"The First Lady of Song," Ella Fitzgerald, who records under the MGM/Verve banner, continues to capture the musical hearts and ears of millions of record buyers both in the U.S. and abroad with her vocal greatness as a popular and jazz songstress. Ella is currently getting strong dee jay and heavy juke box acceptance to her latest single, "Mr. Paganini" from the soon to be released album, "Ella In Hollywood." She resumes her fall concert schedule and will be making a series of coast-to-coast personal appearances beginning in October.
HOO RAY
WHO?
RAY CHARLES!

HIT THE ROAD JACK
b/w THE DANGER ZONE
ABC-10244

HIT THE ROAD TO MORE SALES! ORDER NOW!

ABC-PARAMOUNT
Everybody talks about soft singles sales, but nobody does anything about it.

The above statement applied to our industry until a few weeks ago when the Warner Brothers Record Company courageously and no doubt at great expense issued its first “Plus 2” disk—a single including two abbreviated oldies offering the consumer a plus feature designed to combat lagging single sales.

In an effort to push the idea over the hill, the company has gone all the way and has announced that henceforth, all its singles will be issued in “Plus 2” fashion.

Whether the idea succeeds or not, Warner Brothers deserves a vote of thanks from every phase of the industry for taking the great chance such a move requires.

At present we can report that the initial reaction to the first “Plus 2” effort, the Everly Brothers’ “Don’t Blame Me” b/w “Muskrat” (and the two short oldies) has been healthy with “Don’t Blame Me” breaking into the #77 slot and “Muskrat” catching in the #100 spot. Of course this is no indication that the idea is home. As a matter of fact it will be difficult to tell from any one or even a few records whether the idea is a method of increasing singles sales. For the increased expense involved in producing “Plus 2”s,” the company estimates it will have to do an increased volume of between 12 to 15%. It is obvious that the “Plus 2” idea may not be at fault, but perhaps the material is a bit weaker and therefore sales may not reach their anticipated mark. It will take time and many, many records to determine the merit of the idea and we give credit to Warner Brothers for every day it sticks with it.

Warner Brothers has examined every angle before making the decision to issue all its new singles in “Plus 2” fashion. For the jive box ops who still have boxes featuring an EP section, the “Plus 2” disk is an excellent buy since the regular selection and the abbreviated number take less time than two bands of a regular EP. Ops can use the “Plus 2” as an EP, purchasing it at a lower price.

For those ops not interested in EP’s, WB has stated that it is prepared to make regular singles of its hits.

It will be interesting to note what teenager reaction is to the “Plus 2.” From experience in the retail picture, we know that teen buyers frequently do not come into a store or approach a rack with only one record in mind. Usually there are two or more favorites from which the consumer must make a choice. When and if the Everly’s click heads up into the higher brackets, it will be interesting to stand behind a counter and witness whether or not the “Plus 2” factor sways any buyers to the Everly’s disk.

The entire industry is waiting to see what the reaction will be to the Warner “Plus 2” releases.
### Cash Box Top 100

**Best Selling Tunes on Records Compiled by Cash Box From Leading Retail Outlets—September 23, 1961**

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<td><strong>1—</strong></td>
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<td><strong>2—</strong></td>
<td>MICHAEL</td>
<td><strong>Michael Masser—United Artists—235 College Three—News—1134</strong></td>
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<td><strong>3—</strong></td>
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<td><strong>4—</strong></td>
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<td><strong>5—</strong></td>
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<td><strong>6—</strong></td>
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<td><strong>7—</strong></td>
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<td>MISSING YOU</td>
<td><strong>Ray Peterson—Don—19306</strong></td>
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<td><strong>22—</strong></td>
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<td><strong>23—</strong></td>
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<td><strong>25—</strong></td>
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<td><strong>26—</strong></td>
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<td><strong>30—</strong></td>
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<td><strong>38—</strong></td>
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<td><strong>Jerry Fuller—Challenger—9114</strong></td>
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<td><strong>39—</strong></td>
<td>BACK TO THE HOPE</td>
<td><strong>Danny &amp; The Juniors—Sav—4032</strong></td>
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<td><strong>40—</strong></td>
<td>BAND OF GOLD</td>
<td><strong>Roomates—Val—10</strong></td>
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<td><strong>41—</strong></td>
<td>DON'T CRY NO MORE</td>
<td><strong>Bobbi Bland—Don—140</strong></td>
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<td><strong>42—</strong></td>
<td>MUSKRAT</td>
<td><strong>Every Brothers—Warner—55301</strong></td>
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"Takin' Care of Business ...."
For IMPACT it's the INSERT!

If you are planning a super send-off for a SPECIAL album, include the dramatic Cash Box LP cover insert in your plans.

It's the newest, most exciting and most inexpensive way to let the entire trade know simultaneously that you are releasing a big new album.
GREAT NEW HIT BY JOHN D. LOUDEMILK WITH MUSIC BY JOHN D. LOUDEMILK...
LYRICS BY JOHN D. LOUDEMILK... AND SMASH DELIVERY BY JOHN D. LOUDEMILK.

LANGUAGE OF LOVE’ c/w ‘DARLING JANE’ #7938. PUT THEM ALL TOGETHER, THEY SPELL THE NEXT BIG ONE ON THE CHARTS BY JOHN D. LOUDEMILK!
Pick of the Week

"FOOL #1" (2:22) [Safe-Rite BMI—Fulton] [Champion BMI—Self, Abritten]

BRENDA LEE (Decca 31309)

The young lady's fabulous hit song, which now includes her "Dum Dum" —Eventually—duo, should soon have two more additions in "Fool #1" and "Anybody But Me." Former's from the shuffleball school while the latter fails into the low, mean blues category. Top calibrie support from the Owen Bradley aggregation.

"TOWER OF STRENGTH" (2:14) [Famous ASCAP—Billiard, Bachrach]

"THE SECRET" (2:20) [Daywin BMI—Lubin, Roth] GENE MCDANIELS (Liberty 55371)

"Tower Of Strength" is a cinch to make it three-in-a-row for Mcdaniels [who now owns two biggies in "Hound Dog" and 'Teardrops']. Gene (and the Johnny Mann Singers) does a great job on the vocal end of a deck that sports a fabulous Snuff Garrett arrangement. It's loaded with ultra-commercial gimmicks (including some trombone bits). The warm, cha cha beat up-dating of the oldie-back lick (for Gordon Mc Rae and the Gainors), "The Secret," cannot be sold short. It also has the chart goods.

PLEASE DON'T GO" (2:13) [Alan K BMI—Lapham] [I DIDN'T FIGURE ON HIM (TO COME BACK)" (2:00) [Alan K BMI—Lapham] RAL DONNELLY (2:14)

Chances are Ral Donneller's repeat his "You Don't Know What You've Got" and "Girl Of My Very Friend" chart triumphs with his newest Gene Mc Dowd. It's an infectious beat-ballad pleader that the chorus-backed singer delivers with his-swipe-smart autobiographical. Man up teen sounds on the haunting rock-a-rhythm couple. Watch it, too.

"WANTED, ONE GIRL" (2:30) [Alond BMI—Kopelman, Keller]

"SOMETHING, A LITTLE BIT DIFFERENT" (2:26) [Alond BMI—Adler, Berry, Torrence]

JAN & DEAN (Challenge 9120)

Jan & Dean, who bounced back in a big chart way with their revamp of "Heart And Soul," can do even bigger business this time out. It's a clever teen lyric rockie, tabbed "Wanted, One Girl," that sports a host of smash vocal and musical tricks. Watch it zoom up there. Coupler's got the usual Dean & Janie's, "Something, A Little Bit Different." It's a real house-rocker with a terrific opening gimmick.

"WHY NOT NOW" (2:25) [Selma BMI—Greer, Lind]

"LOVE IS THE SAME ANYWHERE" (2:40) [Selma BMI—Phillips]

WATT NIXING (Warwick 668)

The English hit-maker, who stepped into the limelight over here with "My Kind Of Girl," should easily continue his success with "Why Not Now." It's a beautiful, soft cha-cha-koleo-lyric version of the familiar "Ay Ay Ay Ay." Could go all the way. "Love Is The Song Anywhere" is a charming light-swing affair. Fine Johnnie Spence ork assist on this two-sided programming must.

"DANCE WITH A DOLLY" (2:35) [Shapiro, Bernstein ASCAP—Eaton, Shand, Leader]

"YOU'RE NOBODY TILL SOMEBODY LOVES YOU" (2:55) [Southern ASCAP—Stock, Morgan, Cavanaugh]

DAMITA JO (Mercury 71871)

The fabulous song stylist comes thru with a powerhouse follow-up to her "I'll Be There" chart romance. This one is the older (colled by request from her "I'll Save The Last Dance For You" LP), "Dance With A Dolly," that gallops along at a sizzling rock-a-string tempo-supplied by Stan Applebaum's ork. Another sturdy, "You're Nobody Till Somebody Loves You," starts off in slow blues style and builds to a pull-out-all-the-stops finish. Tune, a sensation in the gal's nite club act, can also become a big wax favorite. Great pairing.

"UP TO MY EARS (IN TEARS)" (2:18) (Bamboo BMI—Ross, Landus) [SWEET LOVEME" (2:29) [Mills ASCAP—Parish, Burwell] DONNIE BROOKS (Era 3659)

"Up To My Ears (In Tears)" is a delectable rock-a-twist spoof of the current hit-makers that are cropping up with hard-on their chart-makers. Could be another hit for Brooks, who mentions Faron Young, Slim Harpo, Dee Clark, Timi Yuro and the Fleetwoods among others in this rockin-fun rh, Stellar Hank Levine arrangement. Flipside Donnie and chorus shuffie-reek rev "SweeT LOVEME" in teen-appealing style.

PANCHON VILLA (Arilis 1010)

B+ (2:50) "AS IS" (1:58) [Jason BMI—Crandall, Loring] "This is the sort of song that will serve a steady-beat stint with a modern-day teen boogie-vooogie sound. Sound is crisp, perfect, on it.

B+ (2:00) "BOBBY'S GUITAR" [Jason BMI—Villa, Bennett] Bouncy blues-styled instrumentation, naturally, by the guitarist.

RONNIE DAWSON (Maverick 101)

B+ (2:50) "MAY MY DESIRE" [Stoddard & Song BMI—Montgomery, Dawson] Farmer Dumaresque, a solid teen-beat punch in his essay of the rockin’ love-found ditty. He receives a strong busy-beat combo-chorus backdrop, Session from the Dallas, Tex. diskery could move.

B+ (2:12) [Big D & Glennel BMI — Montgomery, Dawson] Songster does a pleasing job on the pretty plaintive (strings are included here).

BOBBY COMSTOCK (Festival 25000)

B+ (2:15) "THE GARDEN OF EDEN" (2:21) [Republic ASCAP—Norwood] The years-back Joe Valvo chart that sings of a love that's come to a slow realization with Comstock doing a convincing multi-tracked solo. Stringed backing, with, chorus, is semi-dramatic. King distributed the diskery.

B+ (2:17) [Metal BMI—Edwards, DeAngelis] This pose has something of Tony Orlando's "I Bless You." LITTLE LINDA (Coral 62286)


B+ (2:30) (2:02) [B-b] "Theme (L'Erbale Festival 62286) (2:30) [B-b] (B-b) Healthy, with a bright, positive feel, sometimes narrated, sound by singer Keller and his conco-chorus support.


JACK KELLER (Capitol 4636)

B+ (2:30) "BE CAREFUL HOW YOU DRIVE YOUNGOJOY" (2:21) [Starfire BMI—Richards, Meshe] Folk, director; listen to the gal's fatad advice, and just manages to avert tragedy in a drug theme. This is a much better chart fare. With the girl's voice sometimes narrated, sound by singer Keller and his combo-chorus support.


BARBARA EVANS (Pioneer 17814)

B+ (2:25) "FLASHLIGHT OF LOVE" [Dave BMI—Collin, Wayne] Cute teen-beat novelty about an usherette and usher who, while doing their usual job, communicate with each other via their flashlights. A combination of chorus-backing, sound supports the lark's bouncy buoy.

B+ (2:45) [Vannco ASCAP—Alters, Diamond, Vancer] Performer hands-in a sensitive portrayal of a soft-spoken folk-type ballad about a love that didn't pan out.

DORSEY BURNETTE (Dot 16265)

B+ (2:36) "FEMININE TOUCH" (2:36) [Hot ASCAP—Tarantino] The chart-experience songster (e.g. "Tall Oak Tree") does a pro semi-belt essay of a ditty which is similar to the theme of the recent Gene McDaniels' smash, "100 Pounds of Clay." Potent rock-a-string surge and romantic loneliness.

B+ (2:50) [Doral & Studio BMI—Burnette, Nelson] Performer brings lots of feeling to this poigniant teen lost-love opus.

CHICK & RICK (Kenco 5018)

B+ (2:29) "BACK TO SCHOOL (Sammer's Through)" (2:15) [Alonon BMI—Ruben, Koppelman] This timely novelty rock-a-chaa-cha that bows Chick & Rick could be a topic of teen conversation in the coming weeks. Kids'll dig the lyrics. Keep tabs on it.

B+ (2:31) [Dear Mr. TV PRIVATE (2:21) [Alonon BMI—Koppelman, Rubin] This end's another catchy cha-cha ditty from the duo.

JOHN LEE HOOKER (Vee Jay 387)

B+ (2:50) "TAKE ME AS I AM" (2:02) [Conrad BMI—Hooker] Here is the blues star at his down-trodden best as he weaves a spellbinding mood-filled romance of family, loneliness. It's the most compelling Hooker disk in a long while and should stand him well in the right areas.

B+ (2:16) [WANT AD BLUESES] (2:16) [Conrad BMI—Hooker] A rolling upbeat stanza in similar circumstance blues is wailed effectively by the star here. Guitar exer- cise too.

PIERO SOFFICI (Jubilee 5408)

B+ "THEME FOR MY TRUE LOVE (L'Erba Canta)" (2:17) [Southern ASCAP—Sklar, Sobol, Beretta] This is pretty string-filled folk stylings, arranged on the order of a piano solo, in an arrangers' "Theme From A Place" triumph, it makes for inviting mood-directed listening.

B+ "WHERE ARE YOU NOW? (Een Een Alleen)" (2:24) [Peermont International BMI—Miller, Van Maan, Dunk) Some comments apply to this instrumental.

RICHARD HAYES (Columbia 42159)

B + "FAMILIAR" (2:15) [Albiente ASCAP—Weiss] Classy romantic receives an interesting outing with the fine warbler delivering against a striking Latinish rock-a- string arrangement. Can be favored of late.

B+ "YEA BELL" (2:45) [B.F. Wood ASCAP—Unger, Scenna] Happy-sounding portrayal of a folkish Nitty with a Civil war forma-

NINO GINEX (Vessuvius 1629)

C+ (2:50) "COME UNA BAMBOLa" (2:50) [Phono- color BIEM—Calabrese, Lajacono] An Italian import that has a somewhat stilted sound the vocalist against a brassy Latinish ork backdrop.

C+ (2:43) "TISSI DISSI, BAO, BAO" (2:23) [Phonocolor BIEM—Migliacci, Mecia] Sprightly novelty sound. Both ends are warbled in Italian.

Cash Box—September 23, 1961 B
Another 2 sided smash from

BRENDA LEE

FOOL #1

and

ANYBODY BUT ME

PACKAGED IN THIS 4 COLOR SLEEVE FOR MORE SELL-ABILITY!
Pick of the Week

"THE WEDDING (LA NOVIA)" (2:23) (Regent BMI—Jay, Priest)
(SEVEN KINDS OF LONESOME) (2:33)
(Post ASCAP—David, Garson)
ANITA BRYANT (Columbia 42148)

"The Wedding," an English lyric version of the big import from South America, is a quasi-rock! move from a first-time-out Columbia chart affair. It's an extremely pretty opus that Anita caresses with touching sincerity. Beat-ballad choral-orb backdrop builds along the way in powerfully dramatic fashion. Companion piece, a soft shuffle-ballad country-styled weeper can also grab loads of attention.

"YOUR SECOND CHOICE" (2:38) "SAME TIME, SAME PLACE"
(Alden BMI—Kohler, Keller) (2:22) (B.F. Wood BMI—Hampton, Seneca)
CLYDE McPHERSON (Mercury 71885)

This two-sider has what it takes to prove McPherson's return to chartdom. One end, finds Clyde in a tearful, two-tempo (slow cha cha and shuffle) romantic stand tabbed "Your Second Choice." The other, "Same Time, Same Place," puts him in a bright rock-bluish light. Stand-out orb-choral support on both sides.

"MINA BIRD" (2:45) (Dundee BMI—Torres)
"SCOTTIE!" (1:59) (Dundee BMI—Petty)

THE STRING-A-LONGS (Warwick 665)

The instrumentalists, who have put together a string of hits from "Wheels" on up to their recent "Should I"-chart-rider, are in for more hit activity with this new one. It's a funky thumper, tabbed "Mina Bird," that's sure to take a soaring sales flight in the weeks to come. Bright, middle beat "Wheels"-like sounds on the underet.

"TOO MUCH LOVE" (2:29) (Gil BMI—Mossly, Lewis)
"LOVES YOUNG DREAM" (2:27)
(Winneton BMI—Sherman, Ballard)
JOHNNY NASH (ABC-Paramount 10251)

Nash stands a strong chance of climbing back into 'Top 100' territory with this rock-romantic that's tailored for teen-tastes. It's a dandy thumper, dubbed "Too Much Love," that Nash and the Sid Feller orb-chord work over in money-making manner. The lovely beat-ballad toast to young love pairing also has an eye on the chart.

"LET'S PONY AGAIN" (2:00)
"WHAT MADE YOU CHANGE"
(Arc BMI—Owens, Fisher, YOUR MIND" (2:25)
Johnson)
(Arc BMI—Fisher, Temple)

THE VIBRATIONS (Checker 990)

The Checker money-makers oughta attract loads of loot with this new double-barreled outing, "Let's Pony Again" can do for the boys what "Let's Twist Again" did for Chubby Checker. It's a blazing rocker right up the teenagers' alley. Ditto for the sensational jumper on the other end, "What Made You Change Your Mind." Two goodgies here.

"MOON RIVER" (2:45) (Famous ASCAP—Mercer, Mancini)
"AWARE OF LOVE" (2:13) (Conrad-Curtom BMI—Butler, Mayfield)
JERRY BUTLER (VeeJay 405)

"MOON RIVER" (2:12) (Famous ASCAP—Mercer, Mancini)
"BACK STREET" (2:38) (Norther ASCAP—Skinner, Darby)
CARMEN CAVALLARO (Decca 31301)

"MOON RIVER" (2:52) (Famous ASCAP—Mercer, Mancini)
"HOW HIGH IS THE MOON" (2:52)
(Chappell ASCAP—Lewis, Hamilton)
CALVIN JACKSON (Reprise 20,022)

"MOON RIVER" (2:28) (Famous ASCAP—Mercer, Mancini)
"SOMETHING BIG" (2:05) (Chappell ASCAP—Adler)
HOLLYRIDGE STRINGS & CHORUS (Capitol 4631)

What could turn out to be one of the most recorded tunes of the year (and an Academy Award winner) is the beautiful ballad, "Moon River" (from the pic, "Breakfast At Tiffany's"). Four more contenders for chart honors are: Jerry Butler's heartfelt solo vocal (VeeJay), two superb piano-led orb versions—by (Decca's) famed keyboard master Carmen Cavallaro and (Reprise) jazz stylist Calvin Jackson—and the Hollyrigrate Strings & (wordless) Chorus (Capitol) also. Couple's on each deck include: Butler's potent cha cha beat-styled "Awe Of Love"; Cavallaro's captivating big orb (led by Henri Rene) theme from the soon-to-be "Back Street" pic; Jackson's more fine-pop-jazz work from Jackson & Co. on the sturdy, "How High The Moon"; The Hollyrigrate orb-chord swing out a delimiter from the up-coming B'way musical, "Kwamina." Ork here's by Perry Botkin, Jr.

