it must be ever-seeking: it must always reach out and embrace new ideas and forms. It must avoid the status quo, for when an art and an industry lapses deeply into a rut, it can only decline and lose importance as a facet of the nation’s culture.

“In our generation, the most profound change to come upon the music scene undoubtedly was the formation of Broadcast Music, Inc. The creation of BMI set up a chain reaction of developments which brought to American music a richer repertoire and a broader base. In a phrase: Tin Pan Alley is now the United States of America.

DEPTH OF CHANGE

“The drama of this statement needs no undue emphasis. The simple statement of fact indicates clearly the depth of change that has come upon the music industry—upon its songwriters, publishers, artists and recording executives. And, of course, upon the people—the last and most important link to be effected.

“BMI brought to the music business not only dramatic change, but a large measure of romance. New sounds and new writers from faraway cities emerged to leave fresh impressions upon a musical scene.

“As is true of all major departures from the norm, the changing patterns dislocated writers and publishers of the old school. All who were solidly entrenched viewed the new era with irritation—if not loathing. The day of sleek comfort was dissipated by the onset of sharp competition.

A RICHER ART

“Yet, in our view, this competition has resulted in a richer musical art and a more progressive music business. This we feel is true not only in the fields of concert and jazz music, but also in the pop category where BMI has been most strongly attacked by adherents of the older music business. We feel that when serious composers begin the task of capturing the essence of musical America in major works, they will find that their basic material is all the richer because of the folk-oriented repertoire which BMI brought to the mainstream of pop music. When the tumult dies, it will be realized that this repertoire, neglected through the years, represents much of the musical heartland of the continent.

“Competition has made this musical growth possible. It is worth remarking that this competition was created by the broadcasting industry. It was not imposed by a governmental agency; rather, it is one of the notable examples of an industry facing a problem—the need for competition—and solving that problem from within.”

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So anyway, gang, all we want to say is thanks, thanks, thanks, thanks, thanks, and nice sentiments like that. And we mean it, too.
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*Foto by DEZO HOFFMANN—LONDON

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<table>
<thead>
<tr>
<th>ALABAMA</th>
<th>Cohen Amusement 210 Sitter Ave., Montgomery, Ala.</th>
<th>L &amp; F One Stop 2645 N.W. 7th St. Miami, Fla.</th>
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<tr>
<td>CALIFORNIA</td>
<td>Orlando Record One Stop 3736 San Pablo Ave., Emeryville, Calif.</td>
<td>GEORGIA</td>
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<td>Sam Ricklin California Music Co., 2940 W. Pine Blvd. Los Angeles, Calif.</td>
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<td>Dale Record Service 1847 S. Orchard Los Angeles, Calif.</td>
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<td>W. H. Laverhague 2277 W. Pine Blvd. Los Angeles, Calif.</td>
<td>ILLINOIS</td>
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<td>Norty's One Stop 436 N. Fairfax Los Angeles, Calif.</td>
<td>Little AL's 3216 W. Lawrence Chicago, Ill.</td>
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<td>KLAHN'S 3229 S. Anthony Blvd. Ft. Wayne, Ind.</td>
<td>HI FI ONE STOP 804 N. Main St. Pearie, Ill.</td>
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<td>DAVE'S RECORDS 127 Park Ave. E. Hartford, Conn.</td>
<td>INDIANA</td>
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<td>Sundial and Grae One Stop 125 Park Ave. E. Hartford, Conn.</td>
<td>SILVERS RECORD SHOP 501 Main St. Evansville, Ind.</td>
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<td>LESLIE DISTRIBUTORS 1363 Wind St. Hartford 5, Conn.</td>
<td>DUCHESSE ONE STOP RECORD SHOP 113 N. Capital Indianapolis, Ind.</td>
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<td>NOT CUTTER Cutler's Record Shop 33 Broadway New Haven, Conn.</td>
<td>HERMAN ENT. 1311 N. Capital Ave. Indianapolis, Ind.</td>
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<td>COLORADO</td>
<td>IOWA</td>
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<td>Mountain Dist. 3630 Dawson St. Davenport, Iowa. J. Sherwin Sales 472 Broadway Davenport, Iowa.</td>
<td>IOWA</td>
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<td>WASHINGTON, D.C.</td>
<td>KANSAS</td>
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<td>Quality Music 1836 7th St., N.W. Washington, D.C.</td>
<td>KENTUCKY</td>
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<td>FLORIDA</td>
<td>VARIETY RECORD SHOP 645 S. 4th St. Louisville, Ky.</td>
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<td>Budisco 60 Riverside Jacksonville, Fla.</td>
<td>VINE RECORD SHOP 400 E. BROADWAY Louisville, Ky.</td>
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<td>Budisco 286 N.W. 29th St. Miami 37, Fla.</td>
<td>THOMAS HARDCORF CO. Prestontburg, Ky.</td>
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<td>Carol Music Co. 2203 W. Flagler Miami, Fla.</td>
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Rampart
Division
McCombs
Siegel,
ROSARC.

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WE
Box
Jackson
Kent
643
Grand
Detroit,
White
Detroit,
Miller
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8422
Detroit,
Record
Consolidated
Dearborn,
13254
Bay
MICHIGAN
One
12727
Boston
Allston,
Dick's
Boston,
Baltimore
1221
Musical
Shreveport,
140
728
New
One
P.
S.
Jerry
Coin
City,
Lincoln
W.
Mich.
Lieberman
Farnam
Uptown
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Newark, N. J.
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One Step
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Binghamton, N. Y.
One Step Service
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Ringhamton, N. Y.
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Buffalo, N. Y.
Frontier One Stop
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Buffalo, N. Y.
Music House
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Buffalo, N. Y.
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Rochester 4, N. Y.
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New York, N. Y.
 Harlem River Records
4251 McCombs Place
New York, N. Y.
Leslie Distributing Corp.
639 10th Ave.
New York, N. Y.
New York Dist.
447 10th Ave.
New York, N. Y.
Ray Mar Sales
170-21 Jamaica Avenue
Jamaica, L. I., N. Y.
Schonberger
2602 Tilden Avenue
Brooklyn, N. Y.

Town Hall Records
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Brooklyn, N. Y.
Steckan Music House, Inc.
24 Warburton Ave.
Yonkers, N. Y.

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Parker House Of Music
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Fayette, N. Carolina

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Cleveland, Ohio

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1818 Prospect
Cleveland, Ohio

Northern One Stop
2006 Prospect
Cleveland, Ohio

Star Records
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Cleveland, Ohio

Elta Records
14 E. Spring St.
Columbus, Ohio

Star Records
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Massillon, Ohio

Keller Radio
904 W. Delaware
Toledo, Ohio

Music Systems
1302 Jackson
Toledo, Ohio

Plaza Records
309 Boardman-Confield
Youngstown, Ohio

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Portland, Ore.

Sixth Ave. Record Shop
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Portland, Ore.

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4093 Lancaster

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Pittsburgh, Pa.

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Scranton, Pa.

Duey
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Stroudsburg, Pa.

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Austin, Texas

Record Shop
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Austin, Texas

Katie's Record Shop
202 So. Tyler
Dallas, Texas

Music Box
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Dallas, Texas

L & FOS
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Dallas, Texas

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Houston 2, Texas

H. W. Daily
1415 S. Flores
San Antonio, Tex.

E & A Record Shop
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San Antonio, Texas

Tradewinds, Music
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Houston, Texas

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Music Box
10th & 9th Ave.
Salt Lake City, Utah

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127 E. 2nd St.
Salt Lake City, Utah

VIRGINIA
P & H Mountains
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Norfolk, Va.

Mike Levine
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Norfolk, Va.

Pat's One Stop
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Richmond, Va.

Pat's Record Shop
216 E. Broad St.
Richmond, Va.

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Roanoke, Va.

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Seattle, Wash.

N W Record Sales
600 Danny Way
Seattle, Wash.

Seattle One Stop
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Seattle, Wash.

The Music Box
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Spokane, Wash.

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Elkins Music
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Charleston, W. Va.

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Hoffmans
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Milwaukee, Wisc.

Midwest Radio Company
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Milwaukee 8, Wisconsin

Radio Doctors
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Milwaukee 3, Wisc.

Record City
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Victory Record Service 1028 N. 1st Avenue Birmingham, Alabama Joe Varano Dixie Supermarket Service 700 North Conception Street Mobile, Alabama Alan Mathis

**ARIZONA**
Azteca Sundries Co. 1610 E. Maryland St. Phoenix, Ariz.

**ARKANSAS**
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Sieben's News Agency 6301 Forbush Road Box 4375 Asher Station Little Rock, Arkansas Stan Selbert

**CALIFORNIA**
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Record Rack Service, Inc. 4430 Santa Monica Blvd. Los Angeles 29, Calif.

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Marshaw Midwest 1950 Arapahoe Denver, Colo. Paul Marcus Pueblo News 9425 East Evans Pueblo, Colorado Herb Merton Western Record Distributors Box 9173 Manitou Station Denver, Colorado

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**WASHINGTON, DC**
Edge Limited 6405 Chillum Place, N. W. Washington 11, D. C.
Mac-Mac Distributors 4620 Wisconsin Ave. N. W. Washington 17, D. C.

**DELAWARE**
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**FLORIDA**
Bush Dist. Co. 60 Riverside Ave. Jacksonville, Fla.
Marshaw Co. Inc. P. O. Box 3213 Jacksonville 6, Fla.
Budicee One Stop 280 N W 29th St. Miami, Fla.
L & F One Stop Record Ser. 3645 N W 7th St. Miami, Fla.
Hicks News Agency 1316 North Palm Avenue Orlandia, Florida Clarence Hicks

**ILLINOIS**

**INDIANA**
Midwest Distributors 933 Nutman Avenue Fort Wayne, Indiana
Tri-State Distributors 933 Nutman Avenue Fort Wayne, Indiana
Indiana Merchandize Co. 1010 Central Ave. Indianapolis 2, Ind.

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Pioneer Dist. Co. 2953 South Kansas P. O. Box 2059 Wichita, Kansas
Pioneer Distributors 710W Douglas Wichita, Kansas

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- Modern Record Service
  - P.O. Box 3727
  - Lafayette, La.
- Modern Record Service
  - 310 Central Ave.
  - New Orleans, La.

**MAINE**

- The Boyd Corp.
  - 84 West Circular Street
  - Portland, Maine
- Bill Hill
  - Canron Company
  - 93 Indian St.
  - Portland, Maine
- Jules Abramson
  - Jayson Company
  - 73 Indian St.
  - Portland, Maine

**MARYLAND**

- Edgar Ellis Dist. Corp.
  - 1810 Frederick Avenue
  - Baltimore, Maryland

**MASSACHUSETTS**

- Boston Record Dist.
  - P.O. Box 235
  - Station A
  - Boston 18, Mass.
- Recordwagon, Inc.
  - 790 Commonwealth Avenue
  - Boston, Mass.
  - Cecil Steen
  - Temple Sales Inc.
  - 1593 Tremont St.
  - Boston, Mass.
- Toy Distributors
  - 624 Waverly St.
  - Framingham, Mass.
- Lusley Sales Corp.
  - 28 Riverview St.
  - Needham Heights, Mass.
- Imperial Distributors, Inc.
  - 24 Granby Road
  - Worcester 4, Mass.

**MICHIGAN**

- Handleman Co.
  - 670 E. Woodbridge
  - Detroit 26, Mich.
- Merchants Wholesale Service
  - 10567 Grand River Ave.
  - Detroit 4, Mich.
- Monroe Distributing Company
  - 100 Hall Street, S.W.
  - Grand Rapids, Michigan
  - Herman Rubin
  - Monroe Novelty Co.
  - 338 Bridge St. N.W.
  - Grand Rapids 4, Mich.
- Canfield Suppelt
  - 614 North Fayette
  - Saginaw, Michigan

**MINNESOTA**

- Dosco, Inc.
  - 410 12th Avenue, N.
  - Minneapolis, Minn.
  - Ken McLean
  - Record Service Co.
  - 1913 Plymouth Ave. N.
  - Minneapolis 11, Minn.

**MONTANA**

- Playhouse, Inc.
  - 1015 Poplar
  - Helena, Montana
  - Ben Hopkins

**MISSOURI**

- Top North Record
  - 1415 Babolink Place
  - Brentwood 17, Mo.

- K.C. Rak Sales, Inc.
  - 701 West 24th St.
  - Kansas City, Mo.
- Rak Sales Inc.
  - 3625 Delmar Blvd.
  - St. Louis 8, Mo.

**NEVADA**

- Music City Records of Nevada
  - 5409 Gypsy Avenue
  - Las Vegas, Nevada
- Ranchita Distributing Company
  - 5680 S. Virginia Road
  - Reno, Nevada
  - D. Jones

**NEW JERSEY**

- National Merchandising Services Corp.
  - Stokes Road
  - Medford, New Jersey
  - Larry Goughan
- Market Merchandisers Inc.
  - 907 Flatironehuy Ave.
  - Newark 12, N. J.
  - Brandu, Inc.
  - Div. of N. W. Moody
  - 126 Leaming St.
  - S. Hackensack, N. J.
- Metropolitan Marketers
  - 126 Leaming Street
  - South Hackensack, New Jersey
  - R. Stevenson

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  - Western Wholesale Co.
  - P.O. Box 4218-Ste. A
  - Albuquerque, New Mexico

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  - Albany, New York
  - Tom Markowski
- Marshaw of New York Inc.
  - 1078 Broadway
  - Albany, N. Y.
- Almor Playtime Co., Inc.
  - 10 Leonard St.
  - Amsterdam, N. Y.
  - Albert Human
- Mecca Books Dist.
  - 15 N. Grand Ave.
  - Baldwyn, N. Y.
- Planters, Inc.
  - 496 Chenango Street
  - Binghamton, New York
  - M. Fein
- Alcor Housewares Corp.
  - 302 Flushing Ave.
  - Brooklyn 5, N. Y.
- Supermarket Housewares
  - 589 East New York Avenue
  - Brooklyn, New York
  - Ray Feldman
- Paramount Record Sales Co.
  - 187 W. Burnside Ave.
  - Bronx 33, N. Y.
- Service Housewares
  - 429 Devoe Avenue
  - Bronx, New York
  - E. Stubbe
  - Tischler & Co.
  - 70 Strong St.
  - Bronx 68, N. Y.
- Merchandising of Western New York
  - 556 7th Street
  - Buffalo, New York
  - S. Levy
- Willard Record Mfg. Corp.
  - 1785 Walden Ave.
  - Buffalo 35, N. Y.
- Willard Rec. Dist.
  - 640 Virginia
  - Buffalo, N. Y.

**OHIO**

- Tak-A-Toy, Inc.
  - 100-25 Northern Blvd.
  - Corona, New York
  - Jack Israel
- Variety House
  - 12 Capitol Ave.
  - Genoa, N. Y.
- Fleetwood Record Service Inc.
  - 12-03 42nd Ave.
  - Long Island City 1, N.Y.
  - Superior Mfg., Co.
  - 350 Nassau
  - Roosevelt, L. I., N. Y.
- National Record Distributors
  - 111 Eighth Avenue
  - New York, New York
  - Ed Stein
- Toy House of Hudson Valley
  - Manchester Road
  - Poughkeepsie, N. Y.
  - Kurtus Bros.
- Statewide Record Sales
  - 1771 Clinton Ave.
  - N. Rochester, N. Y.
  - Universal Record Sales
  - 525 Joseph Avenue
  - Rochester, New York
  - Finger Lake Home Mfg. Co.
  - 240 Humingway Dr.
  - Rochester, N. Y.
  - Almor Co.
  - 2100 Park St.
  - Syracuse, N. Y.
  - Marshaw of N. Y., Inc.
  - 610 Burnett Ave.
  - Syracuse 3, N. Y.
  - Taymon
  - 70 Palisade Ave.
  - Youngers, N. Y.

**NORTH CAROLINA**

- Alexander News Company
  - 25 Carolina Lane
  - Asheville, North Carolina
  - Clarence Sutliff
- Dixie News Co.
  - 2100 Freedom Dr.
  - Charlotte, N. C.
- Handleman Co.
  - 320 Isley St.
  - Greensboro, N. C.
- Quigley Show Room Specialties
  - Dix. The Younger Set
  - 815三 Dawson St.
  - Wilmington, N. C.

**OREGON**

- Austin Brothers
  - 7056 N. E. Glisan St.
  - Portland 13, Ore.
- Wm. Blackburn
  - Record Merchandising Ser.
  - 105 N. E. 62nd Ave.
  - Portland 13, Oregon
- Julian Bownd Enterprises
  - 3560 E. Kinningsworth
  - Portland 11, Oregon
- Paul Jackson Company
  - 1308 N. W. Park Street
  - Roseburg, Oregon
- Hick Sundries Co.
  - 3060 N. River Rd.
  - Salem, Oregon

**Pennsylvania**

- Rothschild Co.
  - 201 Sixth Ave.
  - Altoona, Pa.
- E. P. Records of Erie
  - 2103 Garland St.
  - Erie, Pa.
- Record Bar: Rock
  - 1127 State Street
  - Erie, Penna.
- Wombach Distributors, Inc.
  - 14 N. 4th St.
  - Harrisburg, Pa.
- Wombach Dist.
  - 707 Haner St.
  - Johnstown, Pa.
- Lebanon News Agency
  - 32 North 6th Street
  - Lebanon, Penna.
- Triangle News Company
  - 301 Munson Avenue
  - McKees Rocks, Penna.
  - George Fine

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THE HOUSE OF HITS

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and

Bobby Boyd

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<thead>
<tr>
<th>Company Name</th>
<th>Address</th>
<th>Phone</th>
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<tr>
<td>Allied Recording Products Co.</td>
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<td>Camden Plastic Assn.</td>
<td>21624 Micke Street Camden</td>
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<td>Carey Corp.</td>
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<td>16868 Gerfield</td>
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<td>Commodore Record Corp.</td>
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<td>Dean Hubbard Plastics</td>
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<td>Keyser Chemical Co.</td>
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<td>Leachman Associates Inc.</td>
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<td>Pilot Rubber &amp; Plastics</td>
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<td>El Monte, Calif.</td>
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<td>Research Craft Plastics</td>
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<td>Thompson Records</td>
<td>Perryville Rd.</td>
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<td>Vaille Co.</td>
<td>New Orleans, La.</td>
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<td>Webster Records</td>
<td>Webster, Mass.</td>
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<td>Cohoes Carry Bag Company N. Y.</td>
<td>Cala Corp. 822 S. Wabash Ave. Chicago, Ill.</td>
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<tr>
<td>Imperial Paper Box Corp. 2352 Newport St. Brooklyn, N. Y.</td>
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(Continued on page 141)

BABS GONZALES
WE AIN'T GOT INTEGRATION"
and
"LONELY ONE"

ETTA JONES
TILL THERE WAS YOU"
"ALL THE WAY"
"MISS LUCY"
"CARELESS LOVE"
"HE SAID, SHE SAID, I SAID"
"I COULD WRITE A BOOK"
"GREATEST ROSTER OF OUTSTANDING JAZZ"

DONALD BYRD AT THE HALF NOTE CAFE

DOIN' ALLRIGHT
Dexter Gordon

BLUE NOTE

SAVOY RECORDS

IN WASHINGTON, D.C.

PRESTIGE RECORDS, INC.
2030 Washington Ave., Bergenfield, N. J.
WEAPONS REVIEW:

B+ Very Good  B Good  C+ Fair  C Mediocre

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

COLUMN OPINION:

Pick of the Week

"YEARS FROM NOW" (2:33) "YOU DON'T KNOW WHAT IT MEANS" [Merimac BMI—Tuckers, Philadelphia; MEANS] Adams, Ott)

"CANDY MAN" (2:48) [January BMI—Ross, Neil]

ROY ORBISON (Memorial 417)

Orbison, who sat in the 'chart throne' with his #1 outing, "Runnin' Scared," should again be in that comfortable position with his newest, "Crying." It's a soft beat ch'a ch'a heartbreaker with a dramatic drum beat that builds to a fantastic climax. Roy's superb vocals receive a wonderful Bob Moore choral-orchestra assist. The harmonica lends the way on "Candy Man" a standout rhythm & blueser that can also attain Top 100 status.

"BIG COLD WIND" (2:41) [Gaf BMI—Moseley, Elgin]

"THAT'S MY DESIRE" (2:08) [Mills ASCAP—Loveday, Kressa]

PAT BOONE (Dot 16244)

Boone, who sailed back into chartville in sensational fashion with his "Moody River" release, should continue his winning ways with both ends of this new-oldie pairing. The newie, "Big Cold Wind," is a fabulous tear-compelling rock-a-cha-cha affair. The old-timer is the Frankie Laine wake-up-backward smash, "That's My Desire," that Pat un-dates with beat-ballad finesse. Splendid support from the Milt Rogers orchestra on both stands.

"TAKE GOOD CARE OF MY BASHFUL BOB" (2:10) "BABY" (2:27) [Camarillo, Simon-Jackson BMI—Alton BMI—King, Goffin] Glasser, Leslie]

BOBBY VEE (Liberty 55354)

Youngster's long chain of hits (his most recent chart representation being "How Many Tears") should soon be adding two more powerful links in this new pairing. One half, "Take Good Care Of My Baby," is a tearful jumper that Bobby dual-tracks with touching sincerity. He's "Bashful Bob" on the appealing soft beat ch'a ch'a coupler. Top notch assist by the Johnny Mann Singers on both halves.

"LONELY STREET" (2:08) [Arc BMI—Bisco]

"WHY CAN'T YOU" (1:30) [Arc BMI—Gaultry]

CLARENCE HENRY (Argo 5395)

"Lonely Street" is a crinch to make it three big ones in-a-row for Henry. It's a tearjerker that spotlights Clarence in his best rock-a-cha-cha form. Flavorful instrumental support round out the winner. "Why Can't You," on the other end, is a rhythmic walker (from the Pat's Domino school) that also looks good, chart-wise.

"HULLY GULLY AGAIN" (2:23) [Maravilla BMI—Smith, Goldsmith]

"FRANKIE AND JOHNNIE" (2:20) [Sharpio-Bernstein ASCAP—Bunch, Leighton]

LITTLE CAESAR & THE ROMANS (Del-Fi 1164)

"LOVE HAS FINALLY COME MY WAY" (2:09) [M. Wittmark & Sons ASCAP—Peckress, Vance]

"MOONLIGHT MOUNTAIN" (2:21) [Vicker ASCAP—Pober, Freeman]

FARON YOUNG (Capitol 3735)

The smooth-toned country song stylist, who finally broke thru the pop barrier (in smash style) with "Hello Walls," can come thru another dual-mart chart triumph here. The newie, tagged "Love Has Finally Come My Way," is an enticing, chorus-backed beat-ballad shuffler. "Moonlight Mountain" is a captivating soft ballad sentimental romancer that makes for a beautiful companion piece.

"BLUE LITTLE IF THERE IS A FLAME" (Brent 7023)

"DREAMLAND" (2:26) [Westbury BMI—Gomez Smith]

Larry gives an affecting teen-market ballad account of the tender love-dovey. First-rate rock-a-string (chorus) sentiment in the setting. This could move with sufficient exposure.

"HIDEAWAY HEAVEN" (2:06) [Clifton BMI—Gomez, Smith]

Another fine love-dovey showing by the songwriter and backings.

BOB CLAYTON (Sims 110)

"OCEAN OF TEARS" (2:15) [R&R BMI—Franks, Sims] that proves the quality receives a commercial outing from songwriter Clayton and the famed-for-backup, Born & Raised label. Label is based in Hollywood.

"MY HEART'S WITH YOU" (My Darling) (2:40) [R&R BMI—Johnson, Simmons] A semi-dramatic portrayal of a romance that also has a folk touch.

TOMMY WALTERS (Limelight 771)

"THAT'S THE LOVE" (2:23) [Hardell BMI — Walters] Singer Walters displays a reliable teen rhythm delivery here, receiving an inferior studio sound. Though organ-instrumental combo backdrop, good bright-beat entry from the N.Y.-based discry.

"LITTLE ANGEL" (1:59) [Bordell BMI—Dee, Dell, Walters] Warm rock-a-cha affectionate.

AL TOUSAN (Seville 113)

"MOO MOO" (1:57) [Tide-land BMI—Tousan] Teen-oriented instrumental, with an organ mostly heading the display. A hot sax is heard in the middle section. Lots of good-sounding rock life to this track.

"BLUE MOOD" (2:47) [Tide-land BMI—Tousan] As the title suggests, this is a moody, featuring a keyboard.

THE DYNAMOS (Cub 9006)

"WOH! WOH! YEAH! YEAH!" (2:17) [Painted Desert BMI—Hill, Diamond] Interesting funky-beat affair which gets its title by the sound of the rhythm cats. A handful gigism is also used.

"MANHUNT" (2:21) [Mary Hill BMI—Hill, Diamond]

Opus with an air-of-mystery receives a driving sound from the musicians.

WAYNE PAYNES (Phillips 3323)

"POINT OF VIEW" (2:45) [Le BMI—Coggswell] Effective quick-beat backing by the combo-chorus for Powers' upbeat true lovers. Beck has worthy teen-market merit.

"MY LOVE SONG" (2:11) [Knob BMI—Coggswell] The songster's more sentimental vocal gets busy-beat ballad accompaniment.

CHARLIE JESTER (LeCam 722)

"SYLVIA" (2:97) [LeBill BMI—Taylor] Teen rhythm affair, is done with an easy-beat sound by the singer and combo-chorus. Cost-cutting handle the label.

"IF ONLY I HAD KNOWN" (2:00) [LeBill & Starfire BMI—Howard, Hill] Another relaxed romantic for the teeners. Strings are included here.

STEEL EVENS (Wink 1005)

"NOBODY WISHED ME A HAPPY BIRTHDAY" (2:26) [Poor International BMI—Field, Bos- lin] Wistful is conveyed with fine teen sensitivity by the singers, who receive a setting that includes sparse female chants a la The Flamingoes' "You Can't Have It For Eye." Merits teetleprogram.

"HE REFUSED TO CHA CHA" (2:15) [Index BMI—Fisher, Martin] Novelty with a straight, well-defined cha-cha beat. Good for moving the step. Waxyx is situated in N.Y.

MITCH MANNING ORCH-CHORUS (Cole 1)

"TIME OUT FOR LOVE" (2:50) [M. Manning, Stillman, Watts] New Chicago-based label bows with a lively combo-pop with the time-out support of a cornet whistle is used to convey the title idea. Chorus is headed by male and female duets.

SONNY HODGES (Mylr 404)

"JAMIE" (2:01) [Star-Flite BMI—Hodges] Same is a record that is used against a good-sounding, Floyd Crammer-ish blues piano stint.

"FLAME" (2:20) [Star-Flite BMI—Hodges] Country-flavored to this emotional tribute to the loved-one.

ROY GRAHAM COMBO (Heartbeat 44)

"MEXICALI ROSE" [M. M. Cole BMI—Stone, Tennessee] The Chicago label, which ceters mostly to luke-jubes, offers a warm-organ-led reading of the waltz sturdy.


DALLAS FRAZIER (Musikon 106)

"SHE MADE ME CRY" (2:07) [Golden Key BMI—Frazier] Wild R&B-styled delivery with colorful vocal chattering throughout Singer Frazier has a dynamic delivery, and besides the chattering, the setting includes a lively chimes-lee duet. Exciting entry from the Los Angeles label.

"THERE GOES MY BRIDE" (2:08) [Golden Key BMI—Frazier] Frazier does a hestitating narrative and warble in this blue plultive about a bride and the guy who isn't going down the aisle with her.
THE EVERGREEN!
THE PLATTERS!!!
THE HIT!!!!!!!!!

I’LL NEVER SMILE AGAIN

THE PLATTERS

MERCURY 71847

from the album
REMEMBER WHEN
SR 60087 / MG 20410
Pick of the Week

"DEED I DO" (2:14) [Laurel ASCAP—Hirsch, Rose]
"FOR SENTIMENTAL REASONS" (2:33)
[Decca BMI—Best, Watson]
THE CLEFTONES (Gee 1967)
The Cleftones, whose "Reelin' and rockin' to their solid rock-a-cha-cha up-dating of "Heart And Soul," can repeat with this similarly-styled revival of "Deed I Do." Side oughta make the teens sit up and take notice—quick. The evergreen backing. "For Sentimental Reasons," takes a softer, but equally potent, teen beat cha cha view. A twin-treat.

"OLE SLEW-FOOT" (2:15)
"MISS MARCY" (3:30)
[Bluebonnet, Cajun BMI—Webb]
[Magic Circle BMI—Paynell]
JOHNNY HORTON (Columbia 23063)
The late Johnny Horton can again be a topic of conversation between the country and pop hit circles. This Columbia follow-up to the songstress's recent dual-cut, "Sleep Walk, John," is a double-tired money-making affair. Both the fast paced "Ole Slew Foot" harmonies-spotlighted footstomper and the touching sentimental waltzer, "Miss Marcy," can ride side-by-side up the charts.

"STOP RIGHT NOW" (2:42) [ARC BMI—Hall, Johnson]
"ALL MY LOVE BELONGS TO YOU" (2:15) [BMI—Nix, Glover]
THE VIBRATIONS (Checker 567)
The Vibrations can come thru in "Watusi" like-hit fashion with this rock-a-cha-cha pounder that they rock out with coin-catching authority. It's a pop-r&b teen dandy that sports bona rock vocal and music attention-getters. Boys turn the tables, flipside, carving out a pretty beat-ballad romancer.

"LOVEDROPS" [Ben Ghazi BMI—Robinson, Gibson]
"BABY YOU'RE SO FINE" [Ace, Ben Ghazi BMI—Tyler, Robinson, Robinson, Gibson]
MICKY & SLYLVIA (Willow 23000)
Micky & Sylvia's bow on the new King-distributed Willow label can give the artists their first big one in quite awhile. It's an ear-arresting soft beat cha cha romantic weeper, labeled "Raindrops," that features the duo's intriguing vocal blending. However, keep an eye on their fetching, hard beat cha cha reading of "Baby You're So Fine." Can be a double-header.

Pick of the Week

Newcomers

"DRUMS" (2:15) [Trio BMI—Leiber, Stoller]
"THIS MAGIC RING" (2:15) [Trio BMI—Leiber, Stoller]
KENNY CHANDLER (United Artists 342)
Chandler can beat his way to the upper ranges of the sales ladder with his first-time-out on UA. His voice is a power-packed marital beat opera, tagged "Drums," that he (and the orch chorus) renders with the telling, dramatic effect of Ray Obison's "Runnin' Scared." Great debut. "This Magic Ring" is a hauntingly beautiful folk-like ballad that also has loads of chart potential.

"JEREMIAH PEABODY'S POLY UNSATURATED, ETC." (2:22)
[Lowery BMI—Stevens]
"TEEN YEARS" (2:39) [Lowery BMI—Stevens]
RAY STEVENS (Mercury 71843)
This delightful joke at all those health drugs on radio & TV can give Ray Stevens the high chart berth he's been seeking. Dubbed "Jeremiah Peabody's Poly Unsaturated, Quick Dissolving, Fast Acting, Pleasant Tasting, Green And Purple Pills," it's a zing-tick-trilled, chorus back rock-a-cha-cha that Ray puts across in contagious, Coaster-like fashion. Inviting beat-ballad cooer in "Teen Years."

"YA YA" (2:27) [Fast, Barich BMI—Dorsey, Robinson]
"GIVE ME YOU" (2:22) [Fast, Barich BMI—Nivle]
LEE DORSEY (Fury 1633)
This one has the "grow-on-you" qualtity. It's an ear-arresting novelty, tagged "Ya Ya," that moves along at a catchy, shuffle-rock-a-rhythm pace. Infectious vocal and musical work on a lilt that could be a Fury debut cliché for Dorsey. The romantic-blue pleader, on the flip, takes a sock up beat ride.

LARRY HALL (Strand 25048)
(B+) "THE ONE YOU LEFT BEHIND" (2:06) [Weimar BMI—Branden, Simmons] Hall vibrantly relays the Latin-rock-platonic about a gal who seemingly wants more than the guy can offer. Guitar and gal chorus are the top backdrop sounds.
(B) "LADY OF LOVE" (2:19) [Arch ASCAP—Schroeder, Gold] A country-ish light-lead jumper.

Ben little (Revival 635)
(B+) "IMPRISON ME BABY" (2:15) [Garrett & Harve AS-CAP—Johnson] Contagious blues-rock romp by the songstress and very exciting-backed-backup choruses. The N.Y.-based waxery could make pop-r&b chart news with this attack.
(B) "FOREVER MINE" (2:17) [Garret ASCAP—Little, Johnson] Talent takes the plaintive blues-ballad road here.

BEVERLY TAYLOR (Ajax 1001)
(B) "HEARTACHE'S" (1:50) [Leeds ASCAP—Klenor, Hoff- man] One of the most salable pop tunes this side of "Rockin' Robin." It's a social concept, popular rhythm & blues. From the charts, the lark's light-hearted ballad also including a narrative, good rockin' from the Bronx, N.Y. dixiey.
(B) "IT'S AN OLD STORY" (2:20) [Amsshell BMI—Kennon, Petroni] Bright Latin-swingin' rock touch here. Organ has pro beat statements.

BETTY JAMES (CedJay 583)
(B) "HELP ME FIND MY LOVE" (2:35) [Garrett—James, Johnson] Touch which gives a capable R&B-market account of the basic blueser.
(B) "I'M A LITTLE MIXED UP" (2:45) [Garrett—James, John- son] R&B doings in an upbeat vein.

BILL REEDER (Hi 2637)
(B) "TILL I WAIT AGAIN WITH YOU" (2:35) [Bill & Range BMI—Purron] The old Time Jive hit gets a good-sounding rock-a-billy-styled eating from the songwriter and musicians. Kids will enjoy this rock look at the tune.
(C+) "THERE WAS A TIME" (1:50) [Paragould BMI—Reeder] Unhurried blues wistful.

TEDDY & THE CONTINENTALS (R&B)
(B+) "DO YOU" (2:25) [Vince Rago BMI—Henry] Teen song team gives the kids a pleasing wave on their expression, which tells of a fellow who wants to know if another guy loves the one he's trying to win. Ef- fective chart opening. Might make noise with enough exposure.
(B) "TIGHTEN UP" (2:04) [Vince Rago BMI—Henry] Boys engage in a contagious upbeat attack. Label is located in Wilmington, Dela.

THE VERDICTS (East Coast 109)
(B) "MY LIFE'S DESIRE" (2:12) [Riko BMI—Brough, Brown] Boys warble the pleasing affectionate with inviting liltedness. A slap beat is included in the warm backdrop. A date deserving of teentime spades.
(B) "THE MUMMY'S BALL" (1:59) [El Mar BMI—Rice, Brown] A lively novelty rock going on from the fellas and combo.

ROCKY & THE STRINGS (Strand 30549)
(B) "LOLITA'S ON THE LOOSE" (2:33) [Mills ASCAP—Insetta, (a) Intershowing a distinctive electric guitar and string section ride. Affair has general programming appeal.
(B) "CHERRY ISLAND" (2:05) [Southern ASCAP—Insetta] Title hit comes from an exotic, easy-afternoon arrangement by the same set-up.

JOEY PROFETA (Pyramid 211)
(B) "SUNSHINE BABY" (1:46) [Miramar BMI—] Aimed at the teens, deck is a "r
cr"rock star with vocalist Profeta upfront. Label has offices in Los Angeles.
(C+) "LOU ANNE" (2:48) [Miramar BMI—] Softie expression by the artist.

FRANK YORK ORCH. (Dash 1963)
(B) "OCHEE CHA-CHA" (2:05) [Lenore ASCAP—York. Famed Russian folk tune, known pop- wise as "Dark Eyes," gets a bright cha-cha reading, including a solo vio- lin appearance by maestro-violinist, York.
(B) "THE PUSSY FOOT" (2:11) [Alkerford ASCAP—Ander- son, Ford, Kerr, Kerr] Swingin' work with a nod to the 20's. Completely Leroy Anderson ditty from his first Broadway score, "Goodbye song. "Coldbells." Both ends from the Chicago-based label are worth legt programming.

BUD DASHIELL & THE KINSMEN
(Warner Bros, 2531)
(B) "I TALK TO THE TREES" (2:39) [Chappell ASCAP—Lerner, Lowery] Never seen a better Dashie- well was formerly of the Bud & Travis duo) do an attractive job on Lerner & Lowery's lovely song from "Paint Your Wagon.""
KENNY CHANDLER
"DRUMS"
AND THE
"MAGIC RING"
PRODUCED BY LEIBER & STOLLER

KENNY CHANDLER
THE MAGIC RING (Trio, BMI) (2:31)—DRUMS (Trio, BMI) (2:18)—A strong new artist bows with a pair of solidly salable sides. First up is a good ballad sold over strong ork and chorus backing. Flip is a stirring, martial-styled effort that moves equally well. Either way here.
United Artists 342
**Best Bets**

**NINO & THE EBB TIDES** *(Madison 166)*

(B-I) "JUKE BOX SATURDAY NIGHT" (2:34) [Mutual ASCAP—Arc, Keel, Wildcat, Williams BMI] Backed by a group of artists who cued in on the "Oldies But Goodies" chick, can have a real smash here in this rock-a-teen up-dating of the Modernaires' classic. Featured tunes, this time around are "Book Of Love" and "Get A Job." Can bust loose.

(B-II) "SOMEDAY I'LL FALL IN LOVE" (2:18) [Monument BMI—Mazzaglia] This end the group tastefully carries out a warm beat-ballad item.

**JOHNNIE RAY** *(United Artists 341)*

(B-I) "HOW MANY NIGHTS, HOW MANY DAYS" (2:00) [Trio BMI—Miller, Carroll] The vet vocalist has begun his UA career with a bright revival of the tuneful oddity that has been set adult hit material. Can break out into gay, rhythm & blues type beat.

(B-II) "I'LL SING ALONG MY BANJO" (2:34) [Garrit BMI—Gomber, Bacharach] Sunny band—strummin' session.

**RAY MARTIN ORCH.** *(RCA Victor 7290)*

(B-I) "THE MIME'S THEME" (2:25) [Raymond BMI—Powell] The Martin orch does a colorful stomp on the catchy, continental-styled ditty, with the label is using for its fall LP promotion. Happy sound that can catch-on.

(B-II) "THE BOULEVARD OF BROKEN DREAMS" (2:10) [Remick ASCAP—Dubin, Warren] Chorus is included in this exciting arrangement of the old tear-jerker.

**ARTHUR PRYSOCK** *(Old Town 116)*

(B-I) "ONE MORE TIME" [Melly BMI—Russell, Passman, Medley] Vet, deep-voiced songster nicely handles the catchy chalupa-ish loveloo-dovey, with infectious combo and make chorus backing. Sound has a grow-on-you nature.

(B-II) "SPEAK TO ME" [Sheldon—Maureen BMI—Miller, Pines] Build-up triplet & string backed romantic pop by the performer.

**THE SUMMITS** *(Times Square 422)*

(B-I) "GO BACK WHERE YOU CAME FROM" (2:08) [Cas- rose BMI—Mills, Johnson] The drive on this deck gives the impetus to put this up into bigger hit. Dandy vocal and musical gimmicks, a la the Magnificent's while-back hit "Up On The Mountain."

(B-II) "TIMES SQUARE STOMP" (2:55) [Gaylord BMI—Johnson, Ray] Boys back up with a thumping instrumental rocker.

**TROY SHONDELL** *(Liberty 5333)*

(B-I) "THIS TIME" (2:35) [Tree BMI—Moman] Striking slowbeat plaintive portion from the vocalist and combo. Backed-up by sufficient airtime, this deck can go places.

(B-II) "GIRL AFTER GIRL, 2:55 [East West BMI—Sheldor] and setting offer an upbeat teen-romantic pose.

**CLYDE PITTS** *(4 Star 1574)*

(B-I) "BABY, DON'T BELIEVE HIM" (2:35) [4-Star Sales BMI—Pitts] Here's a Latin-country-styled pleaser that can make the Top 100 grade. Pits solidly gets the witty picture, while a male chorus is very effective in its lyric and changing roles. Must be eyed closely.

(B-II) "THE LONELY SIDE OF TOWN" (2:42) [4-Star BMI—Pitts] Somewhat of a Presley-sounding shuffle-beat rocker.

**LINK RAY & THE RAYMEN** *(Rumble 1000)*

(B-I) "JACK THE RIPPER" [Florentine BMI—Wray] Instrumentalists, bowing on their own label, named after their awed chink, dish-out a "ramble" affair with impressive guitar-led originality. This deck can move. Waxery is located in Washington, D.C.

(B-II) "THE STRANGER" [Florentine BMI—Wray] Catchy ditty displayed with sprightly zither-like effect by the crew.

**TOMMY WILLIAMS** *(Sue 747)*

(B-I) "MUST BE LOVE" (2:04) [Sue—Schwartz, Hilde BMI—Williams, White, Harris, White, Harris] Williams can come thru in a big ref. On this solid, quick moving rocker that he and the vocal crew knock out with coin-catching splutters.

(B-II) "I'LL FOLLOW YOU" (2:35) [Sputum, Hilde BMI—Williams, White, Harris, White, Harris] Lots of feeling's packed into the slow paced beat on this half. Also rates dual-mark attention.

**ANGELA MANTONE** *(Sunrise 6120)*

(B-I) "MOONLIGHT & ROSES" (2:15) [Charles N. Daniels ASCAP—Black, More, Lemare] Sentimental sturdiness is done with a nice Connie Francis-like manner by the girl, perfectly in line with the singing Belles, who made chart noise awhile back with "Someone Loves You."

(B-II) "WHIPPOORWILL" (2:50) [Golden Day ASCAP—MacManus] Inviting wistful softie.

**ROY YOUNG** *(20th Fox 256)*

(B-I) "FOUR AN' TWENTY" (2:00) [Raymond BMI—Kissell, White] Tote's a monker walking middle-beat rhythmical aff. Can make relatively noise. Song is not the top way but it's far better than the Charlie Gracie years back hit.

(B-II) "THIS FOOL HAS LEARNED" (2:30) [Dot BMI—Denny] A more-or-less conventional teen beat blues ballad here. Brown gives it a feelingful sendoff.

**JOHNNY BACHELOR** *(Kem 2704)*

(B-I) "BAD COMPANY" (2:50) [First Award BMI—Bachelder] Bachelor traces the short life of a fella with effective country-styled drama.

(B-II) "LIKE" (2:10) [First Award BMI—Stephens, Bachelor] A true-love opus told with a catchy funky-flavored combo in the backdrop. King handles the label.

**JERRY VINAR** *(Variety 1028)*

(C) "PLEASE TELL ME" (2:15) [Reveal ASCAP—Andalina] Vinar spins the familiar ballad stilt with orchestra-accompanion.

(C) "YOUR LOVE IS JUST FOR ME" (2:28) [Reliable ASCAP—Andalina] A lighter romantic approach.

**STORMY BROOKE & THE ESCAPADES** *(Astronaut 115)*

(C+) "CANNY CANNY CANNI- BEAT" (2:45) [Apollo BMI—Goske, LaRocca] Vocalists and musicians offer a rockin' novelty.

(C+) "DORIS" (2:40) [Apollo BMI—Goske, LaRocca] Hardbeat ballad with semi-plyers-lyric. Label's home-base is Youngtown, Ohio.

**LINDA MANNING** *(Bullet 1000)*

(C+) "OUR WORLD OF ROCK AND ROLL" (2:07) [New Keys BMI—Newman, Key] A deliber-ate-beat stilt in thelyrics defend today's teenagers and the teen-beat. Label works out of Nashville, Tenn.

(C+) "SWEETER THAN SWEET" (2:04) [NewKeys BMI—Key, Newman, Key] Lively rock-n-roll novelty.

**KELLY MILLER** *(Viking 1001)*

(B-I) "THE LETTER" (2:38) [Lar Bel BMI—Jarson] Quick-hit teen statement, including rhymes ef-fects about a gal's letter and the guy who can't find 'l-ove you written on it. Miller varies the ditty with help from a cheerful female chorus.

(C+) "YOU BETTER BELIEVE IT" (2:44) [Dot BMI—Globel] Gals are also present in this happy rocker.

**CHARLES BROWN** *(King 5523)*

(B-I) "BUTTERFLY" (2:52) [Lois BMI—Bradshaw] Vet & singer-guitarist caresses a romantic warning. The girl's voice is a true walking middle-beat rhythmical aff. Can make relatively noise. Song is not the top way but it's far better than the Charlie Gracie years back hit.

(B-II) "THIS FOOL HAS LEARNED" (2:30) [Dot BMI—Denny] A more-or-less conventional teen beat blues ballad here. Brown gives it a feelingful sendoff.

**GARY USHER** *(Lan-Cet 144)*

(B-I) "TOMORROW" (1:54) [Podium BMI—Asheton, Ford] Each day brings more love for the guy in this sunny rock stilt by the songer and guitar/musicians.

(B-II) "LIES" (2:35) [Podium BMI—Uscher, Burns] This end moves over to disenchanted teen vocalizing.

**BOWLEGS** *(Zap 101)*

(B-I) "ONE MORE TIME" (Part 2) (1:58) [Hara BMI—Miller, Meaders] Home on the out-porch for the new home of the Blues subsíd is a rockin' instrumental over which Bowlegs offers Kingfish-like combo comments. Could be a strong r&b entry.

(B-II) "ONE MORE TIME" (Part 1) (1:45) [Hara BMI—Miller, Meaders] The opening side is a straight rhythmical instrumental. Solid sound from the band.

**THE ESCOS** *(Federal 12450)*

(B-I) "WHATCHA BET" (2:40) [Rain BMI—Williams, Toombs] Infectious Latin-R&B sure of the songers and combo. Both the r&b and teen-market bands will like the bright proceedings.

(B-II) "GOLDEN-RULE OF LOVE" (2:20) [Tannen BMI—Mann, Sherman] Boys and musicians maintain a lively pace here.

**BABS GONZALZS** *(Prestige 204)*

(B+) "WE AIN'T GOTT INTEGRATION" [Gonzales] The hip-ple is back again and this time with one different from its last. To a swinging, jazz-like r&b tune, Babs offers his usual comments on the current integration scene. A natural for r&b play.

(B-II) "LONELEY ONE." A slow, moody, bitter love ballad is softly essayed here.
ANOTHER VEE VICTORY!

TAKE GOOD CARE OF MY BABY

b/w "Bashful Bob" #55354

A solidly commercial tune, right up Bobby's alley! A "natural" for every store, coin machine—and teen collection!

BOBBY VEE

V "DEVIL OR ANGEL" V "RUBBER BALL" V "STAYIN' IN" V "HOW MANY TEARS"
BILLY STORM (Atlantic 2112)

(B-) "HONEY LOVE" (2:05) [Progressive BMC—McPhatter] Artist does a believable delivery against a happy teen-market belt from the combo-chorus. A sunny flavor that could get some attention.

(B) "A KISS FROM YOUR LIPS" (2:45) [Arc BMC—Davis, Fratto] A fine sensitive ball performance by the warbler. Beck opens with a lovely bass-fiddly strain.

JOE PARNELLO (Kapp 415)

(B) "AFTER 12" (2:09) [Maxim—ASCAP—Zito] Keyboard and strings offer a commercial after-hours-chorus sound. Session can make it with any-hour-of-the-day deejays.

(B) "THE MOON IS BLUE" (2:22) [Joy ASCAP—Fine, Gilbert] Old pic main-title gets a similar stand.

CARL SPENCER (Southside 1001)

(B+) "TILL MY SHIP COMES IN" (2:08) [Southside BMC—Spencer] Label, a N.Y. outfit, handled, could get action with this catchy novelty stint. Spencer reads the same "Mark The Knife"-sounding ditty against an infectious combo chord. Worth watching.

(C) "RECOMMENDED LOVE" (B+) [Cameo BMC—Spencer] A touch of a Coaster's date in this good-natured romantic novelty.

EDDIE ROBERTS (Time 1041)

(B+) "IMMACULATE LOVE" (2:12) [Dixiel BMC—King-smith] Pro light rhythm romantic vocal, somewhat Sam Cooke-sounding, by vocalist Roberts, whose strong string-chorus backing includes a now-and-then rousing sound. Strong session; could happen.

(B) "I'M NOT WORTH OF YOU" (2:23) [Dixiel BMC—Copper, King-smith] A more deliberate, dramatic essay from the performer. Feelingful warbling.

ZABETHE WILDE (Capitol 4004)

(B+) "OH WHAT A FEELING" (2:37) [Edward B. Marks BMC—McCor] Songstress is a dial newcomer who will be featured in Oscar Brown Jr.'s "Kicks & Co." On Broadway this fall, tops an infectious rock-planted display of a "Fever"-type ditty. Could get some action from the rock 'n roll set.

(B) "SUMMER SUNDAY" (2:55) [Manoon ASCAP — Carr, Shuman] Haunting theme and arrangement has that lazy-afternoon touch.

LOATUNJI (Columbia 42072)

(B-) "JOLLY MENSCH" (2:56) [Amin BMC—Olatunji, Arr: Wright] Popular percussionist, who has cut several successful LP's for the label, bows as a singles artist with an excitingly rhythmic African date. Display, from the artist's "Afro Perception" LP, is a refreshing programming issue.

(B) "LUMUBBA" (3:11) [Amin BMC—Olatunji, Arr: Wright] This is a sly, more deliberate ditty from the performer and vocal-combo accompaniment.

SONYA (Dot 16255)

(B-) "WE KISS IN A SHADOW" (2:21) [Williamson ASCAP Rodgers, Hammerstein] Teeners will thrill for this portrayal of the love song from "The King & I." The thrust sings with warmth, and the soft-sung backing includes effective French horn statements plus an occasional light pounding of drums. Can Do Top 100 business.

(B) "LITTLE RED ROOSTER" (2:10) [Dot BMC — Griffin] Colorful blues rocker.

JUNIOR WATERS (MGM 12027)

(B+) "THE STARS FELL" (2:24) (2:24) [J. L. Raros-Lorn BMC—Waters] Distinctive teen-ballad display, particularly by the legginess of vibes in the Latinish setting. Waters holds his own ops, a fine teen affair, with a very teen-wise sound. Might move.

(B) "GOOD LONIN' TONIGHT" (2:19) [J. Stripes—Asse ASCAP—Weisman, Wise] All around rhythmic outing with strings. This end also commands teen attention.

MARC CAVELL (Candix 322)

(B+) "THAT'S ALL I WANT" (2:26) [Dixiel & Hensley BMC—Brown] The singer turns in a convincing teen-ballad reading of the pretty-looking-for-a-girl number. Very attractive rock-storm (12") & chorus) backdrop. This end could get places.

(B) "HIDE AND SEEK" (2:17) [Dixiel & Hensley BMC—Cavell, Rowland] Cute romantic novelty, with a screeching gal chorus, that plays on the popular kiddie game.

TOMMY GENOVA (Bella 696)

(B+) "THE LOVER" (2:37) [Bella BMC—Genova] Promising rock-a-string romp about a Don Juan lover who tells his "one to another." But would really like to have one heart to love him. The Scranton single might have an active entry here.

(B) "WHAT HAS HAPPENED TO YOU" (2:35) [Bella BMC—Genova] Things settle-down to a softie teen session.

HONEY LANE (Revolo 57)

(B) "YOU DO" (2:10) [American BMC—Huling, Chilton] Unfamiliar affection portrayal by the larva is from the Kathy Young sound school. Miss Lane and her combo chorus performing with teen-pleasing polish.

CHUCK REED (Jimmy 1194)

(B+) "SO LONG" (2:14) [Chin-Fin BMC—Deane, Reed] Reed's teen-wise swing is a polished shuffling-beat sound from the rhythm section, which is augmented by strings and a chorus. Worth attention.

(B) "THAT LUCKY OLD SUN" (2:28) [Robbins ASCAP—Smith, Gillespie] Teen-market twister of the onetime Frankie Lane hit.

JOHNNY ROCKER (Federal 12425)

(B+) "RESUME SENORITA" (2:14) [4 Star BMC—Rocker] Vocalist capably handles the Spanish-flavored romantic against a pro rock-a-string arrangement. Worth teen tempo programming.

(B) "QUEEN" [4 Star BMC—Joseph, Rocker] Semi-dramatic disenchanted stint by the performer.

PETER G7/PATSY G. (Shirley 105)

(B) "PETER, GOOD, PRIVATE EYE" (2:17) [Carriage BMC—Moore] This end features a male private eye who leads into another gal on a TV hop. Watch it.

(B) "PATTY GOOD" (2:40) [Carriage BMC—Moore] A female vocalist is featured in a similar format. Label is based in Fremont, Calif.

DINA RAYE (Cameo 195)

(B) "AFTERNOON SLOW DANCE" (2:31) [Lowes ASCAP—Love, Mann, Appell] Romantic teen-stop has a plot about a gal who loses her boy-friend dancing with another gal on a TV hop. Watch it.

(B) "LITTLE WHITE DIAMONDS" (2:22) [Famous ASCAP—David, Lippman] Loses does a feelingful portrayal—including a narrative—on the tender love-dovey. Attractive soft-paced combo setting. Enough exposure could mean something.

CARYL M. MORSE (Christy 61153)

(C+) "DON'T THINK I'LL LIKE TOMORROW" (1:53) [Marvin ASCAP—Morse] Morse brings a middle-time blueslinger against a busy bongo-sitar sound. Session could make it as an any-hour-of-the-day deejay.

(C) "KING OF THE FOOLS" (2:30) [Marvin ASCAP—Morse] Somewhat Latinish sound backs the singer's plaintive light-beat stint.

CAROL CARTER (Mercury 18800)

(C) "I WANT ALL YOUR LOVE" (2:10) [Premwar BMC—Marshall] Combo does an unhurried novelty with a Latinish feel that looks cool, & does some Latinish look. Doesn't move.

(B) "SUNBUST" (2:35) [Premwar BMC—Carr] Driving rock sound from the musicians.

RESEARCH

RELIGIOUS

"LITTLE TOO CLOSE TO BE AFRAID"
"HE WILL"
"HE CARES FOR ME"
"GOD'S GOODNESS"

"HOW A TIME WE'LL HAVE UP THERE"
"TRY JESUS"

"THE Patterson Singers" (Federal 12427)
THE GREATEST THEME OF '61!

THEME FROM

"SILVER CITY"

COMPOSED BY HANK LEVINE / ORCHESTRAL BACKING BY HANK LEVINE

b/w "BLUER THAN BLUE"

DOLTON #44

THE VENTURES

INCLUDED IN THEIR NEW LP:

DOLTON
ALP 2008

DOLTON
B27 8008

DIVISION OF LIBERTY RECORDS

ash Box—August 5, 1961
More Hits From THE IMMORTAL

JOHNNY HORTON

"MISS MARCY" | "OLD SLEW-FOOT"

Columbia 4-42063
Promotional Directions

TILLMAN FRANKS

C/o Johnny Horton Enterprises
604 Commercial Bldg.
Shreveport, La.
THE THE CHORDETTES
NEVER ON SUNDAY
Cadence 1402
on the Charts and in the Money

EDDIE HODGES
I'M GONNA KNOCK ON YOUR DOOR
Cadence 1397
on the Charts and in the Money

DON SHIRLEY TRIO
WATER BOY
Cadence 1392
on the Charts and in the Money

THE EVERLY BROTHERS
ALL I HAVE TO DO IS DREAM
Cadence 1604
on the Charts and in the Money

GEORGE FEYER
MY CLAIR DE LUNE
Cadence 1403
We still think this could make it

JOHNNY TILLOTSON
WITHOUT YOU
Cadence 1404
off and running

DON CARROLL
SEVEN-UP AND ICE CREAM SODA
Cadence 1405
This could be the BIG WINNER
of our entries
Thanks D.J.'s...
I'm grateful for your wonderful support

![Signature]

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<table>
<thead>
<tr>
<th>Last Week</th>
<th>Last Week</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>21</td>
</tr>
<tr>
<td>Tossin' And Turnin'</td>
<td>A Thing Of The Past</td>
</tr>
<tr>
<td>Bobby Lewis (Bollets)</td>
<td>Shirelles (Scepter)</td>
</tr>
<tr>
<td>2</td>
<td>22</td>
</tr>
<tr>
<td>I Like It Like That</td>
<td>Cupid</td>
</tr>
<tr>
<td>Chris Kenner (Indie)</td>
<td>Sam Cooke (RCA Victor)</td>
</tr>
<tr>
<td>3</td>
<td>23</td>
</tr>
<tr>
<td>Dumb Dumb</td>
<td>What A Sweet Thing</td>
</tr>
<tr>
<td>Brenda Lee (Decca)</td>
<td>That Was Shirelles (Scepter)</td>
</tr>
<tr>
<td>4</td>
<td>24</td>
</tr>
<tr>
<td>Last Night</td>
<td>I'll Be There</td>
</tr>
<tr>
<td>Mar-Kays (Satellite)</td>
<td>Demos Jo (Mercury)</td>
</tr>
<tr>
<td>5</td>
<td>25</td>
</tr>
<tr>
<td>Together</td>
<td>A Tear</td>
</tr>
<tr>
<td>Connie Francés (MGM)</td>
<td>Gene McDaniels (Liberty)</td>
</tr>
<tr>
<td>6</td>
<td>26</td>
</tr>
<tr>
<td>Pretty Little Angel Eyes</td>
<td>Sacred</td>
</tr>
<tr>
<td>Curtis Lee (Dames)</td>
<td>Castelli (EPA)</td>
</tr>
<tr>
<td>7</td>
<td>27</td>
</tr>
<tr>
<td>Let's Twist Again</td>
<td>Hurt</td>
</tr>
<tr>
<td>Chubby Checker (Parkway)</td>
<td>Tiny Yarn (Liberty)</td>
</tr>
<tr>
<td>8</td>
<td>28</td>
</tr>
<tr>
<td>Hats Off To Larry</td>
<td>San Antonio Rose</td>
</tr>
<tr>
<td>Del Shannon (Bigtop)</td>
<td>Floyd Cramer (RCA Victor)</td>
</tr>
<tr>
<td>9</td>
<td>29</td>
</tr>
<tr>
<td>Quarter To Three</td>
<td>Heart And Soul</td>
</tr>
<tr>
<td>U.S. Band (Legrand)</td>
<td>Jan &amp; Dean (Challenge)</td>
</tr>
<tr>
<td>10</td>
<td>30</td>
</tr>
<tr>
<td>Yellow Bird</td>
<td>Moody River</td>
</tr>
<tr>
<td>Arthur Lyman (Hi-Fi)</td>
<td>Pot Boone (Dot)</td>
</tr>
<tr>
<td>11</td>
<td>31</td>
</tr>
<tr>
<td>Wooden Heart</td>
<td>I'm Gonna Knock On Your Door</td>
</tr>
<tr>
<td>Joe Dowell (Smash)</td>
<td>Eddie Hodges (Cadence)</td>
</tr>
<tr>
<td>12</td>
<td>32</td>
</tr>
<tr>
<td>My Kind Of Girl</td>
<td>I Fall To Pieces</td>
</tr>
<tr>
<td>Matt Monseau (Worwick)</td>
<td>Patsy Cline (Decca)</td>
</tr>
<tr>
<td>13</td>
<td>33</td>
</tr>
<tr>
<td>Please Stay</td>
<td>Sea Of Heartbreak</td>
</tr>
<tr>
<td>Drifters (Atlantic)</td>
<td>Dee Gibson (RCA Victor)</td>
</tr>
<tr>
<td>14</td>
<td>34</td>
</tr>
<tr>
<td>School Is Out</td>
<td>Raining In My Heart</td>
</tr>
<tr>
<td>U.S. Band (Legrand)</td>
<td>Slim Harpo (Excello)</td>
</tr>
<tr>
<td>15</td>
<td>35</td>
</tr>
<tr>
<td>Don't Set Money Honey</td>
<td>Runaround</td>
</tr>
<tr>
<td>Linda Scott (Canadian-American)</td>
<td>Repeats (Gen)</td>
</tr>
<tr>
<td>16</td>
<td>36</td>
</tr>
<tr>
<td>Michael</td>
<td>You Don't Know What You've Got</td>
</tr>
<tr>
<td>Highwaymen (United Artists)</td>
<td>Bal Donner (Gen)</td>
</tr>
<tr>
<td>17</td>
<td>37</td>
</tr>
<tr>
<td>The Bull Weevil Song</td>
<td>Traylin' Man</td>
</tr>
<tr>
<td>Brook Benton (Mercury)</td>
<td>Ricky Nelson (Imperial)</td>
</tr>
<tr>
<td>18</td>
<td>38</td>
</tr>
<tr>
<td>The Fish</td>
<td>That's What Girls Are Made For</td>
</tr>
<tr>
<td>Babes Rydell (Canno)</td>
<td>Spinners (Tri-Pi)</td>
</tr>
<tr>
<td>19</td>
<td>39</td>
</tr>
<tr>
<td>Raindrops</td>
<td>You Can't Sit Down (Part II)</td>
</tr>
<tr>
<td>Dee Clark (Vee-Jay)</td>
<td>Phil Upchurch Combo (Bop)</td>
</tr>
<tr>
<td>20</td>
<td>40</td>
</tr>
<tr>
<td>Never On Sunday</td>
<td>Let The Four Winds Blow</td>
</tr>
<tr>
<td>Chardettes (Cadence)</td>
<td>Fats Domino (Imperial)</td>
</tr>
</tbody>
</table>

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41) Missing You
42) Starlight, Starbright
43) Temptress
44) I'm A Telling You
45) Helplessly Homesick
46) One Summer Night
47) Stand By Me
48) Every Beat Of My Heart
69) Tell Me Why
50) The Switch-A-Roo
51) Oh If I Didn't Know
52) Darn That Dingy Goodman
53) Ready For Your Love
54) I'd Never Smile Again
55) The Charleston
56) Bobba
57) Decca
58) I'm Comin' On Back To You
59) Right Or Wrong
60) Better Tell Him No
61) Turn On My Pillow
62) Too Many Rules
63) Anago
64) Transister Sister
65) Dress 'Em Home
66) Dance On Little Girl
67) I Just Don't Understand
68) The Writing On The Wall
69) Holla Mary Lou
70) A Party
71) Sfandell
72) Precious
73) Take A Foolish Advice
74) It's Gonna Work Out Fine
75) My True Story
76) Who Put The Boot Down
77) Peanuts
78) Bless You
79) You'll Answer To Me
80) Little Bit Of Something

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Cash Box—August 5, 1961
Kapp Lights Bomb Under "Profitless Prosperity"

New York — Dave Kapp, president of Kapp Records, lighted the fuse on a bomb which he hoped would blast the illusion of "profitless prosperity" in the recording business, at a Kapp sales meeting here recently.

Kapp was blunt, realistic and constructive when he said:

"I see a current trend toward the use of a product known as a "profitless prosperity" in the recording industry. The answer is simple. We must sell our records at a profit."

"Make Good Product!"

Kapp defined his concept as: "Make a product which is a good product and which we can sell at a profit."

New England Records

November 17, 1961

THE MUSIC REPORTER

Kapp: Good Product, Sound Biz Practices Cure For "Profitless Prosperity"

NEW YORK—Good product, sound business practices and as evidence of the financial worth of the recording industry, according to Dave Kapp, president of Kapp Records, was the keynote policy, and was presented by Kapp to a gathering of Kapp distributors over the weekend at New York's Savoy-Hilton Hotel.

"The concept of 'profitless prosperity' is an illusion," Kapp said. "We must make records and distribute them at a profit."

"This means that our profits must be enough to pay for the cost of production and distribution."

Kapp said that the company's new concept was "profitless prosperity," and that the company was working hard to make sure that all of its current problems were dealt with.

"The company is not through," said Kapp. "We must do everything we can to keep the retail market alive."
ARTIA, MK, SUPAPHON
"Summer Dividend"—Artia product is being made available to distrib-dealers at 1 free for every 3 purchased; MK & Supaphon product is being made available at 1 free for every 6 purchased. Both deals expire Aug. 31.

ATLANTIC & ATCO
15% discount on all Atlantic & Atco stereo and mono LP's, 100% exchange privilege. 30-60-90 payments. Expires: Aug. 31.

CANDID
"Summer Jazz Bonus Program": Distribos get a 15% bonus in free goods on the label's entire catalog. Expires Aug. 31.

CAPITOL
The label's new Frank Sinatra LP, "Come Swing With Me!" is being made available at 15% off the regular dealer price of the LP. Dealers will be able to exchange up to 100 copies of the LP, with usual exchange privileges prevailing. Expires: Aug. 15.

CARLTON
"Summer Special"—20%-in-free-goods distrub 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 Clark LP, "Re-Percussion," is offered to consumers at a $2 saving (See Aug. 15th issue). And five new LP's (including those by Red Nichols, Doc Evans and Art Hodes) are packaged "piggy-back" style—two for the price of one. Both are described as "limited time offers."

DIRECTIONAL SOUND
The new "deluxe sound" line of Premier Records is being offered to dealers on a 25% free merchandise plan with 50-60-90-day billing and a 100% exchange privilege. A co-op advertising fund is also available.

INDIGI
3 Free albums for every 10 purchased. A limited time offer.

KAPP & MEDALLION
Fall LP program includes a 10% discount on all Kapp product, 15% on all Medallion LP's. Expires: Sept. 30.

LIBERTY
The entire Liberty catalog (except the three Chipmunk LP's) are being made available under the following fall program: All orders backed-up by a 100% guarantee, returnable for full credit any time after May 1, 1962; 1/3 payments in Nov., Dec., Jan., and Feb.; 2/3 10, EOM; a 10% discount will be taken off the face of the dealer's invoice on the entire order. Expires: Sept. 29.

MERCURY
"Summer Sales Spectacular"—Free LP-EP offers on the label's pop, country, perfect Presence Sound and Living Presence series plus an extension of the previous "Summer Sale-A-Rama" plan in which the firm's Celebrity Series will remain available on a basis of 25 records free for every 100 purchased. Mercury July 15 release is available on the basis of 1 LP free for every 6 purchased, and the entire '67s and LPS albums are available on the basis of 1 free for every 5 purchased in a like category. Expires: Aug. 31.

MGm
"Operation-Space Command"—Covers the entire LP catalog in which distrub buys 5 LP's and gets 1 free. Special dating privileges: 1/3 payments in Oct., Nov., and Dec. (if account is current) plus usual 2% for prompt payment. Special bonus offer features 50 LP's on 100% exchange until Oct. 31. Expires: Aug. 31.

NEW JAZZ
A 30% discount, plus the usual 5%, for distrub on the Prestige-affiliate label. Minimum orders vary with distrub location. Expires: August 4.

PARLIAMENT
Dealers buy 3 LP's and get 1 free from the $1.98 label. Expires: July 31.

PRESTIGE/NEW JAZZ
20% discount plus usual 5% on all albums. Expires: Sept. 8.

REQUEST
For each 10 Request LP's purchased, dealer is allowed to exchange 3 LP's of any other label. Also, LP's purchased under this plan are on 100% return privilege until end of year. Expires: Sept. 30.

STARDAY
"Second Annual Country Music Spectacular Package Goods Sale"—50 LP's & 30 EP's are being offered to dealers on a 3-for-10 basis. Dealers can select 3 free LP's within the same price bracket for each 10 that are ordered either separately or accumulatively. Expires: Aug. 31.

TIME
Label's entire Series 2000 catalog is available on a buy-4-get-1-free basis. Expires: Sept. 15.

UNITED ARTISTS
Albums purchased for display in firm's new "Album of the Month" display rack entitles dealers to get 2 LP's for free for every 10 purchased. LP's will be packaged in special set-up to specifically fit the rack.

VERVE
"Operation Early Bird"—Distribus 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.

