Cute little Teresa Brewer, long a favorite record name, gives a spirited send-off to the new Rock-Ola "Princess" phonograph, a compact 100-selection juke box which was introduced to operators across the nation last week. Miss Brewer is currently riding with her latest single "Little Miss Belong To No One" and will have a new LP issued in October. The Coral songstress goes into the Sahara in Las Vegas, September 5th for three weeks.
on the charts

I JUST DON'T UNDERSTAND
ANN-MARGRET
7994

SEA OF HEARTBREAK
DON GIBSON
7880

WHAT WOULD YOU DO?
JIM REEVES
7905

SWEET LITTLE YOU
NEIL SEDAKA
7922

RCA VICTOR
A few weeks ago we discussed the healthy album outlook for the coming fall season. Since then additional album programs have been introduced by key record companies offering more encouraging signs for strong fall sales.

But in the past two weeks the singles field has come to life and never has the fall picture been so encouraging. The entire industry is always looking for the winning novelty. Currently we are blessed with two such items which are burning up the charts in Barry Mann’s “Who Put The Bomp” and Lonnie Donegan’s “Does Your Chewing Gum Lose Its Flavor On The Bedpost Overnight.” When the vacationing youngsters make their mass exodus back into the home towns and cities from camps, etc., these novelties should be sitting right up at the top of the charts and will be the attraction which should draw the kids into the stores.

However there are many other powerful records which in the past week or so have developed into huge hits. These are the impact records that skyrocket in a short span of time and give distributors, racks and dealers an opportunity to sink their teeth into them and buy in quantity. These include “Take Good Care Of My Baby” by Bobby Vee, Elvis Presley’s “Little Sister” and “His Latest Flame,” Roy Orbison’s two sider “Crying” and “Candy Man,” Dick & Dee Dee’s “The Mountain’s High,” Johnny Tillotson’s “Without You,” the new Neil Sedaka single “Sweet Little You” and Paul Anka’s latest coupling “Kissin’ On The Phone” and “Cinderella.” Add to this the climbing top tenners such as “Michael,” “School Is Out,” “Wooden Heart,” “Hurt,” and “Don’t Bet Money, Honey” all of which should still be solid sellers when the teenagers get back to school and their familiar routine of work and play, and you have a powerful array of hot merchandise.

There are of course, many other solid, strong looking singles which may also be big after Labor Day as well as many important new releases by big name artists such as Brook Benton, Bobby Darin, the Fleetwoods and a host of others—all of which will probably make their move on the charts in the next few weeks.

With delightful reports from a number of manufacturers and distributors that sales are beginning to pick up and with the encouraging array of hot and potentially strong material enumerated above, as well as the strong new LP product discussed earlier, we can expect to witness an exciting record season during the coming months.
"JEANNIE"

Another "SMASH" hit by the new teen-age heartthrob

DANNY JORDAN

SMASH S-1711

SMASH RECORDS

THREE NEW RECORDS

ROCKIN' ORGAN HIT

"Isle Of Capri Boogie"/ JACKIE LEE

SURE 71849

NOW AVAILABLE FROM YOUR MERCURY DISTRIBUTOR

"The Happy Organ"/ DAVE "Baby" CORTEZ

CLOCK 71851

BLUES HIT GOING POP

"You Ain't Gonna Find"/ CORNELL BLAKELY

RICH 71853

THREE CHART ITEMS

HEADED FOR NUMBER ONE

"Wooden Heart"/ JOE DOWELL

SMASH S-1708

NOW HITTING BIG IN CLEVELAND AND DETROIT

"Peanuts"/ RICK AND THE KEENS

SMASH S-1705

SECOND IN A ROW FOR JOE

"Teardrops In My Heart"/ JOE BARRY

SMASH S-1710

From the House of Hits

SPECIAL PRODUCTS DIVISION OF MERCURY RECORD CORPORATION, CHICAGO, U.S.A.

Cash Box—August 26, 1961
Capitol’s fantastic new deal to...

**Designed for Dealers**—Last month, CRDC came up with its first ace—a basic stock plan designed to protect dealer inventories and keep merchandise moving.

Now, to complete the hand, three more aces in a fall restocking program aimed at greater sales and greater profits for you.

**12% discount (in lieu of 2% cash)**—Discount applies to both new and catalog Capitol releases, popular and classical, including LP’s, EP’s and Compact Doubles. See your CRDC representative for all the great albums covered by this program. Deferred billing, too!

**3% Advertising allowance**—Advertising builds sales and now you can influence potential record buyers in your area through your local newspapers and radio. CRDC representatives will help you plan a complete advertising campaign to promote the Capitol product.

**Personal selling incentive**—Capitol is keeping its extra ace in the hole for the time being. But it completes the deal to insure you of even greater sales than ever before. Next time your CRDC salesman drops around, make sure you ask him to show you his hole card.

(For complete details, see your CRDC salesman.)
...Get rich quick

Load up on the sensational new Jackie Gleason package ...“Lover’s Portfolio,” (SWBO 1619), the answer to a playboy’s prayer. Two discs containing special music for cocktails, dinner, dancing, and...uh...loving. Plus recipes for drinks, a list of wines, love poems, and all kinds of goodies like that. All packaged in a special portfolio. The music? Great Gleason stuff. The greatest. From intimate arrangements to rich, lush versions of standards and originals.

PLAYBOY readers will see it in a full-page ad in the September issue. And a special tie-in with the Schieffelin Liquor Company will expose the package to readers of LOOK, NEWSWEEK, SPORTS ILLUSTRATED, THE NEW YORKER, ESQUIRE, AND HOLIDAY. Here’s your chance to cash in big on this very special album set, and take advantage of the enormous advertising push. Call your CRDC representative and get rich quick!

And here’s a way to get even richer! Check these tremendous new August releases from Capitol. Great artists...great albums...great sales!
**Pick of the Week**

-SWEETS FOR MY SWEET-  "LONELINESS OR HAPPINESS"  (2:32)  [Bremer, Progressive]  ASCAP — Barcharach, David  
-TWIN BIRDS-  "BELMONT"  (2:10)  [Leogus ASCAP—Rude, Happy]  
-One Track Mind-  "ONE TRACK MIND"  (2:05)  [Lescay BMI—Rene, Lewis]  
-ARE YOU READY-  "uemme"  (2:25)  [Lescay BMI—Rene, Lewis]  
-BOBBY LEWIS (Beltone 1012)  
-Bobby Lewis, who "Toasted And Turned" his way to the very top of the charts, can repeat that success on his second-time-out for Beltone. It's a bright chick rock-a-cha-chumper, in the style of "One Track Mind." The rhythm section is operated entirely by his sweetie, Joe Rene's rock-orch-choral assist is right up the listener's alley. Backing displays Bobby's potent beat-ballad style.  
-"DON'T GET AROUND MUCH ANYMORE" (2:00)  [Robbins ASCAP—Ellington, Russell]  
-"SEARCHING FOR A NEW LOVE" (2:10)  [Steely]  
-"THE BELMONTS (Sabrina 501)  
-The Belmondo, who received the short-run back teen click "Tell Me Why" in big hit fashion, dip further back into the evergreen dept. and come up with what looks like another sure-fire chart hit, It's "Don't Get Around Much Anymore" that gets the potent new rock-a-cha-chumper. Sensational support from the Hutch Davie Ork, "Searching For A New Love" is a fetching new jumper, that can also make the bigtime.  
-"MY BLUE HEAVEN" (2:15)  [Leo Feist ASCAP—Donelson, Whiting]  
-"LONG CAME LINDA" (2:35)  [Gregzmark BMI—Eddy]  
-DUANE EDDIE (Jame 1200)  
-"MY BLUE HEAVEN" will be making the chart rounds once again, this time it's Duane Eddie & the Rebels who take it for one of their famous hand-clapping, shout-frilled thumping shuffle rides. Artists do a complete about-face on the ultra-lovely instrumental ballad, "Along Come Linda." Can also come thru big.  
-"IT'S DRIVING ME WILD" (2:24)  "SWEET SORROW" (2:12)  (Robert Mellin BMI—Russell, [Aldon BMI—Mann, Wel]  
-Halft  
-COONSWAY TWITTY (MGM 1360)  
-Twitty checks in with a pair of sales weighty deals, Here the rousing, rock-a-waltz type foot-stomper, "It's Driving Me Wild," and the tantalizing rock-a-cha-thumper, "Sweet Sorrow," are loaded with chart-making ingredients, Terrible-towed choral and ork support.  
-"A VERY TRUE STORY" (2:27)  "PACKIN' UP" (2:33)  (Tune BMI—Kerner  
-CHRIS KENNER (Instant 3234)  
-Kenner's happy pop-rv chart sensation, I Like It Like That," can have a hit follow-up in his attention-getting reading of "A Very True Story" about a gal named Kathaleen. It's an engaging, middle-of-the-week-styled ops that Kenner and chorus knock out, in catch-caatching fashion. Winning dual-mart sounds on the slightly slower blue-beat slice, "Packin' Up," E'sy 'em both.  
-"OH MARY" (2:20)  [Jobete BMI—Gordy, Jr, Stevenson]  "SHOW ME" (2:51)  [Jobete BMI—Gordy, Jr.]  [MARY JOHNSON (United Artists 329)  
-The string-filled rock-a-cha-thumper, "Oh Mary," is a good bet to ride high in Top 100 territory in the weeks to come. It's a tailored-for-teen-tastes delight (with the melody based on the gospel-olde, "Mary Don't You Worry") that Mary does in the up-coming pic, "Teenage Millionaire." Another similar rock session, from the same mo, in the "Show Me" stand.  
-CARL & THE COMMANDERS (Capitol BMI—Harris, Blackwell)  [B+]  "FARMER JOHN" (2:17)  [Venice BMI—Harris, Harris]  A harbinger of a track that can place big on the charts. Theme is about a guy who tells farmer John he digs his daughter—and presentation pack a wild rock punch.  
-BR ("CLEANIN' UP" (2:06)  [Jad- BMI—Huskins] Fine allin-strumental swingers that now and then catch a catchy tune in the Lestool commercial states.  
-THE TOP NOTES (Atlantic 2115)  (B+)  "ALWAYS LATE (Why Lead Me On)" (2:39)  [Progressive BMI—Tate, Tate] A pretty rocker, and, if handled with a finer tender sound by the team that is in, it could be a very attractive chart-included stinger by the other artists at its stomping-ork. Might prove an active coin- catcher.  
-BR ("WHA¬T AND SHOUT" (2:07)  [Mellin—Progressive BMI—Benn, Medley] Love and other things both with know-how, doing their job against a volatile combo attack. Top evens take-its-tactics.  
-THE HAPTONES (Cap 9097)  (B+)  "DEVIL IN VELVET" (2:15)  [Wenan BMI—Blackwell] Pro-sounding, this a good one in an lil medium-beat vibe from the songsters, whose interesting vocal receives an effective live sound through-out. Kids will dig the approach.  
-BR ("IT'S A GOOD NO¬LVE" (2:15)  [Obie BMI—Blackwell] It's easy to handclap along with this catchy rock cut.  
-CINDY MALONE (RCA Victor 7924)  (B+)  "WEIRD BEAR" (2:10)  [BMI—Mc Coy, Wayne] Cheerful rock novelty about a chick who digs a "little and less" fella who grew a "little and less" on a Chick look and "right and strong" and thus more acceptable for money to 
dig. Rebecca Rebekah and Reka guitar work highlights the bright combo-chord-chorus stint.  
-BR ("I'M MARRIAGE" (2:25)  [E. H. Morris ASCAP—Wilder] Appealing softie from the in-strumental assemblage.  
-MAE ANNE (Epic 9465)  (B+)  "DEAR TEDDY" (2:58)  [Good—In good-Epic BMI—Flood] Good easy-go-teen affectionate vocal of the thrill, with a soft organ sound top ping the cory story. Theme con cerns a letter written to the boy friend, in which the gal states that their love affair, according to folks, has a too-young tag. Kid will feel for the tune. The arrangement for this love song is enter- taining.  
-C+  "IKnow That Your FA¬N MAY NOT MAKE IT" (1:46)  [Wenan BMI—Brandon, Miller] Another answer to "Moon of Love." The tune is not so much as the same as the original, but the arrange ment is for the most part the same as the original. Same tune is used in a version from Capitol, Mindon.  
-HAL DAVIS (Federat 12429)  (B+)  "YOU'RE THE GIRL—THE GIRL FOR ME" (2:05)  [Ave nue BMI—Davis, Davis, Gray, Harris] One of the rhythmic Sam Cooke sound in this pic, and, as a result, Davis -a- la- rious duets an instrumental backing. Catchy teent for teen-best crowd.  
-H ("MY ONLY FLOWER (Please Come Back To Me)" (2:35)  [Avenue BMI—Davis, Gray, Harris] Davis pleads effectively in this do-libe-erate-beat effort.  
-RALNA ENGLISH (Trend '01 10)  [B+]  "TOO LATE FOREVER" (2:55)  [Talent BMI—Blackwell] An inviting country-styled slow-waltzer, (somewhat like "He'll Be A Fireman" To Hell with the wheels) handled by the lark, which receives an nicely sympathetic-orch-chorus back drop. Allied Record Distributing has it.  
-WILLIE MITCHELL  (Home of the Blues 123)  (B+)  "I LIKE IT" (2:15)  [Hana BMI—Mitchell, Harvey] Another bright instrumental workout for Willie Mitchell outfit. Both rate pro-  
-STUBBY KAYE (Dec 31294)  (B+)  "I'M MARRIED TO A STRIP¬TEASE DANCER" (2:15)  [B+—] [Rap Nell American cut with in-person stint absurd, and he sings a sprightly novelty tune about a hus band who can private performance of his wife's specialties. Though the kid is in trouble for this ruckus, he could prove a big joke-box item.  
-BR ("LYDia, THE TAT¬TOOED LADY" (3:11)  [Leo Feist ASCAP—Arlen, Harburg] In the same surroundings, Kaye does the older, oldie. Can also rate high in joke-boxes.  
-THE ELDORAYS (Bud 114)  (B+)  "EVERYTHING'S GONNA BE ALL RIGHT" (2:19)  [Jobete BMI—King, Daniels] Striking novelty about a gal who gives a distinctive start to this busy upbeat R&B-flavored romance, Song is a well-done stint in the current teen-market groove, Diskery works of Woodside, N.Y.  
-BR ("NOTHING OF ECSTASY" (2:04)  [Stem BMI—Wallace, Damiano] Essays-effort from front vocalist and softly cooing companions.  
-JOE LEARY ORCH & THE TREN¬STARLETS (MGM 1360)  (B+)  "THE HONEYMOON MA¬CHINE (Love Is Crazy)" (1:50)  [BMI ASCAP—Heritage, Brooks] Affable ditzy from a pic of the same name is done with sprightly charm by the ork and gal vocalist, just posted to the label. Likable number, highly dance-able.  
-BR ("SUNSHINE HILL" (2:07)  [Leo Feist ASCAP—Alperson, Winn] Some set-up makes for good legit light-swing listening.  
-TONY VALLA & THE ALAMOS (Fortune 858)  (B+)  "LA BOMBA" (2:36)  [Tri¬on BMI—Adapt, Valla] One of the big successes of the current pic, Valla returns in an exciting torch-tale, marketable song from the sin-ner instrumentalists, Kid would like this colorful reading of the familiar item.  
-BR ("JANE, WHY CAN'T I" (2:06)  [Trion BMI—Valla] Plainly about a guy who finds his name in the arms of his best friend.
more money for you and us and them and you. The Four Preps sing “More Money for You and Me” (No. 4699), the new hit single from their great smash album “The Four Preps on Campus.” (No. 43 on the Cash Box chart.) They are backed up by the sweetest music ever played on a cash register.

The Four Preps

the lettermen
dynamic new vocal trio, have a sure-fire hit in “The Way You Look Tonight” (No. 4586). The way your sales will look tonight—or next week—will depend on whether or not you stock up early on this winning disc.
THE ROUGH RIDERS (2:35)  "WELL I ASK YA" (2:46)  [Starlan—Taylor, Stanley]  [Hall—Van Dyke]

THE LYNENSONS (Dot 1955)

Sincerely the beat-band-market smash of a few years back for the McGuire Sisters and the Moonie Girls can be the tokens' next success vehicle. This time the tune-spacking rock-n-of-a-cha-hal band arrangement-similar to the crew's initial stunts (on Warwick) "Tonight I Fell In Love," Boys smoothly cut a fetching teen beat that's sentimental on the other end.

SAD MOVIES (MAKE ME CRY) (2:10)  [Acuff-Rose BMI—Loudermilk]

I DON'T KNOW WHY (2:15)  [Cromwell, Fred Ahlert ASCAP—Turk, Ahlert]

Bright Tunes (B&M—Margs, Medresse)

THE EARLS (Rome 102)

Gals can have a hot sales item in this touching teen beat cha-cha weeper labeled "Sad Movies (Always Make Me Cry)." Sisters' ear-pleasing vocal effect receives a grade "A+" from Billy Vaughn's outfit. Tune looks very much like "(Sue Thompson also has it on Hickory)." Femmes warmly blend with the George Cates instrumentalists on the pretty old-timer, "I Don't Know Why."

LOOKIN FOR MY BABY (2:53)  [David BMI—Morna, Georgieon]

CROSS MY HEART (2:10)  [December BMI—Figueroa, Deldin]

THE SERENADETT'S (Enrica 1968)

BOY FRIEND (2:16)  [Enrica BMI—Kerr, Martin]

Teen-beat larks perform with pro throughout. "Boy Friend" serves as a lead-off number. From against busy comments from the other gals and combo.

BIG NIGHT (1:54)  [Enrica BMI—Kerr, Martin]

Latin's a lively sound in another busy-sounding romancer.

LEE TILMANN (Ron 341)

WILL TRAVEL (2:15)  [Ron BMI—Hayes] Infections blues-toned recordings take off on the "Have Gun Will Travel" card-music's tagline. Tune sharpen a clutch of the strong back-ground musicians.

IF I EVER (2:25)  [Ron BMI—Hayes] Soft saxes are part of this easy-to-learn-you-can-stay statement.

TAYLOR COMBO (Gold Eagle 1806)

"BANDSTAND DREAMS" (2:07)  [Wian BMI—Taylor] The sold teen-market musicians offer a fine rock:n:roll number, a rocker with a good-sounding funky-bouncy nature. Worthy teen-dance product.


CESAR COSTA (Orfeon 964)


DEL ROY'S (Carol 4113)

LARGE ME TENDERLY (1:44)  [(K-M BMI—Payne] Singer Caroline & rock-a-string banding send a solid rock-rhythm-drum-tweet-thing. This sound from the New York-based discry could have Top 100 success.


CLAYDE STACY (Lam 1015)

BUMPIN DOWN CRYING (2:27)  [Caldwell—Cedar-Ladd BMI—Down, Poe, Sandusky] The Philly label comes-up with a solid sound, funky-styled (especially the guitar section) done hands by vocal-ist Stacy. Can get a welcome from the kids.

YOU'RE SATISFIED (2:25)  [Caldwell—Cedar-Ladd BMI—Down, Poe, Sandusky] There's a country-feel to this lighted rock stand.

RAY ALLEN & THE UBEATERS (Sindelar 230)

LET THEM TALK (2:30)  [Original & Wannesa BMI—Allen, McFarland] Steamers have an interesting display here by the song crew, which wants an attractive soft spoken wristful. Merits lots of teen-ballad programming.


JIMMY FLAGG (Acuff-Rose 10240)

THE EAGLE AND THE BEAR (2:05)  [Waymore BMI—Ireland, Cates] Creatures symbolize the U.S. and Russia in this pseudo-hisstoric date by Yerkes & Haynes. Tune appears to sound like the bear. Timely theme.


BULL MOOSE JACKSON (7 Arts 705)

YOU LIKE ME YES I DO (2:10)  [Lorion BMI—Maugere, Canzor] A pleasing platonic is appealingly warbled for the teen-market, by singer Valentine (a former member of The Crewcuts), whose combachors harmonies are backed-up by a fine trumpet sound. Nice teen-romantic effort.

I GOT TA LOVE (2:10)  [Lorion BMI—Canzor] Clever feel-good with joyfully feminine chorus remarks.

HELMUT ZACHARIAS ORCH. (Decca 31296)

ADIE MY LOVE (The Son of Athena) [Peter Schaffer's Hadjidakis) Lovely piece from a Columbia pie tagged "Dreamland of Desire," is handsomely portrayed by the popular violinist Rudi German. Excellent arrangement with effective wordless chorus.

BERMUDA SHORTS (Zacharias) Solo violin is tricky in this novelty stint cobbled by an LP, "Rendevous for Strings."
Pick of the Week
Newcomers

In an effort to cut off unhelpful, un discreet reviews, we are introducing an "Editors' Choice" section. Here is a list of the best records reviewed in Cash Box for the week ending August 26, 1966.

**B+ very good**  **B good**  **C+ fair**  **C mediocre**

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

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**FRANK SINATRA (Capitol 4615)**
(B+) "AMERICAN BEAUTY ROSE" (2:19) [Jefferson AS-CAP—David, Evans, Altman] A swingin' revival, from the songster's new "Come Swing With Me" LP, of a year-back Sinatra success. Artist's fine swing companion is the Billy May orch. Lots of lick action can mean a chart run for the siner and the tune.

---

**RAY CHARLES (Atlantic 2138)**
(B+) "I WONDER WHO" (2:45) [Progressive BMI—Charles] From his Atlantic days comes this tender-soul Ray Charles offering in which the artist embraces a slow soulful blues stanza with a very compelling blow. Could score strongly in r&b markets.