SAMMY & THE DEL-LARDS
(Stop 101)

(C+) "LITTLE DARLING" (2:35) (Go BMI—Adams) Vocal crew and combo deliver everything a Latinish semi-belt outing for the kids. Lead has the lyric. Latin take off a Boston kids outfit.

(C+) "SLEEPWALK" (2:28) (Go BMI—Adams) Same front vocalist is heard in a soft-beat light. Touch is in the avec-able Santo & Johnny hit.

MARTI BARRIS (Revolve 1037)

(C) "ONCE UPON A KISS" (2:25) (Marti ASCAP—Bar- ris, Redding) Like some kind of a violin solo, light a upbeat romance.

"CHOC CHO6 BLOWES" (2:20) (Dave Bingle ASCAP—Redman, Lee) Sax lends an OK swingin' blues touch here.

LINC BOUCE (MGM 13038)

(SEVEN OUT) (2:45) [4-Star Sales BMI— Bouve] Contagious rocker also afilla who requests from the President the institution of a "seven day love week." Kids will like the sunny beat.

(C) "LOVE TODAY AND CRY TOMORROW" (2:10) (Saxon BMI—Bouve) Good-grooving multitrack endeavor, one of this middle-beat plaintive from the songster.

TWILIGHTS (Nix 103)

(B) "BACK TO SCHOOL" (2:01) (RTD BMI—Cenec, Dorsey) Teens get a good-grooving Latinish novelty outing from the songsters, who warble a good teen lyric that may be a bit "too much" for the diminutive names as Charlie Brown and Bar- brow—Ann. Well—worth rock artists.

(B) "LOVE BANDIT" (2:00) (RTD BMI—Cenec, Dorsey) Boys stay on the upbeat, and come—up with another slick spoofer, including effective single-voice chant ribs.

THE JOURNEymEN (Capitol 4629)

(B+) "RIVER COME DOWN" (2:45) [Friendship BMI—Phillips, Mancini] (Decca) A fine folk-funk song-orch, which deftly portrays a haunting number. It's a striking song that should add a new folk team to the charts.

"500 MILES" (2:12) [Friend- ship BMI—Phillips, West] Boys are more intimate on a lovely wisful with a folk heritage.

THE BLUE CHIPS (RCA Victor 7593)

(B+) "BARS, ADIOS" (2:00) [Rose Hill BMI—Thumper, Strong] Teen-market songsters give the kids a good-grooving Latinish date. Also sound—worthy is the pretty Spanish trumpet section, Worth teen exposure.

(B) "LET IT RIDE" (2:19) [Liv- ingston & Evans ASCAP—Livingston, Evans] This is swingin' readable with a nifty chart title—tune from the upcoming musical starring George (Essex) for the kids (female). (C)

ANDY WILSON (Destiny 506)

(C+) "BABY FACE" (1:42) [Rem- ainst Hick, Davis, Aikst Latinish rock—stink on the ever—green is less successful.

MURRY KELLUM (K&M 503)

(B) "RIVER OF TEARS" (2:05)
(Fraiser-McKe BMI—Mor- ris) Singer Kellum, assisted by The here, is given a fine rock-stink outing on this 7" which tells of the tragedy of the Civil War. Dute is done with a good—sounding quick—beat folk—style sound from the musi- cians. Label headquarters in Jackson, Miss.

THE MILLS BROS. (Dot 16258)

(B) "BAILERMA" (2:10) [Jef- ferson ASCAP—Russell, Sip- man] The oldie dances to a bright chorus beat in this likeable vocal with the vet team. Both jocks and juke—boxes can make good use of this.

(B) "I'LL TAKE CARE OF THIS" (2:23)
(Eugene BMI—Eugene, Mancini) (James V. Monaco ASCAP—Monaco, Dixon) Another years—back item is encored first in Italy airing when then as a light swinger. Also solid jock &—juke—box work.

THE SQUIRES (Chas 102)

(B) "MOVIN' OUT" (2:30) [Stur- ville BMI—The Squires] Com- bo offers a colorful rock romp for the keyboards with guitar and keyboard doing the background work. Kids will dig the attack.

(B) "OUR THEME" (2:25) [Stur- ville BMI—The Squires] Attractive soft—spoken melody Larry is pretty post from the keyboard—led musicians. Good easy—go spin affair.

EUGENE CHURCH (King 5545)

(B) "YOU GOT THE RIGHT IDEA" (2:30) [4—Cal BMI—Green] Yet blues artist heads a con- tiguous R&B—styled piece, and is brightly assisted by the musicians and chorus, including a fine hopping sax. Solid R&B—rock combo date.

(B) "MIND YOUR OWN BUSI- NESS" (Church) This catchy bluesier is done with a slower tempo.

THE SENTIMENTALS (Mint 802)
(C+) "I'M YOUR FOOL ALWAYS" (1:50) [Henderson BMI—Mays] The Fen- dirge song group's lead does an OK rock— ballad reading of the plaintive item. Other songsters, in a chart rule, and combo softly support.

(C+) "ROCK ME MAMA" (2:22) [Ford BMI—Jackson] As the title indicates, this is a cool rock date. Diskery works—out of N.Y.

JOE TIGGLE (Favor 501)

(B) "WELL HOW ABOUT THAT" (F.3.4) [Kahn, Andy, Love ASCAP—Mann, Lowe] Cute— sounding medium—beat twist date with Joe Tiggie working against an in— fectious organ—led combo stroll. Canoe handles the diskery.

(B) "ONLY LOVE BRINGS HAP- PINESS" (5:50) [Low ASCAP— Mann, Lowe] The singer takes things in a nice easy—beat ballin' vein.

THE CASTAWAYS (Viv 1)

(B) "FEELING MIGHTY LOW" (1:51) [Debra—Thorne] Song team of the soft folk—influenced, rather interesting folkish ballad about a lost—love. Home—base for the diskery.

(B) "MICHIELE" (Yellowbird) (2:10) (Debra—Thorne) Nice vocal version of the recent big chart stand by Arthur Lyman.
ANOTHER
"100 lbs. OF" HIT!

GENE
MCDANIELS

"TOWER OF
STRENGTH"

#55371
HELEN SHAPIRO (Capitol 4627)

HELEN SHAPIRO (Capitol 4627)

HELEN SHAPIRO (Capitol 4627)

DICK HAINA/N/DIAL TONES

HELEN SHAPIRO (Capitol 4627)

DICK HAINA/N/DIAL TONES

HELEN SHAPIRO (Capitol 4627)

Betty O'Brien (Liberty 35565)

Boo (Bayer, Harvary)] Tale of a teen fella who's a big-lead re- lated with joyous rock sound, with dark and full-chorus, catchy teen- beat business that could get around it.

Bud Pollock, trombone, is featured in the song, and he plays quite a fine job of it. The chorus is a fine example of the kind of music that is popular today, and the lyrics are singable.

JERRY MURAD'S HARMONICATS

DODGIE STEVENS (Dot 16229)

THE ORCHIDS (Wall 549)

THE DEL VIKINGS (ABC-Paramount 10248)

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Cash Box—September 23, 1961
Cash Box — September 23, 1961

**Best Bets**

ROGER DOUGLASS (Mercury 71800)

(B+) "TEENAGERS FOREVER," by [dubbed] & Temkin. New songster Douglass could make noise first-time-out with his attractive display of a nice rock-a-chata folk-romantic, pretty string-included orch-chorus setting. Kudos on this session.

(B) "BUT SUDDENLY" (2:19) [Leads ASCAP—Michel Alman]. This date also has some Allied appeal, and is also done with a Latin- touch.

JOHNNY BOND (Republic 2092)

(B+) "CHEESE AND ONIONS" (2:35) [Vidor-Golden & West Melodies BMI—Mize] Bond, who clicked away back with "Hot Rod Thursdays," impressed with prescisi jude-box business with this cutie bouncer with a cute old-west theme. Cut, from an LP, should be eyed.

(B+"BUCK'S PRIVATE LAMENT" (2:11) [Red River BMI—Aicher Current]. Current's dixieland LP, will get a kick out of this item about the hash-eyes between the back private and his sergeant. Note for FX juice-box plays.

DICK MICHAEIS (Explosive 101)

(B) "COFFEE DATE" (2:07) [Buck and Don BMI—Leder, Lake]. Newcomer Michaels turns in an enticing disc debut as he teen beat beat's his way over a flavorful romantic ditty. Could latch onto lots spins.

(B) "TEEN AGE BLUES" (2:12) [Chandler ASCAP—Leder, Lake]. Songster emotionally tells about the beat that got away and the fella who went with the fella because he was the son of an atomic scientist (she's getting the chair).

THE SWEET SICK-TEENS (RCA Victor 7540)

(B+) "THE PRETZEL" (2:20) [Norick ASCAP—Blagman, Bobrilck]. Colorful socko-rock affair is a good-sounding take-off on the twist-heat and other teen-steps. Sessions has hits plus a solid teen-market attitude.

(B) "AGNES (The Teenager Russian Spy)" (2:23) [Norick ASCAP—Blagman, Bobrilck]. A rock-a-chata (7) stint about a gal spy who went with the fella because he was the son of an atomic scientist (she's getting the chair).

STAN KENTON (Capitol 6289)

(B) "OFFICER KRUPKE" (2:13) [Schirmer, Chappell ASCAP—Bernstein, Sonnheim]. Collected from the ocker's "West Side Story" LP, this track is one of the least successful. Kenton takes the show's hilarious show-stopper and turns it into a multi-structure mood piece, and misses. Kenton fans will still appreciate the effort.

(B) "THEME FROM SPLENDOR IN THE GRASS" (3:01) [Witmark ASCAP].4 album, a soon-to-open film features a lush, moody, theme title piece. Here, the Ken-senk work weaves an interesting brass mood with the leader spotlighted on piano.

MATT CORD (Square 203)

(B) "I'M COMING HOME" (2:05) [Silent ASCAP—Solvitz, Silverman]. Cord's backed by a chorus on this fast moving, country-styled opus. Storyline's butt a fella who has decided to settle down.

(B) "HOBNO HEART" (2:18) [Silent ASCAP—Stein, Coupl's ] an ear-catch'er western-flavored sentiment.

JAZZ

AL COHN-ZOOT SIMS (Mercury 71845)

(C) "Angel Eyes" "The Note"

LEE MORGAN (Vee Jay 401)

"Just In Time" "Expo-bboident" "Wynton Kelly (Vee Jay 402) "Out There, Come Home!" "Joe's Avenue"

CLEANHEAD COOTIE (Rufus 500)

"Freddy the Freeloader" "Big Legs"

FRANK DALTON (Mercury 71857)

(B+) "QUICK DRAW MCGRAW" (1:51) [MRC BMI—Masure, Bolden]. Laff item about a efficient good-sounding rock arrangement that includes now-then musical sounds of a rapidly firing western guitar. Dalton's ins- tamental backing is aptly tagged the Dalton Gang.

(B) "CRUISE" (2:08) [MRC BMI—Masure]. R&B-styled blues bouncer with some instru- mental references to the "Peter Gunn" theme.

BOB RILEY (Tibor 4506)

(B) "WEEKEND VACATION" (2:15) [Tibor BMI—Riley]. Theme of a weekend vacation from a love love is presented with a bright, saucy rhythm and a rich rock-a-string backing. Tune is catchy. London handles the labels.

(B) "MEMORIES OF HOME" (2:35) [Tibor BMI—Alman]. Warm nostalgic waltzer. Nice cozy date.

THE OTHER FIVE (Gregmar 7)

(B) "TALK THAT TALK" (2:06) [Gregmar BMI—Frazier, Halsewood]. Infectious ditty, not the aweful back Jackie Wilson hit, gets a pro-sounding belt from the singers and combo, headed by strong key- board work. Kids will enjoy the cheer here.

(B) "TUESDAY NIGHT AND WEDNESDAY MORNING" (2:10) [Gregmar BMI—Halsewood]. The combo is highlighted good-sound- ing strut-blues fashion.

WALTER ALSTON (Gannt 101)

(B) "HE BABY" (2:00) [Carroll, Henderson, Alston]. Latin folk singer, goes after the teen-market with a good novelty-blues ve- low, most acceptable. Their recent set- ting, Talley-Hee Records handles the label.

(B) "GYPSY LADY" (2:27) [Carolton, Alston, Henderson]. A calypso-type sound backs the performer's ballad stunt.

LOYD MARLEY (United Southern Artists 109)

(B) "OHH POO PAH DOO" (2:57) [Minit BMI—Hill]. Catchy but pretentious R&B access for Jesse Hill. Returns in a clever- blues showing from the warbler and combo-chorus (The Treble)."phan -he with the future.

(B) "FADE WITH THE TIME" (2:11) [Quachita BMI—Marley]. Marley's stint here is a plaintive. Teen is finding chants from the vocal support.

MARTY LEWIS (Home of the Blues 235)

(B+) "SLIP'N SLOP" (2:15) [Hara BMI—Lewis]. A great item is vigorously displayed in a sock rock rhythm by songster. Ork digs a hard grooving for the affair. Could earn attention. It's amazing.

(B) "ANYONE BUT YOU" (2:17) [Hara BMI—Lewis]. A straight back the heart slanted ballad is wistfully arrayed with tender caresses. Also has airplay potential.

LARRY LEE (Destiny 505)

(B) "SOMEDAY (You'll Want Me To Want You)" (1:46) [Duchess BMI—Hodges]. The oldie is pre- served to teenagers with a bright, hard- rock backing of the warbler and keyboard-instrumental, kids will dig the vitality.

(B) "I GET SO LONELY" (2:35) [Robodon BMI—Broderick, Daniels]. Semi-romantic teen-turn around here.

BIG SLIM (Savoy 1605)

(B+) "I GOT TO FIND MY BABY" (2:10) [Savoy BMI—Wright]. Very familiar upbeat blues theme is etched with contagious eye cocked to the r'n'b markets.

(B+) "DON'T CRY BABY" (2:13) [Advance ASCAP—Unger, Johnson]. Traditional gut- bucket, slow blues lament is effec- tively essayed here.

BOBBY MITCHELL (Ron 342)

(B) "THERE'S ONLY ONE OF YOU" (Ron, Sho BMI—Hauer, Re replication). Songster offers OK teen entertainments in hard-ball band setting. Femmes chants help out.

(B) "MAMA DON'T ALLOW" (R&B BMI—Rebenack). The oldie is fitted with a new teen lyric slant and is sliced in- fectiously. Good combo sound-off both ends.

LULU REED (Federal 14226)

(B+) "YOU GOTTA HAVE THAT GREEN" (2:33) [R&B BMI—Tombl. Thrice has it and puts it to good use in this riotous upbeat blues stanzas. Honking saxophone finishes her frock for the ride. Could dent r'n'b sound-

(B+) "KNOW WHAT YOU'RE PLAY- IN'" (2:58) [Sonlo BMI— Patterson, Thompson]. Here it's a rolling, steady beat blues that the lurk fans may like, romantic theme promises teen attention.

THE TEEN BEATS (Original Sound 16)

(B) "NIGHT SURFING" (2:00) [Drive-By BMI—Taylor]. An easy-beat instrumental with that off- beat intriguing sound. Gimmick string instrument is featured and sounds of the sea are heard through- out the date.

(B) "CLAIR DE LUNE ROCK" (2:12) [Drive-In BMI—Arr. Egnacon]. The now PDB duet tune is a most worthwhile and beat. A Top 100 version is called "Magic Moon" (The Rays on XX2).

HONORABLE FATS WILSON (Rodee 116)

(B+) "QUIT EATING" (2:22) [Jeff- ers BMI—Garcino]. An easy-beat instrumental with a cartoon tune. Catchy off-beat hit in which "mama says" her boy is getting too fat. Singer Wilson receives aid from a combo-chorus, including a deep- voiced female.

(B+) "OVER AGAIN" (9:30) [Jeff- ers BMI—Garcino]. Performer turns to an R&B-styled ballad warble.
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NEW YORK:
Herald-Examiner exes Al Silver and H. Percheron quite enthusiastic 'bout a host of hot discs that include Maurice Williams 'Keep It Clean'; "High Blood Pressure" (Herald), the Drivers 'Low Gear" (on the Comet subies), Reger & the Travelers 'You're Daddy's Little Girl" (Embey) and Dickie Goodman's "Horror Movies" (Rori) adding that Aristo distribs Jerry Yahdon has broken the flip, "Whoa Mule", in Chicago. Follies are also thrilled with new find, Judy Clay, and her soon-due Embey bow, "More Than You Know" and "I Gave It Gotten Over You"... Fabulous song stylist from England, Ted Heath in London (UA), the first of the dish kids in the Persian Room's (Plaza) new policy of promoting disk artists who play there. Handling singles and LP exploitation is Milton Karpel. Best wishes to Vee-Jay's gal Friday, Charlotte Iwmanaga on her recent marriage to Dennis Ewarritch and to Dee Clark, who's set for an Army induction physical in Oct.

Bob Crewe, who along with Frank Slaunwhite produced Frankie Avalon's "Moon Time" (XXZ) click, hoping for his own chart outing with his new ABC duo, "I'm Gonna Home (On My Way)" and "One More Lie". Bob's just back from Philly where he worked on the up-coming Stan Cannon (Current) session... Lori Lea's the pretty lark who followed the Donny & Marie "Jubilee Road" (Starday) chart week, with "A Sweet Mystery Of Life" and "Here He Is... From His Home"... Whirltunes comes word; that Decca's Lonnie Mack has been the band's B.B. King's in-laws, "Kick's & Co."... that Sammy Kaye makes the college scene once more for a "winner"... Best wishes to Allen Susser, former Laurie exec, who just opened his independent offices in Record City... Ray Charles, currently busing loose with "Hit the Jack" (ABC) to headline the special vaudeville show, at the Palace, the weekend of 9/22. Also featured are Walter van Gansewalt, THE Essential Larry Storch (who has a Jubilee LP) and Sid Rosenberg and Jack Harris produced the show... Songster Johnny King, after a lengthy stay at the Village Vanguard, leaves on a cross-country get-acquainted - with-deejays trek and will make appearances in Chicago, St. Louis, Dallas, San Francisco, Portland and Los Angeles... Another coastal note, from Ray Stevens (Bobby Rydell's publicity rep there), has it that Ray'll be in Toronto this week to discuss

properties and outlines he has for production with CBC... Liberty's dapper Vee, owner of the top hit "Take Good Care Of My Baby" has been set for a repeat 3-city tour of Australia, Oct. 6th thru 9th. He'll hit Brisbane, Melbourne and Sydney... Phyllis Diller, whose latest hit is here "Laugh" LP, for a 9/21-10/15 stand at the Blue Angel. Label's ace Oscar Peterson, who has "Portrait Of Frank Sinatra" package, in a 9/14-27 set at Basin Street... Connie DeNaye items that has seen Jimmy Fidjelm as chief copywriter of her Pablito records for Crossfire p.r. corp. for Capitol albums in Minneapolis.

The big new decks up at 20th-Fox, according to Eddie Reiter, are Billie Jean Horton's "Ocean Of Tears", Kay Stevens' "I'm Gonna Get My Man" (Embey) and Johnny Williams' "Doctor Love" and "The Best Of The 20th Century Strings" LP. Kay's current in a Palmer House (in Chi) stand... The oils and water colors of Bill Shuler are on exhibit, 9/7-21, at the Abid Ahtah Gallery of 7187. Bill's Audio Fidelity's art director, who has the Donny Donnegan headlines at the Roundtable, 9/11-10/7. Morty Wax's latest plug sheet includes the Gaspar Boys "Old Rome" (Chico), Chico Holliday's "God, Country And My Baby" (New Phoenix); Billy Davis "I Cry" (Coral) and Chet Peters 'Someone's Gonna Get Me"... From Wheelies comes word that Jimmy Vicari and Larry Coleman & Joe De Angelis, of Int'l Artists Corp., info that the group has just signed with Herb Abramson's new Festival label and a soon-dee-released... George Carnahan, who's been lent "Good Golly"-'Soft Shadows" Wall Records for the "Good Golly" LP headlines at the Roundtable, 9/11-10/14.