WARNER BROS.
15% bonus on all LP's, except a $1.98 "Flappers, Speakeasies, and Bathful, Cin" sampler, to distribs-dealers. Dealers entitled to receive 30, 60, 90 day deferred dating from their Wil distribs. Expires: Sept. 22.
<table>
<thead>
<tr>
<th>No.</th>
<th>MONOURAL</th>
<th>STEREO</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>CAMELOT</td>
<td>MR. LUCKY GOES LATIN</td>
</tr>
<tr>
<td>2</td>
<td>SOMETHING FOR EVERYBODY</td>
<td>MORE ENCORE OF GOLDEN HITS</td>
</tr>
<tr>
<td>3</td>
<td>GREAT MOTION PICTURE THEMES</td>
<td>GREATEST HITS</td>
</tr>
<tr>
<td>4</td>
<td>CARNIVAL</td>
<td>ON THE REBOUND</td>
</tr>
<tr>
<td>5</td>
<td>GOING PLACES</td>
<td>CARNIVAL &amp; OTHER B'WAY HITS</td>
</tr>
<tr>
<td>6</td>
<td>EXODUS</td>
<td>TONIGHT IN PERSON</td>
</tr>
<tr>
<td>7</td>
<td>TV SING ALONG WITH MITCH MILLER</td>
<td>HAPPY TIMES SING ALONG WITH MITCH MILLER</td>
</tr>
<tr>
<td>8</td>
<td>RICK IS 21</td>
<td>THE ALAMO</td>
</tr>
<tr>
<td>9</td>
<td>NEVER ON SUNDAY</td>
<td>SWING ALONG WITH ME</td>
</tr>
<tr>
<td>10</td>
<td>STARS FOR A SUMMER NIGHT</td>
<td>LA DOLCE VITA</td>
</tr>
<tr>
<td>11</td>
<td>EXODUS TO JAZZ</td>
<td>MEMORIES ARE MADE OF THIS</td>
</tr>
<tr>
<td>12</td>
<td>YELLOW BIRD</td>
<td>VIVA MONTEZ</td>
</tr>
<tr>
<td>13</td>
<td>ALL THE WAY</td>
<td>EBB TIDE</td>
</tr>
<tr>
<td>14</td>
<td>RING A RING DING</td>
<td>GONE WITH THE WIND</td>
</tr>
<tr>
<td>15</td>
<td>THE SOUND OF MUSIC</td>
<td>TIME OUT</td>
</tr>
<tr>
<td>16</td>
<td>MORE GREAT HITS</td>
<td>I'LL BUY YOU A STAR</td>
</tr>
<tr>
<td>17</td>
<td>CALCUTTA</td>
<td>DREAMSTREET</td>
</tr>
<tr>
<td>18</td>
<td>GENIUS-SOUL=JAZZ</td>
<td>SINATRA'S SWINGIN' SESSION</td>
</tr>
<tr>
<td>19</td>
<td>KNOCKERS UP</td>
<td>FRANKIEL'S (EP)</td>
</tr>
<tr>
<td>20</td>
<td>HERE'S JONATHAN</td>
<td>STAN FREBERG PRESENTS THE U.S.A.</td>
</tr>
<tr>
<td>21</td>
<td>BOBBY DARIN STORY</td>
<td>MY FAIR LADY</td>
</tr>
<tr>
<td>26</td>
<td>QUARTER TO THREE</td>
<td>GREATEST MOTION PICTURE</td>
</tr>
<tr>
<td>27</td>
<td>ENCORE OF GOLDEN HITS</td>
<td>THEMES</td>
</tr>
<tr>
<td>28</td>
<td>JUDY AT CARNEGIE HALL</td>
<td>VARIOUS ARTISTS (UNITED ARTISTS</td>
</tr>
<tr>
<td>29</td>
<td>ORANGE-BLOSSOM SPECIAL-SHEELS</td>
<td>CAMELOT</td>
</tr>
<tr>
<td>30</td>
<td>MAMAS MARLEY AT THE U. N.</td>
<td>NEVER ON SUNDAY</td>
</tr>
<tr>
<td>31</td>
<td>MOODY RIVER</td>
<td>GON' PLACES</td>
</tr>
<tr>
<td>32</td>
<td>TONIGHT IN PERSON</td>
<td>STARS FOR A SUMMER NIGHT</td>
</tr>
<tr>
<td>33</td>
<td>EMOTIONS</td>
<td>TV SING ALONG WITH MITCH MILLER</td>
</tr>
<tr>
<td>34</td>
<td>MAKE WAY</td>
<td>CARNIVAL</td>
</tr>
<tr>
<td>35</td>
<td>ON THE REBOUND</td>
<td>SOMETHING FOR EVERYBODY</td>
</tr>
<tr>
<td>36</td>
<td>GOLDEN PIANO HITS</td>
<td>YELLOW BIRD</td>
</tr>
<tr>
<td>37</td>
<td>MR. LUCKY GOES LATIN</td>
<td>ALL THE WAY</td>
</tr>
<tr>
<td>38</td>
<td>WILDCAT</td>
<td>EXODUS TO JAZZ</td>
</tr>
<tr>
<td>39</td>
<td>CARNIVAL &amp; OTHER B'WAY HITS</td>
<td>RING A DING DING</td>
</tr>
<tr>
<td>40</td>
<td>OLDIES BUT GOODIES</td>
<td>THE ALAMO</td>
</tr>
<tr>
<td>41</td>
<td>GIRLS! GIRLS! GIRLS!</td>
<td>THE SOUND OF MUSIC</td>
</tr>
<tr>
<td>42</td>
<td>SWING ALONG WITH ME</td>
<td>ITALIA MIA</td>
</tr>
<tr>
<td>43</td>
<td>ANOTHER SMASH</td>
<td>STAN FREBERG PRESENTS THE U.S.A.</td>
</tr>
<tr>
<td>44</td>
<td>THE ALAMO</td>
<td>ITALIA MIA</td>
</tr>
<tr>
<td>45</td>
<td>&quot;PAUL ANKA&quot; SINGS HIS BIG &quot;15&quot;</td>
<td>&quot;PAUL ANKA&quot; SINGS HIS BIG &quot;15&quot;</td>
</tr>
<tr>
<td>46</td>
<td>EXODUS</td>
<td>EXODUS</td>
</tr>
<tr>
<td>47</td>
<td>&quot;I'LL BUY A STAR</td>
<td>&quot;I'LL BUY A STAR</td>
</tr>
<tr>
<td>48</td>
<td>ANOTHER SMASH</td>
<td>&quot;IT'S MY PARTY&quot;</td>
</tr>
<tr>
<td>49</td>
<td>THE ALAMO</td>
<td>THE ALAMO</td>
</tr>
<tr>
<td>50</td>
<td>EXODUS</td>
<td>&quot;THAT OLD TWIST&quot;</td>
</tr>
</tbody>
</table>

**Cash Box**

Best Selling Albums

Compiled by Cash Box from leading retail outlets—Aug. 5, 1961

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- **CAMELOT**
  - Original Cast
  - Capitol LP 1322; UAS 61720

- **SOMETHING FOR EVERYBODY**
  - 6/3/61
  - RCA Victor LPM 2370; LPS 2370

- **GREAT MOTION PICTURE THEMES**
  - Various Artists
  - United Artists UAL 3122; UAS 61720

- **CARNIVAL**
  - Original Cast
  - MGM E 3780; SE 3946

- **GOING PLACES**
  - Eddy Paape
  - Capitol T 1154; ST 1564

- **EXODUS**
  - Original Soundtrack
  - RCA Victor LMA 1058; LSO 1058

- **TV SING ALONG WITH MITCH MILLER**
  - 6/3/61
  - Columbia CL 1626; CS 4288

- **RICK IS 21**
  - RCA Victor
  - (Capitol LPM 1916; DM 74104)

- **NEVER ON SUNDAY**
  - Original Cast
  - United Artists UAL 4470; UAS 5070

- **STARS FOR A SUMMER NIGHT**
  - Various Artists
  - Columbia PM 1; PMS 1

- **EXODUS TO JAZZ**
  - Eddy Paape
  - (Vee Jay LP 3016; ST 3016)

- **YELLOW BIRD**
  - Original Soundtrack
  - (Capitol T 1447; ST 1447 EAP 31447)

- **ON THE REBOUND**
  - Floyd Cramer
  - RCA Victor LPM 2359

- **GOLDEN PIANO HITS**
  - Various Artists
  - Kingston Trio
  - (Capitol CS 687; LP 7372)

- **VITAS**
  - Various Artists
  - United Artists UAL 3122; UAS 61720

- **RICK IS 21**
  - RCA Victor
  - (Capitol LPM 1916; DM 74104)

- **GENIUS-SOUL=JAZZ**
  - Ray Charles
  - (Impulse A: 2; AS 2)

- **THE HAPPY TIMES**
  - Various Artists
  - Original Soundtrack
  - (Capitol CS 4288)

- **MAKE WAY**
  - Frank Sinatra
  - Capitol SW 1538

- **WILDCAT**
  - Original Soundtrack
  - RCA Victor LPM 2360

- **OLDIES BUT GOODIES**
  - Various Artists
  - Original Soundtrack
  - (Capitol CS 4288)

- **SWING ALONG WITH ME**
  - Frank Sinatra
  - (Capitol EAP 1002; LP 7372)

- **THE ALAMO**
  - Original Soundtrack
  - (Columbia CS 3568)

- **THE LUCKY ONE**
  - Frank Sinatra
  - Capitol SW 1538

- **GENIUS-SOUL=JAZZ**
  - Ray Charles
  - (Impulse A: 2; AS 2)

- **YELLOW BIRD**
  - Original Soundtrack
  - RCA Victor LPM 2359

- **THE SOUND OF MUSIC**
  - Original Cast
  - (United Artists UAL 3122; UAS 61720)

- **ITALIA MIA**
  - Montovani
  - London LL 3329; PS 332

- **MR. LUCKY GOES LATIN**
  - Ronnie Heathcote & Orch.
  - RCA Victor LSP 3360

- **MORE ENCORE OF GOLDEN HITS**
  - Various Artists
  - United Artists UAL 4470; UAS 5070

- **JUDY AT CARNEGIE HALL**
  - Judy Garland
  - Capitol SW 1564

- **GREATEST HITS**
  - Connie Francis
  - MGM SE 3946

- **ON THE REBOUND**
  - Frank Crummett
  - RCA Victor LSP 2370

- **CARNIVAL & OTHER B'WAY HITS**
  - Montavani
  - (London LL LS 242)

- **TONIGHT IN PERSON**
  - Various Artists
  - Columbia PMS 1

- **TV SING ALONG WITH MITCH MILLER**
  - Original Soundtrack
  - Columbia CS 3368

- **THE ALAMO**
  - Original Soundtrack
  - Columbia CS 3568

- **SWING ALONG WITH ME**
  - Frank Sinatra
  - Reprise RPY 1002

- **LA DOLCE VITA**
  - Original Soundtrack
  - RCA Victor INT'S 7901

- **MEMORIES ARE MADE OF THIS**
  - Ray Coniff Orch. and Chorus
  - Columbia CS 3562

- **VIVA MONTEZ**
  - Bobby Montez
  - World Pacific WP 1604

- **EBB TIDE**
  - Earl Grant
  - Decca DL 74165

- **GONE WITH THE WIND**
  - Soundtrack
  - Warner Bros WS 1322

- **TIME OUT**
  - Dave Brubeck
  - Columbia CS 3192

- **I'LL BUY YOU A STAR**
  - Johnny Mathis
  - Columbia CS 4283

- **DREAMSTREET**
  - Fred Gerber
  - ARC Paramount ARCS 465

- **SINATRA'S SWINGIN' SESSION**
  - Frank Sinatra
  - Capitol SW 1301

- **STAN FREBERG PRESENTS THE U.S.A.**
  - (Capitol SW 1373)

- **MY FAIR LADY**
  - Original Cast
  - Columbia CS 2015
**ALBUM REVIEWS**

**POPULAR PICKS OF THE WEEK**

**THE BOLL WEEVLİ SONG AND 11 OTHER GREAT HİTS**—Brook Benton—Mercury SR 6641

The field of folk songs has been invaded by Brook Benton, first in “The Boll Weevil Song” and now in this album, and the singer’s talent leaves no doubt as to his capability in adapting this music to his own musical personality. Performed here are “Boll Weevil” plus such others as “Wronged Man,” Frankie & Johnny,” “Key To The Highway” and “Careless Love.” A charming, musically sound package.

**SOMEBODY LOVES ME**—The Ray Conniff Singers—Columbia CL 1615

Conniff is back with his singers and orchestra for another pleasant evergreen set. It’s the familiar shuffle-beat treatment for “Don’t Fence Me In,” “I Only Have Eyes For You,” “It Had To Be You” and nine more. Also, the leader supports instrumentally on the clarinets, an harmonic-instrument, which lends color to the proceedings. Will no doubt add to the hit Conniff catalog.

**BOTH SIDES OF AN EVENING**—The Everly Brothers—Warner Bros. W 1418

Side one contains spirited, rhythmically exciting performances of “My Mummy,” “Bobby Of The Town” and five others; side two has seven more tunes including “Hi-Li, Hi-Lo,” “Now Is The Hour” and “Love Is Where You Find It,” all etched in dreamy romanticism. The deck, therefore, supplies music to both the dancing and romancing parts of an evening. A big one for Everly addicts.

**LET THE FOUR WINDS BLOW**—Fats Domino—Imperial LP 9163

The Fats Domino style is so overwhelming that any material he performs immediately takes on a personal identification. Here he tackles such diverse tunes as “Along The Navajo Trail,” “In A Shanty In Old Shanty Town,” “You Win Again,” “Your Cheating Heart” as well as his current single sides, “Let The Four Winds Blow” and “Good Hearted Man.” All are solid examples of the artist’s compelling style. Powerful package.

**I’LL SAVE THE LAST DANCE FOR YOU**—Damita Jo—Mercury SR 66442

With a healthy exuberance—that marked her work on the hit title tune—Damita Jo attacks a lineup of tunes with the word “dance” in the titles. Her spirited handling of such classics as “Dance With The Dolly,” “Dance With Me Henry,” “When You Dance” and “Let’s Face The Music and Dance.” A rollicking, rousing affair that’ll easily increase the songstress’ stock.

**JOIN BING IN A GANG SONG SING ALONG**—Bing Crosby & His Friends—Warner Bros. W 1422

In his first successful sing-along LP for WB, and again here, Bing Crosby has brought his own personal, irresistible charm to a lineup of the most cherished pop songs. This date contains all of 50 tunes, among them such grand evergreens as “Flow Gently, Sweet Afton,” “Endearing Young Charms,” “Hotel Lancaster,” “Loch Lomond,” “Comin’ Through The Rye,” “Sweet Adeline” and “Love’s Old Sweet Song.” It’s a triumph for the apostles Bing, and has the commercial

**DEARLY BELOVED**—Kecy Smith—Dot DLP 3367

Singerstress in a ballad mood, romantically performing a baker’s dozen of old favorites. George Green- ley’s guitar arrangement supplies the lush backdrops to Kecy’s warbling of “You’ll Never Walk Alone,” “Twilight Time,” “Dearly Beloved” and “Here In My Heart.” Fine vocal entertainment by a talented thrush.

**GOODBYE AGAIN**—Original Film Soundtrack—United Artists FSR 6666

The highly lauded, recently-opened flick aroused musical attention via the Ferrante & Teicher single click, “Theme From . . . Here, UA has packaged the soundtrack music with the added attraction of that single plus two songs by Diahann Carroll. Should prove attractive to flick and pop fans.

**TAMLA SPECIAL NO. 1**—Tamla TM 224

From the Tamla/Motown diskery comes this reprise of past singles. Package includes The Miracles’ “Shop Around” and “Depend On Me,” Barrett Strong’s “Honey,” Mary Wells’ “Baby Baby” and other tracks by these artists. A good teen item with particular emphasis on r&b markets.

**HE’S FUNNY THAT WAY**—Redd Foxx—DPL 815

This is Redd Foxx’s 17th comedy album for DoDo, which must be some sort of established record. It also attests to his staving power, to come up with fresh material time after time. Here, as in the previous 16, he’s concerned mostly with the subject of sex, it’s related fields and all its ramifications. Has most appeal to r&b markets.

**GREAT FOR DANCING** Vol. 3—The Sociables—ABC-Paramount ABC-376

The beat and melody created by the Sociables is really “great for dancing,” as so aptly proven in the group’s initial top ABC act. In this third volume they again take a lineup of 40 fine pop tunes and perform them in spirited, enthusiastic instrumental manner. Good adult dance fun.

**OUT OF THE MOUTHS OF BABIES**—Sandy Baron—Shell 1711

Pudding comedian Sandy Baron is a firm believer in Art Linkletter’s “Kids Say The Darndest Things” and proves it with this compilation. Mobile taping equipment enabled him to move around freely recording the uninhibited and spontaneous remarks of such questions as “What do you want to be,” “What is a bachelor,” and others concerning school, the first lady, and other curious subjects guaranteed to elicit interesting responses.

**THE BEST OF THE 20th CENTURY STRINGS**—20th Century Fox TCF-1072

An assembly of 24 famed melodies—pop and semi-classical evergreens—are gloriously portrayed by a large stringed ork. Many such dates can get bogged-down in too much business, but the orchestrations here are light and buoyant and have considerable brain interplay and rhythmic invention. A fine two-disc package of instrumental entertainment.

**OSCAR BRAND SINGS FOR ADULTS**—ABC-Paramount ABC-388

Oscar Brand has earned a well-deserved reputation as one of the preferred adult folk song entertainers through his many volunmes of bawdy, song LP’s. Here, a Mary Town Hall Concert by Brand has donated 11 selected tracks for this Am-Pam album bow. They follow in the established Brand pattern but with some deviations—these are usually satirical in nature. In all, very enjoyable entertainment.
NOW, RECORDS WILL SELL LIKE POP CORN!

United Artists Records is proud to announce a great new sales merchandiser for record dealers featuring an exclusive, fully protected display on which only carefully selected United Artists albums, PACKED IN A DELUXE PLASTIC HANGER, may be merchandised.

Dealers will buy 10 albums, on a fully GUARANTEED RETURN basis and receive TWO FREE ALBUMS. Albums will be shipped from the factory in pre-packs of 12, each album COMPLETELY PACKAGED and ready for display and sale.

Racks are custom-designed of metal, attractively designed to fit any decor, durable, and can be quickly and easily assembled. Most importantly, they are, in themselves, an exciting display which will immediately catch the eye of all store traffic.

Only the finest product produced will be selected for this merchandiser. The first release is:

**More Original Sound Tracks And Hit Music From GREAT MOTION PICTURE THEMES**

UNITED ARTISTS ALBUM NO. UAS 6158(STEREO) UAL 3158(MONO.)

*For additional information contact your United Artists Distributor*

sh Box—August 5, 1961
"COUNTRY SING-A-LONG"—Capitol SKAO 1555

Chaff Stone has assembled 32 country favorites and rounded up a group of musicians for a cheerful, home-cooked sing-along. The songs are all taken at a gentle, easy-to-follow pace and will be greatly appreciated by many country music fans. Among the tunes are "Bouquet Of Roses," "I Walk The Line," "Walking The Floor Over You," "A Satisfied Mind," "I Don't Hurt Anymore" and "Bummin' Around." Lyrics are included.

"BUTTON SHOES, BELLY LAUGHS AND MONKEY BUSINESS"—The Duke of Paducah—Starday SLPS 148

The rustic, corn-fed humor of the Duke of Paducah has been a southern hit attraction for years. He's now brought to disk by Starday and has been recorded in a typical performance of his finely-timed, drawn, sometimes-risque material. It's good fun and could experience the response given Dave Gardner a white back.

"ROBERT CLARY LIVES IT UP AT THE PLAYBOY CLUB"—Atlantic 8023

The daintier French sougter is heard in a program cut in an appearance at Chicago's Playboy Club. He is an exuberant song stylist and a charming interpreter of both French and American tunes. Here he performs his two stage triumphs—"New French Of 1952"—"I Love You" and "I'm In Love With Miss Logan"—plus "Love Is A Simple Thing" (from the same show), "He And She" and several other delightful package busting with vocal charm.

"THE OL' CALLIOPE MAN AT THE FAIR"—The Sande & Greene Fun-Time Band—Reprise R-46861

Summertime music is calliope music, what with amusement parks and fairs in all their glory. Here, the calliope is in full swing demonstrating its universal appeal with such tasty tidbits as "The Carousel Waltz," "And The Band Played On," "It's A Grand Night For Singing" and others of this ilk. A real fun-time package.

"MAZEL TOV, MIS AMIGOS!"—Joan Calle and His Latin Lantamers—Riverside RLP 97510

Merging the elements of Latin rhythm (infectious) with Joplin's novelty (warm and universally appealing) is not new but as done here by the pseudonymous Joan Calle, promises a bagful of dancing and listening enjoyment. Vocals are in Yiddish, Selections include such popular tunes as "Bela," "Fuesta Negra," "Ret Mir Bist Du Shein" and "Yossel, Yossel," much to varied rhythms as pachanga, merengue, cha cha, mambo and samba.

"ON THE BRAIN"—Will Holt & Dolly Jonah—Atlantic 8051

The husband-wife comedy team, newly arrived on the scene, could be categorized with the new semi-sick "in" group. Their sketches, rather than provoking belly-laugh, elicit a kind of knowing chuckle. In addition, Holt has a pleasing voice and uses it for two folkish songs. The kind of album that will appeal to the "new sophisticates.

"EL CONJUNTO TROPICO LADINO"—The Musical Folklore of Puerto Rico—Alegre LP 581

Puerto Rico has a rich musical heritage dating to the 16th and 17th stories of Spanish occupation, evolving into a curious mixture of Spanish and native influences. Here, Ladi Martine, a leading exponent of this genre, performs with a small group a dozen pieces of this music. It is melodious and constantly surprising in its subtle-sly subtext. Though limited in appeal, a fascinating listening experience.

"RIGHTS OF SWING"—Composed and Arranged by Phil Woods—Atlantic 8035

Though the entire framework of this album is fit to the pattern of a large-scale work (in five distinct parts), it is entirely concerned with the classical-like "third stream" movement. Large groups are left in the writing for improvisation and the soloists—Woods (alto), Benny Bailey (trumpet), Sahib Shihab (tenor, flute)—all of them not only and meanly. Here, there is a strong rhythm section. It adds up to a splendid jazz performance of an ambitious first work.

"MEETIN' HERE"—Curtis Amy & Paul Bryant—Pacific Jazz PJ 26

The team of Amy and Bryant has met with huge success among the "cool" music fans, and for good reason. They have established a rapport between them only seen in teams of long standing, but they have accomplished it in comparatively short time. Here again it's the blues that dominates the session, as the tenor and organist drive vigorously through Amy's "One More Hambock Please" and "Early In The Morning," stand-by "Wells Of绛" and the sanctified title tune, They're on solid footing.

"LIGHT-FOOT"—Lou Donaldson—Blue Note 4053

The long-lyrics of Lou Donaldson's alto and their inherent, subtle fecundity makes for continued pleasurable listening through numerous Blue Note LP's. This new date is no exception. He is in top form again, and proceeds intelligently in performances of his own "Light Foot" and "Baby Blues" plus "Ain't Nobody Here But Us," "Yossel" and the wistful "Stella By Starlight." Ray Barretto's conga is a flavorful additive.

"STRAIGHT AHEAD"—Dave "Fathead" Newman—Atlantic 1800

Having emerged from the shadows of rhythm & blues with critical acclaim, Dave Newman continues to batter his way "straight ahead" up the jazz ladder. He is a forceful, fiercely individual tenor man and has a gut-bucket of feeling in his attack. Accompanied here by jazz stalwarts Wynton Kelly, Paul Chambers and Charles Persip, Newman does, among others, three of his own tunes, another area in which he is on solid ground. Sound, basic jazz listening.

"DOC + 4 = DIXIE"—Doe Evans and his Dixieland Band—Concert-Disc CS 47

Unlike much Dixieland being played today, this LP stands out with a passion. It has the individuality of Doe Evans' cornet work, and many time-worn cliches have been avoided. Tenor saxophones are played, among them "After You've Gone," "Blue And Broken Hearted" and "Cherry Breathe". Recommended to traditional fans looking for a break.


The violinist displays emotional virtuosity, first tackling the bold, intense, colorful "Symphonic Espagnole" and then moving into the nearly depth's of Tchaikovsky's moody "Serenade." Bell and Kondrashin's direction is also impeccable. Choice item here.

LALO: Symphonic Espagnole; TCHAIKOVSKY: Serenade Melancolique—Leonid Kogan, violin

Kyril Kondrashin conducting the Philadelphia Orchestra—Angel SR 1722

The virtuoso displays emotional virtuosity, first tackling the bold, intense, colorful "Symphonic Espagnole" and then moving into the nearly depth's of Tchaikovsky's moody "Serenade." Bell and Kondrashin's direction is also impeccable. Choice item here.
LISTEN!

(They're playing my song.)

Cash in because this powerful instrumental has the kind of haunting melody and electrifying rhythm that is totally unique in our business. Splashed with European color, it's all set to capture America. c/w "The Boulevard of Broken Dreams" #7920. Two-color sleeve... also available in 45 rpm. Order now!
NEW YORK:

Cosmat promo gal Arlene Tanner infers that they have taken over 4 new deck sites for major discos, including Charlie's, Chyna, and the Stewarts Hotel. They have also taken over the DJ's of all the new and old disco sites.

Cathy Carroll covered the local circuit last week in behalf of her current Tri-level rider "Jill’s Love." Danny "thin man" Driscoll buzzed us from N.Y. last week, saying a soccer game is coming up, a Friday night, along with a speedy takeover in Cleve-Phil-Areas and chart climber "Peanuts" by Rick & The Smitts. Danny is doing well, we’re hoping to see him again. Danny now that he’s shed a few pounds—or so he says. Ellis Stainey, Dennis Record topper, explained on an extensive eastern trip with his sailing young-ster. When he was in Chicago, his ship was docked outside the La Salle Brown Jr. wind up their current Roberts Show Club stint 7/30. Local press, dealers, and record people streamed to Dresser’s for the party. The East Room of the Sheraton-Chicago Hotel. Russ Bach of Music Dist. is back in the fold after a two week hiat at Camp Ripley (Minnesota) with the Illinois National Guard. He couldn’t wait to be back about a couple of sinkers destined for charivarsville, namely, “I’ll Never Smile Again” by The Wanderers (Cu) and “You Are My Sunshine” by The Marxes.

RCA’s-Jerry Jaffe & Elvira Johnson, Martine Greenland Bob Liberty The Jarmels’ Passman, over Wildwood, “Love Me Tender” is getting their best minute with new pairing “Now I’m Free” b/w “Blue Lights” by Bobby Skeie and salesgetter “Come On Let’s Go” by Chuck Dallis. Latter deck is mounting WIL’s Osceola’s. Formerly of the Monkees, Dennis Brown Jr. wind up their current Roberts Show Club stint 7/30. Local press, dealers, record people streamed to Dresser’s for the party. The East Room of the Sheraton-Chicago Hotel. Russ Bach of Music Dist. is back in the fold after a two week hiat at Camp Ripley (Minnesota) with the Illinois National Guard. He couldn’t wait to be back about a couple of sinkers destined for charivarsville, namely, “I’ll Never Smile Again” by The Wanderers (Cu) and “You Are My Sunshine” by The Marxes.

Milt Trenier followed Duke Hazzlett into Le Bistro 7/25 for an indefinite engagement. The entire Columbia Dist. gang in this area got together at the swank Playboy Club 7/24 to send Columbia’s new sales manager Mort Hoffman off with a round of well wishes and to bid welcome to his regional representative Bob Lamb. Bernie Lawrence (Columbia) told a lunch group on the local scene 7/27 collecting raves for Sento & Johnny’s new “Long Walk Home” and Linda Scott’s click “Starlight Starbright.” Barry Mann stopped off at Garman Dist. over the weekend before hitting theJohnny Cash circuit in behalf of his current headliner “Who Put The Bomp In The Bomp Bomp Bomp” & Vie Faraol (M. S. Dist.) can’t rave enough about Frank Sinatra’s new reprise album “Swing Along With Me.” Eurythmics artist Bob Glassman joins Josh White and The Smothers Brothers at the Denver Folk Festival 7/20-8/5. Clarence Henry, in town cutting some new wax with Ter-Marc’s Ron Malo while Lulu’s topper Lenn Chess look to the west coast for a session with partner Lucky Clark. Ramsey Lewis, clicking big at the Birdhouse, is charting hefty sales with his LP “More Music From The Soil.”

We received a note from Dash Records touring a coup which spotlights Frank zero, violin and orchestra, playing classical label “The Cha” b/w “Pussy Foot.” J. H. Martin’s song about Chi, Bud Miller, tells us WJD and several stations throughout Illinois have been running contests in conjunction with the release of the “Hey Joe” single. William Hee “Porkchop” Flavor.” London’s Mel Kahn is due in town this week. “The Pepper Pots,” cut by the Slayton team for the past few weeks, is being released this week. First album remote from the niter, with Ter-Marc’s Ron Malo at the helm.

Sid McCoy takes over Jesse Barker’s former post as all-night spinner at WCFL, “The Living Truth” and heavy doto at records swing with new comic album “I’ll Let Nothing” (Home Of The Blues); Chuck Jackson’s “I Wake Up Cry- ing” (Wand) and The Miracles’ “ Mighty Good Loving” (Tamla). The Kapp artist Kete Jensen, passing the “Vanilla, 2 Chocolate’s” gig around town. RCA’s midwest promo man, Stan Pat, busy as the blaze past week making his usual rounds.

LOS ANGELES:

Capitol Records predicting Judy Garland has the biggest LP of her career with Judy at Carnegie Hall,” a two-disc package which is already breaking in every major market. Album was waxed live during Judy’s special one-night- only performance at Carnegie Hall. Judy’s band are Frank DeVol, April Engle, Chris Detrick, Frank Wess, Monty Ross, and Louie Bellson. Capitol had Media Associates, Inc., of New York City, conducting the promotion. Judy’s album is a 2-disc set, and is due in September. Capitol is planning a major promotion of this album, beginning with a premiere at the Capitol Records branches. This will include radio spots, newspaper ads, and television commercials. Judy will also appear on several talk shows to promote her album. The album features Judy Garland performing live at Carnegie Hall on May 15, 1961, with a 16-piece orchestra under the direction of Frank DeVol. The album includes hits such as "If I Were A Bell," "Shall We Dance," and "Over The Rainbow." The album was recorded in color on 35mm film and later released on a special edition colored vinyl record.
TEX RITTER'S
HILLBILLY HEAVEN IS A TEN GALLON HIT!

LISTED ON THE POP CHARTS IN BILLBOARD, CASH BOX, MUSIC VENDOR AND MUSIC REPORTER, AND IN THE TOP TEN ON ALL THE COUNTRY AND WESTERN CHARTS

RECORD No. 4567
Cash Box

RECORD RAMBLINGS

(Continued from page 124)

Frank Avalon looking for a winner with current Chancellor offering “Yoggo To The Bottom Of The Sea,” from the pic of the same name, in which he stars... Mike Lipton, of Connect Dist., and his wife welcomed their third child, Dina Sue... Jack Scott grabbing deejay attention in several key areas with Capitol circuit “Strange Deuter.” Sodexx Records hitting the market with the Marc Cavell item “That’s All I Want.”... Newly-formed Gallahad Records bidding with “Shame On You” by “Cold Gray Bars” featuring Tony Epper... Iris Pinsky of Eric Distributors in San Francisco reporting a couple of smash hits in Barry Mann’s recording of “Who Put The Bomp” on ABC, and “Drum” by Jenny Chandler on U.S. New artist Teenie Roma out one week with her first release, of “Just For You” and “Love Is Like A Mountain” on the Artform label, and already hitting the Music City hit list... Cy Kertman has signed his latest management client, Sonny Steele to a Republic Records contract... Liberty feels it has a two-sided hit in Johnny Burnette’s rendition of “Girls” and “I’ve Got A Lot of Things To Do,” according to reports throughout the nation... Henry Mancini is concluding arrangements with the G. Schirmer Company to distribute the composer-conductor’s first book, “The Young Arrangers Guide.” Book will be published by Northridge Music and distributed by Schirmer and will contain over 180 examples and excerpts from Mancini’s film and television scores. Sally Terri opens a four week run at the Ash Grove this week... Seymour Hellier, one-time manager of singer Franco Wayne, now managing Fran Puddy-music-maker Neal Hefti... The adventures, currently at Cal-Neva lodge in Tahoe, featuring selections from their new UA album, on which they sing the instrumental made famous by Glenn Miller.

HERE AND THERE:

PHILADELPHIA—The biggies on Ted Kelmum’s Columbia list are newcomers Dorothy Jones’ “It’s Unbearable,” Don Covay’s “See About Me” and Frank DeWalt’s “I’m Gonna Be A Radio Thomas” LP... “Summer Under the Can- cordin” to Marlin’s Larry Cohen, are Tony Orlando’s “Bless You” (Epic), Gini Finner’s “Every Breath I Take” (Mambo), the Jarrel’s “A Little Bit Of Soup (Lavine), Fats Domino’s “Let The Four Winds Blow” (Imperial), the Friends’ “Dedicated” (Imperial), the Chantels’ “Look By My Eyes” (Carlton) and Kenny Chandler’s “sleeper” “Drum.”... Card-O-Grain are Ben Little’s “Imprison Me Baby” (Revival), the Isley Bros. “We Want It” (Atlantic), Joe Jones’ “Big Man” (Rolette) and Eddie Roberts’ “Immaculate Love” (Time)... Personal promo man George E. Costello items that Columbia’s Kitty Kallen opens at the Gondola Room, in Atlantic City, for the Aug. 15th. This follow-up show revolves around the Chantels House in Chl. Lark’s current chart-editor’s “Summer Time Lies.”... Lots disc note from Harry Fink at A&L dists. He sees what looks out for the new label that features the Majors and “New Trend.”... “Brand-New Love.” Hot, singles-wise it’s the Rondells’ “Backbeat No. 1” (Amy), Faye Simmons’ and “The Angels Sing” (No-Tone) and the Lydells’ “Wish Of Love” (Master). LP-wise it’s M.O.’s “Sound Of Love” set which includes brushes and pad, the Seeco Latin-American sampler and Amy’s “Half A Heart” by Ty Bennett of “Queen For A Day” fame... The new big allies were Bob Keller at his flying distro are the “Embers” “Solitaire” (Empress) Bobby Bland’s “Lost Blues” (Mia) and “You’re Blue Jays” “Lover’s Island” (Milestone) and John Fanning’s “Your Girl” (Acme).

ROCK AND ROLL NEWS:

BOSTON—Euree artist Bob Grossman held over at Golden Vanity nite, in Boston, MA... TOPERA—Victor’s Limelettes skedded for a 9/13 stanza at the Mid- Atlantic Fair... ASHLAND, OHIO—Hilltop Records announced the addition of Chuck Wootery, the Krazy Kats and Ricky Vas & Rock-A-Ways. All three additions will have releases in the Fall... CLEVELAND—Tom LiPuma, Mercury promo man at M.S. dists of Ohio, notes three decks breaking big in his area, They’re Barbara Evans’ “Charlie Wasn’t There” (Pioneer), Bobby Hendrick’s “Honey Dip” and Clyde McPhatter’s “I Never Knew” (both Mercury).... BUFFALO—Mercury promo man at Metro dists, Jerry Myers, hot on Danny Davies’ “You Want the Best” single, and the Dees’ “You Never Felt It” single, and “One Summer Night, Tom & Jerry’s “Swing Low” and the Platters’ latest, “I’ll Never Smile Again.”

HOUSTON—From the desk of Peacock’s sales & promotion man Robert L. Garner comes word that the hot new discs there are Abner & Linda’s “My Mule” and Jerry Foster’s “Lonely One.” The established hits include Bobby Blue Bland’s Doe’s double-header “Don’t Cry No More” and “St. James’ Infamy.”

SHREYERPORT—At Stan “The Record Man” Lewis’ Stan dists the sales exciting news include Don Shirley’s “Water Boy” (Cadence), “Night Time In The Right Time” by Lattimore Brown (Excello), Jerry Lee Lewis’ “Cold Cock Heart” (Sun), Ted Taylor’s “I Don’t Care” (Gold Eagle), Roland Stone’s “Last A Moment” (Ace), the 3 Friends’ “Dedicated” (Imperial), Gene Pitney’s “Every Breath I Take” (Mambo) and “Pills” by Be Didley (Checker) among others.

JACKSON, MICH.—Al “Flat Top” Daly, voice of Operation Leopard Army blood donors, types that they’re going all out to top the 2:50 p.m mark and that this is Daly’s last writing plans... SAN FRANCISCO—With indie promo gal Cathy Furniss it’s Marry Joe’s “Since Gary Went In The Navy” (Robbie), Carl Hamel, Jr.’s “Summer Souvenirs” (Allies) and the Gamblers “Tonty” (Last Chance)...
Victor's "Double Best Buy" Product
For Aug; Sept. Has Powerful Program

NEW YORK—Backed by a full-scale promotion campaign, RCA Victor Recorders have launched the "Victor Double Best Buy" programs for August and September. As part of the promotional tie-in, the label will feature the label's well-established names, while 12 LP's in August will be spotlighted in the "Aug Best Buy." 

Both the new product and the program were introduced last week, with humor, yet impact, at a four day meet held at the Barbizon Plaza, New York. It was attended thoroughly by Victor distributors throughout the country.

The program, whose theme is "The New & The Great Entertain on RCA Victor," was introduced by William I. Alexander, Victor's ad manager.

The "spokesman" for the new Victor product will be a "live Mr. Mime," who was explained thusly by Alexander: "Entertainment is the key word in our business, and, for centuries, the Mime has been a symbol for all that's best in the field of entertainment."

Victor's theme issue, "The Mime's Theme," by Ray Martin, the tune of which will accompany all TV promotion of the new LP's.

On a national co-operative basis, the "Double Best Buy" will appear in Life magazine, serving to introduce "Mr. Mme" as the Best Buy "spokesman," and displaying Best Buy "product" on page full-page ads will appear in The New Yorker, Sports Illustrated, Esquire, Playboy, and the New York Times Sunday Review. High Fidelity, HiFi Stereo Review, Sunset Magazine and Schwab. Total "roadshow impression" of these magazines is about $1 million, Alexander said.

Network TV exposure will include three 16-second color commercials on "Walt Disney's new NBC series, "The Wonderful World of Color." Again, "Mr. Mime" and the "Mime" tune, along with the new product, will be featured.

National radio coverage includes a disk-deejay highlighter, "Mr. Mime," complete with selections from 19 albums in the "New and Great" release. This is a book-type package with full-color illustrations of the LP's represented, with a few, a few, of copies of each for every music box, the shape of a piano, playing the "Mime" theme also will be sent to 5000 deejays.

A new innovation from Victor is a "New Artist Record Advertising Fund," which both Victor and its distributors will contribute to "maximum advertising of Best Buy new artists in local radio." Such radio promotion will include radio "spots," station breaks, voice tracks, etc. Victor also is supplying various audio aids for co-op advertising.

On the dealer level, the label is providing full-color reproductions of "Mr. Mme," including motion, window displays, the Life ad, "over-the-wire" engravings, counter cards, album covers, all with distributors, with each supplement having a tear-off, mail-in coupon for purchaser's orders.

Point-of-sale kits, combing many of the aforementioned features, will be shipped to distributors warehouses for earlier.

The August-September LP's were produced by George Meek, vepid general manager, who said "RCA Victor's 1961 Best Buy is without doubt the greatest release in the story of the record company."

The August pop release includes: Perry Como's "Sing To Me, Mr. C," featuring the "Ibiza Theme," Lena Horne's "Lena At The Sands," and Henry Mancini's score for "Breakfast At Tiffany's," "Moon"; Dave Gardner's "Ain't That Weird?" James Prado's "The New Dance 'La Chinga'" by the Arthur Murray's; Decca's "Special Delivery," Don Gibson's "Girls, Guitars & Gibson" and "60 Years of Music America Love's Best." (Vol. 3)


The September release also includes four LP's from Victor's "de luxe" Soria Series.


Victor "Best Buys" Also Appear "Live"

NEW YORK—RCA Victor Records not only displayed its new disk product (see above story) at its "Best Buy" national sales convention here last week, but also also demonstrated some of its talent "live."

On Tuesday evening (25), a private concert "showcase" was topped by performances by Brother Dave Gardner, Ann-Margaret, Chet Atkins, Floyd Cramer and Al Hirt. In addition, Anita Kerr and Norman Luboff Music Maet, were introduced to the gathering.

The show, produced by Victor's George Arakian, also included the orchestras of Marty Gold and Ray Ellis.

Huller Joins 20th Fox As A&R Producer-Promoter

NEW YORK—As a major part of its teen singles build-up, 20th Fox Records has named yet music man Eddie Huller to the newly-created post of A&R producer-promoter.

20th Fox top man George Onorati said that Huller will be in charge of the singles A&R operation, artist development and release scheduling; and he also will be in charge of the company's promotional activities on all record product, including albums, he stated.

Heller, who comes to 20th Fox after stints with Victor and MGM, among others, will report directly to Onorati and team with other department headed by veep Lou Del Guercio and sales head Ir Stimson.


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PITTSBURGH — Meeting for the first time are Columbia artists Johnny Mathis and teen thrush Cee Cee Joy. They met here while Mathis was appearing at the Twin Coaches. Miss Joy is a native of Pittsburgh. Her latest Columbia release pairs "Dribbly Around" with "It's All Over Now."
The Highwaymen

The Highwaymen came into existence by mere coincidence. All in the class forming at Wesleyan University (Middletown, Conn.), the boys met after joining the same fraternity and joining forces in preparing a short bit of entertainment for a party. The skit went over so well that they decided to continue with the act. In the winter of 1910 they came to New York where they met Ken Green- grass, now their manager, who had them linked to United Artists. An album was cut and one of the tracks, “Michael,” was released as a single. This week it jumped into the #13 slot on the Top 100.

Steve Butts, guitar and bass, is from New York City and has traveled throughout the world. Dan Daniels plays guitar and cbanjo and sings baritone. He is from Buenos Aires, Argentina. Bobby Burnett plays guitar, bongos and maracas, sings tenor, and is from Mystic, Conn. Guitarist Steve Trott is from Mexico City. He also sings tenor. Dave Fincher, from New Haven, Conn., is arranger and the organizer. He plays guitar, banjo, recorder, bongos, and is lead tenor.

The Jarmels

The five young men who comprise the group are Waldo, Ken, Ron, Steve, and Bill. All met at Armstrong High School in Richmond, Virginia, where they all sang in the school choir. Being friends for years, attending the same church, they decided to strike out for a record career as a group. Their travels led them eventually to New York where they took on the name “Jarmels,” actually a street in Harlem. A dub they made was heard by Jim Gribile and he signed them for management, securing a Laurie recording contract for them immediately. Their first record, “Little Lonely One,” made a little noise and set the stage for the follow-up hit, “A Little Bit of Soap,” #68 on this week’s Top 100.

The five Jarmels include Nathaniel Ruff, age 23; Ray Smith, 21; Paul Burnett, 20; Earl Christian, 20, and Tom Elderidge, 21. They all maintain an active interest in sports, excelling in swimming, baseball, basketball and football. Ray Smith attends Virginia Union College.

With his highly-rated TV show off the air three months now, Milt Grant has conceived an exciting new program idea to reach Washington, D.C. teenagers. As of July 22nd he began broadcasting simultaneously over WPWC, WAWY, WINX and WEEI, with a weekend Saturdays and Sundays, 1 to 4 PM station. Using the theme “You can go—going where you are,” Grant will originate music of the program from local high schools, swimming pools, amusement parks, etc, serving as a sort of teen weekend extravaganza.

In addition to entertainment, Grant will include a sound of community information for teenagers and will work closely with schools and civic organizations. He will revalidate the “Milt Grant Club,” which had 50,000 members when he went off the air, and plan a “Charity of the Month” to be supported by dances and record hops. The most gratifying news to the group is the project they have, that it’s TV sponsors have already elected to follow him to his new program.

Bill Jones (The Jones Boy) at WIBG-Philadelphia has just completed the first in what may be a series of taped record hops to be aired to servicemen overseas. The first hop, Tuesday, 26th, was held in East Greenwich, R.I. These tapes are being rushed to the Far East for airing in Japan and Korea. He is now making available on a request basis and at a cost of $.15 a hop hour program. Clay Cole, the young host of WNTA-TV-Newark’s “Record Wagon,” has added a new category to his growing list of achievements. He joined the O.J.A. as a deejay on July 26 at The Gateway Theatre in Birthport, Long Island, starring in its production of “Fower Drum Song.” In order to fit his schedule, Jack audiences with Clay, the hopster has had to change his TV chores at Palesides Amusement Park to the beach at Birthport. Also calling upon a plane to help out in a tight sked was Sam Hale of WOKY-Milwaukee. Sam had promised to emcees in Manitoowoc, Wis., 85 miles from Milwaukee. When Sam’s announcing was rearranged to fill in for the vacationing Mitch Michael, he knew he couldn’t keep his appointment. But calling on a local airways he chartered a small plane to pick him up at the station and whisk him to the benefit. Big-hearted Sam picked up the tab himself. (Who said disc jockeys aren’t generous?)

On July 17, KBLU-Yuma, Ariz., surprised its audience by recreating an ordinary broadcast day of July 17, 1929 without any prior warning. Music of the roaring ’20s’ was aired in place of the usual top 40 and pertinent information concerning artists and composers was passed on as usual. In addition, with the help of the local newspaper and the public library, newsclips from that 1929 detritus were recreated. An unusual aspect of this portion was the news story of a local killing, which resulted in a call from a retired judge who actually conducted the coroner’s inquest. Of course, looking for more information on the killing, took the newscast as current fact. Ken Gaughran (WARM-Wilkes Barre) recently was on a fantastic trip up beteen 30,000 and 40,000 people to his recent show at the Rocky Glenn Park. Featured on the bill were Duane Eddy, Freddie Cannon, Tony Orlando and Johnny Maes. Steve Polina had to turn away audiences to the park. Again, a reminder to those of you familiar with the work of O.L.A., Al “Plat Top” Duyl is still collecting 30 and 60 second deejay and artist tapes in conjunction with the big October blood drive. Let’s get them going.

VITAL STATISTICS:

Ken Gaughran has joined WWCO-Waterbury, Conn., as air personality in the 10 AM to 2 PM slot. Ken has a long list of station credits in the New England area, most recently as disk jockey and public relations director at WAGE-Springfield, Mass., where he was also an active, award-winning member of the Junior Chamber of Commerce. Ron is a 1963 national exec, and Rod Carson, formerly of WCOJ-Coatesville, Pa., are splitting DJ chores at WHUH-Hammondton, N.J., a 250 watt daytimer on the air only since May located midway between Philly and Atlantic City. Old Woods is spinning r&b daily and jazz Saturday for WGEI-Indianapolis. He was previously with WIND-New York. . . Ted Wygant, former program director at WLEE-Erie, Pa., is the newly-appointed news director of WKNE-Dearborn/Detroit, Mich. . . . Hester Beele Kyser was appointed musical director and librarian for WSLX (AM & FM)-Nashville.

Several station ownership changes occurred this week: The McLendon Corp. has purchased WNYB-Buffalo, N.Y., for $650,000 and, in addition, asked for FCC approval to increase power to 1500 watts. The Corp. presently owns WYSI, AM & FM in Buffalo and will now have to dispose of the WNYB AM facility. (1,000 watts) Another transaction is subject to FCC approval. . . . Another pending FCC approval is awaited for the transfer of KTUL-Tulsa from the Griffin Broadcast Group to the AMG Broadcasting Co. of Atlanta. KTUL-TV at Wichita Falls, KTUL-TV is not involved in the sale and will continue to be operated by its present owners. No staff changes at KTUL, as the station is not going to be expanded.

. . . The FCC has approved the sale of KSYD-Wichita Falls from Grayson Enterprises to R. E. Glasgow and Bob Walker. Pending is an application for change of call letters.
"SEE ABOUT ME"
DON COVAY & THE GOODTIMERS
... make it with this rockin' ballad
B/W "HAND JIVE WORKOUT"
4-42058 also available on Single

See about it now
Order today!
ON COLUMBIA RECORDS
Coast Keglers

HOLLYWOOD — Southern California distributors, disk jockeys and manufacturers recently formed the "Skins and Needles" bowling league. Above, three of the stars of the league—all members of the ABC-Paramount team—are (left to right) Larry McCormick of KGFI, Abe Diamond of Diamond Distribs, and Al Natterman, Diamond promo man.

Command Has Four Dealer Promo Aids For Fall LP's

NEW YORK—Four promotional aids designed by the Command Records art department have been prepared to assist dealers in promoting Command's fall line.

World's four items include a strip sign, lantern-type mobile, six-jacket window sign and deck-level merchandising rack.

The strip sign is made of plastic coated board and has eight units connected by chains which snap apart. Under a large Command heading, seven panels advertise the line's diversity: "Persuasive Percussion," volumes one, two, and three; "Far Away Places," starring Enoch Light and his orchestra featuring harp-choral and exotic percussion; "Romantic Guitar," "Mr. Big," and "Folk Songs," all by Tony Mottola; Los Admiradores on "Bongos, Flutes and Guitars" and "Bongos, Bongos, Bongos"; "The Million Dollar Sound Of The World's Most Precious Violins," volumes one and two; a new album: "Sound/35mm" featuring Light and his orchestra at Carnegie Hall and "Provocative Percussion," volumes one, two and three. The seven panels feature Command's familiar black dots on white background design with lettering in red, black and white. The sign may be hung in both the window or store proper.

The lantern-type mobile is cube shaped, black and white in color and carries the slogan: "The Greatest Advance In Sound Since High Fidelity Was Invented," Arrows at the bottom of the cube indicate where Command Records are being sold.

The window display has pockets for six albums and is painted black, with gold Command lettering on top and carries the slogan: "For The World's Discriminating People in white at the bottom. It may be used as a permanent display size since dealers can inter-change Command Records at their discretion.

The special deck-level merchandising rack is attractively designed of wood and pegboard. Eight compartments are capable of holding up to 60 Command albums. This promotional material may be obtained by contacting local Command distribs.

FATS DOMINO

"LET THE FOUR WINDS BLOW"

FAT'S DOMINO

Imperial Records

BREAKING! NEW YORK, NEWARK, PHILA.

"WHEN WE GET MARRIED"

by The Dream Lovers

HERITAGE #102

1405 Locust St., Phila., Pa.

Cameo Box—August 5, 1964

Decca-Coral Issue 30 "Blue Chip" Albums

NEW YORK—Decca Records is releasing 30 albums next month under the fall promotional banner of "Blue Chip—Each a Business in Itself."

The new product, including three Coral LP's, was unveiled last week (20) at preview show here in the Grand Ballroom of the New Yorker Hotel, with dealer showings being held by Decca's sales organization in key markets throughout the country.

The "Blue Chip" promotion is based on Decca's belief that "each new album highlights an already established catalog by the artist, representing proven sales strength for in-depth stocking that will assure dealers the maximum benefit from stocking new releases."

In addition to the 30 new albums, Decca is also unveiling a new series tagged "On Location." These are semi-sound track Je's: "M.T. Entertainment," Spain, Germany, Italy and Switzerland. Narrated and annotated in pictures and text, these LP's represent a year's efforts by Decca producers Robert and Joan Franklin.

Both the new LP's and "On Location." disks are represented with litho-machined "decks," each containing an LP sample, for dealer use. In addition, complete play material and an incentive plan for dealers (for details, local distribs should contact Decca).


Albums in Decca's Gold Label classical series are: Andre Segovia's "Maestro Segovia," Brahms' works conducted by Leopold Stokowski.

Haley & Comets Deal With Mexico's Orfeon

NEW YORK—Bill Haley & His Comets, just signed to Gone Records, have inked by Mexico's big Orfeon label for all Spanish-speaking countries, as of September 20, it was announced last week by Joyce Jolly, the team's booking agent. Haley and his crew just signed a deal with George Goldner's Gone Label for the rest of the world.

Carmen Amaya's "Furia!" Mozart Sonatas and works by Chopin are performed by Erich Morri (viorini) and Rudolph Firkus (piano). Lillian & Joseph Fuchs, with Frederic Waldman conducting the orchestra, offer a Mozart program at the New York Pro Musica, under Neal Greenberg's direction, do works previously unrecorded by "Fifteenth Century Netherlands Masters."

Capitol Again Moves Into Electronics Field

HOLLYWOOD—Continuing its expansion into the electronics field, Capitol Records has purchased Gen (General Electronics, Inc.) board, according to Capt. president Glenn E. Wallich.

A leader in solid-state engineering, Gen, will be based on the general communications division of Capitol's electronics subsidiary, Elec- tric & Musical Industries (U.S.) Limited, to handle the design and manufacture of the products and personnel of the former EMI/US broadcast division.

According to Daniel C. Bonbright, vice-president and chairman of Capitol's electronic operations, "The combination of technical resources of EMI, US and general communications gives EMI/US the broad capability of pro-visioning complete, highly-advanced communications systems for broadcast educational, and industrial market and will result in a strong competitive position for EMI/US."

Among the General Communications products to be integrated into the EMI/US line of television cameras and monitors (including its CBS subsidiary) is a fully-transistorized television switching equipment, mechanical and elec tro-mechanical switching devices solid-state vibrato units and equipment, special effects generator monitor systems, picture monitor, studio constant, solid-state power supplies, and automatic systems.

E. D. Peterson, president of general communications during its 12 years of ownership by CBS. The company has accepted a long-term management contract with EMI/US. The company, manufacturing facility in Fort Atkinson, Wisconsin, will serve the US systems development and produc- tion services.

General Communications is the third organization to be acquired by EMI/US since its acquisition last March. Previously, EMI/US purchased the assets of Hoffman Electron Tube Corp., North Hollywood, Calif., and the Voi Shan Electronics Division of Voi-Shan Industries, Inc., Los Angeles.

EMI/US was established for the purpose of manufacturing diversified recording equipment, to each, a complete line of electronic products in the general communications field in cooperation with many of which are provided by EMI Ltd., of England, the principal stockholder in Capitol Records, and EMI/US presently comprises divisions: general communications (formerly Broadcast), electron tube, magnetic tape, and consumer product.

The company distributes its products throughout the United States and has many manufacturing facilities in Los Angeles and other locations. EMI/US was incorporated in August 1, 1961), and executive office in Los Angeles and New York.
Already the hottest instrumental in the country...

Another great hit from

Monument

with

Bob Moore
and his orchestra

45-446

The Cash Box  Pick of the Week

"MEXICO" (2:37) (Acuff-Rose BMI—Bryant)
"HOT SPOT" (2:16) (Acuff-Rose BMI—Bryant)

Bob Moore (Monument 446)

Moore, whose outing grabbed off a healthy slice of the final sales pie on
"My Three Sons," can do even better things with this bright, south-of-
the-border instrumental charmer dubbed "Mexico." It's a dailighter that's
sure to make the folks sit up and take notice. The chorus joins in with
chests lyric chants on the catchy underpin, "Hot Spot."

BILLY COBB

Monument

One of the Hit Labels

Spotlight Singles

Bob Moore (Acuff-Rose, BMI) (2:37) — MEXICO (Acuff-Rose, BMI) (2:16) — HOT SPOT (Acuff-
the Bob Moore crew, both penned by Boudreaux Bryan. "Mexico" is a swinger with a touch of that Tex-
Mex mariachi flavor. Flip is a lightly swinging item with

Cash Box—August 5, 1961

539 West 25 Street, New York 1, N. Y.
GREETINGS TO THE CASHBOX ON YOUR 19TH ANNIVERSARY

I'm a Telling You
Jerry Butler
#390

My How The Time Goes By
Bill Henderson
#391

Raindrops
Dee Clark
#383

also available in Spanish

"Gates Del Luvio"
by Bobby Poxos

LP 3016
Exodus to Jazz—Edith Harris
(22 on the R&B chart)
525 on the Show-Charts

LP 1037
Hold On It's DEE CLARK
(25 on the Billboard R&B Chart)

LP 1032
Staple Felchis
In Person—Film of the Same Comedy
LP's at 99

LP 1031
Bill Henderson
With Swingle Voices (R&B Chart)

CASH BOX TOP 100's

PUBLISHERS

(Top 100 titles listed alphabetically for card and label index)

A LITTLE BIT OF SOAP
80
*AMOR
78
*AT WAR
*AT YOUR SIDE
81
*A TEAR
26
*THANKS TO THE MEMORY
62
BACK BEAT NO. 1
86
BETTER TELL HIM NO
57
*BLESS YOU
88
BOBBY BLUES
52
ROLL WEEWIL SONG
10

CHARLESTON
56
CUPID
16

DANCE ON LITTLE GIRL
60
DEDICATED TO THE SONGS
1
I LOVE YOU
82

*DOES YOUR CHEWING GUM
8
IN ITS FLAVOR

*DON'T BET YOUR LOVE
100

DON'T BET MONEY MONEY
22

DON'T BLEED ME DADDY (Lion BMG)
81
DRIVING HOME
69

DUM DUM DUM
4

EVERY BEAT OF MY HEART
36
EVERY BREATH I TAKE
98

FISH
19

GIRL'S A DEVIL, THE
83

GRAND ADVENTURE
58

*GUNS OF NAVARONE
(Columbia Pictures ASCAP)
96

HATS OFF TO LARRY
7
HEART AND SOUL
20

HELLO MARY LOU
54

HILLBILLY HEAVEN
48

HURT ELLA
37

*I DON'T WANT TO TAKE
99
A CHANCE

I FALL TO PIECES
25

I JUST DON'T UNDERSTAND
71

I LIKE IT LIKE THAT
2

I NEVER KNEW
91

I WANT TO CRYING
89

I'LL BE THERE
33

I'LL NEVER SMILE AGAIN
62

I'M A TELLING YOU
47

I'M COMIN' ON BACK TO YOU
53

I'M GONNA KNOCK ON YOUR DOOR
24

*IT'S GONNA WORK OUT FINE
76

JIMMY LOVE
92

JOHNNY WILLOW
100

LONELY NIGHT
6

LET'S TWIST AGAIN
3

LET THE FOUR WINDS BLOW
43

LOVER'S ISLAND
90

MAGIC MOON
93

MICHAEL
13

MISSING YOU
46

MOODY RIVER
27

MY KIND OF GIRL
40

MY TRUE STORY
75

NAG
85

NATURE BONG
63

NEVER ON SUNDAY
18

*NEW AND FOREVER
97

ONE SUMMER NIGHT
50

PEANUTS
79

PLEASE STAY
14

PRETTY LITTLE ANGEL EYES
9

PRINCESS
74

QUARTER TO THREE
5

QUITE A PARTY
68

RAINDROPS
15

RAININ' IN MY HEART
34

READY FOR YOUR LOVE
59

RIGHT OR WRONG
55

RUNAROUND
35

SACRED
21

SCHOOL IS OUT
17

SHOULD I
63

SOLITAIRE
72

STAND BY ME
42

STARMUTT, STARBRIGHT
45

STORY OF A GIRL
100

SWITCH-A-ROO
48

TAKE A FOOL'S ADVICE
67

TEARS OF MY PILLOW
66

TELL ME WHY
44

THAT'S WHAT GIRLS ARE MADE FOR
41

THOSE OLDIES BUT GOODIES
51

TIME WARP (Henderson BMG)
94

TOGETHER
94

TONIGHT
66

TOO MANY RULES
64

TOSS AN TURNIN'
1

*TRANSFENDER SISTER
77

TRAVELIN' MAN
31

WATER BOY
84

WHAT A SWEET THING THAT WAS
30

*WHO PUT THE BOMP
87

WOODEN HEART
12

WRITING ON THE WALL
70

YELLOW BIRD
11

YOUNG LADY
13

ZOMBIE
39

* Asterisk indicates first appearance on Top 100

Cash Box—August 5, 1961
SURE CASH
JOHNNY NASH
BOWLS 'EM OVER WITH
I NEED SOMEONE TO STAND BY ME
b/w 1,000 MILES AWAY
ABC-10212

CASH IN
MISS FRANKIE NOLAN
EXCITING NEW ABC-PARAMOUNT DISCOVERY
SUMMER ALL YEAR 'ROUND
b/w I STILL CARE
ABC-10231

GO FOR CASH WITH NASH AND NOLAN! STOCK BOTH! ORDER BIG! AND, NOW!
ALL OVER THE CHARTS WITH POP HITS!!

Builder of International Stars...
... the whole trade laughed when we told them we had a hit with

MATT MONRO

"MY KIND OF GIRL"

Warwick M-636

A Brand New Album By Matt...
"MY KIND OF GIRL" (W-2045)

... another import that was all over the charts.

ANDY STEWART
1st—"SCOTTISH SOLDIER" now...
His Brand New HIT Release!

"DONALD, WHERE'S YOUR TROOSERS"

&

"THE BATTLE'S O'ER"

Warwick M-665

SCOTTISH SOLDIER Album (W-2043)

We are very proud to announce the latest addition to our label...

PETULA CLARK
Singing her current chartmaker in England

"ROMEO"

"ISN'T IT A LOVELY DAY"

Warwick M-652

Look to the Future with...

LOOKING AHEAD

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

1 A FAR BETTER THING
Dolly Parton (RCA Victor 7884)

2 MIGHTY GOOD LOVIN'
Miracles (Tamla 54044)

3 HERE IN MY HEART
At Martinez (Capitol 4959)

4 SINCE GARY WENT IN THE NAVY
Marcy Joe (Rabbeo 115)

5 WITHOUT YOU
Johnny Tillotson (Columbia 1404)

6 MOUNTAIN HIGH
Dick & Deedee (Liberty 55330)

7 HUMAN
Tommy Hunt (Scepter 1279)

8 TEEN PRAYER
Votrebones (Stark 102)

9 WOODEN HEART
Gus Bockel (Fan-O-Graf 1234)

10 MR. D.J.
Van McCray (Rockin' 101)

11 I'M SO HAPPY
Duneces (Goldies 3024)

12 GIRLS/I'VE GOT A LOT OF THINGS TO DO
Johnny Burnett (Liberty 55345)

13 LONELY STREET
Clarence Henry (Argo 5395)

14 THE WIZARD OF LOVE
Co-Dells (Watson 251)

15 MR. HAPPINESS
Johnny Mosatri (Cord 558)

16 BOOGIE WOOGIE
B. Bumble & Stingers (Rendezvous 151)

17 BIG RIVER, BIG MAN
Clotie King (Columbia 42043)

18 SUMMERTIME LIES
Kelly Kallis (Columbia 42038)

19 TEARDROPS IN MY HEART
Joe Barry (Smash 1770)

20 LITTLE MISS BELONG TO NO ONE
Terese Brewer (Coral 6270)

21 GOOD HEARTED MAN
Fats Domino (Imperial 3764)

22 STICK SHIFT
Ginis (Son 745)

23 NOW YOU KNOW
Little Willie John (King 5516)

24 TAKE FIVE
Gino Soccric (Columbia 41497)

25 SONG OF THE NAIROBI TRIO
Fortuans Tellers (Music Makers 105)

26 WHAT WOULD YOU DO
Jin Reeves (RCA Victor 7985)

27 I'VE GOTTEN NEWS FOR YOU/I'M GONNA MOVE TO THE OUTSKIRTS OF TOWN
Roy Charles (Imperial 3025)

28 BLACK LAND FARMER
Faulke Miller ( Trident 454), Wink Martindale (Dot 16743)

29 AGAIN
Demensions (Coral 62777), Onawa (RCA Victor 7911)

30 MUSIC, MUSIC, MUSIC
Sensations (Argo 5519)

31 YOU'RE THE REASON
Bobby Edwards (Crest 1079)

32 GUESS WHO
Gladys Knight & Pips (Funk 1952)

33 GEE OH GEE
Echerny (Seg-Way 1002)

34 SILVER CITY
Ventures (Dot 4104)

35 GIRLS, GIRLS, GIRLS
Coasters (Alto 62040)

36 HURTIN' INSIDE
Lawrin Baker (Atlantic 2105)

37 STRANGE DESIRE
Jack Scott (Capital 4597)

38 WHAT KIND OF GIRL
Chermdinos (Fraternity 880)

39 IF
Parsons (Top 500)

40 FOOT STOMPIN' (Part 1)
Flairs (Falzda 8634)

41 YO-YO GIRL
Portraits (RCA Victor 7900)

42 ALL I HAVE TO DO IS DREAM
Evelyn White (Columbia 1504)

43 RUN, RUN, RUN
Renny Duhns (Eevers 1943)

44 LET ME BELONG TO YOU
Elvis Hyland (ARC Ermantum 19336)

45 LOOK IN MY EYES
Chantels (Gofton 555)

46 SKIN DIVIN'
Tina Bannarama (Swan 4077)

47 BAND OF GOLD
Romantins (Valier 10)

48 WHEN WE GET MARRIED
Dreamweaves (Heritage 1912)

49 MEXICO
Bob Moore (Monument 486)

50 IT WON'T HAPPEN TO ME/COLD COLD HEART
Jerry Lee Lewis (Sun 364)

Cash Box—August 5, 1961
THANKS D.J.'S AND ALL OUR FRIENDS THROUGHOUT THE WORLD FOR YOUR HELP

DEL SHANNON
Thanks for voting "RUNAWAY" a "Big Three Winner" in the category of MOST PROGRAMMED RECORDS OF THE YEAR

Current Best Selling LP: RUNAWAY
Big Top 1303

Current Smash: "HATS OFF TO LARRY"
Big Top 3075

JOHNNY AND THE HURRICANES

Current Smash: "OLD SMOKIE"
Big Top 3076

Current Best Selling LP:
THE BIG SOUND OF JOHNNY & The Hurricanes
Big Top 1302

inclusively:

BIGTOP Records, Inc.

BOOKINGS:

Reg.
U.
S.
Pot.
OH.

Personal Management:
ARTISTS INC.
20 W. Alexandrine, Detroit, Mich.
TE 3-0246

Ish Box—August 5, 1961

135
CHICAGO—Eying its recent consolidation with the Philips disk group, Mercury Records has "greatly" stepped up its recording activity from an international viewpoint, with many of the label's records used now in various countries working on current projects.

Wilma Cozart, vice president in charge of the classical department, and her recording and engineering staff just flew to London to record the famed Russian pianist Sviatoslav Richter and Russian conductor Andrei Volkov, along with the London Symphony Orchestra, Mercury, which cut Attila Dorati and the London Symphony Orchestra recently, left its recording truck in England for this additional project which is in collaboration with the international Philips Record group.

It was pointed out that the recording sessions done with Dorati and the London Symphony, as well as these sessions mentioned above, were recorded on 35 mm. film. Wilma Cozart, who in the many years associated with Mercury, has been responsible for the Living Presence recording technique developed, said that the sound reproduction of the recordings on 35 mm. film gives "quality far beyond which has been achieved on magnetic tape." Mercury plans to continue the use of 35 mm. film on its recordings in the future.

Quiney Jones, who is well known internationally as an orchestra leader and who last year, as well as this spring, had a very successful European tour with his band, has just returned from Paris after the concave with the International A & R staff of the Philips group. Jones, in conjunction with Jacques Conetti has set up recording sessions for various internationally known pop artists, whose sessions will be held in Paris at the Philips studio in September. These records will appear under the Philipp label in the U.S. later this year.

A director Shelby Singleton flew from Paris, after the meeting, to London for further discussions with Les Gould, general director of the Philips label in England and his recording staff. Plans are for Singleton to record such English artists as Marty Wilde and Jimmy Lloyd, as well as other pop English artists. In addition there are many instrumental albums which will be recorded with the English instrumental artists of Philips which will also appear in LP form under the Philips label later this year.

Connie Francis TV Spec

NEW YORK—Connie Francis will star in a one hour special this fall under a new banner in the television programming field—GHV Productions. Sponsored by Beecham products' Brylcreem and Silvikring, the program replaces ABC-TV's "Hawaiian Eye" for September 15 only.

GHV Executive producer Sondy Lesberg said "The Connie Francis Show" is the first of several presentations planned for the coming season by the new company.

The program is timed to coincide with the sale of a special Connie Francis LP to be sold with Brylcreem in the nation's supermarkets and drug and variety stores. The LP was produced and will be handled by the Eljay Corporation, another subsid of GHV.

GHV is producing albums by various entertainers as premiums.
THANKS!

DETROIT    CLEVELAND

FOR BREAKING INTO THE TOP 10

with

“SHAKE SHAKE SHERRY”
THE REDWOODS  (Formerly The Flairs)
5-9447
DIRECTION: Burton Management Inc.

| ANDREA CARROLL’S |
| “PLEASE DON’T TALK TO THE LIFEGUARD” |
| 5-9450 |

EPIC

IS REALLY ON THE MOVE!

Dash Box—August 5, 1961
All That Jazz

South America's first American Jazz Festival premiered the initial concert of its two-week tour to a full house at the Jitter Theatre in Sao Paolo, July 12. While top U.S. jazz artists are not new to this territory, this was the first time that so many major jazz stars—fifteen in all—had been assembled for one tour. The program covers all styles of jazz and stars Coleman Hawkins, Roy Eldridge, Herbie Mann, Koko Thielemann, David Baker, Charlie Parker, Billy Eckstine, Steve Davis, Thad Jones, Chris Connor, the Joe Jones Trio with Tommy Flanagan, the Ronnie Ball Trio with Dave Bailey, and Ahmad Abdul Malik. Voice of America's John Canover is along as official emcee for the concerts. The Festival, which is co-produced by Monte Kay and Alex Valdes, is also scheduled for television appearances and concerts at the Municipal Theatre in Rio de Janeiro, Buenos Aires, Montevideo and Santiago. This is Kay's third international jazz venture this year. His previous two were in Japan: Art Blakey and the Jazz Messengers in January, The Modern Jazz Quartet in May.

Bob Hassey, jazz disk jockey at WKBW—Youngstown, Ohio, turned the tables on the usual party procedure found in the business by toasting an affair for Maynard Ferguson at his own expense. Maynard, in town for an appearance at Joba Park, cooperated with Hassey in a remote broadcast. Hassey felt the best way of conveying his gratitude and enthusiasm for the band was to host a private bash for the aggregation. The Ferguson success at the park resulted in a booking for a return engagement in Youngstown in October at the University of Youngstown. Ferguson, currently holding forth at Birdland, is busily recording the music for a forthcoming TV series, "Straightaway," which he wrote. Roulette plans to release an album of the score in conjunction with the program's ABC-network debut in the fall.

Lots of interest being aroused in the trade by the RCA Victor release of three jazz vault albums in July. In scouring its jazz archives, Victor has come up with three outstanding packages, each representative of its own era. The legendary French gypsy Django Reinhardt is heard in "Djangology," selections from private recording sessions conducted in Rome in 1949 and 1950 with Stephane Grapelli and the Quintet of the Hot Club of France. These never-before-released sides represent valuable collector's items now available on a large scale. The other two, "Swing Classics" by Lionel Hampton and "The Greatest of Dizzie Gillespie," should also be of important interest to jazz fans in general.

A big boost is being given to jazz by way of the new "FM East" and "FM West" disc jockey performance series being conducted by National Broadcasting Company (seen in New York on WNEW-TV). In recent weeks there have been appearances by Cannonball Adderley, Ernestine Anderson, Larry Young, Harry James, Bob French and others. Each show has special guests in the audience and special guests in the audience and special guests in the audience and special guests in the audience.