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**Cash Box**

**Best Bets**

<table>
<thead>
<tr>
<th>Artist</th>
<th>Title</th>
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<tbody>
<tr>
<td>AL McGEE</td>
<td>(Donna 1348)</td>
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<tr>
<td><strong>OLDIES BUT GOODIES SHOW</strong> (2:20)</td>
<td>[Maravilla &amp; Brox]</td>
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<tr>
<td><strong>TENDER BELIEVED</strong> (2:40)</td>
<td>[Maravilla &amp; Wright]</td>
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<tr>
<td><strong>YOUNG GIRL</strong> (2:02)</td>
<td>[Air Woodstock BMI—McCorrick]</td>
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<tr>
<td><strong>HERE AM I</strong> (2:24)</td>
<td>[Air Woodstock BMI—McCorck]</td>
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<tr>
<td><strong>YOU CAN’T SPOT ME</strong></td>
<td>(Brick beat)</td>
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<tr>
<td><strong>THE WILLOW’S</strong> (May 105)</td>
<td>(Hey Joe)</td>
</tr>
<tr>
<td><strong>GREEN SUNSET</strong> (2:34)</td>
<td>(Hey Joe)</td>
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<tr>
<td><strong>I SAY I BE WORTH</strong></td>
<td>(Windy)</td>
</tr>
<tr>
<td><strong>O IN THE OUTSIDE</strong> (2:28)</td>
<td>(Hey Joe)</td>
</tr>
<tr>
<td><strong>QUEEN OF THE MOVIES</strong></td>
<td>(5:55)</td>
</tr>
<tr>
<td><strong>HAPPY TIMES</strong> (2:28)</td>
<td>(Hey Joe)</td>
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<td><strong>GOTTA GO, GO, GO</strong> (2:00)</td>
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<tr>
<td><strong>SCARLET ANGEL</strong> (2:20)</td>
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**RECORD REVIEWS**

**B+ very good**  
**B good**  
**C+ fair**  
**C medium**  

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

**MARIA CANDIDO** (Decca 31291)

(b) **"FAR DELLA (AL DI LA)"**  
(Danilo Reider ASCAP—Decca)  
(Danilo Reider ASCAP—Decca)  
(Danilo Reider ASCAP—Decca)  
(Danilo Reider ASCAP—Decca)  
(Danilo Reider ASCAP—Decca)

**GINAFAY** (Colombia 42130)

(b) **"UNKNOWN GIL OF MY DREAMS"** | (Fiesta BMI) |
(b) **"MUCHO MACHO"** | (Fiesta BMI) |
(b) **"SING AND DANCE"** | (Fiesta BMI) |
(b) **"SING AND DANCE"** | (Fiesta BMI) |
(b) **"SING AND DANCE"** | (Fiesta BMI) |

**CLINT EASTWOOD** (Gibey 005)

(b) **"I CAN’T FORGET"** | (Fiesta BMI—Smith, Boll) |
(b) **"I CAN’T FORGET"** | (Fiesta BMI—Smith, Boll) |
(b) **"I CAN’T FORGET"** | (Fiesta BMI—Smith, Boll) |
(b) **"I CAN’T FORGET"** | (Fiesta BMI—Smith, Boll) |

**DINGO GARCIA Y SUS PARTIDOS** (Beto BMI—Mercado)

(b) **"MOLIENDO TU JEZEBEL"** | (Fiesta BMI—Mercado) |
(b) **"MOLIENDO TU JEZEBEL"** | (Fiesta BMI—Mercado) |
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(b) **"MOLIENDO TU JEZEBEL"** | (Fiesta BMI—Mercado) |

**RELIGIOUS**

**WALKING ON THE EIGHT ROAD**

**THE LORD STILL ANSWERS PRAYER**

Edna Gallow Cooke (Nashboro 697)

**NOW LORD**

Traveling Kings (Nashboro 698)

**ANYBODY WAITING FOR ME**

Sombody Rambin’ Rev Jesus (Nashboro 699)

**I GAVE MY HEART TO JESUS**

What God Gave Me (Nashboro 700)

**ROCK OF AGES**

The Famos Ward Singers (Savoy 416)

**A NEW DAY AND THEN**

**ONLY A LOOK**

The Roberta Martin Singers (Savoy 416)

**THE WAY THE LORD KNOWS**

Madison Raynsha (Savoy 416)

**MAKE IT IN**

The Cerovias (Cassette 1056)

**IF I WERE IN YOUR PLACE**

JESUS IS EERIE OVER (Cassette 1056)

**THE DENIAL**

O SEND THE FIRE

The Stray Boys (Pescos 1807)

Cash Box—August 26, 1961
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. **FOOT STOMPIN'** (Part I)
   *Flora (Flying 8824)*

2. **HERE IN MY HEART**
   *Al Martino (Capitol 4593)*

3. **ROLL OVER BEETHOVEN**
   *Velaires (Janie 1178)*

4. **LOOK IN MY EYES**
   *CHANNELS (Carlin 553)*

5. **OLE SLEW-FOOT**
   *Johnny Harlan (Columbia 42065)*

6. **MR. D.J.**
   *Van McCoy (Rockin' 101)*

7. **MR. PAGININI**
   *Elle Fitzgerald (Verse 10237)*

8. **IT'S YOUR WORLD**
   *Marty Robbins (Columbia 42065)*

9. **KEEP ON DANCING/NOTHING BUT GOOD**
   *Hank Ballard & Midnighters (King 5335)*

10. **BAND OF GOLD**
    *Rowanettes (Falma 10)*

11. **YOU MUST HAVE BEEN A BEAUTIFUL BABY**
    *Bobby Darin (Atco 4206)*

12. **MY CLAIRE DE LUNE/IN TIME**
    *Steve Lawrence (United Artists 335)*

13. **STICK SHIFT**
    *Ducks (See 748)*

14. **A FAR BETTER THING**
    *Delia Rees (RCA Victor 7864)*

15. **BIG RIVER, BIG MAN**
    *Claude King (Columbia 42043)*

16. **DEDICATED TO THE SONGS I LOVE**
    *3 Friends (Imperial 5376)*

17. **SAN-HO-ZAY/SEE BABY**
    *Freddy King (Federal 12428)*

18. **MUSIC, MUSIC, MUSIC**
    *Sensations (Argo 5391)*

19. **TAKE MY LOVE**
    *Little Willie John (King 5536)*

20. **ROMEO**
    *Janie Grant (Caprice 109)*

21. **I CAN'T TAKE IT**
    *Mary Ann Fisher (Segway 1001)*

22. **MY DREAM CAME TRUE/STRANGE DESIRE**
    *Jack Scott (Capitol 4597)*

23. **PLEASE DON'T TALK TO THE LIFEGUARD**
    *Anita Carroll (Paco 9450)*

24. **HELLO FOOL**
    *Ralph Emer (Liberty 53532)*

25. **GUESS WHO**
    *Gladdys Knight & Pips (Fury 1052)*

26. **WHAT KIND OF GIRL**
    *Charmaine (Fraternity 880)*

27. **THAT'S MY DESIRE**
    *Pat Boone (Dot 16244)*

28. **SO CLOSE TO HEAVEN**
    *Rat Donner (Gane 5104)*

29. **SKIN DIVIN'**
    *Eddie Rambour (Swan 4077)*

30. **HULLY GULLY AGAIN**
    *Cesar & The Romans (Del-Fi 4164)*

31. **BABY, YOU'RE RIGHT**
    *James Brown (King 5324)*

32. **NEW ORLEANS MEDLEY**
    *Earl Palmer (Liberty 5356)*

33. **WHAT WOULD YOU DO**
    *Jim Reeves (RCA Victor 7965)*

34. **A LITTLE DOG CRIED**
    *Jimmie Rodgers (Roulette 4184)*

35. **TAKE FIVE**
    *Dave Brobeck (Columbia 41479)*

36. **(HE'S) THE GREAT IMPOSTER**
    *Fleetwoods (Dalton 45)*

37. **WHY CAN'T YOU**
    *Clarence Henry (Argo 5395)*

38. **TEEN PRAYER**
    *Veilcutter (Stark 102)*

39. **YAL YA**
    *Lee Dorsey (Fury 1053)*

40. **JIMMY LOVE**
    *Cathy Carroll (Fraud 110)*

41. **FIRST LOVE NEVER DIES**
    *Jerry Fuller (Challenge 9114)*

42. **TIGHT SWEATER**
    *Marchans (Arvee 5038)*

43. **I LOVE HOW YOU LOVE ME**
    *Paris Sisters (Georgmark 6)*

44. **THIS TIME**
    *Troy Shondell (Liberty 53535)/(Rodd Brest 161)*

45. **SAD MOVIES (MAKE ME CRY)**
    *Sue Thompson (Mercury 1053)*

46. **SOMEBODY**
    *Gone Thomas (United Artists 338)*

47. **DRUMS**
    *Kenny Chandler (United Artists 342)*

48. **ANNIVERSARY OF LOVE**
    *Carsons (Scepter 6078)*

49. **IMPOSSIBLE**
    *Gloria Lynne (Everest 19418)*

50. **I GOT TO GET AWAY FROM IT ALL**
    *Mitty Collier (Chess 1991)*

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**SURE SHOTS**

The Cash Box "Sure Shots" highlight records which report from retail dealers throughout the nation indicate are already beginning to sell in quantity and give every indication of doing so.

- **"LITTLE SISTER"/"HIS LATEST FLAME"**
  *Elvis Presley (RCA Victor 7908) — Pick of the Week—8/19*

- **"LOVER'S ISLAND"**
  *Blue Jays (Milestone 2008)*

- **"SUMMER SOUVENIRS"**
  *Karl Hammel, Jr. (Artists 1007) — Pick of the Week—7/22*

- **"SWEET LITTLE YOU"**
  *Neil Sedaka (RCA Victor 7922) — Pick of the Week—8/12*

- **"KISSIN' ON THE PHONE"/"CINDERELLA"**
  *Paul Anka (ABC-Paramount 10239) — Pick of the Week—8/12*

- **"YOU DON'T KNOW WHAT IT MEANS"**
  *Jackie Wilson (Brunswick 55219) — Pick of the Week—8/5*

  *Jeremiah Peabody's Poly Unsaturated Quick Dissolving Fast Acting Pleasant Tasting Green and Purple Pills Ray Stevens (Mercury 71843) — Pick of the Week—8/5*

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**More CHART TOPPERS from ATLANTIC!**

The Drifters
**SWEETS FOR MY SWEET**
and
Loneliness Or Happiness
Atlantic 2117
A Leiber-Stoller Production Arr. & Cond. by Stan Applebaum

Ray Charles
**HARD TIMES**
and
I Wonder Who
Atlantic 2118

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Cash Box - August 26, 1961
EXCITING NEW ARTIST!
Hot New Single!

Bob Moore

Nino & The Ebb-Tides

From widely scattered reports, filtering into this office it seems that a hit is building with a minimum of airplay. The song, “Seven Up and Ice Cream Soda” by Don Carroll, is witnessing strong resistance to airplay, especially in the major markets. Can’t blame the stations either, considering the amount of advertising money being spent in radio by Seven-Up’s competitors. Take the case of Larry Cebulski, manager of CKLH-Flint, who for WLGB-Laurens, S.C. In his area, Seven-Up is bottled by the local Pepsi Cola bottler. So there! But then, we’ve found a different kind of resistance that doesn’t make much sense at all. Several stations have said something to the effect of what Larry said, “why should we spin the record and give Seven-Up a free plug when we are already on their advertising budget.” In other words, they’re refusing to support an advertiser who actually had nothing to do with the disk. This seems to us to be a curiosity, but not to Larry. But actually, the record is still new and much of this initial resistance might be too hasty. It will take a few more weeks for any sort of pattern to establish itself more firmly.

As of August 28, WINS-New York becomes the Mutual Network’s flagship station replacing WOR-New York. The reason for the change according to Mutual president, Mr. F. Harleigh, is that “the type of network programming provided by WINS gives us more logical integration of Mutual Network programming.” The change will basically affect WINS news coverage, extending it more fully to the national and international levels. It will also in time greatly increase the station’s prestige and its continual battle for ratings in the hotly competitive New York market.

The first week in August was “Star Week” at WTHH-Baltimore. During the entire week the station featured in-person appearances by ten top recording stars, who acted as discjockeys by spinning records (including their own). Commercial records and just generally chatting with listeners. Those who appeared were Bobby Van, Ray Peterson, Brenda Lee, Timi Yuro, Johnny Tillotson, Anita Bryant, Don Gibson, Freddy Cannon, Frankie Avalon and Janice Ward. In addition, to simple in-person appearances, “Radio Night” was awarded dinner dates with Frankie Avalon, Brenda Lee to lucky local teenagers. According to program director Bob Adams, it was the biggest single one-week of talent to ever come to Baltimore for a station promotion.

Following their frantic go-cart bash at the Page Kcart, where WIL-St. Louis already competed, to the over-stimulation of their insurance agents, in specially-conceived go-carts, Dick Von Nessen, Mike Keen, Ron Landy, Bob Scott and Bob Osbourn did an about-face and demonstrated safe driving procedures by piloting hobby cars in a race at Lake Hill Speedway. Winner will be crowned WIL Safety Champion. We wonder if all this driving around in circles hasn’t gone to their heads and made them feel like big wheels.

WKNL-West Hartford, Conn. is celebrating its 15th anniversary with a week-long celebration that will involve taking 60,000 stamps. Each listener who telephones will get a “correct answer.” Also, the station is soliciting original birthday greetings in trade for free passes to a local amusement park. Response has been “tremendous” according to the station’s Mike Dreherick. Seems like housewives are almost anything to increase their stamps “collections.”

Once again, WXYT-Detroit is in cooperation with the U.S. Marine Corps, in its annual Toys for Tots movement. This year’s campaign will take place Sept. 9 at the Walled Lake Annual Drive-in/Park for the entire day and will be simulcast by WXYT for the entire day, the park’s 17 rides in exchange for toys. Any and all donations will soon be available to an array of bands throughout the day to entertain and negotiations are under way with WXYT network stars to appear that day with a huge roller rink, converted from a free theatre for the entertainment portion of the show. The show will follow throughout the pre-Christmas period.

VITAL STATISTICS:

Bruce Morrow returns to the New York scene September 4th and takes up residence at WABC. He returns to ABC-Miami for the past year to previous to that was with WINS New York. And, of the return, announcing his return he will find even more a big show stage at Palladium Amusement Park on Sept. 9 and 10. Following Succeeding Morrow at WAZN will John V. Waddell in the 7-11 slot that he currently holds. In addition, WAZN has also added Linda Carus from WKBV in the musical “Sunday” format. Charlie Van has exited the PD post a few weeks ago and since has been in Los Angeles where he lost his position as station and promo for KONO-San Antonio. KINO has also hired Bill Harper as program director replacing Bob Butler who relocated to Denver and Diego as PD. Back at KOL general manager Charlie Tall announced that John Soss, formerly of WSB-San Francisco, will take over as PD for Charlie Van, and that Lee Robertson (VTIX-New Orleans) and Jerry Kyser (KLO-Yakima, Wash.) have been acquired for the personal list and Ray Otis departed WKBV-Chicago for the 12-3 PM trick at WKBV. WKBV Durban and Bob Green exited WGBA-Geneva, N.Y. for the production manager post and a Sunday staff position at WKMH. Both are the newest additions to the completely revamped WKMH staff lineup. The climate at WPXI-Pittsburgh and production manager at KFIL-Los Angeles. Larry Walker was also named as manager for the Strauss Broadcasting Network (WKNY-New York WKNY-Buffalo). Four new additions to the WAMS-Wilmington staff Dave Elledge (from WME-Valle Va.), Dick Brown (from WELS-Beechwood), and Shaw 22, Florida.) and Larry Erle (the last phase of the campaign is the station’s new deal. Dale Rose moves to WREM-Remind with many years of WABO-Portsmouth. Dale will handle the 1-3 PM shift. “Magnificent” Musgrave, WGBA-Geneva, KSAN-San Antonio, and Charles Mueller was appointed assistant general manager of WGAN-TV-Providence, R.I. He comes from WPRO-TV-Providence, R.I.
THE RECORDS

Cash Box

THE DISK JOCKEYS

PLAYED MOST

Last Week

1
MICHAEL
38
DON'T TOGETHER
69)
54
DIDN'T LIKE TOSSIN'
2
TOSSIN' & TURNIN'
40
LETV'S TWIST AGAIN
6
HURT
32
Sea Of Heartbreak
7
WOODEN HEART
21
I FALL TO PIECES
8
SCHOOL IS OUT
31
HATS OFF TO LARRY
5
PRETTY LITTLE ANGEL EYES
20
MISSING YOU
7
HURT
19
AS IF I DIDN'T KNOW

Last Week

21
LET'S TWIST AGAIN
15
Chubby Checker (Parkway)
22
SEA OF HEARTBREAK
25
Don Gibson (RCA Victor)
23
I FALL TO PIECES
22
Pete Clark (Decca)
24
HATS OFF TO LARRY
16
Del Shannon (Bigtop)
25
MISSING YOU
32
Roy Peterson (Dunes)
26
AS IF I DIDN'T KNOW
33
Adam Wade (Coral)
27
I'M A TELLING YOU
31
Jerry Butler (Vee-Jay)
28
THE MOUNTAINS HIGH
48
Dick & Dee Dee (Liberty)
29
TRANSITOR SISTER
38
Freddy Cannon (Swan)
30
I'LL SMILE AGAIN
35
Flatliner's (Mercury/Wonders (Cub)
31
MY TRUE STORY
39
Jive Five (Bolton)
32
SOLITAIRE (SINCE YOU'RE GONE)
40
Embers (Empress)
33
I JUST DON'T UNDERSTAND
50
Ann Margret (RCA Victor)
34
A THING OF THE PAST
17
Skirtles (Scepter)
35
CRYING
60
Roy Balbin (Monument)
36
A LITTLE BIT OF SOAP
51
Jorma's (Laurie)
37
HILLBILLY HEAVEN
43
Tex Ritter (Coral)
38
QUARTER TO THREE
23
D. Smith (London)
39
BLESS YOU
54
Two Orlando (Taco)
40
IT'S GONNA WORK OUT FINE
41
Ice & Tim Turner (Sun)
41
NEVER ON SUNDAY
13
Cherriettes (Cadenza)

Hyland Fling

OLYMPIA LAKES, N. J.—One of the
guest stars at Dick Clark's annual
Splash Party was teen singer Brian
Hyland. Pictured here (left to right)
are Clark, Hyland, Sam Gordon, Hy-
land's manager, and Matty Singer.
AmTan promo man in the Phily area.
Hyland performed his chart-riding
ABC-Paramount wax, "Let Me Belong
To You."

Ernie Freeman

"CONQUEST"

and

"SWINGING PREACHER"

#7569

Imperial

Records

Going Fast

"MY FUMBLLLL HEART"

Jimmy Ives

C-2141

COMET RECORDS

a division of HERALD-EMBER

150 W. 55th St. N.Y.

YOUR NEXT HIT!

Billie Jean Horton

with

"OCEAN OF TEARS"

20th FOX #266

Cash Box—August 26, 1961
NEW YORK:
Jody Cameron, topper of the Val- 
mer-Empress outfit, enlivened 
over the smash sales reports on the 
Empress's Empress bow, "Solitaire (Since You're 
Gone)" adding that he has two 
more songs that will be released with Cam- 
ey's "I Only Want You" and the Roes- 
men's "You're So Young." Andy Dono's 
national sales & promo mgr. 
Although he didn't sing, Pot bought 
drop a few pounds and tell us about 
his hot new items that include Johnny 
Crawford's "You're Love is Growing 
Cold," Al McGeel's "Oldie But Goodies 
Show" and the Caesar & the Roman's 
click, "Hully Gully Again." And 
Mercury's jet-speed A&R exec Sholly 
Singleton was heard to quip last week that 
"Jeremiah Peabody's Pllls" are 
seller better than any. Ray Stevens 
is the hit's salesman. Rudy Valen- 
tin's famous voicel ad copy-C. 
Cafe making his 1st appearance as 
a soloist on the West Coast during 
his "Singing Bam." Songster's with Variety Arts Corp. 

Rudy Valentine
Lester Lanin
EMBERS
FATHER JOSPH DUSTIN
LARRY STRONG
PHIL MADDORE

The Epic crew celebrated Lester Lanin's 60th birthday at the 
Avenue Beat, with a 8/17 trade 
promo cocktail at Columbia's 35th St. 
studs. Oddin know that there's a bando playing priest making 
the 16 LPs and 78s for Epic that has 
just released Father Joseph Du- 
stin's "Songs Father Taught Me" LP and his "I Love Paris"— 
"Love" and "Love" are the key words 
a swinging congregation. 
Bob Schwartz, of Music Makers, informs the 
press that the group has been 
Nashville's Trio," which broke out 
first in N.Y., is now happening all 
across the country. See! we still break 
records here! Bobn Ganzel 
plugged by drop his "We Ain't Got 
Integration" Prestige outing. 
Dick Milne, Voice Records eastern pres- 
manager, called to tell us that the label 
has two decks breaking out simultane- 
ously in Hayley Mills' "Let's Get 
Together" (from the "Funeral Tramp" 
and Annette's "Blue My Mu." 