RCA's Della Reese has been signed for a return engagement at the Copa, for Jan. 18, '68. She'll be featuring

liams and his orb... Billy Learner, buzzin' from United Record Dist., that he's planning to issue his next single after his hot single, "I Wake Up Crying" (wand) is gonna be a real big item... Singswagger Billy's been getting some excellent response in the area to The Shirelles' "Big John" and the Marvelettes' "Please Mr. Postman" on Tamla... Earl Grant opened at Robert's Show Club 9/8. Artist is currently riding the album charts with his "Ebb Tide" package on Decca... Congrats to Johnnie Quinn, singing his second year as host of the "Comedy Corner" show on WSBC-FM where his shows are shown exclusively... Local p.r. man Pete Wood is handling new Donny Donnegan LP, which recently cut pairing by Chicago boy Bob Vegas on the IRC label. The sides are "Playboy" b/w "I Need You" and Bob has been exposing them around town via the usual tour of record hongs and joke shows. Former WSBC program director, Phil Green, does khit 3/15 for U.S. Army hitch... Kent Beauchamp of Garlan Dist. has, what he terms, a real smash item "The Finest Hour" (Valmor) which he has to add, is racking up sales like crazy and getting a good buzz in the major stations... The Dave Brubeck Octet, featuring Paul Desmond, will do a one-nighter at Orchestra Hall 10/1... Bob Holiday takes over the Chio on the local personalities, including the general manager... Bad Miller (J. H. Miller), publicist, is on permanent over national as well as local action on Billy Vaughn's "Berlin Melody" (Dot), and the G-Clef's offering of "The Time Of My Life" (Understand) (Just How You Feel) (Terrace) which debuted on CB chart last week.

Songster Harold Ward, in at Le Bistro for a lengthy engagement... Before departing for Minneapolis, Ward attended the premiere of a movie on some new 'going great' singles: "Language Of Love" by John B.

HOLLYWOOD:
The Fuller Bros, out with Challenge deck "Moon River" from the Paramount pic "Breakfast At Tiffany's", flip offers "Framed", "Convicted" and "Condemned"... Warner Bros. Recs. made their move with an extra set of areas with Morris Stoloff side "Finny"... Singer Ray Charles, who broke an attendance record at the Hollywood Palladium during August, scored a big success also with his 31 piece orchestra and singers at the Hollywood Bowl concert 9/20. Dwayne Hickman, star of TV's "Dobie Gillies", has included an exclusive disk with Dot Recs. toppper Randy Wood. Plans call for an album and singles to be released later this year.

LeS McCann, Pacific Jazz pianist, admitted to the clinic over the weekend for new LP titled out "LeS McCann Sings," McCann is set for a 3 week stint at local jam's he's been made a 13-cities goodwill junctet for the past few weeks. Jeo tells us the disc is... with Gene & Wendell big seller "The Concerto", the group's 3rd chart entry in Jerry Naylor's bowing "Stop Your Crying" which has now hit the charts. The label recently signed Jackie Wilson, who is starring in a single on the R&B Star Ray Star and Jimmy Norman who will cut a session next week.

Earl Glchen (Del-Fi-Donna) passes the word along that Johnny Crawford might have a two-sided winner in his Rome Love Is Growing Cold b/w "Treasure" since the flip side has been picked up steadily by rock djs there.... The Castaliers debut waxing on Donna tagged "That's Why I Cry"... Music Dist's Russ Shack will be securing the winning around the Chl-Milw. record hops circuit when they arrive in town...
Reports THE WALL STREET JOURNAL July 12, 1961:

"...sales this year (of educational records) should reach a new high of $17.5 million..."

PICKWICK 'INSTANT' LEARNING ALBUMS GIVE YOU THE EXTRA SALES POWER TO TAP THIS FABULOUS NEW MARKET!

Widely acclaimed INSTANT REINFORCED LEARNING METHOD Offers Powerful Sales Advantage

Based on famous rapid learning method developed at Harvard and Columbia Universities—used successfully by the Armed Forces—acclaimed by educators—Reinforced Learning helps people—young and old—to learn difficult subjects and skills in a fraction of the time required by older teaching methods. By employing this sensationally effective method in all its educational albums, Pickwick gives you a sales advantage offered by no other record line.

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'INSTANT' LANGUAGES FOR ADULTS 5 albums: FRENCH, SPANISH, RUSSIAN, ITALIAN and GERMAN—$9.95 per album, contains (2) 12-inch LP's, 2 manuals with self-scoring progress charts plus 25,000-word, language-to-language pocket dictionary. 'INSTANT' LANGUAGES FOR CHILDREN 2 albums: FRENCH and SPANISH—$6.95 per album, contains 12-inch LP, 4-color fully illustrated word-phrase book plus a self-scoring progress manual. Awarded "Parents' Magazine Commended" Seal.

'INSTANT' SPELLING FOR CHILDREN AND VOCABULARY BUILDER 3 albums: for Grades 2 and 3, 4 and 5, and 6 and 7.—$5.95 per album, contains 12-inch LP, lesson and self-scoring progress book plus a 500 word vocabulary building manual. Awarded "Parents' Magazine Commended" Seal.

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- Newspaper Ad Mats ▪ Album Display Racks ▪ Window Streamers ▪ Descriptive Literature Stuffers ▪ Explanatory 'Reinforced Learning' Booklet... plus this Sales Producer.
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A SMASH HIT! HORACE SILVER'S LATEST ALBUM

Selections:

FILTHY McNASTY
DON' THING
KISS ME RIGHT
THE GRINGO

Blue Note 4076

They're dancing in the aisles to FILTHY McNASTY while-back. They're screaming for an encore on DON' THING. KISS ME RIGHT and THE GRINGO are breaking it up!

Complete Catalog on Request

Top Ten Bound
"LOOK IN MY EYES"
by The Chantels
Carleton #553

STereo-SCORED Orchestra

101 Strings
The World's First

11/2 BIT OF SOAP
The Jarmans
LAURIE 3098

LEE DOSSEY
CHICO HOLIDAY
BOB CREWE

Agrees on the Mills Bros' bid-adding that the fipple is a solid juke item. "It's old, "I'll Take Care Of You, Care," a white-back Al Morgan hit; Bob also noted that Bud Bashiel has had a


"Willing and Eager," new composition with words and music by Richard Rodgers, will be introduced by songstress Ann-Mary in the new film version of "State Fair," Columbia was artist Kay Stevens, in 10/5 at the State Brothers for her debut Holly- wood engagement. Jazz pianist Cal Jackson, grabbing deeper attention in several areas nationally with initial Reprice package "Jazz Variations On Movie Themes," the George Duning begins recording his second "12 Past East" at Columbia Pictures 9/25. Ed Townsend swinging on the Challenge label with items "Ed Townsend's Boogie Woogie Part 1" and "Ed Townsend's Boogie Woogie Part 2." Actress-singer Connie Stevens, looking to get back in the hit column with "If You Don't, Somebody Else Will," on the Warner Bros. banner. RCA Victor set to produce the cast album on Frank Loesser's new musical "How To Succeed In Business Without Really Trying."

Don Blocker, at Liberty Records, predicting Tony Shendlon's "This Time" will go all the way. New Ultron label bowing this month with a first album, "An Evening At Dinah's Ledge" by Jack Elton and Steve La Fever. Jules Losh returned from Charleston, S.C., where he signed Maurice Williams and The Zodiacs, to a personal management contract. Dale B衬衫, the new Bкриб representative on the West Coast will audition new talent and deal with in-dependent recorders on masters for Boyd Records. Bob Stern elected president of the record industry's Spin's and Needles' bowling league. Joanna Sommers has been signed for an expanded promotional campaign for the 1962 season. Miss Sommers will spend three days in New York in October giving vaudeville spots for radio and television. Vic Damone back from a record break-

PITTSBURGH — The Limelight set for another series of one-night ers in the east, mid-west and Can-
dia, bow 9/29 at the Stuyvesant Theatre. Trio's current Victor LP's tag the "Mostly Fabulous Limelight."

DETOIT—Cadet distributers' prof mor. Leo Cheslak items that the 78 is red-hot with 5 best-sellers in Bob Cash. "Without You" by Don "Waley's Water" (Cayden). Dick Dee-dee's "Mountains" (Libert). Thelma "Without You" (Cayden) and Timo Yaro's "Hit Champagne" (4) plays attention on his latest duo's "Sweeter" a "It's Drivin' Me Wild."

JACKSONVILLE — Dave for prediction a big in addition to Don Garner's "Will You Remain Mine" and "Cassavonata."
I UNDERSTAND

The G-clefs

Just How You Feel

Terrace Records

The one with
"Auld Lang Syne"
in the background

Broke first
in Boston...

now breaking EVERYWHERE...

Londan group

h Box—September 23, 1961
Troy Shondell, the 20-year-old Lib- 
erty songwriter, is a man of many tal- 
teis. His recording of "This Time," 
which is climbing the Top 106 (335 
this week), was self-produced in a 
small studio in his native Ft. Wayne. 
and, released on his own label, 
Gold Crest. Chicago disco jockeys Stan 
Major and Jim Lounsbury felt the 
record had potential and gave it an 
tensive airing, which resulted in a 
newly在当地。

Troy attended Embarras High 
School in Ft. Wayne and majored in 
music and dramatics at Valparaiso 
Univ. He boasts of nine years of piano 
study and proficiency on organ, guitar, 
trumpet, sax and drums.

In the field of unusual and inventive 
radio programming, WLEE-Richmond, 
Va., came up with a doozier last week 
and tied up many telephone lines 
across the country. Credit goes to 
morning man Harvey Hudson, who, 
when playing the new Capitol record- 
ing, "Dinah, Door," suddenly ped 
the disc and innocently asked "What 
is a dinky doo?"

Immediately, the station phones 
tied up with responsive listeners 
as Harvey thought up a non-
sensical answer and offered a big one 
dollar prize. Response continued, Har-
vey upped the ante at the rate of a 
dollar every half-hour, then froze 
the prize at $25. After several hours of 
content time, a remark was dropped 
on the air that the mailman would 
not be able to make the deliveries 
for four hours afterwards his phone 
was a-jingle. Amazed and happily sur-
prised at actual action to his whim, 
Harvey started dropping names of 
others who might know the answer.

Soon after, such widely scattered 
people as Bob Austin of Cash Box, 
Jimmie Fidler in Hollywood, the 
Water Commissioner in Allentown, 
Pa., and the Soviet Embassy in Wash-
ington reported receiving unusual 
phone queries from Richmond, Va., 
callers. Finally, after 34 hours, a young 
man came up with the answer and put 
an end to tangled nerves. Seen any 
Dinky Doo's lately?

Then, there's WSAI-Cincinnati's 
"Do You Think I Am?"

"SOUND-ONIONAL!
"SWINGING PREACHER"
ERNE FREEMAN on Imperial
B. F. WOOD MUSIC CO., Inc.
1619 Broadway, New York, N.Y.

THE SONG OF THE YEAR!
"MOON RIVER"
By JERRY BUTLER
#403
1449 S. MORGAN AVE.
CHICAGO 16, ILL.

The 3 Friends
"GO ON TO SCHOOL" b/w
"You're A Square" #5773

Imperial Records

A New Smash By
THE CLEFTONES
"FOR SENTIMENTAL REASONS"
Geo 1067

The trucks from Ken
Jim's got the right idea
Mind your own business
Frogs Church 5565

GEE GEE BABY
(It's Nice I Told You Again)
WALK GINNY WALK
Lenny Johnson 3000

KING
1541 BREWSTER AVE.
CINCINNATI 7, OHIO

LOVE
from Ken
Jim

THE STEREOs
sing
"I REALLY LOVE YOU"
K-9065

"BROKEN HEART AND A PILLOW FILLED WITH TEARS"
PATTI PAGE
Mercury 71870

Cash Box—September 23, 196

PLATTER SPINNER PATTERN

VITAL STATISTICS:
Shake-up at WOKY-Milwaukee has 
Jim Stagg from Bartell's KYA-San 
Francisco into the program directors-
ship, Mitch Michael moved to produc-
tion director (Mitch now has largest 
impact of any individual in the his 
history of station). Lee Gray moves in 
from WLSN-Milwaukee for the 
news spot, and Don Phillips from 
WHIT-Milwaukee for the all-night 
program. "Rock Your Soul" which 
year- 

will be W-PIC-Wisconsin, holds his 
show when the station reverted back 

to it's all-night program. The station's 
offers from Boston and New York 
and expects to relocate soon. ... WSAI-
Cincinnati brought in two new personal-

ities: Paul Portman (noon to 3 PM), 
from WMBF-Jacksonville, Fl., and 
W. Emerson "Dusty" Rhodes, from 
KMBT-Tulsa, Okla. Both are expected 

in the future. The station's program 
manager, Bob H. Biber, has been 

named Program Director by 
Alas. Will reports not many nation-

al hits made director a hit, since 

we're not many weapons were 

reported.

Will still feels there's a Wet Menace.
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- **22** YELLOW BIRD
- **23** EXODUS
- **24** TIME OUT
- **25** TONIGHT IN PERSON
**POPULAR PICKS OF THE WEEK**

**THE SECOND TIME AROUND**—Etta James—Argo LP 4601

The smoky-voiced thrush in another LP display of her stellar songs again impresses. She invests a collection of new and old items with her own distinctive personality, wrapping up the set in strong emotional terms. Among the tunes are her current single seller, "Don't Cry Baby," "It's Too Soon To Know," "Feel That I Am" and "Dream." Powell house entry.

**AROUND THE WORLD**—Quincy Jones and his Orch.—Mercury PFS 6014

TheBirdlikequality and persuasiveness of Quincy Jones' arrangements (plus his perseverance) have earned him the distinction of being one of the few to organize and succeed with a new big band in recent years. Though this set  "international" tunes is not jazz in its real sense, the originality with which the songs are handled, the persuasiveness of the mood and the general related swinging feeling earned it a jazzman's admiration. Performances include "Strike Up The Band," "Meadowlands," "Manolete De Espana," and "Under Paris Skies."

"I LIKE IT SWINGING"—Buddy Greco—Epic LN 3793

Buddy Greco spins out the superb Al Cohn arrangements and is whisked gracefully through a swinging affair that includes readings of such chestnuts as "Day In—Day Out," "They Can't Take That Away From Me," "Once In Love With Amy," and "The Fringe On Top." Greco's style relies on a maximum of intimacy and audience communication—which he neatly attains here—and he is all musician in every phase of his work. A big band culled from the cream of NY studio musicians supports admirably. Superior vocal album.

**THE ANDY GRIFFITH SHOW**—Capitol ST 1611

A compendium of typical episodes from Andy Griffith's weekly TV series finds the twangy actor-comic-singer in a variety of spotlight roles, all delightful. Set includes an 8½ minute saga of "Jack, The Giant Killer" told in Griffith's lovable back-woods dialect. Highlights of the album are the four "Bluegrass" songs Griffith sings with Roland White and the Country Boys and that again display the authentic and authoritative country singing style Griffith surprisingly unvoiced in his first Capitol LP. This alone should sell the set.

**JOSE MELIS IN MOVIELAND**—Mercury SR 60648

The sparkling Melis piano style takes firm hold of a dozen famed flick themes. A big string orch supplies the necessary accompaniment of the pianist rambles interestingly through "The Continental," "On Green Dolphin Street," "High Noon," "Tara's Theme," "Invitation" and "Theme From The Apartment." Melis fans will covet this latest entry.

**BOZO AT THE CIRCUS**—Capitol JA 3259
Bozo's fascinating tour of the circus, its animals, performers and acts, kicks off Capitol's new line of reissued best-selling 45 rpm kiddie disks. A "reader," the book-fold album includes cartoon drawings which listeners are urged to fold the disk with. A charming and sometimes amusing experience for children. Bozo also includes three other stories on side 2. Could be a big seller.

**MUSIC, HOW IT'S MADE AND PLAYED**—Disneyland ST 2014

Here's a children's introduction to melody and instruments of the orchestra that is probably the best on the subject. Adapted from the Walt Disney short subjects "Melody" and "Toot, Whistle, Plink and Boom," the set features songs by Paul Francis Webster. Sung by Disney's "Children of the World" and conducted by Camarata. A delightful disk account of music for kiddies.

"BOZO DIDDLEY IS A LOVER"—Bo Diddley—Checker LP 2980
The ferocious guitar-strumming rhythm & blues vet is spotlighted in a lineup of a dozen originals which run the gamut from the fierce Diddley swingers to the more subdued but no less exciting blues turns. Among the tracks are "Not Guilty," "You're Looking Good" and "Love Is A Secret."

**THE BEST OF CUGAT**—Xavier Cugat and his Orch.—Mercury PFS 6014

Cugat's second "Perfect Presence" date for the label continues in the same fiery Latin vein established in his "rhythmic for fast and furious and always danceable, and melody is charmingly escorted through this maze of fascinating rhythmic devices with astonishing clarity and tunefulness. It's all in the Cugat tradition with the plus factor of the label's good stereo sound. Selections include "Mama Lax," "Amor," "Amapola" and "El Cumbanchero."

**THE PERCUSSION TWENTIES**—Erkle Rogers and his Orch.—SRP 40005
The Rogers orchestra swings out in a dazzling percussion display of music from that madcap musical era. Every single track is indicative of the 20's—heavy on the spotlighted "The Tiger Rag," "Black Bottom," "Fascinating Rhythm," "Who?" and "Charleston." Lively stereo fun.

**SOUSA ON REVIEW**—Frederick Fennell conducting the Eastman Wind Ensemble—Mercury SR 90284
Actually the second volume of what is to be a 12-year survey by the Mercurian Ensemble—began by the highly successful first volume, "Sound Off!"—the orch in top form and responds admirably to Fennell's sharp direction. Among the dozen marches played are "The Rifle Regiment," "Golden Jubilee," "The Black Horse Troop" and "New Mexico."

**PERCUSSION MOODS**—Johnny Kenting's Combo—London SP 44005
The "percussion" moods in this "phase 4 stereo" issue range wide and far, from the pulsating march-time of "Colonel Bogey," through the swinging momentum of "Mountain Greenery," to the exotic "Dellah." Maximum percussive stereo effect is sought and achieved through a wide array of instruments, but there's always a firm foundation of basic musical values. Entertaining session for big rig owners.

"555 KEYS, 57 PEDALS, AND 1,054 PIPES"—Paul Renard—Fortissimo XR 9908
The title refers to the total devices of the organs—Wurzitser and Hammond—harpsichord, celesta and piano that young keyboard virtuoso Paul Renard alternates on for this Riverside "sound" label outing. As in his other LP releases for the label, Renard varies up the moods and styles of the various tracks obtained maximum mileage from such varied pieces as "Lightnin' Rag," "Deep Purple," "Oye Negra" and "The Boy Next Door." Stereo is a factor, but Renard's talented hands are the feature.

**THE HOUSE AT POOH CORNER**—Ian Carmichael, Dick Bentley—Wonderland RLP 1144
The lovable, ageless children's book characters Winnie-the-Pooh and Christopher Robin come to life in this Riverside kids LP. British actor Ian Carmichael narrates while a cast of appropriate voices and accompanying music round out a superior kiddie production. The two contain the delightful poems (by the same author) that were part of "Now We Are Six," read together by Dick Bentley. A valuable addition to the library.
ALBUM REVIEWS

THE VOICES OF BOB BALLARD—Dot DLP 25483
Girls from the left (speaker), men from the right, blending in sparkling harmony in a lively chorus section, led by Lawrence Welk, arrange Bob Ballard. Stereo is used to maximum advantage in various ways, and it all comes out as a musically sound vocal-orchestra date. Among the tunes are "These Foolish Things," "People Will Say We're In Love," "Me And My Shadow," and "Fools Rush In."