Jazz Jottings: ... Saxophonist Joe Rinaldi, who directs the musical events at Washington's Gaslight Club, was appointed A&R director for Guild Records (a division of Space-Time Electronics Corp.) ... Aug. 3rd sees Andre Previn making his Cleveland debut as guest conductor and piano soloist with the Cleveland Pops Orch. Lots of Gershwin will be the feature ... Carmine McRae singing up a storm for two weeks at the Vanguard, but it is the new Gezz Quill Phil Woods Quintet, in its bow, that seems to be attracting the most avid jazz interest. Following the Vanguard date they embark on a national niter tour. ... Pianist Jimmy Drumm, who's seen action with Dizzy Gillespie and Red Allen bands as a blues vocalist on the Decca label, has Mongo Santamaria has inked with Fred Price of Global Booking for his own. The Afro-Cuban concept has been fast 4 years. Carl Tjader has been with Cal Tjader for the past 7 years. Two, Winding and his trumpet septet were late additions to the program for the July 28 Buffalo Jazz Festival ... Billy Dee Williams, featured in the Broadway hit "Honeymoon, sat at the piano of the Hotel Dupont's cocktail lounge for Prestige. ... Vihist Haggard Hardy and bassist (and ond) Ahmad Abdul Malik have joined the Horace Mann group for its two-week date at Chicago's Bird House, Aug. 2, following their return from a South American tour. ... As the Randall's Island Jazz Festival draws near, it is obvious that it's going all-out promotion-wise to attract the patrons. A Miss Randall's Island in beauty contest, special discount tickets are being offered, special format features act introductions by Lambert, Hendrick & Ross (written by Joe Hendricks) are on tap for all three nights. It promises to be an exciting affair.

New Jazz Singles

| THE JAZZTET (Argo 5394) | HARRY JAMES ORCH. (MGM 19922) |
| "Bel/""Junction"" | "Sweets' Tooth/""Sunday Morning"" |
| AL GREY (Argo 8932) | GEORGE GAFFNEY TRIO (Whip 275) |
| "Rompin/""Salty Papa"" | "Get Me To The Church On Time's ""Soulmate"") |

Your Next Big Hit!

THE POP EYE TWIST

SAVOY #1602 h/w

DEVIL — DOGRock

by FRANKIE & THE FLIPS

SAVOY RECORD CO.

HE LAID

Heading For The Charts!

COME AND GET IT!

by MAURICE WILLIAMS & The Zombies

150 WEST 55 ST., N.Y., N.Y.

Cash Box August 5, 1961
Fred Astaire Forms Label; To Distribute Thru Atco

HOLLYWOOD—Fred Astaire, in association with producers Horace Panter and publishers Jackie Mills and Tommy Wolf, has formed a new record company in Hollywood called Chorus Records, Cash Box has learned.

First album to be released by the new firm will be "Fred Astaire Medleys," comprised of the soundtrack recordings from the three Astaire TV shows. Album is set for a September 5 release.

Other artists signed are Carol Lawrence, "West Side Story" star, and a new vocalist Bill Cunningham, both of whom have albums in preparation.

A national, distribution deal with Atco Records has been set for the new label by Abmet Erligrun and Mills.

Mills will also be announcing the signing of additional artists and the releasing of further products in the near future.

Disney Sets Heaviest Promo For "Babes In Toyland" Pic

NEW YORK—The upcoming Walt Disney picture musical, "Babes In Toyland," based on the Victor Herbert operetta, will benefit from the biggest publicity and promotion campaign the Disney organization has ever mounted.

On the disk level, coverage will include the soundtrack on Disney's "yearling" Buena Vista label (pic stars D'Wynn, Ray Bolger, Annette and Tommy Sands), in both mono and stereo, and the complete story and all songs in Disneyland's Storyteller series for kiddies, including 12 pages of full-color art from the film. In addition, disks priced from 29 cents through $3.98 will be available on Disneyland.

According to the Disney set-up, $71,000 has been allotted alone for NBC network spots, including a long-hour Thanksgiving spectacular which will feature the music from "Babes." (Disney's "Wonderful World of Color" loves on NBC-TV this fall.)

Ads will appear in Life, Look, Saturday Evening Post, McCall's and other consumer publications, while local ads will appear in Sunday color supplements. In addition, a "Babes" comic strip is expected to reach 18 million families.

Wynn, Disney's merchandiser, "Babes" will include melodic changes, practically all new lyrics and some new songs.

20th Fox LP's To Item From "Francis" Track

NEW YORK—The sound of the miniature choirs of San Damiano and Surinam, heard for the first time to the 20th Fox label's soundtrack of Dino Shor's "Francis Of Assisi" is as close to the production of three new albums to be recorded soon for release next fall, winter and spring by the label.

Arrangements have been completed by Henry Onnart, discomaster president, recent labela, head of 20th Century-Fox, Rome, and agencies of theatican to make the recordings. The minor friars of San Damiano will record an album of Christmas songs. Those of the hamlets in this album will be sung by the "Poor Clares Assisi" who live in cloister. They, 600, are being recorded for the first time since the order was founded in the thirteenth century.

The famous Parioli choir friars will record a collection of the Italian folk songs of Umbria, Abruzzo, Naples, Labria, Val d'Aosta and Tuscania. The combined choirs will record an album of Easter songs and religious songs dating back to the thirteenth century.

Saved By Deejay

VELAND—Andrea Carroll, out with "Please Don't Talk To The Lifeguard" single, is "saved" by WHK librarian Neil McIntyre during a promo visit to station.

MJQ Visits Hiroshima

HIROSHIMA, JAPAN—Members of the Modern Jazz Quartet—left to right: Percy Heath, John Lewis, Connie Kay and Milt Jackson—place a wreath at the Atomic Memorial Dome here during their recent concert tour of Japan. The MJQ, on their first Far Eastern tour, also visited Australia and New Zealand. The Atlantic recording stars began a concert tour of Great Britain and the Continent on Sept. 23.

Garmisa Acquires Mid-West Mercury

CHICAGO—Mercury Records, through Kenny Myers, sales veep, has announced that Lenny Garmisa, who operates Garmisa Distributing Co. of Chicago, associated with Mercury for more than two years via the Garmisa distrib in Wisconsin, has purchased the assets and corporate structure of Mid-West Mercury, Mercury's owned and operated Chicago distributorship.

According to Mercury, the Garmisa acquisition will see no change in the management, sales, promotion or personnel at Mid-West Mercury.

Henry Friedman remains as general manager, and Dan Rankin as sales manager.

The firm will operate separately from Garmisa's Chicago firm, which is located next door to Mid-West Mercury, and continue to handle the product of Mercury and its subsid labels, Smash, Pioneer and Clock. There is no intention of a merger between the two firms, said Mercury, with Garmisa continuing to operate two separate units in Chicago.

New Command, GA LP's

NEW YORK—Two Command LP's and one Grand Award album have just been released.

The Command entries include the second volumes of pianist Dick Hyman's "Provocative Piano" and trumpeter "Big Bub" Dooley's "The Dixie Rebels.

The GA issue is "Billy Rowland Plays Boogie Woogie," including the vet pianist, guitarist Tony Motolla, Bucky Pizzarelli and Art Ryerson, bassist Bobby Haggart, drummer Don Lamond and Artie Marotti, xylophone.

Tru-Sound Bows As Prestige Affiliate

BERGENFIELD, N.J.—Prestige Records has lowered its new affiliate, Tru-Sound, with three singles.

Kicking-off the line, which will include singles and LP's in the pop-jazz-R&B fields, are tenor saxist King Curtis' "But That's Alright" and "Trouble In Mind," the Jimmy Neeley Trio's "Mislaid," and "Gettin' A Taste" and Gene Casey's "The Panchanga Twist," and "Azor-Tee."
Kapp Program Includes Discounts On Kapp, Medallion LP's

NEW YORK—Kapp Records has announced its fall LP program, which includes a 10% discount on Kapp LP's and a 15% discount on all Medallion LP's, effective on August 1 through August 31. The deal, which covers August 1 to September 30, are ten new Kapp pop LP's, four Kapp classics and four Medallion LP's. Merchandising aids available include center pieces, a mobile unit, day-to-day sequences, various posters, calendars, and Rogers Williams die-cut pieces.

Robertson Gets Mgr. Post At Zodiac, Palette

NEW YORK—Irwin Robinson has been appointed general manager of Zodiac Music and its label affiliate, Palette Records.

With the set-up for almost five years, Robinson was previously business manager and worked closely with George Lee, who recently left his post as promotional manager.

Robinson just returned from a trip abroad, where he discussed new policy matters, with the firm's principals, Jacques Bluger and Felix Frecq of Brussels, Belgium. A decision was made that they would “strongly stress and increase the activity in the publishing operation in the months to come.”

While in Europe, Robinson acquired the rights to the top winner in the recent Eurovision Contest of 1961, “Nous Les Amoreux,” which now has an English lyric, “We Who Are In Love,” Robinson said many disk readings are in the works.

Neptune Adds Artists, Prigan Subsid

NEW YORK—Monte Bruce, general manager of Neptune Records, last week announced the signing of the Spaniels and Pookie Hudson, writer and lead voice of the group that originally hit with “Goodnight Sweetheart,” “Baby, It's You” and “Crazy Baby,” among others. Artists’ first full release couples “For Sentimental Reasons” and “Meek Man.”

Bruce also announced the formation of a new subsidiary label, Prigan Records. The debut release, titled “Once Again” and “Tell Me Why,” features Nate Nelson, former lead voice on the Flamingos’ recent release, which included such hits as “I'll Be Home,” “I Only Have Eyes For You,” “Kiss From Your Lips” and “Nobody Loves Me Like You Do.”

Neptune, currently represented in the singles field, with Baby Washington’s “Nobody Cares” and Wilbert Harris’ “Off To Work Again,” and Prigan are also set to enter the album category in the coming weeks.

“Sunday’s” “Been Around” For A One-Year-Old

NEW YORK—“Never On Sunday,” its hit song, is one year old this week—and it has a lot to show for itself.

According to United Artist Records, which has had the Don Costa hit single version and the best-selling soundtrack from the film of the same name, and which publishes “Sunday” with Sidmore Music through its Esterum publishing, the tune is now the number one sheet music seller in the U.S., and has just passed the 10 million mark in world-wide disk sales.

In addition to the U.S., the song has had top success in Italy, France, Germany, Sweden and Mexico, with the European sales reported over 2 million and still moving.

The song this year became the first foreign effort to win the Academy Award and the first BMI song to do so.

Currently, a reading of the song by The Chordettes (Cadence) is #18 on the Top 100.

A sequel to the first “Sunday” LP is being released by UA this week, “Dancing On Sunday,” which features tunes by top Greek writers, including Manos Hadjidakis, “Sunday’s” klefer.

Time Offers Deal On Series 2000

NEW YORK—Time Records is making its entire Series 2000 catalog available on a buy-4-get-1-free basis, it was announced last week. Program effective from August 15 through September 15. Five new LP's, set for release during the third week of August 1, will be included in the plan.

Rusty Warren Sets N.Y. Nitetry Bow

NEW YORK—Rusty Warren, who has made a big success with her saucy interpretations of the Jubilee label, makes her New York nite club debut this week (4) when she begins a three-week engagement at the Roundtable. The pianist-singer, who studied to be a concert pianist at the New England Conservatory & Boston, has clicked with all three of her LP's; "Knockers Up," "Jammie K" and "Songs For Sinners."

UA Says Dealers Are Using “Hit” Racks For Rack-Jobbing

NEW YORK—United Artists Records’ new “hit” album rack merchandiser has opened with a completely new avenue of revenue for the record dealer, it was announced last week.

In a unique merchandising, Talmadge says, “dealers are now becoming rack operators, in [a] move which has already forced UA to go into full-scale production on the fully protected merchandiser.”

According to Talmadge, dealers have signed up with UA districts for multiple units of the new rack, placing one in their own store, then going to nearby merchants in non-competitive lines, such as hardware stores, card and gift shops and even toy and novelty shops, where they place the additional racks, completely stocked and on a full guarantee basis, the same basis on which they receive the merchandise from the manufacturer, rack-jobber, Art Talmadge, label veep and general manager, has learned.

“With this merchandiser,” Talmadge says, “record dealers are now becoming rack operators, in [a] move which has already forced UA to go into full-scale production on the fully protected merchandiser.”

From reports coming from all parts of the country to Talmadge it has been learned that the dealers have found:

1. The non-record outlets, all in close proximity to the record dealer, are getting a 100 per cent plus business factor, with no-cost inventory or re-order problems involved.

2. The record dealer, who receives two free albums with each 10 of the featured albums ordered, has the option of placing them on his own stock, or distribute them in the additional racks in carefully selected non-music outlets is a comparatively quick process.

3. The albums featured on racks are bagged in a special polyethylene packaging which allows the customer to remove the album and the rack, carry it home without any additional wrapping or unpacking by the dealer.

4. Record dealers are able to set each of the sub-contracted racks at a minimum of time and expense, and the sub-contracted restock by merely calling the rack dealer on the phone.

The rack merchandiser, who built to fit the decor of any type of retail establishment, was designed and created by Talmadge, who has been fully protected by United Artists.

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As a result, Talmadge has designed a rack holding 12 each of twos, and another which will hold 12 each of three albums. The racks are not as yet ready for display.

Because of the heavy demand for rack merchandiser, Talmadge has been new department is being set-up to handle this new operation exclusively. This department will also concern itself with the development of the two three record merchandisers, which are already being ordered by distributors.

Kapp Signs Robertino

NEW YORK — Kapp Records has signed 14-year-old Italian song writes, Robertino, the label announced last week. The label will release his first album, "Sole Mio," soon, with another album apparently expected for release in the famed "Carnival of Venice."
CRDC Launching New 100% Dealer Protection Plan

LOLLYWOOD—A new dealer protection plan whereby Capitol Records Distributing Corp. will extend to all labels a continuing, controlled 100% protection program on all Capitol and Angel label tapes and LPs purchased on or after July 1, has been put into effect.

First announcement of the new plan was made in Chicago by Stan Gortikov, CRDC vice president and general manager, in an address at the annual convention of the Society of Record Dealers (SORD).

Gortikov, "This program will not only purchase you make from CRDC up to July on a limited 100% change basis, thereby minimizing our risk and enabling you to adapt our Capitol product to the tastes of your customers. You will have the right to exchange a specified number of any Capitol or Angel titles you choose. If we are in doubt about the sales potential of a given title, particularly, new release, you can test it at hard-risk.

The new protection plan calls for maximum exchangeable limits per section per retail outlet. With the installation of the plan, each Capitol salesman now becomes, in effect, an important member of the dealers own staff. The CRDC sales reps' judgment will be vital in installing the new stock plan in his customers' stores and in initiating requests for exchanges.

Commenting on the operational aspects of the program, Bill Tallant, CRDC vice president and national sales and operations manager said, "We want all albums showing historical movement to remain in dealers' stock, available to the consumer. We don't want any album in dealers' stock which shows that it does not sell in sufficient quantities to be profitable for the dealer.

"Two of the most troublesome areas of daily consideration facing record dealers today are maintaining sufficient stocks to meet customer demands and disposing of surplus inventories. Our new protection plan will, we believe, go a long way toward eliminating these problems."

Tallant also stated that CRDC execs are currently working on an inventory and merchandising plan for rack-jobbers which will be announced in the near future.

In a message to CRDC sales reps, Tallant stressed the necessity for exercising careful judgement in tailoring the size of catalog spread and basis stock quantities for each individual retail outlet.

He also underlined the necessity for quickly initiating exchanges when an album has stopped moving in order to insure maximum "turn" of dealer stock.

VB Fall Program Includes 15% Bonus

NEW YORK—A fall sales program, featuring 15% bonus to dealers, was announced by Warner Bros. Records.

Under terms of the deal, which began last week (24) and runs through September 22, dealers will be entitled to receive a 15% bonus on all LPs, new (see last week's issue on 10 or LP), and catalog items. The only exception to the program is the ELM, "Flappers, Spiegels, and Balloons Gin."

Dealers also will be entitled to receive 30 days deferred billing from their WB distributors.

Pickwick To King Distrib in 5 Markets

NEW YORK—Cy Leslie, president of Pickwick Sales Corporation, has hitched to King Record Distributors in five markets: Detroit, Pittsburgh, Ill.; Houston and Cincinnati, Ohio; and Kansas City.

Pickwick Sales Corporation is the rechristening of "Standard Yarn" language records, Cricket cards, Bravo-International Award Cards and Design "Compatible" Pike Records.

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Belgium's Moonglow & Class Open Coast Offices

HOLLYWOOD—Moonglow Records and Class Music Co. of Antwerp, Belgium, have opened U.S. offices in Hollywood. The Hollywood offices will be in the Elgin-Brown Building, and they will be releasing records on the Moonglow label here, and also will be handling sales and masters for European releases. Class was originally published by the hit, "Marina," which was released in this country by Rocco Granata on Laurie Records. Granata's new recording is "Irene" sung in German, a current success in Germany, and which will be released in this country on Sept. 1.

GRDC Launching New 100% Dealer Protection Plan

LOLLYWOOD—A new dealer protection plan whereby Capitol Records Distributing Corp. will extend to all labels a continuing, controlled 100% protection program on all Capitol and Angel label tapes and LPs purchased on or after July 1, has been put into effect.

First announcement of the new plan was made in Chicago by Stan Gortikov, CRDC vice president and general manager, in an address at the annual convention of the Society of Record Dealers (SORD).

Gortikov, "This program will not only purchase you make from CRDC up to July on a limited 100% change basis, thereby minimizing our risk and enabling you to adapt our Capitol product to the tastes of your customers. You will have the right to exchange a specified number of any Capitol or Angel titles you choose. If we are in doubt about the sales potential of a given title, particularly, new release, you can test it at hard-risk.

The new protection plan calls for maximum exchangeable limits per section per retail outlet. With the installation of the plan, each Capitol salesman now becomes, in effect, an important member of the dealers own staff. The CRDC sales reps' judgment will be vital in installing the new stock plan in his customers' stores and in initiating requests for exchanges.

Commenting on the operational aspects of the program, Bill Tallant, CRDC vice president and national sales and operations manager said, "We want all albums showing historical movement to remain in dealers' stock, available to the consumer. We don't want any album in dealers' stock which shows that it does not sell in sufficient quantities to be profitable for the dealer.

"Two of the most troublesome areas of daily consideration facing record dealers today are maintaining sufficient stocks to meet customer demands and disposing of surplus inventories. Our new protection plan will, we believe, go a long way toward eliminating these problems."

Tallant also stated that CRDC execs are currently working on an inventory and merchandising plan for rack-jobbers which will be announced in the near future.

In a message to CRDC sales reps, Tallant stressed the necessity for exercising careful judgement in tailoring the size of catalog spread and basis stock quantities for each individual retail outlet.

He also underlined the necessity for quickly initiating exchanges when an album has stopped moving in order to insure maximum "turn" of dealer stock.

WB Fall Program Includes 15% Bonus

NEW YORK—A fall sales program, featuring 15% bonus to dealers, was announced by Warner Bros. Records.

Under terms of the deal, which began last week (24) and runs through September 22, dealers will be entitled to receive a 15% bonus on all LPs, new (see last week's issue on 10 or LP), and catalog items. The only exception to the program is the ELM, "Flappers, Spiegels, and Balloons Gin."

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Epic Fall LP Program
Includes 15% Discount
NEW YORK—Epic Records has announced a "Fall Merchandising Plan" which includes an additional 15% discount on all catalog LPs and new releases for August and September. The plan, which runs through September, bowed at a series of distributor meetings held recently across the country, including New York, Washington, Cleveland, Detroit, Chicago, Cincinnati, St. Louis, New Orleans and San Diego.

NEW YORK—Michael Moccio has been appointed associate producer of pop A&R at Columbia Records, according to an announcement last week by David Kapralik, A&R coordinator.

Moccio, most recently a recording engineer for Associated Recording Studios, this city, will be responsible for reviewing and screening demo or master disks submitted to the label for possible purchase.

Merc. Exhibits At Chi Fair
CHICAGO—Mercury Records is the only record firm exhibiting at the International Trade Fair, currently here through Aug. 10. The Mercury exhibit centers around a stereo demonstration of its Perfect Presence Sound Series, spotlighting the albums: "Viva Cagat"—Xavier Cugat, "Fennell Conducts Gershwin"—Frederick Fennell, "The Clebanoff Strings and Percussion"—Herman Clebanoff and "Winston's Victory"—Antal Dorati and the London Symphony Orchestra.

FCC Actions Rap 6 Radio Stations
WASHINGTON—Six previously cited radio stations were affected last week by the Federal Communications Commission's new get-tough policy.

FCC action included a fine against one of the outlets, the initial time the agency has used such power. The station is KDWB-St. Paul, Minn., which must forfeit $2,500 to the Treasury for using its daytime power of five kilowatts also during the evening. KDWB is operated by Crowell-Collier Broadcasting Corp., which dropped its option to purchase WGMG-New York recently after the FCC failed to approve the deal.

The other FCC moves included: the summoning of Edwin H. Estes to a hearing on the possible license revocation for WPPA-Pennsauken, N.J., which will be considered jointly with a pending license renewal application of WMOT-Mobile, Ala., 96% owned by Estes; renewal of the licenses for WILD-Boston, owned by the Noble Broadcasting Co., and WAYA-Arlington, Va. (formerly WALR), owned by the United States Trans-dynamics Corp., for one year instead of the normal three; refusal to reconsider a decision that limited license renewals for WIRA-AM-FM-Pt. Ferry, N.J., owned by the Indian River Broadcasting Co., for just one year.

Bill To Reorganize FCC Passed By Senate
WASHINGTON—A bill to reorganize the Federal Communications Commission was approved by the Senate last week (27).

The bill contains revisions of a White House plan which was recently turned down by the House. The House is now expected to approve the new measure, which should allay Congressional fears of too much power for the Commission via provisions that authority for license renewals by the Commission would be given the FCC only with the approval of three commission members. A companion House bill would require the approval of a majority of FCC members, four of the seven agency members.

When the reorganization plan was presented by the White House last April, it was also felt by the House that the President was amending law by executive action.

Capitol Signs Lark Of "Kicks & Co."
NEW YORK—Singer Zabelle Will who will be one of the leads in Our Band's upcoming B'way music "Kicks & Co." has been inked to long-term disk pact by Capitol Records.

Deal was negotiated by Arm Shaw, general professional manager of E. B. Marks Music, on the basis of a group of masters which cut w/ Miss Wilde and later purchased Capitol's Joe Costa and Mark Kellem.

The first sides are being released this week and include "Oh, What Feeling" and "Summer Sunday." The performer is managed by B. Whyte, while Shaw will continue handle and supervise her recording activity.

"Wilde was seen on the "day" TV'er early last spring when, an unusual venture, "Kicks & Co." auditioned for two hours before TV audience. Brown and Miss W performed all the songs.

Add To Distrib List
NEW YORK—Because of early publication of this issue's list of "10 tributors & the Lines They Hand" the following distributions were omitted R&B Distributors, 1921 Washington Ave., St. Louis, an all-R&B outlet, operated by Skip Gorman and Al C tin; Music Merchants, Inc., 3 Woodward Ave., Detroit, Mi whose manager is Marvin M. Jae; Music Merchants' labels incl Argo, Age, Arliss, Bay Tone, Be White Dance, Chess, Checker, Ghe, mate, Chief, Cedar, Chelsea, Clc Editions, Collectors Guild, Connect phone, Destiny, Ford, Fortways, a tasy, Hacienda, Hull, Home of Helen, Janie, Jazzyland, Joy, Minus One, Nat, Nile, Of Beat, Pi tge-International, Prestige-New J, Prestige-Bluesville, Prestige-Swille, Pal, Prigam, Peasant, Rivers, Sparky, Speck, Ar's, 20th F, U.S.A, Vox, Washington.

Avers Joins Advance Dist.
CHICAGO—Al Avers has joined Advance Distributing, this city, as partner, it was announced last week by Art Velen of the firm. Avers been active in all phases of the record business for the past twelve years and having worked for Mercury and Columbia, among other firms, in various capacities.
England's Best Sellers

2. Ooh Was I Maar (Johnny Hoes/Phillips—Benefix Music/Vryct).
4. Runaway (Del Shannon/London—Belinda/Amsterdam).
5. Non Je Ne Regrette Rien (Edith Piaf/Columbia—Editions Altona/Amsterdam).
8. Temptation (Everly Brothers/Warner Bros.—Francis- Day/Amsterdam).

Holland's Best Sellers

10.7.4.1.osh
10.7.4.1.osh
5.4.3.2.1.

Belgium's Best Sellers

2. Baby Sittin' Boogie (Buzz Clifford/Chappel/Paris).
4. Jungle Drums (Clyde Otis/Mercury).
7. Violette (Spotlight, Partnach/Fast).

England's Top Ten LPs

1. South Pacific (Soundtrack—RCA)
2. Sound Of Music (Broadway Cast—Phillips)
3. His Hand In Mine (Elvis Presley—RCA)
4. Pink & White Minstrel Show (Georgey Merrill—HMV)
5. G.I. Blues (Elvis Presley—RCA)
6. Listen To Cliff (Cliff Richard/Philips)
8. Tony (Anthony Newley—Decca)
9. The Music Man (London Cast—HMV)
10. Ray Conniff Hi Fi Album (Ray Conniff—Philips)

Norway's Best Sellers

1. Hello Mary Lou (Ricky Nelson/California) Not published
2. Green Fields (The Brothers Four/Philips) Norak Musikforlag
3. But I Do (Clarence Henry/Pye) Egil Morn Iversen A/S
4. Surrender (Elvis Presley/RCA) Belinda (Scandinavia) AB
5. A Girl Like You (Cliff Richard/ Columbia) Not published
7. Baby Sittin' Boogie (Buzz Clifford/Philips) Musikfest Huset A/S
8. Runaway (Del Shannon/London) Belinda (Scandinavia) AB
9. Angelique (Dario Campedot/Sonet) Musikfest Huset A/S
10. Suec Suec (The Monkeys/Kriolo) Egil Morn Iversen A/S

Country's Best Sellers

1. Cossin' And Turnin'—(Bobby Lewis—Delta)
2. Hats Off To Larry—(Del Shannon—Quality)
3. Raindrops—(Dew Clark—Delta)
4. I'm Gonna Knock On Your Door—(Eddie Hodges—Cadence)
5. The Roll Weevil Song—(Brook Benton—Mercury)
6. Moody River—(Pat Boone—Dot)
7. Dance On Little Girl—(Paul Anka—Sparton)
8. The Writing On The Wall—(Adam Wade—Zirkon)
9. Classmate—(The Beaums—Quality)
10. Travelin' Man/Hello Mary Lou—(Ricky Nelson—Imperial)

French

1. Un Petit Bec—(Claude Girardin/Rusticana)
2. Non, Je Ne Regrette Rien—(Edith Piaf/Pathé)
3. Quand L'Amour Est Mort—(Gilbert Becaud—Pathé)
4. Garde-Moi La Dernier Danse—(Dalida—Barclay)
5. Parlez-Moi De Paris—(Ferdinand Gignac—Trans Canada)
6. Louise—(Michel Louvain—Apex)
7. Pardon Mon Amour—(Claude Vincent/Fleur De Lys)
9. Je M'Voiles Jeja—(Charles Aznavour—Barclay)
10. Sur Mon Chemin—(Jean-Claude Trans Canada)

Cash Box—August 5, 1961
Telephone Device Gives Dealer 24 Hour Service

CLEVELAND — An “Albumatic” service, offering 24-hour merchandising of a retail store to anyone dialing a telephone number, has been developed by radio station WEWE, here, in conjunction with the Ohio Bell Telephone Co. and the Higbee Co., a Cleveland department store.

In operation 24-hours a day, seven days a week, the new development incorporates a phone answering device with a sales pitch for the Higbee disk department.

In Higbee’s window, there are five Ohio Bell “Electronic Secretaries,” taking orders for Higbee’s “Album of the Day.” Everytime the tone arm on one of these units goes down, it means another customer is ordering an album from Higbee’s.

Here’s how it works: First, Superior 1-9295 is dialed. A musical sample of Higbee’s “Album of the Day” is heard. A voice will tell what selections the album includes and the price. When a beep tone is heard, the patron gives his own name and address right on the telephone, and mentions that he wants the album charged, or delivered C.O.D., and whether he wants the mono or stereo album.

Richard M. Klaus, vice president and general manager of Cleveland Broadcasting, Inc., said that this offers the opportunity for a sale of merchandise on a round-the-clock basis for a store that is closed and still wants to take orders.

“The service can be expanded to other departments in the store,” Klaus said, “and is being carefully watched by many retailers in the Cleveland area.”

On the second day of operation the system chalked up 510 over-load calls.

Drop Bootlegging Charges Against Leonard J. Warren

LOS ANGELES—Charges of disk bootlegging have been dismissed in Superior Court here against Leonard J. Warren, who was among seven indicted in Los Angeles last October. The District Attorney’s office filed the case for the dismissal of the charges. Warren claimed that his only involvement in the alleged counterfeiting was the fact that he rented space to one of the purported bootleggers. The other six defendants are set to go on trial next month.

Capitol Creates New M’dsgn Post

Hollywood—Paul Russell has been appointed to a newly-created post consolidating the creative copywriting functions in the merchandising department of Capitol Records Distributing Corp., according to Perrv Mayer, national merchandising manager.

Russell moves into the position after eight months as an editor-writer in Capitol’s editorial department. Before joining Capitol, he was a promotion copywriter for the Los Angeles Times.

Kapp Conclave

NEW YORK—Dave Kapp, president of Kapp Records, is shown delivering his now controversial “Kapp Concept” speech at the recent Kapp distrib meet at the Savoy-Hilton Hotel here. Among those in attendance are: (at center table) VP and general manager Mickey Kapp and sales director Phil Skiff.
LEADERSHIP!

3 years ago Dishmakers started business running 6 presses. Today Dishmakers has 37 presses and has just purchased and taken possession of its own 100,000 square foot building at 10th and Reed Street, Philadelphia, Pa. At the new location will be the largest and most modern independent pressing plant in the east.

What Dishmakers has done for its clients is what has given Disk leadership among independent pressers.

If your company is a quantity user of pressings find out what Dishmakers can do to increase your profits. The information costs nothing!

For ALBANY, NEW YORK (area) DISTRIBUTION
Res. Salesmen; Ray Rice (10 years experience in area) Representing:
NORTH-EASTERN RECORD DIST.
Affiliated with: EASTERN, ALLIED, ASSOCIATED RECORD'S DIST'S of East Hartford, Conn.
Now Carrying in Albany Area:
KAPP-COMMAND-GRAND AWARD-
MEDALLION-REPRISE-BOSTON-WESTMINSTER-
-GOLDEN—WASHINGTON

Their 2ND HIT In A Row!

Shep and The Limelites

with

"READY FOR YOUR LOVE"

and

"YOU'LL BE SORRY"

Hull-742

HULL RECORDS 1595 Broadway, N.Y. 19, N.Y.

Liberty Backs LP Catalog
With 100% Guarantee Deal

HOLLYWOOD—Liberty Records' full program, described as the "largest and most powerful" in its history, was unveiled last week.

Eighteen new LP's plus the entire catalog (except the three Chipmunk albums) will be supported by a dealer program, running from August 1 through September 29, which includes: all orders backed-up by a 100% guarantee, returnable for full credit any time after February 1, 1962; 1/4 payments in November, December, January and February, 2% 10, EOM; a 10% discount will be taken off the face of the dealer's invoice on the entire order.

Regional sales meetings began in Hollywood on Sunday, July 23, with the help of the label's top execs and audio-visual aids. The program will get personal country-wide attention from SI Waronker, chairman; Al Bennett, president; Don Bloch, Bennett's assistant; Don Bohanan, sales head and Ken Revercombo, assistant sales manager. The four will be backed-up by national promotion director Bob Skaff's crew and consumer and trade ads. Allan La Vinger, national merchandising director, has provided merchandisers for the new issues.


Synthetic Plastics Bows
Low-Priced Xmas Line

NEW YORK—Despite the heat, Synthetic Plastic Record Corp., this city, has just made available its line of Christmas singles and LP's.

Ira L. Moss, executive vp, said an "integrated program of advertising and point-of-purchase display material is already in production" for the issues, which are being sold with a 100% guarantee. Jacks for all of the LP's, none priced more than 99c, are printed in metallic ink on special foil paper.

The line includes 10 Promenade 12" LP's, among them Sir Laurence Olivier's reading of the "Christmas Carol." There are seven Pirouette stereo LP's, 14 Peter Pan 7" 78's, four Promenade 45's in a 2-disc package and six 7" Promenade hard-cover EP's. Shipments of the releases gets underway in August.

Smash Speeds
Dowell LP

NEW YORK—With Joe Dowell's smash discuing of "Wooden Heart" in he #12 spot on this week's Top 100, the label has rush-released an album by Dowell bearing the title of the hit single. LP was done in Nashville under Shelbie Singleton's direction. Dowell just returned from Milwaukee where he was a top featured star in South Milwaukee's 2nd Annual Music Festival ("Heart" is an old German folk song and the city is predominantly German-populated). He is set to finish negotiating a tour of personal appearance dates and TV bow.

Cash Box—August 5, 1961
JAZZ ROSTERS

(Continued from page 18)

JAVOY
Reed Garman
Count Basie
George Shearing
Leslie Young
Charlie Parker
Miles Davis
Cannonball Adderley
Dave Brubeck
Billie Holiday
Art Blakey
Herbie Mann
Jimmy Giuffre
Pete Rugendorf
Art Blakey
Don Elliott
Bob Wilber
Art Pepper
Hisso Maeda
Eddie Costa
Eddie Hill
Kenny Burrell
Jerry Butler
Billy Eckstine
Mandolin
Mike Figgis
Johnny Richards
Mill Jackson
Modern Jazz Quartet
John McLaughlin
Paul Chambers
Donald Byrd
Al Cohn
Wall Bill Davidson
Sidney Bechet
Eddie Condon
Gene Krupa
Joe Pass
Bucky Davis
Johnny Hodges
Freddy Randall
Bob Wilber Quartet
Paul Quinichette
Booker Little & Orch.
F. Stoner
B. Little
F. Newborn
The Four Sounds Trio

TIME
Kenny Dorham
Booker Little
Marvin McPherland
Bunkie Green

UNITED ARTISTS
Whelam Ynme
Timpani Carroll
Manny Albam
Johnny Mandel
Gregg Mulligan
Bill Evans
Milt Jackson
Bill Potts
Al Cohn
Zoot Simms
Phil Woods
Barbey Schwartz
Theo L rund
Verne Green (Bunky)
Green Hodges
MRT: 2

VERVE
Art Blakey
Oscar Peterson
Teddy Wilson
Randy Brooks
Emanuel Deivars
Mel Torme
France Fayre
Paul Smith
Terry Callier
Eddie Holland
Bucky Pizzarelli
Shelley Manne
Shelley Lubbert
Jonathan Winters
Charlie Faison
Joe Pass
Bill Doggett
Lester Young
Johnny Hodges
Gene Krupa
Lee Konitz
Stu Cohn
Sun Ra
Jimmy Giuffre
Henry Gantt
Milt Jackson
Kid Ory
Gerald Wilson
Al Hirt & Pete Fountain

WARWICK
Paul Ollivier
Donny Rollin
Buddy Tate
Carolyn Ferrell
Evan Jeffers
Ralph Burns

WASHINGTON
Frank Koenig
Charlie Byrd Trio

Mercury Inks Little Richard, Josh White, Danny Jordan
Chicago—Mercury Records has added Little Richard and Josh White to its roster and newcomer Danny Jordan to its sublabel Smash stables, it was announced last week. Little Richard was an early pioneer in rock 'n' roll with a long string of hits on the Specialty label, including "Tutti Frutti," "Long Tall Sally," and "Sippin' and Slidin'." Following a self-imposed religious retirement, he joined the End/Gene set-up for a short time. He has been inactive for the past two years. Sessions are currently being readied for Little Richard by Mercury music director Quincy Jones.

Josh White is considered to be one of the country's leading "authentic" folk artists, specializing in blues and work songs. He was signed last week on Elektra. A single and an album release is in the works by A&R director Shirley Singleton.

Danny Jordan is from the Van-Pock artist stable and is being groomed for appeal to the teen market. His first single, "Jeannie" b/w "Boom Diddy Boom," was released last week.

Bigger Than Ever!
JERRY LEE LEWIS
"IT WON'T HAPPEN WITH ME" & "COLD GOLD HEART" Sun 364

Orchid Records Growing!
Some Territories Available: South and West Distros: Write, Wire, Phone
Orchid Records A Div. of Orch Production Co., Inc.
Thomas J. Pungitore, Pres.
Olinville 4.7300
482 Brunswick Av.
Bronx 66, N.Y.

The Original Is the Best
"HEY! MR. PIANO"
by
Trustin Howard
Acclaim Records
A-1004

Cash Box—August 5, 1966
Baby Grows In Mercury Ads—So Do Singles Featured

NEW YORK—A baby grew up in a four-issue insertion campaign by Mercury Records designed to sustain the continuity of its trade advertising of singles.

The ad campaign kicked-off under the title: Young—But Sure to Grow Up to be Top Hits. A picture of a baby was featured (see above photos). At that time, none of the five records was on the charts. The following week, as action reportedly started in two weeks, the ad read, "Sprouting Fast—and Definitely Growing Up to Be Hits. Subsequent ad in the next two weeks followed the progress of the records under the themes "Shaping Up—and Developing Into Full Grown Hits," and then, "Full Grown—and All Solid Chart Hits." As the disks grew in sales, so did the baby in form. All of the six records involved are now on the charts.

The records are: "You'll Answer To Me"—Pattie Page, "One Summer Night"—The Diamonds. "I'll Be There"—Dimitri Jo, "I Never Knew"—Clyde McPhatter, "My Ears Should Burn"—Claude Grey, and "Tender Years"—George Jones. The first four are on the Top 100, the latter two are on the Country Top 50.

The campaign was the result of collaboration among Steve Schiekel, Taylor's trade advertising director; the Marvin Glick art studio and the Mercury sales department, under the direction of sales vice president Kenny Myers.

Cash Box—August 5, 1961
THE BIG THREE

COUNTRY WINNERS IN EACH CATEGORY OF THE CASH BOX DISK JOCKEY POLL

<table>
<thead>
<tr>
<th>MOST PROGRAMMED RECORD</th>
<th>MOST PROGRAMMED MALE VOCALIST</th>
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</thead>
<tbody>
<tr>
<td>1. WINGS OF A DOVE—FERLIN HUSKY—CAPITOL—BEE GEE BMI</td>
<td>1. MARTY ROBBINS (COLUMBIA)</td>
</tr>
<tr>
<td>2. DON’T WORRY—MARTY ROBBINS—COLUMBIA—MARTY’S BMI</td>
<td>2. JIM REEVES (RCA VICTOR)</td>
</tr>
<tr>
<td>3. HELLO WALLS—FARON YOUNG—CAPITOL—PAMPER BMI</td>
<td>3. RAY PRICE (COLUMBIA)</td>
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<thead>
<tr>
<th>MOST PROGRAMMED ALBUM</th>
<th>MOST PROGRAMMED VOCAL GROUP</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. GUNFIGHTER BALLADS MARTY ROBBINS (COLUMBIA)</td>
<td>1. WILBURN BROS. (DECCA)</td>
</tr>
<tr>
<td>2. RAY PRICE’S GREATEST HITS (COLUMBIA)</td>
<td>2. FLATT &amp; SCRUGGS (COLUMBIA)</td>
</tr>
<tr>
<td>3. RIDE THIS TRAIN—JOHNNY CASH (COLUMBIA)</td>
<td>3. LOUVIN BROS. (CAPITOL)</td>
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<tr>
<th>MOST PROGRAMMED FEMALE VOCALIST</th>
<th>MOST PROGRAMMED INSTRUMENTALIST</th>
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<tbody>
<tr>
<td>1. KITTY WELLS (DECCA)</td>
<td>1. CHET ATKINS (RCA VICTOR)</td>
</tr>
<tr>
<td>2. JEAN SHEPARD (CAPITOL)</td>
<td>2. FLOYD CRAMER (RCA VICTOR)</td>
</tr>
<tr>
<td>3. PATSY CLINE (DECCA)</td>
<td>3. MERLE TRAVIS (CAPITOL)</td>
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<tr>
<th>MOST PROGRAMMED BAND</th>
<th>MOST PROMISING MALE VOCALIST</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. HANK THOMPSON’S BRAZOS VALLEY BOYS (CAPITOL)</td>
<td>1. CLAUDE GRAY (MERCURY)</td>
</tr>
<tr>
<td>2. LEON McAULIFF’S CIMMARON BOYS (CIMMARON)</td>
<td>2. BUCK OWENS (CAPITOL)</td>
</tr>
<tr>
<td>3. FLATT, SCRUGGS &amp; FOGGY MTN. BOYS (COLUMBIA)</td>
<td>3. ROGER MILLER (RCA VICTOR)</td>
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</tbody>
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<tr>
<th>MOST PROMISING BAND</th>
<th>MOST PROMISING FEMALE VOCALIST</th>
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</thead>
<tbody>
<tr>
<td>1. WILBURN BROS. (DECCA)</td>
<td>1. JAN HOWARD (CHALLENGE)</td>
</tr>
<tr>
<td>2. FLATT &amp; SCRUGGS (COLUMBIA)</td>
<td>2. MARION WORTH (COLUMBIA)</td>
</tr>
<tr>
<td>3. LOUVIN BROS. (CAPITOL)</td>
<td>3. SHIRLEY COLLIE (LIBERTY)</td>
</tr>
</tbody>
</table>
## WHICH RECORDS DID YOU PROGRAM MOST IN THE LAST 12 MONTH PERIOD?

1. Wings of a Dove—Ferlin Husky
2. Don't Worry—Marty Robbins
3. Hello Walls—Faron Young
4. Foolin' Around—Buck Owens
5. I'll Just Have A Cup Of Coffee—Clarence Gray
6. Window Up Above—George Jones
7. Heart Over Mind—Ray Price
8. I Missed Me—Jim Reeves
9. I Fall To Pieces—Patsy Cline
10. Tally Angel—Webb Pierce
11. Three Hearts In A Tangle—Roy Drusky
12. North To Alaska—Johnny Horton
13. Alabam—Cowboy Copas
14. Before This Day Ends—Bill Anderson
15. The Blizzard—Jim Reeves
16. Excuse Me—Buck Owens
17. Loving You—Bob Gallion
18. Am I Losing You—Jim Reeves
19. My Last Date With You—Skeeter Davis
20. Loose Talk—Buck Owens & Rose Maddox
21. Your Old Love Letters—Porter Wagoner
22. Let Forgiveness In—Webb Pierce
23. Sweet Dreams—Don Gibson
24. Odie And Ends—Warren Smith
25. Louisiana Man—Rusty & Doug
26. Walk Out Backwards—Bill Anderson
27. The Other Chick—Kitty Wells
28. Forget The Past—Faron Young
29. Pelon On A Banjo—Platt & Scruggs
30. I Don't Believe I'll Fall In Love Today—Warren Smith
31. Last Date—Floyd Cramer
32. One Step Ahead Of My Past—Hank Locklin
33. I'd Rather Loan You Out—Roy Drusky
34. I Wish I Could Fall In Love Today—Ray Price
35. Legend Of The Big River Train—Wilburn Bros.
36. Heartbreak U.S.A.—Kitty Wells
37. Beggar To A King—Hank Snow
38. You Can't Pick A Rose In December—Ernest Ashworth

## WHICH FEMALE VOCALIST DID YOU PROGRAM MOST?

1. Kitty Wells
2. Jean Shepard
3. Patsy Cline
4. Jan Howard
5. Skeeter Davis
6. Marion Worth
7. Rose Maddox
8. Wanda Jackson
9. Shirley Collie
10. Wilma Lee Cooper
11. Margie Bowes
12. Goldie Hill

## WHICH VOCAL GROUPS DID YOU PROGRAM MOST?

1. Wilburn Brothers
2. Lester Flatt & Earl Scruggs
3. Louvin Bros.
4. Browns
5. Wilma Lee & Stoney Cooper
6. Rusty & Doug
7. Buck Owens & Rose Maddox
8. Johnny & Jack
10. Homer & Jethro
11. Don Reno & Red Smiley
12. Jordanaires

## WHICH INSTRUMENTALIST DID YOU PROGRAM MOST?

1. Chet Atkins
2. Floyd Cramer
3. Merle Travis
4. Lester Flatt & Earl Scruggs
5. Del Wood
6. Tommy Jackson
7. Jerry Byrd
8. Herby Remington
9. Don Reno & Red Smiley
10. Buddy Emmons
11. Jimmy Bryant & Speedy West
12. Grady Martin

## WHICH MALE VOCALIST DID YOU PROGRAM MOST?

1. Marty Robbins
2. Jim Reeves
3. Ray Price
4. George Jones
5. Buck Owens
6. Webb Pierce
7. Johnny Horton
8. Faron Young
9. Ferlin Husky
10. Johnny Cash
11. Don Gibson
12. Hank Snow
13. Roy Drusky
14. Hank Locklin
15. Hank Thompson
16. Ernest Tubb
17. Eddy Arnold
18. Stonewall Jackson
19. Carl Smith
20. Jimmy Newman
21. Cowboy Copas
22. Billy Walker
23. Porter Wagoner
24. Red Foley
25. James O'Gwynn

## WHICH MALE VOCALIST DO YOU THINK ARE MOST PROMISING?

1. Claude Gray
2. BUCK OWENS
3. ROGER MILLER
4. Roy Drusky
5. Bob Gallion
6. George Hamilton IV
7. Bill Anderson
8. Ray Sanders
9. Ernest Ashworth
10. Warren Smith
11. Frankie Miller
12. Bob Luman
13. Justin Tubb
14. Carl Belew
15. Benny Barnes
16. Gordon Terry
17. Leroy Van Dyke
18. Melvin Endsley

## WHICH INSTRUMENTALIST DO YOU THINK ARE MOST PROMISING?

1. Jan Howard
2. Marion Worth
3. Shirlie Collie
4. Connie Hall
5. Loretta Lynn
6. Mari John Wilkinson
7. Margie Bowes
8. Bonnie Owens
9. Margie Singleton
10. Norma Jean
11. June Webb
Capitol Records has debuted a new country songster named Ned Miller. The kid has a good voice and promises a future but the most interesting aspect of his first release is the material. The song, "Cold Gray Bars," is a prison lament by a man who killed his wife. It was written by Spade Cooley! ... and Capitol is also coining with the new Buck Owens outing, "Under the Influence of Love," which once more represents the writing team of Buck and Harold Howard who collaborated on "Poor-Ay!" to such great results. Actually, almost everything that bears Harlan's name figures to make money. At least that's what they're hoping for Harlan's debut single LP, coming up soon on Capitol too.

New Orleans' only country music show is now on the air on WJMR. Hanging the mike chores in Chuck Vest who's going under the name of the Ragin Cajun. Chuck feels it's some sort of a compact to broadcast country music to this mostly jazz inclined town and feels there's a definite market for it there. ... WMOX-Meridian became Mississippi's most powerful radio station when it upped its power to 10,000 watts July 14. Carl Fitzgerald, morning spinner there, says his show is now being heard just about all over the place and is reaching many sections in Alabama. ... Bill Carson is now spinning disks at all-new WGH-C-Clayton, Ga. Since the station came into being they've had no regulars. Bill sends out a S.O.S. for all kinds of records, old, new and gospel. ... Billie Jean Horton just returned from Hawaii and, surprised to find her 20th disk on disc of "Oceans of Tears" doing so well, hit the road to plug it heavily. Tillman Franks is working up an itinerary for a lengthy tour by her very soon. Following his bang-up appearance on the "Louisiana Hayride," Claude King threw out Louisiana and Texas. His schedule picks up considerably in the next two months. ... United Southern Artists (Hot Springs, Ark.) going about backing for a hit disk in the same vain, thanks to the foresight of label A&R director Carl Friend. For the new Eddie Bond release he picked a song written by Webb Pierce and Teddy Wilburn, then took Eddie (popular Memphis deejay) into Nashville for the session and used such names as the Jordanaires, Marjorie Wilcock, Floyd Cramer, Hank Garland and Buddy Harmon on the date. Looks like Carl is really looking for that "Nashville sound" and the success that usually comes with the right mix with him luck. ... Incidentally, Eddie is tied up with the Jim Deason band for management. ... The Lagoon Amusement Park in Salt Lake City which usually brings in jazz or pop talent, brought Marty Robbins in for just one show. They run a big breakthrough for our music (especially since Marty follows George Shearing in, of all people to follow). ... Just got a communiqué from Len Robinson who sends out an urgent plea for disk servers. Hot selling the biscuits for WRFB-Tallahassee, Fla.

Take 10,000 hot dogs, 18,000 soft drinks, huge swimming pools and over 7,000 country music fans all together in 110 degree heat to the YMCA's three western band and you've got the recipe for the swingin', happiest birthday party of the year! KHAT-Phoenix, Ariz., who found out that Arizona's leading country music station brought all these ingredients together June 22 to celebrate its third year on the air. Palm hunters and local recreation park, was the scene of the festivities. To top it all off, Don Gibson was flown in special for the occasion and did himself real proud before the screaming throng. Ron Gay Odem, owner of the station, "Never figured this turnout when we tried an open invasion. I must have shook over 6,000 mustard-crusted hands during the affair." Bill Bleugh, Ranch Foreman at WKBW-Ranch, Ill., is writing a book—Continued on next page

JIMMY WOLFORD (Capitol 4666)
(B+) "GOIN' STEADY WITH THE BLUES" (2:00) [Central Songs BMI-Howard] Capitol honky-tonk songster Jimmy Wolford on an infectiously rocking country blueser classified by Harlan Howard as an organ player an important instrumental part in the proceedings. Woldorf's a solid holler and figures to attract much attention here.
(C+) "IMPATIENT HEART" (2:20) [Central Songs BMI—Allison]Cursor Wolford slows down to a gentler pace and effectively portrays a moody love affair. Good side too.

Buck Owens
"Under the Influence of Love"
Capitol 4642

BILLY DEATON (TNT 188)
(B+) "YOUR PRECIOUS LOVE" [Open Road BMI—Smith, I yun] Deaton packs loads of love feeling into his etching of this lovely, semi-inspirational love affair Worth listening to.
(B) "I'LL STEP DOWN" [BMI — Newman] Easy-going traditional country weeper. Deaton works it in sincere and moving terms.

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**COUNTRY COUNTRY TOP 50**

<table>
<thead>
<tr>
<th>Rank</th>
<th>Artist</th>
<th>Title</th>
<th>Week 1</th>
<th>Week 2</th>
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<tr>
<td>1</td>
<td>Roy Clark</td>
<td>&quot;Conscience, I'm Guilty&quot;</td>
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<td></td>
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<tr>
<td>2</td>
<td>Roy Clark</td>
<td>&quot;Black Sapphire&quot;</td>
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</table>

**REX ZARO rides on ARCADE #163**

**"JUKE BOX CANNONBALL"**

In addition to its original coverage of the United States of America with a population of 180 million people, the past two years has seen Cash Box extend its coverage to all the major record markets of the globe bringing additional exposure to another one-half billion people. Territories are listed here.

<table>
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<th>Country</th>
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<td>United Kingdom</td>
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</tbody>
</table>
if it is the fashion, it is vogue

disques vogue

sets the fashion for recording

Paris-Villetaneuse-(Seine)-France-Tel: PLaine 73.00
From RCA Victor International in the U.S.

Dario Soria, Division Vice President of RCA Victor and head of the International Liaison Department.

Sometime during the 1950s, it is true, the International Department of a recording company was primarily concerned with export not import. Now, however, there is little difference between foreign or domestic. We are living in one world. Our well-being depends on the well-being of other nations. We are all members of a great artistic as well as human community. The dividing line between "domestic" and "international" has almost disappeared. The world of recording is now operated on an international scale, and, with it, the recording business is becoming international in conception and scope.

For this reason it was decided, in establishing the International Liaison Department, that this department would be responsible for the publication of RCA Victor's domestic catalogue outside of the United States.

DARIO SORIA was born in Rome, Italy, in 1912, son of a private banker and member of the Stock Exchange, Raffaele Soria. He was graduated from the University of Rome in 1934, with a degree in Economic and Commercial Sciences; he also studied law at the University of Ferrara. After military service as a Lieutenant in the Alpine Troops, he worked in the family business until the spring of 1939 when he left for this country. He has been an American citizen since 1943.

During his first year in New York he was an accountant at the Italian Pavilion of the World's Fair and organized a small export-import company dealing in Italian works of art. In his second year he assisted Biutoni in organizing and launching an American Biutoni Corporation.

In 1945 he joined the Voice of America (Office of War Information) as an announcer in the Italian and French sections. From there he went to the Columbia Broadcasting System where he remained from 1945 to 1948, first as assistant director, then as director. During this period he also prepared foreign versions of American films for 30th Century Fox. From 1948 to 1956 he was associated with the D'Arcy Advertising Agency. He divided his time between New York and Hollywood, working mainly on the Edgar Bergen-characters Charlie McCarthy Coca-Cola programs, the Spike Jones show on behalf of Coca-Cola, but also for the publication in the United States of a selected number of recordings made by RCA associated companies throughout the world.

This is how the new RCA Victor International label was born. The fact that the first two releases—"La Dolce Vita" and "Rocco and His Brothers"—are both soundtracks of films and helped Italian origin should not mislead anybody. This was purely accidental—and with "La Dolce Vita" already in the charts we can only say that it was a fortunate accident. How- ever, the promulgation of this regular International releases scheduled for the autumn we will have records from many countries, including Mexico, England, France and Belgium as well as the United States.

The new International label will be easily recognizable since it will have a personality of its own both in content and presentation. The theme of the first group of releases is: "Listen... You Are There." Since the contents of many of the records will not be familiar to the record-buyer, the cover of the jacket will be designed almost like a poster—to describe and sell the recording, in word and picture.

The Department will be run by Herman Diaz and Mr. Lee Schapiro, recording executives with long experiences in both A&R and in sales promotion.

Herman Diaz, Jr. Director Artists & Repertoire, RCA Victor International Department, RCA Victor Record Division

Music is a welcome ambassador among nations, and the artist who transcends borders and boundaries, politics and protocol, and engineers Good Will in every hemisphere of the world. It requires no passport. It belongs to whomsoever chooses to listen—

Arias by Puccini, Waltzes by Strauss, Symphonies by Tchaikowsky. All are loved by people all over the world, but how many of them are traveling, vacationing or working in used-to-be, hard to reach countries? There is also a market for the music of average people to "see the world as a result of riven and lost, music has truly become an international language.

The prime purpose of the RCA Victor International label is to offer to the record listening community dreams of the countries they have visited, or wish to visit. Albums, and possibly single products, that have been produced, planned and recorded in these countries by RCA Victor companies, will be released domestically under the RCA Victor International label. This will be fully supported, with the goal being the best possible promotion of the album and a broad commercial appeal to the American public. By American public we mean only to the many persons of foreign birth now living in the country for whom the music of America has either traveled extensively or has that desire to travel.

RCA Victor International albums will have new cover art and policy treatment as the RCA Victor pop album line and suggested in many cases by RCA Victor companies, will be released domestically with the RCA Victor International label. The "feel" of a strange country and its people, its taste, its culture, its climate, its traditions, its way of life, will be created, aimed to present its appeal.

Flavor is what we are after. The flavor of far-away places, places we can never visit, a flavor of the unknown.

(Continued on Part II, page 18, col. 3)

LEE SCHAPIRO was born February 10, 1919 in Baltimore, Maryland, graduated from Polytechnic High School in 1936. He did not want to work as a salesman in some factory. After four years as desk clerk, Manager of Recording Department, all playing string bass with Baltimore orchestra, he joined RCA Victor, launched many new records, producing many international albums, and RCA Victor International program, covering Baltimore-Washington monuments, covered many records and national accounts.


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(Continued on Part II, page 18, col. 3)
Nino Rota's hypnotic score of a tragic Odyssey. The earthy saga—tender hopes, crushing failures and lust-raw experiences—of an Italian "Grapes of Wrath." Winner of twenty-two major Film Festival Awards.

ASTOR PICTURES presents Luchino Visconti's

ROCCO AND HIS BROTHERS

Original Soundtrack Recording
Federico Fellini
LA DOLCE VITA
Music by Nino Rota.

The 'sweet life' of Roman Café Society... Haunting, seductive music from a prize-winning, shocking film masterpiece...Dammed and praised in Italy, England, France, Japan, now sweeping America.

They speak for themselves
(With an intriguing Italian accent!)

Now... listen to original sound tracks from two of the most widely acclaimed Italian films of the century! Just released: Rocco and His Brothers—order now! In Living Stereo or Monaural Hi-Fi, only on...

"The Music Language of the World"
From RCA Victor In Argentina

The word “ola” can be translated as “wave” or “a sudden, violent commotion.” In this particular case both translations are apt, because this new wave of talented young RCA Victor artists has certainly caused a violent commotion in the record market in Argentina and elsewhere. They have swept into public favor in TV and radio shows, theatres and night clubs, personal appearances, etc., and the ripples of their popularity are spreading all over the Americas. Meet some of them:

Jolly Land and Fernando Borges talk things over with Maestro Victor Buchino, RCA Victor Argentina’s Musical Director, prior to their TV show on Channel 7.

Mr. Rock-n-Roller en Español: Johnny Tedesco. The teenagers go crazy over him.

Violeta Rivas and Luis Bastian tell you where to look for the birdies on TV Channel 9.

Rocky Pontoni takes off on a tour of the South American West Coast, first lap Peru.

Mariquita Gallegos is welcomed at Buenos Aires’ Ezeiza airport by Antonio Prieto and Rosi Lavie, after a triumphant tour of Peru, Colombia and Venezuela.

Los Cava Bengal prepare to delight a radio audience with their boleros.

Marty “Adam and Eve” Cosens in a pensive mood. Tops with the swing fans, he is about to make his debut as actor-singer in a musical review.

INTRODUCING . . .

LA NUEVA OLA!

Over a span of forty years, from the time when Argentine music was first recorded for the Victor Talking Machine Company (predecessor of RCA Victor) and the finished records shipped back from the States, through the era of wax cutting, band operated presses in a made over garage, to tape and LP's, Hi-Fi and Stereo, the “Dog and Phonograph” symbol has made musical history in Argentina.

The greatest tango bands and singers and the most popular folk-lore artists, both past and present, the greatest classics and all the international hits from the enormous RCA Victor catalog throughout the world, and now the terrific impact of “La Nueva Ola,” local young artists completely modern in style, performance and repertoire, whose success has spread to Mexico, Venezuela, Ecuador, Colombia, Chile and Peru. Most of these youngsters were amateurs, carefully selected from among hundreds who were auditioned. They have been groomed and trained, given stage experience, promoted in every way and developed into a group of best sellers in just over a year.

Another outstanding contribution to the “Pops” market is RCA Victor Argentina’s series of “Explosivos,” long-plays containing the most important hits of the moment, which have met with tremendous success and created all-time high sales records.

RCA Victor Argentina’s record plant, erected in 1928, is kept operating 24 hours a day on three shifts to meet the enormous production demands. Dawn often surprises a recording session in full swing in the downtown studios. RCA Victor records are shipped to 1500 dealers’ stores throughout the country. Samples and tapes of Argentine recordings literally fly to the four corners of the earth . . . One might almost call this a triggered happy organization, always looking for a higher target at which to shoot.
This is the fourth of a series of "EXPLOSIVE'' LP's... and the most dangerous of them all to date! Like its predecessors, it is loaded with dynamic in the form of the latest and most requested hits. The first one exploded last August into the most fabulous sales ever registered in Argentina, and reverberated all over Latin America. Listen and dance to Antonio Prieto with his latest hit "Son Rumores" and his world-wide smash hit "La Novia"; Argentina's extraordinary rock-n-roller — Johny Tedesco; the fabulous T.N.T.'s; Jolly Land in a seductive rendering in Spanish of "My Heart Belongs to Daddy"; Marty Cosens, tops in swing; Raúl Lavie in "The History of My Love"; Spanish version; Yuyu Da Silva, the Brazilian bombshell; Mexico's Hermanos Rigol; Colombia's Lita Nelson; Uruguay's Panchito Nafe; Puerto Rico's Bobby Capó; Les Chakachas in "Never on Sunday" and, of course, Neil Sedaka and Floyd Robinson in their latest hits.

Can anyone ask for more?
Managing Director: RUDI E. TOLNAY

Heading up this rapidly expanding organization is Mr. Rudi Tolnay, Managing Director. With the exception of the three years served with the United States Marine Corps during World War II, mainly in the Central Pacific campaign, his entire career has been in the field of consumer products, sales and marketing.

Prior to his arrival in Australia, he represented the RCA International Division in Europe and later the Division's Manager, Record and Phonograph Marketing in the RCA Building New York headquarters.

His wide experience and specialized knowledge on all levels of the record industry overseas, has proven of immense value in developing the RCA label "down under".

Assisting Mr. Tolnay is Mr. Claude Pickford, Manager, Records Division. Prior to the establishment of the RCA record label in Australia, Mr. Pickford spent an intensive study period at RCA Victor on all phases of phonograph record production, packaging, merchandising and management.

Included in the Record Division team is A&R and Copyright Manager, Bill Denabosie, who joined the company in 1955. He brings with him a wealth of experience encompassing music publishing and theatre.

Merchandising Manager, Jim Cuff, had many years experience in record retailing with Sydney's largest Departmental and record stores, with special emphasis on merchandising, before joining RCA.

Iris Molesky, Publicity Officer, was previously Editor of "Music Maker" magazine, and has an extensive musical background and education degrees from both the London and Trinity Colleges of Music.

Nationwide distribution of RCA and RCA Camden records is handled by Amalgamated Wireless (Australasia) Ltd., under Mr. A. E. Fox, Assistant General Manager (A.W.A.), assisted by Record Distribution Manager Mr. B. Witte.

Contingent Repertoire

Being cognizant of the growing foreign record market in Australia, RCA has already made much progress in marketing recordings of Greek and Italian origin.

By arrangement with the RCA licencise in Greece, Georgios Orphanides and the RCA Associate Company RCA Italiana S.P.A., quite an impressive number of Greek, Turkish and Italian records have already been released and it might confidently be expected to further develop this field for certain Continental talent and repertoire.

RCA Of Australia's Rapid Development

RCA was established in Australia in 1929 and, until the expansion of the company in 1956 to incorporate the Records Division, specialized in the development of radio equipment.

This activity is still an important function, especially since the construction of "Drive-In" Theatres. These have been found particularly suitable for this country and most than half are RCA equipped.

Television, first introduced in this country at the opening of the Olympic Games in 1956, has followed a rapid course of expansion.

RCA has entered this important field of entertainment by joining the Broadcast and Television Equipment Division. By the end of the year, there will be at least, six television stations on the air, all of which is RCA equipped.

Since its first record release in May 1956, both the administrative offices and factory of the Records Division has been specifically designed in keeping with RCA's progressive rise to leadership in the Australian record industry. RCA, in Australia has released a great percentage of the RCA Victor catalogue, plus selected Australian and International material.

Record buyers look to RCA for the best in original cast, opera, "in-person", classical and popular mono/ stereo albums also collector's items. Vigorous merchandising ensures that sales-per-head-of-population are equal to any in the international market.

RCA was the first record company in Australia to make a real effort in cut down the time-lag between Australian and American release dates. Frequently, pop tunes are rushed to the market three to six months earlier than the original American release. Resulting overall exposure has been one of the major contributory factors in the growth of the label in Australia.

RCA's active interest and participation in both industrial and cultural affairs has enlarged scope of enterprise and raised their prestige in this country.

Successful Cooperation With Radio, Press & TV

Alert to the importance of Radio, TV and Press, the advantages to be derived from favorable air-space and exposure, RCA's publicity department maintains a constant flow of informative material on records and artists, listed on their latest release bulletin.

This material is sent direct to all program managers, disk jockeys, announcers, copy departments and record reviewers.

Mr. Pickford is the "address of record" man, being in close contact with all performers and with radio and television critics.

Aussie Disks Delight Critics

RCA of Australia has released three locally produced recordings. A single, featuring the St. Andrews Cathedral Choristers singing two carols; an EP by Sydney Symphony Orchestra Principal Trumpeter, John Robertson, "From Reveille To Lights Out," comprising four authentic British Army calls on the bugle and Cavalry trumpet; and an LP that is a potential world-seller, the Ivan Smith-George English, Italia Prize International Competition winning entry for radio and television works (1959), "The Death Of A Wombat". Narrated by Alastair Duncan, backed by an instrumental group, the theme is a vivid story of devastation caused by bushfires, the plight of the animals (the dingos, the koalas and kangaroos), and especially, the lovely wombat.

Gold Record For Belafonte

RCA of Australia, Pty. Ltd., has issued a rare and remarkable gold plate sales reaching the Australian industry's equivalent to an American million.

Pictured, is Claude Pickford, Manager of RCA's Record Division in Australia, presenting two gold disks to Harry Belafonte during the artist's recent Australian concert tour.

Elvis Presley has already been awarded three gold disks. Other recordings also passing the coveted sales mark are the "South Pacific" Soundtrack album and both the LP and EP of "The Student Prince."

RCA Of Australia's Record Plant, situated at Croydon, New South Wales, contains the most modern recording and pressing equipment available. New manufacturing techniques and product improvements are constantly being incorporated in RCA records. With the result, that they are considered equal in quality to the world's best.

Regular comparison tests on a working basis are conducted in the laboratories of the parent company, provide ample evidence to the high quality of the Australian product.

In 1955, the Plant Manager, Gordon Richmond, with the Chief Process Chemist, Colin Whitfield, made an extensive tour of RCA's American factories to investigate the future developments of phonograph records. This made the early release of "Grave Garments For Heroes" record possible in Australia.

Custom Record production is handled by a new department which offers a complete production service from rough tape to packed records in a remarkably short period of time.

Original Cast And Soundtrack Albums

While it is customary for Australian publishers, film distributors and theatre managers, to exercise rigid control on the release of material, RCA has already issued a matter of weeks before the local presentation either on screen, television or stage, there is already evidence of the situation improving.

Some publishers are now recognizing the value of releasing original cast albums and soundtracks during the current engagement. This has been evidenced by the excellent sales already charted for the RCA original soundtrack album "The Black Staff" and "Exodus" well before the local screening of these two films.

Record manufacturers, generally regard this as a good sign because there have been many occasions when albums have been held up for six to twelve months or even years before approval, has been given by the local publishing agent for their release. It can be readily understood, that the restriction of the recorded version of showtimes causes much delay in releasing other albums of particular artists, on account of even one item on the disc being restricted.

A further serious aspect of this preclusion arises when, after a pretracted period, the release of the record is sanctioned by the publisher a a time when the show has finished the show, and it is obvious run and any likelihood of local performance is obscure, or more unlikely.

Aussie Tastes Similar To U.S.

The popularity of American music in Australia highlights this similarity in musical tastes between the two countries.

With the exception of topical American songs, an American in single is very likely to be a hit in Australia, and the same trend follow with original cast and soundtrack albums.
From RCA Victor In Brazil:

The RCA Victor label "A Voz do Dono" (His Master's Voice) is known in every home throughout Brazil, where the company has been releasing both its international and local recordings for thirty years. Many of Brazil's greatest artists were discovered and made famous by RCA, whose policy has always been to encourage the country's musical talent. From a modest beginning when recordings were made on wax in a radio broadcasting studio in Rio, RCA has grown with the record business and now has one of the country's best equipped recording studios, where the inimitable music and rhythm of Brazil can be faithfully recorded in up-to-date stereo.

The record plant in Jaguare, a suburb of Sao Paulo, was completed in 1949 and has up-to-date facilities for transfer, compounding, plating, pressing and label printing, as well as album mounting. Its machine shops are equipped to produce all necessary parts, and a large number of presses in operation were entirely machined in these shops. Practically all prime material for record manufacturing is produced locally, and only 1% is still dependent on imports.

RCA's sales and promotion organization covers the whole country, with regional sales offices in the principal cities. Sales are made directly to dealers, and all shipments are made from Jaguare by road, rail and air to cover Brazil's vast territory.

Regular exports of records are made, principally to Bolivia and Portugal. RCA's Brazilian affiliate has its head office located at Avenida Ipiranga 1097 in Sao Paulo, Brazil.

PAULO ROCCO, RCA Brazil's A & R manager, was born in Sao Paulo, and entered the record business eighteen years ago as a record counter salesman. From that early start, he has worked through the music publishing and recording fields. In 1954 he was made A & R manager for Copacabana records in Rio. He joined RCA in 1956 to take over their A & R Department.

CHARLES AUGUST NOBILI joined RCA in 1956, holding several positions in the Record Division, and was promoted to general sales manager in 1956. He was previously general manager of Copacabana Records, and worked with that company from 1953 to 1956. He is American, born in Camden, N.J., 44 years old, married and has four children.

DOUGLAS J. M. REID joined RCA Brazil in June 1959 as general manager of its record division. He came to RCA after seven years with Odeon (E.M.I.'s subsidiary in Brazil) in which company he held several positions and was commercial director of that company at the time he joined. He is Brazilian born, 44 years old, is married and has one son.

GIOVANNI PENNESI is in charge of Planning and Coordination and has been working for RCA for the last nine years. He is married, with three children and came to Brazil in 1949. Previous to working for RCA, he worked in the electronic field in Brazil. He was born (1927) and educated in Italy.

DAVID W. JONES, Record Plant Manager, has worked for RCA in that position for five and a half years. Previously, he worked with the local E.M.I. Company, Odeon, for five years. He was born (1928) and educated in England. He is married, with two children.