Freddy Mandlelon flippin' over 
an action on Bobby Hep's FM show. 
"Atlanta, Ga.," especially in the Balti- 
more area. ---While Harris Biondo 
national sales mgr. at Triodex, very hot on 
the vocal ensemble. "Dixie Is But A Dream" — 
"Lookin' For My Baby" & "Tell Me About It With Me"— 
"Tresure Of Love" disc. 
Gals are on the Glenn Miller Time 
TV. ---MGM's Sol Handler 
info that the MGM-verse artists are 
appearing in the following towns: 
Herb Ellis (Verve) in a 8/7 opening at 
the Zutty J. Lounge in D.C. 
Simon Sitt (Verde) at the Birdhouse 
in Chi., 8/16/17; Conway Twitty (MGK) 
with the Chicago Brass in Minneapolis 
Menomonie, Wisc. 8/16; 
Ida B. Davis (Monarch) in 
Frisco, 8/21-23; and the "Fantas- 
tists" cab at the Blackstone 
in Omaha, Neb. 8/21-9/1. 
The new dull sizzler has paled Phil Nardoni 
and John Preston Gill and have set 
Sept. release dates for the artists. 
---MGM music folks experiment Lee Bo- 
mond's Reprise how, "Dream Of 
Owen," to be filling the airwaves 
shortly. ---Gloria Kennedy'll do her 
bigotted, and Monty Rabson's 
"The Eight O'Clock" for the 
label, "Blue Trumpet." ---My Faith 
Tells Me. 

George Scheck returns to produce 
chors this month action as execu- 
tive producer on the "I Love Paris — 
Together" Francis ABC-TV/9 1/3 
from the MGM-Poly label. He will 
host on the one-hour special which 
will feature Art Carney, Scheck's last 
Chou Chou (Cox) release, on Radio's 
"Startime Show" where he will 
join with Mercury's Charlie Farkh that the 
label's releasing a single on the 
Rich banner, reportedly kicking up a 
mid-west fuss. Side by, Cornell Blakely, 
is tagged "You Ain't Gonna Find."

For the 3rd time this year Col- 
burne's Yale Vale headliner at the 
San Su Su in Mineola, 8/16 & 19. 
for separate dates at the club, Tom's 
current release's tagged "The Lover, 

Gloria Garbo, and Monty Rabson's 
"The Eight O'Clock" for the 
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Green And Purple Pills" (w/vow) by 
"Ain't Gonna Find" and has 
distributed one thousand plastic pills 
(gram drops) to his listeners asking 
them "for a prescription for good Listen- 
ting — recommended dosage 24 hours 
before and 24 hours after meal time, 
touring Greece with his wife Janet, 
is on the road. For the first time he has 
his encore activities via daily tapes which 
the label is airing in the 6-6:30 AM 
time slot.

Columbia promo with Granville 
White quits that thru Dorothy 
Jones is taking a short hop to charters 
chart with her newies "Takings The 
Long Walk Home." Another of his 
stellar decks is "See About Me" by 
Don Covay. ---Promo Frank 
Scarbasio (Aureo, Movies (Beach)) is 
eating the top of the chart for Nick Noble who's headlin 
right up there with his latest effort 
"The Bont Of My Soul" (Coral). 
During his recent visit here, Al Mar- 
ton was present (Va. a ga), pianist 
dinner by hostess Anita of Sunny 
Holly Restaurant, Al's currently get- 
ing action with his Capitol re-release 
"Here In My Heart." 
Near North News entertainment editor, 
John Quinlan, gets a byline in the new 
FM note. He'll try to cluster un- 
that he terms smeared smashes 
"Money For You And Me" by the Four 
Preps, "My Dream Came True" by 
Jack Scott and "Dinky Doy" by Eddie 
Bo. ---Arnold's Raph Cox is 
pending away on "Willa Whoa"
Dickie Goodman (Rori); "What Did 
You Do" by newcomer Frank Chery 
(Fox) and The Spanish Twist, "Baby 
Wanna Be" by Jimmy Melnick. 
Potential winners over at Music 
Fest, according to Russ Back, include 
"Dia Vi In Viva" by the Hatfield (Cub) and "I'm So Lonesome I Could" by Tommy's awards.

HOLLYWOOD:
Rivya and Ray-Star Records 
announcing the appointment of Bob 
Rivya as their general manager. Herb 
Axelson as A&D Director... Jeannine 
Sammers and Morty Sahl will headline 
the new show at the Crescendo, open- 
ing Sept. 7, for two weeks, and follow 
that date with a six week P.A. con- 
cert tour. 
Oaky Miller, former ASKIM DJ 
manager man for Diamond Distribu- 
tion man for Diamond Distributing 
and working his fist in Jimbo's 
Jukebox, Full Deejay circuit 
"Anna-Margaret has been set 
Miss Bobby Beavers' "You 
do" during her next RCA-Vector 
show,"
Chet Atkins will back her musi- 
ally, with Dick Pierce A&K'ing the 

Kathy Linden has signed with Gen- 
Brewer for personal management 
and movie deals for the thrush.
recent release member town Buddy SONYA celebrate Capitol Kay Wait" & i

ibouis gest i.eather" Steele, week.

performance United tract. You

Gregmark Gray

lew Inn York.

San "Breakfast radio The

Month" ash Month

album, Republic the
cutting Liberty artist, Timo Yuro, currently riding high on the charts with "Hurt," was feted with a birthday party last week at her parents' Alvottown restaurant. The Hickory label break-

ing with "Sad Movies" by Sue Thompson getting a big play locally. Henry Mancini has been set by RCA-Victor for a national tour in conjunction with "Henry Mancini Month" which is set for September. The Latinvision conductor will make radio and television appearances in Detroit, Chicago, and New York. Meanwhile, Victor has upped the release date of Mancini's score of "Separado I Waltz" by Jim Cunningham, formerly recently finished a West Coast group, cutting his first solo effort. "Happy Wedding Day" for Columbia Records. This was acquired by Mancini and promoter Mike Borchetta. ...and "I'm in Love" on the Coast, covering Los Angeles, San Francisco, and Seattle to launch his new Epic album, "The Madison

Morrisphere of "Do By"

Columbia Records. This song was written by History and promoter Mike Borchetta. ...and "I'm in Love" on the Coast, covering Los Angeles, San Francisco, and Seattle to launch his new Epic album, "The Madison

HERE AND THERE:

PHILADELPHIA — Saul Lamport's telegram that Karl Hamnel Jr.'s "Summer Souvenirs" (Arliss) has landed wide open in town. Saul's dis-

trib has been appointed to handle the Nike line and the Daylighters' "Bear Mask Stomp" (cord) to the label's Bob Catron Jr. ... Breaking big with Bob Hoffer are Don Sharp's "Tree Of Love" (Fern), Jay Farn-

ning's "Your Girl" (Acme) and the Deans' "It's A You" (Mohawk). From Ted Teicher (at Columbia distrib) comes word that Johnny Mathis is hot with his "Should I Wait" single and his "Portrait Of Johnny" LP. Ted Sharp (of Epic) has been immediate re-

duction to Sylvia Syms' "A-Tisket A-Tasket." ... New plug items from Ed Cotlar include Sue Thompson's "Sad Movies (Make Me Cry)" (Hick-

yory), Fred Darian's "Rib-Bone" (Gar-

den) and Al & Ray's "Bring It Down To My House" (Dickson). ... Fran Murphy items that her boss, Ed Bar-

sk, defended his champ golf title at the Woodcrest Country Club (N.J.) and won again. Fran (also) notes that the new biggies at Ed's place are

"Bring It Down To My House" (Dickson). ... Fran Murphy items that her boss, Ed Bar-

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ton) and Dick & Dee Dee's "The Moun-

tain's High" (Liberty).

FRIDAYS — Ray Muffet tells us that he ran a very successful promo stunt at his Muffet's Record Shop involving Eddie Hodges and his "I'm Gonna Knock On Your Door" Cadence smash.

SHREVEPORT — Some of the hot ones with Stan Lewis' at Stan's Record Shop are Joe Stampley's "Creation Of Love" (Chess), Pat Boone's "That's My Desire" (Dot), Bobby Bland's "Don't Cry No More" (Duke), Johnny Nash's "I Need Someone To Stand By Me" (ABC) and Freddy Cannon's "Transistor Sister" (Swan).

DETOUR — Fortune's Devora Brown letters that Tony Valla & the Alamos' revival of the late Richie Valens' "La Bamba" is a big hit in town and spreading out.

SALT LAKE CITY — Recent top name attractions at the famed Lagoon Park include Frankie Laine, the Brookers Four, Fats Domino, Les Brown & Co., Brenda Lee and the Kingston Trio.

MIAMI — Latest plug item from the always-thinking-up-bright-ideas guy Eddie Lambert, at Florida Sales, is the pill bottle plug for "Jeremiah Pea-


do's" Pills by Mercury's Ray Stevens.

ASHLAND, KY. — The Furn outlet, this week, was excited with Sharp's "Deep In My Heart"—"Tree Of Love" duo.

NASHVILLE — Dot A&R man Noel Ballerfield (Noel Ballerfield) with the national reaction to his discovery Sonya's label bow, "We Kiss In A Shadows" from "The King And I." BOSTON — Tony Loni Mercury's man at Dale Ent., speedi-memo's that the man's "I Guess It's All Right" is at-

tacting top attention in his area and that it should be a top-of-the-chart contender real soon.

SONNY STEELE

SONTA

DON SHARP

VENUE REAT," in which he has set radio commercials to dance tempos. ... Pop Distributing has taken over distribution of Chancellor Records and Appolo Records for Southern Calif.

HEROES — Era Records prezzy, thinks he has one of the hottest new talents around with signing of G. G. Gray done recording con-

tract. Era is also distributing the Gregorian Chant Boys' "If I Love You, Love You," by the Paris Sisters. ... United Artists recording stars, Fer-

nante & Rogers gave a one night per-

formance at Hollywood Bowl, last Friday. ... Lee Redman of Revolvo

Records recently cut four sides with new artist Larry Strong, with big charting backing, which are set for early release. ... Gene Simmons report-

ing strong action on "Music, Music, Music" by the Sensations and "I Found A Million Dollar Baby" by Roger Craig, both on Argo Records. ... Ray Stevens will wax his first Columbia album, "Love" from the banks of the Riviera Hotel in Las Vegas. Eli Bass and Bobby Kroll have been teams with three original songs for the album. ... Mike Stewart in town to spend some time with Harvey Durlow, flying to Japan.

Capitol execs excited about prec-

lease reaction to Les Brown & His Orchestra's Cutlass winner Albie Pearson's first recording effort due for release next week. ... Gene Autry hosted a press DJ party at the Hollywood Hotel to introduce new Republic Records star Sonny Steele, whose first sides for the label were released last week. ... Anita Bryant heads her seventh state tour of the current season when she plays the Miami State Fair. ... COLUMBIA excited about the reaction to Frankie Laine's "Bell, Bell, For Leather" album, now their second biggest

grosser on the West Coast. ... Louis Armstrong's Keely Smith and Louis are due to break records at the Desert Inn in Las Vegas with their new show, "Return Of The Wilder." Their first album of the same name containing recordings from the show is due out soon. ... Buddy Greco, fresh off his recent concert tour, will be setting on the Coast hereby. His newest LP, "I Like It Winning," is getting big play locally.
**Columbia Greets Anita**

NEW YORK—Columbia Records hosted a big deejay, trade and press party at the Sheraton Netherlands Hotel here recently welcoming thyroid Anita Bryant to the label. Photos show Anita (1) With Art Ford, WNBC disk jockey; (2) with Stan Z. Burns, WINS disk jockey, (3) being presented with a celebration cake by Columbia president Goddard Liebowitz, (4) with Columbia promo man Frank Campagna and WNEW jockey Dick Partridge, (5) with Norman Adler, exec veepee of Columbia.

**London Kicks-Off Intensive Push**

**On Initial 12 “phase-4-stereo” LP’s**

Tony D’Amato, who was in charge of the “phase-4” project, which was conducted in England with American A&R-engineering guidance, described the technical features of the project, which he defined as “music selected, arranged and engineered especially for stereo.” Elaborating on the definition, D’Amato covered several points to be held to have been the first three innovations in the stereo field: 1. the attempt at concerted, true removal of the “middle” in stereo (e.g. Command) and the principal of movement (e.g. Victor’s Stereo Action series).

D’Amato also explained the engineering feature of the “phase-4,” which will be sold on four separate tracks, thus minimizing “leakage” (e.g. well-rounded stereo) and enabling the London engineers to convert the four-track results into regular stereo with the “middle” stereo effect.

In addition, D’Amato laid down several rules in the selection of material for the “phase-4” series: two-theme/stereo (e.g. “Raisin’ of Blues”); lyric-title (e.g. voices on each side of the speaker); functional gimmick (e.g. train sounds in “Take the A Train”); participation, a device thought to give the listener a certain psychological pleasure in being able to anticipate upcoming tempos (e.g. an Edinburgh orchestra of “Old Kentucky Home,” which is done in a cha-cha-samba-cha-cha pattern).

D’Amato had selected playists from albums which aided his explanation including a selection from a “Past in Review” LP stereophonic march band album in which the feeling of hearing a military march-band and a drill sergeant, both before a large audience, was achieved through the blending of each, cut separately in a studio.

Marvin Wargo, who heads the merchandising of the “phase-4” project, described the packaging of the project “stereo” All-Stars’ “Peruvian Marches” package which is done in a type sleeve, with technical information on the inside and back-cover, and an attractive four-color design on the front. The front sleeve of the mono versions have a different design.

Hartstone said that the 1962 series which is the mono sets was an attempt to see if such a device could be successful in retailing stereo sets of old, “shoddy looking” packages.

London will start work this October on a second release of “phase-4” product in January.

**Another “Rainin In My Heart”**

“HELLO MARY LEE”

Lightnin’ Slim

Going Strong!

“I’m Glad She’s Mine”
“Lonesome Lonely Blues”

LONE SUNDOWN

Excelsior 22202

NASHBROO RECORD COMPANY

177 3rd Ave., N. Nashboro, Tenn.

**Breaking Big**

“MIGHTY GOOD LOVIN’”

The Miracles

Tommy Dorsey & his Orchestra

**CANADIAN AMERICAN RECORDS**

**COED RECORDS**
1161 Spadina New York, N. Y.

**Hearl**

**Taking Off**

“A LITTLE BIT OF SOAP

The Jarmels

**TAMLA RECORDS**

3648 W. Grand Blvd. Detroit

**Cash Box—August 26, 1961**
NEW YORK—Injunction Washington, the brilliant playwright, will begin recording for Roulette Records on January 1, under terms of an exclusive contract signed last week by his ex-wife Morris Levy.

Over the past few years, the performer, who will end a long tenure at Mercury Records, has extended her activities in such hit tunes as “What A Difference A Day Makes” and “How Long Has This Been Going On?” and is now a continuing vegetable, “Bitter Earth,” “Never Again” and, with Brook Benton, “Baby” (Vocal). "The acquisition of an artist of Diahann's stature," Levy said, "is to me personally the most significant and gratifying events in my career in the music business.

Along with the photocopy, Levy also announced that Roulette's current plans for the coming year include the signing of other "top names" and a general "cut-down" on LP and singles releases "to gain full concentration and make the most of the material released."

Levy said he would assume a far more active part in the overall daily operation of the label, functioning more directly in sales, distro relations, production, promotion and personnel directly and supervises all phases of A&R functions will continue to be handled by Henry Glover in the pop area, and Teddy Reig in jazz. Bud Katzil will remain in his overall sales capacity, working directly with Roulette distro, while also heading the firm's advertising and publicity. Arnold Meyers will chalk up as the label's art director. Rudy Taylor heads production and Howard Fisher continues as the firm's comptroller. Heads of all departments will report directly to Levy.

NARM Calls For Poly Wrapping of All LP's

NEW YORK—A request that labels wrap their LPs with polyethylene or some similar material has been made by Larry Rosmarin, who heads the product improvement and standardization committee of the National Association of Record Merchandisers (NARM) and is also its secretary.

In a letter to all NARM members, Rosmarin, who has the Record Distributing Co. in Houston, says that "the very reason why all labels are not wrapping their product now is because of cost."

"To Rosmarin, it costs the manufacturer a maximum of 1½¢ to wrap each LP, while the minimum cost to the rack-jobber is greater than the highest cost to the label."

"Therefore," Rosmarin states, "the record merchandiser could and would absorb a portion of the manufacturer's cost."

"I am sure you know and fully realize that the record business has its cycles. Additional services will naturally increase business and will aid in stabilizing any downward cycle. Wrapping LP product will be an important additional service, rendered at an extremely low, low cost—based on the 1½¢ that it would be less than ½ of 1 cent. Per week. You figure the extra 1½¢ and 20¢, etc., being offered in discounts, those charges to another penny around that could be well spent. We have heard that two different albums of about equal sales capacity—one wrapped and the other not—when offered to the record merchandiser, the record merchandiser would buy the one which is wrapped."

Murray Kaufman Hosts 12-Day N.Y. Package

NEW YORK—Murray Kaufman, popular deejay on Radio Station WINS, New York, launches his "Boss" Labor Day Holiday in-person Show at the Brooklyn Paramount Theatre this week (25). The show, which highlights the first personal appearance of singer Jackie Wilson since his serious mishap earlier this year, will take place through September 5.

Packaged by Kaufman, the show will also include Clarence "Frogman" Henry, Etta James, Jerry Lee Lewis, The Cleftones, The Regents, Brian Hyland, The Chantels, Frank Gari, Linda Scott, Curtis Lee, Ral Donner, The Belmonts, Tony Orlando, Bruce Bruno and others.

Price Sells Arnold Dist.

HOLDINGS TO YABلون

CHICAGO—Morris Price, owner of Arnold Record Distributors, this week announced that he had sold his holdings in the firm outright to Barnabas Yablon, treasurer of the distro.

Price, who has been active in the distro field in the past eight years, said that he will "take it easy for a few weeks" and then probably take on another business venture while he is as yet indefinite, he will survey all offers to remain in the record business.

Yablon stated that Arnold will continue its present operation without any physical change in personnel or policy. Ralph Cook handles record promotions for Arnold, as does Henry Grossman superintend.

Price and Yablon were associated with each other for years at Mercury Records, with Yablon being John Mostel's

Arnold was formed by Price in May, 69 and Yablon joined him in the capacity of treasurer soon thereafter.

Mancini Month Promo

COMING 4 DIRECTIONS

NEW YORK—"Henry Mancini Month" in September will see the combined efforts on behalf of theelf least 13 Mancini albums, including New Sounds in the Year 1964, Paramount Pictures, KTLA-TV, Hollywood and Concerts, Inc.

A new Paramount flick, "Breakfast at Tiffany's," starring Audrey Hepburn, with a score by Mancini, is due for release late next month or early October, and Victor has the soundtrack. A song, "Moon River," with lyrics by Johnny Mercer, will be plugged by Paramount as the top song from the score.

Victor will promote the "Tiffany" and other Mancini albums. KTLA has obtained re-reuns of Mr. Lucky," and "Peter Gunn," both with Mancini music, which debut this week.

KTLA's part in the promotion will include announcements of the month-long salute, Mancini LP's as prizes in its audience participation shows and will also include Mancini on interview shows.

Concerts, Inc. is sponsoring a concert at the Hollywood Bowl on Sept. 28, starring Mancini, The Limelighters and Julie London. At the concert, Mancini will debit his "Tiffany" music and also play excerpts from "Guns" and "Lucky."


TOP TEN JUKE BOX TUNES
(PLUS THE NEXT 25)

1—Tossin' & Turnin'
Bobby Lewis
Burlene 1002

2—Michael—Highwaymen
United Artists 258

3—Last Night—Marekys
Satellite 107

4—I Like It Like That
Chris Kenner
Instant 3229

5—Let's Twist Again
Chuckie Checker
Parkway 824

6—Quarter To Three
U.S. Bonds
Lpnow 1008

7—Pretty Little Angel Eyes
Currie Lee
Doncs 2007

8—Together—Confess Plans
MGM 12019

9—Wooden Heart—Joe Dowell
Smash 1708

10—Hats Off To Larry
Del Shannon
Bigtap 3073

ALBUM PLANS

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

ANGEL
Full program (for dealers who buy minimum of 38 LP's) allows discounts of 12%, 15% & 20% on special groups of catalog LP's. Includes deferred shipping plan.

ARTIA, MK, SCRAPHON
Warner Bros. — Artia product is being made available to distributors at 1 free for every 3 purchased, and Artia & Scraphon product is being made available at 1 free for every 5 purchased, both deals expire Aug. 31.

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

AUDIO FIDELITY
1 free LP with every 5 purchased on the entire AF catalog. Termination date has not been set.

BLUE NOTE
10% discount on the jazz label's complete catalog. Expires: Aug. 31.

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

CAPITOL
Full program (for dealers who buy minimum of 56 LP's) offers 12% "special" discount instead of usual program discount. 1/2 discount. Co-op ad allowance equal to 3% of program purchases is available. Expires: Sept. 30.

CAPITOL OF THE WORLD
Capitol's International series is available to dealers on the basis of half price for 1 LP purchased at regular price. Expires: Sept. 15.

CARLTON
"Summer Special"—20% in-free-goods bonus for the summer, including 20 new LP's. Allocation, so that the dealer doesn't get all Capitol's line at one time.

COLUMBIA
"Summer Special"—25% in-free-goods bonus. For the upcoming "Bonanza of Pre-Fall," Columbia will offer a 25% discount for every 3 purchased, 20% for every 5 purchased, and 15% for every 10 purchased on Columbia's entire catalog, including specialty LP's (i.e., "Echoes of the Century," "The Columbia Cartwheel," etc.)," Columbia's entire catalog will be available for this promotion. "Summer Special" ends Aug. 31.

EPIC
25% discount on all Epic LP's purchased. Expires: Sept. 16.