STORY SONGS—Pete Seeger—Columbia CL 1864
Pete Seeger's first album for Columbia was cut in performance at NY's Village Gate before an appreciative audience. This is not a sampling of Seeger's usual repertoire but contains material to help promote his album, which is an interesting overview of various aspects of American folk music.

GREAT HAWAIIAN HITS—The Mills Brothers—Dot DLP 25368
Soft-swinging harmony gloriously essayed by the Mills Brothers nicely do up a collection of Hawaiian songs. Pleasant mood listening that includes readings of "Blue Hawaii," "Keep Your Eyes On The Horizon," "Under The Waves," and "Beyond The Reef." The group still has its loyal fans.

TO YOU AND YOURS—George Hamilton IV—RCA Victor LPM-2373
The soft-sounding string band country singer and is doing well in the idiom. In his first Victor album he offers a varied selection of songs that includes his current hit "Three Steps To The Phone," some new songs: "I Want A Girl" and the title tune, and also "East Virginia." Easy listening collection that shows strength in pop as well as country markets.

SONGS OF THE FAMOUS CARTER FAMILY—Lester Flatt & Earl Scruggs—Columbia CL 1664
For this collection of songs associated with the famous Carter Family, Flatt & Scruggs (and the Poggy Mountain Boys) have altered their interpretations to make their version of this material. It is a swinging, enjoyable collection of hits by the Carter Family style. Many of the songs are backed by the Carter Family style without any semblance that they are not original pieces.

EVERYTHING GOES!—The Music of Cole Porter—George Sinatra and his Orch.—Epica LN 3884
Sinatra calls upon a fresh blending of usual instrumentation to accord the momentous Cole Porter songs the setting they rate. He also uses extra helpings of stereo effects (horns, etc.) which help at times, but also hinder. Musically, it's a pleasing compilation of such melodies as "So In Love," "Anything Goes," "I've Got You Under My Skin," and six more.

PARADISE REGAINED—Leo Addeo and his Orch.—RCA Victor LSA-2414
The weaving, swaying motions of south seas music, evocatively essayed here by the Leo Addeo orki, are also translated into speaker movements via the "Stereo Action" gimmick. An interesting session for those who favor this flavor in their music.

KENTON’S WEST SIDE STORY—Stan Kenton and his Orch.—Capitol ST 1669
This is by far the most exciting album by Kenton in many years. It’s his first attempt at a Broadway show score (probably the only score that fits so well into his idiom) and he has accomplished the Leonard Bernstein masterpiece with a brilliant new jazz look. Each piece’s mood is thoroughly explored for nearly the entire album (and there are many) in an invigorating splash of orchestral color. The album is outstanding from beginning to end. Should receive a big discount in Kenton.

SUMMIT MEETING—Vee Jay LP-3926
This is not just a sampler but a sampling of the best that’s to be found in the excellent, growing Vee Jay jazz catalog. Among the names represented are such stars as Cannonball Adderley, Art Blakey, Lee Morgan, Wynton Kelly, Bill Henderson, Paul Chambers, Philly Joe Jones, and more. Of course Eddie Harris’ best-selling "Exodus" theme is included. Among the remaining 7 tracks are Bill Henderson’s "Bye Bye Blackbird," and the Milt Jackson’s "Sleepy." Could be a big jazz issue.

UP AT MINTON’s—Stanley Turrentine—Blue Note 8122
The legendary Play House (Minton’s) serves as a falsely glamorous but quite appropriate setting for the hard-driving, powerhouse tenor playing of Stanley Turrentine. Along with Blue Note regulars Grand Green (guitar), Horace Parlan (piano), George Tucker (bass), and Al Hurworth (drums), Turrentine moves spiritedly through a set that includes "But Not For Me," "Yesterday’s," "Broadway," and "Stanley’s Time." There’s lively swinging, gut-bucket blues, and generally all-around top notch jazz performing here.

HAZY IN DIXIE—The Hazy Osterwald Sextet—Dot DLP 25390
Light, pleasant Dixieland style music is unobtrusively essayed by the European "jazzy" combo. It’s the kind of music that will do yeoman service in barbecue parties, etc. Performed are "Muskrat Ramble," "At The Jazz Band Ball," "Baby Won’t You Please Come Home" and nine other Dixie standards.

CLASSICAL PICKS OF THE WEEK

VERDI: "Aida"—Maria Callas, Richard Tucker, Fedora Barbieri, Tito Gobbi, Tullio Serafin conducting the Orch. and Chorus of La Scala—Angel 35588
Though this excerpt disk from the original 3-disk Angel set omits some of the stiffest catalog competition, the standout performances of Maria Callas, Richard Tucker, and the others marks it as one of the best available. The eight tracks were excellently selected (the usual space-consuming overtures is omitted) and are representatively some of the best work by these artists. Should meet a strong demand.

STRAUSS: "Ein Heldenleben"—Sir Thomas Beecham conducting the Royal Philharmonic Orch., Steven Staryk, solo violin—Capitol 5G 1736
Richard Strauss’ imposing tone poem, considered to be his best orchestral work, is fittingly set off by Beecham's last recorded pieces and, as observed here, his playing and that of Staryk is brilliant, richly rewarding results. Staryk’s violin solo is very capable but it is Beecham’s stirring direction of the difficult piece that remains uppermost. A lasting last bow.

Cash Box—September 23, 1961
Columbia Has 30 Oct. LP’s; “Story” Track, Xmas Product

NEW YORK—Columbia Records has set 30 LP’s for October release, including the pie sound track of “West Side Story” and six Christmas LP’s. Also highlighted is a 4-LP set, “The Fletcher Henderson Story,” volume 4 in the label’s “Thesaurus of Classic Jazz” series which comprises 64 dates by the maestro’s orch cut between 1923 and 1938.


Eddie Heywood Signs Liberty Contract

NEW YORK—Eddie Heywood has signed a Liberty recording contract it was announced by the disk last week. The artist has won equal fame as a composer and a pianist in his previous recording associations with Mercury Records and RCA Victor, scoring first with his own composition and as featured pianist on the Hugo Winterhalter hit, “Candian Sunset,“ on Victor, and then with “Soft Summer Breeze” on Mercury.

Clyde Otis, eastern A&R head for Liberty, said at the signing that he feels “the surface has only been scratched” as far as Heywood’s potential is concerned and that he plans a full singles and LP recording schedule for the artist. The first singles were recorded last week and are planned for release in the “immediate future.” An on-location LP date with Heywood’s working trio is also on tap for the near future.

In the above photo, Heywood (center) takes his new band pres by Otis (left) and his manager, Lenny Lewis (right).

Jazz LP’s include duo pianists’ Gold & Fidzale’s “Paints On Jazz” by Dave Brubeck; Lambert, Hendricks, & Ross’ “High Flying”; Lionel Hampton’s “Soft Vibes—Soaring Strings”; “Robert Johnson: King of the Delta Blues Singers,” “A Thesaurus of Classic Jazz release; Paul Horn Quintet’s “The Sound of Paul Horn.”

The classical entries include: Igor Stravinsky Conducts, 1961,” including three new works by the composer—scenes from Moussorgsky’s “Boris Godunoff,” featuring George London and Thomas Schippers conducting the orchestra and chorus; Tchaikovsky’s “Nuttercutter Suite” and “Between the Bridges,” with the Columbia 70’s recently by Ogdon Nash and read by Peter Osi- nov, are performed by Andre Koste- lanets and his orchestra; Bruckner’s 4th symphony and Wagner’s “Tann- hauer overture, are performed by Bruno Walter and the Columbia Sym- phony (2-LP’s); Respighi’s “Festa Re- mana” and “Sibellus” 7th symphony are performed by Eugene Ormandy and the Philadelphia Orchestra; special Masterworks’ Xmas issues included “The Christmas with the World,” the Mormon Tabernacle Choir; “Rehfeld! Three Wise Men Came Out of the East, Music from the Epiphany Office and Mass of the Christmas Season,” sung by the Trapp- plye Orchestra of the Abbey of Gethse- mani.

Latin-American “EX” product includes: “More Latin American Hits,” Trio Los Panchos; “Que Buena Esta... Elena!,” Elena Maders; “El Fabuloso Estilo de Los Santos,” with Frank Ferrar and his ensemble.

Philby Sets “Lanza” Day

PHILADELPHIA—The first of an annual “Mario Lanza Memorial Day” will be proclaimed for October 7 by Philadelphia Mayor Richardson Dil- worth. The event, marked in the city where the late tenor was born, will include radio station programming of Lanza records, feature articles in newspapers, a shewing of a Lanza film (“The Great Caruso”) and other tributes to the artist. Mrs. Maria Lanza Coccoza, Lanza’s mother, will be on hand, with Mrs. Coccoza receiv- ing the proclamation from Mayor Dil- worth. Mrs. Coccoza and Lanza’s four children were recently in Philadelphia.

5 Epic LP’s For Oct.; Hamilton, Orlando Sets

NEW YORK—Five LP’s will be released by Epic Records next month. The LP’s include Roy Hamilton’s “Sousenior” and Tony Orlando’s “Bless You,” titled after the song-stor’s current hit. A 2-Wo’s album is presented by “Two LP” host, with tenor sax- ists Charlie Rouse and Seldon Powell. Classical entries are George Szell and the Cleveland Orchestra’s “Mozart’s Re- hearsal in a Symphony” and the late pian- ist Clara Haakins’ performances in Mozart’s Concerto No. 20 in D Minor and No. 24 in C Minor for Piano and Orchestra. The均为 Concertos Lamoreux under Igor Markle- vitch’s direction.

Cash Box—September 23, 1961
Time Adds Pic Song Greats Series; Offers Special "Pak" Discount

NEW YORK—Time Records is following its 4-LP release of songs from the American musical theatre with a three-volume series devoted to "Great Songs from Motion Pictures."

Due for release this month, the LP's feature a 47-piece orchestra arranged and conducted by Hugo Montenegro, and include vocalists and members of the voice of America chorus singing the theatre-songs release.

The three volumes are divided into pic songs from the years 1927-37; 1938-44; and 1945-60. Each LP will be packaged in units of 12 albums to a carton marked with the name of the pic. Each eight-inch record package will contain nine singles-LP's (3 of each volume) and three mone (one of each volume). The dealer who purchases the carton pays the regular price for the nine stereo LP's and receives the three mono LP's. Each LP contains 12 picsongs.

Label proxy Bob Shad; Phil Picones, sales head; Pete Sparzo, promo chief; and Murray Cohen, west coast operations head, are all leaving for "extended trips", but just for the promotion of the new series, Shad will hold meetings in all major cities with distributors and their salesmen while the others will stay to visit for legs from two to five cities.

Beginning this week (18) and through October 1, the label is offering its Series 2000 catalog at a 10% discount, replacing a deal which ended last week (15).

MGM/Verne Names 2 New Execs

NEW YORK—Arnold Maxim, president of MGM/Verne Records, last week announced the appointment of Thomas F. White as director of internal administration. White, who has been associated with Metro-Goldwyn-Mayer, the parent company of MGM/Verne, will handle finance, systems, auditing and administrative matters.

In another announcement, Andy McCabe, director of marketing, named Vic Chirumbolo as east coast regional sales manager for the Verne label. Chirumbolo has been with Capitol and Warner Bros., and, before coming to Verne, was on the staff of The Music Reporter. Chirumbolo will report to Harry Hostler, national sales manager for Verne. McCabe, who will be the new eastern regional sales manager, will concentrate his activities in the mid-west with headquarters in New York.

Ram Appoints Siegel Sales Head For Labels

NEW YORK—Buck Ram's Personality Productions, this city, has appointed Bill Siegel as sales manager for its Artier label and two subsidiaries, Ensign and Personality, Siegel, who will headquartered in New York, has recently resigned from Rosarc One Stop in Los Angeles, which he opened and organized in March of this year. Siegel's first assignments include setting up districts for the labels in Pittsburgh (Standard), Baltimore (Za- moiski), Atlanta (Hopkins), Miami (Henry Stone) and other areas, and the promotion of these upcoming releases: "I Heard Violins" and "McGoo Can See" by the Teen Queens (Artier) and "Sentimental & Sassy" and "These Precious Moments" by Pearl Ray (Ensign) and the first LP by The Voyagers.

Disk Sales Better Than Books

NEW YORK—Though the book business is now prospering, it is not doing a sales volume as that of the disk industry. The American Book Publishers Council has reported that domestic sales of general books in 1960 rose 13.9% to a total of $418,778,000. Another $37 million was earned from export sales, giving the book publishers total net sales of $455 million, including all kinds of books except text books and encyclopedias. The disk industry's retail sales volume, at list price, last year was about $480 million.

Cash Box—September 23, 1961
Command Makes Deals For Foreign Reps

NEW YORK—As a result of his recent trip abroad, Enoch Light, head of the world's largest overseas expansion of record deals with foreign firms for the sale of Command LP's in overseas markets, including Canada and Mexico. In each case, Command provides the tapes of its second appeal parts, and the foreign firm press six its own disks and products its own labels and jackets. In some cases, the disks are then distributed under the foreign firm's own labels, in others "in association with Command Records.

The deals were set up as follows: England—London Records; Italy—Fonit-Cetra; Germany—Deutsche Grammaphone; Canada—Stanton of Canada, Ltd.; Africa—Trutone of Africa, Ltd.; France—Pathé Marconi; Japan—King Records, Co., Ltd.; Hong Kong—Colonial Trading Co.; Shanghai—Bell Records Ltd.; Australia-New Zealand—Festival Records, Ltd.; Mexico—Peerless of Mexico.

Inn Rates For Waring Outing

NEW YORK—For those who wish to arrive the evening of October 11 for Fred Waring’s “Song Pluggers’ Ovation” at Shawnee-on-the-Delaware, Pa., the following day, the Shawnee Inn has announced special rates: lodging $16 per person (two in a room); breakfast—$2 per person; lunch—$3 per person; dinner—$4 per person.

More Top Talent Set For Freedomland

NEW YORK—New York’s Freedomland, which has showcased top bands and singing talent during the summer, has announced upcoming attractions for its weekend opening policy: Buddy riches (Oct. 27); Jeff Smith and the Cowboys (Oct. 28); and Louis Armstrong (Oct. 3, 6, 7, 8). Armstrong will be making his first appearance since this summer at Freedomland.

Numbers Game

Baltimore—Buddy Deene (WJZ-TV) seems overjoyed to report to Johnny Tilton that his Cadence label “Without You” has hit the #4 slot on Deene’s top ten list. Tilton was there to perform a song, as he was doing across the country. The deck is at #13 on the Top 100.

VeeJay’s Abner Chair Label’s 1st Int’l Meet

CHICAGO—E. G. Abner, Vee Jay Records’ top man, will be in Paris this month to chair the first meet of the Vee Jay International organization. Reps from the disk industry throughout Europe were on hand to establish a firm network of distribution, promotion, and advertising for the firm’s international outlets, which will cover the continent. Other Vee Jay executives included James Bracken, chairman of the board, and Calvin Carter, Vee and A&R director.

Clive J. Davis Is New Columbia Attorney

NEW YORK—Thomas F. Fisher, veeg and general counsel of Columbia Broadcasting System, has announced the appointment of Clive J. Davis as general attorney for Columbia Records. Davis replaced A. C. Silver, who was recently appointed general manager of Columbia Records International. He joined Columbia’s staff in 1960.

Victor Bows 3 “Compact” Cartridge Tape Players

NEW YORK—RCA Victor has just introduced three “compact” cartridge tape players. The models are The Promoter, a mono system retailing at $99.95; The Cartridge, which sells at $129.95; The Portable Cartridge, which retail at $169.95. All weigh slightly more than 13 lbs.

Raymond Saxon, marketing veep, said the new line, “will help broaden the base of the present tape recorder market by gaining a new market: the mass consumer market.”

Jacks and cartridges, ad and sale veep, said a featured part of the promotion campaign will be an in-store display program, consumer demonstration tape trigrade.

Allied Gets Gov’t. Disk Contract

LOS ANGELES—Allied Record Manufacturing Co., a division of Precision Radiation Instruments, has just been awarded a contract by the General Service Administration in Washington, D.C., the buying agency of the U.S. Government, to perform all recording processing and pressure of radio transmissions and disks of all Government agencies, a national basis. According to Robert E. Blythe, contract sales are expected to exceed over $1 million. D. K. Broadhead, Allied veep, will administer the contract which he has done since 1948 with the exception of last year.

HiFi Institute Names Artists-Deejay Awards

NEW YORK—Fornante & Teltser, the United Artist label’s big piano duo, have been selected as the “Outstanding New Artists in Records’ Sound” by the High Fidelity Institute, and were awarded engraved silver bows at the opening luncheon last week of the High Fidelity Show in New York. In addition, specific awards were given to Andre Kostelanetz for his contributions to the disk field over the years in which he has reported sold some 45 million disks, as well as to William B. Williams, WNEW New York deejay, who received the annual disk jockey award.
**New “Kingstons” Album Among 9 New Capitol LP’s**

NEW YORK—Capitol Records is releasing nine albums this week, including the first Kingston Trio LP featuring a new member, John Stewart, who replaced Dave Guard. The record also features the first of two Duophonic LP’s and three classical albums.

The new Kingstons’ LP is tagged “Country Treasury,” which was cut in Los Angeles, Hollywood studios in the Capitol of America Variety Council. The album features “Country Treasury” and “The Negro Spirituals” by the group, as well as a selection of traditional folk songs.

**Command Inks Ray Charles Singers**

NEW YORK—the Ray Charles Singers, the vet group, has been inked toCommand Records pact, according to a label toppper Enioch Events. The team, which previously cut for MGM and RCA, and is a feature on the Presto' TV’er, will cut a minimum of 12 LP’s for Command, with its 16 ideas accompanied by a full orchestra.

**Vee Jay-Moore Pact On “Singer’s” Kit**


Moore, the dancer, music direc- tor and/or coach for such stars as Tina Turner, Marlene Monroe, Frank Sinatra, Diahann Carroll and Dorothy Bridger, and others, has devised a new musical potential to make a “customer-tailored” repertoire specially arranged by him.

The Kit contains an LP record on of a variety of tracks with the big sound and orchestrations for voice and chorus with the technique of the group’s material.

**Kannon-Aides**

Kannon Music, a tenor for the ABC’s “On Your Sofa” show, has recorded for A&R Records, and is a member of the group. The song is titled “A Lover’s Prayer” by The Sensations.

**Rydell Has Big Fall TV Sked**

NEW YORK—Robbie Rydell, Carmen’s teen star, is doing lots of network TV shows this season, including a reported starring role in an upcoming Desi Arnaz comedy series. Before that, the singer will have guest shots on Walt Disney’s new NBC series and Ed Sullivan’s (October 1), The Red Skelton Show (October 24), and a November airing of a Jack Benny program.

**New Label Names A&R Head**

HOLLYWOOD—Adam Ross, a cello-arranger-conductor, has been named head of new-formed Pro Records. Ross has written songs for such as Doris Day and Gordon MacRae, among others. Label’s prominent outings are “Sweet Summer Memories” by Chrisman Cummings and “Pocketful of Rainbows” by Johnny Garrow.

**Nautec Purchases 2 Printing Firms**

NEW YORK—The purchase of the well-known printing firm of the Gordon Press Incorporated and Record Packaging Corporation, both of which have been directed by Nautec Chrysler (Capitol), subject to approval of stockholders.

Paul Cools, president of Nautec, said its title is independent of the price 100,000 shares of its common stock for the two companies. Stockholders of Nautec will be asked to approve issuance of that amount of stock at an annual meeting in New York on November 1. Gordon Press produces and distributes printed material for companies, labels, to the record industry, while Record Packaging manufactures and prints multi-colored record sleeves.