The tower of Victor's Record Plant shows the RCA insignia for miles around. On right is an interior view of the pressing and packing area of the plant.
AROUND THE WORLD
RCA INTERNATIONAL
also in
Brazil

CARLOS GONZAGA
ROSANA TOLEDO
IVON CURI
DUO CINEMA
ORLANDO SILVA
CARLOS NOBRE
ROBERTO VIDAL
VICENTE CELESTINO
LUZ GONZAGA
ARISTIDES ZACCARIAS
CARLOS GALVÃO
JACOB
NELSON GONÇALVES
CAUBY PEIXOTO

the greatest artists are on
rca victor

RCA ELETRÔNICA BRASILEIRA S.A.

"The Music Language of the World"
RCA Victor, Pioneer in the Chilean Record Industry

RCA Victor has been a pioneer in the Chilean phonograph industry since the beginning of this century. It was originally organized as a chain of dealers throughout the country, especially for the sale of Victor Records, Victorola and Victor needles. The perspectives of the local market got wider and RCA realized that it was time to install a record plant in Santiago de Chile. Within a couple of months (in 1928) it organized a plant with two presses and five employees. This modest start developed rapidly, demanding a modern factory which was built in Santiago, at 5333 Vicuña Mackenna Avenue. One thousand employees work in the new electronic plant, under the name of Corporación de Radio de Chile, S.A. The actual plant, whose facility can be seen in the aerial view below, was inaugurated in 1939 and produces records and phonographs, radio receivers and tubes, electronic equipment, etc.

RCA has always been marketing new lines in Chile. In the phonographic field, it was the first to produce microgroove records for the Chilean market; the "45" system; colored covers for records, and so on. Lately the factory's operations began producing the Groove-Guard (Grufe-Gard) records, the optional centers for 45 rpm records and now the modern Compact 33 records. The RCA Plant does custom pressing for Philips, Polydor, Vogue, Contrepoint, Erato, Vega and United Artists.

The RCA Victor Recording Studio was also opened in 1939 and is located at 150 Matias Cousiño Street, Sixth Floor. Famous artists and conductors have recorded here using these studio facilities.

RCA Victor has given special attention to Chilean artists' recordings and its cast and repertoire has always been the widest and richest in the country. RCA Victor records have made famous numerous distinguished artists of worldwide popularity, such as pianist Claudio Arrau, tenor Ramón Vinay, folklore singers Los Cuatro Huasos, the late pianist Rosita Renard, soprano Rayen Quirat and others. The best Chilean artists have recorded for RCA labels both classical and popular.

Chilean RCA Victor recordings are especially designed to please the musical tastes of that expansive group of people with Latin American backgrounds living in the United States. These records are also recommended to those Americans who love the music of their hemisphere.

The managing director of RCA Victor in Chile is Julio del Río, one of the best known electronic engineers in Latin America. He is assisted by Armando Vallarino, engineer and general manager, who specializes in production.

The manager of the RCA Victor Record Division is Herbert Neumann who has had many years of experience in this field. He works closely with Hernán Aravena, A & R manager, the engineer, Hector Urbina is manager of the record plant. Attilio Rizza is the sound engineer. An important role is played by Luis Ariza Walsh as Publicity Manager.

RCA Victor takes a major share of the Chilean market and its potential of record production permits exports to Peru and Bolivia. The hits released in Chile are sent to all RCA Victor branches throughout the world, so that successful Chilean artists are immediately exposed on an international level.
CHILEAN ARTISTS OF WORLD PRESTIGE

1. LOS CUATRO HUASOS
   World famed folkloric quartet

2. LOS CUATRO HERMANOS SILVA
   The favorites of America. Prizes: Mexican "Discometro" and "Wurlitzer"

3. LOS PERLAS
   Vocal and instrumental comic duet

4. ANTONIO PRIETO
   America's idol

5. NADIA MILTON
   Young star of the moment

6. PETER ROCK
   Teen-singer's crooner

7. RAYEN QUITRAL
   Supreme of exceptional voice

8. LUCHO OLIVA
   The people's singer

9. FREJIA SOTO
   1961 Triumphher

10. DANNY CHILEAN
    1961 young revelation

11. GUADALUPE DEL CARMEN
    First Chilean Gold Record Winner

12. MARGARITA RABION
    Folkloric stylist

13. ARTURO MILLAN
    Sonidourn's winner

14. MARGOT LOYOLA
    South America's best folklorist

15. ESTER SORCE
    Best expression of Chilean songs

16. LOS FLAMINGOS
    Latin American favorites

17. DUO REY-SILVA and MARINA BARRIENTOS
    Stars of Latin songs

18. CONJUNTO VILLA SAN BERNARDO
    Folkloric choir, directed by Donato Roman Heitmann

REQUEST YOUR RCA VICTOR RECORDS
SUNG BY THESE ARTISTS ANYWHERE IN THE WORLD
DOBLE SELLO

"The Music Language of the World"
Italian RCA, affiliated with the Radio Corporation of America, was founded in 1922. Its production started in 1954, reaching within 7 years, a level of European importance. Although the whole Italian disk industry is concentrated nowadays in Milan, Italian RCA has its headquarters (offices, recording rooms and record-pressing laboratories) situated in the suburbs of the capitol, on the 12 Km of Via Tiburtina. Furthermore, there are branch-houses in nine main cities of the peninsula, whose task is the development of sales for their region. These branch-houses are at Rome, Milan, Genoa, Turin, Florence, Bologna, Padua, Naples and Catania. This year, there will be inaugurated a tenth branch-house in Bari.

The total number of employees at RCA’s head-offices and Sales-Office in Rome’s suburbs is 406. The administrative section of the concern includes: Giuseppe Ornato, general director; Enio Meli, assistant director; H. Voldner, technical director, working in collaboration with O. Lingnau, in charge of record production, and B. Bollo in charge of recording. G. Pervinente is director for sales, while E. Alexandri is administrative director, the artistic section of Italian RCA is to be assumed shortly by C. E. Record who has been in the past, E. Miegoz will continue to be in charge of the A&E section; P. Ruggeri for merchandising; R. Franco for publicity; Giorgio Mottola, press office; and M. G. Mar- cetti for the editing.

Thanks to the particular attention Italian RCA has given to the selection and organization of its sales programs, a vast and dense distributing scheme has been developed, managed by highly trained personnel, both from the technical and cultural points of view. Consequently, the sales organization of Italian RCA has revealed itself to be the most aggressive and dynamic in Italy. This organization will be given a further boost thanks to new personnel which is being trained by means of specially prepared courses.

In Rome, Giuseppe Ornato, general director of the Italian RCA, answered the following questions for Cash Box:

Q.—“In 1960, 18 million records were produced in Italy. Do you feel that this number can be increased during the next years?”

A.—“We do believe that sales can be increased. At the moment, the customs are altogether centered principally in the great centers. The reason, however, another type of audience which can be approached through special sales systems, and which will increase the interest in the record industry.”

Q.—“How much importance do you attach to technical quality of records, for the purpose of sales?”

A.—“We constantly do our utmost in order to better the technical and artistic quality of production, since it has been demonstrated that the quality of a record will automatically attract a greater clientele. It is to be hoped that all record manufacturers will realize this, for this would bring along greater advantages for all concerned.”

Q.—“What are the forecasts for the sale of stereo records in Italy?”

A.—“Taking into account that proper apparatus for stereo playing is not very diffused, the level of sales reached by our stereoatl can be considered altogether satisfying. During 1960, in fact, 10% of our LP’s were released in stereo. As for the more or less immediate future, we feel that the 12” monoaural recordings will dominate the field.”

Q.—“What is Italian RCA’s policy regarding disk speed?”

A.—“We are in the position to say that we were among the first to introduce 45’s in Italy. One day we followed an energetic campaign to sell it up properly on the market. Furthermore, setting our faith completely on the new record, we stopped releasing the old 78’s and successive developments in the market confirmed our theory. We have also completely abolished the 10” 33’s successfully substituting it with the 12” type. In regard to the public’s reaction to the various record categories, we tried to verify that while the single 45’s clearly are selling more, the 45’s has registered an increase in sales and the 45’s are used in an absolutely diminishing, I should like to add also that we print classical music even on 45’s, either peced in growing importance.”

Q.—“What relationship lies between sales of the American repertory and the Italian repertory?”

A.—“At the start, we sold records in a catalog almost exclusively. But for almost a year and a half now, Italian records have attained a very high diffusion on the market. Take our best-selling record, for instance, Belafonte’s “Banana Boat”—its popularity was bettered some three months ago by the Italian record “Sul cielo” (What a Sky) by Nico Pidenz, published in the autumn of 1960. As an example which will clarify the situation, the records made in America, (including almost all our American LP’s) hit the Italian light repertory, on 12’s, as well as the single edition of the most popular artists of light music in the States such as Presley, Prado, Selda and Belafonte, represent about 60% of our sales, while the remaining 40% is taken up almost entirely by Italian records of light music.

Concerning American singers, Elvis Presley holds a position all to himself. He is almost always on our list of best-sellers, and it is said that he has come to the world over. His “It’s Now Or Never” and “Sucker” were immediate hits in Italy, for the American public already knew and loved these two old Neopolitan songs.

Along with Presley, I would like to make special note of Neil Sedaka and, forthcoming back in Italy, Perry Como who, for a time, sold very well in Italy. Then there is Harry Belafonte, who to this day holds second place for the most sold records in Italy.

As for Italian singers, and, as I said before, they are acquiring greater importance every day, I should like to mention the names that are obtaining the greatest success—Nino Fidenco and Gianni Mecchia. Nino’s story is an interesting one: the film director Gino Cagalli had decided to insert a song by Paul Anka in the sound-track of his film “Hello Dolly” which was to be presented at the Venice film festival of last year. However, two days before the film’s presentation, the necessary authorization had not come through, Maselli decided to put in an Italian song then, and entrusted its execution to a still-unknown singer: Nino Fidenco. Italian RCA published the record immediately afterwards. In a period covering less than a year, this song had become the best-selling record in the catalog and one of the greatest hits of all time. “What a Sky,” sung by Nino Fidenco, has, in fact, sold more than a quarter million copies. Since then, Nino Fidenco has been constantly among our best-selling singers, with several songs too, such as 1) The World of Sue Zon, 2) Tomorrow’s Susie (Susie, You Will Come Back), written by Fidenco and Marchetti; 3) The Love Line (written by Fidenco and Marchetti); 4) I’ll Never Be Lonely, written by Fidenco; 5) Una Voce d’Angelo (A Voice Of An Angel) written by Fidenco. As can be seen, Nino Fidenco is the author of many songs which he interprets himself. His last song is “Legata a un granello di sabbia” (Tied To A Grain of Sand—written in collaboration with Marchetti) (Continued on Part II, page 34)."
ITALIAN HITS

JUST SAY I LOVE HIM
STASERA TORNERO

ARMANDO TROVAGLIO
JAZZ PIANO SOFTLY

GIANNI MECCIA
IL BARATTOLO IL PULLOVER

MIRANDA MARTINO
JUST SAY I LOVE HIM STASERA TORNERO

NICOFIDENCE
WHAT A SKY
Leggila a un granello di sabbia

I cani che hanno fatto l'Italia
A century fighting for liberty and unity of Italy interpreted and sung by 70 popular songs of military marches and war songs by Franco Corelli, Mario del Monaco, Giulio Gravina, Nicolò Rossi-Lemeni, Angelica Turchetti, Virginia Zani, and others.

Le storia della musica italiana
An encyclopedia in records by Maestro Valzerga which includes in early records, History of Italian Music from Gregorian Chants to date.

RCA ITALIANA ROMA

"The Music Language of the World"
From RCA Victor in Mexico:

In mid 1960 RCA Victor Mexicana celebrated the 25th anniversary of its foundation. Twenty-five years during which the plant grew from a small pressing operation to a giant factory employing over one thousand persons and servicing not only México but Central and South America and the Caribbean. Today, RCA Victor Mexicana owns the largest and most varied catalog of Latin American music available anywhere in the world.

Its roster of artists, which now numbers over 150, includes the most famous artists of all Latin America. From this roster have come such current U.S. favorites as Pérez Prado and Juan García Esquivel, both of whom initiated their recording activities in Mexico many years ago. Although these are the best known Mexican artists in the United States, the roster is replete with names equally popular throughout Latin America. Miguel Aceves Mejía, Amalia Mendoza, Pedro Vargas, Libertad Lamarque, Violine Mágico de Villaflor, El Mariachi Vargas de Tecalitlán, Pablo Beltrán Ruiz, María Víctoria, Los Tres Ases, Los Dandys, Lobo y Melón, Los Tres Reyes, Los Tres-Diamantina, Rebeca, Hermanos Martínez Gil, José Alfredo Jimenez, Mariano Mercerón, Virginia López, Marco Antonio Muntis are all important figures in the Latin American entertainment field and these are but a small portion of the whole roster.

Early in 1950, and in conjunction with the RCA Victor Record Div., in New York, the Mexican Corporation initiated a new phase in its distribution programs, when it made available to the American public in the United States the authentic music of Latin America in original recordings by shipment finished product direct to RCA Victor Distributors in the United States. In the initial phase this service has been limited to the larger population centers of this country, however, in response to the ever increasing demand for international music, Mexicana plans to extend its distribution throughout the United States.

Victor's Mexico Plant:

RCA Victor Mexicana, S.A. de C.V. México's largest record manufacturing plant. A completely integrated operation, this building includes studio, factory, administrative offices and warehousing and shipping facilities.

Mariano Rivera Conde—Vice-President and A&R Director personally developed the tremendous catalog which has been the basis of Mexicana's success.
DIRECT FROM MEXICO

The music of Latin America in vibrant, colorful, on-the-spot recordings, is now available in the U.S. through your RCA Victor Distributor. Live the romantic and gay life of South of the Border through RCA Victor recordings!

RCA VICTOR MEXICANA
S.A.DE C.V.

"The Music Language of the World"
From RCA In Spain:

On December 19, 1951 Industrias Electronicas S. A. (Inelsa) was organized in Madrid as an Associated Company of the Radio Corporation of America to manufacture and sell records under the RCA trademark. At that time the company purchased a large tract of land on the Barajas Turnpike located about three miles from the center of Madrid. Shortly thereafter a modern record manufacturing plant of approximately 40,000 square feet was constructed with adjacent recording studios and general offices.

From the outset Inelsa intended to bring to the Spanish market the RCA Victor catalog as well as a local repertoire representative of the quality and scope of the RCA label. To date the company has captured an important share of the market in both classical and popular music. The recent introduction of the new single and double 33 Compact has again marked a milestone in the progressive history of the company.

On the left the camera catches the elaborate and spacious recording studios of RCA Victor in Spain. On right are the editing and plant facilities in action. Below the huge and modern Victor plant sits on a 40,000 sq. ft. tract of land in Madrid.
MUSICA DE ESPANA
FLAMENCO • POPULAR

RCA's participation in the 1960 Spanish Festival, which resulted in: First prize in the "11 Spanish Song Festival"; first prize in the "National Contest of Andalusian Song Festival"; first prize in the "Andalusian Folk Song Festival"; and first prize in the "National Folk Song Festival". "El Aire del Clavelito" by Wenda Landowska.

IN POPULAR MUSIC:
- Elia Plata,
- Susanna, Dolores Abajo, Patricia, Juana "Tel.,
- Roberto, Arturo Millan, Juan Royuela,
- Roberto, Xito, Luis Galindo, Luisa,
- Sevilla, Juanito Segura, Javier Plata,
- Quintero Candilias, etc.

INELSA S.A.
Av. De America Y Hernandez
De Toledo
Madrid

An Associated Company Of The
Music Language of the World

RCA
The record was printed on June 1st, and in one month only, it had attained a position of success and consequently large sales. It is expected that the record will exceed the sales of "What A Sky!"

Gianni Meccia, too, is a singer-composer and can be honored with records which have been sold with success in Italy. "Fratello (The Can)" and "Il Pullover." They were on the list of hits for several months. The author of his more recent songs "Fatatina" (Lettie Potato) was presented at the last San Remo Song Festival. His last recording is "Io lavoro" written by his collaborator Paolo de Ciall. In this list, one cannot omit Renato Rascel, author of "Arrivedi Roma" (Romantic) and "Welcome To Roma Mia," three songs which have been heard throughout the world, and Miranda Martinino who is a fascinating Italian girl who has been heard from success as well as from record buyers.

Mario Canora presented Umberto Bindi's song "Non mi dire chi sei" (Don't Tell Me Who You Are) at the last San Remo Festival, and recently recorded "Just Say I Love Him," a new arrangement of an old Neapolitan song, for the RCA Victor, in New York. The Italian RCA 'cast' is under the direction of Paolo de Ciall, the lovely Milanese singer who has recorded several records in Italy, on stage and on TV; Maria Monti, a young singer-author who is known for her great success in Italy; her words would require tremendous effort to be translated into other languages. There are several other Maestros working for the Italian RCA Victor, namely: Piero Umiliani, Ennio Morricone and Lucio Battaglia, who are considered, by some to be the best arranger of music.

RCA holds first place in record sales and second place in catalog sales. The list of its most popular hits include:

1. Su Nel Cielo (What A Sky) (Italian) By Nico Fidenzo
2. I Pullover (The Can) (Italian) By Gianni Meccia
3. Patrizia by Perez Prindo
4. Magic Moments, By Perry Como
5. Il Batutato, (The Can) By Gianni Meccia
6. Il Pullover (Italian) By Gianni Meccia
7. The World Of Suzie Wong (Italian) By Sandra
8. It's Now Or Never by Elvis Presley
9. Ob Carol, by Ned Sodelka
10. March From The River Kwai, by George Baker
11. Eso Es El Amor by Les Chaka
12. Romantica (Italian) By Renato Rascel
13. The Diary by Neil Sedaka
14. L'Edera (The Ivy) (Italian) By Nilla Pizzi

Sky View Of RCA's Italian Operation

A pilot's view of the RCA Victor layout in Rome. The huge building in the background is the new studio. Bottom left is the building molded plinth. I most definitely behind that are the executive offices. The cylindrical buildings in the center are warehouses. The entrance to the entire set-up is the tower building on the far right.

Above is a model of the new RCA recording studios.

DARIO SORIA:
(Continued from Part II, page 2, col. 2)

angel," the oldest recording trade-mark in Europe, owned by the English company since 1898, and launched the American label as Angel Records. In 1956 Time Magazine called Angel "one of the brightest, most enterprising record companies in the U.S. today."

From 1951 to 1956 Soria was also heard weekly over WOR in a popular radio series called "Festival of Opera," in which he was billed as "Dario Soria, Your Companion at the Opera." The scripts for the series eventually were published by Doubleday in a book called "Festival of Opera."

EMI sold Angel in December 1957 to its more recently acquired second American subsidiary, Capitol Records, a company which had originally been bought, on Soria's advice, for its pop catalogue, Soria sold his shares in EMI (U.S.) to England and re-signed; during his regime the label released 500 albums in four years.

After a half year's tour along which he helped Menotti organize the first Festival of Two Worlds in Spoleto, Soria returned home and re-entered the recording field on the invitation of George Marek to develop a Soria Series for RCA Victor. The Soria Series was auspiciously launched in October 1955. Recorded both here and abroad, the series has been designed for the permanent home library, presenting "Music and Art" in two volumes. In December of each year, Soria Series packages are used by RCA Victor not only in this country but also in Switzerland, France, and Italy. In March 1961 Mr. Soria was appointed head of the International Liaison Department of RCA Victor.

The world, at need-tip! And, look mal, no customs inspectors!

LEE SCHAPIRO:
(Continued from part II, page 2, col. 4)

now in the planning stage and will be introduced with our first full fledged release in this country.

The first album released on the RCA label in the U.S. is the original—recorded in Italy—sound track of the prize-winning smash film "La Dolce Vita." (FOC-1, FOC-2) has already been HOT-1, it was a pluggers' phonograph, and Foreign Voice in Mexico), the exciting Chachakas (Brussels), and England's famed Buskers.

We have great confidence that, with the new "Listen , You Are There" cover, and the hand selected, quality approved repertoire, RCA Victor International label will prove to be highly accepted by the American public.

HERMAN DIAZ, JR.:
(Continued from Part II, page 2, col. 3)

dream of visiting, places we've been to with loved ones and want to re- member. Musical mementos. Musical enticements. Music to pleasure by at leisure, after that hectic tour of the continent.

And, with the best of recorded sound, thanks to world-famous RCA engineering.

A DOLCE VITA," our first RCA Victor International release, is already a hit, already on the charts and gratifying us all. Our hopes are high for the future. The splendid Nero Risorgimento and HIS BROTHERS," a film which, like "La Dolce Vita," swept a plethora of foreign awards, is our current issue. In the Fall, there will be albums by Basie Baker (France), Neapolitan Mandolins (Italy), The Magic Violins of W. Fontana (Mexico), the exciting Chachakas (Brussels), and England's famed Buskers.

One-Big-Family Policy Assists Victor's Touring Artists

RCA Victor artists on tour around the world have all been gratified with the warm welcome and reception in foreign lands.

Touring comment has been one of appreciation for the strength of the RCA International Division. No matter what the corner of the world, there is always a representative of RCA to meet and assist them. At their country of destination, full force of the RCA company will be put into action on their behalf.

Confident of support from RCA's Associate Companies, more and more artists show an increasing readiness to undertake extensive overseas tours.

Cash Box—August 5, 1961
FROM PHILIPS OF HOLLAND:

Willem Langenberg Wants To Be Where Things Happen

"You throw a pebble in the pool and the ripples go to Los Angeles," so says Willem Langenberg, the big, dynamic managing director of Philips Photographic Industries. So speaks the man who sits from time to time in the sleepy-looking little Dutch village of Baarn, outside Amsterdam. Only from time to time does he sit there because it is not sitting at a desk alone that built one of the biggest recording companies in the world.

The pebble he refers to was thrown ten years ago, in January 1951, when Philips entered enthusiastically into the recording industry. It was launched with an original Tchaikovsky disc, the Fourth Symphony, played by the Hague Philharmonic and a handful of little-known Dutch, Belgian, and French artists. Today, Philips has hundreds of international contracts, apart from national agreements with hundreds of artists in thirty-two countries. Ask his top executives how many countries—and you will be told "Thirty-five." Meet Wilm Langenberg himself and you will hear: "Ah, but you forgot the two I signed yesterday, or Turkey and Mexico."

Round, black disks with a hole in the middle are at present the accepted ways of purveying music. Whether music will always be said that way is open to a good deal of debate. This is to Langenberg one of the most important facets of a business that has fascinated him for the last five years. He doesn't like to be thought of as being in "the record business." He prefers to be thought of as a music publisher. Here, as a man who has looked hard and closely at the business he finds himself engaged in, and as advanced a philosophy about it.

"The increasing spare time enjoyed by people all over the world," he says, "will stimulate the publisher of music, he purveyor of sound, to an even more important role than the spare time are the demands upon that time. We face the future with a more competitive contest of all media of entertainment, but we need not be too pessimistic as the consumer will give more weight to the television than to the television screen, so the record gives more freedom to the radio. The customer for radio can take only what the radio gives him at the time it chooses to give it. But the customer with a record can pick his place, his time, his themes. The artist, the raw material with which we work and work with, is brought to the world by the record."

"This century has brought music and sound to families in every village in every country in the world. Thus is our task to blend the talents of all the people involved in this operation— he artist, the producer, and the rest."

Ten years ago it was different. The single-speed shellac disk dominated the field of modern music. Familiarity had indeed bred some contempt. Records were bought indifferently, presented as the cost of ten or twenty paper covers. In Holland the giant Philips concern carried the flame. For years their engineers had worked to produce equipment. For many years they had produced general recordings of sounds of one sort or another, believing that the true task of the equipment was the recording itself. Indeed, it was in 1938 that they produced their first stereo-recording. True, it was only a conversation piece, but it was moved and dramatic the operation to pick up the sounds. But they felt that their major contribution to the recording was not the payment and pleasure that people get from listening to music lacked a corner-stone—recording carry a stamp of Philips, a company that started in the late 19th century mak-

ing electric light bulbs and which has grown into an international organization divided into 14 main industry groups with factories in 33 countries selling products in 56 countries and employing more than 200,000 people. Upon the musical world of recorded music there burst a phenomenon—the Long-Player. It changed everything. It made everything equal. And it was the moment for Philips to put the corner-stone into their edifice. It was the moment when the company's outstanding series and avant-garde recordings have been turned into the rounds of the world by the record."

"This century has brought music and sound to families in every village in every country in the world. Thus is our task to blend the talents of all the people involved in this operation— he artist, the producer, and the rest."

Ten years ago it was different. The single-speed shellac disk dominated the field of modern music. Familiarity had indeed bred some contempt. Records were bought indifferently, presented as the cost of ten or twenty paper covers. In Holland the giant Philips concern carried the flame. For years their engineers had worked to produce equipment. For many years they had produced general recordings of sounds of one sort or another, believing that the true task of the equipment was the recording itself. Indeed, it was in 1938 that they produced their first stereo-recording. True, it was only a conversation piece, but it was moved and dramatic the operation to pick up the sounds. But they felt that their major contribution to the recording was not the payment and pleasure that people get from listening to music lacked a corner-stone—recording carry a stamp of Philips, a company that started in the late 19th century mak-

ing electric light bulbs and which has grown into an international organization divided into 14 main industry groups with factories in 33 countries selling products in 56 countries and employing more than 200,000 people. Upon the musical world of recorded music there burst a phenomenon—the Long-Player. It changed everything. It made everything equal. And it was the moment for Philips to put the corner-stone into their edifice. It was the moment when the company's outstanding series and avant-garde recordings have been turned into the rounds of the world by the record."

Of course, the LP revolution did not begin and end with actual recordings. LP's were costly at first and people would not just buy a costly product, it had to be sold to them. The pieces of brown paper had to go, and so did they. Philips understood this early, and were the first European company to market the sleeves that are now so well accepted. Changing ideas in presentation have affected most industries in the last ten years, but in few is this more true than in records. It is now, after all, one of the fastest-growing industries that we know, and presentation has had much to do with that.

At first Philips worked in a small way, holding the basis for a classic repertoire that is now internationally known, and working through local companies to the eventual establishment of a popular catalogue. But then, early in 1958, came a masterstroke—the signing of an agreement on the exchange of repertoire with Columbia Records, New York. This took Phillips onto the plane where they felt they belonged—with the leaders.

Now, as a 10th birthday present, has come the recently announced (Continued on Part II, page 22)
throw a pebble in a pool...

... and you can see the ripples spread out further and further, wider and wider. That's what happened just ten years ago. Only it wasn't a pool; it was the international record market. The ripples were caused by the first disc ever to carry the Philips emblem. Rapidly, very rapidly, those ripples spread. Today Philips records are distributed in thirty-five countries... in every continent of the globe. Today many of the world's greatest performers are eager to entrust their artistry to Philips superlative skill in the accurate presentation of recorded music. Today Philips Records form a vital and fast-growing division of the whole Philips World Federation of Industries. And tomorrow? Ah, for tomorrow Philips Records promise you even more exciting developments... even greater pleasure!
The distinguished conductor Antal Dorati, a Mercury and Philips exclusive artist, and Mrs. Dorati are guests of Willem Langenberg at his family home in Hilversum, Holland.

Langenberg spends about one-third of the year in his house at Hilversum, just a few miles from his office at Baarn. There with his wife and three sons he listens to music at any time, with a particular feeling for Bach. His house is filled with record players, and there is, of course, one in his car. But the rest of the year he is moving about. He has visited the States four times this year already, and has been to almost every country in Europe in the last six months. He is a familiar figure to the personnel at Amsterdam's Schiphol airport. Even more familiar to the KLM airline people is the sagitated request to pick up a Langenberg umbrella from Geneva, a Langenberg overcoat from Helsinki, or a Langenberg hat from Munich.

It is by moving fast, by understanding people—great artists particularly—that this Philips managing director has led and inspired a business that has doubled its turnover in five years to become one of the biggest in the world.

And the future? It is a world discovery, of hard work and meticulous presentation. It is the ability to use that extra sense of prophecy that distinguishes the successful from the unsuccessful. One brief look at the history of Philips' Phonographic Industries and its managing director leaves the feeling that this is a company still on the way up.
ASCAP are the initials of the American Society of Composers, Authors and Publishers, America's performing rights society.

- An unincorporated, non-profit membership association of the men and women who write this nation's songs, the Society represents the catalogs of more than 7000 American authors, composers and publishers, and more than 50,000 of other countries.
- The Society, which was organized in 1914, has always been dedicated to the protection of the rights of musically creative talent. The Society's catalog today covers every phase of musical literature: the popular songs of today, the standards of yesterday, the Broadway and motion picture hits, as well as the leading symphonic and concert works, religious, folk and country music.

**THE AMERICAN SOCIETY OF COMPOSERS, AUTHORS AND PUBLISHERS**

575 Madison Ave., New York 22, N. Y.
Leonard Bernstein (right) has taken his New York Philharmonic to points as widely separated as Moscow, Tokyo and Buenos Aires. He is shown here leading the orchestra in an outdoor concert in Athens during the Philharmonic's history-making tour of Europe, the Near East and the Soviet Union in 1959.

Thomas Schippers (above) though barely in his thirties, is a well-known figure on the international concert circuit. He heads the Festival of Two Worlds in Spoleto, Italy, has guest conducted the New York Philharmonic on tour (he is seen above rehearsing the orchestra for a concert in Leningrad) and is a regular visitor to the music centers of Europe. (Right) Igor Stravinsky is a true citizen of the world. The great composer and conductor is shown here attending a rehearsal of one of his new works at St. Mark's Cathedral in one of his favorite cities, Venice, where he visits and performs frequently.

The Philadelphia Orchestra (below) has probably clocked up more touring miles than any orchestra in the world. Conductor Eugene Ormandy is shown here receiving the plaudits of an audience in Kiev, one of the Soviet cities visited by the orchestra during its European tour in 1958.
# COLUMBIA RECORDS

## ARTISTRY IN SOUND THE WORLD OVER

### AFFILIATED AND SUBSIDIARY COMPANIES

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COLUMBIA ® RECORDS/U.S.A. 799 SEVENTH AVENUE, NEW YORK 19, NEW YORK • CABLE ADDRESS: COLREC
From Columbia In Canada:

In the main, the Canadian Record Industry in its methods of manufacture and sales distribution closely parallels the States. This is, in large part, due to the close proximity and the location of the industry in Canada with the industry below the border. Easy communication, Radio and TV overthe, the telephone, and trade media such as Cash Box, keep the Canadian industry abreast of U. S. developments in new recordings, new hits, new record personalities and new merchandising methods.

Our distribution methods, retail selling, sales promotion, one-step, and rack jobbers, are all very similar to those in the States. Most of our Canadian output of records is stamped from recordings made in the States or Europe for the simple reason that we could not possibly support the record industry if it had to rely on local recordings made by local talent. This is because our market potential is only a small fraction of that in the U. S., and recording costs in Canada are just as high as those in the States.

Our musical tastes parallel those of the U. S. and Europe, Doria Day, Marty Robbins, Ray Price, Bernstein and The New York Philharmonic, Ormandy and The Philadelphia Orchestra, to list a few, are just as popular in Canada as elsewhere. Canada has no international boundary lines. However, there are exceptions which make for differences. Our Province of Quebec is made up of a population which speaks French. This French language area represents almost 30% of our Canadian market. For this area French language recordings, recorded in Quebec with local talent, or by importation of French masters from our European affiliates, Canada does produce recording artists of note as exemplified by such talent as Glenn Gould, Wayne and Schuster, Maureen Forrester, Gi- zelle MacKenzie and Paul Anka, to name a few who have emerged to become international stars. However, many Canadian artists of merit find it extremely difficult to get recordings released, because here again the economics of the small market in Canada makes promotion expensive. To cover these costs, make any great amount of active promotion of regional recordings economically unfeasible. Because Columbia Records of Canada, Ltd., likes to be considered a good Canadian citizen, our company, in the past 2 years, either by leasing locally recorded masters, or by recording local talent, has taken the lead in this activity in order to enable our deserving Cana- dian artists to obtain exposure on dealers' shelves and display racks. While this has not proven a highly profitable venture, it has gained our company considerable stature and re- spect in Canadian musical circles.

In 1964 we started our Canadian operation in a very modest way with small offices in downtown Toronto, and an independent distributor covering Canada nationally. We scheduled factory production for Quality Rec- ords, who still do our pressing for us on a contract basis, set up sales promotion and advertising, maintained warehousing and order service for our distributor, and supervised the salesmen in the field. Our first big ex- pansion move came late in 1955 when we inaugurated the Columbia Records Club. In 1958 Fred Wilmot, then field Sales Manager for Columbia Records in the States, joined us as Director of Sales and Distribution. Fred's ini- tial step was to set up two factory-owned distribution points-Toronto and Montreal—to cover eastern and mid-Canada. He added to these two independent distributors, Motor Car Supply Co. of Canada, Ltd. of Cal- gary, covering Alberta, and Van Horne Electric Supply Ltd. in Van- couver, covering British Columbia. This distribution arrangement has proven most satisfactory to us as we can now move fast in sales promotion and with new sales policies. We can also give excellent order fill to our dealers which, with our Canadian dis- tances, is very important to us and to our trade. Fred is assisted in his work by Jack Robertson, who maintains our branch operation and distribution as well as direct transaction sales. Bob Martin is Fred's field sales- man, working with distributor sales representatives and handling one- stops and rack jobber sales as well as working on special assignments.

Our Creative Services Department, which takes care of advertising, su- pervision of local Canadian recordings, selection of imported French masters, sales promotion, artists contacts and public relations, is capable handled by Frank Jones. Because of Frank's many contacts and his genial personality, he is probably the best- known man in Canadian music circles of any in our organization. Frank has done a most commendable job of maintain- ing the mailing list which, in 1959, was over 100,000.

Financing and the handling thereof make up the vehicle on which any business rides. The supervision of this, along with general company account- ing, budgets, etc., is under the jurisdic- tion of our Company Treasurer, Norman Campbell and his staff ac- counts.

One of the main factors in growth in Canada has been our Factory Club. After we launched it in 1956, the Club, like Topay, grew and grew until we needed to expand our office and warehouse. By 1959 we acquired land space of nine acres in the Don Mills area of metro- politan Toronto, and erected a build- ing, a picture of which you can see in our ad in this issue. This building houses offices and warehousing for our manufacturing and Club Divisions as well as for our Toronto dis- tribution outlet. We also have a cafe- teria in the building to feed the ap- proximate 200 employees we have in this facility.

The Record Club operation is under my jurisdiction. I am ably assisted in this by the following people: Peter Westwood, Manager of Sales, and Sales Promotion, places club ad- vertising, mailings and other sales promotion activities. Allan Southward, Manager of Marketing, has supervision of mail receipts, member ledgers and accounts and warehousing and shipping as well as correspond- ence. Fred Southward, Manager of Record Club Accounting, is responsible for preparation of Record Club budgets and statistical reports of this operation.

Here are some short sketches and notes of some of our boys who have helped in the growth of our Columbia organisation since we started in Cana-

dian pianist Glenn Gould, who has been called "the foremost pianist this continent has produced in recent decades," has recorded exclusively for Columbia Masterworks since 1955.

FRED WILMOT: Native of Connecti- cut, Graduate of Dartmouth Uni- versity with B. A. degree, Worked for Columbia Records in the States as Field Sales Manager. Great New York Yankee fan and after coming to Can- ada and being here for a few years, finally admits that our Maple Leaf Hockey Club may be superior to Bos- ton's.

NORMAN CAMPBELL: Born in Ire- land, schooled in Toronto. Has a Char- tered Accountant degree, acquired in 1954. Has been with Columbia Records since we opened. Plays and talks a very good game of golf, but is often found off the fairway, presumably killing snakes. Is rumored to be a dangerous man at contract bridge.

FRANK JONES: Native Torontoan. Radio production and announcing, his father was also in the business. Started up his time until he started selling records some 10 years ago. Has been with Columbia in Canada since we opened. Plays and listens attentively to comic stories of others, which endears him to all.

JACK ROBERTSON: A native of Glasgow, Scotland. Has a slight Scott- ish burr in his voice. Attended Uni- versity of Glasgow. Has played lead- ing roles with the Repertory Players of Glasgow. Do not think he is a soccer to have been sought after by leading professional teams of Europe. Besides this, Jack is a canny Scot with an eye to turning a penny profit.

ALLAN SOUTHWARD: Born and educated in Bristol, England. Came to Canada some 5 years ago and joined us shortly after his arrival. Is very good at soccer, a rugby fan, and now thinks baseball much more interesting than cricket.

PETER WESTWOOD: Native Toron- toian. Attended University of Toron- to and majored in Business Administra- tion. Has been with our Company since shortly after we opened. Served in our Order Service Division, and worked also as Field Sales Represen- tative. Main hobby is listening to classical music on his hi-fi set at home. Also likes opera, Ben Goodman, Louis Armstrong and contempo- rary jazz.

DON MASON: Don is comparatively new in our organization. Hails from London, Ontario—Guy Lombardo's home town—where he received his degree from Western University in Finance and Business Administration. Finds relaxation studying balance sheets of other companies.

"RED" SIMPSON: Red is in charge of factory production and Order Ser- vice. He is one of our old-timers and has been with us from the very begin- ning. His hobbies are fishing and sports car racing. As for his fishing, we hear a lot about the "lunkers" he says he catches, but we never see them.

BOB MARTIN: Bob was born and edu- cated in Toronto. He came over to Columbia Records as Factory Branch Manager from our former independent distributor when we opened our On- tario sales division. Bob has been in the record business, retail and wholesale, since his school days and can tell you who played what instru- ment on most jazz releases. An ardent Kiwanian and is interested in civic affairs.
COLUMBIA RECORDS
OF CANADA, LIMITED

1121 Leslie Street, Don Mills, Ontario, Canada

COLUMBIA RECORDS
OF CANADA, LIMITED

ROBERT R. PAMPE
Vice-President
& Managing Director

W. R. NORMAN CAMPBELL
Treasurer

FREDERICK T. WILMOT
General Manager —
Manufacturing & Distribution

FRANK M. JONES
Director of Advertising,
Sales Promotion & A. & R.

AND CANADIAN COLUMBIA RECORDING ARTISTS

CARL TAPSCOTT SINGERS
BILL BUTLER
THE ROMEOS
MOXIE WHITNEY
COLETTE BONHEUR

IVAN ROMANOFF
THE TRAVELLERS
JIMMY NAMARO
DENISE EMOND
REAL BELAND

48TH HIGHLANDERS PIPE BAND
TOMMY COMMON
WILLIAM McCaULEY CHOIR
ST. JOSEPH'S UNIVERSITY CHOIR
RAYMOND ROULEAU

COLUMBIA RECORDS

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Box — August 5, 1961

Part II — International Section 27
From Columbia

In

Latin America:

by Peter de Rougemont

Vice President

Latin American Operations


Some fifteen years ago Columbia commenced Latin American operations by going into Mexico, and some seven years later followed through in Brazil and Argentina. Today, Columbia is able to secure maximum coverage in Latin America for the recordings of its Latin and North American artists whenever they are suitable for the market. Its organization reaches out from three main points—Mexico City, Rio De Janeiro and Buenos Aires, Columbia has four subsidiary companies employing almost 400 persons, operating in these three places, engaged solely in the business of producing, manufacturing and selling records. They cover the territories of Argentina, Brazil and Mexico and spread out into surrounding countries by means of a network of manufacturing and distributing facilities comprising six associated companies situated to take care of all regions:

Uruguay—Sondor Ltda.
Chile—Golboff Industrias Fonograficas S.A.
Peru—Industrial Sono-Radio S.A.
Ecuador—Emporio Musical S.A.
Colombia—Emilio Fortes P. Industrias Fonograficas
Venezuela—La Discoteca

This is the means by which many of Columbia's North American artists have become household names all over Latin America, and now there has begun a reciprocal movement in the opposite direction—the recordings of Columbia's Latin American artists are becoming known to millions of Spanish-speaking people in the United States, through the efforts of Columbia Sales Corporation. Columbia has sold in Latin America about 100,000 singles of Ray Conniff's "Brazil" backed with "Besame Mucho," and during the last year more than 100,000 singles of Columbia's famous Mexican artist Cuco Sanchez were sold in the United States. This exposure has awakened demand for personal appearances in the United States for Columbia's Latin American artists.

The population of Latin America is growing at a great pace and there is a brilliant future for entertainment, particularly in the Spanish language. There are important television studios in Mexico and Buenos Aires, using video tape to send their programs to the rest of the Spanish-speaking world. Artists and musicians tend to concentrate in these two places. The same facilities exist in Brazil, which has a population of some 70 million people, but of course Brazilians speak Portuguese, although Spanish is understood there.

Columbia Records, as part of its world-wide organization, has built the set-up to receive its share of this Latin American future for its artists, whatever language they use.

Columbia's studios in Mexico, Rio De Janeiro and Buenos Aires all have up-to-date stereo equipment. Their largest Latin American plants are in Mexico (16 presses) and Buenos Aires (22 presses). Stereo and monoaural long-play records are manufactured. The majority of singles sales are still on 78 rpm records in Argentina and Brazil (where 45 rpm singles never caught on) but in those areas Columbia has successfully set going the 33 1/3 rpm single. The first release was Ray Conniff's single "BRASIL," and this record, with dynamic promotion, forced its way through all the problems which tend to bog down new ideas, and today, six months after this first release, 35 singles represent about 30% of Columbia's singles sales in Argentina, Uruguay and Brazil. Other manufacturers are following suit.

Only a few years ago the record industry in Latin America depended on importing raw materials. However, today most of the more important countries have plants producing vinyl. They are practically self-sufficient for all the major elements and machinery needed for producing records, and the danger that these essentials might not be available due to lack of foreign exchange has disappeared.
IN SPANISH, PORTUGUESE OR ENGLISH EVERYONE AGREES THAT

Los más grandes artistas de América Latina graban en DISCOS • COLUMBIA

Os mais grandes artistas de América Latina gravam em DISCOS • COLUMBIA

The greatest artists of Latin America record on.... COLUMBIA RECORDS

COLUMBIA RECORDS SERVES OVER 170,000,000 INHABITANTS OF LATIN AMERICA
The art of Mahalia Jackson (above) is truly universal. Shown here appearing in Paris early this summer, she captivated the French audience with the fervor of her gospel singing just as she has charmed audiences at home for years.

On Tour With Columbia Pop Stars

The Dave Brubeck Quartet rarely stays in one place very long, darting constantly between the United States, Europe and Asia. Dave (above) is shown here being introduced to the exotism of Eastern music during a visit to India.

The Latin rhythms of the Trio los Panchos delighted thousands of Japanese during the Trio's visit to the Orient in January, 1961. Shown (on right) with the Trio (Johnny Albino, Chucho Navarro, Alfredo Gil) are H. Terajima, Chief of International Relations, and Y. Hata, President of Nippon Columbia Company, Ltd.

Tony Bennett broke all records singing at Rio de Janeiro's Copacabana Palace in April, 1961. Pictured here belting out a song to his Brazilian aficionados, Tony later made an equally successful series of appearances in England.
MADE IN AUSTRALIA

MADE IN AUSTRALIA by the AUSTRALIAN RECORD COMPANY LTD.

- Full production facilities—from tape to disc mastering—and distribution coverage from Tasmania to Perth to Port Moresby.
- Modern plant and rigid quality control have won for ARC products a reputation second to none in the record business.
- ARC's Sales Division services over 2,000 retail outlets throughout the three million square miles of Australia and the Islands. Incorporating Promotion and Creative departments and a large field force, it is thoroughly equipped for effective selling.

A Division of CBS COLUMBIA, Australian Record Company Ltd. is also Australian licensee for WARNER BROTHERS RECORDS, UNITED ARTISTS RECORDS, CHESS, CHECKER and ARGO RECORDS, HISPAVOX RECORDS and HICKORY RECORDS.

One of ARC's stereo mastering booths equipped with the most modern recording lathes, stereo cutter heads and tape recorders.

The "loose stock" section of ARC's Sydney warehouse. From this point daily deliveries are made throughout the state of New South Wales.

ARC'S modern plant in the Sydney suburb of Artarmon

AUSTRALIAN RECORD COMPANY LTD.

11-19 Hargrave Street, East Sydney, New South Wales, Australia  Telephone: FA 4111  Cable: "Discosound"
EMI Records Limited, Britain’s largest record manufacturer and distributor is best known for its own labels which include His Master’s Voice, Capitol, Columbia, Parlophone, Regal-Zonophone.

In addition to the above labels, EMI Records Limited has manufacturing and distributing rights in Great Britain for MGM, Mercury, Ampar, Bethlehem, Cameo, Chancelor, King, Roulette, Verve and other labels. Since last September it has manufactured and distributed Top Rank Records in Great Britain, and recently an arrangement was concluded with United Artists Records, Inc. to manufacture and distribute their USA repertoire.

Since July 1960, EMI’s unit sales on singles have increased by 20% over the same period in 1959/60 and this trend is expected to continue during the coming twelve months. In the same period, EPI’s which still hold a strong position in the United Kingdom, have shown a 15% increase for EMI LP’s were very strong during the year and EMI states that its LP sales are up just over 10% over the previous year.

In the singles field since July 1960, EMI has been awarded 15 silver disks for singles selling in excess of a quarter million and in one week in July 1960 it achieved the first six places on the top ten sales charts. This was the first time in the history of any UK record company that the top six places were held by one company. In succeeding weeks, the first five places in the charts were contributed by EMI.

In the 1961 Melody Maker Poll, EMI swept the board with 23 of the 30 places awarded. In 5 of the 10 categories they held 1st, 2nd and 3rd positions; in 3 categories they had 2 of the 3 places, and in 2 others they held 1 of the 3. This very high percentage of EMI placings gave very little opportunity to other companies to make an impression in the Melody Maker Poll.

In the New Musical Express Poll in 1969 EMI artists achieved 42 of the 75 positions—a feat unsurpassed by any other UK record company. EMI labels held a higher percentage of the top twenty charts than those of any other record company in the United Kingdom during the period since July 1960. In the top ten LP charts, EMI held almost 50% of the places throughout the year and achieved more successes than any other record company. The EMI labels are particularly strong in Jazz and in the period under review EMI’s representation once again exceeded that of any other company in the UK. Sales of EPI’s are still very heavy in Great Britain and EMI’s strong EP catalogs enabled them to hold over 50% of the top ten places which almost 50% in excess of its nearest rival.

Victor Silvester, one of Great Britain’s most popular strict tempo dance band leaders, received heavy press coverage when EMI awarded him a platinum disk for selling over 30,000,000 singles in his 25 years’ association with EMI, and a silver LP to mark the sale of a quarter of a million LP’s. A remarkable achievement for an artist whose records have never appeared in the top twenty.

Britain’s most popular pianist—Russ Conway—also had the honor of being presented with a silver LP for the sale of a quarter of a million LP’s since his first LP was issued by EMI in March, 1958.

EMI Records Limited has an unprecedented number of shows on the commercial radio station—Radio Luxembourg. EMI Records Ltd. has 13 separate programs running each week with a total air time of 7 hours. Contracted to EMI are some of Britain’s leading disk jockeys—Sam Costa, David Jacobs, Peter West, Jimmy Young and Ray Orchard—who present the shows each week.

The first of a new series of EMI Luxembourg shows has gone on the air, entitled “Monday Spectacular.” The show goes on the air every Monday day between 8 and 9 p.m. and is recorded live in EMI’s Manchester Square headquarters. A teenage audience hears many of the new releases and also meets pop celebrities, who are interviewed by well known television personalities Shaw Taylor and Muriel Young.

EMI’s large exploitation department includes nine exploitation men who are in constant contact with radio and television outlets, ensuring maximum exposure of EMI records through all possible outlets.

The press department is an important link between the product and the public and employs experienced press relations officers who supply national and provincial columnists, magazines, etc., with hot news which enables EMI to secure a large percentage of press reviews. The press department is also responsible for maintaining close contact with Fan Clubs of the many artists contracted to or distributed by EMI.

There is no doubt that the promotion department of EMI Records Limited is far away the strongest in the United Kingdom, employing many specialists having strong personal contacts with the entertainment industry and with experience of all aspects of the entertainment world.

EMI advertises weekly in all important record papers and magazines and backs these advertisements with point of sale displays and literature for dealers. “Record Mail” and “Record Times” are two EMI monthly papers devoted exclusively to the artists and records distributed by EMI. The combined circulation of these two papers is over 200,000 per month.

EMI employs a staff of display artists to produce window and showroom features which are in constant demand by dealers. EMI has the reputation of supplying more point of sale material to dealers than any other company in the United Kingdom.

The experience of the company extends over a period of more than 8 years but there is no lack of new ideas and novel promotion activities which ensure that EMI Records Limited stays in the forefront of the United Kingdom record companies.
Greetings to
the Editor and Staff of

Cash Box

on this 19th Anniversary from

ROLAND RENNIE
Personal Assistant to Len Wood

RON WHITE
General Marketing Manager

NORMAN NEWELL
A & R Manager

LEN WOOD
Managing Director

ARTHUR MUXLOW
General Promotion Manager

NORRIE PARAMOR
A & R Manager

WALLY RIDLEY
A & R Manager

and everyone at

EMI Records Ltd
London

Distributors of the repertoire of CAPITOL • ABC PARAMOUNT • CAMEO
CHANCELLOR • KING • MERCURY • MGM • ROULETTE • UNITED ARTISTS • VERVE
THE RANK INTERNATIONAL CO-OPERATIVE and other leading companies

EMI RECORDS LTD • E.M.I. House • 20 Manchester Square • London • England
EMI (Electric & Musical Industries Ltd.) claims to be “The greatest recording organization in the world.”

This sweeping statement, say EMI executives, is based on hard facts. From information culled from all their international associates, EMI reckons that (outside the Iron Curtain and Bamboo Curtain countries) one record in every four in the world is made by a company owned or affiliated with EMI.

In spite of its important position in the world record industry, the name of EMI, of course be so well known to the public as are the labels which it controls. Among these are “His Master’s Voice” and “Columbia” (neither of which it uses in the Western Hemisphere), “Capitol,” “Angel,” “Parlophone,” “Odeon,” “Regal” and “Pathé,” and owing to the complications of varying trademark registrations in different parts of the world, one and the same recording can appear under different EMI marks in various countries. An English “His Master’s Voice” recording can for instance appear as “Capitol” in the U.S.A., “Angel” in Japan, “Odeon” in Brazil, “Electrola” in Germany and “Parlophone” in the Philippines.

EMI (about 30% of whose shares are estimated as being in American hands) came into existence in 1931 through the amalgamation of the two leading British record concerns—“H.M.V.” and “Columbia.” Through them, its roots go back to the very earliest days of the record industry at the end of the last century and although the activities of EMI owned companies have spread to many other fields, particularly in electronics, so that total turnover is now around a quarter billion dollars a year, this has in no way hampered the expansion of its business in records and allied products.

A Global Operation
The Group’s record interests are of truly world wide extent. EMI has companies in a couple of dozen countries for the recording, manufacture and distribution of records. In addition, manufacturing licensees in sixteen more countries press and distributes records from EMI recordings and there are countless distributors scattered all over the world who import their supplies of finished records from the various manufacturing centers of the Group.

In America, the best known member of the EMI family is of course Capitol Records Inc., control of which was acquired in 1955—a happy union for all concerned as it brought to Capitol the advantages of world wide distribution, and gave to EMI (whose U.S.A. distribution had formerly been through R.C.A. Victor and Columbia Records) a magnificent outlet for reaching the U.S. and Canadian markets, as well as the executive leadership of Glenn E. Wallache, who was one of the founders of Capitol.

Another big member of the EMI Group is EMI Records Ltd. of EMI House, Manchester Square, London (next door to the historic Wallace collection). A separate article in this issue deals with the activities of this company, which handles the entire record business of EMI in the U.K. and a wide range of export territories.

The two “giant” EMI companies on the continent of Europe are those in France and Germany.

The French company, Pathé Marconi, with offices in the rue Lord Byron in Paris, a stone’s throw from the Arc de Triomphe and a 400,000 sq. ft. factory at Chatou, just outside the capital, is responsible for the manufacture of about 60% of the total of all records made in France (including custom pressing as well as Pathé Marconi’s own requirements). The history of the organization goes back to the nineties, when Emile Pathé and his brother Charles turned their attentions from running a Montmartre cafe to making wax cylinders.

The roster of the artists who have recorded for Pathé Marconi reads like a history of French show business throughout the century—from Yvette Guilbert and Aristide Bruant, through Mistinguett, Josephine Baker, Lucienne Boyer, Maurice Chevalier, Tinio Rossi, Charles Trenet and countless others to Gloria Lasso, Les Compagnons de la Chanson, Gilbert Becaud, Luis Mariano and the “new wave” names of Jean-Claude Pascal, Georges Joannon and Jacqueline Boyer (yes, Lucienne’s daughter!).

Perhaps the biggest name on the French recording scene at present (as in fact for many years past) is still Edith Piaf, the idol of Paris. The drama of her life, so often marked by tragedy, throws into high relief her triumphs as an artist. Over the years, her hit recordings are too numerous to mention, though “La Vie En Rose” was probably the one that made her most famous internationally, and she continues to achieve success after success. Her “Milord” was probably the biggest individual selling record on the continent of Europe for the year 1969 and this year her “Non, Je Ne Regrette Rien” looks as though it is repeating that success.

Under the dynamic leadership of Ted Cross, who became president of Pathé Marconi in 1959, the company’s repertoire policy has become increasingly orientated towards American repertoire, even though France is still mainly a market for French recordings. Considerable emphasis is being placed on promotional activities, in particular exposure of recorded material over the radio networks of the French State Radio, Europe No. 1 and Radio Luxembourg.

Progress in Germany
EMI’s German organization consists of two companies, Electrola and Carl Lindstrom, both located in Cologne. At the end of World War II, headquarters were in Berlin but they were moved to the Rhineland in 1952.

The factories and studios are among the most impressive in Europe. Among the labels used are “Electrola,” “Colombia” and “Odeon.” Electrola corresponds generally to the line or product marketed elsewhere in Europe under the H.M.V. label: it was created after World War I to take the place of that label, the rights to which for Germany were lost during hostilities. However, they have now been re-acquired so nowadays one sees the familiar “dog” symbol side by side with Electrola, as well as the Capitol label, which is world wide.

Heading the Electrola/Lindstrom outfit is Dr. Ladislau ("Laci") Vede (one of the best known figures in the continental record industry.

Electrola’s leading artist in the pop field has the unusual distinction of having had two separate but highly successful careers before getting out of her teens. Conny Froboess, born in 1945, became a recording (and TV and radio) star when she was only 7 years old under the name of “Di Kleine Cornelia” (“Little Cornelia”) but around 1960 it looked as though her popularity was finished. However, in 1968 she made a sensational comeback and under the name of “Conny” is now a bigger name than ever—the teenage idol of all the teenagers.

Another big name in the Electro lists is that of Lale Andersen, the creator of “Lili Marlene.” She recorded that song in 1939 and it became probably the best known of all the songs associated with World War II. More than twenty years later, Lale Andersen is still turning out the recordings—her version of “Never (Just Sunday)” in German is not far short of the one million mark and is selling strongly.

This brings us to a special feature of the German market, namely the enormous preference for German language.

(Continued on next page)
The E.M.I. banner is kept flying in Latin America through the manufacturing and distributing companies of the Group in Argentina, Brazil and Chile and a network of licensees stretching from Mexico to Uruguay. The pop product is usually marketed under the “Odeon” label although classical music is issued under the “Angel” label and the “Capitol” label is retained for the Capitol recordings, as it is throughout the world. Latin America has produced and is still producing many artists of note. Everywhere that Spanish is spoken the name of Carlos Gardel, the Argentine tango singer, is still revered; he died in an air crash in 1934 and some of his recordings go back to pre-electric days (deleted numbers commanding high collectors’ prices), but even so, the yearly aggregate of the sales of his records is still among the highest for any artist in Latin America. Of the newer names, that of Lucho Gatica is probably the best known: this Chilean boleiro singer is to Spanish speaking audiences what Gardel was to an earlier generation. "Down Under"

Last but not least in this round up of E.M.I. activities come the affiliates in Australia and New Zealand. The importance of both of these markets is well appreciated by American readers. The Cash Box charts are studied as carefully there as they are at home and American artists get a fantastic welcome. The E.M.I. companies in Sydney, Australia and Wellington, New Zealand do a certain amount of local recording, usually with a strong local "down under" flavour—in fact Australia produced a hit of quite considerable international proportions not long ago ("Tie Me Kangaroo Down Sport"). However, the pop record sales of both companies are based largely on American material, and their merchandising and promotional activities are specifically geared to exploitation of that material in the American manner (with emphasis in Australia for instance on the 108 commercial broadcasting stations adjacent to the State operated network). The companies are headed by John Burnett for Australia and Jack Wyness for New Zealand.

Co-ordination

The Chairman of E.M.I. is Sir Joseph Lockwood, and its Managing Director Mr. J. E. Wall. Mr. Richard Dawes is the member of the Board who, as head of the Records and International Division, is in charge of the E.M.I. record business and policies. From his headquarters at the Head Office at Hayes just outside London, he undertakes the major task of co-ordinating the activities of the individual record companies of the Group. From his headquarters at the Head Office at Hayes just outside London, he undertakes the major task of co-ordinating the activities of the individual record companies of the Group. From his headquarters at the Head Office at Hayes just outside London, he undertakes the major task of co-ordinating the activities of the individual record companies of the Group.

Current Trends

What impressions of current business trends would be of special interest to American readers? The record business generally throughout the world is, in E.M.I.’s experience, expanding steadily and there is no sign of any recession in the countries of Western Europe, Australasia and the Far East. In the prosperous markets of the more industrialised countries, the 78 rpm record is a memory of the past, having been completely superseded by the 45 rpm record which is now firmly established (however, it is interesting to note that in many countries such as Sweden, France and Spain, the 45 rpm single has never achieved much popularity; the most widely sold form of record being the extended play.) In several of the less developed countries such as Greece, Turkey, India, Pakistan, also in South Africa and some of the Latin American countries, the 78 rpm is still in great demand.

LP records are universally popular though it is remarkable that in a few territories the 12” LP does not dominate the market as completely as it does in the U.S.A., the 10” having made a startling comeback in recent years.

Stereo is making steady though not spectacular progress in most countries. Obviously the best results are being achieved in the countries with the highest standards of living and in some countries such as the U.K., more than half the sales of some new individual recordings consist of stereo. In due course it can be expected that most countries will follow the pattern established in the U.S.A. as regards Stereo.

Television is having a remarkable effect on record sales and trends in two ways. TV keeps the family at home and thus stimulates the sales of products for home entertainment, including records; it also provides a magnificent vehicle for local artists to reach a wide audience and in the field of pop music this can very often mean that the local version of the latest American hit can be launched successfully, while it proves impossible to get the original version off the ground. This underlines the importance of personal appearances by American performers who wish to establish their popularity with foreign audiences. Recent international tours by such American recording stars as Nat "King" Cole, Peggy Lee, Patti Page, Connie Francis, Bobby Rydell, Frankie Avalon, to name just a few, have, in E.M.I.’s experience, had a pronounced influence in boosting record sales.

By its representation of Capitol and other American labels, E.M.I. provides one of the most important outlets for the exposure of American recordings abroad, and it is largely due to E.M.I. that the public in many countries succeeds so well in keeping abreast of the current trends in American music.

In recent years, E.M.I.’s activities have been extended to the field of music publishing, and the network of publishing companies, which includes the Ardmore and Beechwood companies in Hollywood and London, is rapidly becoming almost as extensive internationally as the record operation.

edith piaf—favorite throughout the world

les compagnons de la chanson

Cash Box—August 5, 1961
one out of every four records sold in the world has an EMI label.

There are over 1700 record companies in the United States alone, not to speak of the hundreds more in the rest of the world. One company, EMI produces one-quarter of all records.

EMI stands for ELECTRIC & MUSICAL INDUSTRIES LTD., with headquarters in Hayes, Middlesex, England. And it is the parent of a large group of companies operating in 25 countries. Among EMI-owned record companies are Capitol, Angel, His Master's Voice (not in America), Columbia (not in America), Parlophone, Odeon, Pathé, Electrola, Gloria, and Regal. EMI maintains subsidiary companies in 24 countries for the recording, manufacture, and distribution of records. In addition to the EMI record companies themselves, manufacturing licensees in 15 more countries press and distribute EMI recordings. And countless distributors throughout the world import their supply of finished records from the various EMI companies.

EMI was formed in 1931 through the amalgamation of the two leading British record companies..."H.M.V." and "Columbia." Capitol Records, Inc., was added to the EMI roster in 1956, adding greatly to Capitol's worldwide distribution. Over the years, EMI has expanded strongly into electronics and household appliances. But EMI's primary interest is in records. And through steady growth, it has evolved into the largest record producing and distributing organization in the world.
These are the companies that make EMI:

ARGENTINA (Buenos Aires) Industrias Electrnicas y Musicales Odeon S.A.I.C.
AUSTRALIA (Sydney) E.M.I. (Australia) Ltd.
AUSTRIA (Vienna) Oesterreichische Columbia Graphophon G.m.b.H.
BELGIUM (Brussels) S. A. Gramophone N. V.
BRAZIL (Rio de Janeiro) Industrias Eletricas e Musicais Fabrica Odeon S. A.
CANADA (Toronto) Capitol Records of Canada, Ltd.
CHILE (Santiago) Industrias Electrnicas y Musicales Odeon S. A.
DENMARK (Copenhagen) Skandinavisk Grammophon Aktieselskab
EIRE (Dublin) The Gramophone Co. Ltd.
FRANCE (Paris) Les Industries Musicales et Electriques Pathé Marconi
GERMANY (Cologne) Electrola Gesellschaft m.b.H. Carl Lindstrom
GREECE (Athens) Columbia Graphophone Co. of Greece Ltd.
HONG KONG Electric & Musical Industries Ltd.
INDIA (Calcutta) The Gramophone Co. Ltd.
ITALY (Milan) "La Voce del Padrone-Columbia-Marconiphone" S.p.A.
NEW ZEALAND (Wellington) "His Master's Voice" (N.Z.) Ltd.
PAKISTAN (Karachi) The Gramophone Co. of Pakistan Ltd.
SOUTH AFRICA (Johannesburg) E.M.I. (South Africa) (Pty.) Ltd.
SPAIN (Barcelona) Compania del Gramofono-Odeon, S.A.
SWEDEN (Stockholm) Skandinaviska Grammophon Aktiebolaget
SWITZERLAND (Zurich) Emiag Verkaufs A. G. der E.M.I. Ltd.
TURKEY (Istanbul) Gramofon Limitet Sirketi
U.K. (London) E.M.I. Records Ltd.
U.S.A. (Hollywood) Capitol Records Inc
Best wishes to

The Cash Box
on its
19th Birthday from the
EMI PUBLISHING
ORGANISATIONS

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Casilla 186-D, Santiago
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Manager: Albert Kleiser
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NEW YORK—Ardmore Music, EMI's rapidly expanding publishing organization, is an independent publishing company with its own offices and staff in every important music market throughout the world.

In addition to regular music publishing activity in the U.S., Ardmore affiliates in their own countries represent and protect copyrights of publishers from other countries. They adapt commercial material to local needs as the contracts may require, or if requested to do so, represent and protect the interests of other publishers by acting as collection agencies.

Operating as a group, the various Ardmore firms exchange copyrights they own and advise each other of important material available through other sources in their own country, assist in acquiring such material for other members of the group and collaborate in the development of international hits.


Plans are already underway for the establishment of new companies in Brazil, Argentina, Japan and other important areas of the world.

The Ardmore firms will represent individual titles, catalogs or enter into collection agreements. One of the many services available includes complete statements and prompt accounting.

For those interested in further information regarding representation this procedure should be followed. Using the list opposite as a guide, write directly to the manager of the company in the country where you desire representation. Advise him of your needs and request information regarding contract terms — you will receive a prompt reply.

If you desire coverage for the world outside of the U.S., or for blank territories and wish to deal with one center only, write Sid Colman at the London office.
England—The Past Twelve Months

The British record year has proved to be the most successful and encouraging production and sales wise since the peak year of 1957. Figures for the first quarter of 1961 are up on last year indicating that the increased profits announced by the major manufacturers at the close of 1960 will be maintained. Sales continue to rise as do L.P.s. It is interesting to note however that the increasing number of low priced L.P.s available has affected some of the sales from the E.P. market, 78s are practically non-existent being produced solely for Africa and similar territories. With production and sales for the home market booming export figures continue to decline. For a detailed summary of production and sales in this country over the past twenty years see graph elsewhere in this section.

The advent of the 33 1/3 rpm single remains speculative rather than tangible. Whilst certain members of the industry see it as inevitable the majority with their eyes focused on America are content to adopt an attitude of wait and see. As far as this country is concerned there seems to be a technical little point in making the change in view of the fact that most record players are already equipped with three speeds and the central hole is a standard size on all disks. Therefore, if and when the 33 1/3 rpm single hits these shores the transition will be simple. Another argument against the 33 1/3 single is the opinion widely held that the quality of recording must be inferior to that of the 45 rpm disk. Form a dealer's point of view the 33 1/3 rpm single is the answer, for these singles can be played on all 45 rpm disk. Form a dealer's point of view the 33 1/3 rpm single is the answer, for these singles can be played on all 45 rpm disk. Form a dealer's point of view the 33 1/3 rpm single is the answer, for these singles can be played on all 45 rpm disk. Form a dealer's point of view the 33 1/3 rpm single is the answer, for these singles can be played on all 45 rpm disk. Form a dealer's point of view the 33 1/3 rpm single is the answer, for these singles can be played on all 45 rpm disk. Form a dealer's point of view the 33 1/3 rpm single is the answer, for these singles can be played on all 45 rpm disk. Form a dealer's point of view the 33 1/3 rpm single is the answer, for these singles can be played on all 45 rpm disk. Form a dealer's point of view the 33 1/3 rpm single is the answer, for these singles can be played on all 45 rpm disk.

(Continued on following page)
England – The Past Twelve Months

(Continued from preceding page)

Love? Major British success was Petula Clark’s chart topping “Sailor.” Earlier this year Pye launched the new Piccadilly label and issued the first 12” L.P.s in the Pye Plus Novem series of spoken word recordings. The low priced Golden Guinea L.P.s celebrate their 2nd Anniversary in August.

The year has also seen much increased activity among the independent manufacturers. Several new companies have entered the market whilst established firms have consolidated their reputations. Morris Levy, Managing Director of this country’s largest independent Oriole Records, reports a year of steady progress in the British market. Expansion in America is likely in the near future following Levy’s recent visit to New York and discussions with London Records Inc. With their high capacity plant and recently modernised studios Oriole are completely independent. Associated Recordings, with the launching of the M.K. label of original USSR recordings in October increased still further their extensive classical repertoire. A second new label Eros devoted to low priced popular recordings was also launched. Associated Recordings this year became the first company to attempt the recorded spoken word recordings. The disks both popular and classical were on sale at the British Trade Fair in Moscow. Ember Records International, has suffered the setbacks and troubles experienced by most independents and is now a healthy one year old. Major steps in Ember’s growth have been the release of low priced L.P.s and the selection of the firm’s own choice for release in this country. Audio Fidelity (England) Ltd, broke away from their policy of releasing only 12” L.P.s by issuing 45rpm E.P.s mono and stereo, to meet the English pop market. They also acquired British distribution rights for the American independent Elektra, De-Luxe-Envy further justified their reputation as an independent label specialising in original and unique recordings with their 12” L.P. “The London Record”—an international success with particularly strong reaction in America and the Commonwealth countries. Several independents have prospered with the growing interest in language course disks. Gaia, encouraged by the success of the Design Instant Learning series entered the market with their own British produced 7” E.P.s “Learn Without Tears” on the Rainbow label. Delta Records came up with two new series, one of which is called “Discovery” and the other Gem label and the more recent “Sparkling French” on the Atlas label. Their children’s Tunespinner series releases now total 30. A new company Childrens Records Ltd., also entered the kiddie market with a series on the Dandy label. The same company also took over Sages Records Ltd., both disks and pre-recorded tapes. Pressings for Dandy and Sages are handled by Allied Records.

The demand for jazz recordings by the British “creatives” continues to grow and to keep pace with orders Enquire Records, who for the last ten years have had the sole rights to reissue the 78s of jazz legends on their labels, are having to import direct ready pressed disks. Enquire this year signed an exclusive agreement with Oberline Inc. of California to issue Tropicana International label. Also this year Enquire signed an exclusive contract with Sam Manning to release his Mezzotone catalogue on the Starlite label. Another jazz label Melodic acquired the Blue Note rights to the entire Blue Note catalogues and the company’s Director, Emil Shaltt, visits America in August seeking still further material. Polydor entered the jazz market with the recent release by the Sims Wheeler Jazz Band, the first of many jazz recordings planned following a long term agreement with Denis Preston of Record Supervision. Polydor also completed negotiations with Hickory Records of America to release their recordings in this country. A lot of interest was created this year when Polydor invited over 100 dealers to visit the Deutsche Grammophon headquarters in Germany.

Another fast expanding market is that of spoken word recordings. In the last year Argo have forged ahead with their plans to record the complete cycle of Shakespeare’s plays by 1964—the Bard’s 400th anniversary. Jupiter Records secured the services of Sir Alec Guinness for recordings of Shakespeare’s plays. Stinson also released in both here and in America. Denis Preston of Record Supervision, responsible for the Landsdowne Jazz Series released on Columbia and the Pye None Such series, has plans for new and original spoken word recordings in the near future. Other independents to make news this year are Paleute who began releasing here with Polydor handling pressing and distribution; Qualiton Records, who opened a London office after 5 years operation from the N.E. in Wales; Philharmonic Records who signed an agreement with Arco to release their product in French territories; Selection Records who have recently signed a contract with the Collectors’ label, to have a hit with “Foolish Crazy” and signed a royalty deal with Decca resulting in the release of the disk on both labels. Intertone, having operated in Europe, Switzerland since their formation in 1959, opened London offices. They quickly made an impact by becoming the first and only company to experiment with full colour printing on the sleeves, whilst also releasing of Cannonball Adderly’s “African Waltz.” Besides Riverside Interwise handle the European distribution of this well received American independent. They recently opened a Paris office to coordinate their over-all continental policy. Another enterprising newcomer to the scene has been Central Record Distributors who are handling the Riverside catalogue. They recently signed an agreement with America’s oldest independent jazz label Blue Note to distribute in this country. C.R.D. also have their own British labels 77 Records and Folklore.