FABER & MELLANDON
Full LP program includes a 10% discount on all Kapp product, 15% on all Mendallion LPS. Expires: Sept. 30.

KING
"Full Deals Re-Stocking Plans"—1 LP is given free to the dealer with every 3 purchased, the order is for $75 or more, there's a special billing plan for billing; 1 1/2 payments on Oct. 1, Nov. 1, and Dec. 1. Included are King, King International, Bethlehem, Apollo and King. Expires: Aug. 31.

LIBERTY
The entire Liberty catalog (except the three Chipmunks LP's) are being made available under the following full program: All orders backed-up by a 90% guarantee, returnable for full credit any time after Feb. 1, 1963. 1 payment in Nov., Dec. and Jan., and Feb. 2, 3, 4, KDM, a 10% discount will be taken off the face of the buyer's invoice on the entire order. Expires: Sept. 25.

MERCURY
"Summer Sales Spectacular"—Free LP-KF offers on the label's pop, country, Perfect Present Sound and Listening Presence series plus an extension of the previous "Summer Sale-Discount plan in which the label's Golden Series will remain available on a basis of 20 percent free for every 100 purchased. Mercury July 15 release is available on the basis of 1 LP free for every 3 purchased, the entire FV and LP albums are available on the basis of 1 free for every 5 purchased in a like-category. Expires: Aug. 31.

 MGM
"Operation-stereos-Command"—Covers the entire LP catalog in which distributors get 5 LP's at 1free. Special discount privileges: 1/2 payments in Oct., Nov. and Dec. (if account is current) and 1 payment in Jan., for prompt payment. Special bonus offer features 5 LP's on 100% exchange until Oct. 31. Expires: Aug. 31.

PACIFIC JAZZ
"Pre-Fall Plans": On a minimum order of 100 LP's, distributors get 2 free for every 10 LP's purchased. Expires: Sept. 24.

PRESTIGE
On the New Jazz line a 25% discount (plus usual 5%) is available until Sept. 8. Beginning Aug. 15 Prestige LP's are being offered on a buy-15-get-3-free basis. Expires: Oct. 8.

REQUEST
For each 10 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% retail privilege until end of year. Expires: Sept. 30.

ROULETTE
"Full Fidelity"—Straight 15% discount on all LP purchases. Deferred 30-60 day billing to qualified dealers. Expires: Sept. 25.

STARDAY
"Second Annual Country Music Spectacular Package Goods Sale"—50 LP's & 20 EP's are being offered to dealers on a buy-3-get-1-free 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.

UNITED ARTISTS
Album marked for display in store's new "Album of the Month" display rack entitles dealer to get 5 LP's free for every 10 purchased. LP's will be parceled out in special set-up to specifically fit the rack.

WARNER BROS.
15% bonus on all LP's, except $1.98 "Flowers, Swearkeas, and Buckthorn G slump," the stereo, and the new LP's. Dealers entitled to receive 16, 18, 24 day deferred billing from the WB district. Expires: Sept. 22.
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**ALBUM REVIEWS**

**POPULAR PICKS OF THE WEEK**

**"THE VAGABOND KING"**—Marlo Lanza—RCA Victor LM-2569

Marlo Lanza, in one of his last recordings, is showcased in Rudolph Friml's lusty, spirited "Vagabond King." The soprano is Judith Rankin, with Constance Callinics conducting the orchestra and chorus. Selections here include "Erik," "Song of the Vagabonds," and "Someday." The multitude of Lanza fans have another disk to cherish.

**"LOVE THEMES"**—Ferrante & Teicher—Ultra Audio WW5 8514


**"A WHOLE LOTTA FRANKIE"**—Frankie Avalon—Chancellor CHL 5918

Frankie Avalon's single disk career is reviewed with this collection. In it the young singer is heard on 17 selections including "Venus," "Why," "Bobby Sox To Stockings," "De De Dinah," and "Don't Throw Away All Those Taradrops." Potent teen offering.

**GENE MCDANIELS SINGS MOVIE MEMORIES**—Liberty LST 1204


**"LENA AT THE SANDS"**—Lena Horne—RCA Victor LPM-2261

Outrage, a thorough professional who always delivers a polished, complete performance, Lena Horne always shines in on-location recording. This time it's Las Vegas' Sands which provides the backdrop to her superb renditions of outstanding songs by Rodgers & Hart, Rodgers & Hammerstein, Harburg (all in medleys) plus "The Man I Love" and "Don't Commit the Crime." Marvelous entertainment by a true artist here.

**"MEMORIES ARE MADE OF HITS"**—Liberty LRP 3260


**"ROMANTICA"**—Martin Denny—Liberty LST 1271

Martin Denny's "exotic" sounds here take on the flavor of romantic lushness with the addition of strings and the subtle, colorful fabric woven by the arrangements utilized. The sparkling Denny instrumental inventiveness also is, of course, an important ingredient. Among the melodies are "And This Is My Beloved," "Magic In The Moonlight," "My Reverie" and "Romance."

**"MR. ENTERTAINMENT!"**—Sammy Davis, Jr—Decca DL 74153

The versatility and showmanship of Davis' multi-talented personality is excellently showcased in this Decca outing. The seven tracks on side one are devoted to the entertainer's most famous performances and their corresponding expressions—a vaudeville-like setting. Tunes here include "Sadie, Where Are You," "I'll See You in My Dreams," "The Things I Have Seen in Dreams," "Gloeca Morra," and "Time After Time." The second side, "My Way," "More Than You Know," and "I Could Have Danced All Night," is sponsored by Broadway settings, expressing a myriad of moods in difficult interpretations. He acquits himself admirably in "Solloquy" (from "Carousel"). "Where Is The Life That Late I Led" (from "Kiss Me Kate") is "Goody Two Shoes," and "Ya Get Trouble" (from "Music Man"). Big entertainment value.

**"BIG BAND PLAYS THE BIG HITS"**—Si Zentner and his Orch—Liberty LST 1197

The precision Zentner ork, a swinging delight in every disk date, takes on a group of recent pop hits and endows them with additional life and spirit. It's an inventive review of such tunes as "Save the Last Dance For Me," "Will You Love Me Tomorrow," "Asi Minor," and "Caledonia." Serviceable dice, especially for dancing.

**"BABES IN TOYLAND"**—Disneyland DL-1210

Billed as the "exclusive original version," this 11-90 package contains songs from the forthcoming Walt Disney full-length animated feature based upon the famed Victor Herbert musical. Performances by the "girls from the cast" (imitative of actual flick stars), are generally excellent in a juvenile-directed approach. Should do well with the kiddies and on racks. Precedents original LP.

**"THE RIOTOUS, RAUCOUS, RED-HOT 20s"**—Joe Faber, Jr—Warner Bros. 1423


**"THE GREAT JIMMY LUNCEFORD"**—Billy May—Columbia ST 1581

The great Jimmy LunCEFORD sound, pace-setter of the Swing Era, is reincarnated here by Billy May heading a studio band playing the authentic original charts. Everything is exactly as it was twenty years ago, right down to the band vocals and solo vocals (taken here by Trummy Young, Dan Grissom and Willis Smith). Tracks include such famed sides as "Take What You Do," "Well All Right Then," "Cheatin' On Me" and "Blues In The Night." Should do a tremendous business with band fans.

**"I KNOW MY LOVE"**—Salli Terri—Capitol SP 8556

The incredible warmth and genuine sincerity with which Salli Terri approaches folk music has earned her accolades. In this latest disk she continues in this direction with a collection of folk songs of love, masterfully interpreting such charming and beautiful songs as "Come All Ye Fair and Tender Ladies," "The Turtle Dove," "I Know My Love," "I Know Where I'm Going." Accompanying here are varying combinations of a quartet of instrumentalists, including Laurindo Almeida. Outstanding issue.

**"EVERYDAY I FEEL THE SPIRIT"**—Mahalia Jackson—Columbia CL 10767

The great gospel singer is back in top form for a real gospel outing, and she has with her companion Mildred Fields and the sympathetic ork—conducted hand of Johnny Williams. Outstanding is the nine minutes of "The Love of God," a compellingly beautiful piece, as well as "Prayer Changes Things," "Rockin' In Jerusalem," and "Have You Any Time For Jesus." An especially flattering album.
ALBUM REVIEWS

“DANCING ON SUNDAY”—United Artists UAS 6146
The interest in Greek music aroused by the popularity of “Never on Sunday” is capitalized on by the label in this sort-of-sequel to the best-selling soundtrack disk. The songs are by Greece’s leading composers, including “Sunday’s” Manos Hadjidakis, and are etched with inviting color by typically Greek instruments. Charming set; could click.

Schmaltzy or what have you, the melodies of Victor Herbert continue to charm—and how can anyone resist these five readings of some of the composer’s most popular numbers? The excellent group, including the solo turns, are backed by an all-orch. and arrangements by yet musical-comedy orchestrator Robert Russell Bennett. Tracks include “In Old New York,” “When You’re Away,” “Thine Alone,” “Sweethearts” and “Ah! Sweet Mystery of Life.”

“Radio’s Great Old Themes”—Frank DeVol and the RKO Rhapsody—Columbia CL 1011
These songs from 36 radio programs are appropriately lushly essayed by the DeVol Strings, evoking a whiff of nostalgia of the sentimental “good old days” of radio. All the soap operas and comedy favorites are here, as well as numerous others that will be remembered among them “Dr. Christian,” “The Contented Hour,” “Amos and Andy,” “Eddie Cantor Show,” “Bob Hope Show,” “Our Gal Sunday” and “The Romance of Helen Trent.” Great nostalgia set.

“Maggie’s Theme”—Emanuel Vardi and the Met Ed String Quartet—Medallion ML-7527
Flick’s theme of recent days they are read with rich lusciousness by the Met Ed Quartet. Vardi leads off with his single outing, “Maggie’s Theme,” and follows through with light, “Exodus,” “In the Days of You and Me,” “La Dolce Vita” and other listenable tracks. Good stereo effects complete a pretty instrumental picture.

“Exciting Sounds of the South Seas”—Lee Diamond, His Harmonica and Orch.—Reprise R 6002
The romantic aura of Island enchantment is flawlessly expressed through the medium of Lee Diamond’s virtuoso harmonica stylings. In addition there are the usual assortment of steel guitars and other gentle rhythm and string instruments to enhance the mood. Tunes are the familiar “Beyond the Blue Horizon,” “Love Songs,” “Now Is the Hour,” “Raff’s Waltz,” “The Fourteen Hours” and others. Enticing mood setter.

“Bawdy Barracks Ballads”—Vol. 2—The Four Sergeants—ABC-Paramount ABC-381
The lusty, unencumbered Four Sergeants are back with another volume of bawdy songs to titillate the senses. This time they do suggestive justice to such ribald gems as “No Hips At All,” “How the Money Rolls In,” “She Had To Go And Lose It At The Bar,” and others. They’ve got no air play—but plenty of home play!

“Songs I Wish I Had Played . . . The First Time Around”—Sammy Kaye and his Orch.—Decca DL 74514
The sweet swaying rhythms of the Sammy Kaye band embrace a tuneful dozen evergreens that are associated with famed names of the past. They include “My Reverie,” “I’ll Never Smile Again,” “I Understand” and “Get A Date With an Angel.” They’re essayed in the sentimental Kaye manner, with vocals by Ray Michaels, Laura Leslie and the Kayelets.

“C’est Magnifique”—Dance Time Paris with Chauency Gray and his Orch.—Riverside RLP 1975
Continental flavored dance music in the familiar society style is offered here by the sweet-sounding Chauency Gray band. Fourteen selections in all, including the more familiar, “Le Diable,” “La Vie en Rose,” “Avril in Portugal” and “Lar Mer.” Enjoyable adult dance fare.

“Fabulous Songs of the 30’s”—Charlie McKenzie and his Twin Piano—Dot DL 3377
A pleasing listening/dancing package is presented by McKenzie’s pianistic travels. At an easy, relaxed pace he surveys the 30’s thru such tunes as “September In the Rain,” “Body and Soul,” “It’s Only A Paper Moon,” “Time On My Hands” and nine others. Good songs, fine technique, saleable package.

“Gil Evans and His Orchestra”—Featuring Bud Johnson & John Cole—Pacific Jazz PJ 1728
One of the more adventurous arrangers today, Evans fills his charts with imagination and individuality. Here, fronting a big band, he cleverly unfolds new looks at five jazz standards, one original and two Latin ballads of the Sad Young Men.” Solo spotlight is on Bud Johnson (tenor, clarinet), John Coles (trumpet), Jimmy Cleveland (trombone) and Steve Lacy (alto sax), an odd combination that also indicates Evans’ original thinking. A very modern big band set with enormous appeal.

“Expoibident”—Lee Morgan—Vee Jay LP 8318
The warm, intelligently lyrical style of Lee Morgan continues to evoke more public awareness. In this withwise set, he’s joined by Art Blakey (drums), trombonist Eldee Young, John Coltrane (tenor), and others. Well records mixture of vocals and instrumentals of the most appealing sort. His trumpet is in fine form now.

“Doin’ All Right”—Dexter Gordon—Blue Note 4077
Influential jazz style-setter of the 40’s, Dexter Gordon returns to the scene exhibiting again his big fat tone, his relaxed yet intensely insinuating manner. Surrounded by sympathetic audience, the Blue Note regulars Freddie Hubbard, Horace Parlan, George Tucker and Al Harewood, Gordon plays excellently here with a knowledge of what’s been happening the year of his absence. It’s a virile, mature jazz date that indicates Gordon’s back in top form again.

“Martial Solal”—Capitol ST 10261
Dexter Gordon set on everything Parisian jazz pianist Martial Solal. Side one is the trio set up with Solal rendering five originals in a quick, precise Oscar Peterson-like manner. Side two solo on six standards drawing at times on Tatum-esque figures. To quote, he’s got rhythm, lot of it, and a definite view towards jazz that maintains his playing at a consistent level. A proficient, talented newcomer to jazz piano ranks.

CLASSICAL PICK OF THE WEEK


Only the third complete “Flying Dutchman” in the catalog, it is the first in stereo and features the titled role performed by George London. London’s recording enables him to take full advantage of the medium.

JAZZ PICK OF THE WEEK


Only the third complete “Flying Dutchman” in the catalog, it is the first in stereo and features the titled role performed by George London. London’s recording enables him to take full advantage of the medium.
Kolsky Sells His Roulette Interests To Planetary Music; To Leave Sept. 1

MGM, Verve, Cub Pact 10 Attractions

NEW YORK—With the fall selling season just around the corner, MGM/Verve head Arnold Martin last week announced the addition of 10 artists to the MGM (Verve, Verve One) and Cub Four) labels.

The move is designed, the label said, to "establish them just enough in advance of teen bayers' return from summer camps and vacations in September." The ten artists, according to increased radio, dealer, one-stop and joke-box promotions to appear on singles for the new pactees and other artists on the three labels.

Linked to the MGM label are The Four Shores, a vocal group offering "One Hot Dog." Joe Levy and his Orchestra featuring the Teen Starlets which will also record (with group) with a novelty, "The Moonshine Machine." From the film of the same name, Somethin' Smith and The Redheads with "Ain't We Got Fun," and country artist Bill Carter with "Shot Four Times and Dying." On the Cub label, Ar, a Really Cool Picnic with "My Heart Is Telling Lies Again," The O'Jays in "Violet." The Dynamos with "Woh! Yeah! Yeah!" and The Steves offer "I Really Love You." On Verve Randy Sparks sings "Fly By Night."

Seven Arts Adds New Trans-American Outlet

NEW YORK — The Trans-American distribs' set-up, a subdivision of Seven Arts' records, has been added to the Baltimore-Washington-Richmond areas, to be handled by Lou Levy, who will headquarter in Baltimore. The operation, under the direction of Max Levy, head of the Clevelander's branch, also has branches in Cleveland, Pittsburgh, Cincinnati, and Buffalo. The distribs carry the Seven Arts labels, including Verve, Vee-Jay, and, in some cases, labels not affiliated with the Seven Arts set-up. Morty Craft is president of Seven Arts.

Fiesta Increasing International Output

NEW YORK — Fiesta Records, the popular Latin label, has been putting more emphasis on its international side, with a new catalog of late and plans to expand it further in the months ahead, according to proxy Jose Morand. Current output of the label is represented by over 100 LP's that include Latin American and international material, including 16 LP's in the "I Remember..." series. This series contains material from Greece, Norway, Vienna, Hungary, Germany, Sweden, France, Japan, Ireland, Denmark, Lebanon, and Russia. In addition, other albums spotlight material from Italy and Israel.

This month, the label will issue five albums headed by a Randy Carlos Par- chanz-La. Future releases include music from Hong Kong, India, and Yugoslavia in addition to the Latin releases.

Jule Styne Writes Tune For Mag's Annys

NEW YORK—"The Magic Age is Seventeen," a song written by veteran Jule Styne, has been set to commemorate Seventeen Magazine's 17th anniversary, has been cut by 20th Fx's Johnny Niagara in September. The mag's September birthday issue will offer the deck to readers for 50c. The deck will receive national promotion from both the mag and Resibo, who will make various personal appearances. Stanley Vance did the boys. Deck was produced by 20th Fx's Eddie Heller.
BUSTED IN NEW YORK

and Taking Off
Throughout The Country

"JUKE BOX SATURDAY NIGHT"

by

Nino & The Ebb Tides

M-166

Madison Records

1650 BROADWAY, NEW YORK 19, N. Y.
Sid Brandt Exits MGM/Verve

NEW YORK—Sid Brandt has resigned as vice president in charge of sales and operations of MGM/Verve, presy Arnold Maxin announced last week. Brandt, with the MGM operation for the past two years, will announce his future plans shortly. Maxin said that Brandt’s functions would be split into two categories.

Berman To Star In New Musical

NEW YORK—Shelley Berman, one of most successful of the comics who has turned to stints on LP’s (Verve), will star in a new musical set for a Broadway bow next Feb. The vehicle is “A Family Affair,” which was written by William and James Goldman and John Rander. Publisher is Sunbeam Music, which has the Rock & Harrick scores for “Piroli!” and “Tenderloin.” Berman was one of the features of the ill-fated 1959 revue, “The Boys Against the Girls.”

Harry Belock Resigns As Head of Belock Instr., Everest Producer

NEW YORK—Harry D. Belock has resigned as president of Belock Instrument Corp., this city, which, in addition to its electronic setup, produces Everest Records. Cari M. Leboe, Rhoades & Co., a New York investment banking concern, has purchased from Belock a “substantial” amount of Belock’s common stock holdings, thus making it the largest single holder of the firm’s outstanding common stock.

Met Rules Out ’61-’62 Season

NEW YORK—Because the Metropolitan Opera and Locri 892, the musician’s union here, failed to achieve harmony, opera lovers will not draw light in a Met season for 1961-62. The Met announced last week that there was “no longer a possibility” that the opera show would go on. Despite appeals from many, including President Kennedy, the Met and the union could not agree on new weekly wages for the members of the Met’s orchestra, which the union wanted to up from $170.05 to $245.

The Met has cancelled one only season since its bow in 1883, and that was the result of a stage fire in 1893.

Chet Woods Joins UA As Veep; Raker Upped To Sales Head

NEW YORK—Art Talmage, vice-president and general manager of United Artists Records, last week announced two major personnel appointments.

Chet Woods, Talmage said, will join UA, effective September 1, as a vice-president. “Woods,” Tal mage, “has had a wide and successful reach in the record business from a merchandising view and this experience, at both the manu-

facturer and the distributors level will be an invaluable addition to UA.”

Woods was formerly vice-president of Milt A. Shuster, Inc., with whom he was affiliated with Capital, then Columbia.

At the same time, Tal mage announced that Jerry Raker, for the past two years a Hearst cor poration sales operation for UA, and for the past two years a Hearst cor poration sales operation for UA, and for the past two years a Hearst corporation, has been appointed national sales manager of the label, replacing Andy Miele, who resigned last week and moved over to MGM.

“The tremendous growth of UA during the past years,” Tal mage said, “is an experienced man will helm our sales activities. Raker, who has so ably directed all selling activities of the label in the East for the past two years is thoroughly schooled in chain store and has played an important role in the firm’s growth. We are certain he will be able to continue this growth as our national sales manager.”

New Lanin LP Has 58 Commercialists

NEW YORK—Lester Lanin’s latest Epic LP is without a doubt his most commercial package so far. In the series of 17 LP’s, “Lester Lanin Plays the Madison Avenue Beat,” contains period pieces for a total of 58 famous commercial ditties in the Lanin style.

Though an LP of this sort can run into a certain amount of confusion, it reported that stations are running contests in which listeners are being asked to identify the recording as it goes by. Lanin hosted a number of these small radio stations in his studio which served to debut the LP.

Starzel Names Musical Director

NEW YORK—Don Sanders and Joe Gottfried jointly announced last week that Harry Beltran has been named as musical director of their Stellan label, this city.

The agreement allows Buchanan to retain his present chores as musical director to Teresa Brewer. Beltran’s musical projects will employ a similar syndrome with The Amex, Helen浑身, Peter Lind Hayes and Maria Hely.

Al Levine’s New Firm To Service Korvette With Singles

NEW YORK—Al Levine, who just sold his interest in Ideal Distributing this city, has just formed New Ideal Record Service, also here, which has been named to service 11 Korветte stores with singles, considered a big merchandising story. Dave Rothfeld, Korvette merchandising manager, said last week that Al Levine’s appointment was a “great boon to the record department.” Levine’s disc experience, Rothfeld added, would enable the Korvette outlets to maintain tracks which contained the most saleable singles. Levine will service Korvette with both current releases and later singles.