**Pic Tune, “Moon River,” Getting Big Disk Action**

NEW YORK—There’s a hot sales drive on “Moon River,” a song from the new Dixie, “Breakfast at Tiffany’s.” By late last week, there were seven signs of a repeat of the early summer sales of the song by Dixie, “Moon River.”

**Morrie Price To UA**

NEW YORK—Art Tamlage, V. P. and General Manager of United Artists Records, has announced that Morrie S. Price as national director of regional operations. Price, whose appointment becomes effective immediately, will headquarter in the Chicago offices of UA at 155 West Washington Avenue.

**BALEMORE—Chic Silver, Mercury promo man, is on a promo touting the Ray Stevens waxying of “Jeremiah Peabody’s Poly Unnatural IQ,” Dissolving Fast Acting Pleasant Tast- ing Green and Purple Pills” and has been passing out samples of the pills for disk jockey testing. Above, Larry Monroe, WCAO jockey, turns the tables on Chic and is coming to swallow one of the pills. In the interest of good news releases, Chic did not pay poor guy.

**Lightnin’ Strikes AGAIN!**

**HELLO MARY LEE**

Lightnin’ Slim

Excallo 2203

**GOSPEL ALBUM HIT!**

**ANGELIC GOSPEL SINGERS**

Nashboro 7003

**NEW SPIRITUAL LP!**

**THE CONSOLES**

(Gospel Singers)

Nashboro 7004

**NASHBRO RECORD COMPANY**

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From Old To New To New

ACTION CENTRAL

ALBANY, N.Y.—Richard Hayman's Mercury recording of "Night Train" had an unusual beginning. WPTR-Albany disk jockey Jim Camilli brought in a 15-year-old scratch 78 rpm of the Harmonicats' recording of the song on Mercury and with the help of program manager Don Kelley and production head Jim Ramsburg, he beefed up the sound with electronic echo and began playing it as "new." Local reaction reverberated from dealer to distributor to Mercury, which decided to reissue that original arrangement with Richard Hayman and release it nationally.

Above, (left to right) Kelley, Camilli and Ramsburg and Mercury promo man Hermie Dressel display both the new and old versions of the song.

Top Ten

JUKE BOX TUNES
(PLUS THE NEXT 25)

1—MICHAEL—Highwaymen
United Artists 258

2—TAKE GOOD CARE OF MY BABY—Bobby Vee
Liberty 55354

3—WOODEN HEART—Joe Dowell
Smash 1708

4—THE MOUNTAINS HIGH Dick & Deedee
Liberty 55350

5—HURT—Timi Yuro
Liberty 55343

6—DOES YOUR CHEWING GUM LOSE ITS FLAVOR—Lonn Donegan
Dej 15911

7—TOSSIN' & TURNIN'—Bobby Lewis
ABC Paramount 1027

8—WHO PUT THE BOMP Barry Mann

9—LITTLE SISTER—Elvis Presley
RCA Victor 7908

10—CRYING—Roy Orbison
Manhattan 447

Request Sets Heaviest
LP Release For Fall

NEW YORK—Request Records, which specializes in foreign-minded dates, will have its largest LP release this fall, many of them cut by top jazzman Hans J. Lengsfelder during his recent extensive trips abroad.

Among the albums scheduled for release are a "Forty Favorite Melody" series (instrument medleys) recorded with local orchestras ranging from 48 to 55 musicians in their native locale. This includes one album each of favorite Scottish, Irish, Jewish, Polish, Ukrainian, Greek and Czechoslovakian melodies, 40 in each album.

"Cocktail Hour" series recorded with William Gunther will be enlarged by two new releases: "Cocktail Hour On The Range" and "Cocktail Hour With Mozart."

Star Italian Songster
To U.S. For Tour

NEW YORK—Nico Fidencio, whose RCA Italiana disks have reportedly sold 1 million copies in Italy, arrives in New York this week (20) for a 20-day tour. His current hits in Italy are "Legenda Ad Un Granullo Di Sabia" (Tied To A Grain Of Sand), a number one song, and "The World Of Nonno Di Sibilla.""Fidencio and two other Italian stars, Tony Del Monaco and Mei Leng Chang, will perform in the first Italian-American Festival at the Academy of Music this weekend (22, 23, 24). Following this appearance, the troupe will move to Canada for several concerts, then return to the U.S. to perform in many cities.

The RCA Victor international division will host a cocktail party for Fidencio and the other Italian stars shortly after their arrival in the U.S.

Soria Returns
From Trek Abroad

NEW YORK—Dario Soria, RCA Victor division veep of the commercial records liaison department, has just returned to New York from a few months' survey trip abroad. He had meet and discussions with the heads at RCA's European recording affiliates and licensees in London, Paris, Zurich, Berlin and Rome. He also attended the semi-annual RCA meet (August 22-23) which had been set to coincide with the first post-war Berlin Radio-TV-Phone Exhibition. The meet brought together reps from eleven European countries, including Germany, Norway, Sweden, Denmark, Finland, Holland, Belgium, Austria, Switzerland, Spain and Italy.

Cash Box—September 23, 196
**Text Of Snider’s**

**ARM Speech**

**EW YORK—Here’s the full text of the address delivered by Ed Snider, president of the National Association of Record Merchandisers (NARM), at the NARM Mid-Year Meeting and Sales of Chicago recently. In recent months, the record merchandiser has earned additional and curing attacks—

—from record buyers,

—from a group of misguided distributors,

—from misleading and out-of-proportion stories in trade publications,

-from everything from A to Z disclaiming our right to be a part of the industry. They say:

-We are financially unsound.

-We buy only “cereal.”

-We sell bootleg merchandise.

-We only sell cut-out.

*We will not go unchallenged.*

I say, “Phooey!!” As a group, record merchandisers are composed of sound, educated companies built by dynamic men. These men have been part of the music industry’s vibrant phonograph record distribution, and their influence in the distribution of records is not going to wane.

They have done a lot of talking, and have laid out a plan. They do not have the dilemma of housewares, stationery, toys and greeting cards, soft goods, and the like—products that have been declining in the last years. Their growth has paralleled the growth of the record industry.

I feel that this is no coincidence. I feel that the record merchandiser is largely responsible for the overall increases in the retail sales

He has rejuvenated old factors in the record business.

He has brought new customers into the fold.

He has placed retail records in high traffic locations in every city and town.

He has increased the number of record purchases every hour of every day.

He has eliminated the stumbling blocks that have kept his customers from “getting into” the record business.

He has provided service that is second to none.

He has added dignity to an industry that was often looked down upon.

And the fact is that the record merchandiser has brought the record business to a level of success that has not been reached over the past five years, coupled with the obvious fact that it is unquestionably the fastest growing segment of the industry, speaks for itself. The customers of the record merchandiser are not fools. In fact, they comprise some of the business and industry leaders that were not around when the dinosaurs didn’t perform as he should—they would not have favored with the business for long.

A good distributor-record merchandiser runs a fully computerized and combina
tion, and I cite the following as several examples to prove this point:

**1.** While the record merchandisers usually handle an inventory in total that in the distributors in an area, the good distributor carries a much larger inventory of specific label. This means faster channels of supply and ultimately faster service for the consumer. Elimination of the dis
tributor will be a move that will show an 21

2. The good distributor promoted his lines via radio, etc. The mer-
chandiser need not concern himself with this aspect of the business.

3. Working together, with complete confidence in each other, the dis
tributor and merchandiser can help sell both their merchandise, if they work together and “talk each other up.”

4. Jointly, they can help convince the manufacturer to support their relationship and establish policies to make this association with each other a profitable one. Although I do not have specific facts to prove it, it appears to me that the most successful distributors in any area are those that have been progressive in their dealings with record merchandisers. Those that have set up stumbling blocks, or have chosen not to deal with distributors at all, have found their businesses dwindling.

The best record merchandiser needs a good distributor! The progressive distribu-
tor needs the progressive record mer-
chandiser!!

How can we best combat the name
calling, distortions, and misstatements of fact that are hurled at us with each new issue of some trade publications?

Should we fight back and call some names of our own—No. The members of NARM will not resort to these tactics. We must continue in the same manner that we have in the past. We must work together and learn to
together. We must, as always, strive for better and more efficient methods of doing business—and most important of all, each and every member must operate in accord with the high standards set forth in the by-laws of NARM.

As record merchandisers, we are far from perfect. We have much to learn—some far more than others. We have constantly been striving for a better position within the industry. Let this not be the reason to fail. Today, more than ever before, we must continue and renew efforts to establish a higher degree of responsibility for the entire record industry. We shall pur

The answer to everything is: **Hitting Big!**

**PLEASE MR. POSTMAN**

by The Marvelettes

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The Shirelles

"BIG JOHN"

&

"TWENTY-ONE"

Scepter 1223

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DYNAMICS IN RECORD PROCESSING

The latest equipment and standards are being used to meet your demands for unsupervised quality and service—Jack Berman

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Girls, Girls, Everywhere

Joe Higgins Dies; Vet Dish Exx

NEW YORK—Joseph P. Higgins, disc industry exec for more than half a century, died at Polyclinc Hospital on Saturday, September 11, of cancer. He was 72 years old.

Higgins' career spanned 50 years in the recording industry. A Columbia Records exec since 1934, he was responsible for the sessions of many top artists, including Harry James, Benny Goodman, Kay Kayser, Glenn Miller, Duke Ellington, Artie Shaw and Sammy Kaye. Higgins was affectionately known to veterans of the record industry as "Uncle Joe," and on October 21, 1959, a banquet was given in honor of his fiftieth year in the industry and a special LP record of the proceedings was released by Columbia.

Born in Minneapolis, Pennsylvania in 1883, the oldest son of a coal miner, Higgins worked in the coal mines as a young man, then came to New York in 1909. For a while, he worked as a Western Union messenger and then delivered a telegram to the Victor Recording Company, he was asked his opinion of a record by the company's producer. His comments so impressed C. G. Child, then manager of the company, that he was offered a job.

Higgins remained with Victor until 1914, when he joined the Columbia Record Company as director of the pop repertoire department. The American label was purchased by Columbia in 1918 and Higgins served variously as director of Columbia's recording division and as liaison between the company and various music publishers.

Survivors include his wife, Sarah, and sons, Robert, Guy, and Broadcast Music, Inc. Funeral services were held last Wednesday (13) at St. Lawrence, Cape Catholic Church, White Plains, N. Y.

Columbia Names Regional Promo Mgr.

NEW YORK—Glenn E. Miller has been named regional promotion manager at Columbia Records, according to an announcement by E. M. Roy, Columbia's current regional sales manager Joseph Lyons. Miller will be responsible to Larry D. O'Dwyer, regional sales manager, for the promotion activities in Detroit, Indiana, Chicago, Milwaukee, Des Moines, Kansas City, Minneapolis, and St. Louis.

The recent promotion of Milton Block to West Coast regional sales manager, with a studio in Los Angeles, left O'Dwyer with the entire West Coast and other territories within the Columbia's distrib in Des Moines, for two years.

McGuires Stay As Team

NEW YORK—Murray Kane, manager of the McGuire Sisters, last month quietly and phonily denied rumors that the larks were breaking-up. Rumors were brought about by the announcement that Phyllis McGuire was about to take a musical-comedy debut in a five week summer-tour tent of "Annie Get Your Gun." This meant, the rumors said, that she would henceforth perform as a single, with her sisters announcing their retirement. Kane noted, however, that with the "Annie" tour completed last week (13), the girls were all back together preparing for a TV show, an engagement in a London niterie and their semi-annual appearance at the Desert Inn in Las Vegas.

Capitol Issues 3 Stereo Tapes

NEW YORK—Three 4-track stereo tape releases are due from Capitol Records this week. They include Stan Kenton's "West Side Story," George Shearing's "The Shearing Touch," and Hawkins-Calls' "Greatest Hits" by Webley Edwards and Al Kershaw Perry.
LOOKING AHEAD

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

1. **TONIGHT I WON’T BE THERE**
   Adam Wade (Cood 156)

2. **THE “U”**
   Harry M. & The Mavericks (ABC Paramount 10243)

3. **I REALLY LOVE YOU**
   Stereo (Cub 9050)

4. **BIG JOHN**
   Shirelles (Seaport 1223)

5. **HONKY TRAIN**
   Bill Black’s Combo (Hi 2038)

6. **BRIGHT LIGHTS, BIG CITY**
   Jimmy Reed (Yesday 398)

7. **PACKIN’ UP/A VERY TRUE STORY**
   Chris Kenner (Instant 3234)

8. **FOR SENTIMENTAL REASONS**
   Clefftones (Goo 1067)

9. **MARRIED-TRUE, TRUE LOVE**
   Frankie Avalon (Chancellor 1087)

10. **I TALK TO THE TREES**
    Bud Dandol (Warner Bros. 3331)

11. **I DON'T LIKE IT LIKE THAT**
    Bobbettes (Gone 5172)

12. **SLEEPLESS NIGHT**
    Tony Williams (Reprise 20,019)

13. **WELL I ASK YA**
    Kiy. Stor (Capitol 4620)
    Edon Kane (London 1993)

14. **DONALD WHERE’S YOUR TROOERS**
    Andy Stewart (Warwick 665)

15. **ST. LOUIS BLUES**
    Cousins (Parkway 823)

16. **MOON RIVER**
    Henry Mancini (RCA Victor 7916)
    Jerry Butler (Veslay 2154)

17. **PLAY IT AGAIN**
    Tino Robin (Mercury 71852)

18. **IMPOSSIBLE**
    Gloria Linne (Everest 19418)

19. **POCKETFUL OF RAINBOWS**
    Johnny Gatward (Pre 555)
    Dianne Hovley (Liberty 55359)

20. **I CAN’T TAKE IT**
    Mary Ann Fisher (Sep-Way 1001)

21. **LET TRUE LOVE BEGIN/CAPUICINA**
    Not “King” Cafe (Capitol 4623)

22. **MAKE-BELIEVE WEDDING**
    Cartells (Era 3027)

23. **AUTUMN IN CHEYENNE/SPEAK LOW**
    Al Cohns (United Artists 347)

24. **YOUR LAST GOBYE/HANG ON**
    Floyd Cramer (RCA Victor 7907)

25. **A LITTLE DOG CRIED**
    Jimmie Rodgers (Roulette 4284)

26. **SHE PUT THE HURT ON ME**
    Prince La La (A.F.O. 101)

27. **IN A LITTLE SPANISH TOWN**
    Blue Diamonds (London 2002)

28. **SOOTHE ME**
    Sims Twins (Sav 177)

29. **ONE GRAIN OF SAND**
    Eddie Arnold (RCA Victor 7915)

30. **WELL-A, WELL-A**
    Shirley & Lee (Warwick 664)

31. **JUST OUT OF REACH**
    Solomon Burke (Atlantic 2114)

32. **MEMORIES OF THOSE OLDIES BUT GOODIES**
    Caesar & The Romotions (Del-Fi 4166)

33. **IT’S BEEN A LONG, LONG TIME**
    Dottie Clark (Big Top 3087)

34. **PEANUTS**
    Rick & The Reives (Smash 1705)

35. **CHARLESTON FISH**
    Danny & The Juniors (Awm 4082)

36. **SWEET SORROW/IT’S DRIVIN’ ME WILD**
    Conway Twitty (MGM 13034)

37. **SOMETIEME**
    Gene Thomas (United Artists 338)

38. **OLE SLEW-FOOT**
    Johnny Horton (Columbia 42083)

39. **SATIN DOLL**
    Billy Masts (R & H 501)

40. **IT’S JUST A HOUSE WITHOUT YOU**
    Brook Benton (Mercury 71859)

41. **MAGIC IS THE NIGHT**
    Kathy Young (Indigo 125)

42. **SOMEBODY ELSE IS TAKING MY PLACE**
    Joni James (MGM 13037)

43. **COZY INN**
    Lisa McCulliff (Cimarron 4050)

44. **LAUGH**
    Velvets (Monument 448)

45. **LATE DATE**
    Parleys (ABC Paramount 10242)

46. **WHAT KIND OF GIRL**
    Cherrimous (Fraternity 330)

47. **SAD MOVIES (Make Me Cry)**
    Lemon Sisters (Dot 16255)

48. **THE WEDDING**
    Anita Bryant (Columbia 43148)

49. **DRUMS**
    Kenny Chandler (United Artists 347)

50. **GREENWOOD TREE**
    Camille Stevens (Warner Bros. 5332)

SURE SHOTS

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.

- **"THIS TIME"**
  Troy Shondell (Liberty 55353/Gold Crest 161) ............ Best Bet—8/5

- **"FOOT STOMPIN’ (Part 1)"**
  Flared (Folled 82634) ..................................

- **"RUNAROUND SUE"**
  Dion (Laurie 3110) ..................................
  Pick of the Week—9/9

- **"MOVIN’"**
  Bill Black’s Combo (Hi 2038) ..................................

- **"FEEL IT"**
  Sammy Coox (RCA Victor 7927) ..................................

- **"RIDERS IN THE SKY"**
  Lawrence Welk (Dot 16237) ..................................

- **"(HE’S MY) DREAMBOAT"/"HOLLYWOOD"**
  Connie Francis (MGM 13039) ..................................

- **"DON’T BLAME ME"/"MUSKRAT"**
  Everly Brothers (Warner Bros. 3301) ..................................

- **"BERLIN MELODY"**
  Billy Vaughn (Dot 16242) ..................................

Snider’s NARM Speech

(Con’t. from page 31)

We will prove that we are wholesalers that offer many services, to mention a few:

1. We select, through our buyers, the best available recordings from the mass of product being offered today and everyday.

2. We supply the fixtures to the store we sell—also sign work and promotional racks.

3. We wrap and seal the record in polyethylene.

4. We pre-price the record.

5. We physically inventory the record department in the stores we sell, on a regular basis, usually weekly.

6. We offer a 100% guarantee or guarantee exchange.

7. We pick up non-sellers weekly, for full credit.

8. We rotate the merchandise.

9. We offer promotions on a regular basis, which we design ourselves.

These are just a few of the services we offer—and without these most of our customers would not be in the record business—and if they were not, the record business would suffer.

I could continue on and on. Each of you, as record merchandisers, knows the facts. The basic point is this: WE MUST MAKE EVERYONE IN THE INDUSTRY AWARE OF THESE FACTS!

Garbage!

The Smash Album—
Heading for the top!

The Highwayman

"THE HIGHWAYMAN"

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UNITED ARTISTS

729784ave. N.Y. 19, N.Y.

The Highwayman

33
DENMARK

Danish evening daily Ekstra Bladet arranged a vote to find the "most popular record of the summer." The paper engaged a jury of 12 teenagers who had to go through more than 25,000 songs on records or sent in to the juries. According to Knut Mørk of Mørks Musikforlag, distributor of Ricky Nelson's records, the occasion is awaited with great interest by everybody in the trade in Denmark.

Coming up strongly on the Danish Best Sellers is "Manhattan Spiritual" with Francis Raye and His Orchestra on Philips. This week the record appears in the 6th spot in the Top 10.

E filibar von the Tivoli-Varieten, the Tivoli amusement spot in Copenhagen, to U.S.A. looking for talents. However, Svan has great plans, and among artists he hopes to be able to present at the Tivoli next year are Frank Sinatra, Dean Martin, Sammy Davis and Shirley MacLaine.

NORWAY

Norway is the first country where Philips has taken over distribution of Mercury records after Philips took over the label. However, behind this move is more a correction of a past. Many Norway's A/S, and Philips of Norway, according to which Brøndene Johnsen distributed all its records through Philips. Except of the distribution agreement, the two companies continue to handle all other matters, including royalties. Brøndene Johnsen A/S, headed by Peer Johnsen, is Norway's oldest record company, and represents the following labels: Mercury, Pye, Fox, Fonit, Amana, Capitol, RCA-Victor, Epic, Togo and Vanguard. According to Hanskon E. Tølen of Philips, the new agreement started September 1.