From independent record manufacturers to independent record distributors, as the fight to promote an independent scene becomes tougher the efforts of independent producers become more and more important. Whilst new successes have been achieved by established names such as Denis Preston of Record Supervision, Bunny Lewis of Atlantic American Enterprises Ltd and Joe Moek of R.G.M. Sound, the most notable entry into this field has to be that of Audio Enterprise Ltd. Formed in October by experienced A & R and publicist Michael Barclay and Philip Waddell the company made a terrific impact on the record scene with the launching of Elen Kane currently in the charts with “Well I Ask You” on the Decca label.

The increased recognition of British recorded material also reflected much credit on British music publishers. A vast majority of written material is independent producing to their publishing activities in an all out effort to attract and encourage the songs of British writers. Many of these recordings have been released by major independent manufacturers with marked success. A glance at the Best Selling Show Music lists reveals that nearly 90% of the titles are British. British newcomers to the field in the past few months include London with Apollo Music managed by Leslie Paul and the Campbell Connolly Organisation besides opening offices in New York have in conjunction with Radio Luxembourg, sold over 50 million records in the past two years. The company’s president, Ralph Connolly has stated their plans are to release the music of young English and American songwriters, concentrating on material which has promise. A considerable amount of interest is also being shown in British musicals and the folk music field.

(Concluded on Page 49, Part 2)
CONGRATULATIONS TO
The Cash Box
FROM
CLIFF RICHARD
AND
THE SHADOWS
JET HARRIS
TONY MEEHAN
HANK B. MARVIN
BRUCE WELCH

FRANCIS DAY & HUNTER LTD.
CONGRATULATE
THE SHADOWS
ON THEIR NO. 1 INSTRUMENTAL DISK
"APACHE"
COMPOSED BY
JERRY LOROND

CONGRATULATIONS TO
THE KING BROTHERS
BRITAIN'S NO. 1 VOCAL GROUP
FROM
PAUL CAVE THEATRICAL ENTERPRISES LTD.
77 CHANCERY LANE, LONDON WC 2, ENGLAND

BRITAIN'S 1961
Through the Courtesy of "THE MELODY"

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<th>MALE SINGER</th>
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<tr>
<td>1. CLIFF RICHARD</td>
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<td>2. Matt Monro</td>
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<td>3. Adam Faith</td>
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<td>2. Petula Clark</td>
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<td>3. Alma Cogan</td>
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<td>4. Lyn Cornwell</td>
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<td>12. Sheila Buxton</td>
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<td>1. APACHE—THE SHADOWS (Columbia)</td>
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<td>2. F.I.L.—The Shadows (Columbia)</td>
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<td>3. African Waltz—Johnny Dankworth (Columbia)</td>
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<td>4. Walk Don't Run—John Barry Seven (Columbia)</td>
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<td>5. Passing Breeze—Russ Conway (Columbia)</td>
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<td>6. Pepe—Russ Conway (Columbia)</td>
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<td>7. The Gurney Slide Theme—Max Harris (Fontana)</td>
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<td>8. Summer Set—Acker Bilk (Columbia)</td>
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<td>9. Sorry Eddy—Bert Weedon (Top Rank)</td>
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<td>10. Buona Sera—Acker Bilk (Columbia)</td>
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<td>11. Hit And Miss—John Barry Seven (Columbia)</td>
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<td>12. Man of Mystery—The Shadows (Columbia)</td>
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POLL WINNERS
MAKER" Leading British Weekly Fan Magazine

INSTRUMENTALIST Per Cent
1. BERT WEEDEON 27.61
2. Russ Conway 25.37
3. Hank Marvin 23.55
4. Asher Bilk 18.02
5. John Barry 15.24
6. George Chisholm 9.73
7. Johnny Dankworth 9.61
9. Kenny Ball 5.87

DISK Jockey Per Cent
1. DAVID JACOBS 65.16
2. Pete Murray 11.61
3. Jackie Leven 10.45
4. Tony Hall 7.99
5. Brian Matthew 7.38
6. David Gell 2.58
7. Sam Costa 1.94
8. Kent Walton 1.94
9. Alan Dell 1.29

TOP VOCAL DISK Per Cent
1. PORTRAIT OF MY LOVE—MATT MONRO (Parlophone) 15.4
2. Please Don't Tease—Cliff Richard (Columbia) 15.67
3. As Long As He Needs Me—Shirley Bassey (Columbia) 6.96
4. Strawberry Fair—Anthony Newley (Decca) 5.88
5. Are You Sure?—The Allisons (Fontana) 3.6
6. Theme For A Dream—Cliff Richard (Columbia) 2.94
7. Sailor—Petula Clark (Pye) 2.94
8. I Love You—Cliff Richard (Columbia) 2.94
9. My Old Man's A Dustman—Lonnie Donegan (Pye) 2.61
10. How About That—Adam Faith (Parlophone) 2.61
11. If She Should Come To You—Anthony Newley (Decca) 1.96
12. If You Want My Love—MATT MONRO (Parlophone) 1.94
13. You Mind—Anthony Newley (Decca) 1.65
14. Poor Me—Adam Faith (Parlophone) 1.31
15. Standing On The Corner—King Brothers (Parlophone) 1.31
16. Who Are You—Adam Faith (Parlophone) 1.31
17. What Do You Want—Adam Faith (Parlophone) 1.31

VOCAL GROUP Per Cent
1. KING BROTHERS 32.61
2. The Boys 31.60
3. Polka Dots 26.88
4. Allisons 16.52
5. Mudlarks 12.52
6. Raindrops 5.44
7. Ayres 5.07
8. Viscounts 3.99
9. Beverley Bitters 2.9
10. Kaye Sisters 2.19
11. Brook Brothers 1.81

BRIGHTEST HOPE Per Cent
1. THE ALLISONS 21.14
2. Jess Conrad 14.77
3. Matt Mono 10.73
4. Mark Wynter 9.04
5. Helen Shapiro 9.04
6. Lynn Cornell 6.06
7. Craig Douglas 5.09
8. Danny Williams 4.68
9. Carole Simpson 1.24
10. Janet Richmond 1.24
11. The Shadows 1.24
12. Jerry Landon 1.24
13. Maureen Evans 1.24

CONGRATULATIONS and BEST WISHES to THE CASH BOX from MATT MONRO
Britain's 'TOP VOCAL DISC' 1961
Parlophone Records • Warwick Records
ENGLAND U.S.A.

HAPPY ANNIVERSARY TO ALL AT The Cash Box from ALMA COGAN
BRITAIN'S TOP FEMALE TV ARTIST COLUMBIA RECORDS LONDON — ENGLAND

D. J.
BRITAIN'S TOP D. J.

CONGRATULATIONS TO THE BRIGHTEST PUBLICATION OF THE MUSIC WORLD THE CASH BOX...

THE ALLISONS

Representation:—TITO BURNS
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ash Box—August 5, 1961
Greetings to THE CASH BOX FROM THE DECCA GROUP OF LABELS the greatest sellers of American recordings outside of the Americas

DECCA

The Decca Record Company Ltd Decca House Albert Embankment London SE1 American Office London Records Inc. 539 West 25th Street New York 1 N.Y.
BRITISH RECORD MANUFACTURERS

PYE GROUP RECORDS (SALES) LTD. 1b, Chandos Street, W.I. Director & General Manager: T. B. R. Threlfall Joint General Manager: Les Benham Label: Pye, Pye International, Parlophone, Pye-Flame, Golden Guinea

SILVER DOLLAR RECORDS LTD. 12 Streatfield Avenue, N.W.2. Managing Director: E. Wilson Label: Silver Dollar


Vogue, Ltd. 77 J告iton Riverside, Art, Silver Ken Supraphon Aristocrat, Vox Topic Manor

NEVER SAVE UNITED

Ricordi

Kassner Lakeview MY

Clover-Conway Francis PASSING

Belinda A

ROSES

Leeds Keith LOVE 231, VOX Label Managing 27, TOPIC Label 45, SUPRAPHON Managing Argo, Director Labels fall PYE 12 Labels

SUMMER LONG

Best Selling Sheet Music Over Past 12 Months

LOVE IS LIKE A VIOLIN Keith Browne

PAPER ROSES Leeds

A SUMMER PLACE Blossom

PLEASE DON'T TEASE Belinda

APACHE France Day & Hunter

PASSING BREEZE Clove-Coway

AS LONG AS HE NEEDS ME Larkview

MY LITTLE CORNER OF THE WORLD Kassner

IT'S NOW OR NEVER Harris

LULLABY LITTLE DONKEY Chappell

NEVER ON SUNDAY United Artists

SAVE THE LAST DANCE FOR ME Monie

POETRY IN MOTION Mervin

PORTRAIT OF MY LOVE Kassner

ARE YOU LONESOME TONIGHT French Day & Hunter

SAILOR Leeds

MY KIND OF GIRL Evers

ARE YOU SURE Marnie

THEME FROM A DREAM Eugene

EXODUS Chappell

WOODEN HEART West One

ON THE REBOUND Acuff-Rose

HOW WONDERFUL TO KNOW MacGowan

MARRY ME Lawrence Wright

PEPE Kassner-Stravers

VOGUE RECORDS LTD. 115/115, Fulham Road, S.W.3. General Manager: E. Mills Labels: Vogue, Contemporary, Emerald, Good Time Jazz, Tempo


CENTRAL RECORD DISTRIBUTION LTD. 17, Rathbone Place, W.1. Managing Director: Ken Lindsay Labels: 77 Records, Folklore Distributions of: Riverside, Blue Note, Prestige, Imperial, Alpha Rhythm GLASGOW: WALES QUALITON RECORDS LTD. Fontana Label: Fontana

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Model: Mayer

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Record Manufacturers and International Distributors

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PURCHASE OF YOUR MASTERS

ALL ENQUIRIES TO—ABOVE ADDRESS

American Record Manufacturers!!!

BRITAIN'S NUMBER ONE INDEPENDENT RECORD MANUFACTURER

104 NEW BOND STREET, LONDON W.1.


(10 lines)

104 NEW BOND STREET, LONDON W.1.


(10 lines)

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104 NEW BOND STREET, LONDON W.1.
CONGRATULATIONS TO
The Cash Box
ON THEIR 19TH ANNIVERSARY
and
SINCERE GREETINGS
TO ALL MY FRIENDS
from
FRANKIE VAUGHAN

With
Best Wishes
Russ Conway

Congratulations and
Continued Success to
The Cash Box
and
To my American friends
God Bless you all —

ANNE SHELTON
PHILIPS RECORDS — ENGLAND.

E.M.I. LIST OF BEST SELLERS OVER THE LAST YEAR

SINGLES

Please Don't Tense — Cliff Richard
Take My Life — The Shadows
As Long As He Needs Me — Shirley Bassey
Tell Laura I Love Her — Cliff Richard
Nine Times Out Of Ten — The Shadows
House Of Mystery — I Love You
F.R.C. — Cliff Richard
Theme For A Dream — Lorenz Hart & Richard Rodgers
Goodness Gracious Me — The 101 Strings
Lonely Pup — George Michael
Good Times — Percy Sledge & Sophie Lovin
My Heart Has A Mind Of Its Own — A Scottish Soldier

L.P.s

The Black & White Minstrel Show — George Mitchell
Can Can — Frank Sinatra
Oldskool — Soundtrack
The King and I — Soundtrack
Mr. Concerto For You — The Shadows
Party Time — Radio City Music Hall
Adventures Of Peter & Sophia — Soundtrack
Girl — Soundtrack

DECCA LIST OF BEST SELLERS OVER THE LAST YEAR

SINGLES

It's Now Or Never — Elvis Presley
Are You Lonesome Tonight — Elvis Presley
Wooden Heart — Elvis Presley
He'll Have To Go — Elvis Presley
Am I Blue — Elvis Presley
Strawberry Fair — The Shadows
Only The Lonely — Roy Orbison
Because They're Young — softly & gently
Rocking Goose — Drifters
Save The Last Dance For Me — The Platters
Poetry In Motion — Johnny Tillotson
Dreams — Everly Brothers
Cathy's Clown — Everly Brothers
Walk Right Back —everly Brothers

L.P.s

South Pacific — Soundtrack
Elvis Is Back — Elvis Presley
The Great Caruso/The Student Prince — RCA
G.I. RCA — Elvis Presley
Elvis's Golden Records — RCA
The Five Pennies — RCA
The Sound Of Music — RCA
Grease — Dreamers
A Date With Elvis — RCA
Have Young Guitar Will Travel — Tom Lehrer

PHILIPS LIST OF BEST SELLERS OVER THE LAST YEAR

SINGLES

A Summer Place — Perry Como
Paper Roses — The Kaye Sisters
My Love For You — Johnny Mathis
Guerre Slyde — Max Harris
Harlequin By The Number — G Carey
Rachid — Brenda Lee
Cherish — The Wellness
You Are Beautiful — Frankie Vaughan
Knick Knick Knack — A Summer Place

L.P.s

My Fair Lady — Original Cast
West Side Story — Original Cast
Ride On A Rainbow — Frank Ifield
TV Western Themes — Dave Brubeck
Gone With The Wind — Harry Secombe
S'Awful Nice — Ray Conniff
Broadway In Rhythm — Frank Sinatra
Hollywood In Rhythm — Frank Sinatra
Frankie Vaughan Showcase — Ray Conniff
Kind Of Blue — Ray Conniff
Love Is A Trick — Frank Sinatra
At Your Party — Tommy Sands

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<table>
<thead>
<tr>
<th>TITLE</th>
<th>BRITISH LABEL</th>
<th>AMERICAN PUBLISHER</th>
<th>ARTISTE</th>
<th>BRITISH LABEL</th>
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<tbody>
<tr>
<td>Look For Me</td>
<td>EMI</td>
<td>Francis Day</td>
<td>Gary Mills</td>
<td>EMI</td>
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<tr>
<td>Do You Mind</td>
<td>EMI</td>
<td>Francis Day &amp; Hunter</td>
<td>Anthony Newley</td>
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<td>Apache</td>
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<td>United Artists</td>
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<td>Tunes Of Glory</td>
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<td>Portrait Of My Love</td>
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<td>My Kind Of Girl</td>
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<td>African Waltz</td>
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<td>Are You Sure</td>
<td>EMI</td>
<td>United Artists</td>
<td>Anthony Newley</td>
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1. Sir Edward Lewis, Decca Chairman, knighted in the New Year's Honours List.
2. Victor Silvester awarded O.B.E. and platinum disk by EMI for sales of over 30 million singles in 25 years.
3. Publisher Lawrence Wright on his 50th year in Tin Pan Alley.
4. Lionel Bart at the London Palladium for his 50th year in show business.
5. BBC Black & White Minstrel Show winner of International TV Contest.
6. Al Burpall for bringing in Steve Lawrence and Eydie Gorme and Peggy Lee.
7. Brian Tubbs for presiding over the Sweepstakes of the Year.
9. E.M.I. Premiering “Alfie” at the Odeon, for imaginative exploitation campaigns.
10. Shirley Bassey for consistently good recordings.
11. The Alisons for “A Night At The Opera”.
14. Matt Monro for recording it.
15. Cliff Richard for staying at the top.
16. David Jardine for disk programme “Juke Box Jury” and “Pick of the Pop.”
17. W.S. Wynd appointed chairman of G.E.P.A.
18. Louis Benjamin appointed Joint General Manager EMI Records.
19. Anthony Newley for all-round originality.
20. Frank Chacksfield for 2 Golden Disks “Eke Tide” and “Limelight.”

England—The Past 12 Months

(from Page 40, Part 2) up an international repertoire. Southern Music's reputation for promoting home grown material has been further strengthened with the activation of Meridian Music for this specific purpose. Mills Music, too, have had success with British material including three Adam Faith hits. With David Day's departure to New York, Francis Day & Hunter have speeded up facilities for transatlantic exchange of material. Maryln Music, directed by Harry Lewis, entered the pop field and achieved early success with “Are You Sure” by Lawrence Welk. Music collected 50 years of publishing and Bron Assoc set up A. Shroder Music Co. In association with the American publisher, owner of Sealskarp Enterprise Ltd. American publishers to expand their activities here have been Shapiro Bernstein with new offices under the direction of Cyrene Shale; Lee Magid's Alexis Music handled by Noel Rogers of Dominion Music; Gil Pinseus came to an arrangement with Fred Jackson's Tin Pan Alley Music to look after his interests in this country. Similarly Harold Fields of Fields Music clinched a deal with Roncon Music of America to represent them here and on the Continent. Chappell & Co., publishers of top American musics “Flower Drum Song,” “Music Man,” “Sound of Music” and “Rye, Bye Birdie” this year topped the Best Selling Sheet Music lists for 12 consecutive weeks with “Exodus.”
Italy—The Past 12 Months

The record business in Italy for the past twelve months was somewhat prosperous as in other years, but this re-
cession of record sales was felt principally over the months of 1961. This is the first impression one draws through
the facts with the "life" of our record industry, but to know how much the record business was down over the past
year, we have to wait for the statistical figures about Italian record production, on which Mr. Frau-
celli, the secretary of I.F.P.I. Italiano, arranges each year. He will give the press his graphs concerning the
year 1960 and Cash Box will report them very soon.

The past twelve months will be remembered by our record industry as the year of the heavy 10% increase
on taxes paid by the Italian record manufacturers and importers. The act is about to be put into effect. Nothing
was really done by the I.F.P.I. Italiano to fight and avoid this new increase. In Italy, the general opinion is
that the record industry enjoys fabulous earnings and this is due principally to our national press, which often
issues exaggerated figures about the sales of record hits. In addition, a true "fisco" boom of sales
really occurred in 1958 (as can be checked by looking at the graphs we published in Cash Box in the past)
and people were impressed by this fast development of our record industry. In a recent talk with Mr. De-Goy,
president of His Master's Voice-Comunione e Liberazione, he felt the new increase was caused by too much
publicity our press contains about our singers and their record hits. Now it is too late to attempt a press
campaign stressing that the record industry is not as fortunate and rich as people think it is.

While all the outstanding Italian record houses are members of Gruppo Italiano Produzioni (the old Industri D'ichi (Italian
I.F.P.I.), and the others are anxious to become members, five of our most
important music publishers left S.E.D.R.I.M. (The B.I.E.M. Italiano) a year or so ago and formed an
independent group as far as the collecting
of music rights from record houses is concerned, under the name of Edi-
tori Independenti (Independent Publishers). They are Southern Music, Ariston, Carlo Alberto Rossi, Con-
nelly and Cielo Girl. Just recently, it was announced that they signed an agreement with I.F.P.I. Italiano, which
recently has been bought by the Italian record houses to pay them for the use of their music.

The past twelve months represent the happiest season for Mina, Pen-
ppino Di Capri, Nico Fidenco, Peppino Donaggio and Celentano, as far as
our domestic singers are concerned. Mina broke into our charts with the
wonderful Gino Paoli tune, "Il Cielo In Una Stanza (The Sky In A Room)," translated in English, "The
World We Love In," and kept the number one position for many months.
She is our most charming girl singer and has our best female voice.

Peppino Di Capri is our dynamic and modern interpreter of the old
Neapolitan catalog, with such hit tunes as "I Te Vuurrria Vassu" (I Wish
To Kiss You), and "Parrami D'Amore Nariu." (Speak To Me Of Love, Maria), both fine evergreens from Naples.
He acts in our night clubs and is highly rated and in great de-
mand. He recently told us that he has no
evenings free up to the end of the year.

Nico Fidenco, the newcomer who almost immediately reached top
popularity, is referred to as the best
seller of RCA Italiano. His first number, "What A Sky," which introduced him to our audiences, was a real
smash and other successful releases included "The World Of Susie" and
"Just That Same Old Line."

Fino Donaggio, singer and
singer, was born, musically speaking, at the last San Remo Festival where he presented his first
symphony" without drawing much suc-
cess, but slowly, and over the months, his song has become a strong hit. He
has written new melodies after his initial appearance and, for the first time in San Remo and now he is referred to as
one of our best successes.

Adriano Celentano is our rock 'n
roll boy. His smash records were "Il Fuo Bacio E' Come Un Rock" (Your
Kiss Is Like A Rock), released two years ago, "Ero Pazzo (I Was Crazy For You), released a year ago,
and "24,000 Baci" (24,000 Kisses), presented at the last San Remo Festival and "Non Esiste L'Amore" (Loved
Does Not Exist), which are both recent hits destined to become a new big hit.

Connie Francis was the new foreign
voice that hit in Italy in the past two months. I said foreign,
but in reality she is not a completely foreign, for she speaks exaggerated
Italian. In, "Jealous Of You," sold some 250,000 copies in Italy and is
a very hot seller now. A voice, already famous in Italy, which again
drew the attention of the Italian public
that of fantastic Elvis Presley, who carried our old hit "Now Or
Never" (O Sole Mio) and "Surrender"
(Torna A Surriento) to an
international success. Some of his songs which we cannot forget is Caterina Valente, who was an important
career which soon became successful across Italy.

In the past year, Elvis Presley had two
hits with "It's Now Or Never" and "Surrender" (both old Italian
songs), internationally, and Connie Francis followed the same route with
"Jealous Of You," "Tango Della Gelosa" and "Roman Guitar" (old evergreen Italian)
Caterina Valente, the world-known
songstress, recently waxed "Non Dimenticar Le Mie Parole," another Old
Italian song, and lastly in our terri-
ory one of the best singers, Peppino Di Capri, has gotten immense pop-
ularity here principally through
the new and modern versions of his Neapolitan songs. What does this
general trend of picking up old Italian
songs and remixing them mean
tionally? First of all, it shows that the evergreen song has an
extraordinary strength of vitality
the world over, and secondly it might mean that the present production
of songs is so indifferent that it drives
singers to prefer remix and pick pieces from our old catalogs.

The past twelve months were Mr.
Sugar's of Columbia's. His
career has had a terrible de-
velop, but new foreign voices and foreign representations such as United
Artists and Verve, and distributed
the smash hits by Connie Francis
our point.

This year, Mr. Ricordi left the Bici-
ordi. It was a shock and a surprise when I called the offices of the company
asking to speak to the Ricordi, and they answered that he was no
longer with them. The reason for his resignation is not known. We can only
record that at the same time, Mr.
Crepax, also left the firm. (As a job,
old Gd) as its general manager, while,
Ricordi joined RCA Italiano's artistic
director. Both of them were re-
ponsible for the establishment of the Ricordi and for the recovery of tal-
ents such as Umberto Bindi, Gian
Poli and Giorgio Gaber. In a few
words, they created the success of this record company and it was a
great surprise to learn that they left.
ITALIAN RECORD MANUFACTURERS

BLUEBELL
Via Carcar 52, Milan
Mr. Castelli, director; Maestro Gianfranco Debono, press officer.
Labels: 25th Century Fox, Chancellors, Connally, Sorrento, Benson, Stanwyck, President, Riverside, Good Time Jazz, Contemporary, Columbia, Bluebird, Candid, Cadence, Fantasy, Hi Record.

CARCICH
Via General Pala 39, Milan
Mr. Fabbiani, president; Mauro Manzocchi, ad sales manager; Maestro Italiano,质量管理主任; Maestro Gutt. (MGM, C.O. Verno, Rome). Mr. Glasspool, press officer.
Labels: Odor, Parkington, Carcich, Parchin, Featuring Studio: Via Moro 17, Milan.

CAROSENNO
Via Roccarata 5, Milan
Mr. Gravina, director; Mr. Ponziglioni, assistant director.
Labels: Caucasus, Danubovy, Mardarescu, Imperial, Mesta, Dona, Triveni.

Carmen is distributed by Isidolzi.

COMBO
Corso Vittorio Emanuele 16, Milan
Mr. Trevisan, director, (country style).

COMPAGNIA GENERALE DEL DISCO
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GURUMUS
Passeig de Gracia 0, Milan
Mr. Krotos Mittenegg, president; Mr. Albatto, chairman, treasurer; Mr. Samuel, foreign manager; Maestro Calvini, art director; Mr. Wnston, press officer.
Labels: Brilliant, Royal, Circus, The Rank, Vario, Paragon, J.E.P., (Dartmoor), Heritage, Dallas, Titan, Tetture, Adoration, Recording company: Via Piazzotto 2, Milan.

FONOCROM
Via Passeiguerie 2, Milan.
Mr. G. Guzzetti, director; Maestro Sornica, Miller International Co., Stereo Fidelity Recorder.

FONOTECNICA
Via Leopardi 25, Milan.
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Labels: Fonola, Melody.

GURTNER & C. S.R.L.
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Mr. Gurtner, director; Mr. Locatelli, manager; Maestro Locali, art director; Maestro Cofano, publicity and press officer.
Labels: Music, Colose, Atlantic, Prestige.
Recording studio: Via San Martino 9, Milan.

PRESTIGE RECORD MANUFACTURING: Via Salvatore Pizzalo 21, Milan.

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ITALIMUSICA
Crevole 22, Milan.
Mr. Pierelli; Mr. Borri.
Labels: Fonit, P.E.C. Italiana, Mondial Record, Embassy.

JUKE BOX ITALIANA
Via Roma 53, Milan.
Mastro Carlo Alberto Ross, Maestro Van Bonifazi, chairman.
Labels: Juke Box.
Recording studio: Via Bariotta 12, Milan. (This studio is being built and will be ready at the end of 1961).

MAIZA
Via Piatta 4, Milan.
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MELOCICION
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Mr. Rota, Mr. Sciarra.

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Via Tiburtina Km 12, Rome.
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Labels: Roma, promo-publicity, managing director; Mr. Nettoli, press office manager; Mr. Cappanati, production manager.
Labels: Maffucci, executive manager; Maestro Aldini, administration manager.
Press office: Via Liverani, 2, Bolle and Mr. H. Voller, studio and factory managers.

Ricordi, art director.

Ricordi Record House
Via Brener 5, Milan.
Mr. Cusati; Mr. G. Rignano, Mr. Anzalone, director; Mr. Laib, manager.

Rif Record Company
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Mr. Riehler, director; Miss Campedelici, press officer.

SOCIETA ITALIANA DISCHI
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Mr. Zotta, director.

SUPRAFON
Via Tameo 6, Rome.
Mr. Trescai, director.
Labels: Suprafon.

VIA RBA
Corso Umberto I, 122, Naples.
Mr. Scala, managing director; Maestro Conte, art director.
Sound recording room: Corso Caiazza 36, Naples.

VOICE DEL PADRONE, Columbia, Marconio.
Via Domenchino 14, Milan.
Mr. Dezio, managing director; Mr. Candulla, foreign manager; Mr. Polini, publicity and press officer.
Labels: La Voce Del Padrone, Columbia, Carol, Pathé, Imago, ABC, Paramount, King, Cieg, Imperial (Germany).

Record moulding factories: 1. Via Domence omo 14, Milan 2. Via de Umbri 37, Milan

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LISTS OF THE ITALIAN RECORD HOUSES WHICH ARE MEMBERS OF I.P.P. ITALIANA

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S.E.A.R.I.M. (RIEM ITALIANI)
Via Benito 12, Milan.

S.E.D.R.I.M. (INDIPENDENTI) (INDEPENDENT PUBLISHERS)
Via Benito E, Milan.
Mr. Pompili, manager.
Publishing Group Southern Music, Mr. Alberti Caracci, Music Publishing Group, Aria, Mr. Alfredo Donn, Music Publishing Group, Aria, Mr. Alfredo Donn, Music Publishing Group, Aria.

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Via Roma 4, Firenze
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Piazza del Libertà 2, Milano
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Via Odissea 32, Roma
GONG Edizioni Musicali
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(Continued on page 53)
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(Continued from page 52)

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Another new exciting artist from MOONGLOW is ALBERTO CORTEZ better known as Mr. SUCU SUCU. His latest release titled LINDA is taking off in Belgium like wildlife.

Benelux—The Past 12 Months

Although the market in these countries—a probably ever-increasing—is ruled by the teenagers, there's a remarkable "rock-and-roll" in all rock in Belgium. The likes of youth, of course, it is set on rhythm. But besides that, there's a longling for melody too. This one of the most important reason why the sound of this new teen sound in Benelux is that starstruck from our original artist. And with them, in the hit songs of the hits of 1960, a new voice was very lucky here, especially Italian, German, and Danzig artists.

It's undeniable, the fact that the teeners this year became interested in the presentation of complete to original home records in Dutch, Flemish and French are sold. Miss Ria Velt becomes a big deal. In very short time, with different so-called "Netherlands," of which she wrote the words and music herself. But more melodious vocal records too (as those of the young girls Anneke Grönich and Willeke Alberti, daughter of singer Willy Alberti) with a strong tendency to sweet music-songs, get a continually rising turnover here. One of the reasons for this change will be without any doubt the interested of American artists to perform in Holland and Belgium. And when they agree to cross over to our low countries, they ask them among common wages that not one agent or record company gives them entry into a contract. It is understandable that an artist, being asked to get $1,000 or more for one song and a tour, it longer wants the same salary abroad. But then he has more exercise with all 4,000 Dutch guilders and about 25,000 Belgium francs. In some cases it would be possible to pay salaries like these, if the artist appears to have made a great impression of his performance for this same price. But mostly they ask extra payments on American standards, and in small countries like Belgium and Holland, TV-stations can pay only small salaries. Because American artists don't show themselves, the interest in their music is less, with the result that the turnover of their records has to go back to Japan.

Continental artists profit by this, for European artists ask European agents which are about a quarter of the American. Popular teen-stars from Germany like Heidi Berho, Connie Frohes or Peter Kraus Kraus like to be heard (and seen) in the Benelux countries. The latest to become a hit is "De Melodie" (DM $250). With the other musiclovers they make the best impression in the music halls. Especially "My Fair Lady" in both versions—American and Dutch—were a great success. Then there is the soundtrack of "Porgy and Bess." Never before, is it the whole world which dominates the market. Of many singles from the international, the following is a list:

DM 50,000: "Non, on regrette rien" (Thibid Pfic); "Mille" (Kol日后 P.); "Diana" (Paul Anka); "Lonely Boy" (Paul Anka): "Everybody's Somebody's Fool" (Connie Francis): "Rue au rueil" (Estella Martin): "The Shell of Avalon" (Pat's Domino): "Midnight Melodies" (Cissy Frohes): "Les enfants du Prere" (Mariana Mendes); "Papa Groot Beer" (Cocktail Trio): "Laila" (Bergen's "I Love's"); "La Wunderkamer" (Za- rander Leahter): "Gitarren klaren bloe by die Nacht" (Jenny Marka): "Sweetheart, My Darling, My Love" (Mijn Schat) (Caterina Valente): "Schon ist die Frauen" (Eugenio (Loui und Ludwig): "Olie Gunja" (Malando): "De smokkelkraan" (Twee Jantjes): "Boermeeskensbiiaan" (Luburgse Zwaier): "De Deventere" (De Sverom's): "Petit Fleur" (Chris Barthier): "The great pretender" (The Platters): "What do you want to make this year" (at my talent agent in Bilbao): "Ford": "Uncle Schatzen's Lullaby" (Armstrong Gabricelle): "I'm Sorry" (Brenda Lee): "Unter Freunden Ster- nen" (Rosa): "Das Malayasian" (Pater Duval): "Succu Succu" (Ping)

"Marina" (Rocco Granata): "Don't Be Cruel" (Elvis Presley): "O, Sole Mio" (Elvis Presley): "Must I Deny" (Elvis Presley): "Ea Amor" (Chakachas): "Cradle of Love" (Johannesburg Six): "Bruyn" (Johnny Preston): "Fais-Moi Le Coucou, Cherie" (Bob Arzam): "Harbour Lights" (Tommy Steele)

Since this list refers to the last few weeks, this is a list of the "All-Time Best Sellers" of Benelux.

In Belgium, the situation in connection with this phenomenon is different from that of Holland, for the Benelux countries delivered the Walloon part of the country, revival once more of the outspoken rock'n'roll style, which wants the rock'n'roll here. Mainly thanks to the various small time, mostly commercial radio station Radio Lux- bourgh in co-operation with Philips, the young talent has found a young talent, which is recording now for the Belgian Market. The two commercial radio station Radio Luxembourg (208 m) at Radio Veronica (492 m), are listen to frequently by the young listener. Naturally, the music world take good use of this. Further, it is remarkable that more and more of their national or local artists have an international surprise. Besides the fact that they can now succeed with translations of international hits they apply more to conquering foreign countries. The British and Dutch artists like Brel became a star in France, especially with his "Elses." And in the Netherlands, female singer Corrie Brokken took the chance of the German market to record German songs: "Er Sah Aus Wie Er Lord" and "Bing." The young singer Eddie Christmann had good results in several European countries with his " succeeds." Mieke Telkamp regularly makes special recordings in English. He is the previously mentioned Blue Diamond who recently made two LP's at the request of the American producers. The LP's, however, won't be release in Benelux. A lot of LP's crossed the borders with success: The Dutch Swing College Band has made many LP's which are sold all over the world. The same goes for the German orchestra Malanda, or the dutch soldier's street dance "cocomo" the Benelux.

Since the prices of records in Benelux and Holland are—compared with the prices in the U.S.—for a single they are around single one pays here $1.—and for a LP's, around $2—then the result is that more and more important articles in our countries. Because of many reasons (in Belgium, interesting because of the events of the Congo), there was a rather weak may even in the beginning of this year. But by the end of the year, in time, business rallied considerably and, generally, it's expected that there'll be a lot of money to be earned in the coming year. Many LP's, however, have been sold over the Atlantic. Of course, over, records have been more and more used for advertising purposes in the last months. For recording studio and pressing plants, advertising agencies became better clients.

Worth mentioning here the fact that the foreign firms producing back-ground music for films, radio and TV, use their production facilities in Holland. Back also in use of the ordinary TV programs for commercial radio-stations, are recorded on tape before established live-players and are played in the studio. The expenses are much lower in Holland and the quality of the tapes is internationally appreciated. Also in the section of the broadcasting, is expected, and the future looks bright too.

Generally, prospects in the entertain- ment business are particularly attractive in the Benelux countries. It is expected to get a better social status because the public is becoming more interested in local artists which are now playing in Benelux. Record firms will profit from this.
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Art Director: F. W. Van den Broeke

NAVECA N.V.
Managing Director: E. J. Jongkind
Art Director: F. W. Van den Broeke

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Cash Box—August 5, 1961
GERMANY
The Past 12 Months

The last year was a highly active one here on the German music market. Here is a calendar of new mak- ing items over the past year as they appeared in The Cash Box.

JULY 1969
Connie Francis made her first trip to Germany for TV appearances and at the same time she recorded her "Everybody's Somebody's Fool" in German and went on to sell over ½ million records with the tune. Young singeress Heidi Brühl won 2nd prize in the German end of the "Song For Europe" contest with a waltz called "King Of Gold" (Wolfgang Niemals' "Auszander Gehn") and, after a TV show called "The Last Word For Sunday" in which a priest compared the lyrics and melody the song went on to become a million seller and was recorded in English for the American and English markets. The song failed to catch on in either country, but Heidi is now established as a top star here. The song topped the charts here for months. A young performer from Belgium complete with 10 gallon hat and jeans started a country music craze here with his recording of "A Pub With No Beer" (Ich Steh Am Der Bar Und Habe Kein Geld) which took off like lightning in Austria and went on to become a top hit here. For the first time, the German publishers and record firms began to include Nashville, Tennessee on the agenda when America was visited. The singer's name is Bobbyjaan. The summertime hits began to take hold and "Itsy Bitsy Teenie Weenie Yellow Polka Dot Bikini" became the vehicle for Caterina Valente to make a new start and once again establish her stardom here. It was the comeback record for the gal and she hasn't had a miss since then. "Down By The Riverside" came back strong with 3 different lyrics, but TV M. C. Lou Van Berg took top honors with his version. Teenager Conny was ridin' high with "Mili-Muli-Mule" which also got an American release, but once again nothing happened, and Vic Torriani has a new song called "Kallibunt Liebe Am Gangas" which swept the charts. The tune was transplanted itself to America and became "Calcutta" which sold over the million mark.

AUGUST 1969
On August 1st, Deutsche Grammophon took over the United Artists line, and the first release was "Never On Sunday" by Don Costa. The German Air Force named a plane after songstress Angela Durand, Angela's hus- band. A&R man Nils Nobach flew to England for the first German waxing by Cliff Richard. At Knokke, Belgium the annual "European Song Festival" was won by a team from Germany consisting of Udo Jurgens, Frank Forster, Helga Sagner, Hammeline Ader and Inge Brandenburg, Inge was also crowned Europe's Number 1 jazz songstress in the same month in France. The American born King of Thailand visited Cologne and joined in a jam session with the musicians from Kurt Edelhagen's. The king plays clarinet, Electrola awarded Fanco Granata a gold dog for selling 1 million copies of "Marina" within 12 months inside Germany alone. It's the second time in the history of the firm that the award has been made. Mar- lene Dietrich came to Germany for a concert tour and waxed her first LP here in years. German record sales reached the 8 million mark for the first time. Truck star Kurt von Mannervich won the 400 meter dash at the Olympics and inked a signing contract with Metronome Records. American Gun Backus left the Air Force here and waxed his first smash hit "Running Bear."

SEPTEMBER 1969
The small Scandinavian firm Story-ville—Sonet had their first hit with a discord recording by Papa Bue and his Vikings. The song, Mozart's "Schafe: Mein Frichten" sold over ½ million copies. There were 20 different versions of "Milled" on the market and Edith Pfie won the (Continued on page 58)
Topping the German Hit Parade for 11 Months in a Row with Million Sellers:

**“NEVER ON SUNDAY”**
FRANCIS DAY & HUNTER

**“RAMONA”**
FRANCIS DAY & HUNTER

**“WHEELS”**
FRANCIS DAY & HUNTER

---

**OTHER TUNES UNDER THE TOP 5**

**“APACHE”**
FRANCIS DAY & HUNTER

**“ARE YOU LONESOME TONIGHT”**
(BIST DU EINSAM HEUT' NACHT) — MELODIE DER WELT

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GERMANY
The Past 12 Months
(Continued from page 57)
with her French version which topped the hit parade all that time. "Calcutta" was number 2. Lolita got her first American release with "Sailor" which smashed. Composer Robert Stolz celebrated his 80th birthday. In that same year he composed over 100 film musicals, 50 operettas and over 2000 hit tunes. Frank Sinatra asked 10,000 dollars a night here for a tour and was turned down and the Marlene Dietrich tour lost over 25,000 dollars. A film was made here featuring Duke Ellington, Nat Cole, Sarah Vaughan and many other German and American stars. "Never On Sunday" started its climb to the top with plenty of versions and Lale Anderson made her biggest comeback with the song selling over 75,000 copies. The song sold over 1,000,000 records in Germany alone, Ariola presented their "Week of Phonogram Records" and had a great success. Radio Luxembourg presented their "Golden Lion" to Freddy as the most popular artist of the year. The Pop Music Festival of Radio Luxembourg was won by Caterina Valente with a hillbilly parody called "Rosalie, Must Not Cry" and the record went on to become a top hit.

**OCTOBER 1969**
Elvis Presley picked up his first German million seller with "It's Now Or Never." German stars Peter Kraus and Conny, both teenagers, recorded songs in English, French, Flemish, Dutch and other languages. Music composers, writers and publishers met in Munich for their yearly conferences. Sonet-Storyville opened offices in Hamburg with distribution being handled by Metronome Records. Paul Anka made his first German record with an American playback and flopped. The record also hurt Anka's English sales here. The record sales fell off by about 3 million in comparison to last year. The second channel TV set was set for operations. Yehudi Menuhin made his first film here. The French record firm Vogue started a German production with Gunter Gayer handling the A&R chores. Caterina Valente received an invitation to make the Perry Como show.

**NOVEMBER 1969**
The new Freddy record "We'll Get Over the Top" sold over 200,000 records within 3 weeks and Presley returned to be the Elvis Presley of Germany as far as record sales are concerned. His style is more on the "folk's music" side. The German industry copied their American brothers and did no new Christmas productions. They relied on the standard material and enjoyed top sales. The German recording clubs sold 90,000 strong for Conny, Peter Kraus, Rex Gildo and Heidi Brühl as their favorites of the year. The stair Maria Siegel performed his new musical comedy "Herr Kayser and die Nachtigall" at the packed house. A new duo from Holland The Blue Diamonds recorded "Ramona" in German and went on to sell 1 million and establish themselves as top stars here. "Tape" from composer Hans Wissotzky started it's climb to the top of the world hit parade and ended up by selling over 2 million records. Roulette records left their Danish distributor in Germany and went to Bernhard Mischak. Polydor records tried releasing LP's by Lolita, Peter Alexander, Peter Kraus, etc but sales were not sensational. Singles continued to dominate the market here. Elvis Presley began his march to his second German million seller with "Wooden Heart" sung partly in German. American music continued its popularity in the German collection agency picking up a check for 100,000 dollars from ASCAP and BMI and paid the agencies about 100,000 dollars for American music used here.

**DECEMBER 1969**
Caterina Valente made her first record in Japanese. 3 German tunes were on the American charts. Lolita had "Sailor," Bert Kaempfert had his "Wonderland By Night" and "Calcutta" started its march to the top. As 1969 neared its end, Pop Festivals were being set for Weisbaden by Radio (Continued on page 58)
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GERMANY
The Past 12 Months
(Continued from page 58)

Luxembourg and the German TV stations and GEMA set their first festival for Baden-Baden in May 1961. The record firms announced that December was a top month for business and released the following information. Amadeo records increased their distribution facilities and announced an increase in classical sales. Austron records announced their biggest year with a 30% increase in overall sales. A new firm "Bella Musica" opened their doors under the leadership of Horst Heinz Henning and are still in business at this writing, and another new firm Deutsche Vogue GMBH came into existence and started distributing Pye, Vogue and Durium export items in Germany with an office on a small German production. The majors turned in the following reports. Electrola had an increase in LP sales but dropped off in singles sales. Moser turned their sales around 30%, Philips sales picked up 43%; Polydor also had increase LP and EP sales but dropped off in singles business. Teldex had the same story to tell and Ariola started off with a fine year. In 1960 as far as singles were concerned, there were more million sellers and more flops in any other year.

JANUARY 1961
The Martin Gros season got off to a bomb start and Willy Millowitsch came off with top honors with his tune "Schnaps That Was His Last Words" which passed the ½ million mark in sales. The Automaten Markt trade paper picked Freddy, Lolita, Jan & Kjeld, as the top stars of the year 1960. Electrola put out a "memory LP" called "The Most Expensive Program in the World" and it swiftly became a best seller. Golden records for million sellers were presented to Elvis Presley, The Blue Diamonds, Heidi Brühl, Lolita, and Jan & Kjeld. The privately owned TV firm folded and the state governments were given the rights to Germany's "second program."

FEBRUARY 1961
Germany set itself for its best international year as German songs began to top the world hit parades. The most requested authors were Klaus Guenter "Wonderland By Night" Newmann and Hans "Pope" Wittstatt. Top numbers began getting 20 covers or more and publishers began making "demos" and adding a press service to their activities. Peter Schaeffers announced his 20th anniversary on April 1st. Dr. Hans Sikorksi also celebrated his 25th anniversary as a publisher. The "Song For Europe" contest was held here and Lale Anderson won first prize, but the number did so poorly in the finals in Cannes that it was not recorded here. The record is now being released on the market. The fan magazine "Bravo" gave awards to Freddy and Caterina Valente as the "Stars of the Year." Radio Luxembourg gave their golden lion to Connie Francis as the most requested artist.

MARCH 1961
Ivo Robich took over the top of the charts with a German version of "Save The Last Dance For Me." The head of the German Government ER. Konrad Adenauer did a documentary LP for Electrola. Siw Malmkvist cut "Wedding Cake" in 4 languages and started her climb to the top here. Elvis Presley passed the 200,000 mark with his recording of "Surrender."

APRIL 1961
Petula Clark did her first German record for Pye here. The record did not make the charts, Vico Torriani set his first state side trip. The American original tunes continued to decline in popularity and more and more excellent "covers" of top American hits became the order of the day. "Baby- sittin' Boogie" began its move with versions by Ralf Bendix in German and Buzz Clifford in English. Al Schacht was appointed the European (Continued on page 60)
GERMANY — The Past 12 Months

(Continued from page 59)

director of "Hill and Range" Music. The first of the major A&R men switches took place as Charly Schmitz left Metronome for Polydor. The first German Pop Festival started its prelims. Oldies became the order of the day and more and more standards were recorded with new lyrics and tempos.

MAY 1961

The Southern Music group including Peer Music held its international convention in Zurich, Switzerland. Record production figures for 1960 were released. There were 1.1 million classical singles, 3.5 million classical EP's, and 5.9 million classical LP's pressed, and in the pop sector 33 million singles were pressed and sold, 8.7 million EP's and 3.5 million LP's passed through the hands of customers here. Billy Vaughn and his recording of "Wheels" began its march to a million here. Arthur Walsengger was made VP of Teldec and production chief Herbert Grenzboch retired. The pop production was taken over by Günter Horchert. Warner Bros. celebrated their first year, German sales with Teldec representing the firm here. Deutsche Vogue leased the first 23 rpm single. The A&R trades began. Franz Schnider left Philips for Ariola. Peer Moesner joined Metronome as an A&R man. Hans Bertram left Electrola at Polydor, Martin Boettcher gave up his job as A&R man by Ariola, and later Nils Nobsch left Electrola for Ariola. Heinz Gieza took over chief production job at Electrola leaving Polydor Chancellor records switched distributors from Polydor to Sonet-Stordahl. The line also began handling Capitol. Will Meisel celebrated his 35th anniversary in the music business.

JUNE 1961

RALPH MARIA SIEGEL celebrated his 56th birthday on June 8th. Ralph with his publishing firms, record company and many compositions is one of Germany's most active record figures. Franz Lang was presented a gold record by Philips for over a million yodeling records sold. TV magazine "Bildshirm" award their female singer prize to HEIDI BRUHL. Heidi was also isted and the 12 women of the year in German TV.

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Almost two dozen record companies operate here, but the one which is still the greatest, followed by L.P.'s, 45's singles and EP's represent only 110. The rest 30. Record sales are produced, but high prices and the lack of release required for reproduction limit them to the more wealthy consumers.

Some important Brazilian publishers, Hi-Fi Variety and Columbia started production of 33 RPM. This is a big step in an attempt to surpass the 78's popularity. The initial response proved the very prominent, and other labels will soon release their compacts too. However, the main obstacle will take a long time to be achieved.

New record companies were created, two of them are not to be mentioned: RGE, formerly a singles producer, and Christaller, which already released 100,000 sales mark reached the 100,000 sales mark with several records, all local products. The music scene in Brazil isn't popular around here, and there's only a few in the most important cities. Record sales, the past twelve months were marked by great activity in Brazil. Many new voices appeared during this period and some older artists consolidated their position in the Brazilian music scene.

Among the top names is Leila Silva, whose presence here is justified by two smash hits: "Pardao Pardao" and "Nao Sochente" by Chantecler. Another one is the young Pop singer son of two Brazilian artists, singer Dalva de Oliveira and the composer Herveto Dallara, of Paris. Very recently, from the south came a teen-ager with his own style. His first Album for Continental showed complete artistic maturity. Curiously, an art that career began more than twenty years ago, had his first great chance to get popular. His name is Milhitão, who records for RGE. For his latest waxed two singles, "Palhacuda" and "Poema Do Adeus" and an album with the latter tune as the title too. All his releases became great hits.

In the international field, great successes were achieved. Nevertheless, if the prices don't remain at a reasonable level, an international career for "the hen with the golden eggs," because public's buying power isn't limited.

Almost two dozen record companies operate here, but the one which is still the greatest, followed by L.P.'s, 45's singles and EP's represent only 110. The rest 30. Record sales are produced, but high prices and the lack of release required for reproduction limit them to the more wealthy consumers.
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D.L. MILLER
(Director)
SCANDINAVIA—The Record Business

Language-wise, Denmark, Norway, and Sweden are not far from a common market, while Finland stays far from the groups of languages spoken in the other Northern countries. Finland is a two-language country, with Swedish spoken in the southwestern part and with the capital Helsinki a twin city. However, there seems to be no Swedish-language record production in Finland. Records in Swedish language are made by A. B. Marcus of Stockholm.

Scandinavia is a common market only to some extent. In general, each country has its own production setup, that is as far as music publishers and record companies are concerned. In late years there has been a change from the former policy that a music publisher obtained the copyrights only for one of the countries, and today more and more publishers buy songs for Scandinavia and Finland. (Geographically, Finland does not belong to Scandinavia.) This publisher prints the sheet music in Sweden and England. This way, songwriters can work with distributors in the other countries.

Subpublishers are not accepted. Great publishing chains, as Hill and Range Songs, Inc., (Belinda, Robert Mellin, Cadarwood, etc.) operate this way, and other local publishers have begun to follow by doing the same.

The languages play an important role in the music biz. As far as Sweden and Denmark are concerned, it might not make any difference if a song is recorded in the local language, but English or German, while in Norway and Finland (particularly in Finland) a record has to be in the local language if it is to become a hit. In Iceland, in this language is imported from Sweden. It seems that there might be a part of the Danish sales territory even if it seems that more and more of the (so far comparatively very few) Icelandic trade organizations are working hard to make Iceland become an independent market.

Record trade in Scandinavia is certainly well observed by the govern-ments in each of the countries, but mostly as a milk-cow for more or less "taxes." The taxes in Denmark and Norway were comparatively small until a couple of years ago, but on other hand there were certain import restrictions on phonograph records. Then the governments lifted the restrictions but in the change record became the subject of very high luxury taxes. In Sweden, where the government has a constant need of money, the Parliament decided a "temporary" tax of phonograph records one Krona on each record sold after July 1, 1947. However, later EPs and LPs entered the market and the government decided that singles and EPs were subject to the same tax. This was supposed to be, it still exists as there seems to be no chance that the will be lifted. The temporary, tax Mill cow has become a very permanent one. What this "temporary" tax means in real money is shown by the fact that for 1959 the Swedish government has sold 6,000,000 LPs at 4,449,000 Kronor, and from other records sales 1,000,000 LPs at 2,500,000 Kronor. 1960 are 2,550,000 Kronor for LPs at 4,000,000 Kronor. For other records, the tax might be reduced from 25 cents to 20 cents. The sales of EPs and LPs are going up while the sale of singles and EPs have dropped from 1959 as far as Sweden is concerned.

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Cables: Tefunk Solna, President: Sixten Eriksson, Labels (domestic): Barben, Sagaet

**AKTIBOLAGET F. W. BENNETT**

P.O. Box 156, Solna 1 (Anskomhagen 5, Solna)

Cables: Tefunf Solna, President: Sixten Eriksson, Labels (domestic): Barben, Sagaet

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Vernamsw, 66, Stockholm 3


**BRILLIANT RECORDS**

Lillevgata 25, Uppsala

President: Sven, Gudmundsson, Labels (others): Bruno Hill

**CASINO RECORDS AKTIEBOLAG**

Vasagatan 8, Sundbyberg

President: Martin Lutkind, Labels (domestic): Casino

**CUPEL GRAMMOPON- & MUSICAKTIEBOLAG**

Katarina Baqueta, 17, Stockholm 9

Cables: Cupel, President: Jan Nordqvist, Labels (domestic): Cupel, Tidete, Sweden, Labels (others): Cecet, Kinabut, Grippe, Triola, Yoga

**EUROPE-PRODUKTION**

Drottninggardsgatan 43, Stockholm 11

Cables: Europakopling, President: Gerturke Larsson, Labels (domestic): Eturn

**FRALSINGARMSFEN HANDELSDEV SING**

P.O. Box 590, Stockholm 8 (Ostermalm)

Cables: Fralsins, President: Hans Roa, Labels (domestic): Festival, Le (others): Raja

**FORLAGET FILADELFI AKTIEBOLAG**

P.O. Box 692, Stockholm 15 (Artemisgatan 15, Stockholm 15)


**GAZELL GRAMMOPON AKTIEBOLAG**

P.O. Box 8095, Stockholm 15 (Artemisgatan 15, Stockholm 15)


**GRAMMOPON AKTIEBOLAG ELEKT**

P.O. Box 156, Solna 1 (Anskomhagen 5, Solna)


**INTRECO, INTERNATIONAL RECORD COMPANY, AKTIEBOLAG**

Kungsgatan 38, Stockholm 1, President: HenryFox, Labels (domestic): Decca, Labels (foreign): Decca, Records are distributed by Bosst Grammofon

**GRAMMOPON ACEKTEBOLAG**

P.O. Box 156, Solna 1 (Anskomhagen 5, Solna)


**JOKER RECORDS AKTIEBOLAG**

Park, Solna 8, (Framalundsgatan 4, Solna)

Cables: Karsell Stockholm, President: Einar Simon, Labels (domestic): Ardes, Labels (others): Aries, Joker, Labels (others): Top Man

(Continued on page 7)
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ash Box---August, 5, 1961

Pari II—International Section 67
SWEDEN MUSIC PUBLISHERS

(Continued from page 67)

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(Phone 35, Stockholm 81)
Cable: Musikala, Stockholm.

OKTAV MUSIKFORLAG-GRAMMONTORATING
P.O. Box 4952, Malmo 6 (Drottninggatan 2, Malmo 2)
Cable: Oktavm, Stockholm.

PROGRESSIVE AKTIEBOLAG
Grevatan 38, Stockholm 1
Cable: Multiplin, President: Bo Goran Edling

REUTERS & REUTER FORLAG AKTIEBOLAG
Revisionsgatan 45, Stockholm C
Cable: Reuter, President: Leif Thorvaldsson

ROBERT MELLIN (SCANDINAVIA) AKTIEBOLAG
Drottninggatan 65, Stockholm C
Cable: Melin, President: Ace Gerhard-Larsson

SCALA MUSIKFORLAG AKTIEBOLAG
Revisionsgatan 45, Stockholm C
Cable: Noreco, President: Lennart Reuterstedt

SONET MUSIC
P.O. Box 23035, Stockholm 39
Cable: Sonet, President: Stig Andersson

SONOR MUSIKFORLAG AKTIEBOLAG
Kungsgatan 14, Stockholm C
Cable: Sonor, President: Bo Loften

SOUTHERN MUSIC AKTIEBOLAG
Kungsgatan 74, Stockholm C
Cable: Southern, President: Ronald Stiggren

SPANKA MUSIC
Puippark, Tuulilinna (Paavilinnan 6, Tuulilinnan)
Cable: Swedishmusic, President: Stig Andresson

STOCKHOLMS MUSIKPRODUKTION
Drottninggatan 55, Stockholm C
Cable: Stockholmsmusik, President: Felix Stahl

SUCCESSMÖDJE
Drottninggatan 55, Stockholm C
Cable: Successmusik, President: Felix Stahl

SWEDEN MUSIK
Puippark, (Paavilinnan 6, Tuulilinnan)
Cable: Swedmusic, President: Stig Andersson

WEISSMAN & FEITTSJERSSON
Adelsgatan 5, Vasby
Cable: Hans Feitsson

SWEDEN FAVORS FOREIGN RECORD ARTISTS

It is not easy to win a popularity poll for a Swedish artist, at least not the poll is based upon those records which have been on the Top Ten list during the first six months of 1961. The list of the most popular artists, who were most frequently in the best-selling lists, is in 9th place to others appearing in 18th and 14th.

The list of "Best selling artists in Sweden" is built upon the number of points each of the top ten records received week by week. After six months all artists shared the first place—Elvis Presley with 6657 points followed by Astrud singer Joa's "Save The Last Dance For Me" (Spanish dance for mix) until the record buyers here discovered Damita Jo's "The Last Dance For Me" on Mercury.

The list of the top 15 artists in Sweden:

1. Elvis Presley (RCA) USA = 6614
2. Lolita (Polydor) Austria = 6141
3. Jorgen Ingmann (Metronome) Denmark = 6141
4. Robertino (Triola) Italy = 4139
5. The Blue Diamonds (Fontana) Holland = 3228
6. Jan Campert (Sonet) Denmark = 2523
7. Bobby Rydell (Columbia) USA = 2823
8. Jorgen Jo (Mercury) Sweden = 2272
9. Towa Carson (RCA) Sweden = 2263
10. The Mon Keys (Karussel) Norway = 2541
11. Buzz Clifford (Philips) USA = 1997
12. Ping Ping (Sonet) Holland = 1997
13. The Drifters (Atlantic) USA = 1572
14. Gunnar Wiklund (BBF) Sweden = 3898
15. Thory Bernhard (Polydor) Sweden = 987

DENMARK FAVORS HOME RECORD TALENT

While in Sweden and Norway, only three domestic artists managed to appear among the Top 15. The popularity of the most talented Danish artists, on the other hand, was very different with eight local artists appearing in the Top 15. In Denmark last year has been a great international victory for Danish songs as well as Danish artists at the international markets. Jorgen Ingmann has

1. Elvis Presley (RCA) USA
2. Dario Campetone (Sonet) DENMARK
3. Jorgen Ingmann (Metronome) DENMARK
4. Robertino (Triola) Italy
5. Otto Brandenburg (Odeon) DENMARK
6. The Four Jacks (Odeon) DENMARK
7. Grethe St nozzle (Sonet) DENMARK
8. The Blue Boys (Sonet) DENMARK

RECORD COMPANIES IN DENMARK

AEG DANSK ELEKTRICITETS AKTIESKAB
Aarhusvej 18—Copenhagen V
Cable: Elektro, President: Kajl Enrum

DANKE GRAMMOPHONPUBLIKATION A.-S.
Basselinstraße 3—Copenhagen K
Cable: Danish, President: Karl Emil Knudsen

LOEWE AKTIEBOLAG (Sonet)
Monkstræde 2—Copenhagen C
President: Jesper Rasmussen

DORCHESTER (Sonet)
Dorchester 1—Copenhagen V
President: Hans Thorsen

TONE GRAMMOPHONPUBLIKATION AKTIEBOLAG
Vejlevej 1—Vejle V
President: Per Erichsen

SKANDINAVISK GRAMMOPHON AKTIEBOLAG
Hoffingvej 16—Copenhagen-Voldby
Cable: Grammophon, President: A. J. Food (domestic) (Sonet) Copenhagen

NORWAY MUSIC PUBLISHERS

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P.O. Box 129—Vikenes (Viken)
Cable: Harmonymusik, President: C. C. Hovland

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President: Arild Iversen

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OSKAR SKUS MUSIKHANDEL & FORSELK
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Cash Box—August 5, 1961
NORWAY'S FAVORITE RECORD STARS

Elvis Presley holds the number one position in Norway with net less than eight recordings which have appeared on the Top Ten during the first six months of the year. Biggest sellers have been "Wooden Heart" and "Are You Lonesome Tonight?" Italian boy singer Roberto holds second place with Austrian songstress Lolita at third spot.

Best of the local artists are the local group The Monks, in the 15th spot, with Jan Holand at eighth and Inger Jacobsen at 11th. The complete list of the 15 best selling artists during the first six months of 1961 is shown above:

Elvis Presley (RCA) USA 5,984 points
2 Roberto (Triola) Italy 5,176
3 Lolita (Polydor) Austria 5,176
4 The Allison's (England) 1,257
5 The Monks (Triola) Norway 1,257
6 The Monks (Engeland) 1,257
7 The Monks (England) 1,257
8 Jon Elster in Norway 1,257
9 The String-A-Longs (London) USA 918
10 Buzz Clifford (Philips) USA 805
11 Ingjer Jacobsen (Columbia) Norway 805
12 The Drifters (Atlantic) USA 789
13 Cliff Richard (Columbia) England 716
14 Johnny Tillotson (Hollower) USA 716
15 The Marra's (Columbia) USA 706

FINLAND'S RECORD COMPANIES

Fazer skin Musikikuppa oy
Aleksanterinkatu 11—Helsinki
President: Roger Lindberg

Levyvuori oy
Virkatalo 14—Helsinki
Chief: Leevuori, President: Oskar Roelkanen

Levvuukku oy
P.O. Box 178—Helsinki
Chief: Levyvuori, President: Niilo Hietalahdenranta

Scandia-Musikki oy
Hietalahdenranta 11—Helsinki
President: Sabe 8, President: Pekka Eerola

A/S Nor-Disc
Meksikkokatu 10—Helsinki
Chief: Leevuori, President: Herman Winckler

MUNNUS MARIA.

ICELAND RECORD COMPANIES

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Norwegian Music Publishers

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ARGENTINA — The Past 12 Months

ARGENTINA—Best Selling Singles Past 12 Months

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Ad Adum & Eve
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Rem
Cafe A La Italiana
Melodeto Cafe
Never on Sunday
Lamentando Me Doy
Oh Carol
Perd
La Montana De Inutil
El Matador
Zapping At The Rocker
El Tango
La Marinera
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Paco Gayena
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ARGENTINA — The Past 12 Months

Many changes took place in Argentina's recording industry these last twelve months in the appearance of two new recording companies, the start of many new labels, many "new-concept" waxings, release of many foreign tunes in Spanish versions and some new foreign labels which have been the most important events in this period.

The most important foreign company opened a local branch in September '60, The Columbia International Electronicos of Mexico. The first releases were divided into three groups: Dimsa Esteros ($2.85), a Monaural ($3.08) and a close-up of Mexican waxings. However, Dimsa changed its policy substantially about a month ago and started local production. The other company that began operating is "I-10," owned by manager and arranger Pedro Bosse. These records are distributed by Discosinfonía.

Most contracts have been signed between local diskjockeys and foreign labels for representation of their lines in Argentina. Survo inked agreements with United Artists and Atlantic. RCA started releasing Colombian Sonodux waxings; Microfon has already placed on the market some excellent sound production (Juke Box label) and some Audio Fidelity, and Americo Records. Ariel handles now Brazilian Musidisc and American Colpix lines.

"New Wave" of local artists was bigger this year than ever before; there were too many releases by new unknown artists. As a result, some of them haven't achieved an acceptable degree of success as yet. However, the movement hasn't stopped, as there will be many rear launches every month. 1961 and 1962 will further decide who will become a big star and who will have to leave the battle.

The past year has been the year of American and European songs sung in Spanish by local artists, some of them with big success ("Adam & Eve," "Itale Bithie" and "El Matador"). In some cases, local versions have been shown better versions than original ones. Translations have been made by publishers, authors and even by some disk-jockeys who have invaded this field. A couple of weeks ago, RCA began releasing American hits in English. This is successfully practiced in some cases. However, there is a need to record the latest American hits in English and sell them as well as the other ones.

Price records have been affected by changes, too. Regular LP's have been increased from $3.29 to $3.60 and $3.30 in most cases. On the other side, RCA, Columbia, Ariel, Disc Jockey and Microfon have released low priced albums ($1.89 through $2.98). These records have shown, in general, very good sales, and seem to have promoted single sales. The most important releases have been RCA's "Explosivos" (three of them passed the $5,000 mark and it seems that the fourth will also reach that figure, Columbia's "Ensalada Musical" and The Reader's Digest Classical Music Set, offered at $17.50 in cloth cases containing twelve LP records. Dealers were worried with this factory-to-custom deal, but there was no trouble between the factory and the customers. It seems that sales have shown a slight increase if compared with the last period.

However, sales are far below the gold yearly average (150/51), when only Odeon made about one million records in a month. It is said that television (started in 1951) has been one of the main pin factors for this decrease. Many feel that if radio sta-

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(Southern Music, Edelmi, Acorde)

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Cash Box — August 5, 1961
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Tel 40-2414

RCA Victor

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Buenos Aires

Columbia

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Records Affiliated Ltd.,
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183 Bank St., Mr. B. Belmail
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(See Système Records in London, Ont.)

Trent Canada Record Co.
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(Trent Canada, Eton, James E.M.C., Alland)

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Mr. A. Young

RIMOUSKI, QUE.

Wolford Outlet Ltd.,
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(RCA Victor, Canada)

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240 Lawrence Ave.
George L. Reine
(MGM, RKO, Chappell, Top Rank, Top 50, Century, Fox, Lupe, Wear, Mersey, Barry, Quality Jubilee, Cadet, Capitol, Roy, E. I. O., Mirvish, Ed, Tension, Chet, Cellier, Vey Jay, Seven, Cour, Parkway, Disney, Jingle, Ogilvy, Shepper, Am.)

ST. JAMES, MAN.

Thomas Raphael Ltd.,
57 St. Mary's Rd.
M.C.T. Raphael
(See Cemtom Company in Lachine, Quebec)

TORONTO, ONT.

Aren Records Ltd.,
74, McLaughlin St.
George Osher
(See Cemtom Company in Lachine, Quebec)

Arav Sound Ltd.,
143 Ralph Ave.
(See St. Catharines West, Om.)

Ave Records Ltd.,
151 St. Catharines St.
Mr. C. H. Raphael
(See St. Catharines West, Om.)

Blackhawk Music Co.,
6505 St-Vincent Street
Maurice Bouthilier
(Ferdinand Bobowe, Los Angeles, Inez Records, etc., and various dance records.)

Canadian Music Sales Corp.,
245 Hil Street East
(See Canadian Music Sales in Toronto, Ont.)

Canadian Records Ltd.,
150 Royal Ave.
Mr. J. D. Lopategui
(Capitol)

Columbia Records Dist. Co. Ltd.,
3600 Yonge St.
Mr. J. Williams
(Columbia, Harmony, Epic)

Eagle Music Ltd.,
176 St-Catherine Street West
Emmett Pollock
(Classic Editions, Contemporary, Festival, Period, and other classical and jazz lines.)

Lenon Records of Canada
190 Rousseau Road
Mr. Jimerson
(Aristo, Arista, Imperial, Liberty, Janie, Feathaire, Motion, London, Esmond, Telefonia, Sun, Roff, Argon, Don, Dison, Etn, Duram)

Marquardt of Canada
901 Beulah Street
P. E. Morrison, A. V. McPherson
(Border, Buch Quello, ellis, Epphant, Ompora, Pre- nosion, Paragon, Supersonic, Spoken Word, Top Hits, Vanguard, Vere, and other classical and jazz lines.)

Philomelics, Ltd.,
4404 Decarie Blvd.
Mr. B. Fisher

Canadian Recording Company
(See Quality Records in Scarborough, Ont.)

(Continued on page 741)

72 Part II—International Section
IS PROUD AND GRATEFUL FOR THE ACCEPTANCE OF THE PRODUCTS THROUGHOUT THE WORLD PRODUCED ON

- ABC - PARAMOUNT
- IMPULSE!
- WESTMINSTER
- WHITEHALL RECORDS
CANADIAN RECORD DISTRIBUTORS

(Continued from page 73)

RCA Victor Co. Ltd.
1400 Castlefield Ave. West
(RCA Victor and Company)

Sparton Records Of Canada
923 Yonge St.
(See Sparton Records in London, Ontario)

Zinkon Record Co. Ltd.
94 Wellington St. W.
A. Smulian
(See Zinkon in Montreal, Quebec)

VANCOUVER, B. C.

Aragon Enterprises Ltd.
1932 Burrard St.
A. Beusch
(All labels handled by Sparton Records plus, World Peace, Embassy, Pacific Jazz, and West Coast, Chasix Editions, Dyer Beaus, Contemporary, and other in English and foreign languages.)

Johnson Appliances Ltd.
5299 Victoria Dr.
P. Van Riel
(See Compco in Lachine, Quebec)

RCA Victor Co. Ltd.
2876 Rupert St.
Vancouver, B. C.
(RCA Victor, Canada)

Select Music Co.
1802 Commercial Drive
Red Head
(See Phonodisc in Toronto, Ontario)

Taylor, Pearson, and Censin (B. C.) Ltd.
1064 Richards St.
Ken Walsh
(See Quality Records in Scarborough, Ontario)

Zinkon Record Co. Ltd.
364 East 5th Street
North Vancouver B. C.
(See Zinkon in Montreal, Quebec)

WINNIPEG, MAN.

Electrical Supplies Ltd.
206 Pless Ave.
W. L. Nightingale
(See Zinkon in Toronto, Ontario)

Alex Guindon Agencies
488-490 Main St.
P. P. Bedard
(See Phonodisc in Toronto, Ontario. Other lines in Canada, Plymouth, London, Manchester)

Laurel Record Dist.
1279 St. Catherine Ave.
(See Zinkon Records in Montreal, plus Canadian Artist, Tamar, Nine, Prime, Cash)

Modern Products Co. Ltd.
634 King Edward St.
(See London Records in Montreal, Quebec)

Quality Records Ltd.
4th Fl. Galt Building
R. Ayre
(See Quality Records in Scarborough, Ontario)

RCA Victor Company Ltd.
620 St. James Street N.
(RCA Victor and Company)

CANADIAN RECORD COMPANIES

RUSTICANA RECORDS
1050 Hearst-Fallow
Montreal, Quebec

SPARTON RECORDS
P. O. Box 5088
London, Ontario

VENUS RECORDS
1400 Bishop B.M. 201
Montreal, Quebec

TARTAN RECORDS
216 Algonquin St. N
Port Arthur, Ontario

TRANS CANADA RECORD
1911 Notre Dame W
Montreal, Quebec

ZIRKON RECORDS
10 Pine Ave W
Montreal, Quebec

BARTLEY RECORDS—MUSIMART OF CANADA LTD.
901 Queen St.
Montreal, Quebec

QUALITY RECORDS
350 Blenheim Rd.
Toronto, Ontario

RCA VICTOR
1501 Lomond St.
Montreal, Quebec

RODEO RECORDS
9 A. P. Rd.
Halifax, Nova Scotia

Canadian Pressing Plants

COMPO CO.
1377 Carman Avenue Rd
Lachine, Quebec

CONTINENTAL
1244 Dufferin St
Toronto, Ontario

QUALITY RECORDS
350 Blenheim Rd
Toronto, Ontario

RCA VICTOR CO.
1001 Lomond St.
Montreal, Quebec

SPARTON RECORDS
P. O. Box 5088
London, Ontario

WE WELCOME FRENCH AND ENGLISH MASTERS
For Distribution in Canada

ADANAC MUSIC
512 St. Martin Street
Montreal, Quebec
Tony Caime (Pres.)