A feature of Levine’s service to the Korvette outlets, which does not include branches in Harrisburg, Pa., and Hartford, Conn., will be a Korvette truck that will be equipped with the hottest singles merchandise and move along most saleable singles.

Levine said that his firm will also service a Korvette store due to open in August in Atlantic City, N.J.

Levine is the sole owner of New Ideal Record Service. Levine is being assisted by Dave Lakser, who is familiar with the mobile-type setup Levine noted.

Cash Box—August 26, 1961

Breaking Big!!!

“THE BRISTOL STOMP” “I’LL BE TRUE” by The Dooloves

CAMEO/FARWAY RECORDS, 1405 Locust St., Phila., Pa.

THE ORIGINAL Version by the writer

DICKO DOY“LITTLE DOG CRIED” UA #362

UNITED ARTISTS (24 MARCH 19, M.N.)

THE FLAIRS

FELSTED RECORDS

ONE OF THE LONDON GROUP OF HIT LABELS

the new “howl!” album! Selma Diamond Talks... and talks and talks and talks

CARLTON LPX 5001

and

Camado/Parkway Records, 1405 Locust St., Phila., Pa.

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ARMADA Meet Sets Year's Program

NEW YORK—The groundwork for the most ambitious program in the history of ARMADA was set at a special meeting of the organization’s executive board here last Friday (18). The day-long session, which got under way at a breakfast meeting and continued through the entire day, was highlighted by the attendance of a group of newly-appointed distributors and manufacturer members of the expanded board.

Art Talmadge, now in his second term as president of ARMADA, presided at the meeting, which saw the approval of last year’s financial statement, appointment of Archie Bleyer, Cadence Records; Leonard Chess, Chess Records; Eddy Kramer, Acetech Records; Bobby Shad, Time Records; Henry Dreyfus a.m., Atlantic Records, as members of the board. Talmadge was re-elected president by acclamation and H. W. Daily, House of工程施工 Records, was elected vice-president.

The meet opened with a report from Talmadge summarizing the Miami Beach conference last June, and a financial report which was given by Talmadge due to the absence of Harry Schwartz, treasurer who was unable to attend the meeting. ARMADA activities from the conclusion of the convention to date were covered by Jordan Ross, executive secretary.

Following out the report session was Sigmund Steinberg, ARMADA’s executive vice-president, who reported on the status of current and upcoming releases in California and New York; the progress being made by quadruple-pressing both at the State and the national levels, and the role ARMADA was playing in seeking enactment of the legislation in all areas.

Following the reports, the executive board went into the main business of the meeting, discuss and implementation of the ARMADA activities for the coming year. Demands placed on the coming year’s activities will be a drive to build the divisional cast by ARMADA, both the manufacturer and the distributor level. Ross reported that since the convention a number of new members had been signed up by ARMADA, but that the list had only been scratched in this regard.

To bring ARMADA closer to its present membership by allowing them an opportunity for greater participation in all over-all plans. The firm has expanded the board to cover the local and regional levels, with a maximum of four members for the year, at which time regional vice-presidents and national officers would meet with the membership from that area. This plan was enthusiastically greeted by the board and planning in this regard will start immediately with Jordan Ross handling.

Hometown Honor

SHREVEPORT, LA.—Billie Jean Horton autographs photos and copies of her new Folk Song Book for fans after an appearance on “Variation of Tears,” during a personal appearance for hometown fans at Ram Recording Studios and Record Shop here.

Judy Returns to Atlantic City

NEW YORK—Judy Garland, along with Mort Lindsay and his 30 piece orchestra, has been re-engaged for her successful stand there on Aug. 4. Producers of the show are Bill Bernstein and John Drew, who co-produced the Music At Newport show, which also featured the performer.

Monteaux Is New Head Of Old Town Symph.

NEW YORK—Pierre Monteaux, the famed octogenarian conductor, has been named the managing director of the London Symphony Orchestra, without a permanent contract since 1954. The 86-year-old artist, who was born in France, but makes his home in the U.S., will initiate his new duties this October. It is understood that the orchestra will continue to make appearances and record with other conductors.

Columbia To Cut “Subways” LP; Sinatra Deal Off

NEW YORK—Columbia Records will cut the minimum cast for its upcoming musical, “Subways are for Sleeping,” not Reprise Records as previously reported. It is understood that the $1 million deal held by Columbia in- cluded head of Reprise, for original-cast and movie rights to the musical on cast material. A Columbia executive assured Cash Box that the label is to cut the LP. The film rights to the show will be handled by Reprise. Show, by Betty Comden, Adolph Green and Jules Styne, bows this fall, with Carol Lawrence and Sidney Chaplin in starring roles.

Victor’s Avakian On Business Trek Abroad

NEW YORK—George Avakian, RCA Victor Records’ pop and A&R manager, is now on a business trip to London, Paris and Berlin, where he will cut sessions and make presentations for Victor’s “Best Buy” program.

In London, Avakian will supervise the announcement of a Roy-IRCA Victor of “N. Y. Export: Opus Jazz” and “Events,” the two ballets written by Robert Prince for Jerome Robbins 26 and 26th International Ballet Festival when premised by the Ballets U.S.A. Company in Spoleto last year. These works scored successes in Paris and London this year, and are scheduled to open in New York in December, at the end of the current European tour. Prince will conduct the Ballets U. S. A. Company Orchestra at the London recording sessions.

In Paris and Berlin, Avakian will join with Dario Soria, RCA Victor division vice-president of commercial recording, Piotr Hiszpan, vice-president of radio and television, and Arnold Schwartz, manager of record sales and merchandising (Europe), at convention meets of Western European RCA affiliate executives and help in expansion of Victor’s 1961 “Best Buy” program.

Premium LP Deal

NEW YORK—Premium Records has announced a Roy-IRCA Victor LP deal on its entire catalog, including its International, Blueville and Swingville labels. Deal begins August 15 and marks the first time that Premium Records has issued a premium LP deal.

Labels For Delta’s Branch In PR

NEW YORK—Tony Rivera, who just formed a branch in Puerto Rico for Delta Record Distributing in Albany, N.Y., has announced the following labels that the new outlet will handle: Bear Family, Bookie, Sue, Coed, Carlton, Swan, War- d, Prestige, Liberty, Blue Note, Concord, Savoy, Blue Note, ARCOO,Spec- ter, Segway, Starday-Starday, Artis, Riverside and Andil.

Golden Crest Moves For Pop Singles Fame

NEW YORK—Golden Crest Records is making a strong move in the pop singles recognition with a new deal, part of an overall plan to build its future with new exos and promotions. In addition to its own drive for new talent, the label has opened up sales opportunities to independent talent and managers who have new, unrecorded material.

Cly Levitan, formerly A&R sales manager, has been appointed A&R for the label, and will have supervisory control on the LP and singles operation.

Saul Cohen, formerly sales man- ager of Landau, Tabor & Co., has been hired by Levitan as manager as sales manager. Cohen will concentrate his activities in the singles field.

Others set for release in the near future feature such new acts as the Mellotones, ("Her Letter", and the Enid's, "Blacksmith Blues") and Sterly Singleton and The Rockin' Daisies, "Cross Cut California.

The label, owned by Clark C. Gable, is able to make these expensive moves due to the present sale of stock.

New Chancellor Distrib In L.A. Is Pep

NEW YORK—ABC-Paramount Records has announced that its first A&R manager, has been appointed to exclusive A&R work for the label, and will have supervisory control on the LP and singles operation.

Saul Cohen, formerly sales man- ager of Landau, Tabor & Co., has been hired by Levitan as manager as sales manager. Cohen will concentrate his activities in the singles field.

Others set for release in the near future feature such new acts as the Mellotones, ("Her Letter", and the Enid's, "Blacksmith Blues") and Sterly Singleton and The Rockin' Daisies, "Cross Cut California.

The label, owned by Clark C. Gable, is able to make these expensive moves due to the present sale of stock.

Watch For This Great New Reissue!

"WALK ON!

Singer: JOE MINTON

PEACOCK RECORDS, INC.

HOTEL STAYS TO NEW YORK

LONG WEAR Dynamics in Record Playing

UNASSURPRD QUALITY & SERVICE

Jack Borden

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WANT THIS ONE!

TEASIN - MELODY

A NEW VERSION OF MARCHETTA

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Savoy RECORD CO.

COMMERCIALS - SMALL LABELS - PROMOTIONAL EFFECTS

AUDIO FIDELITY RECORDS

SHREVEPORT, LA.

DAVID SMITH

DFM 3010

DPS 7010

NEW SOUNDBRACKS ALBUM!

Smash Singles!!

New Releases

The Girls In My Life

B/W

You Ought To Know Him

B/W

Joe Pinto

Backbeat 533

The Stripes Of Glory

JACKIE VERDELL

SMASHING!!

Record Labels are our Specialty — Contact us now!
HONOLULU—Martin Denny (seated, right) inks a reputed quarter million dollar entertainment deal with Duke Kahanaomoku (seated, left) to become effective September 1st when Duke takes over the famed Waikiki spot, Don the Beachcomber’s. Observing the proceedings are Bob Hoffman (left), Duke’s executive manager, and Arnie Mills, Denny’s personal manager.

ADD TO DIRECTORY

Please make the following additions and corrections to the Aug. 5 Cash Box Directory Issue.

RECORD MANUFACTURERS

Carib Records
Box 174
Nassau, Bahamas

DC Records
1129 Vermont Ave., N.W.
Washington 5, D.C.

N. V. Fonior
Brussels 5, Belgium

A&R Manager should be Peter Plum

Ford Records
P.O. Box 76
Radio City Station
New York 19, N.Y.

Rialto
521 Fifth Ave.
New York 17, N.Y.

MMC Records
P.O. Box 967
Madison 1, Wisc.

MUSIC PUBLISHERS

Clairborne Music (IMM)
4600 Montpelier Rd.
Rockville, Md.

Peter Plum Publications
1, Rd. M. Lemonnier
Brussels 5, Belgium

Symphony House Music (ASCAP)
507 Fifth Ave.
New York 17, N.Y.

RECORD DISTRIBUTORS

Helm Album Sales, Inc.
355 Madison Ave.
New Milford, N.J.

Buck’s, DeWitt, Fargo, Mopett, Shank, Sherraton.

Mackay Record Distributors Ltd.
106 Richmond St. E.
Toronto, Ont.

Should be Max J. Zimmerman

SORD Files Trade Practice Rules With FTC

GARDEN GROVE, CALIF.—The Society of Record Dealers of America (SORD) has filed an application with the Federal Trade Commission (FTC) for a trade practice conference for the disk industry and with it a set of proposed trade practices rules as standards for labels, distrbs and retailers.

Howard M. Judkins, president of the association who announced the move, said SORD had taken this step in an effort to “put an end to unfair methods of competition, unfair and deceptive acts and practices and other

illegal acts prohibited by the Federal Trade Commission.”

“This time has come,” Judkins said, “when favoritism, preferential discounts and treatment, fictitious and deceptive prices, false advertising, prohibited discrimination and other illegal practices, which create chaos in our industry, must go. This is the first major step taken by any segment of the industry to clean house, and we welcome the cooperation of all retailers, distributors and manufacturers in establishing a set of rules which apply

Capitol LP Offers Lyric Contest

NEW YORK—A new Capitol LP has songs in need of words, which the label hopes to get via a special contest. The LP, Jack Marshall’s “Songs Without Words,” contains instrumental versions of ten new tunes, 6 pop, 2 country and 2 rock ’n roll.

Contestants will win for: 10 winning

lyrics to be published under a song-writing pact; 10 $500 cash advances to be awarded against royalties; 3 bonus winners to be recorded by a Capitol artist. Details and entry blanks for the contest, which closes January 91, are included on the LP’s inside-sleeve.

The pop tunes were written by Gene de Paul, Jay Livingston and Ray Evans, Jimmy McHugh, Johnny Mercer, James Van Heusen and Harry Warren. The country entries are by Audrey & Joe Allison and Cindy Walker. The rock ’n roll material is by Barry DeVorzon and Winfield Scott.

Guard Officially Exits Kingston; Name New Member

NEW YORK—As reported some months ago, lawyers for the Kingston Trio officially announced last week the departure from the group of Dave Guard, who is being replaced by John Steward, formerly of the Cumber
t: Three, another folk-type group, Stewart, who plays banjo and guitar and sings bass and baritone, had previously arranged some of his own songs for the Kingstona. Guard is forming his own group, which is set to bow next Jan. He leaves Nick Reynolds and Bob Shane, who retain the Kingston name.

Cash Box—August 26, 1961
BELGIUM

R. J. van Hoogten, president of Moonlight Records Co., Chas Music Co. and RTC, reports Wray Bottleneck, another on a one month business trip in Europe where he will do several recordings with different artists, among whom Roberto Bovema's. Alberti Gereaux, who is already on the German Best Sellers with his version of "M'Onica."

Best selling single records of Fenier S.A. in the month of July were: 1. "You're a Fickle Fickle Girl" (Bovema). 2. "Runaway (Del Shannon)" 3. Pepe "(Los Machacambos)." Best sold EP was "I'll Pardon You" (Charles Aznavour), best sold LP was "Rebel (Les Mouchacambos)."

The Cousins, one of Europe's foremost rock groups, are working in Ostend during the summer season on the roof of the Ostend Casino. This is a follow-up of last summer's tour in America, when the band made a name for itself in the past. McGurik, described the coast, Most probably The Cousins will leave Europe for two months (February and March 1982) for a tour in South Africa. They will also attend the Berlin festival and sing for the first time their German version of "Paraado" (Belgian/Walloon hit) and "Guten Abend, Lieben Traurigkeit." "Join The Cousins" is one of the best selling LP's in Belgium.

Digno Garcia came back a few weeks ago with a new group from South America. He brought two hits from there; "Molendo Cafe" (nr. 1 in Argentina) and "Brittige Bort" (nr. 1 in Brazil). He made an EP which was released in their "Vaya Ver Que Lloye," "Havana version on "Brittige Bort" gets a great reaction in Belgium and will be the first one on the Dutch market. Pacific released "Molendo Cafe" in the U.S.

Among the biggest successes now at S.A. Gramophone are recordings in Granillo's Miss Gala, who is getting more and more popular in Belgium, with "Zarina" (Electro-label and) Connie Francis with her German song "Schlerner Frenser Mann" (MGM). S.A. Gramophone just released "The Fish" (Bobby Rydell, "Columbia"), "Ghiada" (AI Martino on Capitol) and "Together..." (Connie Francis on MGM).

HOLLAND

C. N. Rod L.C. just released a new great record by the Dutch vocal group, The Emeralds. It's a Spanish song, "Ricardo." Record has also been released in Germany and Belgium.

Benelex Cash Box office had a most enthusiastic Mr. Vuusen (asr manager of L.C. Dureco) on the phone, who told us that he was expecting a lot from the second single of their recording, "Brittige Bort" by Jorge Vega. Orders from dealers are already pouring in, he said. Another best seller in the South American way, released by Dureco, is "Pepito" by Los Machacambos.

A new London album release is about to conquer all Dutch Pat Boone-fans (and there are many of them over here); "Great! Great! Great!" Miss Patti Harkman, president of the Dutch Pat Boon Fan club, told Cash Box she has been eagerly awaiting this release for weeks. In her opinion, this must be considered one of Pat's best albums to date. The idol sings twelve terrible tunes, each one a recent hit. Among them are: "Stagger Lee," "Tell Paas," "Cathy's Clown," "Personality" and "Send Me The Pillow," which was a big hit in the low countries some months ago. The album has been released by L.C. Phonogram.

EP releases on the London label include recent hits by Ray Orbison and The String-A-Longs, L.C. Phonogram is expecting "Old Smokeo" by Johnny And The Hurricanes to be a great hit.

Bovema's Warner Bros. label just released Bill Doggett's "If I Can't Sit Down," and "Pepito" by Warner Bros. label, told Cash Box that he expects to release the third Evertly Brothers-L.C. Phonogram: "An Evening," also featuring guitarist, Chef Atkins, the beginning of the September.

Bovema will start an extensive publicity-action for its new self-initiative series of "Music Minus One," to be handled by Bovema-exec Jan Steenhuyzen.

The series, with both classical and jazz-performances in its ranks, will be especially of great interest to music-schools and conservatories, as well as students in the musical field.

It's quite a long time since Les Paul and Mary Ford were on the American charts with "How Much Is That Moon-Moon For Me? and several other hits of the past are still unforgettable here. Now the wonderful sound is here again with "Jura" (I Swear I Love You) on Phillips. A third single record by Buzz Clifford was just released by L.C. Phonogram: "I'll Never Forget You" on Philips. "Baby Shltin' Boogie" is still a best seller in Benelex.

Surprising news was Conny Froboes's switch from "His Master's Voice" to MGM, which in Holland is also distributed by Bovema's Gramophonehouse. Froboes, a pop singer, who became very popular in his country as well as with the German teenage star's American colleague Connie Francis.

In preparation is the 10th "Disco Dealer Day," an annual reunion (since 1947) of some 700-800 Dutch record-dealers, under L.C. Phonogram. This year's ambitions are: September 4, in "Goedwill," Hilversum. On this day record perfects and new series for the coming season will be discussed and presented in a great show.

Right from the start, the country's newest release of Acker Bilk's performance of two Dutch originals "Zig Zag Bieren" and "Toen Ome Mop Een Mopie Was," recorded just before Bill's forthcoming trip to Holland, was featured on commercial Radio Veronica and Radio Hilversum. "The record has every ability to become a hit," says Robert Oeges, Bovema's Columbia-label manager. Now that Quality Records' personnel are back from their vacations, production is in full swing again, reports Wray Bottleneck, now well on the "tetra group." The firm just released seven records which are presently on the Cash Box charts. Popular: "Hello, My Name Is Bob (With No S's)" by Bob Dylan; "Can't Go On Living Like This" by The Who; "Oo Lee Lee" by The Beatles; "Nag" by The Haes on Seven Arts; "A Little Bit Of Soap" by The Jarmels on Quality; "Transistor Sister" by Eddie Cash. "This Is The Night" by The Challengers; "Hey Again!" by The Flattums on Mercury, and "Teardrops In My Heart" by Joe Barry on Mercury.

RCA Victor released the new Elvis Presley record, "Little Sister," b/w "Love Letters" which, according to its company, has taken off for the Top Ten. His latest album, "Something For Everybody," is presently number one in Canada. Johnny Rythm, who records for Barry Records, recently appeared on "Bill Haley and his Comets appearing this week (21) at the National Theatre in Montreal.

Marge Anthony, hostess of the Clarte Blanche CCFP-TV show, will record an album for Arc Records, which is being released by RCA Victor. Art Young of Zirkon reports that he has released 25 new low priced albums under a new label named by Zirkon. The new company is called Canadian Musical Supplies. Art mentioned that his best new release is "You Don't Know What You've Got" by Ralph Donner and "As I Don't Know" by Adam Wade. Phil Base reports his newies making noise are "Without You" by John Tillstone and "First Love Never Dies" by Jerry Fuller. Still number one for RCA Victor is "I Like It Like That" by Chris Buck and Buck. Tony mentions that his company has been in business for less than a year and already has enjoyed success with several releases. For RCA Victor has been very interested in hearing from American and foreign concerns which wish to establish their line in Canada.

"Pepito" by Los Machacambos on London has proven to be a really big seller for the dealers, reports Gay Bertrand of London. Some dealers, states Gay, are ordering two after two or three days. The disk this week moves into Discoscope on the Dutch charts. The unusual thing about this record is that it's a Spanish version.

Tony Choma of Adecal Music Distributors reports very solid activity with "Pardon Mon Amour" by Claude Vincent, "Oye Me Ma" by Carmelito, "Adam Et Etre" by Eddy Greiner, "Le Soleil" by Norman Carpenter, and the new FM version of "Les Mouchacambos." Tony mentions that his company has been in business for less than a year and already has enjoyed success with several releases. For RCA Victor has been very interested in hearing from American and foreign concerns which wish to establish their line in Canada.

Cash Box

ENGLAND

AssociatedRecordings has extended its service to the retailers by expanding its distribution facilities. From mid-August, all records issued on Associated Recordings 10 international labels, previously available only from London and Amsterdam, will also be obtainable from leading factors, Thompson, Diamond & Butcher. The firm's largest recent promotional campaign was the "Golden Lion" series, featuring 60 artists in 20 different countries. This will bring the total number of discs so far issued on all 10 labels to over 400—nearly 100 of which are now priced LP'sretailing at 5s.

The 1961 Radio Show takes place atEarls Court, London, from August 23 to September 2. None of the major record companies have booked stands for the exhibition. In addition to a host of black and white displays, the BBC plans to broadcast its regular Saturday night music show, "The Saturday Night Show" (BBC). The BBC will demonstrate closed circuit television featuring excerpts from the ballet film "Black Tights" starring Moira Shearer, Cyd Charisse, Zizi Jeanmaire.

Allied Records, which recently took over Saga, has been operating in various smaller centres in London and Manchester, and will be able to offer a selection of records, including some of the hits from leading British artists.

Charles Williams, director of Allied Records, said: "We have been very pleased with the reaction to the SAGA label, and we are looking forward to building up a strong record company out of it."

Don Black leaves Filmusic publishing company after two years to become publishing manager for Sonet Mone. Don is finalising plans for the Sonet New York visit for The Ed Sullivan Show in October.

Germany's top teenage songstress Corny in London to cut her first disc in English for EMI A&R manager Norrie Parmar for September release on Columbia. The 18-year-old German girl fronting the new band, "The Flying Saucers," has not yet been decided which of the four tracks recorded will be issued as a single.