Concerts P. Dane, producer of the film "Vil jubiler," celebrating the 50th birthday of the theatre on Sept. 1. The producer of the theatre, Mrs. Bokken Lassen, was guest of honor at the opening and introduced from the stage by Leif Haagen, the mayor of the town.

"Vil jubiler" was produced by Hance Johnsen, who has produced more than 200,000 copies of the programme now at the Tivoli, after 501. Wang, record star at Triola and member of the vocal group The Monkeys, was one of the main heros of the concert. The ballet and dances were instructed by the American Gene Nettles from Princeton University. Cash Box was invited to the gala opening, attended by representatives of the Royal Family, and also invited everyone in show biz who was available to attend the show.

Cash Box has received the following announcement: "30th birthday of "Violetta" with Ray Adams on Manu and "Johnny Remember Me" with John Leyton on Top Rank, the two records sharing 10th place this week. Ray Adams is Norwegian, known here as "Johnny." Also available is the recent release of one of Britain's most popular singers: "Violetta." The Top Rank record moved from 26th to a shared 10th place during the last week.

Arild Bergersen of Philips, Norway, told Cash Box that the firm's recording artist Erik Bye has a radio program every Saturday on which he sings songs of whatever is popular in Norway. Bye will also be recording most of the songs he presents in his programs. Alf Froysen has also made a rendition album of favorite records of top seller in past future. According to Bergersen, the four LP's of classic Norwegian music, recorded last summer, is expected to be released around Oct. 1.

A new label the newly formed Viking Music. As reported a couple of weeks ago, the record company and label Manu was to join Viking Music. This is wrong, however, as Manu will send their records out to radio stations. The company of Norway is to distribute the records made by Viking Music has not yet been chosen by the company, but will be announced later. According to his sources, a new record company, Tivoli, is being established in Norway.

Singer Nora Brockstedt in Poland, representing Norway at a song Festival there. After the Festival she toured Poland before returning to Norway Sept. 10.

SWEDEN

EMI has started a record club in Sweden. The name of the club is Nordisk Grammofonklub, and the start was made on Sept. 1 in Sweden and is expected to start Sept. 5th in Denmark. According to a letter sent by the EMI record manager, Anders Holmsmedt, to retailers in Sweden "the idea is not to kill the normal sales channels as much as to stop the activity of other existing clubs. Some of them being active on more or less dubious grounds. If this EMI record club can force other so called record clubs to stop their activity in Sweden, business here can return to old and normal methods," according to Ake Nordström, the EMI record manager. Members in the new club can buy three LP's at 25.90 when they join the club, they get a fourth record free. Only records from the EMI company, with the labels Capitol, HMV, Columbia, and, in market, Columbia, and Polydor are available to the Club members. EMI is looking for cooperation with the retailers, as the latter are offered 15$ of the sales income when they advise EMI about new members.

Konsun, the country-wide Co-Operative sales organization, caused some interest during the current week, when the company's label, Konsun, announced it has signed a contract with Stockholm a couple of weeks ago. Konsun is selling records in its stores the daylike and in PUGS in Stockholm and the leadman's chain of stores known as Domus. The latter, however, is not willing to join this 15% reduction, and, according to Erik Drotz of Domus, "a record retailer of today has not such a good profit margin as such a step to do the other hand. According to the Konsun organization, the customers in Domus seems to have taken it for granted that they now will have the chance to buy their records in the Konsun stores.

This price change has caused a lot of activity among record retailers in Sweden. There is an organization known as GHF (Svenska Grammofonhandelrssamfundet)—Sweden's Retailers' Union—where every few retailers belong. However, according to spokesmen who are members of GHF, the organization has existed only on the papers but has not been able to have any activity at all.

When Cliff Richard appeared in Sweden recently, a member of his orchestra wrote to the husband of the boy who seems to have had a rational nation that the plane had to make the landing at 20 miles from where she should have landed. In west Sweden, to do that in a rock 'n roll was written in Sweden that Cliff Richard had to change his program and sing some rock numbers he has not been singing for a long time now. Music publisher Ake Gerhard-Larsson of Belinders, Cedarpark, Robert Mellin and other publishing houses, back from his visit in Finland.

Cash Box—September 23, 1961—International Section
The Johnny Hallyday contract affair remains the main subject in the columns of the music trade press this week. The main concern is the conversation of record people. We mentioned last week that Hallyday, and also his father, it seems, has signed an agreement with a third record company and that firm was Barclay. Eddie Barclay also appears ready to sue. The contract has the merit of having been signed even before the singer came to terms with Philips. Well, it’s all clear as mud and it is up to the judges now to find their way around in this affair.

Eddie Barclay had a visit from Yvan Mogull for the purpose of discussing the publication of Mogull-owned songs in France. Mogull was in Paris for only a few days, but it marked his 14th trip to Paris in 18 months! During this stay, he met with quite a few people who have become hits, including "Ivy Hillie," "Discului je l'aime" ("Tell Laura I Love Her"), the best of Richard Anthony’s latest waxings for EMI, and "Pony Time" which all the stations on the strip are cutting including Hallyday, Hédi-Kika and Les Chaussettes Noires (whose popularity and record sales continue to soar). Mogull attended a Dalida record session while here to hear her wax another of his tunes, "You Can Have Her." It was reported that J. Hallyday will also record this song... on the Philips label, we suppose... and R. Anthony (EMI) plus Vinc Taylor (Philips) are saved for the singer’s next album. To finish off his Paris stay, Mogull met with Lucien Morisse (Europe No. 1) and with C. Marouni (EMI) and J. Wolfsohn of Vogue-Alpha. With the latter, he discussed eventual grant- ing by the latter of four tunes already recorded elsewhere by Elvis Presley.

Mogull left Paris for New York via Belgium. People are going to end up saying that 1964 is the most "Parisian" of all the U.S. music publishers.

Claude Wolf is back at his desk at Vogue after a short absence during which he rested, married Petula Clark (Vogue), promoted a series of rock 'n' roll concerts in collaboration with Leourx, etc. And speaking of Petula Clark, let’s note that she expects a happy event at the end of the year which is keeping her away from the stage for a short while, but her record career knows no pause. The "marin" song which she has also recorded now in an English version is a current best-seller (as is the disking by Les Compagnons de la Chanson).

Vogue’s Leon Cabat has discovered a new singer. She’s 17-year-old Jacky French. Cabat and Cabat is sure that she will make star status before the end of the season. Well, the end justifies the means and Cabat is placing all the means he has at the disposition of Jacky, who has waxed her first four singles and whose titles are being kept already—sunt of Jacky bomb, we guess.

Though Sydney Bechet is no longer with us, his works live on and it seems possible that Vogue will have another top hit with his version of "Dardanelles," after a few plays on the radio, is off to a new start. That makes lots of work, for Vogue has announced that for three weeks there will be no new releases on the label.

It’s another story for the team of Pier and S. Charrallier at Tutti publishers, who are on the look-out for new tunes to propose to Hallyday. Remember that Tutti Editions belongs to the Philips enterprises. Meanwhile, J. Plante’s adaptations of "You" will get waxings of Dalida and The Blue Diamonds. The Dresac adaptation of "Sunset" will retain the original title. Recordings already on the market include those by Billy Nash (Philips), J. Mengo (Mathe) and others.

Before the holidays, Guiness (Philips) wrote and recorded a really beautiful song called "La Chanson de Prevert" which was later recorded by Johnny Hallyday (Philips) and Michel Arnaud (Pathé). Others are recording the tune and it seems to be slated to become one of those typically Parisian numbers which could acquire international popularity along the lines of "Les Feuilles Mortes" ("Autumn Leaves").

Marnay and Stern have composed a new vehicle for Jean-Claude Pascal (EMI) called "Fleur du Dimanche." Christian Guiteau, composer-lyricist and singer to boot, has signed an exclusive contract with Tutti Editions for the handling of his compositions, although it is not yet known on which label he will make his debut.

The original music track of the film "Lafayette" has been sold in almost all the European countries, and even in Japan, we are told. Singer Rosalie Dubois (Ricordi) was seriously injured in an automobile accident and is hospitalized. Her current tour has been interrupted as a result. Rosalie Casabianca (Philips) may similarly be injured a few months ago and is on the road to recovery. On September 23-24-25, the Mediterranean Song Festival will take place in Barcelona under the auspices of Spain’s national Radio chain. Among the French songs chosen is "Dans le Creux de ta Main" to be sung by Jacqueline Nero (Bel-Air) and Jeanlad (Philips).

France’s Best Sellers
1. Brigitte Bardot J. Veiga (Barclay)—R. Sert (Vogue)—Ed. Caravelle (Barclay Group)
2. Dans Le Coeur De Ma Blonde (Wheels) Marcel Amont (Polydor)—Ed. Le- grand
3. A New Orleans J. Hallyday (Vogue)—Ed. Alpha
4. Il Faut Savoir Charles Aznavour (Barclay)—French Music
5. Marin J. Petula Clark (Vogue)—Compagnons de la Chanson (Pathé)—Ed. Amour

(C’ont from page 34)


Argentine singer Alberto Cortez in Stockholm a week, where he appeared at the restaurant Tyrol at Gröna Ljusnarm. He did very well, and particularly the song "OMonica" seems to have a chance of becoming a hit. His records are released here at Sonet (he is recording for Moon- gow Records in Belgium and United States) and according to Gunnel Bergström, head of Sonet Grammofon AB, it seems as if they have got a coming top seller in Alberto Cortez’ records.

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CARL GEHRMAN MUSIKFÖRLAG
Veagatan 46—P. O. Box 505, Stockholm 1, Sweden

NEW INTERNATIONAL HITS FOR NEW SEASON

Guitar & Tanga
England's Best Sellers

1. Johnny Remember Me—John Leyton (Top Rank) (Meridian)
2. You Don't Love Shapiro—(Columbia) (Lorna)
3. Wild In The Country—Elvis Presley (Decca) (PS)
4. Reach For The Stars—Shirley Bassey (Columbia) (Kansner)
5. Kon Tiki—The Shadows (Columbia) (Feldman)
6. Well I Ask You—Eden Kane (London) (Sidney Bron)
7. Halfway To Paradise—Billy Fury (Decca) (Nevin-Kirchner)
8. Come Away—Sun Cooke (RCA) (Kags)
9. Ain't Gonna Wash For A Week—(Epic) (Jewel)
10. Michael Row The Boat—Ronnie Donegan (Pye) (Tyler)

England’s Top Ten LPs

1. South Pacific—Soundtrack (RCA)
2. Black & White Minstrel Show—George Mitchell (H.M.V.)
3. G.L. Blues—Elvis Presley—(RCA)
4. Sound Of Music—London Cast—(Decca)
5. Sound Of Music—Original Cast (Philips)
6. Oliver—London Cast (Decca)
7. Listen To Cliff—Cliff Richard (London)
8. His Hand In Mine—Elvis Presley (Decca)
9. The Shadows—The Shadows (Columbia)
10. Adam—Adam Faith (Parlophone)

England’s Top Ten EP’s

1. The Shadows To The Fore—The Shadows (Columbia)
2. The Shadows—The Shadows (Columbia)
4. The Git Hit Parade—Adam Faith (Parlophone)
5. Cliff’s Silver Discs—Cliff Richard (Parlophone)
6. Unforgettable—Nat King Cole (Decca)
7. Such A Night—Elvis Presley (RCA)
8. Sound Of Music—Various Artists (Pye)
9. Exodus & Other Themes—Manteau (Decca)
10. Adam No.1—Adam Faith (Parlophone)

Sweden's Best Sellers

1. Den Siste Mohikanen (Da Sprach’ Der Älte Häuptling) (Lilje Gerhard/ Karuselli) (Melodi)
2. Hello Mary Lou (Ricky Nelson/Columbia) Bens Music AB
3. Putti Putti (Jay Epee/Mercury) Edition Odeon
4. Petter Och Frida (Lilje Gerhard/Karuselli) Reuter & Reuter
5. En Gang Skall Vi Age (Elman Seben Wir Uns Wieder) (Thorry Bernhards/Polydor) Southern Music
6. A Girl Like You (Cliff Richard/Columbia) Ehrling & Lövvenholm
7. Kira Mor (Gälskiska) (Columbia)
8. I've Told Every Little Star (Linda Scott/Scott) Multitone
9. Moody River (Put Boone/Dot) Reuter & Reuter
10. Du Har Bara Lekt Med Mej (Foolin' Around) (Siv Malmquist/Metronome) Gehrmann

Norway's Best Sellers

1. Hello Mary Lou (Ricky Nelson/Columbia) Bens Music AB
2. A Girl Like You (Cliff Richard/Columbia) NorskMusikk
3. Green Fields (The Brothers Four/Phillips) NorskMusikk
5. Don't You Know (Helen Shapiro/Columbia) NorskMusikk
7. I Love You (Put Boone/Dot) Egn Morn Iversen A/S
9. Romeo (Putta Clark/Pye) Wilhelm Hansen Musikforlag
10. Suen Suen (The Monks/Pyke) Mork Musikkforlag

Denmark’s Best Sellers

1. I've Told Every Little Star (Gitte/HMV) Multitone
2. Hello Mary Lou (Ricky Nelson/Columbia) Bens Music AB
3. Kom Til Alaska (North To Alaska) (The Four Jacks/Odeon) Johnny Hör-Holm/Metronome
6. Manhattan Spiritual (Francis Ray Osk/Philips) Not Published
8. Romeo (Putta Clark/Pye) Wilhelm Hansen Musikforlag
9. Suen Suen (The Monks/Pyke) Mork Musikforlag
10. Du Forstår Ingeniøren (Wedding Cake/Danke Für Die Blumen) (Siv Malmquist/Metronome) Multitone

Cash Box—September 23, 1961—International Section
Victor is entering into a completely new field by cooperating with a musical instrument maker, according to the joint briefs issued by the Victor Company of Japan and Zen-on Gakkki Seizo Kansaihitsu Kakiya (Zen-on Music Instruments Products Co., Ltd.). The firm's new business includes distributing pianos, string instruments, and other musical instruments throughout the world. The president of the company is Teiji Shimada, who has sales between 20 to 30 million yen yearly.

By the end of this year, Zen-on Gakkis' production rate will be heightened to twice that of today, which is 100 pianos and 1,000 organs monthly. In the first half of next year, the production rate of pianos will be increased to over 1,000. The firm's first LP's will be released to the market next spring or so. Zen-on Gakkis was established in 1951.

Warner Bros. films and records have been in very effectively here in rockabilly films and discs these past months. One thing they do release LP's before the opening of their concerned films. Distribution is being handled by Columbia, and movies and LP's will be issued with it. The LP's, "Parish," was released on Aug, 10. The film "Parish" opened here on Sept. 9, "Blue Skies" and "Taxi" will keep up this kind of operation, which was reported long before records international director Robert Weiss. Our previous report interpreting Columbia's stand as reluctant to carry this plan should be amended. By the way, their "business for WB" is going to include the public lift. Voting will surely make the operation more effective.

Strange enough, Columbia will add two more new versions of "Yama-no Rosaria." The firm is now selling two different versions of this tune by The Thrushes, and "Rosario" are now available. New records by Tetsu Ohashi with his Honey Islanders and by Hiroshi Inoue will be out soon. This one is coming up on our charts.

And advertising that Chris Conner, and Les Paul & Mary Ford are coming to Japan this year. June Christy was once here to entertain American GI's, but no public appearance was available at that time. Ichiro Wakahara, and his band, are also touring, and have established his "Hitori Productions" and started to do business as of Sept. 1.

On Sept. 25, Teichiku will release two stereo pop singles, "Exodus" by Youji Ishihara (Zen-on LP) and "Analog" and "Gunkan Maachi (Warship March)" by the Fire Defense Band's Seigo Ono conducting. These are the second releases of stereo singles, the first for the firm, for Teichiku Records. The following release of this kind will be on Oct. 10.

Daiei Films just finished its shooting of "Suttobi Jingu" at ancient Kyoto City, in which Miss Emiko Sakamoto, and others are featured, for this picture which will be released throughout the nation. His Victor version of the same title is very popular now.

The LP recorded "Ginza-no Kei-no Monogatari" by Eiji Kitamura & his Quintet and will be out shortly. The tune was a hit a few months ago by Yurio Ishihara (Nikkatsu film star) with Janku Makumure on the same label.

Toshiba will release some selections from among those which are out of press now. First release of this kind will come at the beginning of next month with three classical 12" LP's, both on mono and stereo. These are "Lotus No. 3 and Symphony No. 5 (Beethoven)" by the Berlin Philharmonic and two other LP's. Retail price is 2,000 yen (stereo) or 1,500 yen (mono) which is 300 yen cheaper than the regular price.

LOCAL TUNES

1. Broken Promises/ Henry De Paris, Colpix; Teruji Nagashima, King; Yozuru Hirasawa, Victor.
2. I Want To Be Free/ Charles Brown, Decca; Yurio Ishihara, Teichiku; Eiji Kitamura & his Quintet, King.
3. The Blue Hour/ Pat Boone, Decca; Yurio Ishihara, Teichiku.
4. I'll Be Seeing You/ Pat Boone, Decca; Yurio Ishihara, Teichiku.
5. Little Devil/ Neil Sedaka, Victor.
6. Surrender (Sorrento)/ Elvis Presley, Victor; June Valli, Mercury; Pee Wee
7. Exodus/ Mano, London; Pat Boone, Dot; Perrante & Teicher, UA; Peggy Hayama, King.
8. Runaway/ finale, London; Neil Sedaka, RCA.
9. Dance on a Little Girl/ Paul Anka, ABC-Paramount.

Calendrier Girl In Japan, Tokushima; Neil Sedaka, Victor.

INTERNATIONAL TUNES

2. Let Me Be Happy/Sugawara, Teichiku; Trio Les Para- guayos, Fontana. JASRAC; JASRAC
3. Katsukawa Takijiro/Yuko Hashi, Zen-on; JASRAC.
4. Hana-no Byakko/ Ben E. King, RCA.
5. Yoroi-Tayoi/Yuzo Kayama, Toshiba.
6. Bame-yo/ Hiroshi Wada & Mahina Stars, Mahina Stars, Zen-on; JASRAC.
7. Wake-no Ischiodo/Iori Inoue, Columbia; Esei Nakashi, Toshiba.
8. Yama-no Rosaria/Three Glasses, Columbia; Mitori Sakatani, Columbia.
10. Ruten/Keichiro Akagi, Polydor.

Topping the Capitol releases is The Four Preps' hit "More Money For You And Me." On RCA comes the latest Neil Sedaka, 'Little Light.' Heading the Pye releases is the new Clarence Henry "Why Can't You" and an original soundtrack LP from the film "Black Knights."
PHONOGRAPH

Phonogram's 15th dealer convention ("Disco Dealer Dag"), organized and produced by Rolf ten Kate and Fred Hartog, in Hilversum's Goedal Theatre, was a most successful event on various counts. The guest of honor was the famous American tenor, Paul Oord, who announced the first Columbia recording of the Dutch Stringorchester Benedetto Marcello, which specialized itself in 18th Century, baroque music. The orchestra played three concert-pieces after Oord's announce- ment and presentation of the new LP to the dealers.

The great pianist Hans Richter Haase then demonstrated the many possibilities of "Music Minus One" with a part of the 3rd piano concerto by Beethoven, as an introduction to three new series, in which one special solo part has been left out. Popular music was, in this case, represented by Imperial's Shirley and Pathé-clarinettist Ad vd. Hoed. The Bovema M.O.O-series were vitally presented by critic Paul Chr. van Westering. Bovema also launched its "Golden Plaat," a 10-"LP" with musical fragments from H.M.V.—and Columbia's record series "Gramophonehouse Klassieken," which can be bought during a couple of weeks for just one gulder, together with one LP from these series.