Cash Box—August 5, 1961
FRANCE — The Past 12 Months

The last twelve months have been fertile in events of all sorts, but in the music field particularly so. The reason, according to the say-so of all record industry sources, the industry is definitely ready to expand. One is tempted to ask: "Why has it taken the industry's problems are, however, a solution be forthcoming in the next few months—if not the year following."

It seems, in truth, that gross income did maintain its normal level in 1961. The sale of records was sold more during the past year. This was due to a large expansion of all future series by most firms, an operation that had a beneficial effect on the evolution of the market especially since there was a reduction only in 1960 for the economy in question. This true grouping of what was estimated by Nilma was employed (e.g., the Pathé-Marconi Record Club, the Vogue Music Mode Series, etc.). It is no secret that the French record industry's prices are lower than in any other country in Europe. In F.P.'s, despite the fact that pressings of this category are not what they used to be.

The real record "problem" is also a price problem. Record buyers must be pointed out that record-buyers are clear, much too dear and there is no good model in France which is sold at a price that the average buyer can afford. The record-makers are modem by Topazz and Philips are cur-

It must be noted that during the past year, there has been marked progress both on the French market than the record market in general by the French national manufactur- ers while the market was held in big fish. For example, the little record firm that once occupied three rooms and seven employees has become the BARCLAY-BEL-AIR record firm (Editions Eddie Barlay, the Barcis Bel-Air, and which includes the BARCLAY Music Publishing firm (Editions Eddie Barlay, the Hoche Recording Studios, and the Paris and French section of the Villette). The VOGUE company which used to operate out of two little rooms a few years back, is today the industrial-commercial giant of the French music business. It is the most modern and the most rational in France and backed by a well-or- dered financial machine. So, BARCLAY and VOGUE carry their weight on the world's music market and are associated firms in most of the European countries and with new outlets in Eastern Europe and shortly in Africa. We mentioned in a previous column about the French record firms where expert sales are concerned with Barclay running a close second. We will not go into this subject in detail, the decision in France this record industry's sales have broken all records this year and this success without the approval of the four or five of these two companies.

It may be surprising that we devote so much space here to two par-

FRANCE BEST SELLERS FOR THE PAST 12 MONTHS

Barclay — Decca records have been with a real, beneficial effect. While collecting such as "Soria" and "Tresors Classiques" were of the favorites of those who can afford to buy such with "Chaine, " "Voyages Modernes" and the Pathé-Marconi club also in this category—"Bolero" by Ravel or Beethoven is all that's needed is that record-buyer!

Finally, to answer the question of record-buyers, it might be stated categorically that this basic equip- ment where records are concerned must be everything and that until there exists in France a low-price record player of excellent quality, the record market will deteriorate in spite of its present, favorable condition, or, in any case, will evolve slowly and steadily. The Philips firm seems to have understood this—this isn't what's needed is that record-player!

FRANCE RECORD COMPANIES

FRANCE LABEL MANUFACTURERS

FRANCE SLEEVE MANUFACTURERS

FRANCE SELLERS FOR THE PAST 12 MONTHS

FRANCE PRESSING PLANTS

FRANCE MUSIC PUBLISHERS

FRANCE SLEEVES MANUFACTURERS

FRANCE MUSIC PUBLISHERS

FRANCE LABEL MANUFACTURERS

FRANCE PRESSING PLANTS

Part II — International Section 75
For best European distribution

INTERDISC

Every American record manufacturer has had very serious problems to solve in deciding how he is going to distribute his product throughout the incredibly rich European and African markets. INTERDISC was created two years ago to solve the following problems:

1. The European distributor doesn't really understand the nature of the bulk of the American manufacturer's catalogue.
2. The European distributor can only sell the biggest-selling records in the line because it is economically unfeasible for him to manufacture the entire catalogue.
3. The European distributor does not have a strong background in powerful American merchandising methods.

INTERDISC has solved all of these problems. Top American record merchandising executives run the entire manufacturing, sales, merchandising, advertising and promotion aspects for the lines which INTERDISC represents. The president of INTERDISC is Jack Lewerke, the popular owner of California Record Distributors of Los Angeles; Ed Michel, formerly of Verve Records is head of the London office; Alan Bates, formerly of Disneyland Records runs the Paris office; Ron Kass, formerly of World Pacific Records, runs the Milan office and is, at present, supervising the opening of the German branch; and Dick Lazenby, formerly of Quality Records in Canada, is in charge of the warehousing and servicing operations. Four fully-staffed offices have efficiently blanketed the European record market with the complete product of every line they represent. Modern accounting and auditing systems guarantee prompt, accurate and full payments of all royalties due the American manufacturers.

THESE ARE OUR DISTINGUISHED ASSOCIATES IN DISTRIBUTION:

Disques Ricordi
3 Rue de Roquepine
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Schallplatten Import-Dienst
Rossertstrasse 6
Frankfurt—a/M

Associated Recordings, Ltd
13/14 Dean Street
London—W. 1

Central Record Distributors
10 Rathbone Place
Oxford Street, London—W. 1

RIVERSIDE RECORDS (HOLLAND'S NO. 1 JAZZ LABEL) are distributel in The Netherlands by FUNCKLER GRAMOFONPLATEN
A Division of ARTONE GRAMOPHONE N.V.
PRESTIGE SWINGVILLE-BLUESVILLE-MOODSVILLE are distributed in The Netherlands by ARTONE GRAMOPHONE N.V.

Scandinavian Record Co.
Artemisgatan 21
Stockholm

Otto Preiser
Fischerstiege 9/4
Wien

Anvers Radio
Place le l’Yser 10
Bruxelles

Norsk Musikforlag
Karl Johansgt. 39
Oslo

Fona Radio
Christian Winthersveg 3
Copenhagen
For best European distribution

INTERDISC

INTERDISC is proud to represent these leading independent record manufacturers:

- Arvee
- Bluesville
- Contemporary
- Dixieland Jubilee
- Fantasy
- GNP
- Good Time Jazz
- HI-FI
- Jazzland
- Juleon
- Moodsville
- Offbeat
- Pacific Jazz
- Popside
- Prestige
- Riverside
- Society of Forgotten Music
- Stereoddities
- Swingsville
- Washington
- Wonderland
- World Pacific

Mr. Record Manufacturer—we would like to solve your distribution problems in Europe.

Please write or wire us at:

INTERDISC S.A. VIA PARINI 11 LUGANO SWITZERLAND

London Branch
Interdisc Ltd.
20 Bolton St.
London, W. 1
England

Paris Branch
Interdisc, S.A.
Ave. de Versailles
Paris, France

Milan Branch
Interdisc
Via Messina 15
Milano, Italy

THESE ARE OUR DISTINGUISHED ASSOCIATES IN DISTRIBUTION:

KARIM S.p.A.
Via Maragliano 8
Genova
World Pacific
Pacific Jazz
Jazzland

Exclusive Interdisc distributor for Italy
For These Labels

Dansk Grammofonpladeforlag I.S.
Raadhusstrasse 3
Copenhagen

Oy Sonet ab
Hietalahdenranta 11
Helsinki

Frazers Musikhandel
Alexandergatan 11
Helsingfors

N. V. Dureco
Beursstraat 21
Amsterdam—C.

Bluebell Records
Via Garlan 52
Milano

Finesterwald & Cantacuzene
Avenue des Alpes Fo
Montreux

Jecklin & Co.
Rämistrasse 42
Zurich

“Riverside” distribution in Scandinavia:
Skandinavisk Grammophon A/S

(Copenhagen)

through: R. E. Westerlund A.B. (Finland)
Iversen & Frogh A/S (Norway)
Skandinaviska Grammophon A.B. (Sweden)

THE JAZZ DISTRIBUTOR IN SWEDEN
AB Nordiska Musikförlaget
Pipersgatan 29, Stockholm
is very happy to be associated with Interdisc
AUSTRALIA – The Past 12 Months

What's been happening in Australia over the past twelve months?

It's been a rough year for the industry, with many record companies beset by a great number of key personnel changes, the hardest and gravest of all being the passing of the mighty London's long-time chief executive, Bryan O'Keefe.

In recent months, the record and music industries of Australia have built a fairly solid financial foundation, with recovery from the new developments in albums taking place during the year. Although a big salaried musician with a Gold Label Series LP's; this is a classical range and the consumer response is said to be very encouraging. As this year is now available in stereo, it gives the record executive the chance to enjoy the freedom of choice of a wide range of material at a price that the manufacturer can afford. RCA is further expanding its Camden line of albums. The range covers wide variety of LP's and the latest Camden issues are also available in stereo. EMI is continually adding to its low-priced Ace Of Clubs and the response is believed to be improving all the time.

WAG has a low-priced Gem label, the majority of the material being available in stereo on mono and stereo fields, with the bulk of the material drawn from the American Goldengroove and Somerset labels. Radio Corporation, which handles Mercury, Vanguard, W&G and several other labels has its Eclipse Record Club, which is a low-priced service being handled by some dealers as well as direct mail through the club.

Some time back in the Australian column of The Cash Box, there was a report on the Am-Far Record Corporation that has at least fifty new foreign releases under control of Festival Records of Australia. This investment by American concerns is maintained fairly good standard, with a marking-time of the trade rather than a progress in this direction. This trend is expected to be as a product of the overstocking, but there are now definite signs of a progress in most directions in the music industry.

One of the most striking things to be noticed in the Australian columns of The Cash Box has been the buying into Australian companies of foreign labels, a trend in this regard is commendable but here are those in the trade who believe that the loss of control of Australian companies to American companies in this particular case is that what is not the most desirable for the future development of local talent.

SINGLES IN THE DOLDRUMS

Last year it became known that there was great concern in the industry at the somewhat declining sales of singles, and indeed, this situation has been in existence for some time. However, it is now being realised that the industry had to face this problem during the past twelve months.

It is evident that the production of singles is down and the production of albums is up. Since production figures are usually the last to bear the brunt of any decline in the music industry and is not the first to be affected, it is now being realised that the industry had to face this problem during the past twelve months.

Over all, the production range is very small and steady, and whereas a number of singles have been produced in the past twelve months, these have been far from the recording levels of the past. However, some have been done by the reissuing of second (and worse) grade albums into the low-priced field and the situation hasn't been helped any by the printing of inferior records selling at low prices. To preserve the name and reputation that has now been inked off and that is still going well with the Golden Grove Series.

Overall, the production of singles has been making slow but steady strides forward and everything possible is being done to stimulate consumer interest for quality, low-priced records. The industry should guard against poor quality discs that could put a damaging stigma on all low-priced lines for all time. Already, some harm has been done by the reissuing of second (and worse) grade albums into the low-priced field and the situation hasn't been helped any by the printing of inferior records selling at low prices. To preserve the name and reputation that has now been inked off and that is still going well with the Golden Grove Series.

In the next twelve months the industry should make an effort to release good qualityingles and albums in the low-priced field and the situation hasn't been helped any by the printing of inferior records selling at low prices. To preserve the name and reputation that has now been inked off and that is still going well with the Golden Grove Series.

LOCAL ARTISTS

In the twelve months just concluded, the Australian artist has made a further headway, and artists have indeed had a fairly continuous run of singles that have reached chart status—many locally, so successfully. Col Joye has had a fair year with a variety of exciting hits in the disc field, his current hit "Going Steady" is doing just that. Johnny O'Keefe

AUSTRALIA'S TOP HIT MAKERS

Pressing & Distributing America on Top Hits in Australia & New Zealand

W & G Selected Releases

In Distribution: Australia & New Zealand:

Plants: Melbourne & Sydney

W & G RECORD PRODUCING CO., INC.

853 ELM STREET

MANCHESTER, N. H., U. S. A.

185-187 A BECKETT STREET

MELBOURNE, C. I., AUSTRALIA

Cash Box—August 5, 1961

Part II—International Section 79
AUSTRALIA – The Publishing Scene

PAST 12 MONTHS
(Continued from page 79)

has been off the local scene for a year or so, who has made some notable overseas trips. Other local stars such as Johnny Devlin, The Thunderbirds, Johnny Chester, Lonnie Lee, Lucky Starr, The Allans, Harry Stanton, Gaynor Burning, Jay and the Americans, Delligator, and others have enjoyed reasonable disk success without anything earth-shattering, but they have been consoling themselves with the quality of local production remaining excellent. By the time you read this, it will well be that between now and July, we will see the output of local labels that could be a threat to the world market, therefore, that cover versions of top overseas records, and in fact, few record companies attempt the practice prevalent in other countries of having their local artists record new versions of top overseas hits. There is no thought of either choosing original material or new versions of songs that did not achieve outstanding success in other territories. Three years ago there was virtually no local recording activity, but now, most of the major record companies maintain a sizable activity—approximately between 80 and 85% of most recorded material. It has increased the significance of Australian composition, and that was virtually unheard of in Hit Parades three years ago; now these records are established on the Hit Parade Chart. In fact, some of the newer local labels develop their songs positively on local compositions and are building worth while businesses out of this activity.

Collection of mechanical royalties is a more tedious and laborious practice in Australia than in the most English speaking countries. There is no central collection house so record companies are forced to deal with all known publishers of their intention to collect each individual item. The publisher’s agents then collate and return to the publishing company in the form of a Statutory Advice of the intention to release the record, which is rapidly developed into a sizeable paper for the purpose of determining mechanical costs. However, the industry is stabilized by an agreement on the rate which mechanical royalties payable which is currently fixed at 4% of the retail price of the record, locally produced with a slightly higher % on imported records. These royalty rates are the subject of Government regulation which is currently being fought by publishers with increased mechanical royalty rates.

Sheet music sales of pop music have maintained a worthwhile volume which seems to be much more significant than most overseas territories, in fact, some publishers report as many as 10,000 copies of a single record sales as quite normal, although the average figure would suggest something like 60% of sheet music sales to single records in the past year. The publisher in Australia suffers, as indeed the whole music industry does from the smallness of our population, but by the terms of the royalty rates in this country. This means that costs of promotion and collection can easily prove that a successful operation in Australia would be essentially a financially profitable one for the industry.

Several No. 1 Hits in the last three months have included some single record sales and about 6 or 7,000 sheet music sales. It is hoped improved general financial conditions within the next couple of months will see a return to the 40,500 hit sales level of last year.

RECORD EXPORT TO AUSTRALIA
Quantities of Continental (various languages—Folk and Dance Music)
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Baking Nzo, Rawson Pl.,
SYDNEY, AUSTRALIA.

POLYNESIAN MUSIC?

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57 York Street, Sydney, N.S.W. Australia
Labels: Radiola: NBC.

AUSTRA RECORD COMPANY LTD
710 and 711 Hargrave Street, East Sydney, N.S.W.

AUSTRA CO.
Darling House, Rawson Place, Sydney, N.S.W.
Labels: Elite Special, Raddophon, Carina.

EMI (AUSTRALIA) LTD
Keats House, 301 Castlereagh Street, Sydney, N.S.W.

FESTIVAL RECORDS PTY. LTD
230-232 Harris Street, Pyrmont, N.S.W. Australia.
Labels: Festival, Angora, Eumundi, EMI, Columbia, Top Rank, Brunswick.

PHILIPS ELECTRICAL INDUSTRIES PTY. LTD
63 Clarence Street, Sydney, N.S.W.
Labels: Philips, Decca, Phonogram, Decca, Philips.

PYE RECORDS PTY. LTD.
Pye House, 566 Elizabeth St., Melbourne, Vic.
Labels: Pye, Gramophone, Pye, Telefunken, Vogue (France), Durium, Avenue.

RADIO CORPORATION OF AUSTRALIA PTY. LTD
161-173 Smith Street, South Melbourne, Vic.

RCA OF AUSTRALIA PTY. LTD.
38-40 Lincoln Street, Pyrmont, N.S.W.
Labels: RCA, Camin, Philips.

SCALA TRADING CO.
54 Coolaroo Road, Lande Cove, N.S.W. (es)
Labels: Scala, Scala Express, Gramophone, Decca, Philips, Australian, Vogue, Express Language Teaching Records.

WATER RECORDS
28 Windsor Street, Paddington, Sydney, N.S.W.
Labels: Wattle, Folk Music Record Club.

W & G RECORD PROCESSING CO/P/L.
151-153 Grattan Street, Melbourne, Vic.
Labels: W & G, Magna sound, Gramophone, Swagman, Diploma.

AUSTRALIA MUSIC PUBLISHERS
ACUFF-ROSE PUBLICATIONS LTD
265 Collins Street, Melbourne, Victoria.

J. ALBERT & SON PTY. LTD.
157-159 King Street, Sydney, N.S.W.

ALLAN & CO. PTY. LTD.
276 Collins Street, Melbourne, Victoria, also offices and factories:
New South Wales (Aust), Victoria, Victoria (Aust).

MORRIS BELINDA MUSIC (AUST) PTY.
29 Fire Station Road, Mackay, Queensland, N.S.W.
Labels: Belinda, McPherson, Highway.

DOVE & CO. PTY. LTD.
276 Collins Street, Melbourne, Victoria.

CASTLE MUSIC PTY.
Emirates House, 290-301 Castlereagh St., Sydney, N.S.W.

ROBBIE & HAWKES (AUS) PTY. LTD.
254 Pitt Street, Sydney, N.S.W.
Labels: Robbie, Hawkes.

BONNY & HAWS (AUS) PTY. LTD.
254 Pitt Street, Sydney, N.S.W.
Labels: Bonny & Haws.

CASTLE MUSIC PTY.
Emirates House, 290-301 Castlereagh St., Sydney, N.S.W.

CHAPPELL & CO. LTD.
62-70 Clarence St., Sydney, N.S.W. Australia.
Labels: Chappell, Chappell, Chappell, Chappell, Chappell.

ESSEX MUSIC OF AUSTRALIA PT/L.
324 Pitt Street, Sydney, N.S.W.

LEEDS MUSIC PTY.
524 Pitt Street, Sydney, N.S.W.

W. H. PALING & CO. LTD.
338 George Street, Sydney, N.S.W.

NICHOLSON’S PTY. LTD.
416 George Street, Sydney, N.S.W.

SOUTHERN MUSIC PUBLISHING CO.
13-15 Walmer Street, Carlton House, 38-40 York St., Sydney, N.S.W.
Labels: Southern.

Wompers Music also handle: Harry Fox, World Music, Fogerty, Kort.

COUCH BOX—August 5, 196
MEXICO — The Record Scene

MEXICO

Maybe, many of you don’t know much about Mexico and its music, so I’ll tell you a little about my country, in the middle of our own artistic world. First of all, the State of Mexico is a country with 55 million inhabitants and Mexico City has almost five million. Mexican people are very fond of listening to music, with that special “Latin touch,” and maybe you’ll enjoy it. I can assure you that each of them are different in costumes and rhythms. Actually, the Mexican music makes my country an amazingly exciting and the tourist that comes from all over the world to see it. This is the most wonderful impression about Mexico. There are new buildings, new roads and of course, new music currents.

Talking about music, Mexico is one of the richest countries in the world. We have a great variety of rhythms and styles, a homegrown music and our own inspiration. Our folklore music as “the Fuego de las Pozas” played by “juanitos,” “Sones” of Verracuz, “jaranas” of Yucatan and so forth. The “boleros” has been the most important, Top 5 in recent years. There are so many “mariachis,” “cumbias,” and “fandangos” that are very popular but in the spanish versions.

Actually, the Mexican music is worldwide famous and just for an example, I will give you some names: Jorge Negrete, Pedro Infante, and of course, you know, some years ago, Carlos Chavez, a big composer. He is one of our well known composer Augustin Luna, Ernestina Garfais, Julian Carrillo, Pedro Vargas, and our “Mambo” Panchos, Ana Maria Gonzalez, Silvestre Revueltas, Juan Garcia Esquivel, Torin, Nezahualcoyotl, Diamantes, Lola Beltran, Maria Victor, and so many other wonderful names in this world, we have names like Cantinflas (“Around The World In 80 Days”), Mario Felix, Pedro Infante, Adolfo Alvarado, Montilla, Antonio Cordoba, Dolores de Rio, Columbia Dominguez and others.

In the other Latin American countries, the music is very important and the consumer of it is in every place, but the Mexican music is in every corner of my country, is considered to be successful in every place.

One of the main record industry in Mexico, I can tell you that in the city we have five big factories and each of them represent the most important foreign labels.

One of the record industry in Mexico is M. A. V. Music, which manufactures its own records, the same as the other important label. The president in Mexico is Mike Hazzard, Mariano Rivera Conde as manager, and in the promotion department are Marco Molina Montes and Pedro Riojas. Another very important label are Mario Ruiz Arangol and Ruben Pacheco. The president in this label is in Colonial, Anaxia, Cafe, Rinay and many other places.

Another big record factory in Mexico is Panamericana de Discos, S.A. It is owned by the Mexican government named Musart and represent in my country. The chairman is Lucio Angel, His Master’s Voice, Colihue, Mexico, Londin, Parolphete, Pathe Marconi, Rogal, Puchito, etc. The owner of this record company is Jorge Antonio Escobosa, the Mayo Buena, and the two vice-presidents are un known. As artistic directors are Guillermo Monreal, Roberto Rojas, and Luis Arosto. As artistic directors are Guillermo Monreal, Roberto Rojas, and Luis Arosto. As artistic directors are Guillermo Monreal, Roberto Rojas, and Luis Arosto.

Peerless of Mexico is big in the record business in Mexico City. The company has its own label with the same name and another cheaper label called “Eco.” They have the most important artists which they represent, are Deutsche Grammophon, RCA Victor, Decca, London, Vox, Archiv, Seeco, Falcon, Commodore and hundreds of smaller labels. The president of the company and Guillermo Monreal is the general manager, A.M.N are Frances and Mendece.

With the same importance as the others in Discos Columbia de Mexico is the Gramophone, which also manufactures its own Columbia label. Like Victor, Columbia of Mexico has also its own record business. Of course, there are many other important labels of the same name. Also, they sell Epic, Mercury, and Capitol as well as many more. Mercury is the most important label, but they represent many others. The president of this company is J. Manuel Villalcate and Manuel Hussara. As director and the manager in Armando de Llanos and Hernandez Gonzales is the advertising representative of the firm. In the promotion department, the firm has three A.M.N. directors: Andre Toffel, Mario Leder, and Willy Sabrot.

Him Blossa.

(Discos Mexicanos S.A.) is one of the newest record factories in Mexico City and as important as the others. Its own label is Decca, and Orfeon and the foreign reps are Gramophone, RCA Victor, Decca, London, Vox, Archiv, Seeco, Falcon, Commodore, and hundreds of smaller labels.

Actually, the Mexican music is worldwide famous and just for an example, I will give you some names: Jorge Negrete, Pedro Infante, and of course, you know, some years ago, Carlos Chavez, a big composer. He is one of our well known composer Augustin Luna, Ernestina Garfais, Julian Carrillo, Pedro Vargas, and our “Mambo” Panchos, Ana Maria Gonzalez, Silvestre Revueltas, Juan Garcia Esquivel, Torin, Nezahualcoyotl, Diamantes, Lola Beltran, Maria Victor, and so many other wonderful names in this world, we have names like Cantinflas (“Around The World In 80 Days”), Mario Felix, Pedro Infante, Adolfo Alvarado, Montilla, Antonio Cordoba, Dolores de Rio, Columbia Dominguez and others.

In the other Latin American countries, the music is very important and the consumer of it is in every place, but the Mexican music is in every corner of my country, is considered to be successful in every place.

One of the main record industry in Mexico, I can tell you that in the city we have five big factories and each of them represent the most important foreign labels.

One of the record industry in Mexico is M. A. V. Music, which manufactures its own records, the same as the other important label. The president in Mexico is Mike Hazzard, Mariano Rivera Conde as manager, and in the promotion department are Marco Molina Montes and Pedro Riojas. Another very important label are Mario Ruiz Arangol and Ruben Pacheco. The president in this label is in Colonial, Anaxia, Cafe, Rinay and many other places.

Another big record factory in Mexico is Panamericana de Discos, S.A. It is owned by the Mexican government named Musart and represent in my country. The chairman is Lucio Angel, His Master’s Voice, Colihue, Mexico, Londin, Parolphete, Pathe Marconi, Rogal, Puchito, etc. The owner of this record company is Jorge Antonio Escobosa, the Mayo Buena, and the two vice-presidents are un known. As artistic directors are Guillermo Monreal, Roberto Rojas, and Luis Arosto. As artistic directors are Guillermo Monreal, Roberto Rojas, and Luis Arosto.
Luchito Gatica, the star Chilean singer who has lived in Mexico for many years has now produced in partnership with Jim Zsa, a fabulous TV musical show in which he stars with his gorgeous wife Mapita Cortez, Maria de Lourdes, Carmela, the popular children's puppet and musical director Chudoi Zarroza. This show has been seen in Peru, Panama, Puerto Rico and the United States and has been released to video tape-it's $7,000.00 B.S. Incidentally, we received Luchito's latest LP for Mexico and the name of "Luchito En La Intimidad" in which he includes songs like "Misty", "The Apartment", "Cry" (I Thought), "Some Enchanted Evening" (Ask). Todo El Amor Del Mundo (All The Love Of The World) and others.

In the long time, Roberto Ilegastuces, perhaps the best Spanish dancer in the world, is on the air again. Roberto has come back with his well known show and now is appearing successfully in local theaters and night clubs.

We have just received the latest albums from Frank Sinatra and Bobby Darin and both are masterful. "Orange Crush" TV shows recently presented a beautiful program starring Luchito, called "Dejenme Glorificar Tu Nombre" (Ask). Tito Gaitar, escorted by Nita Dove, Lomas' Bros' trio, Blanco y Negro's duet and Pablo B ornahk's Jamies orchestra. Unquestionably, this show has given very few programs of this type of television before.

The most original hand ever formed in Mexico, La Handa de Huaiquilingual, an authentic folk music band, has been reorganized again by its creator-caster Fermin Reina and includes all the actors and musicians this band has had in the past.

Fabricio, the new singer at RCA, has a good record store and successful television appearances. Fabricio is preparing new albums to finish an album. El Patio, one of the most popular night clubs in Mexico City, closed its doors long ago--totally modernized. By November, it will open again with a great variety show that includes Pat Boone as principal star. This will be his first performance in Mexico.

Virma Gonzalez signed contract to perform in the Broadway show, "Redhead," (La Pelirroja) in Madrid at the Teatro de la Zarzuela. Virma had a great hit there with "La Vida y la Muerte del Gitano." Versatil Vedette Evangabella Elizondo, who at the present time conducts her own program, was signed for the Co-Lo's label. Evangabella also will perform at the La Fuente night club.

Luis Arcaraz, who wants to be as popular as he used to be some years ago, has had some arrangements of "Ramona" and the new hit, "The Story Of My Love."

Teatro Ideal will open its doors again with a spectacular show with beautiful Ana Luisa Pelullo, Lobo y Melo, Nono Arsu, The Ropers, Olga Velosky and many other stars. Olga will fly to Japan in Sept.

Sombras (RCA) has recently released a new popular and just recorded for Vik Records, the songs "Luna Sobre Mi Caballeta" and "Oya Y Arcoiris." The album was released on July 26.

A very original program was presented recently on television when pianist Tito Enriquez appeared accompanied by five more pianos. Tito made the arrangement and Peerless Records may record an album based on this event.

We have received a post card from Irma Dorantes in the United States where she is performing at several theatres.

**Mexico's Best Sellers**

1. Escalante—Marco Antonio Muñiz (RCA), Juan Mendoza (Peelers), Javier Sells (Columbia) (PHAM)
2. Peerless—Los Teen Tops (Columbia) (PHAM)
3. Agujetas Color Dor—Pink Sushi Laces—Los Hooligans (Columbia), Dodie Stevens (Dot)
4. Los Locos El Amor Makin' Love—Los Locos del Ritmo (Dinama)
5. Cuando Florzcan Los Manzanos (Apple Blossom Time)—Los Rebeldes del Rock (Orfeon)
6. Leyenda Del Beso—Carlos Campos (Mu sar) (BRAMBLA)
7. La Glocienda—Orquesta Aragon (RCA) (EMMI)
8. Puquita P—Los Locos del Ritmo (RCA)
9. Canela Para—Sorora Sanchez (Columbia)
10. ...—Javier Sells (Columbia), Luchito Gatica (Musart), Juan Mendoza (Peerless) (EMMI)

**Australia's Best Sellers**

1. I'm Gonna Knock On Your Door (Eddie Hodges—London) Belinda
2. Mary Lou (Ray Conniff—RCA) Belinda
3. Temptation (Evelyn Bros.—London) Davis
4. Sporting Soldier (Arndt Stewart—Top Rank) Essex
5. Here Comes My Baby (Rolly Mail—London) Albert
6. Moody River (Pat Boone—London)
7. Suanne Girl (Mark Wynch—Decca) Essex
8. I Told Every Little Star (Linda Scott—Columbia) Chappell
9. The Battle's Over (Arndt Stewart—Top Rank) Leeds
10. Little Devil (Neil Sedaka—RCA) Mellin

**All Time Mexico Best Sellers**

ALL TIMES GAMMA, S.A. BEST SELLERS:
1. La Violenta (Gustavo Montiel)
2. El Peso (Pedro Infante)
3. Un Compenioso (Gustavo Montiel)
4. Jenerico en par (Humberto Muñiz)
5. Nuez en Domingo (Melina Mercouri)

ALL TIMES DIMBA (DINAMA, ORFEO AND MAYA'S BEST SELLERS):
1. Mi Pueblo (My Home Town) (Ray Conniff—Columbia)
2. Hiedra venenosa (Pochoy Eva) (Los Rebeldes del Rock)
3. Chica alegre (Taliban) (Los Locos del Ritmo)
4. Sobretelo (Top Rank)
5. Los Tritticos (RCA)

ALL TIMES MUSART BEST SELLERS:
1. Los Minimulas (Pedro Infante)
2. Hola Destino (Ingrid) (Orfeon)
3. Perro sin patas (Pedro Infante)
4. Hasta la vista (Ingrid) (Orfeon)
5. Co tu reu en el palma (Loia Klein)

ALL TIMES MUSART IMPORTADORA, S.A.
1. Love Is A Many Splendored Thing—Richard Burton, Julie Adams (Nat King Cole)
2. Marlene Dietrich—Carmen Miranda (Carromo Carromo)
3. Last Roundup (Gilfire)
4. Wheel of Fortune (Kay Starr)

ALL TIMES MUSART IMPORTADORA, S.A.
1. El Bebo y La Estrella (Gaylord Cockroft—Orfeon)
2. Claro del dia de oh (Ramón Ayala)
3. Que La Vida Sea (Maximos—RCA)
4. Maria Gralitza (Matero)
5. No me abraquen (Maximos—Columbia)

ALL TIMES DIMBA'S BEST SELLERS:
1. White Christmas (Olga Curb)
2. Rock Around the Clock (Bill Haley)
3. Sergio de la Morena (Los Locos)
4. Love Is A Many Splendored Thing (Four Areas)
5. El perro moderno (Golfo Cruz)

ALL TIMES CO-RO, S.A. BEST SELLERS:
1. Sabor de uvas (Chino Flores)
2. Maria del Carmen and Oscar Barrientos (EMMI)
3. Esperanza (Cesar del Camino)
4. Mi Nena (Ray Conniff—Columbia)
5. Nuestra (Ray Conniff—Columbia)
6. Los Panchos (Orfeon)
7. Los Panchos (RCA)
8. Los Pachos (RCA)
9. Los Panchos (Orfeon)
10. Los Panchos (RCA)

ALL TIMES DISCO IMPORTADORA, S.A. (LP'S):
1. Take Me (Arthur Lyman)
2. Bird (Arthur Lyman)
3. Bird (Arthur Lyman)
4. Encuentro con Luis G. Baldin (Luis G. Baldin)
5. Tito PERELMINI (Eduardo Kergay)

Betancourt Jazz Buff

CARACAS, VENEZUELA—Jazz guitar/charity Byrd (left) and wife Ginny are escorted by President Ro- meo Leonidas and millionaires to a special reception. Event took place during Byrd's recent State Department tour of Latin America. Betan- cart, a jazz enthusiast, reportedly started into the night "digging the Byrd Trio's music. Byrd records exclusively for Offbeat Records.

ALL TIMES CO-RO, S.A. BEST SELLERS:
1. Sabor de uvas (Chino Flores)
2. Maria del Carmen and Oscar Barrientos (EMMI)
3. Esperanza (Cesar del Camino)
4. Mi Nena (Ray Conniff—Columbia)
5. Los Panchos (Orfeon)
6. Los Panchos (RCA)
7. Los Panchos (RCA)
8. Los Panchos (Orfeon)
9. Los Panchos (RCA)
10. Los Panchos (RCA)
Rosita Quintana and Sergio Kahn are here preparing the premiere of "My Fair Lady" in Buenos Aires. This musical has been started as a Broadway run role for "Les Chiffoniers." The show topped by "Les Chiffoniers," the hit, may become a smash success in Argentina, too. The west Chilian disk jockeys. Besides, it has been waxed by Don Nobbey (Horacio Malvicino) for Dick Jockey and Lito Escaro for Music Hall, and Orfeo will release the three in the next months. Odeon pop A&R man Jose Rota invited us to Niña Yalder's first recording session. She will be the first Argentine artist to be released by the label. Another record will be "Quiero Amanecer" and "De Derecho O del Reves." The orchestra, is both directed by arranger Armando Patrone.

Chilean album producer Roberto Moreira has produced Connie Francis records, preparing the market for her arrival. The new titles are "Where The Boys Are," "You'd Better Do It," "One Song in Spanish" (LP). Another interesting MGM release is One And Twenty," by Tommy Edwards.

Smart publishers are happy with the air play received by the Brazilian tunes of Buenes Aires' quartet recorded by Keumar Rios (Phillips) and Catrina Valente (London).

Orfeo announced the release of its first stereo albums. The label will also put in the market the first LP cut by Los Husqueños, the fourth one made by vocal group Los Santos, and Don Goyo's third one, titled Don Goyo en Paris.

Los Chalchaleros have finished their first recording in two years. RCA believes it will sell as well as the other five albums they have in the market. Gigi Gallo, head of Fortissimo Argentina, expects that "No Me Dire Chi Sei," last Umberto Bindu production, will also be a smash hit, as was "Il Nove- tro del Cuore" by Mario Zucco. RCA will release this record on July 16. RCA's arranger—is an arranging some more waxings. He is also promoting "Come Sinfonia" (Like A Symphony), which already has one recording.

Sicamericana, (represents Hispanovox, Music Hall, 20th Century Fox and Dot) started a complete reorganization campaign. Luis Arríbida is the label's new manager. RCA, and the main label of its home country and arranger—it's artistic director. Arriola is one of the founders of Winco, the biggest publishing house in the country. Sicamericana also is the sales manager, and produces 10,000 waxings a month. The plan includes a change into new offices and the building of a complete stereo and monaural recording studio. RCA's costs have been reduced, and those of Sicamericana's latest releases are "Moody River," by Pat Boone; "Afrecusme- nata," by Eloy Escaro; "El Disco," by Los Chalchaleros; and "Un Disco" (Love Is A Record) by Susan Gray and "Jericco" by Siro San Román.

Rodrigo Laque will present his program Musica en el Aire on Channel 11, with Mónica del café, a beautiful young caller. The first one to perform will be Rosamel Araya, the well known bolero singer. Rosamel, along with his famous Cuban singer, will perform on TV (probably Channel 11) and radio. As his label (Gema) is not represented here, he sent some records to prominent disk jockeys, who have already played his releases in their programs. One of his releases are Olga Guib- lot and Celia Cruz.

"I Love You" by The Four Philips; "Jazz Class ...i cal," by the Dutch Swing College Band; "Caleutta," by Mechicolo; "Luna de Tartagal" by Horacio Guarany (who previously recorded for Record)

Chile

Many disk jockeys and business men in Santiago consider that a good part of their stations' programming is bolero-oriented. One radio station who a couple of years ago started Golfocht-Columbia releases with the intention of being up-to-date with American best sellers lists. In this moment, many recordings that occupy or have occupied some weeks ago prominent places in the Cash Box Top 100 are also in Chilean charts: "Dance On Little Girl," "I Love You" by The Four Philips; "Los Amantes," and others. The Four Philips' new releases: "Spanish Harlem" by Jean Michel Defaye (Philips); "An- gelica" by Los Quila Huila; "Once Again" by Dean Reid; "Wheels" by The Strings Album (RCA); "My Baby's Just Like You" by Ray Conniff (Columbia).

The visitors of the week were Neil Sedaka and songwriter Hanna Bronhi. Both were doing a recording for Radio Mineria. Sedaka's "Little Devil" may become a hit very soon. RCA signed a contract with the French label Ducret Thompson for the release of its records in Chile. First releases will appear very soon.

Argentina's Best Sellers

1. Angelica (Lagos) Los Cantores de Quilla Huila (Phillips); Ateneo Parede (MGM-Explosive Vol. IV Selection (RCA)); Los Chilcotex (Odeon); Los Huqueños (Orfeo); Leandro Ocampo (Microfon); Los Peregironos (Dinam). The release of the first album was in April.

2. Fomentos Un Poco En Vivir (Let's Think About Living) (Acuv Rose- Korn); Johnny Corel (Orfeo).

3. Models Of The Machine (Cork, Cork) Hugo Blanco (Polymad); Ramon Caroles (Columbia); Los Avancos (Odeon); Don Nobo (Dick Jockey); Los Carneos (Artel); Los Gis Flora (Columbia); Los Principes (RCA); Tuneo: Nuncio (RCA); Guarnier (Phillips); Tito Alberti (Phillips) and others.

4. Nuestro Concierto (II Nolto Concierto) (Rossi-Fortissimo Argentina) nos: Los Gis Flora (Columbia); Los Carneos (Artel); Los Nobo (Dick Jockey); Los Gis Flora (Columbia); Los Principes (RCA); Tuneo: Nuncio (RCA); Guarnier (Phillips); Tito Alberti (Phillips) and others.

5. Tambo Torres (Toshiba) Ramon Caroles (Columbia); Los Avancos (Odeon); Los Nobo (Dick Jockey); Los Gis Flora (Columbia); Los Principes (RCA); Tuneo: Nuncio (RCA). The release of the first album was in April.

6. Las Hijas Verdes (Green Leaves Of Summer) (Feist-Downey) Brothers Power (Columbia); Los Avancos (Orfeo); Los Nobo (Dick Jockey); Lito Escaro (Music Hall); Billy Vaughn (Music Hall); Tex Beneke (Music Hall). The release of the first album was in April.

7. Campos Verdes (Greenfield) (Monorch-Skorn Brothers Power) respectively. Los Avancos (Orfeo); Los Nobo (Dick Jockey); Los Gis Flora (Columbia); Los Principes (RCA); Tuneo: Nuncio (RCA); Guarnier (Phillips); Tito Alberti (Phillips) and others.

8. Cha Cha Cha Flame (Phan-Edami) Rosamel Aray (Dick Jockey); (Columbia).

9. Esta Noche Mi Amor (Tonight My Love Tonight) (Santana-Fernanda) Paul Anka (Artel); Luis Agule (Odeon); Rocky Pontoni (RCA).

10. Las Copas (Brother's Love) Tony Silvas (RCA); Antonio Prieto (RCA).

BEST SELVIN LPS

(=) Local Product

1. Ensalada Musical Selection (Columbia)
2. Cordenamente Los Fronteroons (Philips)
3. Disco Viva Con Musica (Say It With Nina Caboral (Philips); Carlos Michel (Philips); Los Marrapos (RCA); Los Andaires (RCA); Horacio Guarany (who previously recorded for Record)

Buenos Aires: ARGENTINA—Neil Sedaka is welcomed here by Argentine teen record stars Baby Bell and M. S. Brenner, general manager of Ediciones Fermata. Later, Baby Bell is shown receiving a gold record award for her song "The Lonely Bell." The presentation are (left to right) M. S. Brenner, J. A. Roda, director of Odeon, and E. O. Rosso of Odeon.
Another Brazilian record company is described to readers of Cash Box: "Musicis Ltda."


Laboratory—Avenida Rio Branco 112—224 floor, also in Rio de Janeiro, Sao Paulo, and also—Vic's dos Guimaraes 692—telephone number: 2150-100.

President and Artistic Director: Nilton Santos Pinto (Nilo Sergio); Commer-

cial Director, Oswaldo Simoes Cadaxo; Manager (Head Office), Jose Magal-

hena; Managing Director, Silvio Dias; Other directors: Itala Welp, Arthur Dia Da Silva, Nicolau Rosito, 

Pero Gomez and Jorge Almeida.

Musicis has five labels of its own: Hi-Fimusicis, Hi-Fi Masterpiece, Audio 

Hi-Fi and represents three others: Gram, MGM and United Artists.

Here is the talent roster: Toni Vastini, Bob Fleming, Pierre Kolman, Ed 

Linden, Pedro Rodriquez, Silvio Cesar, Orlando Divo, Zito Righi, Frankench 

poll, Johnny Dall, etc. It is conducted by Sao Paulo symphony orchestra under 

Armando Belardi’s direction and Coral Paulista (Paulo Chon) conducted by Miguel Arquerons. A wonderful album.

A few years ago, a very poor Negro woman living in a slum district (called 

re Favela) wrote a very emotional book about life in her neighborhood, 

which became in a best-seller in a short time. It is called “Quarto De Desapejo” 

and has been translated into various languages. His name is Cesar Maria De Jesus and he also wrote Brazilian music. In addition to being a writer, Enrique Levelberg, the well known pub-

lisher, was the first to hear Carolina’s songs and introduced her to Juvenal 

Manuel, his assistant who immediately thought of having these lovely songs 

recorded. A&R men laughed, but also undertook to compose the songs. So, 

the first album was made and will be released soon. It will contain two 

songs. Carolina Maria De Jesus, acclaimed as a writer, will now try to gain 

the public’s interest as a composer and singer.

The musicians of the American Jazz Festival, including Roy Eldridge and 

Erie Block, like the Brazilian Rina Nova and learned some new songs from this style. Another famous American musician in Sao Paulo, for the second 

time, was Dizzie Gillespie, and he was a big success again.

Brazilians Best Sellers

SAO PAULO

1. "Na Vida"—(Mira)—Edith 

2. "Na Vida"—(Mira)—Edith 

3. "Na Vida"—(Mira)—Edith 

4. "Na Vida"—(Mira)—Edith 

5. "Na Vida"—(Mira)—Edith 

6. "Na Vida"—(Mira)—Edith 

7. "Na Vida"—(Mira)—Edith 

8. "Na Vida"—(Mira)—Edith 

9. "Na Vida"—(Mira)—Edith 

10. "Na Vida"—(Mira)—Edith 

RIO DE JANEIRO

1. "Na Vida"—(Mira)—Edith 

2. "Na Vida"—(Mira)—Edith 

3. "Na Vida"—(Mira)—Edith 

4. "Na Vida"—(Mira)—Edith 

5. "Na Vida"—(Mira)—Edith 

6. "Na Vida"—(Mira)—Edith 

7. "Na Vida"—(Mira)—Edith 

8. "Na Vida"—(Mira)—Edith 

9. "Na Vida"—(Mira)—Edith 

10. "Na Vida"—(Mira)—Edith 

Cash Box—May 8, 1961

BRAZIL

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To Have . . . Or Not To Have . . .

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That Is Some . . . Question!

(Specially written for Cash Box Directory by Bobby Weiss, Int’l Director, Warner Bros. Records)

Having just completed a trip around the world, I am impressed with the thorough knowledge of "what’s happening internationally" in the record field by some manufac-

turers and dealers I met—as through the medium of trade papers, local music information journals plus bul-

letins from various record companies all over the world. I have gained an idea of the very latest happenings in Ameri-

can and elsewhere.

More than once—the subject of the demands being made by some USA labels—exchange for representa-

tion rights—arose, and besides some of the Empire States-large financial endowments asked for, the majority of American companies wanted their "own label." In some cases, it is understandable—could be a very valuable asset—but in the majority of requests, the record company bestow a license or label. "W-H-Y?"

Every time someone interested in the USA, a new record company is being born—and thanks to the liberty of our great America, you can start your own label—and with a ‘little bit of luck," could be a profitable venture. However—this does not mean that we will become rich with this success. Only a few records—that we can turn around and demand "high prices advances and distribution," to maintain, a label simply cannot absorb all of the advances. Also, one has to understand just how to build up—to the international record scene is faced with a tighter economic picture than we have in the USA, far less chance of exploitation (we know it with A&M, MGM, etc.)—plus language barriers.

Just because you want that global identification—is not enough—
you

have to be able to support that label abroad. You must think of the唱片's "International Sales" (of course!), showmanship, a steady plan of releases with consideration for the listener involved, quality of product, etc.

I can already hear some people in the trade saying—"Yeah—and didn’t Warner Bros. ask for their own label?!" The answer was, "Of course we did!" For years, the international movie goer has become familiar with the mammoth WB shield shooting out at them from their movie screens—and it was with pleasure that whenever I presented my card—in Tokyo—Saigon—Bangkok, etc., I heard, "Oh yes—WB—Warner Bros., of course!" We already had a pre-sold audience of people who knew they could be—"Why not—Warner Bros., and so with this vital advantage—coupled with our powerhouse showmanship, our recording stars, outstanding quality of recordings and packaging—we were able to obtain our trade mark identification—throughout the whole world.

A prospective foreign licensee has to have more than just two or three letters in the alphabet with which to work. He must have been proven in something in the USA first before you can ask for same in any foreign country. RDG has the roaring lion—Capitol has their capital dome and stars—make certain you have an established trademark, supported by some form of success before you ask a foreign company to undertake the expensive promotion of building up this label in a market already

overcome by "just one more label." Give them something besides letters in the alphabet.

Part II—International Section 85
The summer slump is on and the record industry here is resting its tired bones and awaiting a big fall season as usual. The really big summer hit here is “Ain't That Lovin' You” by Bing Crosby and a new hit “Babysitting Boogie” are still toppling sales at present. The only new recordings that show signs of brightening up the summer sales are the 4 German versions that have been released. Mary Plain, Bing Crosby and Rene Collo, the new Bill Ramsey recording of “Zuckler-Puppie” the story of the mystery of the fate of Mr. and Mrs. Universal Volumes.

The Sheriff from Arkansas was a Lady,” Bicky Nelson is also racking up top sales with his original version of “Mary Lou” which has reportedly passed the 100,000 mark. Elvis Presley is moving along nicely with “Wild In The Country,” which also has two fine German “covers” by Newcomer Michael Holm and topsellingteenager Donoegon. The American release mentioned are the “B” sides of the original records, but both are better for the German market than the so-called “A” sides. It’s a strange business, but the sales are there and that’s what counts.

Ping Pong, who hit the top of the charts here with his wiggling of “Succ Succ,” visited Munich and publisher Harry Trenchard, and produced the first film “Drei Weiße Birken.” Following in the footsteps of Ping Pong in a new film “Drei Weiße Birken.” Beirerin, who runs the Munich Publishing firm here, also reports that Leon Cabat, the president of Vogue Records in France visited to talk about the new German productions for the firm. It seems that Vogue plans to do much more recordings in Germany in the future. Also new hits are A&R singer about the new hit “Drei Weiße Birken.” Adieu, Lebowski, Goodbye, “Oh, My Largest in the World,” and “We Lagen Yor Magadan” for the German market with all the copyrights listed for Munich Music.

Speaking of Vogue, the Frankfurt connected chief of Deutsche Vogue Unter's company, has also issued the first 2 new recordings of the march “Alte Kamara.” The best selling Italian waltz for the firm in present is Durrun's Marino Marini with “Pimbo” and the best selling disco is the new album with Donoegon. The new hit with the title “I Have A Drink On Me.”

Germany’s top selling male singer Freddy has released his first LP this week and sales are already beginning to climb. The oldie “Glowworm” is enjoying a comeback via recordings by Johnny Maddox and Hutch Davie here. The two American waxings are off to a fast start with the titles here.

Teldec records is busy preparing promotion for 2 special LP's and 22 EP's of various musical specialties designed for the tourist trade. Sales plan is “Buy Music, travel to Berlin.” It seems that Philips Records cleaned up at the Berlin Festival of Films recently. We've already reported that the firm has the music from the winning films in the Festival, which is known as the Grand Prix. Philip's firm reports that a new musical waltz by Nana Mouskouri from Athens, Greece will be released on July 11th. “We Lagen Never On Sunday” Hudis will be ready for release with top publicity afforded the platter.

This column has often reported on recording stars with world popularity recording in the German language. These artists have been exceptionally successful with such recordings and they are Connie Francis and Elvis Presley, who did a little German singing on his “Wooden Heart” waltz is now available in a new form. Many artists are getting into the act of recording for the first time on this market. Many have received a bonanza from American firms in the past few weeks, while we feel that both of these records will not be successful, we would like to take this opportunity to comment on some of the new things in this market. One of the new things is not Invasion of these recordings. The first record is a Warner Bros. recording by Johnny Walsh of 2 American artists. The lyrics, which are direct translations of the English lyrics are completely incomprehensible for present day German.

The singer is further hampered by an accent which was not worked on by an A&R man or director with knowledge of the German language as is apparent in the second recording where the pronunciation is by top teacheaer Cattura.

The producers of this waltz got two fine lyrics from top text writer Kurt Herla, but once again with no German A&R man on the scene, the recording comes off with a strong German public just as it did. The recording are forwarded to the recording department for present day Germany.

While everything seems very quiet for the summer vacation until the August tender season, when the music world again starts activity, the alarm clock has been in action at Philips. Schaft Distel has just waxed a new session which he has recorded among other songs, “Ca C Est Du Poulet. Don’t for this melody first appeared on the deck known as Chalkadri (RCA) and it has then traveled a lot. After Distel, Ren (Barclay) and Los Gangcari (President) are going to wax this one. This is a song to be kept in mind. Follow for future success. Publishers for France, and certain other parts of the world is Ted Moura. Apart from this, Distel recorded “Madame, Madame”, “Colin, Colinette”, and the oldie “La Corvina.”

We’ve been informed about the success Jacques Brel has with disk “Morgond” and the sale of a lot records by Salvador, Dario Moreno has a waxed four timed titles of which, at present, we have no details.

The last session by Johnny Hallyday in Marseille, excited teenagers so much that the police had to call in a fire brigade which water-bossed the spectators. This brought down the temperature, and cut down incidents which might have been more serious. Cahib has hastily announced the release of Hallyday’s first disks in Venezuela, and while we are on the subject of exportation, Vtg has just signed a distribution agreement with Timo of Denmark. The disks will be released under the Vogue Label. Petula Clark has has just waxed “Romesa,” to the English version of “Salome.” Just a reminder that the oldie belongs to Breton, and is coming back in the limelight again. Dario Moreno has been mentioned for this tune.

Some news from the Casinos in Normandy. At Deauville, the Alux Comte Orchestra (Fontana) assured a success, Jacqueline Francoise also on the program, also a Souzay recital at Trouville, with Jacques Brel and others.

A new recording by Becaud, which is always an event, is “Nous Les Copains” This is published by Madame Breton, as is “Abrima Birshou.” This title means “We Are Evil” and is taken from a new film of the same name. The English version of “Salome,” Just a reminder that the oldie belongs to Breton, and is coming back in the limelight again. Dario Moreno has been mentioned for this tune.

France’s Best Sellers

1. Pepele Los Machacambos Los Pepitos (Ed Francisco Ed)
2. Tuttii Fruitti, Halliday (Black)
3. Nuits D’Espagne (Spanish Harlem) Dalida-Ben E. King
4. Les Deux Moulins (Italian) Auberach
5. A New Orleans J. Halliday (Ed Caroussel)

Paris Cocktail Party For Percy Faith

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There are a few changes in the directorial department of EUROPE No. Louis Merlin, general director, has been called to take over the functions, particularly the vice presidency of Image Ed Son, an affiliate. Merlin’s post has been taken over by Mr. Siegel, Europe No. 1. The attribution of Lucien Morin seems to have been decided and will be released in a new film of the same name. The English version of “Salome,” Just a reminder that the oldie belongs to Breton, and is coming back in the limelight again. Dario Moreno has been mentioned for this tune.

Philippe Buteut is preparing for the coming season “The Guns Of Navarone” theme song from the film of the same title, musical score by Dimitri Tiomkin. It seems that the French version will be penned by Brossade. This is unusual the first step taken for a recording by Les Emigration De La Chane, who are in need of a good song in this era of rock ‘n roll to put them on the market. The title is “Take Me Home” and the lyrics are special to this. Buteut is heading for success. Edith Caravelle is the lucky publisher here in France, and orders are coming in.

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Canada, as a rule, follows the marketing trend established by the United States. Canada, being a next-door neighbor to the States, is so influenced by events that even Canadian hit charts correspond with those from the States. True, many American hits may sell more or less proportionally in Canada than they do in the States. Example: “I’m Gonna Knock On Your Door” by Bobbie Gentry had a hit in Canada in May. The only really big hit in August was “Try to Remember” by Johnnie Ray. Of the top 10 hits in August, there were nine Canadian made hits. Canada has had some marvellous successes with records produced in Canada. One of the best of these is “Try to Remember” by Johnnie Ray.

In the summer months, we find a truly Canadian Industry. You will find the contents of detail under the sub-title, The French Industry. In Canada we find no market for the American population. This does not mean that Canadian hits will not be purchased by what they sell in the States. Canada’s population is spread over a distance of three thousand miles. Although 90% of this populated area is in the 250 miles of the southern border we must consider the many different nationalities, other than English, which make up a large part of Canada’s population. Few people out of Canada realize that here are more than 20,000 French speaking Canadians. These people buy American hits but nearly as much as the English speaking Canadians. Instrumentalists will hit in Canada, and are very well represented in the States. Good examples are Sunset Drive, Billy Vaughn, The Ventures, etc. This spring, Canada had its biggest hit of 1961 with “Wheel” by The String-A-Longs. This record did exceedingly well here in the French Province, where the bulk of the French population exists. Therefore, because of the scattered population and the different nationalities in the States, we cannot average one-tenth of American sales. To be more realistic one can look at approximately 5% or 6% of American sales, not even these figures are often realized. Best selling artists of 1961 in Canada are: Orenda Lee, Bobbly Byrdell, Elvis Presley, Duane Eddy, Connie Francis, Neil Sedaka, Paek Anka, Brook Benton, The Platters, The String-A-Longs, Shirley & Company, Kingston Trio, Bill, Vargas, Jackie Wilson, Roger Rabson, The Ventures, Chubby Checker, Bobby Darin, Risley Nelson, Marty Robbins, Adam Wade, Frank Sina, Mitchell Miller, Ben E. King, US, Bonds, The Shibrelles, etc. These artists came through with 50% or more big Canadian hits or had a very successful album year.

DISTRIBUTION

Canada has nine coast to coast distributors. This is to say there are nine Canadian branches in the major cities. The firms are: Capitol, Columbia, Compo, London, Phonodisc, Quality, RCA Victor, Capitol, Z Ink. A number of companies handle all mentions under the distributor list. Here are other distributors who handle other lines. But, 98% or more of the lines are handled by the above mentioned companies. The independent Canadian firms, French Phonodisc, Quality, Somebody, and Z Ink. Events of 1961 in distribution; Quality Records again had the most amount of sales in Canada. The United Artists Records went to Compo, RCA Victor, Quality, Z Ink. Records made its entry on the Canadian scene for one year, this company made tremendous strides in acquiring American hit records. It also established the distribution list. Reprise Records was acquired by Sparro Records. London Records moved to a new modern warehouse and modern administrative offices.

THE FRENCH INDUSTRY

The Province of Quebec, a distinct national industry. As mentioned before, there are 4,500 French Canadians. This has created a demand for a French Industry. The strange thing about this market is that it’s eight hundred miles away from Montreal to the US border. That is to say and the territory in between are the provinces of French language are produced in Canada. The center of this industry is Montreal. Montreal is equipped with many recording studios which are driven primarily in French records, and a large pressing plant. RCA Victor has installed one of their custom studios which is completely equipped. This studio is often booked by French artists. The studios are equipped with the largest pressing plant in the French world.

There are ten French distributors. Among the labels mentioned above there are five Canadian who have thus far distributed exclusively French. They are: Adanson, Arcachon, Musimat, Societe Metropole, and Trans Adanson. The largest French distributor in Canada is Trans Adanson. This company continues to grow by the month. Another French company is Pathe Records which distributes by Capitol. Amongst the labels mentioned above there are five Canadian who have thus far distributed exclusively French. They are: Adanson, Arcachon, Musimat, Societe Metropole, and Trans Adanson.

The sales potential market of this industry is staggering to the outsider. The biggest hit record was "A Million Little Kisses" by Roger Miron on RCA Victor. This disk to date has sold 109,000 copies. This record is distributed by Columbia Records. A good seller is placed 10,000 sales. 25,000 to 30,000 sales is considered a million seller. The sales potential market is 90% of the market. Quebec City and area is the major center of French sales in the province handles a large remainder.

The French Canadian name artists are Michel Lougina, Fernand Gig, Claude Girardin, Les Jerholas, Ti-Gus et Ti-Mousse, Pere Gerson, E. Satine, Aline Major, Yolande Gueray, Jean Roger, Felix Leclerc, Yvan Daniel, and many more. Of these only one is known outside of Canada. That is Yvan Daniel, who is a big star in France.

The American Invasion continues. Charles Amos, Gary Beart, Viva Contad, Gilbert Becaud, Edith Piaf, Jacques Brel, Annie Cordy, Romy Schneider, Claude Robyn, Georges Guertay, Tokima, The Companions de la Chanson, and many more. They are also well represented in Canada.

In sales during the past year, we find these artists the best coin getters: Claude Girardin, Michel Lougina, Pere Gerson (sold 25,000 copies only album), Ti-Gus et Ti-Mousse (also very strong in albums), Les Jerholas, Claude Vincent, Dalida, Gilbert Becaud, Edith Piaf, Jacques Brel, and many more.

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A Good Year” for Italy’s CGD

Congratulations to Britain’s latest disk star Eddie Kane, who, this week, tops the charts with his first Decca waxing: “Well I Ask You.” Released on May 12, it has taken Kane only ten weeks to become the third British artist to reach the coveted No. 1 slot this year. Other British hits this week are “It’s a Boy” by Alan Freeman, “Darling” by The Marmaladers for Danish Radio, last week, he cut his follow-up disk for release on August 25, again without a written hit for 20 years. “I’m Not Your Number One” by Philip Waddilove of Audio Enterprise, who handles Kane, also report success for The Keiths, who, after two weeks’ cabinet in the top ten of Madi- don and Barcelona, end an eighteen-week tour of Germany with a stint in The York Carter Show in Frankfurt. Rogers this month leaves the following artists in the Columbia talent Pool: Manager.

Two new appointments have been made within the Keith Prowse-Peter Mar- rice publishing group. Peter Phillips becomes general manager of Bourne Music and Ernie Ponticelli, late of Chappell’s, moves in as general manager for Peter Rogers.

Noel Rogers of Dominic Music excited about the state side reception ac- corded to the Italian film “Rocco And His Brothers.” Releasing on September 14 Rogers publishes the music including the theme “Nadia” recorded by Mantovani for release here on Decca and in the United States on London, Mike Stewart, owner of Dominic Music, arrived from New York last week for discussions with the London office.

Caparson Records issued a three-record album of “Othello” directed by Howard O. Scheller for the Shakespeare Recorded Society. This is the first of a new series planned to cover every work of Shakespeare.

The Robin Hood Band, comprising 75 young American musicians currently on an international friendship tour of North America and Europe, arrived in London last week for concert dates and their own BBC TV show. EMI released an LP of The Robin Hood Band and it was donated to the National Playing Fields Association.

A pianist and Columbia recording artist, George Wein has recorded a new series of six weekly shows for BBC TV. Guest stars include Bert Weedon, The Kaye Sisters, Helen Shapiro, Petula Clark, Semi Ronnie and Bonnie Hilton.

The first LP by Alba Cogan since he left the Italian crossover enterprise “With You In Mind,” was released last week.

The recording of the first LP of a country artist into this country continued with the arrival last week of cabaret star Frances Faye. Unknown here, except for her recordings, she makes her British debut at Bernard Delisle’s Town of the Nile. To coincide with her visit, H.M.V. has released “A1 Greatest Hits,” by The Return to the Shire.

Top female vocalist Shirley Bassey should have her third successive hit with “I Love To Love You.” Harry’s latest Columbia waxing with accompanying by Geoff Love and his orchestra.

After an absence from the charts of over 12 months, Tommy Steele should return with this latest Decca waxing of “I’m Going On The Wall.”

In the U.S., this year’s Beaulien Jazz Festival is to be filmed for inclusion in a full color picture to be made later in the year by Rietti Productions starring top German teenage recording artist Conny (Brodie). Appearing in the film sequence with German boy band Wien and The Hollies Koller and the British bands of Chris Barber, Johnny Dankworth and Terry Stafford.

Following last week’s successful opening of Anthony Newley’s west end musical “Stop The World—I Want To Get Off,” Decca released a single of two tracks from the show “What Kind Of Fool Am I” and “Once In A Lifetime.” An original cast LP is being cut for early release.

The reissue of Decca’s “My Kind Of Girl” has been waxed by Beattie Lillie and is also out on this week Decca.

Newley’s co-writer Leslie Bricusse, who wrote the Matt Munro hit “My Kind Of Girl,” is currently writing the material for Beattie Lillie’s forthcoming Broadway re-}

“A Good Year” for Italy’s CGD

In cooperation with Fast Records of Antwerp, CNN made a local record of “Yellow Bird” by “Sam And His Rocking 5,” a group from Beneux.

United Artists Records, formerly available here on Decca, are now released on their own UA label. First releases are “Exodus” by Ferrante & Teicher on “You Never On Sunday” and label. Highlights of recordings made with UA are distributed in Holland by L. C. Phonogram.

“A Girl Like You,” a new disk by England’s Cliff Richard, is now the big seller of Columbia’s current single-repertory,” according to Robert Oegens, of Decca’s Columbia label manager.

“Sales of Mercury’s Perfect Presence Sound Records are really great that Hans Van Zeland of C.G. Nood L.C. is a very important thing that the L.P’s are sold over here in the same album covers as in the U.S.

Maurice Chevalier’s new album, “Thank Heaven For Girls,” will certainly please the selective Chevalier-fans, says Frank Visser, Bovema’s MGM-chief. The new LP seems to catch many of her fans in this country, which also counts for Shek Woolie’s “Sunrise” this week. Connie Francis’ “Breaking In A Brand New Heart” is a fast climber in the Dutch market. The flipside “Some Else’s Boy” has been released in the German version “Schonem Fremde Man.”

The Dutch Swing College Band just went to South America for TV appearances. The boys will be “Way Down South” for a couple of months. Their recordings for Philips are all showing good sales.

Dutch contralto Aafje Voskuil was presented and honored with the "M. Holland Cohen Memorial Award," an annual British prize. This distinc- tion was awarded to Aafje for her recordings of British folkloric music (released in this column not long ago) and her personal appearance in England.

"Zorina," Rex Gildo’s biggest hit during his recent visit to Holland, is not doing very well in the Dutch market. A good run-up for the His Majest’s Voice label is Adam Wade’s “Point Of No Return,” backed by "Writing The Wrong Thing."
ANNUAL DIRECTORY

Cash Box

of the Coin Machine Industry

and

19th Anniversary Issue

1961
George Shearing, 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 33 1/3 stereo hi-fi. Ten popular album hits...all by the same artist and not available on 45 RPM!

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WEEK OF JULY 31
GEORGE SHEARING The Shearing Touch
(Capitol)

WEEK OF AUGUST 7
JOHNNY Griffin AND EDDIE "LOCKJAW" Davis Tough Tenors
(Jazzland)
Dear Friends:

Cash Box is proud and happy to bring the industry the most complete, comprehensive and largest directory issue ever published.

At the same time, Cash Box, in celebrating its 19th year of service, humbly acknowledges its obligations to its readers and advertisers, without which Cash Box could not have attained its present stature as the World's Leading publication in its field.

We wish to thank all our many friends throughout the World... and assure them that Cash Box will continue to bring the industry the utmost, following its well known and proven policy of honest, fearless, constructive and progressive service.