Steve Arlen signed for a leading role in the forthcoming London production of "Do Re Mi!" starring Max Bygraves. He cut his latest single last week for his new label, Columbia. Don't Miss the Boat is his new LP issued last December has sold over 100,000 copies and has been on the Cash Box Best Selling LP chart for 36 consecutive weeks.

American singer Vic Damone, last heard for variety shows three years ago, just recorded an ABC TV special for "The Mike Douglas Show" (planned for broadcast on September 21). His new contract with Capitol Records. Damone was accompanied by publisher Ivan Magull, who has acquired world rights (except the U.S.) to four titles from Don Levey's new album "Hit And Hand in Minnie," which he plans to issue here in full colour and negotiate British recordings.

Monty Lewis has left Gala Records and has taken over Rainbow Records from Pacific Records, which recently filed for bankruptcy and supply both the Instant Learning and the Rainbow Language Course series for distribution to the trade. Negotiations are underway with various American companies to supply new lines of medium and low priced LP's to be issued at the end of the year.

Bing Crosby made a surprise appearance recently on The Rosemary Clooney Show for ATV.

H. R. H. Princess Margaret visited the Queens Theatre to see "Stop the World I Want to Get Off" starring Anthony Newley and later the Follage Restaurant where Peggy Lee is appearing.

Cash Box

GERMANY

The music business is growing every day and further proof of the international development was certainly shown in the Cash Box pop D.J. poll this year. The first place in the history of the music business, 2 European poll's finished in first place. Jorgen Ingmann from Denmark have won the "Up and Coming Singer" division and Bert Kaempfert from Germany won the "Most Successful Arranger" division. Bert was approached by the German press a few days ago and reported that he has received telegrams of congratulations from around the world. Among the German recording industry leaders, Bert is also a top composer here. Strangely enough, the song which took him to international fame, "Wonderland By Night," was not an original composition, but Bert had plenty to be happy about. His record company's most programmed record this year, his album finished in 14th place as the most programmed album, his orchestra was the 5th most programmed orchestra, and he won the new orchestra poll.

Polydor reports that in the race for the "Golden Lion" award from Radio Luxemburg, 2 of its records finished in 1st and 2nd place. American Gus Backus got the most requests during this period of time with "Da Speak Der Alte Humming" and Foy Rohde finished 2nd in requests with his German version of "Save The Last Dance For Me."

Peter Law 'Golden Oldies' has left the Polydor Music Company and has taken over the management of the Capriccio Musikverlag GmbH, with offices in Hamburg, on September 30. The former Polydor top manager, Rudolf Schaeffers, has been appointed manager for the new company.

Philips have been pressing an LP 'The Very Best of the Beatles' recorded in England by Max Bygraves.

Gerd Hammerling from Schallplatten Music writes that the firm's number one selling LP is "The Very Best of the Beatles." The LP is priced at 100 Pounds Of Clay," Perez Prado's "Tererita La Chunga," and a new waxing of Patti Page's "A City Girl Stole My Country Boy" by The Mississippi which will hit the market in a few weeks under the title "Bin So Allein." (I'm So Alone).

Polydor have pressed "The Very Best of the Beatles" with German labels "Komm Durch" on RCA.

Germany's Best Sellers

1. Schibern Frendermann (Someone Else's Boy)—Connie Francis (MGM—London)
2. "I'm A Stiller Zecker (I Am A Silent Drinker)—Gus Backus—Polydor—Otto Kuh
3. Wheels—Billy Valentine—London—Francis Day & Hunter
4. If I Only Had Monday Will Mug不忘天有2 you Mi Sigs Eng He's (On Sunday I'll Take My Sweetie Sailing)—Old Merry Tale Jazz Band—Bundwick—Dreilich und Musik—Hamburg
5. Hello Mary Los—Ricky Nelson/Jan & Kjell/Renë Colls/Ricky Boys/Sylvio Francescano—London/Ariola/Polydor/Poly/Philips—Decca—Peter Meisel
6. Zuckerpuppen—Bill Ramsey—Polydor—Gery
7. Babylonjong—Rudy Bendix—Electrola—Seith
8. Der Sheriff Von Arkanas (The Sheriff From Arkansas)—Caterina Valente—Decca—Peter Meisel
9. Corinna Corina—Peter Bell/Rey Peterson—Fontana/Felder—Bude
10. Wild In the Country—Elsie Presley/Ted Herold/Michael Holm—RCA—Polydor/Telefunken—Aberbuch

*Original German Copyright*

England's Best Sellers

1. You Don't Know—Helen Shapiro (Columbia) (Lorna)
2. Well I Ask You—Eden Kane (Dec)
3. Romance—Peta Clark (Fye) (Dec)
4. Temptation—Evelyn Brothers (Robbins)
5. Halfway To Paradise—Murry Fury (Decca) (Nevins/Kivshner)
6. River of Roses—Renato Leydon (Top Rank) (Meridian)
7. Mary Lee—Ricky Nelson (London) (Sidney Brown)
8. You Always Hurt The One You Love—Terence Young (Flicker)
9. Pasiphae—Temperance Seven (Parlophone) (L. Wright)
10. Runaway—Del Shannon (London) (Vick)

11. Don't You Know It—Adan Faith (Parlophone) (Essen)
13. Time—Craig Douglas (Top Rank)
14. Baby I Don't Care—Buddy Holly (Coral) (Belfield)
15. You Don't Have to Do It—Denver (Chappell)
16. Remember the Stars—Shirley Bassey (Columbia) (Kasner)
17. Quarter To Three—U. S. Bonds (Top Rank) (Arnoke & Beechwood)
18. Every Mountain—Shirley Bassey (Columbia) (Williamson)
19. Moody River—Pat Boone (London) (Shapero Bernstein)
20. It Do I—Clarence Henry (Fye) (Bund)

South Pacific—Soundtrack (RCA)
2. Black & White Minstrel Show—George Mitchell (EMI—London)
3. Sound Of Music—Broadway Cast (Philips)
4. Oliver—London Cast (Decca)
5. G.I. Blues—Elvis Presley (RCA)
6. 10 To Clift—Cliff Richard (Columbia)
7. His Hand In Mine—Elvis Presley (RCA)
8. Adam—Adam Faith (Parlophone)
9. Oklahoma—Soundtrack (Capitol)
10. Best Of Barber & Bink—Barber & Bink (RCA)
Italy's Best Sellers

1. *Legata Ad Un Granello Di Sabbia* (Tied To a Grain Of Sand)/Nicolo Fidenzo/RCO Italiana/RCA Italiana
2. *The World Of Saug'Wong* (Nico Fidenzo)/RCA Italiana/Ricordi
3. *Rivera* (Shorts)/Connie Francis/MGM-CDG/Messagerie Musicale
4. *Chitarra Romana* (Roman Guitar)/Connie Francis/MGM-CDG/Messagerie Musicale
5. *Parlami D’Amore Mariu* (Speak To Me Of Love Mariu!)/Pepinno Di Capri/Carlich/Berio
6. *Jealous Of You* (Connie Francis)/MGM-CDG/Carlich
7. *Non Esiste L’Amore* (Love Does Not Exist!)/Adriano Celentano/Gurtler/Carlich
8. *Surrender*/Elvis Presley/RCA Americana/Berio
10. *Little Devil/Nell Sedaka* (RCA Americana)

Italian music.

Barclay's Host Perkins

The big news here is Capitol's increased investment in Toshiba Musical Industries (see last week's Cash Box for details).

Q. Sakamoto of Toshiba cut a single which will be cut at the beginning of September. The tunes recorded were "Q-chan Oondo" and "Dokode da Dare ga? (Someone, Somewhere)," both composed by Danny Lida who is the band-leader of Paradise King.

Three hundred and fifty-four disks were discarded by August 15 from the Victor World Group selections. Discs can be exchanged for these discarded records for other World Group selections on the condition that they order more than the returned ones. The Victor World Group includes 15 different labels—Pacific Victor, United Artists, Vox, Seeco and Top Rank (with their Rank International).

King will release a new stereo LP "Marching Sharps & Flats." Featured are 12 well known tunes such as "Strike Up The Band" ("Captain Bottineau"), "Waiting Mathilda," "Jinjirie" (a great hit by Toshiba's Kayoko Moriya last year). According to the report from New York, Decca Records decided to release its first Japanese master on Teichiku.

Yukio Hashi's next release from Victor is "Asu-o Yobo Minato (Port For Tomorrow)" B/W "Furumita Aitsu (That Turned Back Guy)." The single theme from a Daisel film "Asu-o Yobo Minato" in which he is starred, will be out on September 5.

Victor's songstress Izumi Yakumura, 21, was wed recently in Tokyo to an American student, John Cella, 21.

Japan's Best Sellers

INTERNATIONAL
1. Broken Promise/Heinrich De Paris, Colpix; Terumi Nagashima, King; Yosio Higashiyama, Victor; Hiroshi Minamisawa, Toshiba; Akira Kobayashi, Columbia; Yutaro Ishihara, Teichiku; Eiji Kitsuma and Quintet King, Toshiba.
2. Wheels/Billy Vaughn, Dot.
3. Suka Suka/Ping Ping, Kipp; The Peanutus, King; Danny Ida & Paradise King, Toshiba.
4. Little Devil/Nell Sedaka, Victor.
5. Exodus/Mantovani, London; Pat Boone, Dot; Ferrante & Teicher, UA.
6. Zoo Boo Zoo/Sophia Lauren, Kensington; Kayoko Moriya, Teichiku—Shikuo JASRAC.
7. Apache/Jorgen Ingmann, Top Rank; Sonny James, Victor.

LOCAL
1. Kitagami Yukojo (Kitagami—Gawa Jojo)/Hiroshi Wada & Mahina Stars, Victor; Dark Ducks, King; Tsurako Sugawara, Teichiku, Jeji Takagi, Poly trio; Tetsuo Hisamatsu, Fontana—JASRAC: JASRAC
2. Hana-no Byakkoku-tai/Yukio Hashi, Victor—Zen-on: JASRAC.
3. Kitasaka/Tokkouri/Yukio Hashi, Victor—Zen-on: JASRAC.
4. Poi-no Pai-no Pa/Yayoko Moriya, Toshiba.
5. Yono-no Tairyou/Tatsuro Kaya, Toshiba.
6. Wakahamajo Ichi-Chido/Etsu Nakada, Toshiba; Hiroshi Inoue, Columbia—JASRAC: JASRAC
7. Aitai-te/Yukio Hashi, Victor—JASRAC: JASRAC
9. Uramachi Jones/Hiroshi Mizuhara, Toshiba—Zen-on: JASRAC.
10. Q-chan-o Zantato/Q Sakamoto, Toshiba—JASRAC: JASRAC.

From T.V. To Radio

Sweden: The Eyes Britain's Helen Shapiro

STOCKHOLM, SWEDEN—In Stockholm for radio work and other personal appearances, British songstress Helen Shapiro is pictured with BMI Swedish president Anders Holmestad at a press reception welcoming her to this country. Later that evening Miss Shapiro was heard as a special guest on "Lilla-Babes" ("Little-Babes at the Tivoli") radio show.

CANNES, FRANCE—Tony Perkins meets Eddie and Nicole Barclay at a tea party the Barlays hosted here recently.
Mogul Vic Thar told us that “Brigitte Bardot” was the hit of the season, saying that it’s “the dog’s” story. Leon Cavie was back from the South of France to have the tune recorded by Roberto Sello. The record was on the market two days after the recording session. Good record and good sales.

Bad news from Johnny Halliday’s tour: the performances were disturbed by the “thousands noirs” the police cut in, the show was stopped in Tarbes. The Travellers (Fathe-Marcelin) found a new way to increase their popularity: they sing in the streets and by night, in the night-clubs. No trouble for the Chauvusses Noires during their tour in the South of France. Madame Brest was seen at the Charles Tenant appearance at the Casino de Trouville. Gloria Lasso (EMI) was successful at the same niter.

Eddie Barclay has just engaged the young group of Vince Taylor who made his first appearance at the Palais de la Mediterrannée. “Femme d’essence,” recorded by Frankie Jordan, has a good start. Among the EMI group of singers, Frankie has a special place: he is a student doing his studies and singing at the same time. Record has an EMI group called “Dany Boy et ses Pentiens.” The real name of Dany Boy is Claude Piron, young singer who formerly recorded on the now defunct Ducetuet-Thomson label.

Maurice Chevalier is recording for Decca songs for the American market.

Edith Piaf, who has cancelled everything, is still resting at the Lou Barier cottage.

Moulojoudi (Vogue) has a tremendous comeback with “La Chausée d’Aixin.” Léon Cabat’s bet on Moulojoudi was good. After Léo Ferré, now it’s its turn. Moulojoudi definitely is a good record in the French market for the “free-gaune songs.” Bruno Coquatrix of the Olympia offered Moulojoudi to start his record show due to start in October, after Johnny Halliday’s Chakachas (RCA) new record is the old “Cucaracha” and new Machumbos (Decca) “La Boa.”

After the tremendous success of “Pepito” and now of “Brigitte Bardot,” we can say that “Las Bachanga” has definitely lost its fight and the good-old-samba is back again.

Félix Vitry de Bobino made an agreement with Ledex of ABC in view to start a new season in this theater, but so far nobody knows when the new season will start and who will be the star.

Next weekend everybody will be back from holidays to prepare for the dig season.

**Argentina’s Best Sellers**

1. **Angélica (LAGO) Quilla Huaní, Molina Calrul, Carlos Michel (Philips);** Hercio Guaranay (Record); Bienvenido Cardenales, Los Chalchaleros, Los Marruecos (RCA); Los Chilentes, Hnos Abrodo (Odeon); Leonor de Buenos Aires (Decca); Los Chilenos y la Juventud (Edifon).

2. **Fidelina (Delpo) Felix Chaskin (Philips);** Los Bonos (RCA); Los Vallenatos (EUMO); Los Camarones (Edifon).

3. **Emilia (RCA) Mario Cirio (Philips);** Los Pintores (RCA); Los Mestizos (Edifon); Los Chilenos y la Juventud (Edifon).

4. **Choco (EMI) Carlos Aguilera (Philips);** Los Vallenatos (RCA); Los Mestizos (Edifon); Los Chilenos y la Juventud (Edifon).

5. **Jorge Roca (Decca) Los Chilenos y la Juventud (Edifon);** Los Vallenatos (RCA); Los Mestizos (Edifon); Los Chilenos y la Juventud (Edifon).

6. **Jorge Roca (Decca) Los Chilenos y la Juventud (Edifon);** Los Vallenatos (RCA); Los Mestizos (Edifon); Los Chilenos y la Juventud (Edifon).

7. **Jorge Roca (Decca) Los Chilenos y la Juventud (Edifon);** Los Vallenatos (RCA); Los Mestizos (Edifon); Los Chilenos y la Juventud (Edifon).

8. **Jorge Roca (Decca) Los Chilenos y la Juventud (Edifon);** Los Vallenatos (RCA); Los Mestizos (Edifon); Los Chilenos y la Juventud (Edifon).

9. **Jorge Roca (Decca) Los Chilenos y la Juventud (Edifon);** Los Vallenatos (RCA); Los Mestizos (Edifon); Los Chilenos y la Juventud (Edifon).

10. **Jorge Roca (Decca) Los Chilenos y la Juventud (Edifon);** Los Vallenatos (RCA); Los Mestizos (Edifon); Los Chilenos y la Juventud (Edifon).
**Cash Box—August 26, 1961**

**SWEDEN**

Carl Ulrich Bircher, German lyric writer, responsible for the German lyric to Siv Malmquist's Kapp recording "Danke für die Blumen" (Wedding Cake), now in Stockholm for a new German language recording with Siv on the Metronome label. Malmquist's personal manager, reports that her present tour around Sweden is a great success.

**Philips just released a single, “Take a Warning” and “Jury” with Les Paul and Mary Ford.** On Pontian, the company presents a new EP with popular British pop stars of today.

**The Platters have been heard at the Grönå Lund-Tivoli in Stockholm, the outdoor amusement spot during summer time. They perform most of their hits ("Yesterdays", "Twilight Time") and the critics here were divided in their reviews. Of Stockholm's two evening papers found their show "too American to suit the Swedish taste," while the other paper considered it was an "American show at its best." The group's performances attracted many.

**Fourteen year old British discovery Helen Shapiro was in Stockholm recently for a broadcast show from Grönå Lund-Tivoli. According to Anders Holmstedt, head of EMI—Sweden, Miss Shapiro is an important name, particularly with her latest Columbia recording on the top of the Radio Luxenbourg hit parade, which is of very great import as far as disk sales are concerned in Sweden. After Stockholm, she went to the Puvrik outdoor amusement spot, around 100 miles north of Stockholm.**

**Changing addresses are Sweden Music and Bens Music AB, moving to Brahagatan 24, Stockholm O. This publishing company, headed by composer Sigrid Anderson, also publishes Muzikk.**

**Frank Hedman joined RCA (Grammofon AB Electra) as publicity man on August 1.**

**DENMARK**

Siv Malmquist to Copenhagen for a great show TV on September 8. At the beginning of August, Miss Malmquist was very good on the Danish Best Sellers with her Danish language version of "Wedding Cake." Animals help in promoting records in Denmark—it seems so far as far as Danish TV is concerned. Around a year ago, she promoted her recording of "The Pink Pony" with "Pippi Longstocking" on a fourteen hour TV show milkling a cow while she sang the number. A couple of weeks ago, she promoted a new song, this time singing Siv Cash Box in a telephone call. The opening of the film "Parrish" with "Lucy's Theme," recorded by George Greenly on WB, will probably help her out in this genre. She is now on the cover of an album, the Everly Bros, and Bob Luman in recent months, and after the campaign the label expects even better sales in the future.

**NEWWAY**

Järge-Fr., Ellertson of Egil Møn Iversen A/S in Oslo reports that his company is releasing a great sales campaign for Warner Bros. This month Bob Weiss, the "Traveling salesman" of Warner Bros, has recently been in Oslo to discuss the details. The European WB firms will meet to a conference in Berlin August 25, Ellertson told Cash Box in a telephone call. The opening of the film "Parrish" with "Lucy's Theme," recorded by George Greenly on WB, will probably help her out in this genre. She is now on the cover of an album, the Everly Bros, and Bob Luman in recent months, and after the campaign the label expects even better sales in the future.

**Finland’s Best Sellers**

1. Angeline (Olavi Virta/Naar- Disco) Oy E. R. Westerlund Ab
2. Sway (Bobby Rydell/Columbia) Oy E. R. Westerlund Ab
3. Sue (Brito Keinanen/Scandia) Scandia Musikki Oy
4. Angelique (Dario Cascovi/Scandia) Oy E. R. Westerlund Ab
5. Green Fields (The Brothers Four/Philips) Fazer Music
6. Surrender (Elvis Presley/RCA) Belinda (Scandia) AB
7. Siv Malmquist (The Murch/Columbia) Malmquist Musik Oy
8. Vihreät miittit (Green Fields) (Neloset/Manhattan) Fazer Music
9. Suzee Sue (Fing/Sonot) Scandia Musikki Oy

**Local Copyright**

**Cash Box—August 26, 1961**

**MEXICO**

Very well received was the performance at the First International Mu Festival of Mexican conductor Bias Galindo in Los Angeles City at the U. S.-Mexican border, in the city of El Paso. Galindo conducted his first performances.

On August 20, there will be a TV show dedicated to famed Cuban composer Ernesto Lecuona, with participation of Mexican artists like Hermanos Medellin, Los Guayayoles, and Ana Lilia Quezada. In it, the program, the most popular Lecuona's songs like "The Breeze And I," "Jungles Of Amazonia," and "Melodramatic," will be covered. Tito Guizar, the popular Mexican folk singer, who spends most of his life in the United States, performed in a world of his own in Los Angeles and San Francisco. He appeared in the show with some performances with Tommy Dorsey's orchestra, now under the direction of Warren Covington.

We had two debuts in the Mexican capital on August 18: The Hi-Lo's at the Tur Era Cassino and Mike Connors at a theater. Mike Connors is the popular American TV detective and he will appear here dancing and playing trumpet.

Fidel Hernández, owner and general manager of radio station X-E-L, and treasurer of The National Channel of the Radio Industry, recently died. Fidel Hernández, who was 83, was one of the pioneers in Mexican radio. An average of 150 programs are broadcast daily in Mexican radio.

In time for the Festival Of Fine Arts presented the opera "Boris Godunov" with Russian singers and Mexican mezzosoprano Berta Campagnoli. People are saying that the show is the best presented in Mexico City.

The Mexican Chamber of Radio prohibited the radio promotions from "Honeymoon," the English songs were sung in Spanish, and the ones who were listening to the station they represented, as I explained in my past column. This method was unfair for some independent stations which did not have a chance to promote their songs. Now, everything is calm again.

One of the biggest campaigns ever is being done now by all the radio authorities. The name of "El Sueño de los Quintos" is used by all the stations, and it is supported by the Advertising Council.

A long time ago, the name of "El Sueño de los Quintos" was used in Mexico, Chilean singer Antonio Pristes will settle in Argentina, where people are crazy about him after his smash hit "La Novia" His sister Chela will appear in the Mexican market with her second side of "Do I Love You?"

A young singer, Marco Antonio Muñiz, who was once a member of the Marco Antonio and his band, is a great success in the Mexican music field. Mr. Muñiz is a young man with a strong voice and after he flew to Los Angeles to The Million Dollar and then to Texas. The Government gave permission to Cathurbo Navarro to operate Channel 17. He declared this channel will be begin operation in December. But Emilio Azcarraga was the owner of the only three channels we have in the country, and in Monterrey, no other two independent channels.