There were musical contributions from opera-soprano Wilma Driessen, pianist Cor Steyn, Max Taillour, the Quintetto Capitol Di Roma, of which the first records have just been released on Columbia. The much-appreciated program of the day was interrupted by regular intermissions, during which the open-air-the-dansant in the pergola served as a good background for interesting conversations. Afternoon, many dealers visited the label-stands to place their order-worlds.

Holland's Best Sellers

2. Och Was Ik Maar (Johnny Hoes/Phillips—Belinex Music/Weert).
5. The Best (Deel Shannon/London—Belinda/Amsterdam).
6. Zarina (Rex Gido, Four/o's/L.M.V., Decca—Uitgeverij de Kruyff/Doetin-

6. Och Was Ik Maar (Johnny Hoes/Phillips—Belinex Music/Weert).
9. The Three Mahal Daws (The Tramps/Fon-
tana).

America's Best Sellers

FLEMISH
5. The Three Mahal Daws (The Tramps/Fontana).

WALLON
2. Baby Sittin' Boogie (Buzz Clifford/Phillips—Clipped/Paris).
5. Hunny Bun (Deel Shannon/London—Belinda/Amsterdam).
6. Paradox (The Cousins/Palet-

tana).
8. The Three Mahal Daws (The Tramps/Fon-
tana).
9. Jungle Drums (Clyde Ottis/Mer-
cyr).

STOCKHOLM, SWEDEN—Danish singer Brandenburg (right) is presented with a Swedish souvenir, a hand-carved wooden horse made in Denmark, by Ivan Nordstrom, A&R man of Skandinaviska Grammofon AB (EMI in Sweden). The souvenir is representative of Brandenburg's new popularity in Sweden, culminating in a week of p.a.'s here. The singer is one of Denmark's leading disk artists.
Argentina's Best Sellers

1. "Angelica (Lagge) Quilla Huasi, Frontierizos, Carlos Michel, Molina Crabral (Philips) (Philips) (Philips) (Philips). This is the first of several such shows that will feature The Thunderbirds as backing up a string quartet and solo attractions in the main cities of Argentinia. Kevin was especially pleased with the way they were received towards the Australian support.

2. "Rosa de Andaluces" (Emilia) with Marta Trumm (Philips); "Rosa de Andaluces" with Matilde Trumm (Philips). This was the first of several such shows that will feature The Thunderbirds as backing up a string quartet and solo attractions in the main cities of Argentinia. Kevin was especially pleased with the way they were received towards the Australian support.


5. "It's Only Make Believe" with Peter Cushing (Columbia).

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Argentina's Best Sellers

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Chile's Best Sellers

1. Dance On Little Girl Paul Anka (Polydor)

2. A Pequete De Amor Danny Chiles (RCA)

3. Dum Dum Brenda Lee (Decca)

4. The Look of Love (John Lennon) (EMI)

5. Baby Face Bubby Vee (Vivart) The Blue Diamonds (Philips)

6. You Better Come Home Varetz Dillard (MGM)

7. Blue Moon The Four Faces (RCA)

8. Quince Años Tiene Mi Amor Arturo Milan (RCA)

9. Del Shannons (London)


BEST SELLING LP's

1. Asi Surgen Los Recuerdos (Memories Are Made Of This Ray Conniff (Columbia)

2. Cordialmente Los Frontierizos (Philips)

3. Los Duendes (Philips)

4. Ensalada Musical Selection (Columbia)

5. Nosotros Los Cantores de Quilla Huasi (Philips)
Krikor Mintanian, president of Durium, will leave on the Leonardo Da Vinci on September 25, and reach New York City on the second of October. He told reporters at last week's luncheon that he wanted to contact some businessmen of the city. Krikor is regarded here as the most exciting and fascinating personality of our entire music industry. His stay will last some 15 days, and he can be reached here of Paul Marshall of Tap Bank.

Connie Francis, hit name in Italy, arrived in Milan on September 14 for a ten-day tour.

Latest releases from His Master’s Voice Italiana: “Patautina” (Little Potato) the new single being featured by many of the most influential R.A.I.—the Italian Radio TV station, now having the option of playing the new release in its entirety, will be played on the Monday and Tuesday evening shows at 10:00 P.M. on the R.A.I., with a selection of the best new releases each week. The new song is a reminder of the old tin-cup for the record (a girl just behind a rose) and has put on sale the record enclosed in a cardbox boxlet along with a plastic rose. The upper part of the boxlet is transparent and displays the record and the rose. Other new strategies from Bluebell are “Cry, Cry, Cry” by Ritchie Valens: “Bad Boy” by Chuck “Fourtilla” Rio on Challenge; “Margherita” by Chuck Rio And The Originals on Challenge.

M. Giannini is happy to announce that Galleria Del Corso Record Company (G.D.C.) is about to hit the record charts at a very high level. G.D.C. has also released a new record that will be featured on the Italian national TV. The new song is “Tosca.”

Other GC records selling well are “Sway” (Bobby Rydell), “Della Mia Finestra Sul Cortile” (Enrico Polito) “Le Cospe Porte.”

“I feel certain,” states M. Giannini, “that in view of the continuing increasing popularity of Bobby Rydell’s records in Italy, as soon as he appears on our national TV he will undoubtedly receive an overwhelming public acclaim. I am very happy to announce that I have already made arrangements for Bobby Rydell’s concert in Italy. I believe that he will receive a warm welcome from our Italian audience. I am certain that he will give a wonderful performance.”

I heard more than one publisher and record producer speak of the French tune “Brigitte Bardot.” The piece is drawing much attention. The first recordings of it will come out shortly in Italy.

Little Tony, the fortunate boy on Durium, has toured all of our best beaches, appearing nightly at the most fashionable spots in Italy. He is now on tour in two films with Bluebell.

Germanto Ruscot, formerly with Bluebell Records, is now handling Interdisc Italia, settled recently in Milan—Via Settala 20. The many labels of the firm will be distributed across Italy as follows: G.N.P.: D’Isidare, Jubilee: Press Life (Moorville, Blueville, Swingville) through Ricordi’s network of distribution, Bluebell, instead, will distribute Riverside, Good Time Jazz, Contemporary, and lastly Karim of Genova will handle World Pacific, Pacific Jazz, Jazz Land. As to the labels Hi-Fi, Fantasy, Arvee, nothing certain was decided yet. Rusco, during my visit to the new Milan offices of Interdisc, stated: “I am planning to form a new company and he has many ideas for the expansion of the company, such as the opening of a music publishing section. We are also planning to release a new Italian name as a new record label, featuring popular material, and maybe of Italian derivation, and lastly the publication of jazz material on 45 RPM’s.”

Italy’s Best Sellers

1. *Legata Ad Un Granello Di Sabbia (Tied To A Grain Of Sand)*/Fidencio/RCA Italiana/RCA Italia
2. *Since Love Does Not Exist*/*Colentano/Gurtler/Nazionale
3. *Il World Of Sue Wong*/*Fidencio*/RCA Italiana/Ricordi
5. *La Grande E Palleuets (A Fisher At Palleuets)*/Pappino Di Capri/Carts/Carls/Bideri
6. *La Novia/Dolcino/Pallnt
7. *La Novia/Antonio Prieto*/RCA Italiana
8. *Non Dimenticar Le Me Parole (Don’t Forget My Words)*/Catalina Valencia/Decca
9. *Pera Matura (Ripe Pear)*/Donagio/V.C.M./Curei
11. *Pepe/Lo Macharambo*/Decca
12. *Romano Guitars*/*Fideco*/(M.C.GD)/Messaggerie Musicali
13. *Riviera (Shores)*/*Umberto Bindi*/Ricordi/Ariston
14. *Local product*

*.Local product*

New Pact

RIO DE JANEIRO

1. *Batterson—Carlos Gonzaga*/*(RCA)*/(Fernata)
2. *Si Nos Veremos*/*La Bivan*/*(RCA)*/(Fernata)
3. *Tu Sabes—Martha Mendonca*/*(Chantecler)
4. *Cantante De La Calle*/*Reis/Zumeta*/(Chantecler)
5. *Bailar En El Jardin*/*Batterson*/*(RCA)*/(Fernata)
6. *Corina*/*Corina*/*Demetrix (Continental)*/(Miltinho)
7. *Famoso*/*M. Risa*/*Edith Velga*/(Chantecler) (Vita)
8. *Molendo Café—Poly—(Chantecler)
10. *Brazilian Music*

*Brazilian Music*

Musidisc just released four Connie Francis’ albums at the same time. They are: “More Italian Favorites,” “Songs To A Swingin’ Band,” “Connie Francis Sings Jewish Favorites” and “Connie Francis At The Copa.” Connie’s first releases here were marked by big public’s enthusiasm and Musidisc expects very fast sales on all these releases.

After a successful experience in the 33 Compact’s field, Musidisc issued last month of 7 inch 33 records. The fight around here is against the 45 RPM records, singles or EP’s, sales of which never reached a high level, with some exceptions, of course.

RGE Records August releases includes a new album by the Brazilian singer Miltono, entitled “Miltinho E Samba” (Miltinho is Samba) with twelve very well selected sambas. The main quality of Miltinho, is undoubtedly his rhythm, clearly proved in this new album. Under the D.G. label, RGE issued Lawrence Welk’s “Yellow Bird” LP. Naturally they’re trying for better sales than Welk’s “Calcettta” received a few months ago. We’re talking about the album, since the single reached the highest positions in our Best Sellers charts.

RCA Victor’s release of the month brought to the Brazilian public an album with the vocal group Titulares De Ritmo—a very unusual sextet formed by six blind men, with an extraordinary musical sense. The Titulares, De Ritmo are very well known throughout Brazil and some other Latin American countries, which they visited in successful tours. All vocal arrangements are made by them. Another album with great possibilities is Elvis Presley’s “Something For Everybody,” with the original soundtrack of 20th Century Fox picture “Wild In The Country.” Elvis has an enormous popularity here and this new album will sure be another hit.

Betinho is a teenage Brazilian musician and composer. He has a rhythm group with trumpet, sax-alto, piano, guitar, drums, bass and other rhythm instruments. Betinho plays guitar and Afoiache (Brazilian instrument). In the last months, Betinho traveled by 70 cities, most of all in the State of Sao Paulo. RGE produced his first album. In the month of September, Betinho reached 70 cities, most of all in the State of Sao Paulo in a big promotion of his records, issued by Copacabana Records. Now Betinho is preparing a new album with 12 old-timers Brazilian songs in Ballad Rhythm.

Beil Santos, RGE’s public relations man, had a little talk with us, about the future plans of his company. In a few days, RGE will wax its 14th compacta. The new album will be dedicated to Miltinho, Pocho and RGE Orchestra, Pal Boone, Lawrence Welk, Billy Vaughn and other.

A new album is coming from RGE: “Violinos No Samba” with Peruzzi and RGE Special Orchestra with very good arrangements of classical themes in pure Brazilian Choppin, Tchakowsky, etc.

Brazil’s Best Sellers

RIO DE JANEIRO

*1. Batterson—Carlos Gonzaga*/*(RCA)* (Fernata)
*2. Tenho Chame De Tudo—Orlando Dias*/*(Odeon)*
*3. Moo—Nelson Goncalves—*/*(RCA)* (Euterpe)
*4. Alance—Fernando Barreto—* (RCA)
*5. Borrassa—Angela Maria—* (Continental) (Euterpe)
*6. Corina,* *Corina*—Demetrix—* (Continental) (Miltinho)
*7. A Noiva—Nilo Amaro E Seu Cantores De Ebano—* (Fernata)
*8. Dinah—Clerio Mores—(Tiger)
*9. Greenfields—The Brothers Four—* (Columbia) (Vita)
*10. Faz Me Rir—(Mila Risa) Ethnic Viva—(Chantecler) (Vita)*
Tony Choma of Adanac Music has introduced a new low priced line on the Canadian market. Called the "Cash Box," this set cost $14.94 an album. Choma informed Cash Box that he has ordered 10,000 pieces of the fifty-seven albums in the Craftsmen catalog as his initial order. He is including in the line his fill plan.

Billy Fisher of Phonodisc released these new chart threats, "One True Mind" by Bobby Lewis on Delta, a double sided threat "A Very True Story" b/w "Tuckin' Up" by Chris Kenner on Regency, "Nothing But Good" b/w "Keep On Dancing" by Hank Ballard on Regency, "Well-A, Well-A" by Shirley and Lee and "I'll Take Love" by Jane Morgan on Kapp.

* Don Stevens of Are Sound Ltd. reports very good reaction on the firm's current fall dating plan. The firm is also planning more Canadian album product initiative.

The Manoubaus, local recording group, have just opened their own night club at 1352 Bloor West in the Toronto area. Rusticanna Records announced the release of two Canadian albums. One is by Gaila, local Montreal artist, who is a top drawing card in the better Canadian and American supper clubs. The other is by The Tune Up Boys, a Canadian novelty duo.

Liberty Records, distributed by London, are bringing in the coin for Canadian dealers with three singles in the top seven. In the No. 1 slot, "Take Good Care Of My Baby" by Bobby Vee takes over the throne from "I'm Gonna Knock On Your Door" which was No. 9 last week and retails at $1.25. Quality Records just issued the new Beaumarks single, "Yours." The boys are currently at the Cog D'Or in Toronto. This new single may prove to be another "Hit." It features the boys in a rocked-up version of the oldie.

* Clyde McGregor of Quality announced the release of these Top 100 disks; "Sad Movie" by Sue Thompson on Rego Quality also have the cover record by this disc. "I Want To Be A Millionaire" by Johnnie Ray on Mercury and "Please Don't Let Her Know" by Bill Mack on MGM.

Trans Canada Records released the first Pierre Senecal single since he left RCA Victor. The title, "The Bell" the Postal b/w "Nice," Pierre Noles, Senecal's manager, wrote "Nice" and also arranged and produced the title. Noles is a recording artist in his own right appearing under the London banner.

The Rhymos, French novelty act from Quebec City, have recorded their first album. This release was the Labels label after a long absence from the record scene. The duo have been preparing new material and arrangements during their show and critics who have seen their new act are comparing them with The Jeropas. (The Jeropas are the most popular French Canadian group.)

Top 10 Canadian threats just released include, "A Little Bit Of Soap" by Johnny Earl, "I Don't Want Your Love" by Johnny Tillotson on Cadence, "Cyg's" by Lee Dorsey on Zircon, "More Money For You And Me Medley" by The Four Preps on Capitol, "Big Gold Wind" by Pat Boone on Dot and "Mexico" by Les and American supper clubs.

Some of the big albums at the moment are "Something For Everybody" by Trophies on RCA Victor, "Marc Legrand" on RCA Victor, "Blackbird" by U.S. Bonds on Reo, "Les Jeropas Au Theatre National" on RCA Victor. Paul Anka Sings His Big 15 Vol. 2, on Spartan, Fernand Gignac on Trans Canada and "The Bobby Darin Story" on Ato.

Canada's Best Sellers

**ENGLISH**

1. You Can't Have My Baby - Bobby Vee - Liberty
2. I'm Gonna Knock On Your Door - Eddie Hodges - Cadence
3. Pretty Little Angel Eyes - Monty - Tropicana
4. Who Put The Bomb - Barry Mann - Spartan
5. You Don't Know What You Got - Ray Donner - Zircon
6. Only A Dream (Fleur) - Joanne - Capitol
7. The Mountain's High - Dick and Deedee - Liberty
8. Latin Sister - Elia - RCA Victor
9. Crying - Roy Orbison - Monument
10. Micheal - The Highwaymen - United Artists
11. Does It Feel Good On Your Lips - Lonnie Donegan - Dot
12. You Must Have Been A Baby - Bobby Darin - Ato

**FRENCH**

1. Pepe - Los Machacambos - London
2. Ades Mon Jean - Ginette Sage - Apex
4. Fleur De Coeur - Deean - Reo
5. Je Ne Sais Pas - Michael Louren - Apex
6. Faron Mon Amour - Claude Vincent - Fleur de Lys
7. Cold Bean - Fernand Gignac - Trans Canada
8. Les Roses Blanches - Jeanne Darbois - Rusticana
9. Un Petit Becot - Claude Girardin - Rusticana

**São Paulo's Top Ten LP's**

1. 'S Love - Ray Conniff (Columbia)
2. Different Ray Conniff - Billy Vaughn - RCA Victor
4. Noite De Saudade - Nelson Goncalves (Vee)
5. Billy Vaughn No Cinema - Billy Vaughn (Dot)
6. As Aventuras Do Vitorio - Various Artists (Odeon)
7. The Best Of Frank Sinatra - Frank Sinatra (Capitol)
8. Os Romanicos De Cuba No Cinema - Los Machacambos (CBS)
9. STOCKHOLM, SWEDEN: Gunnar Bergstrom (left) president of Sonet Records, meets with Argentine singer Alberto Cortez during one of Cortez' recent tours. Cortez will visit the North American country with new material, which will take him to the U.S. and Canada.

*Cash Box* - September 23, 1961 - National Section
“ONE MORE MEMORY” (2:10) [4-Star BMI—Stovall, George]

“BIG, BIG LOVE” (2:23) [4-Star BMI—Stewart, Carroll]

WYNN STEWART (Challenge 9121)

Wynn Stewart's back with another big potential chart entry. Tag “One More Memory” as traditional styled upbeat country blueser with a solid beat and effective chorus chanting. Coupler, “Big, Big Love,” is an interesting Cajun-oriented affair in driving up-tempo surroundings.

“THE OUTSIDER” (2:42) [Cedarwood BMI—Burch, Wilkin, Crutchfield]

“LOVE NEVER DIES” (2:30) [Lonzo & Oscar BMI—Sullivan]

BILL PHILLIPS (Columbia 12158)

Bill Phillips can steamroll his way up the charts aboard the fiery feelings he effectively expresses on “The Outsider.” Tune of a familiar country ilk but bears a magnetic syncopated beat and Phillips’ tear-jerking delivery to set it apart. And don’t overlook the underside: a gripping tale of woeful love tenderly caressed.

“BE QUIET MIND” (2:28) [Tomah BMI—Anderson]

“AS FAR AS I CAN SEE” (2:09) [Cedarwood BMI—Philips]

DEE REEVES (Decca 31307)

Decca bows a new country singer and for the occasion has outfitted him with an attractive arranger’s BMI—here with an outstanding performance on “Be Quiet Mind.” Lad’s style can be likened to the fervor of Jimmy Dickens but in a younger, more polished voice. “As Far As I Can See” is an attractive ballad companion piece.

JIMMY SIMPSON (Nashville 5022)

(B-I) “LIFE GOES ON (I WONDER WHY)” (2:40) [Flat-Rose BMI—Howard] The Alaskan deejay takes off on an attractive piece of woe-wom Heart’s and how it up-ef-fectively. Could create attention for Simpson.

(B-I) “YEAR AND A DAY” (2:22) [Gulf-BMI—Mount] Here, a moodlambin laments the brevity of his still and his sentence (title). Has a serio-comic flavor that could mean spins.

COWBOY COPAS (King 5544)

(B-I) “IT’S A LOVELY WORLD (WHEN YOU’RE ALONE)” (2:28) [Lois BMI—Copas, Stewart] From the King archipelago comes the years-back Cowboy Copas turn in which the vet offers his sweet, sentimentally flavored words and his sentiment, melodic opus. Could grab off play.

(B-I) “DON’T LET THEM CHANGE YOUR MIND” (2:13) [Lois BMI—Copas, Cooper] Another Copas odie, this time in the delightful upbeat manner that established his popularity. Two interesting sides.

MELVIN ENDLEY (Hickory 1152)

(B-D) “STARTED OUT A-WALK IN” (2:21) [Acuff-Rose BMI—Endley, Endsley] Slow, rolling country blues lament is displayed passingly by the seasoned Endsley. Striking deck with airplay potential.