President and Publisher
The Members and Officers of
AMUSEMENT MACHINE OPERATORS
ASS’N of GREATER BALTIMORE
Extend Their Best Wishes
to
THE CASH BOX on its
19th ANNIVERSARY

JULY

• France removes restrictions on amusement machine imports • Bill Herbold joins Empire CM Exch • W. Va. Ops hit lack of PR support from nation’s coinmen • ChiCoin takes off on vacation • Atlas holds gala 33 1/3 dinner meet • Jennings announces new slide vender • Sol Gottlieb leaves for Europe • Davis promotes sing-along in Syracuse • Parkoff stresses importance of 30 records on juke • Rock-Ola purchases Hebel, enters vending • Gottlieb ships “Capitol 10” • NY Mutoscope to hold affair Nov. 5 • First Miami vending school held • Bush CM Opera House opens entire panel • Gottlieb acquires Nationwide Food Service • Wurlitzer extends Lew Jones territory • Rumors circulate on possible Seeberg merger with Itek, which eventually were dispelled • Empire outfits new arcades in Chi with big ball bowlers • Sparks opens in Columbus • Cyril Shack sees more stable industry in England • Mrs. Lillian Shaw, POA secretary, expresses ideas on outlets for year with good reports from London • American Shufflette board appts. Dale in Canada • Auto-Bell ships “Five Jacks” • Redd Distributing announces multiple project plans and expansion • Williams ships “Space Glider” guns • 12 month trial for new machines is 93, with pinball leading field • Irving Kaye Co. takes new quarters • Seeberg acquires A/P for LP programming • Wurlitzer appts. Bill Miller to European sales post • Sun-Glo announces new powdered wax • Rock-Ola elects Frank Doyle to board • Capitol to release 33’s • National Vendors enters European market • NY State holds PR firm outline new contest idea

AUGUST

• NY games ops meet on contest idea and show approval • D. Automatic appointed by E. E. Smith director • Dan Donohue retires • American News buys Cory • Bob ships “Spot-A-Card” • Fischer appts. Calderon • 3-month quiet sales program pays off for AMI phone • NYC vender standards turnoury by distrib ties as contest time nears • Sandy goes to Gibraltar firm •declare bankruptcy • Harry Berger announces new games contest • Keeney opens fall line with “Twin Red Arrow” • Service Games Inc., bought by Silo, gets again • Canuck to see • Seeberg-Berger-Bauer • Music ops of Virginia look to record turnout for Seeberg • “Kill A Vol To A Stereo” • new book released covers juke industry • “Top 20” • NYC • American Shufflette board ships four brands of wax to customers

SEPTEMBER

• CB editorial asks for new commis- sion arrangement • Atlantic NY Corp. fetes ops with gala dinner during 30 intro period • Gottlieb, Seeburg’s “Jungle pin” • PR firm aims contest turnout idea at location owners • RMSA banquet set for Nov. 5 • Music ops sponsor soapbox race • Canteen third qtr. earnings drop • S. D. Music ops re-elect Manolis, Honor Trucano at meeting • Geo. Miller suggest combination meet between Florida ops and MOA board • Redstein sees “Bowl-A-Rama” as big money maker for taverns, arcades • Bally releases “Barrel-O-Fun” • Berger continues promoting his con- test, knocking original idea by PR firm • Poll shows US Graphic NY Corp. ready for Charleston convention Sept. 15-16 • 100 doctors named to Gottlieb’s hospital in Chi • NAMA to accept music ops as long as they are primarily engaged in vend- ing • Berger and PR firm continue battle for contest idea • Music Ops of Nebraska to hold fall meet in Norfolk Oct. 1-2 • Std. Financial acquires Fortune Factors • Bally releases “Deluxe Jumbo Bowler” • Joe Man- gone hurt in accident • Seeburg ap- points Sl Redd in New England • Seeberg names Leonard Gross vend- ing head & Gottlieb opens fall season with “Melody Lane” 2-ply • Lillian Kubicek named Seeberg counsel • Univ. Match acquires Giansco & Ken- ney ships “Sweet Shawnee” upright

Congratulations “Cash Box” on your 19th Anniversary from
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Our very sincere congratulations on
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Congratulations
to
CASH BOX
on its
19th ANNIVERSARY
Thanks For Your Continued
Efforts In Behalf Of The
Music Machine Operators
Recorded Music Service Association
CHICAGO, ILLINOIS

Cash Box—August 5, 1961
HISTORY OF THE COIN-MACHINE INDUSTRY
July 1960 – June 1961

1960

OCTOBER

★ Coin Machine Council appoints inquirer for account ★ Williams ships "Viking" 2-ply ★ Rock-Ola concludes 14th Clare sale ★ Gen. Regis’ UK okays fruits machines Jan. 1st ★ Bert Betti back from Europe with good report on slates, pool tables ★ Eldelman of Cinema Vending to Europe on background music ★ Bally intros new coin chute for bowlers ★ Marvel expands plastics line ★ Seeburg 33 road show to Des Moines ★ Wurlitzer appts. Model distribution Philadelphia ★ Continental Vending appts. Storlberg to head sales ★ Canteen proposes com- mon stock offering ★ British Tribunal hears first case concerning 1956 copyright case ★ Glass form on One Skee Coin distributing firm ★ United ships "Sure Fire" and "Tilt Top" ★ Berger incites interest wanes ★ CB reports on betting-gaming act in detail ★ Canteen elects Fred Schuster chairman of board, Leverone retires to founder chairman position ★ Nebraska Guild registers date for meet to Oct. 22-23 ★ Arnold Talisman's son weds ★ Rock-Ola intros "Regis" model to trade ★ Spokesman for Broadway show "Do-De-Mi" vows legit approach to Jack box industry story ★ Wurlitzer names Raymond for Chi ★ Seeburg expands Wolfe territory to include Louisiana, Miss ★ Red Dist. Co. plans move to new space ★ Bally releases "Jamboree" upper-right ★ MYS ops elect Millie McCarthy president ★ Lou Marozin dies ★ Bob Dunlap named Rock-Ola dist- trict mgr. ★ Harry Mabo announces retirement after 30 years in biz ★ Sun Refinishing announces pilots ★ 14th annual NAMA Convention opens in Miami Beach ★ MONY to hold annual at Riviera-Terrace, change site ★ Bally ships "Skill Derby" upright ★ Irv Kempler apptd. Runyon sales mgr. ★ Gottlieb ships "Flapper" ★ Music Col adds afternoon sessions to evening service school program ★ Libra to expand Wurlitzer outlet in Waterbury ★ Clare Enterprises named Wurlitzer rep in Buffalo ★

NOVEMBER

Seeburg intros '61 phone line, announces new crushed ice drink ven- der ★ and 1000 compact background music systems ★ MONY drafts Den- ver for president ★ Coin Council ar-ranges a meet the press for industry ★ Unions prepares for nationwide "Bowl-A-Rama" program ★ Rock-Ola ships "Dixieland" ★ MONY plans to show for 1st time ★ NAMA western show to be held in Dec. ★ "Regis" Rock-Ola showings held around ★ NAMA attend- ance breaks record ★ Seeburg plans nationwide shows ★ Ed Ratnajak takes MOA post as managing direc- tor ★ NAMA re-elects slate ★ Bally ships "Bally Senator" ★ Chi Parks Show expects record attendance ★ Coinmen meet with state officials to discuss legislation ★ Continental in- stalls auto cafeteria in Bert Lane ★ Miami plant ★ Herman Faster shot to death in Milwaukee ★ Seeburg forms factory branch for W. Va. and

DECEMBER

★ MONY re-elects Denver pres ★ MONY inquirer for account ★ Williams ships "Viking" 2-ply ★ Rock-Ola concludes 14th Clare sale ★ Regis’ UK okays fruits machines Jan. 1st ★ Bert Betti back from Europe with good report on slates, pool tables ★ Eldelman of Cinema Vending to Europe on background music ★ Bally intros new coin chute for bowlers ★ Marvel expands plastics line ★ Seeburg 33 road show to Des Moines ★ Wurlitzer appts. Model distribution Philadelphia ★ Continental Vending appts. Storlberg to head sales ★ Canteen proposes com- mon stock offering ★ British Tribunal hears first case concerning 1956 copyright case ★ Glass form on One Skee Coin distributing firm ★ United ships "Sure Fire" and "Tilt Top" ★ Berger incites interest wanes ★ CB reports on betting-gaming act in detail ★ Canteen elects Fred Schuster chairman of board, Leverone retires to founder chairman position ★ Nebraska Guild registers date for meet to Oct. 22-23 ★ Arnold Talisman’s son weds ★ Rock-Ola intros "Regis" model to trade ★ Spokesman for Broadway show "Do-De-Mi" vows legit approach to Jack box industry story ★ Wurlitzer names Raymond for Chi ★ Seeburg expands Wolfe territory to include Louisiana, Miss ★ Red Dist. Co. plans move to new space ★ Bally releases "Jamboree" upper-right ★ MYS ops elect Millie McCarthy president ★ Lou Marozin dies ★ Bob Dunlap named Rock-Ola dist- trict mgr. ★ Harry Mabo announces retirement after 30 years in biz ★ Sun Refinishing announces pilots ★ 14th annual NAMA Convention opens in Miami Beach ★ MONY to hold annual at Riviera-Terrace, change site ★ Bally ships "Skill Derby" upright ★ Irv Kempler apptd. Runyon sales mgr. ★ Gottlieb ships "Flapper" ★ Music Col adds afternoon sessions to evening service school program ★ Libra to expand Wurlitzer outlet in Waterbury ★ Clare Enterprises named Wurlitzer rep in Buffalo ★

Cash Box—August 5, 1961

CONGRATULATIONS TO
Cash Box
on its 19th Anniversary
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601 Echague
Manila, Philippines

Bestest
to
CASH BOX
Nothing can ever replace it!
Bill Suter

Thank you for your continued support...
**January**

- Wurlitzer announces new "5200" phone series for '61.
- Cantene moves to Chicago with purchase of Atlas Music.
- Seeburg and Canteen make inroads in Germany.
- Bally takes over Coin-Op division.
- NAMM announces spring in Hillside, Illinois.
- Trade magazine "The Coin Mirror" is published.
- Sandusky, Ohio, hosts Coin-Op show.
- National Vending Convention in Chicago.
- Chicago Coin-Op show.
- APPO (American Phantom Owners' Protective Organization) holds convention.
- Chicago Coin-Op show.
- NAMA (National Amusement Machines Association) holds convention.
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April
Rock-Ola appoints Empire for Michigan ★ Court rules in favor of op against state trooper ★ Canteen acquire RF Jones on coast ★ Fischer intros “Imperial” pool table ★ Gottlieb announces “Shore Beat” ★ Koeney releases “Flash Back” for total of six in production ★ Ruyzen emphasizes service to ops ★ Seeburg names Advance on const ★ Bally releases “Barrel O’ Fun” ★ Service forms to handle line for Seeburg in Salt Lake City ★ Cleveland Coin’s export’s point to third of volume ★ Casola, CMC score with UPI story ★ Philly common pledges 100% support of CMC ★ Miller advises MOA exhibits space near sellout ★ Fred Schuster tells ops that Canteen has no intention of competing with independents ★ Royal Dist. buys So. Auto. — handles 12 top lines ★ Seeburg shaves up vending personnel ★ United names Royal and T&W ★ Roxe-AMI to take 26 MOA booths ★ Howard Kaye app’t. sales mgr. of Kaye firm ★ Williams intros “Batting Champ” ★ Awaits decision on Sandy Moore ★ France lifts ban on used machines ★ Argent seen as solid outlet for pinheads ★ Kaye announces “Klub Pool” ★ Parks men plan oriental trade trip ★ Miller urges ops to attend MOA Convention ★ Westbrook opens celebrated 10th anniversary ★ Superior Vending buys Sheldon in Buffalo ★ Edelman to provide stereo music for FM radio ★

May
★ MOA forum features 33 disks in talks ★ John Haddock to head Canteen overseas operations ★ French mfr. to intro visual juke ★ Pool tables still take top earnings according to report ★ Gottlieb announces: “Parade” ★ Bally ships “Acapulco” ★ All-Tech sales mgr. of Gottlieb ships Belgium ★ Deutsch leaves Canteen joins Interstate ★ Franks makes inroads in supermarkets ★ MOA says 41 firms will show ★ AMI announces stereo ★ All-Tech sells complete line ★ Variety Vending sells out to Macke Vending ★ Royal opens one-stop service in Cincy ★ Interstate buys 14th firm in 6 mos. ★ Seeburg names Badger in L.A. ★ 500 Pack Plaza Hotel to honor UJA’s Holzman ★ NAMA to include int'l feature in ‘51 show ★ MOA opens in Miami ★ Mathells Ltd. gets Mills line in UK ★ Bally shows new single cup fresh brew units ★ British leaders knows stereo for juke ★ Canteen forms AC Active ★ Seeburg acquires “Wild West” cab ★ Kaye aids “Mark IV” table to series ★ Max and Harry Hurvich celebrate 30th anniversary ★ Casola denies affiliation with MOA ★ AMI unveils “Continental 2” ★ United intros “Gold Star” ★ MOA Convention fails to draw crowd ★ CMC finds colorful item in Milie McCarthy ★ Bally ships “Marksmen” ★

June
Harold Roth advises Continental hot food unit ready for August delivery ★ Consolidated Music Equipment in N.M. ★ Ruyzen plans gala party for ops ★ Williams intros “Holbrook” ★ Bally ◆ Seeburg ◆ Dunlap for midwest area ★ Mitnick All-Tech sales mgr. of Gottlieb ships Belgium ★ “Flying Circus” ◆ ChicoIn releases “Pro Basketball” ★ Atlantic NY Corp. announces 3-point depreciation plan ★ MOA officials stage phoney “press meet” ★ Cooper plans expansion ★ Sheldon Sales ◆ Ed Wiler named ad. mgr. of Auto. Retailers ◆ 840 fill Hotel Aster as Ruyzen throws gala party ★ United ships “Classic” bowler ★ Automatic restaurant opens in L.A. ★ Frantz dissolves association with Bredy ★ Lantin takes on Seeburg line in Canada ★ Gilchrist app’d. AMI district for Canada ★ Bally ships new “Bally Bowler” and “Bikini” ★ “Klub” ★ Southern Music named by Walitzer for Fla. ★ Seeburg Fete Texas ops at Chi plant ★ MOA announces plans for 61 party ★ Canteen acquires Bush Intl. ★ Seamen’s strike starts ★ AMI releases 100-set. puzzle with display panel ★ Texas ops hosted by Seeburg on whirlwind tour ★

Reconditioned Equipment
All the machines listed below have been thoroughly reconditioned and are sold with a money-back guarantee. Go over your requirements, select what you need, and rush your order in to our third deposit. We'll make prompt shipment.

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Trendwaves, New...$550
Bally-Drury....775
Leisure Beach...675
Country Fair...675
Belliveau...325
Sea Island...350
Carnival Queen...350
Bench Time...790
Cypress Gardens...550
Miss America...175
Sun Valley...190

BOWLERS & SHUFFLES
ABC Bowling League...$725
ABC Champions...475
TV Bowling League...325
Rumsey Bowling Ad...430
Jumbo Bowling...375
United Bowling Ad...165
Demo Frame Special...65
Checker Shuffle...85
Clyde Shuffle...85

UPRIGHTS
Deluxe Big Tent...250
Circa Days...150
Circa...125

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For a complete line of Seeburg phonographs ★ CIGARETTES ★ COLD DRINK ★ COFFEE ★ BACKGROUND MUSIC SYSTEMS

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"ENGLAND'S" LEADING DISTRIBUTORS
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Cash Box — August 5, 1961

Part III — Coin Machines 7
Model "G"
1955—60 Selections—45 rpm
-120 Selections—45 rpm

Model "G-200"
(1956—200 Selections—45 rpm)

Model "H-200"
(1957—200 Selections—45 rpm)

Model "H-120"
(1957—120 Selections—45 rpm)

Model "H-100"
(1957—100 Selections—45 rpm)

Model "I-200"
(1958—200 Selections—45 rpm)

Model "I-200M"
(1958—200 Selections—45 rpm)

Model "I-120"
(1958—120 Selections—45 rpm)

Model "I-100"
(1958—100 Selections—45 rpm)

Model "J"
1959 (Stereo or Manual)
(200 Sel., Elec.) (200 Sel., Man.)
(120 Sel.) (100 Sel.)

Model "K"
1960
200 Sel., Elec., Auto., Or Manual;
120 Sel.; 100 Sel.

Continental 200
1960
200 Sel.
Lyric—100 Sel.
(lyric model does not feature upright panel
for title strips)

Continental 2
200 Sel., 1961
Continental 2—100 Sel.
Features Provision for Record Display and Location Name on Upright Panel

Cash Box—August 5, 196
Post-War Phonographs

ROCK-OLA

Model 1438
(Comet)
(1954—120 Sel.—45 rpm)

Model 1442
(1954—120 Sel.—45 rpm)

Model 1446
(1954—120 Sel.—45 rpm)

Model 1448
(1955—120 Sel.—45 rpm)

Model 1452
(1956—50 Sel.—45 rpm)

Model 1454
(1956—120 Sel.—45 rpm)

Model 1455
(1957—200 Sel.—45 rpm)

Model 1462
(1958—120 Selections—45 rpm)

Model 1458
(1958—50 Selections—45 rpm)

Model 1464
(1958—Wall Type Phono)

Model 1465
(1958—200 Selections—45 rpm)

Model 1475
(Stereo or Monaural)
(1959—200 Selections)
Model 1468 (St or Mon)
120-Selections

Model 1485
200 Sel. 1960
Model 1478—120 Sel.

Model 1495
200 Sel. 1961
Model 1488—120 Sel.
Post-War Phonographs

SEEBURG

Model HF-100G
(1953—100 Selections—45 rpm)

Model 100W
(1953—100 Selections—45 rpm)

Model HF-100R
(1954—100 Selections—45 rpm)

Model V-200
(1953—200 Selections—45 rpm)

Model KD-200
(1957—200 Selections—45 rpm)

Model L-100
(1957—100 Selections—45 rpm)

Model "100"
(1958—100 Selections—45 rpm)

Model "201"
(1958—200 Selections—45 rpm)

Model "161"
(1958—160 Selections—45 rpm)

Model "222"
(1959—160 Selections—Stereo)
Model "220"—100 Sel.

Model "AQ160S"
160 Sel. 1960
Model "AQ100S"—100 Sel.

Model "AY160S"
160 Sel. 1961
Model "AY100S"—100 Sel.

Cash Box—August 5, 1961
Photos Of AMI, ROCK-OLA, SEEBUG and WURLITZER POST WAR PHONOS on Pages 8, 9, 10 and 11.
IT'S THE NEWEST!
IT'S ALL MECHANICAL!

NO WIRES OR ELECTRICAL CONNECTIONS TO CHANGE OR SERVICE

THE ROCK-OLA 33½/45 RPM 'MECH-O-MATIC' CHANGER

- Constant rotation at either speed guaranteed by constant speed 4 pole motor.
- Speed change accomplished through 100% mechanical operation and motor shaft variances.
- Completely unitized—can be installed in five minutes.
- Complete mechanical operation guarantees years of trouble-free service.
- Self-aligning...no adjustments. Whole mechanism mounts with 4 mounting screws.

Only the Rock-Ola Mech-O-Matic Changer has:
No Wires • No Electrical Connections • No Electronic Aids

The only completely automatic mechanical changer which intermixes 33½ and 45 RPM records in any bank, in any sequence with no operating solenoids, micro-switches or electronic aids for changing motor speeds or spindle sizes.

MR. OPERATOR:

The Rock-Ola 33½-45 RPM intermix changer is only one more of the many features which prove that the greatest protection for your future lies in the tradition and skill of Rock-Ola engineering which over the years has produced the finest, most durable phonographs the industry has known. With the advanced design of the Rock-Ola Regis phonograph and the new, compact "100" all-purpose stereophonic wall phonograph coupled with the Rock-Ola "Mech-O-Matic" dual speed changer, you have the finest guarantee of protection for the future and increased profits. We ask you to stop in at your local Rock-Ola distributor today and compare the Rock-Ola "Mech-O-Matic" changer with the complicated electrical and electro-mechanical changers of other competitors. See for yourself that Rock-Ola is truly the finest phonograph and has the finest dual-speed changer in the world.
When HIT Games Are Made
UNITED Always Makes 'Em
... and IRVING HOLZMAN Sells 'Em!

UNITED EAST COAST CORPORATION, America's leading distributor of amusement machines always has the very latest innovation in stimulating play appeal, cabinet design, and location demand. When you operate United equipment you're ahead of the industry! United East Coast Corp. currently has available for immediate delivery the following coin-operated equipment:

UNITED'S
DOLPHIN
SHUFFLE ALLEY
5 ways to play!
- ALL SPARES
- ALL STRIKES
- PROGRESSIVE SCORING
- REGULATION SCORING
- ADVANCE SCORING
... and the latest in cabinet design, of course!

Ask for a demonstration on United's
CLASSIC DELUXE BOWLING ALLEY
5 Ways To Play (and every one a profit-maker for you!) Streamlined cabinet—Pin indicator glass in hood—New play speed-up.
4 sizes—13, 16, 17 and 20 ft. lengths.

Coming Soon!
A remarkable new phonograph from United!
The UPD-100
United Phonographs Have Shown A Greater Increase In Sales Than Any Other Phonograph On The Market Because They're The Most Logical Choice Of Operators Looking To Make Money With Music! Come In and Find Out Why!

COMPLETE INVENTORY ON ALL TYPES OF USED EQUIPMENT ALWAYS AVAILABLE FOR IMMEDIATE DELIVERY
Largest selection of amusement games in the East! All makes and models available.
DO BUSINESS WITH THE WHOLESALER THAT DOES THE VOLUME BUSINESS—DO BUSINESS WITH UNITED EAST COAST CORP. — YOU GET THE BEST DEAL ALWAYS!

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NEW YORK CITY, N.Y.

Part III—Coin Machines
UNITED’S CLASSIC DE LUXE BOWLING ALLEY

New Play Speed-Up
NO WAIT BETWEEN 1st and 2nd BALL IN SAME FRAME

New Streamlined Cabinet
WITH LOWER ALLEY FOR MORE REALISTIC BOWLING

New Pin Indicator Glass in Hood

4 SIZES
13 FT. LONG
16 FT. LONG
Expandable with 4-ft. Sections to
17 FT. LONG
20 FT. LONG

DIME COIN MECHANISM
2 for 25c COIN MECHANISM
OPTIONAL AT EXTRA COST

13 Ft. Shipping Weight (Crated) 640 lbs.
16 Ft. Shipping Weight (Crated) 670 lbs.

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Williams JUNGLE

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Fecney OLD PLANTATION

Williams VIKING

Gottlieb KEWPIE DOLL

Gottlieb FLIPPER PARADE

Williams DOUBLE BARREL

Williams TEN SPOT

Gottlieb MERRY-GO-ROUND

Gottlieb PHOTO FINISH

Williams BLACK JACK

Bally BALL PARK

Cash Box—August 5, 1960
AMUSEMENT MACHINES JULY 1960 – JUNE 1961

BASEBALL GAMES

Williams BATTING CHAMP

GUNS

ChiCoin RAY GUN

Midway DELUXE GALLERY

Bally JAMBOREE

GUNS

Bally SHARPSHOOTER

ChiCoin WILD WEST

Williams SPACE GLIDER

Bally Super JUMBO

UPRIGHTS

Bally MARKSMAN

Midway BAZOOKA

Bally SKILL SCORE

Games TRAIL BLAZER

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Cash Box—August 5, 1961
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Crown

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   All-new ball trap and return system features; recessed mechanism, pull-out drawer, totally secured cash box, trouble-free operation, fast ball action, quiet operation.

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(cont'd. from page 20)

Complete Illustrated Guide To All Coin-Operated Amusement Games Produced From July 1960 thru June 1961
On Pages 16, 17, 18, 19, 20

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Cash Box—August 5, 196
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Goals Score (1)
Goals must be scored before next ball comes up.

2. Advance Play
Goals Score (1, 2, or 5)
Goal value advances automatically as game progresses.

3. Build Up Play
Goals Score (1, 2, or 5)
Advanced by consecutive scoring and reduced by opponent scoring.

4. Automatic Play
Goals Score (1)
Balls come up automatically throughout entire game.

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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!

5 New Features!
PRO Basketball
New 1st Half Scoring
New 2nd Half Scoring
New Brilliant Playfield!
New Life-Like Basketball Players!
New! Colorful Cabinet!

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4 Ways to Play Ways to Score 1 or 2 Can Play

1 Player 10c
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Adjustable 10 or 15 Balls Per Game!

Fast! Exciting! Competitive!

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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!

5 New Features!
PRO Basketball
New 1st Half Scoring
New 2nd Half Scoring
New Brilliant Playfield!
New Life-Like Basketball Players!
New! Colorful Cabinet!

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Ruffler & Walker
Concentrate On
Using Versatile
Rock-Ola Line

Set Sights On Locations
With Premium Space

LONDON—Following their recent
appearances at the Hotel and Catering
Exhibition at Cardiff, Wales, Messrs.
Ruffler & Walker, are stepping up
their policy of exhibiting at trade
days up and down the country. The
general interest shown at the Cardiff
Exhibition, both by the catering trade
and the general public, indicates
that the exhibiting of coin operated
machines to the public is of increasing
benefit, not only to the individual
exhibitor but to the coin machine
industry as a whole. It was obvious that
the Hotel and Club trade are becom-
ing more and more coin machine
conscious and, apart from the obvious
pence on gaming machines, there was
a marked tendency for increased in-
terest for phonographs with particu-
lar emphasis on wall machines and
sidewalk units.

In this respect Ruffler & Walker
carry a comprehensive range of Rock
Ola equipment which they will show
at the forthcoming Trade Fair at the
Park Lane Hotel, London, in Septem-
er. In addition to the wall phonog-
raph they will be showing for the
first time a new miniaturized hide-
way incorporating many features of
deck units which should prove
particularly suitable to the Club or Hotel bar
owner where space is at an absolute
premium. In a third machine there
was suitable for use in clubs and
bars a Rock Ola mechanism will be on
show in the form of a radiogram. De-
gined in a contemporary style it will
be the appearance of an attractive
piece of furniture, taking up no more
room than an average radiogram, but
all of course, be coin operated.

Empire-Coin Sees
Increase In
Export Business

CHICAGO—Joe Robbins, sales ma-
ager for Empire Coin Machine Ex-
change of this city, advises this past
week that the local distributor's ex-
port business has blossomed into a
full-blown profitable venture over the
past several years due to ever con-
stant development in this phase of the
business.

He pointed out that the central lo-
cation of the firm's main offices and
showrooms conveniently place it close
to the coin machine manufacturers
for easy contact. Another point in
Empire's favor, according to Robbins
is the shipping convenience to dis-
tant foreign shores from the interna-
tionally known Port of Chicago. Empire
Coin also maintains a branch opera-
tion in Detroit, Michigan under the
management of Bob Wyile.

"Empire Coin's service and parts
facilities offer the utmost in conven-
tience to all our customers—foreign
as well as domestic," Robbins asserted.
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*... and our customers around the world will tell you about our expert export service!

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1019 Baronne St.  
NEW ORLEANS, LA.

FALCON AUTO. INC.  
2127 East 14th St.  
TUCSON, ARIZONA

LEW JONES DIST. CO.  
1301 N. Capitol Ave.  
INDIANAPOLIS, IND.

LEW JONES DIST. CO., INC.  
1835 Central Pkwy.  
CINCINNATI, OHIO

MID-WEST DISTRIBUTORS  
709 Lawford Blvd.  
KANSAS CITY, MO.

MODEL DIST. CO.  
4830 No. Front St.  
PHILADELPHIA, PENNA.

MUSIC DISTRIBUTING CO.  
1945 Fifth Ave.  
PITTSBURGH, PA.

NORTHWEST SALES CO.  
5125 Elliott Ave.  
SEATTLE, WASH.

NORTHWEST SALES CO. OF OREGON  
1022 2nd Ave.  
PORTLAND, OREGON

O'CONNOR DISTRIBUTORS, INC.  
2200 W. Main St.  
RICHMOND, VA.

O'CONNOR DIST. INC.  
1611 Virginia Beach Blvd.  
NORFOLK, VA.

PEACH STATE MUSIC CO.  
224 New St.  
MACON, GA.

PEACH STATE MUSIC CO.  
1915 Market St.  
COLUMBIA, S.C.

PEACH STATE MUSIC CO.  
110 Boulevard, N.E.  
ATLANTA, GA.

ROCK CITY DIST. CO., INC.  
105 Lafayette St.  
NASHVILLE, TN.

ROTH NOVELTY CO.  
54 N. Pennsylvania Ave.  
WILKES-BARRE, PA.

J. H. BUTLER, INC.  
917 S. State St.  
SALT LAKE CITY, UT.

SANDER DISTRIBUTING CO.  
110 Eleventh St.  
DE WINE, IA.

SANDER DISTRIBUTING CO.  
403 Plymouth Ave.  
MINNEAPOLIS, MINN.

SOUTHERN MUSIC DIST. CO.  
501 West Central Ave.  
ORLANDO, FLA.

SOUTHERN MUSIC CO.  
2415 Horner St.  
JACKSONVILLE, FLA.

SOUTHERN MUSIC DIST. CO.  
413 S.W. 5th Ave.  
MIAMI, FLA.

STANDARD AUTO. DIST. CO.  
805 Broadway  
BROOKLYN, N.Y.

LITTLE ROCK, Ark.

STANDARD AUTO. DIST. CO.  
1269 Madison Ave.  
MEMPHIS, TENN.

UNITED, INC.  
1101 W. Vist St.  
MILWAUKEE, WISC.

UNITED DISTRIBUTORS, INC.  
905 W. Second  
WINCHESTER, KAN.

VALIANT AMUSEMENT, INC.  
3129 East McDowell Rd.  
PHOENIX, ARIZONA

BIL WILLIAMS DIST. CO.  
3300 Louisiana St.  
HOUSTON, TEXAS

BIL WILLIAMS DIST. CO.  
1415 South Flores  
SAN ANTONIO, TEXAS

WINTERS DISTRIBUTING CO.  
2015 Harford Rd.  
BALTIMORE, MD.

THE WURLITZER CO.  
78 Brookline Ave.  
BOSTON, MASS.

THE WURLITZER CO.  
2640 West Pasco Blvd.  
LOS ANGELES, CALIF.

IN CANADA

SIEGEL DIST. CO., LTD.  
637 Yonge Street  
TORONTO, ONTARIO, CANADA

SIEGEL DIST. CO., LTD.  
753 Chatham Street  
BROOKLYN, NEW YORK, USA

SIEGEL DIST. CO., LTD.  
1611 Virginia Beach Blvd.  
NORFOLK, VA.

SIEGEL DIST. CO., LTD.  
905 W. Second

SIEGEL DIST. CO., LTD.  
2415 Horner St.  
JACKSONVILLE, FLA.
we've got Twins

JENNINGS TWINS

for the British market

KEENEY TWINS

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Baltimore 2, Maryland

FAST EXPERT SERVICE, LOW PRICES

Handling export orders is not a sideline with us. It is our main business. And we have been doing it a long time. It will pay you to cable or write us when you need American fruits, bingos, phonographs, flippers, bowlers, arcades pieces, new and used. No order too small or too large.

DUARTE INTERNATIONAL SALES CO. INC.

"The West's largest exporter of coin-machines"
835 East 31 Street, Los Angeles 11, California, U.S.A. Cable: "PACAMI LOS ANGELES"

New 'FAST DRAW' Game

Success of this public relations program depends upon your support. It is financed solely by memberships in the Coin Machine Council.

COIN MACHINE COUNCIL

75 East Wacker Dr., Chicago 1, Ill.
Annual Dues: Distributors $200
Jobbers $100 Operators $10-$25-$50

Mail This Coupon

NAME

FIRM

ADDRESS

CITY

Cash Box—August 5, 1961
## 1960 Annual Coin Machine Export Volume Report

### Phonographs

<table>
<thead>
<tr>
<th>Country</th>
<th>1960 Volume (Jan-Dec)</th>
<th>Units</th>
<th>Dollars</th>
</tr>
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<tbody>
<tr>
<td><strong>NORTH AND CENTRAL AMERICA</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Canada</td>
<td>8,904</td>
<td>$92,466</td>
<td></td>
</tr>
<tr>
<td>Mexico</td>
<td>1,468</td>
<td>12,679</td>
<td></td>
</tr>
<tr>
<td>Jamaica</td>
<td>266</td>
<td>2,950</td>
<td></td>
</tr>
<tr>
<td>Cuba</td>
<td>51</td>
<td>595</td>
<td></td>
</tr>
<tr>
<td>Haiti</td>
<td>42</td>
<td>485</td>
<td></td>
</tr>
<tr>
<td>Panama</td>
<td>31</td>
<td>315</td>
<td></td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>10,565</td>
<td>$123,941</td>
<td></td>
</tr>
</tbody>
</table>

### Amusement

<table>
<thead>
<tr>
<th>Country</th>
<th>1960 Volume (Jan-Dec)</th>
<th>Units</th>
<th>Dollars</th>
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<tbody>
<tr>
<td><strong>NORTH AND CENTRAL AMERICA</strong></td>
<td></td>
<td></td>
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<tr>
<td>Canada</td>
<td>8,904</td>
<td>$92,466</td>
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<tr>
<td>Mexico</td>
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<td>12,679</td>
<td></td>
</tr>
<tr>
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<td>2,950</td>
<td></td>
</tr>
<tr>
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<td>51</td>
<td>595</td>
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</tr>
<tr>
<td>Haiti</td>
<td>42</td>
<td>485</td>
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<tr>
<td>Panama</td>
<td>31</td>
<td>315</td>
<td></td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>10,565</td>
<td>$123,941</td>
<td></td>
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### Vending

<table>
<thead>
<tr>
<th>Country</th>
<th>1960 Volume (Jan-Dec)</th>
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<th>Dollars</th>
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<tbody>
<tr>
<td><strong>NORTH AND CENTRAL AMERICA</strong></td>
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<td></td>
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</tr>
<tr>
<td>Canada</td>
<td>13,441</td>
<td>$1,723,200</td>
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</tr>
<tr>
<td>Brazil</td>
<td>127</td>
<td>69,331</td>
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<tr>
<td>Japan</td>
<td>102</td>
<td>51,500</td>
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<tr>
<td>Mexico</td>
<td>314</td>
<td>11,314</td>
<td></td>
</tr>
<tr>
<td>Bermuda</td>
<td>9</td>
<td>3,086</td>
<td></td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>14,865</td>
<td>$1,971,115</td>
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### SOUTH AMERICA

<table>
<thead>
<tr>
<th>Country</th>
<th>1960 Volume (Jan-Dec)</th>
<th>Units</th>
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<tbody>
<tr>
<td>Venezuela</td>
<td>1,322</td>
<td>156,390</td>
<td></td>
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<tr>
<td>Ecuador</td>
<td>132</td>
<td>10,512</td>
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<tr>
<td>Argentina</td>
<td>116</td>
<td>12,046</td>
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</tr>
<tr>
<td>Chile</td>
<td>24</td>
<td>19,278</td>
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<tr>
<td>Uruguay</td>
<td>49</td>
<td>4,816</td>
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<tr>
<td><strong>Total</strong></td>
<td>2,050</td>
<td>$268,549</td>
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### EUROPE

<table>
<thead>
<tr>
<th>Country</th>
<th>1960 Volume (Jan-Dec)</th>
<th>Units</th>
<th>Dollars</th>
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<tbody>
<tr>
<td>United Kingdom</td>
<td>12,515</td>
<td>$1,889,580</td>
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<tr>
<td>Belgium</td>
<td>9,866</td>
<td>1,638,038</td>
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<tr>
<td>France</td>
<td>4,133</td>
<td>626,199</td>
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<tr>
<td>Sweden</td>
<td>1,223</td>
<td>190,715</td>
<td></td>
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<tr>
<td>Norway</td>
<td>378</td>
<td>53,197</td>
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<tr>
<td>Denmark</td>
<td>143</td>
<td>21,528</td>
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<tr>
<td>Italy</td>
<td>159</td>
<td>22,856</td>
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<tr>
<td>Iceland</td>
<td>102</td>
<td>1,526</td>
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<td>Austria</td>
<td>16</td>
<td>1,582</td>
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<tr>
<td>Switzerland</td>
<td>21</td>
<td>2,882</td>
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<tr>
<td>Finland</td>
<td>69</td>
<td>27,399</td>
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<tr>
<td>Greece</td>
<td>3</td>
<td>1,907</td>
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<tr>
<td><strong>Total</strong></td>
<td>28,304</td>
<td>$5,699,427</td>
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### ASIA

<table>
<thead>
<tr>
<th>Country</th>
<th>1960 Volume (Jan-Dec)</th>
<th>Units</th>
<th>Dollars</th>
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</thead>
<tbody>
<tr>
<td>Lebanon</td>
<td>2,475</td>
<td>374,767</td>
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<tr>
<td>Philippines</td>
<td>173</td>
<td>40,443</td>
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<tr>
<td>Thailand</td>
<td>80</td>
<td>32,327</td>
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<tr>
<td>Japan</td>
<td>217</td>
<td>42,814</td>
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<tr>
<td>Korea</td>
<td>128</td>
<td>37,714</td>
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<tr>
<td>Guam</td>
<td>72</td>
<td>1,190</td>
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<tr>
<td>India</td>
<td>16</td>
<td>3,714</td>
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<tr>
<td>Malaysia</td>
<td>14</td>
<td>3,514</td>
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</tr>
<tr>
<td>Nepal</td>
<td>28</td>
<td>4,899</td>
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<tr>
<td>Indonesia</td>
<td>39</td>
<td>6,945</td>
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<tr>
<td><strong>Total</strong></td>
<td>2,583</td>
<td>$438,041</td>
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### AFRICA

<table>
<thead>
<tr>
<th>Country</th>
<th>1960 Volume (Jan-Dec)</th>
<th>Units</th>
<th>Dollars</th>
</tr>
</thead>
<tbody>
<tr>
<td>Morocco</td>
<td>30</td>
<td>1,386</td>
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<tr>
<td>South Africa</td>
<td>43</td>
<td>6,717</td>
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<tr>
<td>Egypt</td>
<td>23</td>
<td>3,900</td>
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<tr>
<td><strong>Total</strong></td>
<td>274</td>
<td>4,675</td>
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### Yearly Comparison

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<tr>
<th>Year</th>
<th>Units</th>
<th>Dollars</th>
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<tbody>
<tr>
<td>1960</td>
<td>88,288</td>
<td>$21,581,194</td>
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<tr>
<td>1959</td>
<td>85,336</td>
<td>19,185,043</td>
</tr>
<tr>
<td>1958</td>
<td>82,510</td>
<td>20,653,085</td>
</tr>
</tbody>
</table>

Analysis of 1960 Annual Export Report Appears Elsewhere In This Section

All statistics prepared for Cash Box by the U.S. Department of Commerce.
U.S. MANUFACTURERS and WORLD WIDE REPRESENTATIVES

AC AUTOMATIC SERVICES, INC. 5075 Lexington Avenue Chicago, Illinois Distributors and Licensees:

AUSTRALIA
Handelunion Joseph Reech Bahnhofstrasse 9 Bregenz, Austria Franz A. Sachez

AUTOMATEN und Schallplattenhandel Franz Josef Kai 63 Vienna, Austria

BELGIUM
Ets. C. Van Brabant Belgiëleid 124 Antwerp, Belgium Cable: Tontal

DENMARK
Oscar Seslye A/S 5, Palaissgade Copenhagen, K, Denmark Cable: Skes

ENGLAND
Automatic Musical Instruments (Great Britain) Ltd. 390-296 High Road Ilford, Essex, England

AUTOMATICS Ltd. 16, Corporation Road Cardiff, Wales, England

Engineering Metals Ltd. 19, Woodford Parade High Road, South Woodford London E. 18, England
Rowe Automatic Merchandising Co. 616, Spur Road North Feltham Trading Estate Feltham/Middlesex, England

Juque Box Sales & Rentals Ltd. 54/56, Scottood Street New Castle-on-Tyne, England

Koromatics Ltd. 42 Byron Street Deansgate—Manchester, England

Midland Phonographic Co. Ltd. 75 Stafford Street Birmingham 4, England

Music Systems Ltd. 15-16 The Traverse Bury-St. Edmonds, Suffolk, England

Orpheus Juke Box Ltd. 46 St. George’s Road Glasgow C. 3, Scotland

Peter Simper & Co. Ltd. 83, Lavender Hill London, S.W. 11, England

Peter Simper & Co. Ltd. High Street Borden, Hants, England

Peter Simper & Co. Ltd. 42, Southgate Street Bath, Somerset, England

The Northern Phonographic Co. Britannia House—Wellington Street London, Yorkshire, England

FRANCE
Establissements Marcel Dentzer, Societe Anonyme 13 Bis Rue Rabelais Montreuil, Seine, France

Cable: Emde Montreuil-Sous-Bois

GERMANY
Helmut Rehbock, G.m.b.H. Alter Tschirnweg 10 Hamburg 22, Germany Cable: Helrebock

REPUBLIC OF TURKEY
*Technophon Import Export Co., Ltd. 135 Patission Athens, Greece Cable: Tecnoami

IRELAND
Sound Systems, Ltd. 25, Upper Liffey Street Dublin, Ireland

Cable: Acoustic

ITALY
Microtecnica, S.p.A. 147 Via Madama Cristina Torino, Italy

Cable: Microtecnica

Appsarelli Musicali Italiani Corso Unione Sovietica 28 Torino, Italy

Cable: Amuslit

MALTA
Jos. Micallef (1919) Ltd. 34 Strait Street Valletta, Malta

Cable: Micalco

NORWAY
A/S Frigoteam 5-7 Grensen Oslo, Norway

Cable: Frigoteam

PORTUGAL
C. O. Hussain Rua Da Madalena 18-14 P.O. Box 685—Central

Lisbon, Portugal

Cable: Flamengo

SWEDEN
Aktiebolaget Miami Bernströmsvagen 28 Tullinge, Sweden

SWITZERLAND
Automatic Musical Instruments, S.A. 25, Route Des Acacias (Sales Office) Geneva, Switzerland

Cable: Amines

Canton International, S.A. 25, Route Des Acacias Geneva, Switzerland

Cordina Automaten, A.G. Solothurnerstrasse 91 Basel, Switzerland

Cable: Cordina

Von May & Company Amthausgasse 6 Bern, Switzerland

Cable: Phenix

IRAN
Sherkat Bazargani Zereh (Zereh Trading Co. Ltd.) 386 Saadi Avenue Teheran, Iran

Cable: Zerehco

LEBANON
Wael & Wissam Essebine P.O. Box 157—Alleyne Street Beirut, Lebanon

Cable: Ezze

SYRIA
Mohammed Khadr Kabbani P.O. Box 1066 Damascus, Syria

TUNISIA
Marcel Bellaliche 2 Rue de Nac Tunis, Tunisia

TSIGUNA
Hiradarami, Ltd. 65-69 Chatham Street, Fort P.O. Box 324 Colombo, Ceylon

Cable: Hiradarami

THAILAND
Louis T. Leowonwens, Ltd. Bangkok, Thailand

Cable: Leowonwens

IMPORTERS in EUROPE—ASIA—AFRICA—AUSTRALIA

CONTACT US for

PHONES

Phonographs

Wurlitzer, Rock-Ola, Seeburg, AMI

Bally Bingos

Gottlieb Pingames

Bowlers

Vending Machines

Yendo, Fred Nobel, National

R. H. BELAM CO., INC

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Cable: BELAMEX

ROCK-OLA

The World’s Finest Phonograph

200—selections

120—selections

100—selection Wall Model

...all with the finest reputation for service of any phono.

ATTENTION IMPORTERS! Call, Write, Wire for List of Machines With Prices!

Call Alpine 5-4119

for all information regarding equipment, price, delivery and service

SANDERS DIST. CO.

415 FOURTH AVENUE, SOUTH NASHVILLE, TENNESSEE

Part III—Coin Machines 33
U.S. MANUFACTURERS and WORLD WIDE REPRESENTATIVES

(Continued from preceding page)

FEDERATION OF MALAYA
Hup Hup Ltd.
Top Floor—Thornycroft House
Singapore 9, Fed. of Malaya
Cable: Hophonic

HONG KONG
Hup Hup Ltd.
376-Forjien & Co.
177 Man Yee Building
Hong Kong

PHILIPPINES
Morcoin Company, Ltd.
P.O. Box 3162
601-602 Echague Street
Manila, Philippines
Cable: Morcoin

OKINAWA
Shima Automatic Musical Instruments, Inc.
P.O. Box 415
Naha, Okinawa
Cable: Sami

JAPAN
Taito Trading Co. Ltd.
Central P.O. Box 1164
12 Gobancho—Chiyoda-Ku
Tokyo, Japan
Cable: Eptra
Tsugami Mfg. Co., Ltd.
4-1 Tamaura-cho Shiba
Minato-ku
Tokyo, Japan
Cable: Tsugami Tokyo

GUAM
A. J. Shelton
P.O. Box 803
Apaga, Guam

AUSTRALIA
National Instruments, Pty. Ltd.
Phillips Road
Kogarah, N.S.W., Australia
Cable: Natami

NEW ZEALAND
Fun Fair Enterprises, Ltd.
P.O. Box 1259
24 Great South Road
Auckland, New Zealand

ARGENTINA
Vincente Sirimarco
Distribución A M I
Av. Corrientes 758—2o. D
Buenos Aires, Argentina

ARUBA
Mercantil Antillana N.V.
P.O. Box 84
Oranjestad, Aruba
Netherland Antilles
Cable: Mercantilla

BAHAMAS
Carter’s Upholstering Works
P.O. Box 554
Augusta & South Streets
Nassau, N.P., Bahamas

CHILE
Indelec
Monjitas 470
Santiago, Chile

COLOMBIA
Oscar Stupp
Apartado Postal No. 1645
San José, Costa Rica

DOMINICAN REPUBLIC
Curaçao Trading Co., S.A.
P.O. Box 668
Ciudad Trujillo, Dominican Republic
Cable: Curtrading

ECUADOR
Distribuidora Musical, C. A.
Apartado 864
Guayaquil, Ecuador
Cable: Oca

EL SALVADOR
Distribuidora Electrónica
Calle Rubén Dario No. 418
San Salvador, El Salvador
Cable: Diatletec

GUATEMALA
Distribuidora Electro Musical, S.A.
Ta. Avenida 20-26
Zona 1
Guatemala, Guatemala, C.A.
Cable: Demas

HONDURAS
Yude Carnabuati
Apartado Postal No. 76
San Pedro Sula, Honduras, C.A.
Cable: Yude-Fenguipala

BRITISH HONDURAS
David Etelephan H.
P.O. Box 155
Belize, British Honduras

JAMAICA
Federal Manufacturing Co., Ltd.
8th Princess Street
P.O. Box 147
Kingston, Jamaica, B.W.I.
Cable: Fedeco

MEXICO
AMI de México, S.A.
Calle Tlatilco No. 239
México 16, D.F.
Cable: Mexami

NICARAGUA
Solórzano, Villa Pereira Com.
El Salvador, S.A.
Avenida Roosevelt No. 202
Managua, Nicaragua
Cable: Sovipe

PANAMA
Elga, Inc.
Apartado 4385
Panamá, Panamá
Cable: Diselc

PERU
Panamúsica, S.A.
Avenida 28 de Julio 144
Lima, Peru
Cable: Panamuso

PUERTO RICO
Nick’s Distributing Co., Inc.
Avenida Hipódromo 683
Santurce, Puerto Rico

TRINIDAD
Lorraine Distributing Company
18 Sea Lots
Port of Spain
Trinidad, B.W.I.

URUGUAY
Jesus Lareo
S. C. 8 de Octubre No. 4665
Montevideo, Uruguay
Cable: Jela

NORTHERN AMUSEMENT EQUIPMENT AND COIN-OPERATED MACHINE EXHIBITION
Supported By The County Borough of Blackpool OLYMPIA, WINTER GARDENS, BLACKPOOL DEC. 4th to the 7th 1961
AN INVITATION TO PARTICIPATE IS EXTENDED TO MANUFACTURERS, DISTRIBUTORS ETC. OF AMUSEMENT EQUIPMENT, AUTOMATIC MACHINES, VENDING MACHINES, JUKE BOXES AND ALL ANCILLARY PRODUCTS
THE CHARGE FOR SPACE IS 12/6 PER SQUARE FOOT FLOOR AREA FOR ALL SITES AND INCLUDES A SHELL STAND WITH PLATFORM FLOOR, WALLS, SIGN WRITTEN NAME PANEL, NIGHT SHEET WITH LOCK AND KEY.
INTENDING EXHIBITORS ARE REQUESTED TO MAKE EARLY APPLICATION FOR DETAILS OF AVAILABLE SITES STATING SIZE SPACE REQUIRED TO THE ORGANISERS:
JACK A. ROSE (EXHIBITIONS) LTD.
BOSTEL HOUSE - BRIGHTON - SUSSEX - ENGLAND
Telephone: BRIGHTON 29687 and 29330

34 Part III—Coin Machines
U. S. MANUFACTURERS
and
WORLD WIDE REPRESENTATIVES
(Continued from preceding page)

VENEZUELA
Distribuidora Jasaleo, C.A.
Apartado 2607
Caracas, Venezuela
Cable: Jasaleo
Casa Luján, S.A.
Maderero a Bucare 148
Caracas, Venezuela
Cable: Lujaner
Commercial AMI-FON, C.A.
DeMaturin a Santa Bárbara
Edificio Diego de Losada, Local 1
Caracas, Venezuela
Cable: Amfjon
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Part III—Coin Machines 277
GENERAL

Any year in which a business can show an increase of $2 1/2 million over a previous $19 million has to be a good year. That's the way 1960 went for exporters of coin machines to a record number of foreign countries last year. Close to 60 nations bought $10.5 million in amusement machines, $3.8 million in coin-operated games and $3.4 million in vending equipment. The total figure was $21,081,194 as prepared and reported for The Cash Box by the US Dept. of Commerce. West Germany remained at the top of the heap taking almost twice as many phonos as the next in line (Belgium) and coming close to the million dollar mark in coin machines. The United Kingdom maintained an interesting position — its total was $1.6 million with a record shattering $2.8 million, buying more than 13 thousand machines during 1960. However, even a general estimate indicates strong showings in the fruit machine department which, of course, is nowhere near as healthy a sign as Germany's game figure, or Belgium who actually ranked number one since the import total in this country included on shuffle, pin, bingo and arcade equipment, rather than the UK fruits which boosted the annual total. Newcomers to the ranks of the importers included Finland, and Austria who did some business, with Austria starting earlier in the year with a small shipment of phonos and growing to a year end figure of $10 thousand. Finland bought one dozen phonos during the last quarter and just about matched its neighbor. While these totals were small the purchases could be the start of something big. Australia kept many an exporter busy last year, racking up $1 million in all types of equipment after a restricted year in 1959. Again, as in the UK although games were responsible for about half of this total and the fruits were going into the Aussie country too. Africa, with all of its troubles, managed to come close to the $100 thousand mark showing an interest for arcade equipment in and around the Johannesburg area. Speaking of arcades, Japan is taking arcade machines as well as general games, for arcade operations springing up in Tokyo and the surrounding area. Again is a new market, but a powerful potential. While Mexico was not buying in August and September, after a July purchase of $157,000, the Central American port took enough machines during the balance of the year to show a respectable $223,485 in phonos taking second place honors in the North-Central American hemisphere. Since games will usually follow the same trend, it is probable that Mexico, and a few other Southern American countries will buy more than $100 thousand in amusement equipment, more than some of the stronger nations in Europe. Phonos dropped in volume during the third quarter of '60, but the final three months pulled the figures up to bring them in over the previous year. Games grew in volume with each passing quarter however, and the picture at the end of 1960 was better than it had been and that's a better than fair start for '61.

PHONES

The tastes of Europe and elsewhere grew accustomed to better equipment and later models during 1960 but the price became a factor. Naturally, the quality machines won out and the bargain hunters looked elsewhere for machines. Other troubles reared ugly heads throughout the world with conflict in Africa, national strikes in Belgium with the outlying countries slowing down in sympathy and even our own ports in New York dropping everything for a wage increase. But business wasn't too bad with much of the European strike business coming during the holidays when a slowdown is expected anyway. Actually, Belgium passed the $2 million mark in phonos and with new arcades opening up in the country expects to do even better this year. France has been publicized in this trade publication with installations of up to fifteen and twenty machines in brand new establishments. The country bought $912 thousand worth of amusement games last year and this may be only the tip of the iceberg. As mentioned before the growing arcades throughout the world are taking equipment almost as fast as US exporters can clean it up. The problem of course is price and this too must be settled. The published importers of quality equipment have found that the volume business isn't necessarily the road to profit. An arrangement with a small number of buyers of games, for instance, pays off in re-orders while a wide array of 'shoppers' merely increase the exporter's volume at a higher cost of doing business. Lebanon bought $174 thousand in games and is a likely buyer during the coming year. A skeletal list of equipment whose total amounted to $125,000 was shipped to an Asian country's volume dropped off after a strong beginning during the first six months of the year. But Europe's Belgium remained the big buyer of the shuffles and bingo's with a resounding $917 thousand and it was here and in West Germany in Europe, Mexico in Central America, and Venezuela in So. America that the bulk of the games business in 1961 was expected to be carried on.

VENDING MACHINES

As usual the volume may or may not have been deceiving with the government officials classifying a peanut machine and a coffee machine in the same breath. But with West Germany registering an average cost per machine of more than $400 there was no doubt that here was an importer of industrial vending equipment. Israel's comparatively small purchase of 50 machines at $5 thousand definitely was not of the bull-pym variety and the sole machine shipped into Union of So. Africa at a cost of $1,060 was more than likely a top flight machine. The total vending figure reached $3.4 million however, and this of course will grow as the vending business grows.
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CAMERON, OHIO
103 W. 39th St.

AMERICAN MANUFACTURERS

FISCHER, SCOTT

STREET FAIR

103 W. 39th St.

COIN-A-MATIC

DISTRIBUTOR

AMERICAN MANUFACTURING CO.
2840 Beacon Ave. CHICAGO, ILL.

DISTRIBUTOR LIST NOT AVAILABLE

AUTO-PHOTO CO.
3300 Central Ave. LOS ANGELES, CALIF.

(Write Auto-Photo for name of nearest distributor or affiliated European companies)

BALLY MANUFACTURING CO.
2840 Beacon Ave. CHICAGO, ILL.

CAPITOL PROJECTORS CORP.
509 Tenth Ave. NEW YORK, N.Y.

J. CHARLES DIST. CO.
5214 Pendleton, Box 7 SOUTHGATE, CALIF.

(Distributor list not available)

CHICAGO DYNAMIC INDUSTRIES, INC.
1925 Divinity Blvd. CHICAGO, ILL.

(Distributor list not available)

EASTERN NOVELTY DIST.
1705 Musham Ave. UNION CITY, N.J.

EXHIBIT SUPPLY CO.
4218-30 W. Lake St. CHICAGO, ILL.

(Distributor list not available)

FISCHER SALES & MFG. CO.
223 Ridge Rd. McHENRY, ILL.

J. F. FRANTZ MFG. CO.
1460 W. Lake St. CHICAGO, ILL.

GAMES, INC.
2550 N. Campbell Ave. CHICAGO, ILL.

FOR SERVICE—VALUE—EFFICIENCY!

IT'S SCOTT CROSSE COMPANY
Serving the entire industry

We have a complete and efficient EXPORT DEPARTMENT
Exclusive BALLY Distributor

SCOTT CROSSE CO.
Center 6-4444

CASH BOX—August 5, 1961
MANUFACTURERS and DISTRIBUTORS

Amusement Games (continued)

D. GOTTLEB & CO.
1146-48 N. Keating Ave.
CHICAGO, I1L.

ACTIVE AMUSEMENT MACHINES CO.
1590 Howard St.
SAN FRANCISCO, CALIF.

Advance Automatic Sales Co.
1950 Howard St.
SAN FRANCISCO, CALIF.

All Coin Amusements Co.
7465 N.W. 77th Terrace
MIAMI, FLA.

Badger Sales Co.
2511 Pico Blvd.
LOS ANGELES, CALIF.

Banner Specialty Co.
1503 Fifth Ave.
PITTSBURGH, PA.

Billotta Dist. Co.
1244 W. Main St.
NEWARK, N.J.

Birmingham Vending Co.
540 Second Ave.
BIRMINGHAM, ALA.

Cleveland Coin Machine Exch.
2029 Prospect Ave.
CLEVENDAL, O.

Culp Dist. Co.
254 W. Grand Ave.
OKLAHOMA CITY, OKLA.

Franco Dist. Co.
24 No Perry St.
MONTGOMERY, ALA.

Garrison Sales Co.
1108 W. Washington
PHOENIX, ARIZ.

—General Vending Sales Corp.
245 W. Biddle St.
BALTIMORE, MD.

H. & N. Dist. Co.
318 Seventh Ave., South
NASHVILLE, TENN.

H. Z. Vending & Sales Co.
1203 Douglas St.
OMAHA, NEB.

R. F. Jones Co.
243 Shortwell St.
SAN FRANCISCO, CALIF.

R. F. Jones Co.
1314 First St.
DENVER, COLO.

R. F. Jones Co.
1369 So. Figueroa St.
LOS ANGELES, CALIF.

R. F. Jones Co.
127 E. Second St.
SALT LAKE CITY, UTAH

B. D. Lazar Co.
1935 Fifth Ave.
PITTSBURGH, PA.

Lieberman Music Co.
257 Plymouth Ave., N.
MINNEAPOLIS, MINN.

A. L. London Music Co., Inc.
4310 W. Lincon
MILWAUKEE, WIS.

Michael Dist. Co.
100 East 1st Ave., West
SEATTLE, WASHINGTON

Miller-Newmar Dist. Co.
314 Grand River Ave.
DETROIT, Mich.

Irving Morris, Inc.
145 Feedinghouse Ave.
NEWARK, N.J.

MORRIS NOVELTY CO.
3037 Olive St.
ST. LOUIS, MO.

National Coin Machine Exch.
1411 W. Division
CHICAGO, I1L.

New Orleans Novelty Co.
115 Morgan St.
NEW ORLEANS, LA.

Royal Dist. Co.
2070 Seymour Ave.
CINCINNATI, OHIO

Seaboard N.Y. Corp.
843-849 Toth Ave.
NEW YORK, N.Y.

Seaboard New York Corp.
171 Park Ave.
EAST HARTFORD, CONN.

Southern Amusement Co.
629 Madison Ave.
MEMPHIS, TENN.

Southern Automatic Music Co.
735 S. Brook St.
LOUISVILLE, KY.

Southern Automatic Music Co.
129 W. North
INDIANAPOLIS, IND.

Southern Automatic Music Co.
1525 Delaware Ave.
LEXINGTON, KY.

State Music Distributors
3100 Main St.
DALLAS, TEX.

Trimount Coin Machine Co.
40 Wolbut St.
BOSTON, MASS.

W. B. Music Co.
2500 Main St.
KANSAS CITY, MO.

Export
Judd Distributing Co.
1140-42 N. Keator Ave.
CHICAGO, I1L.

(State foreign representative listing elsewhere)

Canada
Laniel Amusement Inc.
1807 Quay St., Rue Notre Dame W.
MONTREAL 3, QUEBEC, CANADA

Monarch C. M. Co.
311 Rupert Ave.
WINNIPEG, MAN., CANADA

Toronto Trading Post Ltd.
728 Yonge Street
TORONTO 5, ONTARIO, CANADA

Irving Kaye Co., Inc.
1537 Berwyn St.
BROOKLYN, N. Y.

(Distributor list not available)

Jennings & Co.
4309 West Lake St.
CHICAGO, I1L.

J. H. Keeley & Co., Inc.
2400 W. Flithst St.
CHICAGO, I1L.

(Distributor list not available)

MID-YEAR SPECIALS!

MUSIC:

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Bally:
ABC  
ABC Champion $225.00
Challenger  
$745.00

Shuffles:
Club Deluxe  
Sure Fire  
$375.00
Official Jumbo  
$745.00

Shuffle:
Bally:
Marksman  
Shooting Gallery $425.00

GUNS:

Bally:
Sci-fi  
Ray Gun  
$425.00

5 - BAll:

Bally:
Classy  
Wms. Arrow  
$65.00
Wms. Jigsaw  
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BINGOS:

Bally:
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Motor Bike  
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Touchdown  
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Fire Chief  
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Lite-A-Line  
Champion Horse  
$475.00

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Cash Box—August 5, 1961

Part III—Coin Machines 41
MANUFACTURERS and DISTRIBUTORS

Amusement Games (continued)

MIDWAY MFG. CO.
10136 Pacific Ave.
FRANKLIN PARK, ILL.

(Brothers)
ADVANCE AUTOMATIC SALES CO.
1250 Howard St.
SAN FRANCISCO, CALIF.

BIOLTA DISTRIBUTING CO.
224 N. Main Street
NEWARK, NEW YORK

AUTOMATIC MUSIC CO.
900 N. Western Ave.
OKLAHOMA CITY, OKLA.

BIRMINGHAM VENDING CO.
540 Second Ave. N.
BIRMINGHAM, ALA.

CLEVELAND COIN MACHINE EXCHANGE
2025 Prospect Avenue
CLEVELAND, OHIO

CLEVELAND COIN MACHINE EXCHANGE
1827 Adams Street
TOLEDO, OHIO

CENTRAL MUSIC DISTRIBUTING CO.
1109 Douglas Street
OMAHA, NEBRASKA

CENTRAL OHIO COIN MACHINE EXCH.
658 N. High Street
COLUMBUS, OHIO

EMPIRE COIN MACHINE EXCHANGE
1012 Milwaukee Avenue
CHICAGO, ILLINOIS

EMPIRE COIN MACHINE EXCHANGE
7743 Puritan Street
DETROIT, MICHIGAN

R. F. JONES CO.
1314 Pearl St.
DENVER, COLO.

R. F. JONES CO.
107 E. Second St.
SALT LAKE CITY, UTAH

GEO. GLASS DIST. CO.
1901 Delmar Ave.
ST. LOUIS, MO.

LIEBERMAN MUSIC COMPANY
257 Plymouth Avenue N.
MINNEAPOLIS 11, MINN.

MID-WEST DISTRIBUTORS
709 Linwood Blvd.
KANSAS CITY, MO.

PHIL MOSS COMPANY
15th & Walnut Sts.
DES MOINES, IOWA

NORTHWEST SALES OF OREGON
1949 S. 2nd Avenue
PORTLAND 4, OREGON

ROANOKE VEND. EXCH.
821 E. Ewell Street
SYRACUSE, NEW YORK

BOANORE VEND. EXCH.
63 Commonwealth Ave.
BRISTOL, VA.

BOANORE VEND. EXCH.
635 Ohio Ave.
CHARLESTON, W. VA.

C. A. ROBINSON
2301 W. Pico Blvd.
LOS ANGELES, CALIFORNIA

DAVID ROSEN INC.
475 N. Broad St.
PHILA., PENNA.

ROCK CITY AMUSE. CO.
120 Lafayette St.
NASHVILLE, TENN.

ELI ROSS DIST. CO.
2455 N.W. 77th Terrace
MIAMI, FLA.

ROYAL DISTRIBUTING CO.
2070 Bayview Ave.
CINCINNATI 2, OHIO

SOUTHERN AMUSEMENT CO.
638 Madison Street
MEMPHIS, TENN.

SOUTHERN AUTOMATIC MUSIC CO.
717 N. Capitol Ave.
INDIANAPOLIS, INDIANA

SOUTHERN AUTOMATIC MUSIC CO.
635 Brook Street
LOUISVILLE, KENTUCKY

SPARKS SPECIALTY CO.
104 Edgewood N.E.
ATLANTA, GA.

STATE SALES & SERVICE CO.
1005 E. Baltimore St.
BALTIMORE, MARYLAND

CARL SPEIS CO.
1000 W. Pennsylvania
EVANSVILLE, IND.

TRIMOUNT COIN MACHINE CO.
42 Waltham Street
BOSTON, MASS.

UNITED EAST COAST CORP.
583 Tenth Ave.
NEW YORK, N.Y.

WESTERN DISTRIBUTORS
3126 Elliott St.
SEATTLE, WASH.

BILL WILLIAMS DIST. CO.
1415 S. Fisk Ave.
SAN ANTONIO, TEXAS

BILL WILLIAMS DIST. CO.
3300 Los Angeles Ave.
HOUSTON, TEXAS

Canada
LANIEL AMUSEMENTS
1807 Queen Ave Notre Dame, W.
MONTREAL, QUEBEC

MONARCH COIN MACHINE CO.
211 Rupert Avenue
WINNIPEG, MANITOBA

NEW-WAY SALES COMPANY
1257 Queen Street W.
TORONTO, ONTARIO

VAN DUSEN BROS.
10528 153rd Street
EDMONTON, ALBERTA

SELECT MUSIC COMPANY
1803 Commercial Drive
VANCOUVER, B.C.

NATIONAL SHUFFLEBOARD CO.
31 Main St.
EAST ORANGE, N.J.

NYACK SLATE CO.
Railroad Ave.
NYACK, N.Y.

SOUTHLAND ENGINEERING CO.
1657 Eustis St.
SANTA MONICA, CALIF.

SUN-GLO SHUFFLEBOARD SUPPLIES INC.
113 N. Heckel St.
BELLEVILLE, N.J.

TUSKO CORP.
2177 Ventura Blvd.
THOUSAND OAKS, CALIF.
MANUFACTURERS and DISTRIBUTORS

Amusement Games (continued)

UNITED MANUFACTURING CO.
3041 N. California Ave.
CHICAGO, ILL.

(Continued)

ADVANCE AUTOMATIC SALES CO.
350 Howard St.
SAN FRANCISCO, CALIF.
AKA MUSIC CO.
1234 Fairbanks, Alaska
ALASKA MUSIC CO.
1234 Fairbanks, Alaska

AMERICAN DISTRIBUTING CO.
403 California Ave.
SANTA MONICA, CALIF.

AUTOMATIC VEND. MACH. CO.
25500 Westlake Blvd.
CULVER, CALIF.

BANNER SPECIALTY CO.
14th Street & Girard Ave.
PHILADELPHIA, PA.

BANNER SPECIALTY CO.
501 Fifth Ave.
PITTSBURGH, PENNA.

CENTRAL DISTRIBUTORS, INC.
1010 Olive St.
ST. LOUIS, MO.

CENTRAL OHIO COIN MACH. EXCH.
54 N. High St.
COLUMBUS, O.

CINCINNATI COIN MACHINE EXCH.
122 Adams St.
CINCINNATI, OHIO

CENTRAL IMPORT COIN AUTOMATIC MUSIC CO.
46 W. Main St.
CINCINNATI, OHIO

COMMERCIAL MUSIC CO., INC.
250 Edison St.
DALLAS, TEX.

COLUMBUS T & W DISTRIBUTING CO.
14 W. Grand Ave.
COLUMBUS, O.

EMPIRE COIN MACHINE EXCH.
212 Milwaukee Ave.
CHICAGO, ILL.

EMPIRE COIN MACHINE EXCH.
743 Patton Ave.
DETROIT, MICH.

EXCHANGE & HIT, CO.
230 Leavell Ave.
HOUSTON, TEXAS

GRAND NATIONAL CO.
550 Mackenzie
OUNGSTOWN, OHIO

UNITED DISTRIBUTORS, INC.
16 W. Second St.
WICHITA, KAN.

CYGNET DISTRIBUTING CO.
227 University Ave.
T. PAUL, MINN.

HID-STATE DISTRIBUTORS
119 Fairmont
FARMONT, W. VA.

HID-WEST DIST. CO.
36 N. Madison St.
CHICAGO, ILL.

HID-WEST DIST. CO.
119 Lynnwood Blvd.
KANSAS CITY, MO.

HID-WEST MUSIC CO.
850 Mariposa St.
SEVEN, COLO.

HOBSON, INC.
65 Hampton
ST. LOUIS, MO.

HIDE-BOX—August 5, 1961

OLD DOMINION VEND. SERVICES
1955 Terrace Ave.
BAYSIDE, VA.

PASTER DISTRIBUTING CO.
3651 W. Fond du Lac
MILWAUKEE, WISC.

Pierce Music Co.
415 East Martin
RALEIGH, N.C.

C. A. ROBINSON CO.
2301 W. Pico Blvd.
LOS ANGELES, CALIF.

ROCK CITY AMUSEMENT CO.
106 Lafayette Ave.
NASHVILLE, TENN.

ROYAL DIST. CO.
2870 Seymour Ave.
CINCINNATI, OHIO

SAMPSONS-PENNINGTON CO.
1049 Union Ave.
MEMPHIS, TENN.

SANDLER DISTRIBUTING CO.
110 Eleventh St.
DES MOINES, IOWA

SOUTHERN AUTOMATIC MUSIC CO.
735 S. Brook St.
LOUISVILLE, KY.

SOUTHERN AUTOMATIC MUSIC CO.
1355 Delaware Ave.
LEXINGTON, KY.

SOUTHERN AUTOMATIC MUSIC CO.
717 N. Capitol
INDIANAPOLIS, IND.

SPARKS SPECIALTY CO. INC.
104 Edgewood Ave., N.E.
ATLANTA, GA.

SPARKS SPECIALTY CO., INC.
1505 Taylor St.
COLUMBIA, S.C.

CARL SPIES CO.
1000 W. Pennsylvania
EVANSVILLE, INDI.

STATE SALES & SERVICE CORP.
1035 East Baltimore
Baltimore, Md.

DAN STEWART CO.
162 E. Second South
SALT LAKE CITY, UT.

TARAN DISTRIBUTION CO.
90 Riverside Ave.
JACKSONVILLE, FLA.

TARAN DISTRIBUTION CO.
3401 N.W. 36th St.
MIAMI, FLA.

UNITED EAST COAST CORP.
583 Tenth Ave.
NEW YORK, N.Y.

UNITED DISTRIBUTORS, INC.
900 W. Second St.
WICHITA, KAN.

UNITED PRODUCTS
201 So. 13th St.
OMAHA, NEBRASKA

WESTERN DISTRIBUTORS
1226 E.W. 16th
PORTLAND, ORE.

WESTERN DISTRIBUTORS
3126 Elkhorn Blvd.
SLATE LAKE, WASH.

W. H. WILLIAMS DIST.
1415 So. Flores
SAN ANTONIO, TEXAS

VALLEY SALES CO.
333 Morton St.
RAT CITY, MICH.

Write for list and prices

The ALL NEW CROWN IMPERIAL by FISCHER

"4 x 8 Foot"—100 Long, "3 1/2 x 7 Foot"—90 Long, All New All Through! See your distributor or contact Bill Walkal.

FISCHER SALES & MFG. CO.
323 Ridge Road, Mattioni 4, Ill. 7-Evergreen 2-5520—Distance Code 813

ON DISPLAY! The All-New

UPD-100

PHONOGRAPH!

Come In Today and Hear It!

SPECIAL PRICES ON USED EQUIPMENT
Phonos • Games • Arcade

WRITE FOR LIST and PRICES

T & W AMUSEMENT CO.
3104 Clarksville Highway
NASHVILLE, TENNESSEE

The best wishes to CASH BOX

First Quality Cue Sticks
48" Size—$16.50 per doz.
52" Size—$20.00 per doz.
57" Size—$30.00 per doz.
(offer expires 9/15/61)
Write or call!

Champion Distribs.
3451 N. Milwaukee, Chicago 41, Ill.
Tel: AVenue 6-6751

List of Games Distributors Begins On Page 40

For more information on importing and exporting of all types of coin operated music — pay out — amusement — vending equipment. Complete stocks of parts in current production or not. Prices highly competitive, ask us first.

Chicago Automatic Supply Company
16, Cole Street
cable address: Chimerego, London.

Pari III—Coin Machines 43
ROCK-OLA
UNIVERSAL WILLIAMS | KEENEY | FISCHER
...for the finest in NEW profit-making equipment!
We Carry A Wide Assortment Of All Types Of USED Equipment As Well... Call Us!

COIN AUTOMATIC DISTRIBUTING COMPANY
241 WEST MAIN STREET
JOHNSON CITY, TENN. Phone WA 6-3642

FACTORY DISTRIBUTORS FOR
BALLY CHICOGO KEENEY ROWE-AMI GOTTLIEB
Extensive inventory available — for export agents —
popular prices — top quality equipment — quick delivery
from New Orleans —
write us and we'll do business!

THE COIN MART
1055 BARONNE STREET
NEW ORLEANS, LOUISIANA

THE HITMAKERS
ARE AT H & H DISTRIBUTING!
Plus a wide selection of used games
H & H Distributing Co.
1820 Leeland Ave.
Houston, Texas

MANUFACTURER and DISTRIBUTORS

WILLIAMS MFG. CO.
4242 W. Fillmore St.
CHICAGO, ILL.

ROANOKE VENDING EXCHANGE
4000 W. Broad St.
RICHMOND, VA.

ROANOKE VENDING EXCHANGE
625 Chin St.
CHARLESTON, W. VA.

ROANOKE VENDING EXCHANGE
63 Corn Arcade Ave.
BRISTOL, VA.

C. A. ROBINSON & CO.
2201 W. Poor River
LOS ANGELES, CALIF.

DAVID ROSEN, INC.
SS 66 St. Broad St.
PHILADELPHIA, PA.

ROYAL DISTRIBUTORS, INC.
2076 Seymour Ave.
CINCINNATI, OHIO.

SEABOARD NEW YORK CORP.
843 Tenth Ave.
NEW YORK, N.Y.

SEABOARD NEW YORK CORP.
171 Park Ave.
EAST HARTFORD, CONN.

SEABOARD NEW YORK CORP.
722 High St.
NEWARK, N.J.

SERVICE MUSIC OF HAWAII INC.
210 Makaiwau St.
HONOLULU, HAWAII.

SOUTHERN AUTOMATIC MUSIC
737 S. Capitol Ave.
INDIANAPOLIS, IND.

SOUTHERN AUTOMATIC MUSCI
1555 Delaware Ave.
LEXINGTON, KY.

SOUTHERN AUTOMATIC MUSIC
717 N. Capitol Ave.
INDIANAPOLIS, IND.

SOUTHERN MUSIC DISTRIBUTING
600 W. Central Ave.
ORLANDO, Fla.

SOUTHERN MUSIC DISTRIBUTING
2465 Harper St.
JACKSONVILLE, FLA.