Héctor Fuentes lost his job as a result of a dispute under direction of Gloria Villergas, group maine in Chicago, the group made some recordings for Orfon Records. A Peruvian music group recorded to be the first Hit and the beautiful Irma Doran Vocal group Los Diablos made its first LP at Diman, singing American songs like "Who," "Sonny Boy," "Swanson," "How High The Moon," "To Have and To Hold," and "As I Am." The group is known in the same style as the Beatles, the names are "Los Muertos" in Mexico City, Delia Ortiz out at W75 records the group "Olas Y Arenas" (Waves And Sands) and "Luna Sobre Mi Cahuina" (Moon Over My Heart) and "La Joia" (Joy) and "El Océano" (The Ocean). The group is called "Mi Breeze." (New Color Of My Music), in which he made modern arrangements of his own compositions. Beautiful actress Ana Luis Pellejo is appearing at La Puente night club.

**MEXICO’S BEST SELLERS**

1. Agustina Color De Rosa (Pink Shoe Lace)—Los Hojaldes (Columbia)
2. El Novio de Miguel—Marco Antonio Muñiz (RCA). Juan Mendez (Peerless),
3. Belinda—Jose Alfredo Jimenez (RCA), Lola Beltran (Peerless),
4. Herencia—Los Amantes—Jose Alfredo Jimenez (RCA),
5. El Hombre Espada (Big Knife)—Los Lobatos (RCA),
6. El Bandido (Posse)—Los Garayos (RCA),
7. Ruedas (Wheel)—Billy Vaughn (Dot), Fabio (RCA), Juliana (Columbia),
8. El Gran Capitán (Steve)—Los Gallegos (RCA),
9. El Gran Sueño (Big Dreams)—Los Manzanos (RCA),
10. El Cuerpo de Mi Boda (The Body Of My Wedding)—Los Muertos (RCA),

**MEXICO’S BEST SELLERS**

1. Patti Putti (Jay Epe/Mercury) Edition Olsen
2. The Beatles (The Beatles Four/Philips) Multitone
3. Den siste mhaksanen (Da sprunch der alte Hautleber) (Lille Gerda/Philips)
4. Peter och Frida (Lille Gerda/Kanuskul) Reuter & Reuter (Columbia),
5. El abuelo (Grandfather)—Los Margaritas (Columbia),
6. Do you What You Want (Danita Jo/Mercury) Belinda (Scandia) AB
7. En gang skall vi åter mötas (Einmal schen wir uns wieder) (Theo Ryde/Mercury)
8. Travellin’ Man (Dickie Nelson/Columbia) Bens Music AB
9. I’ve Told Every Little Star (Ricky Nelson/Columbia) Belinda (Scandia) AB
10. I’ve Told Every Little Star (Ricky Nelson/Columbia) Belinda (Scandia) AB

**Local Copyright**
Merry Mel

Cash Box

BRAZIL

Maestro Bernardo Fedorowski—musical director of Channel 4 and Radio Tupi and disk jockey at Radio Cultura de São Paulo, is going to cut an album of Brazilian music, with music by Villa Lobos, Guarnieri, Castro do Piauí and other famous composers of Brazilian native music. Fedorowski will conduct the official Symphony Orchestra of São Paulo.

Sonia Dellino, a teenager from São Paulo, has a new “Rosas Nova” album. This album started selling very well.

Cetite’s cut second album with José Vasconcelos, “En Seu O Espectador” (I’m the Show), a bigger success than the first one and was for many weeks on the Top Ten LP’s in Brazil.

Music Box Records released its first 33 compact singles, The releases are doing very well. The first three are by Brazilian singer Orlana Diva and Americans Conway Twitty and Connie Francis.

A 5-year-old waxed her first record for RCA Victor. Her name is Maria Regina and she is the daughter of Brazilian composer, arranger and conductor Hervé Cordovil and sister of the successful teenager singer Ronnie Cord, on the charts with “Tonight My Love Tonight.” The record is “Oh Carol” sung in English and “A Musica Do Papai (Papa’s Music)” in Portuguese.

Radio Cultura de São Paulo is a radio station with only music. The station is on the air 24 hours a day, without interruption, playing about 460 records a day, 69% of Brazilian music and 32% of foreign melodies. Cultura plays 15% more than the Brazilian presidential decrees stated. From now on, Rio de Janeiro will have two Radio Stations operating 24 hours a day, since Radio Bandeirantes has been doing the same for a long time.

Fornata released here the first album by Bobby Rydell. This album will be soon followed by others by Rydell.

Brazil’s Best Sellers

SAO PAULO

RIO DE JANEIRO

1. Bat Masterson—Carlos Gonzalez (RCA) (Fernata)
2. As Folhas Verdes De Varena—(The Green Leaves Of Summer) Wilma Bentivegna—(Odeon) (Todasingles)
3. *Wheels—Billy Vaughn—(Dot)
4. The Best Of Nat “King” Cole—Nat “King” Cole—(Capitol)
5. N’Kosmo—Louis Kipnis—(Capitol)
6. 6’ Ed Lincoln, Seu Piano E Seu Orgao Espetacular—Ed Lincoln—(Musidisc)
7. S’ Different—Ray Conniff—(Columbia)
8. Sylvia Telles In U.S.A.—Sylvia Telles—(Philips)
9. S Music—Ray Conniff—(Columbia)
10. Metas Em Brasa No 1—Henry Jerome—(Decca)

Belgium’s Best Sellers

FLEMISH

5. Blue Moon (Marcel Colpix/Francis-Day/Brussels).
7. Surrender (Elvis Presley/RCA—Belinda/Brussels).
9. But I Do (Clarence Henry/Philips).
10. Runaway (Del Shannon/London—Belinda/Brussels).

WALLOON

2. Baby Sittin’ Boogie (Buz Clifford/Philips—Chappell/Paris).
4. Blue Moon (Marcel/Colpix/Francis-Day/Brussels).
5. Runaway (Del Shannon/London—Belinda/Brussels).
8. Runaway (Del Shannon/London—Belinda/Brussels).

Experience Publishers

All over the world place their big hits with GEHRMAN'S Producent Publishers of pop music in Scandinavia for more than 50 years!

CARL GEHRMANS MUSIKFORLAG
Vasagatan 46—P.O. 505, Stockholm 1, Sweden

Cash Box—August 26, 1961—International Section

LONDON—Currently appearing here at Room At The Top, Mel Torne (seated) engages in friendly horseplay at a preliminary discussion for an LP he will cut for MGM. Seating the scene are MGM musical directors Tony Osborne and Afro Love and A&R manager Norman Newell.

"...appreciate its (The Cash Box) comprehensive European coverage".

"I read The Cash Box regularly and appreciate especially its comprehensive European coverage."

A. J. POOLE
President, EMI
Copenhagen, Denmark
Folks up and down the central California valley are now hearing their favorite country singers on FM. That’s right, country music on FM. In fact, many FM operation directed to the Nashville sound. The station is KCNW-FM, Programming is in the hands of Ray J. Harris, group leader on the field having spent the last 20 years as an artist, songwriter and program “roundabout.” According in England and at the same time getting a little business done. He writes as the swell job being done by Dave Barnes, of the Country & Western Record Row, in London. The English market is good and urges all artists and дискретки to keep Dave supplied with their hits. This is a note that Dave and his assistant, Ted Reardon! recent on WSM Festival in November. Lou, just

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<thead>
<tr>
<th>Country Top 50</th>
<th>Country Round-Up</th>
</tr>
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<tbody>
<tr>
<td>26</td>
<td>OLD LONESOME FEELING</td>
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<td>28</td>
<td>OKLAHOMA HILLS</td>
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<td>31</td>
<td>BIG MAMOU</td>
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<td>32</td>
<td>OLE SLEW-FOOT</td>
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<td>LOOSE TALK</td>
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<td>36</td>
<td>HEART OVER MIND</td>
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<td>38</td>
<td>HAVE A DRINK ON ME</td>
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<td>39</td>
<td>NO LEGAL RIGHT</td>
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<td>40</td>
<td>HANGOVER TAVERN</td>
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<td>43</td>
<td>COLD, COLD HEART</td>
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<td>45</td>
<td>WELCOME</td>
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<td>46</td>
<td>LOVE AND WAR</td>
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<td>47</td>
<td>BLUE DAY</td>
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<td>50</td>
<td>WALK ON BY</td>
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Buddy Harman, Cadot, Smiley Monroe

to Riley Gibson and Howard Hanan, vet broadcasters who own the station under their Cal-Vil Radio, Inc., the response from listeners, spon-

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<tr>
<th>Cash Box</th>
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<td>1</td>
<td>I FALL TO PIECES</td>
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<td>SEA OF HEARTBREAK</td>
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<td>TENDER YEARS</td>
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<td>MY EARS SHOULD BURN</td>
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<td>5</td>
<td>HILLBILLY HEAVEN</td>
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<td>HEARTBEAT, U.S.A.</td>
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<td>BEGGAR TO A KING</td>
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<td>9</td>
<td>WHAT WOULD YOU DO</td>
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<td>11</td>
<td>THREE STEPS TO THE PHONE</td>
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<td>13</td>
<td>P.O.’S FOLKS</td>
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<td>17</td>
<td>KISSES NEVER DIE</td>
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<td>12</td>
<td>WHEN TWO WORLDS COLLIDE</td>
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<td>31</td>
<td>HELLO FOO</td>
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<td>14</td>
<td>RIGHT OR WRONG</td>
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<td>22</td>
<td>SUNNY TENNESSEE</td>
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<td>15</td>
<td>BLACK LAND FARMER</td>
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<td>26</td>
<td>HUNGRY FOR LOVE</td>
</tr>
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<td>29</td>
<td>UNDER THE INFLUENCE OF LOVE</td>
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<td>25</td>
<td>LET ME KNOW</td>
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<tr>
<td>18</td>
<td>HELLO WOLLS</td>
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<td>28</td>
<td>CALL OF THE WILD</td>
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<td>19</td>
<td>AIN’T YOU EVER</td>
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<td>21</td>
<td>SAN ANTONIO ROSE</td>
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Survey Shows Lack
Of Financial Control

Small Businessman
Succeeds In Spite
Of Himself

The Small Business Administration recently completed a survey conducted among 299 small business firms, and judging from the final report issued last month, what the small businessman does not know about financial controls and general accounting procedures would easily fill a ledger.

The survey was conducted by SBA in association with Temple University and the results which are outlined below might apply to the average coin machine operator and wholesaler since the survey included all types of small businesses.

According to SBA the most costly disadvantage resulting from ignorance of financial control through proper use of management tools, is the resultant tough credit stand taken by banks when dealing with the average small firm.

While all of the firms contacted prepare financial statements annually, a surprising number limit their activities along these lines to just that. SBA contends that instead of using the financial statement to arrive at an invaluable financial picture of the company—profit, cost, inventory, turnover ratios—the annual report is prepared by an outside accountant merely to satisfy the government and to have at least a knowledge of the firm’s assets and liabilities, but no more. SBA states that “outside” firms interested in this information include banks, suppliers and credit-reporting firms. Only in this way can a clear-cut picture be arrived at. Since this information is not available, oftentimes the firm will not only lose out on a loan, but in many instances an unfair credit picture will be drawn. Ignorance of accounting procedures and lack of understanding as to how financial statement information can be used, plus incompetent bookkeeping help and no professional guidance were given as the main reasons for this situation.

Financial ratios, cut and dry profit and loss figures, are used by management but only to a small degree, said SBA. Profits to sales, and assets to liabilities, are about as far as the owners go in a small business. The acid-test of cash plus receivables to current liabilities and inventory to net working capital ratios were used less and not understood in most instances.

Lack of training was cited as a weakness on the part of management insofar as hiring people to keep books but their attitude displayed a more concrete reason: “Managers are interested in financial ratios but see little use for them when revenue exceeds expenses,” and “Financial ratios don’t stimulate sales volume” are typical of some of the comments SBA picked up along the way.

Where financial data was made available to the owner, it generally wasn’t used, according to the SBA report. “A glance through the stockroom is an adequate defense for an inventory control,” quotes the report.

If this financial control is applied, and it can be used with any firm’s financial statement as a base, SBA states that almost at a glance, businessmen can get readings on the following: Credit-worthiness (compares assets to liabilities), Turnover (compares sales to inventory), Profit (compares net income to sales), and Return On Capital (compares net income to net worth).

The saddest part of the tale lies in the credit area. Here’s where firms who cannot provide this information are hit. “Insufficient Financial Information” is the way the rubber stamp reads on many applications for loans and credit reports. Increased bank rates is sometimes the result.

Another effect lies in the manner in which a business is conducted. Larger size orders at a lower price may, or may not, be a good deal. Inventory control and cost allocation help decisions on the addition of new products. Possibly some lines should be dropped in favor of others. Cost accounting procedures help determine other purchasing policies.

SBA adds that a large number of firms have been robbed blind by bookkeepers who do know what is going on. Dishonest bookkeepers are encouraged by a management ignorant of accounting techniques which leave the owners in a defenseless position.

Education seems to be the only answer but small businessmen shy away after years of loose control. SBA plans on making the educational process “glamorous” via preparation of manuals for specific industries, and a series of TV programs. SBA is willing to do almost anything to get the small businessman back on an even keel. According to the report, “If sheer survival is the criterion, the small businessman has succeeded.”
HURLEYVILLE, N.Y.—The biggest meeting planned by New York State commissioners for the Laurel's, popular Catskills resort, was held Saturday, September 29, when representatives from three different NYS associations will converge on the mountain retreat, won't be all pleasure—at least not for the commissioners from the New York State Coin Machine Association, Inc. Millie McCarthy, president of NYSOMA, has an agenda planned for the three-day weekend that will give Justice to an all-week business meeting. But the purpose of the discussions is to help operators in this area with their problems, and, as Millie puts it, "Our aim is to be on the job and giving you through it in time for a round of golf before dinner time." Leading off the upstate meet's agenda, and all of the collogues present for the three-day weekend are cordially invited to attend, is "The lunchbox and game bills before Congress." Following this item will be discussions on state legislation and SLA rulings, loans and bank credit, recommendation of a penal law code, and miscellaneous items of a nature including dues, elections, and the possibility of a statewide convention next fall.

The NYS Operators Guild, second largest of the three associations groups, will hold its annual dinner on Saturday evening, while the Music Operators' Assn. will attend to celebrate its anniversary, but this time in the mountains instead of in a NYC hotel.

Next weekend, the hotel sections including Rock-Ola, Coral, Buffal, Albany and Utica have been solicited to attend and promised private transportation from the airport, upon arrival, to the Sackett Lake resort.

The weekend is the closest the commissions ever get to the dinner for the biggest of them all and most of them are considering it. The occasion would offer the wholesalers an opportunity to display before a large educated audience.

Early indications point to at least several hundred column on hand representing the largest and most of them are considering it. The occasion would offer the wholesalers an opportunity to display before a large educated audience.

THE "PRINCESS"—The past week was heralded throughout the United States as the week of Rock-Ola Manufacturing Corporation of this city, and by the first Rock-Ola distributors. The auspicious occasion, according to Doris, executive vice president, was the gala premiere showing of Rock-Ola's "star-studded" stereo-mechanical graphic "Princess" phonograph (100 selection, $145.00).

Doris explained the visible features in detail when she said, "Princess" is indeed a radish of color. Its elegant high styling will certainly blare a new trail for the coin-operated phonograph industry, because it features the exciting sound of the future—today! "We cannot lose sight of what this unique, musical graph means to the music operator," Doris added. "And we mean, of course, maximum profit and a turntable of complete location profit satisfaction.

"In creating the all-purpose 'Princess' bar and a complete set of easy snapped-in alphabetical letters and numbers built into the 'Princess' phono for the location owner to easily prepare his own personalized sign for the phonograph.

Another equally important Rock-Ola "Princess" features include the "Tri-Fonic" flexibility whereby the Tri-Fonic switch permits instant conversion from monaural to stereo sound, or re-inforced stereo sound at the mere flip of a switch. No conversion parts are needed.

Also, now for the first time in the history of coin-operated phonographs Rock-Ola has produced an entirely new "Compact Revolving Record Magazine" and mechanism designed specifically for use in a small phonograph, according to Doris. The mechanism has fewer moving parts for more rapid cycling and maximum ease of servicing "while preserving the traditional Rock-Ola revolving mechanism design and operating dependability.

"Our "Princess" is further embellished with the Rock-Ola "Reverbo-Sound" kit (optional equipment), which is considered by Doris and other Rock-Ola executives as the most uniquely exceptional customer pleaser and play stimulator ever developed by Rock-Ola engineers for coin-operated phonographs.

Also, Model 1025-3 "Stereo-Twins Junior" extension speakers are matched to the excellent acoustic qualities of the "Princess" phonograph. This speaker set has 8-inch speakers with line matching transducers for individual switches for sound level control. The "Stereo-Twins Junior" speakers can be used separately as a monaural remote speaker or in pairs for stereo sound.

He strongly urged operators in all departments of coin-op phonograph markets to be patient for just a little while, assuring them that all of Rock-Ola's distributors will shortly be supplied with Rock-Ola's "Princess."
Maryland, Conn. Councils Plan PR, Legislative, Health Programs; Sked Meets for Mid-September

CHICAGO — Committees in two NAMA state councils adopted long-range programs this month and will present them to meetings of their full membership in September, according to Thomas E. McCarthy, NAMA staff member who is secretary to all state groups of the Association.

Full member meetings are scheduled for September 18 in Maryland and September 19 in Connecticut, with committees slated to present programs on legislation, public health and public relations.

Outlines for the year-around programs were presented by members of an NAMA "staff caravan" at meetings no August 5 in Maryland and August 8 in Connecticut.

The NAMA caravan included Richard Funk, legislative counsel, David E. Hartley, public health counsel, Walter W. Reed, director of public relations and McCarthy.

In the field of legislation, the committees endorsed a complete program for dealing with present problems as well as preventing future legislative problems through contact with, and education of, legislators and city counselm.

A first step will be the collection and analysis of existing vending laws and regulations. This is intended to lead to formulation of council-wide programs seeking fair treatment from both local and state governmental bodies and officials.

Public relations-wise; the committees endorsed: (1) formulation of a state-wide speakers' bureau; (2) council sponsorship of the NAMA United Fund Cup Program; (3) a plan to secure public vending exhibits in cooperation with local electric power and lighting companies; (4) a program of working with high school counselors to attract top students to careers in the vending industry.

The public health committees set these goals: (1) to gain better acquaintance with state and local health officials as well as local health regulations governing the entire food industry; (2) to establish regular meetings of local health officers to serve as liaison committees between health authorities and state authorities in the state; (3) to develop and sponsor educational self-inspection score sheets; (4) to develop in Maryland a model health code for use as needed; (5) to provide industry information and training on sanitation for vending operations.

McCarthy said that similar action will be taken in Connecticut by NAMA staff caravans in all state councils before the end of the year.

For the program chairman, Connecticut Automatic Merchandising Co., announced the formation of a committee on lobbying, with high school counselors to attract top students to careers in the vending industry.

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Canteen Votes Stock Div.

CHICAGO — The Board of Directors of Automatic Canteen Co., American declared a 1% stock dividend payable November 20, the record date of September 15, and a regular quarterly cash dividend of 15¢ per share, payable October 2 to holders of record September 15. The market price of the stock will approximate $82,200,000.

Rule Conn. Cities Cannot Regulate License Vending

CHICAGO—Local municipalities in the state of Connecticut do not have the authority to regulate vending machines, according to a recent decision of the general corporation court.

Judge Robert W. Funk, NAMA legislative counsel, reported that the opinion was given August 2, in a letter to Connecticut Department of Consumer Protection—the agency responsible for administering the state-wide vending law.

"This opinion officially confirms the local preemption of the Connecticut vending law," Funk said.

The attorney general made the ruling after two municipalities asked whether they had the right to continue enforcing local vending machine regulations.

Louis F. Grossman, president of Connecticut Automatic Merchandising Co., said the local pre-emption of the Connecticut vending law was an "act of common sense" and is important because "local regulation could have seriously hampered vending operations in the state."

The attorney general's ruling followed several consultations between his office, the Department of Consumer Protection, and NAMA staff and officials of the Connecticut Automatic Merchandising Co.

Ops Offered Aid On New VA Compliance Note

The U.S. Department of Veteran Affairs has set up a multilingual hotline to assist vending machine operators in the state of Connecticut. The hotline will be available to vending machine operators throughout the state, and will offer assistance in connection with a new vending machine directive issued last month by the Veterans Administration facilities.

According to David E. Hartley, NAMA public health counsel, the directive was issued with public health code standards for all bulk product and perishable product vending machines which are used at Veterans Administration facilities.

NAMA is also working to ensure that vending machines comply with the new VA directive, or those that sell certain products will be required to obtain certificates of compliance from the machine manufacturer, on certain equipment.

Cash Box — August 26, 1961
Stars Shine At Donan Rock-Ola “Princess” Debut

CHICAGO—Don Moloney and Mac Brier, Donan Distributing Company, distributors throughout this area for Rock-Ola coin-operated phonographs and Bally amusement games and kiddie rides, hosted a gala showing of the new Rock-Ola “Princess” compact phonograph and the new Bally Bowler, to music operators from throughout this territory, Sunday, August 18, in the Old Chicago Room of the Hotel Sherman, this city. The music operators and guests in attendance enjoyed a cocktail party and buffet supper throughout the evening.

Executives of the Chicago based Rock-Ola Manufacturing Corporation and Bally Manufacturing Company were on hand to meet and greet the operators. Among those present were Herbert Jones, vice president of Bally; Edward G. Doris, executive vice president of Rock-Ola and other Rock-Ola brass including Ralph Wyckoff, director of advertising and sales promotion; Jack Barabash, head of field service engineering; Lester A. Rock, Midwest sales manager, and his wives.