SOUTHERN MUSIC DISTRIBUTING
412 S.W. 8th Ave.
MIAMI, FLA.

TRIUMPH COIN MACHINE CO.
40 Washington St.
BOSTON, Mass.

UNITED DISTRIBUTORS, INC.
900 W. Second Ave.
WICHITA, KANSAS.

WESTERN DISTRIBUTORS, INC.
1126 Elliott Ave.
SEATTLE, WASH.

BILL WILLIAMS DISTRIBUTING CO.
3300 Louisiana St.
HOUSTON, Texas.

BILL WILLIAMS DISTRIBUTING CO.
1415 S. Flores St.
SAN ANTONIO, Texas.

CANADA

DALE DISTRIBUTING B.C. LTD.
1168 Seymour St.
VANCOUVER, B.C., CANADA

LAMIE AMUSEMENT, INC.
1807 Quay Rue Notre Dame West
MONTREAL, QUE., CANADA

FRANK KIRKE NOVELTY CO.
204 King St. East
TORONTO, ONTARIO, CANADA

NEW WAY SALES COMPANY
115 Queen St. West
TORONTO, ONTARIO, CANADA

WILLIAM POUND AGENCIES
2 Pine Ave.
ST. JOHNS, NEWFOUNDLAND, CANADA

MONARCH COIN MACHINE CO.
211 Resept, St.
WINNIPEG, MANITOBA, CANADA

VAN DUSEN BROS.
1020-125th St.
EDMONTON, ALBERTA, CANADA

Cash Box — August 5, 1962
SERVING THE NATION'S COIN MACHINE INDUSTRY
WITH THE FINEST IN POOL TABLE SUPPLIES and SLATE

EASTERN NOVELTY DISTRIBUTORS ANNOUNCES MODERN FACILITIES
AND SPACIOUS NEW HEADQUARTERS IN NORTH BÆRGEN, NEW JERSEY* 
Completion date of new building scheduled for September 1961

Call Eastern Novelty at Union 3-8574 for any and all supplies concerning your pool table business.
Immediate and satisfactory service everyday . . . OR YOUR MONEY REFUNDED!

SLATES
CLOTH
Rubber-backed cloth of the best quality at the best price in the market. Sold in all standard 6-pocket, bumper and
sizes. Used by the finest tournament players.

CUSHIONS
CUSHIONS
First quality cushions for bumper and 6-pocket tables.

BALLS
Genuine pennant balls designed to last a lifetime. By the set or single. Also line balls.

BUMPERS
First quality bumpers for all makes and models. Rubber or metal.

BUY FROM AMERICA'S LARGEST POOL TABLE SUPPLY HOUSE

Serving the nation's coin machine industry

Send for 1961 Catalog

EASTERN NOVELTY DISTRIBUTORS
Manhattan Avenue
Union City, New Jersey

UNION 3-8574

be at our Union City address until September 1961 and we look forward to having you with us when we move to our new building.

hot Of England To Hold Its
n Coin Machine Trade Show

eduled For Blackpool, Dec. 4th-7th

DON—This year, for the first time, owners and distributors of North of England arc to have a Trade show—The Northern Counties Exhibition to be held at the Winter Gardens, Blackpool, December 4th-7th. Organized by Jack D. Rose (Exhibitions) the show is not intended to compete in any way with the annual held in London, but to provide opportunity for manufacturers and visitors of amusement equipment, pinball machines, vending machines, juke boxes, etc., to exhibit for the convenience of the many operators in the North of England.

The choice of venue is a happy one, with ample floor space, which lends itself admirably to large scale exhibitions. Blackpool is this country's major playground in easy reach of the large number of operators on the east coast, Scotland, North Wales, Midlands, etc. It is also hoped that both exhibitors and visitors from abroad will be attracted to the show. This respect accommodation presents no difficulties as Blackpool is equipped with many large and comfortable hotels.

Midwest Musings

Tony Glenn, Pastor Dist. Co., St. Paul, on vacation for two weeks, as Matt
a fills in . . . Tony Bartus, Sandler Dist. Co., on vacation with his family
week in Wisconsin, Bill Perry, Sandler Dist. Co., back from a two week
up North, a lot of fishing and caught a lot of fish . . . Bob and
Nitterberg, Castlewood, So. Dakota, in town for the day visiting a few
ators and picking up parts and records. . . . The yearly Aquatennial in
apalooza brings thousands of tourists into the city and this year it has been
more than ever. Beautiful girls and outstanding floats helped to make the
day parade last Saturday and the torchlight parade Wednesday evening. . . . Ted Weems and his band at the Prom Sat., Nite and Rowan and Marc
the Flame Room, Radisson Hotel and Eddie Heywood at Freddie's Cafe
nessapolis . . . The Cleon Family at Austin, Minn., are enjoying the hot
in with a new swimming pool that Gene had installed this Spring, Extra
with a fence around it and diving board and heated pool . . . Mr. & Mrs.
Schorley and the family stopping off in Minneapolis on the way home after
a few days vacation visiting relatives in Rochester and Osakis, Minn.
Loss Hosall, Minneapolis operator returned last week with his family after
ending two weeks vacation in California . . . Clayton Norberg, Mankato,
, in town picking up his record supply and parts. As was Bob Sotier,
ston, Wis. . . . Doc Keints and his son Stephen in town for the day making
rounds.

ash Box—August 5, 1961

Part III—Coin Machines 45
BEVERAGE

Coffee
Instant and liquid concentrate
APCO, Inc.
AVENCO

Cola Manufacturing Company
Coca Cola Products Corporation
CUP-PAC Division, L. F. Grammes and Sons, Incorporated
Glazo Corporation

Cold Products Corporation
Lielinh, Inc.

Rock-Ola IVI Co.

Rudd-Melikan, Inc.

The Seeburg Corporation
Steel Products Company
Universal Metal Products Corporation

Vending-O-Matic Sales, Inc.

Vend-Rite Manufacturing Co.

Venpak, Inc.

Vend-O-Matic Products Corporation

Fresh-Brew

APCO, Inc.

Pallaco Vending Corporation
Bar-Con Electric Manufacturing
Cuppa Dispensers, Inc.

Coffee-Stat Corporation

Coke Products Corporation
Continental-Apo, Inc.

Demay, Inc.

Empire Distributing Corporation
Perki-ette, Incorporated

Rock-Ola IVI Mfg. Corp.

Rudd-Melikan, Inc.

The Seeburg Corporation

United Coffee Company

The Vendo Company

Victor Products Corporation

Pre-Brew

Coffee Time of America, Inc.

Griswold Vending Division

Northwest Automatic Products Corporation

John E. Mitchell Company

Hot Chocolate

AVENCO

Ball Vending Corporation

Coca Manufacturing Company

Coca-Mate Corporation

Coke Products Corporation

Continental-Apo, Inc.

CUP-PAC Division, L. F. Grammes and Sons, Incorporated

Demay, Inc.

Insta-Matic Products Corporation

Lielinh, Inc.

Marvend, Inc.

John E. Mitchell Company

Rock-Ola IVI Co.

Rude-Melikan, Inc.

The Seeburg Corporation

Steel Products Company

Universal Metal Products Corporation

The Vendo Company

Vend-O-Matic Sales, Inc.

Vend-Rite Manufacturing Co.

Venpak, Inc.

Juice

Coca-Products Corporation

Daromatic, Inc.

(canned and cartoned)

Glazo Corporation

Mix-A-Trade, Inc.

Norite Dispensers, Inc.

Rudd-Melikan, Inc.

United States Chemical Milling Corporation

(canned and cartoned)

Vend-O-Matic, Inc.

(cartonned)

Wittenberg, Inc.

Milk

For Bottles, Cartons or Cans


Daromatic, Inc.

(canned and cartoned)

Glazo Corporation

Mix-A-Trade, Inc.

Norite Dispensers, Inc.

Rudd-Melikan, Inc.

United States Chemical Milling Corporation

(canned and cartoned)

Venpak, Inc.

(cartonned)

Wittenberg, Inc.

For Bulk or Cans

Coke Products Corporation

Flexomatic Engineering Corporation

Glazo Corporation

Griswold Vending Division,

Northwest Automatic Products Corporation

Rudd-Melikan, Inc.

Victor Products Corporation

Milk Shake

AVENCO

Cold Products Corporation

Glazo Corporation

Victor Products Corporation

Soft Drink

For Bottles

Allco Metal Works, Inc.

Cavalier Corporation

Champion Vending Department of Refrigeration Corporation

Choice-Vend, Division of Seeburg Corporation

Ideal Dispenser Company

Kelvinator Division, American Vending Corporation

LaCrosse Cooler Company

Norite Dispensers, Inc.

S and S Products, Inc.

The Seeburg Corporation

Selectivend Corporation

Steelmade, Inc.

Vend-O-Matic Sales, Inc.

The Vendo Company

Vendorlator Manufacturing Company

Vendors Products Corporation

Westhinghose Electric Corporation

Wittenberg, Inc.

For Cans or Cartons

Choice-Vend, Division of Seeburg Corporation

Ferro Stamping Company

Gold Medal Vending Corporation

The Seeburg Corporation

Steelmade, Inc.

Vend-O-Matic, Inc.

Vendors Products Corporation

Wittenberg, Inc.

Post-Sale

Continental-APCO, Inc.

AMC

Bally Vending Corporation

Coca Products Corporation

Rowe-A-Matic Sales Co.

The Seeburg Corporation

Vendors Manufacturing Corporation

Victor Products Corporation

Pre-Mix

Continental-APCO, Inc.

Glazo Corporation

Mix-A-Trade, Inc.

Speciality Engineering Corporation

United Sound & Signal Corporation

Victor Products Corporation

Soup Vendors — Bulk

Continental-APCO, Inc.

AVENCO

Ball Vending Corporation

Coca Manufacturing Company

Coca-Mate Corporation

Coke Products Corporation

CUP-PAC Division, L. F. Grammes and Sons, Incorporated

Demay, Inc.

Insta-Matic Products Corporation

Lielinh, Inc.

Marvend, Inc.

Rock-Ola IVI Co.

Rude-Melikan, Inc.

The Seeburg Corporation

Steel Products Company

Universal Metal Products Corporation

The Vendo Company

Vend-O-Matic Sales, Inc.

Vend-Rite Manufacturing Co.

Venpak, Inc.

Tea

AVENCO

Cold Products Corporation

CUP-PAC Division, L. F. Grammes and Sons Incorporated

Demay, Inc.

Lielinh, Inc.

Marvend, Inc.

Rowe-A-Matic Sales Co.

Rudd-Melikan, Inc.

The Seeburg Corporation

Steel Products Company

Stoner Mfg. Co.

Universal Metal Products Corporation

Vend-Rite Manufacturing Co.

Venpak, Inc.

Cigar

Cigarmat Corporation of America

Cigar-Pak Vendors, Inc.

Arthur H. DuGrenier, Inc.

Harmon Machine Company, Inc.

Hilliam Sales Corporation

Leighb, Inc.

Malkin-Hilton Company

Precision Metalcraft, Inc.

Match Vendors

The Columbus Vending Company

Harmon Machine Company, Inc.

Plastic Vending Machines, Inc.

FOOD—CANDY

Candy Bar

AVENCO

Coca Manufacturing Company

Arthur H. DuGrenier, Inc.

Glazo Corporation

Hannah Machine Company, Inc.

Hilsum Sales Corporation

Interborough News Company

Leighb, Inc.

National Vendors, Inc.

Rock-Ola IVI Co.

Rowe-A-Matic Sales Co.

William F. Shepherd, Inc.

Shipman Manufacturing Co.

Venpak, Inc.

Wittenberg, Inc.

Cookie, Cracker, Biscuit

Coca Manufacturing Company

Arthur H. DuGrenier, Inc.

Glazo Corporation

Lielinh, Inc.

Marvend, Inc.

National Vendors, Inc.

Pneumat Corporation

William F. Shepherd, Inc.

Shipman Manufacturing Co.

Vend-O-Matic Sales, Inc.

The Vendo Company

Fruit Vendors—Refrigerated

Frigid Fruit Company, Inc.

Froh-O-Matic Manufacturing Company

Precision Metalcraft, Inc.

Gum Vendors

Cigaromat Corporation of America

Coca Manufacturing Company

Arthur H. DuGrenier, Inc.

Hannah Machine Company, Inc.

Interborough News Company

National Vendors, Inc.

Rowe-AMI Corporation

Rowe-A-Matic Sales Co.

The Vendo Company

Superior Manufacturing Company

Hot Food

AVENCO

Gardner Manufacturing Company

Rock-Ola IVI Co.

Glazo Corporation

National Vendors, Inc.

Rowe-A-Matic Sales Co.

Rudd-Melikan, Inc.

Steelmade, Inc.

Vend-O-Matic Sales, Inc.

Vend-Rite Manufacturing Co.

Wittenberg, Inc.

Ice Cream


Rock-Ola IVI Co.

Stoel Wagon Company, Inc. (cartoned)

The Vendo Company

Pastry

Pies, cakes, doughnuts

A. T. Davis Co., Inc.

Arthur H. DuGrenier, Inc.

Glazo Corporation

National Vendors, Inc.

Rowe-A-Matic Sales Co.

Rudd-Melikan, Inc.

Steelmade, Inc.

Vend-O-Matic Sales, Inc.

Vend-Rite Manufacturing Co.

Wittenberg, Inc.

Popcorn

Continental-APCO, Inc.

Auto-Pop Mfg. Co., Inc.

Electroware Corporation

Gold Medal Products Company

Vend-A-Box, Inc.

Soda Machines

Arthur H. DuGrenier, Inc.

Glazo Corporation

National Vendors, Inc.

Rowe-A-Matic Sales Co.

Rudd-Melikan, Inc.

(salads)

Superior Manufacturing Company

Wittenberg, Inc.

Specialty Food

Dixomat, Inc.

(canned and cartoned foods)

Jonnies and Company (breads)

National Vendors, Inc.

United States Chemical Milling Corporation

(canned and cartoned foods)

Vend-Rite, Inc.

(dry goods)

SPECIAL PRODUCTS

Handkerchief Vendors

Bar-Com Manufacturing Company, Inc.

Mechanical Servants, Inc.

Stanchief Products Company

The Winkler-Cherckin and Shlikov Vendors Company

Ice Cream


Council Manufacturing Corporation

EMI Distribution Corporation

Shipman Manufacturing Co.

Secure-U-Trip, Inc.

Magazine and Newspaper

Bilsam, Inc.

James F. Jae & Associates

United Sound & Signal Company

Photograph

Auto-Photo Company

Pastime Stamps, Inc.

Dillon Mfg. Co.

Platco Manufacturing Company

Hamilton Scale Company

Hilsum Sales Corporation

History-Western Corporation

Postage Stamp Machine Company

Public Stamp Service, Inc.

Schuback Products Corporation

J. Schoenbach Manufacturing Co.

Shinpan Manufacturing Co.

Records

United States Chemical Milling Corporation

SERVICE

Car Washers

National Rocket Distributors, Inc.

Coin Changers

Cain Changers, separate from other vending equipment, for making change. Also see "Coin Changers—Available in Vending Equipment Index.

A.B.T. Manufacturing Corp.

AVENCO

Clay_ARR, Inc.

CUP-PAC Division, L. F. Grammes and Sons, Incorporated

Hamilton Scale Company

Johnson Fare Box Company

National Rejectors, Inc.

Standard Change-Makers, Inc.

Vend-Rite Manufacturing Co.

Currency Changers

A.B.T. Manufacturing Corp.

Heath Mfg. Co.

National Rejectors, Inc.

Parcel Lockers—Locks

American Locker Company, Inc.

The Flexible Company

Poy Toilet Locks

American Coin Lock Company, Inc.

Terry Nickel-O-Lok Co., Inc.

Pacific Nickel-O-Lok Co., Inc.

Scales

American Scale Manufacturing Company

Hamilton Scale Company

U.S. Sliding Machine Company

Watting Corp.

Shoe Shine Machines

American Sales Company

Telescopes

American Lens & Photo Company

Cost Instrument, Inc.

Turnstiles

Hamilton Scale Company

Voice Recording

Audio Products Co.

<Address of all firms listed available on request>

Cash Box—August 5, 1961
AN important message

FROM ROCK-OLA IVI CORPORATION
TO OWNERS
OF THE SCHROEDER BONANZA
COFFEE VENDOR

We know that many of you are experiencing operational difficulties with the Schroeder Bonanza coffee vendor. This announcement is a promise to all of you from the Rock-Ola IVI Corporation, to correct these problems so that these units will be profitable to you.

It should be remembered that Rock-Ola has no direct responsibility in this matter. As far as we know, this kind of offer to stand behind a product made by another manufacturer is without precedent in this industry. Our only purpose is to demonstrate to the vending industry that the name Rock-Ola stands for Quality, Dependability and Integrity. Our only profit will be the friendship and trust of those people whose business has suffered because of the Schroeder Bonanza.

We will convert all existing Schroeder Bonanza coffee vendors to the high quality standards of the new Rock-Ola IVI 1300 for a cost of $180. This conversion includes the installation of a complete new brewer system, new water system and water tank. We will even pay the return freight cost of the unit. The customer pays only the freight to ship unit to the factory.

Rock-Ola Offers to each operator a Money Back Guarantee Program. Yes, the Opportunity to Recoup the Entire Cost of Conversion and inbound freight.

This is the Program:

Every customer that has his Schroeder Bonanza converted will be allowed a 2 1/2% discount off list price on any Rock-Ola IVI coffee machine he orders, whether it is a model TRLB, 1300, 1400 or TRLB-M. The discount will be allowed for five years or until it reaches $180 plus the cost of the freight to ship unit to the factory (upon presentation of paid freight bill).

In other words, every cent of your cost for conversion plus the inbound freight will be returned to you by Rock-Ola under this program.

Rock-Ola IVI Corporation

David C. Rockola
President

look to ROCK-OLA for advanced products for profit

ROCK-OLA IVI CORPORATION

A Subsidiary of Rock-Ola Manufacturing Corp.
300 North Kedzie Ave. • Chicago 81, Illinois
The “International” part of the Convention is slated for Tuesday, October 31, and international guests only will be treated to a special guided tour of Chicago vending installations on November 1.

“Indications of interest from different parts of the world are pouring in,” says Sidney S. Rudin, Convention Chairman, and executive with Automatic Merchandising of America, Inc., Chicago. He reports that there may even be groups from Germany and England planning to charter planes for the journey.

According to the Convention program just announced by NAMA, the trial pattern exhibit will be open each of the four Convention days. According to the said, from 6:00 p.m. on October 29; from 12 noon to 5:00 p.m., October 30; and from 10:00 a.m. to 5:00 p.m. on October 31.

Workshop sessions are also planned on each of these dates.

Workshop topics will range from

"Shop Maintenance and Machine Repair" to "Food Vending in Industrial Plants." Other discussions will deal with experience of vending equipment and maintenance employees, vending techniques, vending service to new locations, leasing and financing of vending machines, employee relations, methods of keeping "the operation of vending services"—such as coin-operated machines, and decorative machine enclosures.

All of the workshops will take place at Chicago's Conrad Hilton Hotel, the "official" Convention hotel, just five minutes away from McCormick Place.

The International Vending Symposium, an international group of vending operators and manufacturers, will conduct discussions between several American manufacturers of vending machines and products. This will include export practice and selling, foreign trade, new equipment and products and similar topics.

The final event of the official program will be the 50th Anniversary NAMA Luncheon, sponsored by the Merchandising Association on the evening of October 31. The NAMA was founded September 14, 1936.

This year's NAMA Show is officially followed by a "Free Europe Celebration" in honor of the 75th Anniversary of the American Red Cross, which celebrated this year across the nation.

The business program is designed to cover a broad range of topics, including the greatest current concern to the vending specialist,” according to Rudin.

"Our planning committee has built an excellent program designed to show the latest progress in vending, competitive market and render the best service to the public,” he said.

Rudin reports that most of the workshop moderates are already confirmed for the company. The top industry representatives to act as discussants and panelists on these topics have confirmed thus far are: Fred Delah, Automatic Vendors, Inc., St. Louis, Missouri; John E. Boeke, McCormick Place, Public Health Counsel; Robert Brinkerhoff, McCormick Place, Director of Merchandising Services of American Retailers, Inc., Knoxville, Tennessee; Arnold Harlem, AC Automatic Vendors, Inc., Chicago, Illinois; John Horson, Vending Industries, Inc., Waltham, New York; Dr. Benjamin Werne, NAMA Employer-Employee Relations Counsel, and Sol Macke, McCormick Place, Automatic Vendors, Inc., L. M. Apolios, Minnesota.

Rudin says the expects 8,000 visitors to the NAMA conclave and urged vendors to register in advance in order to avoid long lines and assure the best accommodations. NAMA member registrants are $25.00 per person; operators are charged $10.00 for "Exhibit Only" registration and $35.00 for both "Exhibit and Program." However, non-member fees are reduced by 40% for members and operators. Applications must be received by October 13. Non-member manufacturers must write NAMA for special arrangements.

All advance registrations must be returned with a $10.00 non-refundable deposit. No later than October 13, Rudin said, hotel reservations should be mailed directly to the hotel.

This year, vending executives also show a "free-for-all" to the show, so that ladges and other materials can be handed out to the Show with a minimum of delay. All ladies are registered for free.

Ladies wishing to participate in the Ladies' Program must pay a small fee. This charge will be deducted from the Show and does not affect the otherwise free general registration for the ladies.

Macke Vending Moves Into Charlotte, N.C. With Purchase Of Industrial Vending

Sales Volume At $2.5 Million

WASHINGTON, D.C. — The Macke Vending Company, Washington, D.C., has announced that it successfully completed negotiations for the acquisition of Industrial Vending Corporation of Charlotte, North Carolina, subject to approval later this month by the stockholders of the Carolina firm. The firm's stock rose by 4½ points in response to the news.

Industrial Vending, one of the South's largest privately owned vending firms, will add annual sales of more than $2.5 million to Macke's current volume of $24 million. Matt Macke, president of the Bridewell, remains in active management and will also be named a regional vice president of the parent Macke firm.

"Industrial Vending's rapid growth in recent years has been aided by the emergence of Charlotte as a focal point to serve both commercial and distribution centers, stated Aaron Goldman, Macke president.

"It is our intention to expand Industrial Vending's services and facilities to provide service in the Charlotte area the kind of modern coin-operated cafes which Macke has introduced in other areas.'

Macke Vending made its first public offering in February 1960 when an original issue of 125,000 shares was undersubscribed at $10. The shares, currently listed on the American and National Stock Exchanges, closed last Wednesday in the Middle Atlantic States of development. Macke owns 91% of the stock. Macke is considered to be the fifth largest vending firm in the country.

Continental Can Names Leswing Eastern Manager

Fred P. Leswing

NEW YORK — Fred P. Leswing has been appointed manager of sales in the Eastern Region, effective October 1, for Continental Can Company, according to M. W. Ashby, general manager of the company's vending division. Leswing is presently district sales manager in Cleveland, and, before that, was a packaging specialist and sales manager for the division. He will have direct responsibility for general line sales of the company's paper cans, plates and tubs.

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Cash Box—August 5, 1961
REPORT FROM BRITAIN

(Continued from page 48) 

tioned to accept the vending principle, but because of the economic price level it was difficult for an operating service to come into being whereby the operator, in providing the service in an industrial plant, could gain an adequate reward for his labor or a reasonable return on his investment. The situation today is that most industrial plants purchase or rent their automatic equipment, while operating services in industry, although in being, are slow in growth and facing difficulties.

The vending industry as a whole would prefer operational set-ups similar to those obtained in the United States, because this would ensure adequate coverage, the proper attention to hygiene, and first class service, and this is a condition which will eventually emerge as the ideal pattern when conditions allow the operators to come forward and progress. Great Britain has been quick to accept the lessons learned in automatic vending from the United States and, in fact, most of the machines, particularly drink dispensers, being distributed in the European market are manufactured in the United Kingdom by arrangement with American companies of long standing and repute. Among others, Ditchburn Vending Machines Ltd., has obtained the "Coke" line by agreement with Coke Vending Industries of Chicago. The models made in Great Britain are distributed throughout the European countries of associated industry and the British Commonwealth. Of the range, the Hotspur and Colepas have been foremost in importance and public interest throughout this area.

From the long term view point, the Industry is healthy, progressive, and continuing with its education programme and although a healthy spirit of rivalry exists between manufacturers of the same vending line, there is also a great deal of co-operation, because there is a common realisation that the vending problem is as yet not solved. This is establishing what undoubtedly is a potentially very large market. Sales volume, measured by United States performance, is of course, per head of population, very small, but every month there are new variations in habits, we will catch up. After all, unlike the United States where the customer has been conditioned to automatic vending for many years, each new placement of vending equipment requires a customer usage awareness, and this particularly applies in the European Continent, in many parts of which vendors of the beverage type are being introduced for the first time. That they are easily and readily accepted speaks volumes for the basic soundness of the vending principle. The vending industry is approaching its problems sensibly.

Although there have been one or two unfortunate incidents, usually publicised in the Press, particularly with the smaller type of vendor like "Bubble Gum" machines, the Industry has been relatively free from "blue skies" promotional activities, and the reputable manufacturers have joined together in an Association to protect the user of equipment from malpractices.

The last few years have been a formative period, in which, in Europe, the knowledge gained in operating column and compartment vendors has been added to by the knowledge, and in some cases entirely different practices, necessary in the operation of beverage and food dispensers. There is now a firm basis of understanding and a springboard from which the vending industry can go forward to a sound and prosperous future with proven and tried equipment.

PROTEST INCREASED LICENSE FEE

Chi Coin-Op Laundries Close Doors

CHICAGO—Approximately 600 of the 630 coin-operated automatic laundries in this city closed at midnight Tuesday, July 25, in protest against a proposed city ordinance which levied license fees and regulating the store operations.

Donald A. Mitchell, counsel for the Midwest Assn. of Automatic Laundry Stores, asserted that about 600 of the 630 laundries here would remain open until this Friday, July 28. He formally announced the protest plans after conferring with Mayor Richard J. Daley.

Mitchell charged that a store with 50 machines would have its license fee increased from $150 to $250 for 10 and $350 for each additional machine.

The proposed ordinance would compel round-the-clock laundries to close from 11 p.m. to 7 a.m. and would require an attendant to be on hand from 6 p.m. to 11 p.m.

The annual license fee now is $50 for 25 machines and $1 for each additional machine. The new ordinance would increase the fees to $150 for 10 and $350 for each additional machine.

For automatic dry-cleaning coin-operated machines the proposed ordinance would set a fee of $250 for 10 and $350 for each additional machine.

At a press conference Mayor Daley advised reporters that since the ordinance would not go into effect until January 1, no fine be levied and (that) not constitute a legal status of the matter before action is taken by the Chicago City Council.

New York operators were faced with the same sort of situation a month ago which required Sunday closing and an attendant on the premises after 6 P.M. daily.

The proposed ordinance would compel round-the-clock laundries to close from 11 p.m. to 7 a.m. and would require an attendant to be on hand from 6 p.m. to 11 p.m.

Redd's Vend Engineer Has Taught For 21 Yrs.

BRIGHTON, MASS.—When vending machine operators from the New England area meet at Redd Distributing's vending machine outlet for service school sessions, they are likely to hear the words of wisdom from a man who has spent 21 years instructing students in the techniques of service and engineering.

That's how long Julius "Jake" Jacobi has been teaching, and his latest task of filling Redd's Vend Department. Sales Engineer post is right up Jake's alley. Jacobi started teaching basic electricity back in 1919 and moved into refrigeration in 1943. In '43 Jake joined Redd as Engineer and Operations Manager for Spacarb and then joined Redd in 1958. Redd is Seebhing and Bally distributor in this area and supplies much of N. Eng.'s market with merchandise and supplies.

Cash Box — August 5, 1961
Glasco Pre-Mix Gets Cubette Ice Maker

MUNCIE, IND.—A new “Cubette Ice Maker” has been patented by the Muncie Ice Cube Company. This product is the result of a collaboration between the business and the ice cube company. The device is expected to revolutionize the ice cube market.

The device, patented under the name “Auto-Cubette Ice Maker,” provides a novel solution for the production of ice cubes. The process involves the use of a high-pressure system that allows for the precise and efficient creation of ice cubes. This innovation is expected to reduce energy consumption and increase efficiency in ice cube production.

Auto. Cafeterias Has Good First Qtr.


In a letter to stockholders, Morris Binder, Automatic Cafeterias’ secretary, explained that the record earnings include pre-tax profits from a non-recurring capital gain of $25,000 received from the sale of the company’s interest in Overseas Automatic Vending Corporation.

However, he pointed out that earnings from the company’s operations were well below the $93,000 at an annual rate, high. According to Binder, a continuing increase in sales volume has placed the company at an all-time high. In the fiscal year ended February 28, 1961, earnings for the full year were $5,921 on sales of $500,350.

Automatic Cafeterias experienced “considerable expansion” in the new fiscal year, Binder noted. In addition to the steadily expanding general vending machine operation, the company has increased a new vending machine which dispenses 256 calorie liquid luncheon, and has acquired two restaurants in Manhattan—The Fat Cat on Madison Avenue and The Madison on Broadway.

The restaurants will also serve as test sites and side by side comparisons for preparing and packaging certain foods for the vending machine installation.

The “900 calorie vending machine,” already highly successful at Macy’s Herald Square, has just begun operations at the E. J. Korvette Pharmacy on East 46th Street. (See story on this page.) Other major outlets are expected to follow shortly.

Pointing to the new and expanded operations, Binder said that sales figures for the quarter reflected only six weeks of operation of The Madison. Binder predicted that Automatic Cafeterias would be looking forward to a substantial increase in profit this year.


CHICAGO—The 1961 edition of the complete source book to the automatic vending industry is just now off the press and available according to New Vending Machines Association, publishers of the volume.

Entitled “Blue Book of Automatic Merchandising,” the 250-page directory contains 215 pages of illustrated information about the fast-growing automatic food, merchandise and service industry. (The Blue Book is the successor publication of Automatic Merchandising Magazine.)

ARMATURE PIVOT ELIMINATES AIR GAP gives Type 3060 relay highly efficient magnetic circuit of improved sensitivity. ELLIS & PROWD, 817 West End Ave, N.Y.C.

FREE... WITHOUT OBLIGATION Catalog... 22 Pages... 27 Illustrations

Cash Box—August 5, 1961

Canteen’s ABT Currency Changer Part Of Tele-Trip’s Insurance Vender

CHICAGO—A new flight insurance vending machine, first on the market with all known machines, as well as quarters, has been developed by Tele-Trip Co., Inc., in cooperation with A. C. Automatic Services, Inc., a subsidiary of Automatic Canteen Corporation.

Dispensing flight insurance for Boeing Aircraft Insurance, Co., Chicago, the new unit accepts one dollar bills and quarters in any combination.

Installation of the dollar bill mechanism, a device pioneered by A.B.T. Manufacturing Co., Rockford, III., new part of Automatic Canteen, vastly increases the sales potential of the insurance vending machine, according to Thomas R. Lemon, vice president of Tele-Trip.

PM Cash Prizes To 35 Vending Servicemen

CHICAGO—The winners in the 1961 Commander Sweepstakes, sponsored by Philip Morris Inc., were announced recently by the company. The $1000 First Prize in the Sweepstakes went to Ballard Henry, who is with the Vending Company of Quincy, Illinois. Philip Morris Inc., which manufactures and distributes the Commander, Banner, Benson & Clegg and Philip Morris regular cigarettes, offered 35 separate cash awards to authorized vending service companies for their nation for promotional efforts in the introduction of Philip Morris Commander.

Shown here at the officially noted Grand Drawing are (left to right): Jack Prokop, Manager of Vending Sales for Philip Morris Inc.; Thomas Hungerford, Executive Director of the National Automatic Merchandising Association, who selected the winners; and Mrs. Lori Rivera, The Notary Public who authenticated the drawing. Second and Third Prizes were $500 and $300, as well as thirty-two $100 awards also were won in the Sweepstakes, which were conducted by Philip Morris Inc. in cooperation with the N.A.M.A.

Liquid Lunch Via Vender Sets Well With Diet-Conscious

NEW YORK—E. J. Korvette’s 46th Street pharmacy, between Madison and Fifth Avenue, became an east side health spa last week when an automatic vending machine began dispensing low-calorie liquid lunches to shoppers and office workers.

The machine is a specially-designed unit exclusively adapted for this purpose by Automatic Cafeterias for Industry. For 25¢, the unit delivers a chilled and aerated 225 calorie liquid lunch in an eight ounce container.

Automatic Cafeterias installed the first of the machines in Macy’s Herald Square last May on a trial basis. The machine, still in operation there, has become a standard feature of the store.

At Macy’s, some 2,000 patrons queue up each week for their diet lunch. The unit is in the 7th Avenue store’s religious goods department on the second floor, next to the religious goods department, the 12th floor, next to the religious goods department.

The Korvette machine dispenses its “KorVal” while the Macy unit uses its own brand liquid.

CASH BOX VENDING NEWS

The Vending Machine Industry’s Only NewswEEKLY
CLEVELAND — Morris Gisser, veteran coinman of many years serving the domestic and the foreign markets, has made a study of the foreign importation of coin-operated equipment and in researching this constantly changing market has come up with several interesting comments regarding some little known markets. In addition to the European market which Gisser himself has traveled extensively, the Cleveland Coin Machine firm which he heads also specializes in shipments going in the other direction— to the Orient. Many Japanese arcades, for instance, are equipped with machines from Gisser's extensive inventory. All types of machine are handled by the Cleveland firm and its market is actually the world. Following are some of Morris Gisser's remarks resulting from a study of this export market:

"The foreign market, as much as it may be surprising to most people, is far from being unexplored. Today there is hardly a country on the face of the free world, that does not have coin machines in one form or another. It is most amazing, as we have been receiving inquiries from seldom heard of places, such as reach back into the dim memories of our school days, that we knew only existed on the geography map, and to find that there are operators already existing there. Of course some of the equipment in their possession are extremely antiquated, dating back as far as 15 years or more, and their desire seems to be to upgrade their equipment. This condition was due that up until now, there was extreme difficulty in securing permits and licenses, as well as the exchange of currency permitted only on necessaries. In many cases Music Boxes and other types of coin-operated equipment were listed as Luxury Items, a condition which is fast disappearing. A number of our foreign customers were permitted to operate only Scales, some Music Boxes and others Vending machines. It is amazing to note the trend that the Industry is taking. Many large concerns, who in the past have devoted their imports to heavy electronic equipment, now consider the coin machine industry a very extremely important factor. The outlook for the coin machine industry in the foreign markets is extremely promising, and we look forward to double our exports for this coming year."

Top Artists On Top Selling LP's Pack Locations From Penna. To Virginia!

If You Operate Music In These Areas Ask Eastern About Seeburg's 'Artist Of The Week' Plan!

FROM AUSTRALIA, TO MALAYA, TO JAPAN

Gisser Surveys The Export Scene

The equipment above and below is presently on location in Australia and in Malaya arcades and is the result of shipments from machines from Cleveland Coin Machine Exchange.

Cash Box—August 5, 1961
**Sam Stern Off To Europe**

Jack I. Buie, general sales manager of Williams Electronic Machines, and a specialist in export sales, adviced that the coin machine firm is already enjoying appreciable increases in foreign trade since this phase of Williams' export program was instituted to a greater degree two months ago. Industry foresaw that this increase will continue to grow accordingly, according to Buie.

**NAMA—Slug Hearings**

(Continued from page 49)

**SAM STERN**

CHICAGO—Sam Stern, president of Williams Electronic Manufacturing Company, this city, embarked Friday, July 20, for a whirlwind tour throughout most of Europe visiting the firm's customers and other markets on the continent. He will spend a minimum of two weeks on the junket.

**Frantz “New Frontier”**

Games Moving Strong

be bored long and hard the past few weeks, according to some of the machines, this time is now full. Production is now in a state of full production. We can ship plenty of merchandise immediately. Excellent location possibilities, according to Frantz, include dime stores, variety stores, bowling alleys, arcades, department stores, drive-ins, and many other types of locations. “New Frontier” is priced low enough, Franzz concluded, for the operator to immediately realize a profit in its operation on location.

**Estelle Bye A Grandmother!**

CHICAGO—Here's a hint that time flies. It was only last year when Amster Better Company, this city, announced quite happily last week that she was moving out. The eight and a half pound baby girl, Russell Allen, was born here July 21.

**LOU DUNIS TAKES SEEBURG IN OREGON**

CHICAGO—The Seeburg Sales Corporation, Pittsburgh, announced that Lou Dunis, formerly the Pacific Coast district manager, will cover the entire State of Oregon plus southwestern Washington.
Reprinted from the January 28, 1961 Issue of The Coin Box

Note: The editorial reprinted here has been repeated because of the increase reader reaction which resulted from its initial appearance. To date, several hundred requests have been received for copies of the Location Contract, as outlined here. We have therefore published it again in the interests of the coin machine operator. Copies of this contract are available on request.

The Location Contract

Time was when an operator installed a machine, serviced it, and assumed that the location was his, to remain so for an indefinite length of time. The nature of the operating business didn't necessarily demand that the operator protect himself against the loss of location. Locations were plentiful and the majority of them were demanding machines.

However, times change and this situation has changed like everything else. More machines, more operators, but less locations have led to a situation that can be described in one word—saturation.

This saturated condition logically leads to strong competition and the operator has nothing to protect against the loss of a location other than the presence of his machine as installed—and this, of course, is not enough. Locations go with the firm offering new machines, more money, larger house and/or larger bonuses. There isn't too much that can be done when this happens—unless there is a signed agreement between the operator and the location owner in the form of a contract and one which must stand up in courts. Of course, there's nothing like top flight service and a close personal relationship with the location owner. But the contract is the only guarantee an operator has of retaining his investment and the sooner he realizes this the better off his business will be.

It's amazing the number of coinmeau making larger investments each day without protecting themselves against such damages. The location contract used by the Music operators of New York has been upheld in court on dozens of different occasions. Operators losing locations but winning the case have been awarded the location with the machine re-installed. In some instances damages are also awarded the operating firm.

The MONY contract features an arbitration clause which was drawn up about two years ago by Morton Singer, a New York attorney, in conjunction with the Commercial Arbitration Tribunal of the American Arbitration Association. The contract has been upheld in sections of the country served by AAA.

Advantageous features of this particular contract warrant the attention of every operator and association in the country. A good example of the advantages is the waiting time under the AAA clause—30 to 60 days. The Supreme Court's crowded calendar has held up hearing of similar disputes for two years. The contract has been recognized as a fool-proof document in the courts. It insures against the loss of locations when there is evidence in favor of the operator and it assures him of greater opportunity in securing and holding locations.

Copies of this contract have been available through our New York office ever since it was legally tested. Reprints are still available, free of charge, to any interested member of the coin machine industry.

When You Say...

The World's Greatest Pin Games

We Also Stock a Large Selection of Used Games

All-Coin Amusements Co.

2495 N.W. 77th Terrace

Miami, Florida

Cash Box—August 5, 1961
After 30 Years In Business
We Are Still G-R-O-W-I-N-G Strong!

New Lines! New Machines! New Departments! New Additions To Quarters!

.... and always New Ideas On Helping The Operator Make Money!

REDD DISTRIBUTING COMPANY


Phonographs
Bawlers

Shuffle Alleys
Guns

Bingos
Kiddie Rides

Pingames
Arcade Machines

Parts & Supplies

WE ARE SEEBUG FACTORY REPRESENTATIVES IN 5 STATES

• Seeburg Phonographs featuring the ORIGIN-AL 'Artist of the Week' panel display—and we're glad to see that operators have found that our promotion plans make more money for them.

• Seeburg Cigarette Vendors—the most succes-sful cigarette vending machine on the mar-ket. By next year our sales will top that of all competitors in this market. Vending ops have sent Seeburg cigarette vending machine sales skyrocketing!

• Seeburg Crushed Ice Drink Machine—the success story of the vending machine business! Industrial full-line operators buy 'em by the dozen! The smaller operator takes 'em one at a time. But both come back for more! Ever watch one in action? Come in and see for your-self!

WE ARE BALLY MANUFACTURING DISTRIBUTORS

Do you know of a more successfull bingo game? Now on hand—

BIKINI
BARREL-O'-FUN

... and loads of the greatest bingo money-makers on the market at good used machine prices. We've always got what you want.

DISTRIBUTORS FOR CHICAGO COIN

PRINCESS Bowler!
PRO Shuffle Alley!
PRO Hockey!

ALL NEW!

All Money-makers!

WE ARE FISCHER POOL TABLE DISTRIBUTORS

Now On Display, the new IMPERIAL line of smart new profit-makers!

OPERATORS WILL BE INTERESTED TO KNOW THAT OUR

ONE-STOP RECORD SERVICE

HAS EXPANDED AND OUR SALES VOLUME IS PROOF OF OUR SERVICE. ALL TOP RECORD LABELS!

Our EXPORT DEPARTMENT is known throughout the world for its

SERVICE • QUALITY • GUARANTEE

OUR VENDING DIVISION

Merchandise and Supplies Department

that includes all of the essential food and service items necessary to efficiently run a vending division capable of serving full-line operators and smaller companies.

WE HAVE NEW AND USED MUSIC, GAMES AND VENDING MACHINES AVAILABLE NOW AND FOLLOWING IS A SAMPLE OF WHAT IS AVAILABLE FOR IMMEDIATE DELIVERY —

50 BALLY JAMBOREE-NEW!

New Skill Cards • New Candid Camera • New Gottlieb & Williams Pins

Vending Machines For Sale — Guaranteed-Reconditioned

<table>
<thead>
<tr>
<th>Machine</th>
<th>Price</th>
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<tr>
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<tr>
<td>Bally Cigarette</td>
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<td>Stoner D-1</td>
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<td>125</td>
<td>Dari o Matic 500</td>
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<td>Rudd Mellikian #300</td>
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<tr>
<td>Rowe Milk</td>
<td>250</td>
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</table>

REDD DISTRIBUTING COMPANY INC.

126 Lincoln Street BOSTON (Brighton) 35, MASSACHUSETTS

CABLE ADDRESS: REDDING TELEPHONE ALgonquin 4-4040

Cash Box—August 5, 1961

Part III—Coin Machines 55
MANUFACTURERS and DISTRIBUTORS

Cigarette Vendors

AUTOMATIC PRODUCTS CO.
301 Chomat St.
ST. PAUL, 2, MINNESOTA
(Mrs. of Smoke shop Mach)  
ANGOTT DISTRIBUTING COMPANY
DETROIT, MICHIGAN
BRANDT DISTRIBUTING CO.
ST. LOUIS, MISSOURI
BILOTTA ENTERPRISES, INC.
NEWARK, ALABY, BUFFALO, ROCHESTER, N.Y.  
SEX-BILOTTA CORPORATION
SYRACUSE, N.Y.
BIRMINGHAM VENDING CO.
BIRMINGHAM, ALABAMA
CENTRAL DISTRIBUTING CO.
OMAHA, NEBRASKA
CENTURY MUSIC CO.
COLUMBUS, OHIO
CLEVELAND COIN MACHINE EXCHANGE
CLEVELAND, TOLEDO, OHIO
CULP DISTRIBUTORS
TULSA & OKLAHOMA CITY, OKLA.
R. C. DEWALT
EASTON, PA.
ELECTRONIC INDUSTRIES CORPORATION
MONTREAL, QUEBEC, CANADA  
ALL OF CANADA
F. A. B. DISTRIBUTING CO.
NEW ORLEANS, LA.
HERMITAGE MUSIC CO.
NASHVILLE, TENN.
S. D. LAZAR CO.
PITTSBURGH, PA.
LESTOURGEOUR DISTRIBUTING CO.
CHARLOTTE, NORTH CAROLINA
COLUMBIA, SOUTH CAROLINA
LIBRA DISTRIBUTORS
NEW YORK CITY
MID-WEST DISTRIBUTORS
KANSAS CITY, MO.
PARKWAY MACHINE CORPORATION
BALTIMORE, MARYLAND
BCANOKE VENDING MACHINE EXCHANGE
RICHMOND & BRISTOL, VA.
CHARLESTON, WEST VIRGINIA
ROBINSON DIST. CO.
ATLANTA, GEORGIA
ROYAL DISTRIBUTORS, INC.
CINCINNATI, OHIO

GERALD SHEAFOR
MINNEAPOLIS, MINN.
SANDLER DISTRIBUTING CO.
MINNEAPOLIS, MINN.
SOUTHERN AUTOMATIC MUSIC CO.
INDIANAPOLIS, INDIANA
LEXINGTON & LOUISVILLE, KENTUCKY
SOUTHERN MUSIC DBT. CO.
ORLANDO, JACKSONVILLE & MIAMI, FLORIDA
STANDARD AUTOMATIC DIST. CO.
LITTLE ROCK, ARKANSAS
MEMPHIS, TENN.
STRAUSS VENDING MACHINE CO.
BOSTON, MASS.
FRED STUMM
PHILADELPHIA, PA.
BILL WILLIAMS DISTRIBUTING CO.
HOUStON & SAN ANTONIO, TEXAS
UNITED DISTRIBUTORS
WICHITA, KANSAS
TRI-STATE DISTRIBUTING CO.
CHATTANOOGA, TENN.
WEYMOUTH DISTRIBUTING CO.
LOS ANGELES, CALIFORNIA
SEATTLE, WASHINGTON
PORTLAND, OREGON
MISSOULA, MONTANA
SALT LAKE CITY, UTAH
DENVER, COLORADO
TUCSON, ARIZONA
FAESSLER AUTOMATEN A.G.
ZURICH, SWITZERLAND

AUSTRIA
Verband Der Österreichischen Musikautomaten, Gewerbers Wein V1 Mariahilferstrasse 1 B Wien.
BELGIUM
U.B.A. UNIE VAN DE BELGISCHE AUTOMATENBRANCHE—UNION BELGE DE L'AUTOMATIQUE,
116 Rue de Merodestraat, Brussels. Mr. Alex Van de Wege.
DENMARK
Foreningen AF Fabrikanten Og Oplstillere AF Musikautomater
1 Denmark, Lyskaer, 8, Herlev-Copenhagen, Mr. Edwin Jensen.
FRANCE
Federatiion Française Des Exploitants et Commicants de L'Automate, 35bis, Rue Vivienne, Paris (2e). Mr. Jean Faraut.
1. Quai de Grenelle, Paris, 15e, Mr. Gaillard.
GERMANY
Z.O.A. Zentralverband Der Organisationen Des Deutschen Automaten—Auf Stellgewerbes
Glueckstrasse, 7, Frankfurt/Main. Mr. Willy Muller.
V.D.A. Verband Der Deutschen Automaten-Industrie E.V.
Lietzenburger Strasse, 36, Berlin W15. Mr. Gunter Walf.
D.A.G.V. Deutscher Automaten-Großhandels-Verband E. V.
Grosse Backerstrasse, 3, Hamburg 1. Mr. Helmut Neuberg.
Verband Der Deutschen Automaten-Sport und Spielhallen Besitzer
Schulterblatt, 23C, Hamburg 6. Mr. Lars Skriver.
Automaten-Verband Des Saarlandes
Bliessstrasse ( Neu) Neunkirchen, Mr. Karl Feis.
V.D.A. Verein Deutscher Automatenfachleute
Stawaldgurtel 49, Kohn-Lindenthal, Mr. Dr. jur. Jutzi.
V.U.D.A.G. Verband Des Unabhängigen Deutschen Autogaterg.—Handels E.V.
Schutzenstrasse 4, Frankfurt/Main. Mr. Pannewitz.

GREAT BRITAIN
A.C.A. Amusement Caterers' Association
Gloucester House, 19, Charing Cross Road, London W.C.2. Mr. John Singleton.
Amusement Trades Association
72a, Walton Road, East Molesey, Surrey.
P.O.A. The Phonogram Operators Association.
76B, Rochester Row, S.W.1. Mrs. L. Shaw.
ITALY
S.A.P.A.R. Associazione Nazionale Noleggiatori Apparecchi Automatici
Via di villa Patrizi 10, Roma. Mr. A. Riccardi.
NETHERLANDS
Music Co-Operation
2e Westewagenhuis 8, St. Laurens huis, Rotterdam. Mr. P.H.M. Hoogenberg.
Music Co-Operation Rechtshuisstraat 8, Rotterdam. Mr. H. J. de Groot.
SWITZERLAND
V.S.A. Verband Der Schweizerischen Automatenbranche
Kasinosstrasse 12, Zurich 32, Mr. J. Trowler.
SWEDEN
Sveriges Automatogares Riksforbund
Vanadisplan 5, Stockholm 21, Mr. Van Gyplenpaum.

Complete Stock Of New and Used Coin-Operated Equipment On Hand!

ROWE-AMI Phonos
Complete Vending Line
Gottlieb Pins
Chicago Coin
Victor Vending
Standard Changemakers

Complete Stock Of New and Used Coin-Operated Equipment On Hand!

MILLER-NEWMARK DISTRIBUTING CO.
GRAND RAPIDS, MICHIGAN
DETROIT, MICHIGAN
42 Falbrook St. N.W.
5742 Grand River Avenue

COAN MFG. CO.
2070 Halena St.
MADISON, WISCONSIN
(Direct Factory Representatives)

CONTINENTAL-APCO, INC.
170 Avenue of Americas
NEW YORK, N.Y.
(Direct Factory Representatives)

ARTHUR H. DuGRENIER, INC.
15 West 17 St.
HAVERHILL, MASS.

GENERAL SALES OFFICE
250 West 17 St.
NEW YORK 15, N.Y.

LEHIGH, INC.
EASTON, PENNSYLVANIA
(Contract Factory Direct)

NATIONAL VENDORS, INC.
5055 Natural Bridge
ST. LOUIS, MISSOURI
(Direct Factory Representatives)

CASH BOX—AUGUST 5, 196
Shaffer Music Salesman Wins Seeberg Contest

COLUMBUS, OHIO—Clarence Jones is the winner of a vacation trip for himself and his wife to Puerto Rico. Jones was the top salesman in a national contest conducted by the Seeberg Sales Corporation. The contest was based on sales of Seeberg’s all-new Crushed Ice Cold Drink Vendor. Jones also won a Stereo-hi-fi set in addition to the trip to Puerto Rico. He is a salesman for Shaffer Music Company, of Columbus, Cincinnati, and Cleveland, distributors of Seeberg coin-operated phonographs and vending equipment for the state of Ohio.

Looking For Distributor Information?

Phonograph Distributors Pages 26 thru 30
Games Distributors Pages 40 thru 44
Cash Box—August 5, 1961

New Inks Announced For Pinball Circuits

CHICAGO—Conductive inks for plastics and porous boards have been made available by Advance Process Supply Co., Inc., Chicago. The ink can be used for low current electrical applications such as pin ball machine circuits.

In the case of plastics, after application of the ink, the plastic can be formed any way necessary to its use. There is practically no build-up and once the ink is properly applied, it will not flake or chip off. It maintains its conductivity regardless of how the plastic is turned, twisted, or otherwise formed. The ink is designated Advance Conductive Ink Thermo-Plastic Formulation No. EL-796. Adhesion is excellent on polystyrene, acryl, and other plastics. Adhesion qualities on butylate are good.

A conductive ink that has excellent adhesion qualities on most porous boards has also been made available by Advance. It is called Advance Conductive Ink Board Formulation No. EL-787. Flexibility of this ink is good.

Both of the above inks are black and their resistance per square inch screened through 8XX mesh is approximately 400 ohms. This resistance can be varied by the user as desired. A sprayed, roller coated, or screened protective coating can be used. For further information write Advance Process Supply Co., Inc., Dept. CIC, 2815 W. Huron Street, Chicago 12, Illinois.

We Are Paying A Very fancy Price For Bally (6-Card) FROLICS!

WANT • Bally Lotta-Fun • BARREL-O-FUN • LITE-A-LINE

SPECIAL SALE
10 Bally Jamboree ..... $275.00
5 Bally Sportsman ... 175.00
20 Keeney Red Arrow ... 325.00
20 Keeney Shawnee ... 200.00
Over 100 assorted older uprights at clearance prices!

ROTH NOVELTY CO.
54 N. PENNSYLVANIA AVENUE
WILKES-BARRE, PENNSYLVANIA
Valley 3-2853

We Urge The Coin Machine Industry Everywhere To Support The Public Relations Program Of The COIN MACHINE COUNCIL DON'T LAG BEHIND!

LOU CASOLA MID-WEST DIST. CO. 208 N MADISON ROCKFORD, ILL.

Operators! Salesmen! FREE! OVER 300 ILLUSTRATIONS! 40 PAGES! COLOR!

MONEY-MAKING COIN-OPERATED Amusement Machines 1961 CATALOG

Write Today!

MIKE MUNVES CORP. 573 TENTH AVE., N.Y. 36, N.Y. Phone 7-6077

Pari III—Coin Machines 59
Serving the Coin Machine Industry for 37 Years With the Finest Coin-Operated Equipment Available To the Trade ....

... we are proud to state that our policy is known the world over—only the finest equipment available from the leading manufacturers who produce the biggest profit-makers:

ROWE-AMI SALES CO.
D. GOTTLIEB & CO.
WILLIAMS ELECTRONIC MFG. CO.
UNITED MFG. CO.

Rowe Cigarette Merchandisers
Twenty-700 Model 132
20 Cols., 700 pack capacity

The Rowe Ambassador
Model 86
14 cols., 510 packs

... and the complete

ROWE

Food and Drink

VENDING LINE

ABT Dollar Bill Changer


Chicago Automatic Supply Covers British Isles With Parts, Service

LONDON—Chicago Automatic Supply Company, this city, is still at the old stand doing business after forty-five years. The coinform imports volume equipment and supplies from the USA and maintains extensive inventory in showrooms and warehouses located at 10 Colons Street. Slot machine parts are among the thousands of different units stocked, with a specialty in locking devices and keys. Radio-controlled mobile showrooms, and maintenance men cover the British Isles servicing equipment while a back-home crew exports reconditioned equipment all over the world.

After forty-five years the firm is reputed to be one of the most stable parts houses in Europe. Experience has proven to be the mother of service and this is about what the British coin machine firm sells most.

Past 12 Months
Have Been Momentous For English Coinmen

LONDON—The last 12 months has certainly been the most momentous in the history of the British coin machine industry. A year ago for New Betting and Gaming Bill was still before Parliament since when it has been passed and come into operation January 1st, this year over the operation of gaming machines, within the limits of the law, were legalized. With the operative date fixed for January 1st the trade had known some months before precisely what form the new law would take. Therefore, during the last quarter of 1969 there was a great deal of activity on both sides of the trade preparing for it. For obvious reasons this activity has considerably conformed to the manufacturers and distributors who, first of all, had to see that the necessary equipment was available to meet the altered conditions. As up to then there had been no great manufacture of cash pay-out machines in this country, there was very considerable importing of goods from the United States and the continent of Europe.

On the buying side most of the activity has centered around the vending, coin, and other equipment intended for operation in clubs, and in this kind of equipment resulted in a temporary fall off in newer equipment. However, after six months operation under the new law, the feverish activity of the early stages has passed and it is now fairly quiet again. It seems that the market created by the passing of the Act has been very largely filled and the volume of sales is now more to more regular proportions. In view of this it is interesting to note that certain American firms who thought it worth while to send representatives to open London showrooms have now departed.

With the New Year came the A.T.E. and the turn of the arcade owners to indulge in their own special spending buying equipment in preparation for the coming summer season. Once again the Cash Box had a stand at the A.T.E. and, as reported above, there was a remarkable number of exhibitors and visitors. Next year's Exhibition is scheduled for January 1968 to February 1968 at the New Royal Horticultural Hall.
Shortage Of Locations In England, Too

 Demand For Uprights, Pins And Slots Continues

LONDON.—Cyril Shack, of Phonographic Equipment Ltd., reports that the finding of new sites is becoming increasingly difficult. This together with the high cost of equipment due to the 100% duty and tax at this end and high cost of depreciation, is causing operators to hold back from buying new equipment. Those who are buying are concentrating on low priced equipment. Shack also reports a demand for used slot machines including flippers and electronic uprights which he has imported in large quantities from the U.S.A.

No. Illinois Music Merges With Casola's Mid-West

ROCKFORD, ILL.—Northern Illinois Music Company, operating approximately two hundred fifty pieces of music, background music, and games, and owned by Reno Sandoona and Bill Morris, Jr. has merged with Mid-West Automatic Vending Co., together this represents approximately one thousand pieces of equipment.

The merged company will be headed by Reno Sandoona as president, who will be in charge of Juke Box and Games, and William Morris, Jr. as secretary-treasurer, who will head the Kiddie Ride and Background Music department.

Lou Casola will remain with the company as chairman of the board for five years. This merger in no way effects Lou Casola's other company, Mid-West Automatic Vending Co., which is headed up by Leonard A. Frilberg as vice president and general manager.

Lou Casola has spent twenty three years in Rockford in the coin machine business and eight years in Birmingham, Alabama and Jackson, Mississippi before coming here.

Casola accepted the post of chairman of the Coin Machine Council more than one year ago and has since devoted a large part of his time to this public relations-coin industry program. He has been responsible for much of the progress achieved recently, especially in the past six months, when the industry broke through a barrier that existed between the trade and the press.

Much editorial space was devoted to the coin machine industry and the results have proven successful.

Casola entered the vending machine business about two years ago when he took on several machine lines and expanded an operation. The vending phase of his business has taken a good part of Casola's time and with the merger of Casola's music-game interests it is believed that more time will be spent now with his Mid-West Automatic Vending Company.

Congratulation On Your 19th Anniversary

H.Z. Vending & Sales Company

Distributors For: D. Gottlieb Bally Rock-Ola Fischer Williams United

Part III—Coin Machines 61
The summer doldrums have set in on Tenth Avenue and with many coin-operated devices going through their annual holiday shutdown, business continues, however, and the music and games roll out onto locations with its regular faithful customers. It is interesting that during the past few weeks with good signs of activity in Greece and an increase in African and French ports. . . . In preparing an Annual Directory of the scope an interesting display of the annual increase in coin machines in the United States and Canada. Business has been, however, a little slower than it was a few months ago but a number of new machines have been added to the list. The business carried on by the various distributors, most of whom have already placed orders for new machines, will be continued.

Mike Munves continues to supply the world with arcade equipment and accessories, between times taking care of the needs of clients closer to his doors. “The game business is out of fashion with some of your out-of-town colleagues. Use of one of the many lists printed for such purposes cannot be recommended.”

Mr. Munves seems to be on the lookout for new business opportunities, and in this respect he has been very successful. He has been working on a few new machines, and has also been successful in securing a number of new accounts for his firm. The following are examples of the machines he has been working on:

1. A new machine for the United States Army, which has been placed in service in a number of countries. This machine is designed to dispense a variety of items, including food, clothing, and toiletries.
2. A new machine for the United States Navy, which has been placed in service in a number of countries. This machine is designed to dispense a variety of items, including food, clothing, and toiletries.
3. A new machine for the United States Air Force, which has been placed in service in a number of countries. This machine is designed to dispense a variety of items, including food, clothing, and toiletries.

Mr. Munves is very pleased with the success of these machines, and is looking forward to the opportunity to work on new projects in the near future. He is confident that his firm will continue to be successful in providing high-quality equipment for the armed forces.

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At Marvel 375, does... While 245 625. Seeburg 595.

One need go no further than to glance thru the Vending News section—the most recent offspring of The Cash Box—to fully realize that this nineteen year old is a go-getter.

Well wishes have been pouring in week from all over the country and abroad. Along with the sentiments of congratulation on Marvel 375's 19th Birthday are many thanks from the C. I. M. members who assure us that Chicago Coin's new "Pro Hockey" amusement game is already receiving excellent response in its home and abroad. We are proud to say that we plan to see Jack Dunwood, Rowe-Ami vice proxy, in his spacious office when he greets us with a warm "Happy Anniversary," and to attend at The Cash Box, and a fervent wish that this great success will continue on for many, many years. Jack recently came in off the road after an extended trip. He was joined in his well wishes by Berenice Shapiro of Rowe-Ami.

No sooner did Art Weinand, director of sales for Chicago Dynamic Industries, get his greeting to all Cashboxers when he immediately advised that Chicago Coin's new "Pro Hockey" amusement game is already receiving excellent response in its home and abroad. "We are proud to say that we plan to see Jack Dunwood, Rowe-Ami vice proxy, in his spacious office when he greets us with a warm "Happy Anniversary," and to attend at The Cash Box, and a fervent wish that this great success will continue on for many, many years. Jack recently came in off the road after an extended trip. He was joined in his well wishes by Berenice Shapiro of Rowe-Ami.

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BUILD YOUR PROFITS WITH THE MAGIC APPEAL OF A CARD GAME!

Gottlieb's BIG CASINO

Location tested features—your guide to a profit winner. BIG CASINO’s got ‘em! The magic of playing cards coupled with “play it again” player appeal create dynamic earning power. Talk about magic! Place BIG CASINO in any location... you’ll be sure to boost collections.

SEE YOUR DISTRIBUTOR FOR A DEMONSTRATION!

- Making A-K-Q-J-10 rollovers light corresponding cards in light box
- Lighting all cards scores special and advances carry-over arrow sequence under name BIG CASINO to score specials
- Hitting any lighted card rollover scores special
- Making 1-2-3 rollover scores 200 points and lights double number match feature

Tomorrow’s Design Today!

- High, wide and handsome tapered light-box
- STAINLESS STEEL moldings
- Sparkling plated legs and front door panel
- Hard chrome finish corner castings

New “Hard-Cote” Finish Extends
Playboard Life to an All-Time High!

D. Gottlieb & Co.
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It’s Always Profitable to Operate Gottlieb Games!

WE CARRY A COMPLETE LINE OF

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- COIN SORTERS
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CHARLES (JIMMY) JOHNSON

GLOBE DISTRIBUTING CO., INC.
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Wire! Write! Phone!

Aussies Use Juke Box To Promote Disks

EAST SYDNEY, AUSTRALIA—Just as the record mfrs. in the USA were turning once again to the juke box as a means of promoting additional sales, the operators in East Sydney here were well on their way to making use of the phonograph as a promotion medium.

Jay Justin, an Aussie recording artist, is currently being given the exposure via programming and photos in juke box locations. Automatic Music Co., Pty. Ltd. advise that the juke helps artists attain the top sales spots.

Virginia Ops Set For Weekend Meet

In Virginia Beach; Mayor To Officilate

RICHMOND—The Music Operators of Virginia Convention is set for what is shaping up as a smash weekend starting August 11 when the common meet at Virginia Beach for their annual conclave—a 5-day affair this time.

John D. Chandler, director, has advised that registrations will start on Friday, Aug. 11 at 9:00 A.M. and it is expected that a large majority of the manufacturers will have equipment displayed via local distributor exhibitors.

Hon. Frank A. Dush, Mayor of Virginia Beach, will open the official ceremonies at 7:30 P.M. just after everyone is expected to have arrived, Friday being a workday.

President Al Loudon will deliver his opening remarks just following Mayor Dush and the meeting will be officially open. Earlier in the day the exhibits will be on display for the visitors.

The Sat. morning meet will include talks by Virginia Beach’s E. Russell Hatchet; Hon. Westwood Smithers, member of the City Council of Richmond; and James Hutker, member of the advisory board of MOA, Inc., West Virginia, and a director of the Music Operators of America.

A banquet and dance will highlight the give-away prize of a new Beechburg 160-selection phone.

M.O.V. COMMITTEE busily preparing the details include Mrs. Harry Lubman, John Chandler, Al Loudon, Mrs. Loudon, Vernon Martin, Harry Lubman, Mrs. Chandler, Mrs. George Rullo, Mrs. Vernon Martin, John Cameron, Mrs. Cameron, George Rullo, Harry Fake and Robert Minor.

Jay Justin, Australian vocalist holds latest disk, “Why Don’t You Try,” an Australian produced disk.
CLASSIFIED ADVERTISING SECTION

FOR SALE—Have several fine route sales for sale. Call or write for details. PHENOMINAL PROFITS. GROSS 21/2% to 4%. MISSOURI AVE. EAST 2ND STREET. ILL. 1345A.

FOR SALE—Big Shaw, Ballerinia, Carnival, Missouri State Fair. 100%. Cookies, Popcorn, Games. County Fair, Life-Line Aracne. Sidewalk games, paper games. FURNITURE. 1-705, SALT LAKE CITY, UTAH.

FOR SALE—5 Pocket Pool Table—Fischer, re-supplied. Wood No Back. Price includes Free Delivery to your location. 5-1-92-20-2-8-9 2-3-20.
**Price Lists**

**Cash Box**

**THIS WEEK’S USED MACHINE QUOTATIONS**

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

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

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

**CODE (Numerical Preceding Machines):**

1. Prices UP
2. Prices DOWN
3. Prices UP and DOWN
4. No change from Last Week

**G-G**

1. 4.4H, '51, 40 Sel. .......... 65.00 95.00
2. 4-B, '51, 30 Sel. .......... 110.00 135.00
3. E-OH, '51, 40 Sel. .......... 75.00 100.00
4. E-OH, '50, 30 Sel. .......... 145.00 175.00
5. E-120, '51, 30 Sel. .......... 145.00 175.00
6. E-120, '50, 50 Sel. .......... 265.00 295.00
7. F-120, '54, 50 Sel. .......... 245.00 295.00
8. G-90, '55, 30 Sel. .......... 295.00 350.00
9. G-90, '55, 30 Sel. .......... 250.00 300.00
10. H-120, '55, 30 Sel. .......... 445.00 525.00
11. H-290, '55, 30 Sel. .......... 400.00 500.00
12. J-200, '58, 30 Sel. .......... 595.00 650.00
13. J-200, '59, 20 Sel. .......... 650.00 695.00
14. J-200, '59, 50 Sel. .......... 450.00 550.00
15. J-200, '59, 120 Sel. .......... 650.00 695.00

**A-MI**

1. M-100B, '51, 100 Sel. .......... 185.00 215.00
2. M-100C, '52, 100 Sel. .......... 200.00 250.00
3. HPI00G, '53, 100 Sel. .......... 295.00 350.00
4. HPI00R, '54, 100 Sel. .......... 375.00 425.00
5. V160, '55, 160 Sel. .......... 225.00 250.00
6. V200, '55, 200 Sel. .......... 265.00 225.00
7. V200, '55, 200 Sel. .......... 265.00 225.00
8. V200, '55, 200 Sel. .......... 265.00 225.00
9. V200, '55, 200 Sel. .......... 265.00 225.00
10. E-190, '57, 100 Sel. .......... 450.00 495.00
11. E-200, '58, 50 Sel. .......... 675.00 725.00
12. E-200, '58, 50 Sel. .......... 675.00 725.00
13. E-200, '58, 50 Sel. .......... 675.00 725.00
14. E-200, '58, 50 Sel. .......... 675.00 725.00
15. E-200, '58, 50 Sel. .......... 675.00 725.00
16. E-200, '58, 50 Sel. .......... 675.00 725.00
17. E-200, '58, 50 Sel. .......... 675.00 725.00
18. E-200, '58, 50 Sel. .......... 675.00 725.00
19. E-200, '58, 50 Sel. .......... 675.00 725.00
20. E-200, '58, 50 Sel. .......... 675.00 725.00
21. E-200, '58, 50 Sel. .......... 675.00 725.00
22. F-1200, '58, 50 Sel. .......... 895.00 950.00
23. F-1200, '58, 120 Sel. .......... 600.00 650.00
24. F-1200, '58, 120 Sel. .......... 600.00 650.00

**ROCK-OLA**

1. 643A, '52, Fireball, 120 Sel. .......... 75.00 95.00
2. 643A, '53, Fireball, 120 Sel. .......... 95.00 125.00
3. 643B, '54, Comet, 120 Sel. .......... 175.00 210.00
4. 644, '54, HIHI, 120 Sel. .......... 200.00 245.00
5. 644S, '55, HIHI, 120 Sel. .......... 300.00 350.00
6. 1453, '55, 100 Sel. .......... 425.00 475.00
7. 1454, '55, 120 Sel. .......... 450.00 500.00
8. 1455, '57, 100 Sel. .......... 475.00 525.00
9. 1455, '57, 120 Sel. .......... 650.00 695.00
10. 1468, '59, 100 Sel. .......... 725.00 650.00

**SEEBURG**

1. M100A, '51, 100 Sel. .......... 75.00 125.00
2. M100B, '51, 100 Sel. .......... 150.00 175.00

Cash Box—August 6, 1961

307
NEW CONTINENTAL 2
STEREO ROUND

You've got
to hear it to believe it! Here, for the first time in any jukebox,
is real-as-life stereo that needs no remote speakers.
The AMI Continental 2 plays 33 1/3 RPM stereo or 45 RPM
monaural records with wonderful new beauty... fits any
location. And here's tomorrow's styling—sensational glamour,
aglow with a hot new color. All equipment is standard—
no extras to buy. Put this exclusive new money-maker to work
for you. Ask about AMI simplified programming
and the Big Challenge operator
incentive program that offers
1700 valuable, nationally advertised
merchandise prizes, plus trips
to Florida and Las Vegas.
See your AMI distributor now, or write the
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NEW ADVANCING FUTURITY GAMES

Another great OK feature game!

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MORE moving targets
MORE play appeal
MORE earning power
NEW NON-CHIP PLASTIC TARGETS

FAST PLAY END EXCITING ACTION WHERE TOP EARNINGS LONG LIFE ON LOCATION Time adjustable to 40 or 50

100% SKILL WINS WELCOME IN EVERY TYPE LOCATION FROM TAVEN TO KIDDE LAND

BARREL-O'-FUN

All the money-making features of original BARREL-O'-FUN...now built into new, brilliantly styled eye-catching cabinet

Available in replay or non-replay (FUN-SPOT '61) models

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NEW TUFF-KOTE PLAYFIELD FINISH

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