The soirée was highlighted by the appearance of several popular recording artists who were in Chicago fulfilling engagements. The operators enjoyed the company of Duke Ellington (Columbia); Johnny Tillotson (Cadence) and Norma Rivers (Vassar).

Donan personnel attending the soirée were Casimer Osiol, Norma Paskon and Bob Van Allen. Bally personnel on hand were Bob Breitbor and John Rosenberger.

Operators and guests in attendance included Max Berson (Dist. Corp., Ill., Chicago); John McGowan (McGowan Bros. Music, Chicago); Tom Cassidy (Amusement Service & Dist. Co., Spring Valley, N.Y.); Glen Sears (Davenport, la.); Ed Holstein (Ace Music, Chicago); Ed Boksia (East Chicago, Ind.); John McCarthy, (Sealcraft Co., Chicago); Mr. & Mrs. George Peters (Triangle Sales, Peeris, Ill.); Frank Padula (Melody Music, Chicago); Mr. & Mrs. David Wolfe (Chicago); Mr. & Mrs. Don Holliday (Berna Amuse., Chicago); Bernard Lazar (Bern’s Amuse., Chicago); Mr. & Mrs. Silvio Massa (M & M Music, Munster, Ind.); Mr. & Mrs. Joe Peggach (Valley Music, Aurora, Ill.); Tony Hodina (Unique Music, Harvey, Ill.); Mr. & Mrs. Cecil DeLoian (Chicago); Mr. & Mrs. Jesse Mallet (Eastern Music Co., Chicago); Art Costallino (AUC Music, Chicago); Dick Davies, Bob Shurtz (Automatic Music, Urbana, Ill.); Phil Weisman and Herman Groenoff (Universal Music, Chicago); Mr. & Mrs. Mike Detzke (Champion Music, Chicago); Mr. & Mrs. Sam Greenberg (Elliot Music, Chicago); Sidney Katz (Clover Music, Chicago); Evon Holt (Suburban Music, Riverside, Ill.); Indira & Mrs. Jack Amoruso (Mercery Music, Chicago).

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Part Of New “Lucky 7” Contest
Buy 3 Rock-Ola’s, Take Pics With Free Polaroid — You May Go To Las Vegas!

CHICAGO—Edward G. Doris, executive vice president of Rock-Ola Manufacturing Corporation, this city, announced last week that operators are now invited to vie for an exciting vacation for two in Las Vegas, in Rock-Ola’s “Lucky 7” contest. The vacation package includes flights to and from Las Vegas in first class jet comfort. Best accommodations available of a suite, complete with all the trimmings in the nicest hotels. The contest is open for 6 days and 7 nights, and the constant use of a 1961 convertible automobile.

Also, Rock-Ola will pay the winning couple $250 in cash to gamble with at the casino, or to use at their own discretion, and front row center seats at all of the best shows in Vegas.

Doris invited all operators to enter this “easy to win” contest. In order to be eligible the operator must first purchase a “Princess” model 1493 phonograph between August 7, 1961 and November 7, 1961. Afterwards then the Rock-Ola sales office will send to the operator as a gift a Model 360 Polaroid Land Camera kit complete with carrying case, flash outfit and film. Operators are entitled to one complete camera kit for each purchase of 3 model 1493 phonographs.

Chi Coin Chips “Triple Gold Pin”

CHICAGO—Samuel Wolberg, president of Chicago Dynamic Industries, Incorporated, this city, announced last week a potential coin maker ready for the nation’s operators, in Chicago Coin Chip Corp. The shuffle offers six different scoring games.

Legally, the most exciting feature, according to Mort Sercore, sales representative for the firm, is the “Triple Gold Pin” feature whereby the gold pins light at intervals in the game, making pin scoring. The three end pins (diagonally—“1”, “10” and “20”) are gold pins.

When the “1” gold pin is lighted, strikes score 1000 points, and spares score 600 points. The “7” and “10” pins lighted the player scores 500 points for a spare and 1500 for the strike.

Other exciting scoring games in the new shuffle alley are “All Strike,” “Lipstick,” “Flash-O-Matic,” “Flash-Off-Champ” and “Regulation” bowling.

Another scoring feature highly applauded by the judges at the Chicago Coin is “Flash-O-Matic,” which offers the player exciting pin scoring, deftness, skill and timing (keeping up with the lights flashing across the playing field).

The ever popular “300” bowling game had been speeded up previously, when it was incorporated into the “Princess” bowler.

Finally, Sercore stated that no Chicago Coin bowler would be complete without “Regulation” bowling. This game adheres to standard ABC scoring rules as shown in the picture was points.

When concluded by stating that the Chicago Coin factory is operating at full production to meet the demand, the Rock-Ola Gold Pin shuffle alley bowlers from the firm’s distributors.

CHICAGO — Judges in the national postcard contest, sponsored by the Rock-Ola Manufacturing Company, have named 24 winners from among the 250 entries received. The contest is open only to Rock-Ola users and the award-winning postcards have been selected at random from all entries received.

A quick glance at steel production figures, stock market prices, and general inventory reports from industry in the US tells us that perhaps the dog days of summer are not as far away as we think. The situation remains steady with no change in most important economic areas.

America’s young people have been enjoying a new trend in business and factory products — the ‘low’ price range. These products are often advertised as being ‘cheap’ or ‘affordable,’ and it is often the case that these products are not designed for long-term use or durability. Many people are drawn to these products because of their low price, but they often end up spending more money in the long run due to the need for replacement or repair.

Enterprise Flashes

A quick glance at steel production figures, stock market prices, and general inventory reports from industry in the US tells us that perhaps the dog days of summer are not as far away as we think. The situation remains steady with no change in most important economic areas.

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ROCK-OLA presents the Princess

all purpose stereophonic monaural compact console phonograph

a totally new concept in Compact design
The entire mechanism and selector system of the “Princess” was designed specifically for use in a compact phonograph. For this reason you will find in the ROCK-OLA “PRINCESS” many new innovations in phonograph design and engineering. With these many new features made possible by Rock-Ola’s long tradition of engineering skill, the famous Rock-Ola dependability has been preserved and increased for greater operating profits. The Rock-Ola “Princess” is your guarantee of years of trouble free performance.

TRI-FONIC FLEXIBILITY

Only from a Rock-Ola Phonograph with its “Tri-Fonic” Flexibility do you get three phonographs in one. The Rock-Ola built dual-channel amplifier with its “Tri-Fonic” switch permits instant conversion from monaural to stereo or reinforced stereo at the flip-of-a-switch. There is no need for costly conversion parts. Only stereo extension speakers are needed. Rock-Ola’s three position “Tri-Fonic” switch offers these three sound choices:

- MONOURAL SOUND POSITION ON THE TRI-FONIC SWITCH DELIVERS All the sound thru the two built-in main unit speakers. One heavy duty 32" speaker and a wide dispersion high compression driver horn which are skillfully matched for the finest of high fidelity music in any location.

- STEREOPHONIC SOUND Position on the TRI-FONIC SWITCH DELIVERS all sound power to the two separate stereo extension speakers. Eliminating the main unit speakers, this allows the phonograph to be placed in a profitable heavy traffic area while the speakers are placed for best stereo reproduction.

- REINFORCED STEREO SOUND POSITION on the TRI-FONIC SWITCH DELIVERS the true stereo music to the extension speakers and also supplies monaural music to the main unit speakers. This combined woofer and tweeter speaker arrangement fully compensates for any acoustic deficiencies and provides smooth, dual-balanced, stereo sound even in extra large or odd shaped locations.
Getting back to D. Gottlieb & Co., Nate and Avin Gottlieb sang the praises of the new “Lancers.” They advised that this game has attracted considerably more players, of course, greater profits in test locations recently concluded. While Art Berliner, director of sales for Chicago Dynamic Industries, is on vacation Mort Seoree gave us the grand “cook’s” tour of the ChiCoin plant where we challenged him to a game on “Triple Gold Pin.” (Did you have to ask who won?—Mort, of course.) Mort stated that immediate indications prophesied a healthy future for this new ChiCoin shuffle bowler. Prexy Sam Wolberg assured us he’s mighty high on this game, while spelling out the fantastic success Chicago Coin shuffle alleys and bowlers have been enjoying everywhere.

As Sam Stern, president of Williams Electronic Mfg., is touring the European continent on a whirlwind business jaunt sales manager Jack Balgen painted considerable enthusiasm in spelling out the scoring features in Williams’ new “Double Barrel” pinball. Jack is equally enthusiastic about the coming Fall season and its prospects for coin. We spent some time with Bally vice prexy Herb Jones at the Donan Distributing last Sunday, in the Old Chicago Room of the Hotel Sherman. Herb, who attended the soiree to greet local operators, urged us to keep reaching the nation’s operators, distributors and coin machine manufacturers to make them aware of the dire straits of the Coin Machine Council’s public relations campaign. “It takes everyone’s efforts to keep the Pin ball rolling,” he said.

With Herb Jones at the Donan shindig were Ballyites Bob Breith and John Rosenberger. Missing were general sales manager Bill O’Donnell and Art Garvey. . . . We’re certain it will warm the cockles of the hearts of United Mfg.’s Herb Oettinger and Bill DeSelm to know that Gil Kilt, owner of Empire Coin Machine Exchange, and his sales chief Joe Robbins heapd oodles of praise on United’s “Classic” big ball bowler and “Dolphin” shuffle alley bowler. Joe tells us he’s enjoying higher sales ever on these two United amusement games. By the way, Robbins issues a warning (chuckle) to “whom it may concern.” When invited to have dinner with his Honk Ross and Marnine (Igg) Wolverton it’s like being in the middle of an “automatic washing machine.” (“Dizzy they made me,” he sez.) The wonder of the decade would be Bally’s Art Garvey to change his name to “Goldberg.” (With a thick Irish brogue yet, Joe?) Methinks Joe is making friends and influencing people (oh yeah!).

Since coinbash is in the midst of the summer doobash Paul Haubeck, vice prexy of J. H. Keeney & Co., gathered up his lovely Rosemary and all the little Haubeckers and took off on their coveted vacation. While he’s away the awesomeness of Harold Doran Jr. and Joe Shires will mind the store. A nod of note: Keeney prexy Roy McGinnis returned to the hospital for further convalescence (and we thought he was doing so well). Through it all Roy manages to keep smiling . . . Despite the hot weather “dog-days” business continues well at First Coin, according to prexy Joe Kline and Sam Kolher. Fred Kline manages to spend most of his time on the phones making sales.

Another hobby business note comes to us from Nate Feinstein and Harold Schwartz, Atlas Music Co. Sales on all of the AMI music and Rowe vending equipment is maintaining a “fine healthy pace.” Meanwhile Eddie Ginsburg departed last week for Des Moines, Iowa to look over the remodeling work pressing on in the new Atlas Music offices and showrooms for the Iowa territory. Eddie hopes to have the premises ready for the Grand Opening shortly.

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World Wide’s Joel Stern and Len Micon are trying to get in as much golf as they possibly can now, ‘cause soon the pressure of business in the World Wide showrooms will keep them confined to the hefty sales of Seeburg music and vending machines which they anticipate. Fred Skor and Howie Freer are staying close to the home base keeping in touch with operators who drop in.

Operators galore dropped in to the Old Chicago Room of the Hotel Sherman to visit with Don Moloney and Mac Brier, Donan Distributors, who showed the new compact Rock-Ola “Princess” stereo-monaural phono and the Bally bowler. Among the ops there were old friends Eddie Halstein and Frank Padula, Art Cozalino, Dick Davies, Phil Weissman, Herman Greisdorf, Mike and Irene Detzak, Sam Greenberg, Sidney Katz, Evan Holt, Jack Amoreo, Max Berenson, John McGowan, Tom Cassidy, Glen Sears, Ed Bukala, John McCarthy (a bit of old Erin), George Peters, Dave Wolfe, Don Rudolph, Bernie Lazar, Silvio Massa, Joe Petritch, Tony Hodina, Cecil DeLolian, Art Velasquez and Jesse Mallett, Rock-Olaites in attendance were Ed Doris, Ralph Wyckoff, Jack Barbash and Les Rieck. Last we forget the hosts Don Moloney and Mac Brier, with able assistants by Donan’s Rita Kaplan, Bob Van Allen, Norb Pasken and Casimir Osiol.

The huge International Trade Fair closed last week with terrific ripports from Ralph Bergsten, managing director and Tom Couller, executive director of the sponsoring Chicago Assn. of Commerce and Industry to the effect that attendance at this year’s fair hit a terrific new high of 650,000, 250,000 more than were on hand in ’60. Plans are already being set for the 1962 Fair, which will again be held in Chicago’s huge McCormick Place Exposition Hall on the lakefront . . . Bob Wylie, manager of Empire Coin Machine Exchange in Detroit, Michigan, info he enjoyed a banner showing of the Rock-Ola “Princess” phono last week.

Johnny Franz, prexy of J. F. Franz Mfg., is burning the midnight oil these days keeping production of his amusement games and coin-operated scales humming. Johnny is keenly interested in a combination tallboard electric scoreboard at Marvel Mfg. while prexy Ted Rabey is vacationing in Hawaii . . . While Carl Happel of Badger Sales in Milwaukee was in town recently we noticed he was getting around more easily with the aid of a cane. He previously spent many painful months in the hospital after experiencing surgery on his hip . . . We’re still getting raves over the recent Cash Box Annual Directory issue from all over the country and abroad—and we’re delighted about the whole thing.
Gottlieb Releases “Lancers”-2-Player

CHICAGO — D. Gottlieb & Company engineers and marketing staff are currently releasing Gottlieb’s new “Lancers” two-player pinball amusement game, according to Art Baigelman.

“Operators everywhere are well aware that D. Gottlieb & Company is presently introducing one of the very best in pinball games,” Gottlieb said. “This extension of efforts has already produced a solid-foundation model—Lancers, a two-player ‘pinball’ game.

“Now, better than ever, we have almost everything in place to continue the design, scoring features and in profit potential,” Baigelman continued. “This is all coupled with its sensational new cabinet design—for a dream performer on location.

One of the outstanding new features for players’ pleasure to Alvin Gottlieb, is the generous playfield area of major, astute staine.

Gottlieb’s “Lancers” two-player pinball games have maintained the greatest possible popularity over the years. An ample supply of our finest two players.”

Baigelman detailed the scoring features in “Lancers” advising that players may now score a maximum appeal among potential players at all times. And along with this thought is that “more pinball action is more blue light in the.”

In playfield action top rollovers light pop bumpers, kick-out holes and sides of playfield on the “Super” score. Two center kick-out holes fire balls toward the top of the playfield, and side two holes kick balls toward the upper power rippers.

The bottom rollovers score 200 points when hit. Two selection flickers light up alternately. There is also a Gottlieb “Match Feature” and conveniently placed ripper button. Three or five ball play is optional according to the desire of the operator.

Gottlieb pointed out that the new Gottlieb “Hard-Core” finish on the playfield extends playboard life to an all time high.

He commented by stating that production in the Gottlieb factory is such that “Lancers” will continue to be shipped regularly with no letup to Gottlieb’s distributors throughout the run of the game.

ALVIN GOTTIELE

Weekend News

Gottlieb Releases “Lancers”-2-Player

CHICAGO — D. Gottlieb & Company engineers and marketing staff are currently releasing Gottlieb’s new “Lancers” two-player pinball amusement game, according to Art Baigelman.

“Operators everywhere are well aware that D. Gottlieb & Company’s new ‘Lancers’ two-player pinball amusement game is quickly making its way to the market. The machine, designed and engineered by D. Gottlieb & Company’s engineers and marketing staff, is expected to be a hit with players of all ages. The game features a unique scoring system, with players receiving points for hitting specific targets on the playfield. The targets are designed in a way that encourages players to strategize and think ahead, making the game both challenging and fun.

With the summer season drawing to a close, both operators and distributors are looking optimistically to the fall and predicting good business. . . .

Raymond Chvojka just returned from the Marine Corps and is working for
don Dryer in San Angelo. . . . Fred Barnes, Denton, just returned from
touring the Midwest. . . . E. L. Certain, Jr. . . . Fred Ellis, Waco, is the recent purchaser of a new boat for the family. . . . Jack Bailey, Dallas, and his wife, are enjoying a vacation in Hawaii, . . . Don Ekwok is vacationing in Houston and Galveston. . . . D. R. Price, Tyler, is always a welcome guest at the barbecue. . . .

 opera is done and Stockton, is back from his trip to Austin. . . . Charles Mullins, Gladesville, is sick in the hospital. . . . Mooney, Fort Worth, is the son of the late Jerry Comfort and his wife, Mary. . . . Williams visited friends in Austin over the past weekend. . . . Business is reported good at Commercial Music.
INTRODUCING GOLD PIN SCORING!

CHICAGO COIN'S NEWEST

TRIPLE GOLD PIN

HERE'S HOW THE GOLD PINS SCORE!

<table>
<thead>
<tr>
<th>Gold Pin Lit</th>
<th>Strike</th>
<th>Spare</th>
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<tbody>
<tr>
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</tr>
<tr>
<td>One</td>
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<td>1500</td>
<td>900</td>
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<tr>
<td>Three</td>
<td>2000</td>
<td>1200</td>
</tr>
</tbody>
</table>

PLUS
- MODERN DESIGN CABINET
- ALL-STEEL CASH BOX
- ALL-STEEL LEGS

PLUS
- GAME SELECTOR BUTTON
- HANDICAP BUTTON
Button allows player to select advance handicap when playing against more skillful opponent.

1 TO 6 CAN PLAY!
10c per player!

PLAYER'S CHOICE OF 6 GAMES

1. TRIPLE GOLD PIN
   "High scoring! Spares and strikes increase in value when GOLD PINS are LIT!"

2. WALL STRIKE
   Bowl for STRIKES ONLY. Big Bonus feature. Perfect game 18 points!

3. LITE-O-MATIC
   Plays two ways—MYSTERY or PROGRESSIVE. Perfect score—8400 points!

4. FLASH-O-MATIC
   Exciting, high scoring! Features SKILL and TIMING!

5. REGULATION
   Standard ABC scoring. Perfect game 300 points!

6. "300" CHAMP
   20-30 scoring. Continuous STRIKE feature!

ALSO SEE CHICAGO COIN'S POPULAR LINE OF GAMES AT YOUR DISTRIBUTORS!

PRINCESS BOWLER
Features "300" Champ
FLASH-O-MATIC, ALL-STRIKE and REGULATION SCORING!

4 WAYS TO PLAY
WAYS TO SCORE
1 or 2 CAN PLAY

1. SINGLE BALL PLAY
2. ADVANCE PLAY
3. BUILD UP PLAY
4. AUTOMATIC PLAY

Cash Box—August 26, 1961
Sugerman Export Trip Going Well

NEW YORK—Myron Sugerman, currently on an eleven country European jaunt visiting with foreign coin machine firms is reportedly doing quite well in spite of a hack-breaking travel schedule that will take him into this many countries in less than 5-weeks. Because of weekends and a conflicting travel schedule, Sugerman will not be able to spend as much time in each country as he would like. Weekends of course are spent socializing but the trip is going off well anyway.

Barney Sugerman, Ronyon president, advised that export orders have increased already because of the trip and that the firm's export division will be expanded to handle the increased volume upon Myron's return.

According to a previous release (CB, July 29) Sugerman will broaden the current Ronyon export catalog to include vending machines, a field in which the firm seen a bright potential.

Among the countries to be visited during Sugerman's trip are: Israel, Athens, Rome, Vienna, Munich, Paris, London, Finland and Sweden.

The Ronyon export division is only two years old but in that time has developed to where it is recognized as a leading coin firm in the US by foreign companies. At the time of Sugerman's departure the firm is said to have been averaging about 200 odd machines each month in a routine volume for any given month. Extended sales trips such as the one being taken now usually result in a spurt which brings the average up considerably.

Happy Birthday This Week To:


FORREST CITY, ARKANSAS—Bill Poland, owner of Poland Music Company, this city, (pictured above), is a Wurlitzer operator in no uncertain terms, according to Chink Levin, Standard Automatic Distributing Company in Little Rock.

Last month, Chink said Bill no less than fifteen Model 2500's and Poland is seen above, cutting off the last two for as many locations. The machines were placed in top notch locations with the replacements moved down the line resulting in some trades on used phonographs for Levin. Standard Automatic's head man advised that the Wurlitzer "Ten Top Tune" feature is catching on strong out here in many areas.

Cash Box—August 26, 1961
### Cash Box

#### PRICE Lists

**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 listed is highest price quoted.

**CODE** (Numerical Preceding Machine)

1. Prices UP
2. Prices DOWN
3. Prices UP and DOWN
4. No change from Last Week

### PHONOGRAPH

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<td>J-900</td>
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### PINBALL GAMES

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### ROCK-O-LA

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**WURLITZER**

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### WILLIAMS

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**RALLY**

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<td>4. Broadway (12/55)</td>
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<td>4. Cypress Gardens (6/58)</td>
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<td>4. U.S.A. (8/58)</td>
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**BALLY**

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<td>Wagon Train 1P</td>
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<td>Whirlwind 2P (2/58)</td>
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<td>World Beauties 1P</td>
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<td>World Champion 1P</td>
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**WILLIAMS**

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<tr>
<td>4. Casino 1P (10/56)</td>
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<td>4. Fiesta 1P (12/59)</td>
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<td>4. Glen Bellas 1P (9/59)</td>
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<td>4. Steeplechase 1P</td>
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</tr>
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20 FT. LONG

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