(B) “HOW LONG CAN YOU GET” (2:45) [Acuff-Rose BMI—Endley] Another languid lament is neatly wrapped up here. Both halves should have a big interest for Endsley fans.

JACK CHAMBERS (Whispering Pines 203)

(C) “SOMETIMES” (2:45) [Whispering Pines BMI—Chambers] An original tune by Chambers it bears a close likeness to the evergreen “Anytime” is mostly warped. I Love Boys supply the instrumentals, support. Is there nothing original here?

(C) “DON’T BE FOOLED” (2:15) [Whispering Pines BMI—Chambers] More familiar country ballad sounds here, with a shrill vog by the by.

JOHNNY JO (A-8S 128)

(C) “LOVELY LOG CAHIL” (2:31) [Hackett] A familiar melody sentimental home-sick lyric and sustained tail by the doubtful vocals of newcomer Johnny Jo.

(C) “WHY DO I CRY OVER YOU” (2:37) [Peer Int’l] B—Galean, Harris, Bruno] Ditto above comments, even more so.

PEE WEE KERSHAW (Goldband 1118)

(C+) “THAT’S HOW IT’S BEEN” (2:34) [TEK BMI—Kershaw] Brother of Rusty & Doug debuts a twangy, hillybilly vocal on a typical draggin blues wail. Disk isn’t too good.

(C+) “YOU’RE SO FINE” (2:09) [Galean, Harris, Bruno] BMI—Kershaw] This part’s most instrumental, with Craig, Pitts, etc. Ditto, but Pee Wee’s there with some VOC canceling. Tune, not the same the while-back hop bit, was penn by brother Doug.
With the impending WSM disk jockey festival drawing close (November 3-4-5), the Country Music Association is moving steadily toward its promotion of Country Music Week in conjunction with the fest. Many of you are members of the CMA and have by now, no doubt, been contacted by some of your free time friends to make this a successful campaign. All of you combined effort is too give of your self as much as possible for the drive —it could turn out to be the organization’s most important event of the year and a vote of confidence for the ideals and aims of the CMA. Everyone in the area should join in the accomplishments of the organization during its short life. This would be one way to help our industry’s only formidable association.

Charles S. Brown, who, before his recent retirement from the U.S. Army was instrumental in APN country music shows, is now managing Benny Martin as first leg in his attempt to establish himself in Nashville managing booking packaging circles. Charlie says he’s been very successful in booking Benny into Army posts and Air Force bases and could do the same for any talent and also that he tends to specialize in packaging radio and TV shows.

Scattered reports trickling in from diverse areas across the country indicate that as the clock “Marines Let’s Go” gets its initial screening in local areas the Rex Allen title tune (on MGM) is beginning to set in on radio request charts. Allen’s TV appearances on “Five Star Jubilee” and also helping. Looks like the western star is angling for a big return to disk popularity.

The RCA Victor office is currently working on a passel of new releases many of which promise heavy action. They’ve got big indications for Floyd “Buckaroo” Your Last Goodbye,” Black Snow’s “I Know,” George Hamilton’s “To You And Yours,” Skeeter Davis’ “Optimistic” and Eddy Arnold’s “One Grain Of Sand.” In addition, Don Gibson’s L.P. “Girls, Guitars and Gibson,” is getting some of the heaviest concentration an album by Don has received. And Victor’s also courted about newcomer Walter Forbes, a folk singer brought to the label by Brands Smith. He’s been on the big waves a few times and the label figures him as a definite part of the office’s future plans.

Shakeup at all-country KWOW-Point, Calif., has Tom Cross replacing Lee Richards as program director and Gay Nelson handling all promo and publicity. Desley Jack Morris joined the station the first of the month. Tom Cross also notes that local talent getting good exposure via the station’s nightly remotes from area clubs.

Howard Vokes and his Country Boys, who broke from recent dates in Kent and Warren, Conn., reports big turnouts for his shows, adding that the band’s appearance on Continental TV is still strong for country music but are on the short end as far as personal goods. However, feels that more gets after they try to book up there; he’ll be back as often as possible.

Rogers, Ark., is another town big on country and short on “live” music. Following an Aug. Perlin Husky p.s., Howard Thompson had to take to the stage to promise fans that more big names are on their way. This led Leon McAluff’s manager, handles area bookings. Radio KAMO and des-
The Large Scale Installation and the Smaller Coin Machine Operator

Reader response to our feature story two weeks ago (CB Sept. 9) outlining the Dave Rosen installation at the Willow Grove Bowling Lanes in Pennsylvania has been enthusiastic. As a matter of fact whenever a Cash Box feature appears detailing a super store, shopping center or any large scale operation within one site, mail always increases. The indication is that operators are concerning themselves with locations such as these and it is a sign of the times.

It is no secret that locations are no longer plentiful when we speak of the tavern type outlet. As a matter of fact a saturation point appears to have been reached once we look to expand as we would ten or fifteen years ago. The new location potential just isn’t there.

However, once a modern view is taken, and these new type locations are looked at closely, rather than with a faraway gleam that spells out “great, but let the big operator handle it,” we discover that perhaps it is the smaller operator who can better handle a bowling alley or a super market location calling for thirty, forty, fifty or more machines. On the surface, this does not seem the case. But, as we mentioned, a closer look sometimes shows that the smaller operator is better equipped in many ways to handle such a large installation.

To the larger businessman, a location this size immediately calls for additional employees to handle service, attendant responsibilities, and such. The smaller operator can extend himself and his own mechanic working additional hours each day to include the new location within the present bounds of daily routine. The complexities of setting up an installation—soliciting the owners, presenting a bid, closing the deal, and following through on the actual installation—can be handled by many distributors. Since the operator must buy a large amount of new equipment to step into such a spot, any distributor would be happy to handle the deal for the operator just as he would handle it for himself—and the distributor has the facility for this.

Dave Rosen himself, in discussing the Willow Grove location, said that he’d have handled the deal in the same manner if he were setting it up for an operator. And why not, providing the operator purchased and financed the equipment through Rosen’s firm?

The operator would be wise to familiarize himself with his distributor’s service facilities beyond the realm of selling new and used equipment. Evidently the trend is toward the larger location and without the help of the distributor, it is doubtful if even the highly ambitious smaller operator can compete in this area. With the distributor’s help however, the operator can look to expanding into new type locations.
**Woman Operator Finds Nome Alaska Just Fine For Wurlitzer Route Despite Low Temps, High Costs**

Johnnie Stephenson wearing Kotzebue, "official" operator wearing apparel for serving Alaskan locations. Temps reach 47 below.

Nome, Alaska — A former school teacher in Canada, Mrs. Johnnie Stephenson took over the operation of the Arctic Sales Co. route in Nome, Alaska, about three years ago when her husband, "Juke Box Steve," died. She had been helping the late Mr. Alen and had handled the records thru her music shop, so she was well prepared to continue the operation.

This summer Johnnie found that after serving her phonographs, filling her cigarette machines, handling her amusement games, serving actively in the Nome Chamber of Commerce, she still had more time than was required for housekeeping, so she decided to expand the route. Through her Chamber of Commerce work she has visited almost everywhere in 500 miles of Nome, and is known by just about everyone, white and Eskimo alike. She decided to include Kotzebue in her operation.

Kotzebue, the second largest Eskimo village in Alaska, is nearly 3500 miles northwest of Seattle, is above the Arctic Circle, 100 degrees west longitude (Honolulu, Hawaii is only 144 degrees west longitude). In summer, as much as 45 degrees when the sun is shining continuously for 24 days, and in winter it gets cold, as much as -47 below during the month of darkness, the sun never rises above the horizon. Prices are high; a loaf of bread 75c, a can of soda pop 35c, electricity 25c per kilowatt hour. Menus are strange: reindeer stews, seal fish, seal liver. State-side meat is rare and costly; the air freight from Seattle runs as high as $500.

Transportation ranges from dog teams, skin boats, snow shoes, to prop-jet airliners. It is said there are more outboard motors per capita than anywhere in the world—the only ground transportation in summer being by boat in the Arctic Ocean, and in such Arctic rivers as the Kobuk, Noatak, and Selawik. There is one road in the Nome area and the transportation from Nome for the coming month and carries supplies for the community. It has to drop anchor as the swells are too rough for motorboats, and all unloading is done by hand. A current hand phonograph or phonograph by boat includes the double cost of ocean freight plus large charges, so all shipments are made by air. A phonograph from the Wurlitzer Factory to Kotzebue costs Johnnie $104.00 freight.

Johnnie presently services her route with local operators who represent the foundation of Mickey Anderson's phonograph business.

Results have been better than last year according to Mike, who returned the last week from a visit to the Phonograph Factory. Mitchell, Rock-Ola sales manager, was in Nome last week and advised Mitchell that the Rock-Ola phonograph operators are sales managers, and that with the projection in Nome, the Rock-Ola phonograph operators, since the company has been increasing—Rock-Ola distributors in Nome have been getting a little extra help..."

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"Mike Anderson喇叭 in Nome..."

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**Prizes Every Hour On The Hour...**

**Royal Grand Opening Party Set With Thousands Of Dollars In Prizes...**

CINCINNATI, O.—Royal Distributing Company here is really "rolling out the red carpet" this weekend, just as the invitation says. The coin machine distributing firm will hold its gala grand opening sporting Saturday and Sunday, Sept. 23rd and 24th, and evidently the sky's the limit. Invitations to more than one thousand people have been mailed and from the looks of the response, just about all of 'em are going to the weekend party.

Harold Hoffman, Royal manager, estimates that "thousands of dollars" in prizes will be given away free to guests, and he's kidding. A prize will be awarded every hour on the hour to a lucky winner. Three taxes will be drawn from a hat—all three contestants play off on a Midway gun, a Bally Hot Shot, a Williams pinball machine, a Chicoine shootie, a Gottlieb pinngeek or any one of the fourteen “big ticket” prizes. Also, there will be given away a big prize—a stereo record player, electric clock, phonograph, or any one of dozens of high quality top priced appliances. "The gal goes to him," said Hoffman, and so will the kids, evidently. A large supply of kiddie rides have been brought here to keep the tots busy while mom and dad enjoy the Royal hospitality. Balloons, ice cream and soda will also help keep things under control.

Representatives from every factory doing business with Royal had already confirmed reservations for the Cincinnati trip and many friends from across the country have advised that they will attend the function which will be held in the firm's 3000 square foot showroom. Royal's warehousing facilities at the new address total 22,000 square feet.

The Royal Distributing Company officially bought the Cincinnati assets of Southern Automatic Music Company several months ago and brought its total number of factories lines handled to fourteen. The firm was established in 1946.
Last Call For Advertising In The

Cash Box

SECOND QUARTERLY EXPORT REPORT OF 1961

FINAL DEADLINE: Thursday – September 21st

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Your sales message can be a part of the only quarterly export report furnished to the coin machine trade throughout the United States and the international markets. Read by every leading buyer of equipment around the world, Cash Box serves the world’s markets with statistical and analytical reports for each three months of the year. Annual reports in June wrap up the full year’s export activity with a concise summary edited for quick reference by export-import sales personnel. Quarterly reports help buyers keep abreast of current market conditions.

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MEXICO CANADA ARGENTINA BRAZIL TOKYO
Ed Ravreby Dead At 64

BOSTON—One of the most well-known coin machine men in business died last week when Ed Ravreby succumbed to his fourth heart attack. He was 64 years of age.

Ravreby retired in 1959 after more than thirty years in the coin machine business dating back to 1931 when he and his brothers Albert, Jack, and Arthur formed the Owl Mint Machine Company and distributed coin machine lines for Chicago factories.

Ravreby, a colorful figure for many years, operated and distributed coin-operated machines during his long tenure in the business and also owned and operated several arcades in New York, Hartford, Portland and other New England towns.

In 1944 Ravreby went into a distributing business without the association of his brothers and formed Associated Amusements, handling leading music and games factory lines. He operated the firm and various routes until 1959 when he suffered a heart attack. Ravreby retired from business and remained retired from coin machine interests up to his fatal attack suffered on Monday, September 11, while the coinman was attending synagogue services celebrating Rosh Hashanah.

Ravreby leaves his widow Dorothy, brothers Jack; Arthur, who is currently in the vending machine business; two sisters Pearl and Augusta; his daughter Ruth; and two grandchidren, Sheldon and Paul. Dick Mandell, owner of the International Vending Corp., Rock-Ola distributors in New England, is the son-in-law of Ravreby, married to Ed's daughter Ruthie.

Ed Ravreby will be missed by countless numbers of people in the coin machine business around the world. The announcement of his death has already stirred deep sadness in the hearts of coinmen from all parts of the United States.

**Sheldon Uses Route Knowledge For Selling**

BUFFALO, N. Y.—One of the prime reasons for the growing success of Sheldon Sales Company here, new acquired distributing firm owned by John Cooper, and managed by Bob Papineau, former Rock-Ola rep, is that the firm also owns Superior Vending Corp., a local operating route. We’ve managed to offer unheard of service to our operators during the past six months, using as a focal point the knowledge we learn from our own operation,” stated Papineau in a discussion last week.

The Sheldon manager also stated that the firm is proud of its growing reputation for excellent reconditioning on vending, music, and games equipment. “Again, since we know what the operator needs, and just how he wants a machine to look, we give him what will earn for him the best income,” continued Papineau.

Sheldon distributes the Rowe-ANI line here and expects to extend its vending business in the near future.
Cash Box

EENDING NEWS

The Vending Machine Industry’s Only Newsweekly

Philip Morris Will Mfr. Western Europe’s
Top Selling Cig In Reciprocal Agreement Which Will Introduce French To PM’s Parliament

Gauloises Account For 60% Of French Sales

NEW YORK — France’s famed Gauloises cigarettes, the largest selling brand in Western Europe, are, for the first time being manufactured in the United States. The entering coast-to-coast retail distribution at United States prices, it was announced by Philip Morris Inc. The major cigarette producer in the U.S., Philip Morris Inc. is the major United States cigarette manufacturer, will now produce and sell Gauloises (pronounced “Goal-waz”) here under an unprecedentedly international agreement. The agreement was announced by the French Minister of the Treasury in an official statement by the French Foreign Ministry.

The agreement was signed by the French Minister of the Treasury and the chairman of Philip Morris Inc., the leading cigarette manufacturer in the United States, and the managing director of the French cigarette company, the Marquis of Gohor. The agreement provides that Philip Morris Inc. will manufacture and sell Gauloises in the United States, and the French company will manufacture and sell Philip Morris cigarettes in France. The agreement is the first of its kind and is the result of several years of negotiations between the two companies.

Philip Morris Inc. said that the agreement will allow the company to increase its sales in the United States and to expand its operations in France. The agreement will also allow the company to increase its production of Gauloises, which are currently manufactured in France, and to expand its distribution network in the United States.

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The agreement is expected to be completed within the next few months, and the new cigarettes will be available on the market in the United States in the near future.
Chi Ops Attend Service Clinic
On United Bowling Games


Other operators in attendance were: Fred Wojcik, Arcade Coin, Oak Lawn, Ill.; Frank Rizzo and Henry Fulmer, Variety Sales, East Chicago, Indiana; Larry Berke, Midwest Coin, Skokie, Ill.; Conrad Roberts, Ray Dilts and Jim Dilts, all of P. C. Dilts & Sons, Mishawaka, Indiana; Joe Nalewy, Harvey, Ill.; Ed Okulans, Park Ridge, Ill.; Mike Angone, A. J. C. Amusement, Chicago; James Silcox, G&A Enterprises, Chicago; Bill Miller, Miller Guns, Chicago; Frank Chesnowski, Unique Music, Chicago; Don Knott, Central Mkt Sales, Galesburg, Ill.; Red Lucan, Max Music Co., Galesburg, Ill., and many, many more.

Gil Kitt stated, at the conclusion of the session, that comments from the attending operators indicated that the school demonstration was "a rousing success," and that much of the servicing detail surrounding United bowling games was well received by the operators.
Not much to report on this past week simply because 40% of the work-week in the New York coin-op area was devoted to celebration of the Jewish New Year. Monday and Tuesday were holidays and Tenth Avenue shut down from one end to the other. There were a few service people in the rear of some shops, but old working mostly on repairs, so most of the wholesalers advised us beforehand that the showrooms would be closed for business on the first two days of the week.

Business around the nation was picking up after the Labor Day finish to supply a shortage of people. It's amazing how, under similar conditions are from one end of the country to the other. Same equipment in demand, same equipment laying idle, same collection problems, and same optimistic reports when the conversation turns to vending.

Speaking of vending, it's a wise distributor that pegs his nose into this business if he's already knee deep in merchandise mishaps. No problems here, except for the standard sales-supply-demand-price obstacles, but to quote one vending machine operator, "We're able to conduct this portion of our overall sales on a more business-like basis."

Have you read about the vending machines dispensing cartons of cigarettes (CB Sept. 16) in supermarkets? They've managed to replace this portion of the grocery line within the stores and you can bet it isn't the first item of hundreds to eventually go into vending machines both inside and outside the supermarkets. Universal Match is leasing the units to the supermarkets.

Model Vending, in Philly, Wurlitzer distributors, also are a good sized vending operator and they bought out Earl Automatic Vending for cash and stock. Ed Balin, president of Model Vending, advised that they will operate Earl as a separate division.

Stand by for the French cigarette favorite—Gauloises—to be distributed here by Philip Morris (see separate story on French cigarette campaign). It's a national campaign, and accounts for 60% of sales in France. In trade, France will distribute Parliament cigs for PM.

Now that the currency exchanger is working out for Universal Match, the National Retail Grocery past machine is going full steam again. It is a stamp vending machine. Sales will probably begin in post offices throughout the country. Four cities will initiate the move. Machines will be leased. Bally's big "Bowler" reportedly taking off in many territories. "Bowler" sales are being handled in a jobbing manner and according to Shugy, the operator who doesn't consider opening a large scale miniature bowling establishment with the machines is missing a good bet.

We were all sorry to learn of Ted Kissel's death last week after the Davis Distributing PB man fought off the dreaded blood disease for years. Ted was a sincere person who enjoyed much success in his field—calling on the pros in order to gain favorable publicity in the news columns. He did work with a professional style that spoiled class—and you could always rely on the facts from Ted, a necessary part of every good public relations man's approach to his job. Ted leaves his wife and two children. He will be sorely missed in this corner.

Mike Anderson, Mickey's son, took to the road with Rock-Ola's "Princess" and did a bang-up job (see picture story elsewhere). The music machine is earning a big reputation for itself according to Mike, and salesmen like him are one of the reasons. Williams has a new pin game on the market "Skill Ball" and the emphasis is on skill, just as you guessed! . . . Art Ryzen, working out the details on the National Automatic Vending Co. downtown in Chicago where he has assumed exec v.p. duties after leaving Wurlitzer last June. The firm expects to increase its 2500 cigarette vending machines to a 7000 total before the year's end with several purchases.

Si Redd, Redd Distributing, Boston, happier than ever now that he's sure he's going to hold onto the Bailey Coffee Vending line. SI has a one-two combo in the Seeburg iced drink machine and the coffee unit. Now that Seeburg has bought the Bailey machine manufacturer, SI's in a pretty position. The machine handles both lines! John Billa, Newark, N.Y., still selling up a storm with the Wurlitzer "2000" shampoo and the Smokeshoppe-ein machine entry in the "Bowler Bows." . . . Dick DiCicero, WestchesterAmusement, celebrating his 25th Wedding Anniversary, Sun., Sept. 17th, with a shindig at the Westchester Arms House. More than 100 people will attend the occasion's gala party.

Mike Martin gets a long list of used equipment together for a fall sale while Joe contemplates winter road traveling. The firm enjoyed a wonderful summer season this year.

Ivy Holtzman, United East Coast Corp., happy over the way sales are moving on United's new "Viking" shuffle alley. . . Al Simon reports similar action on Chicago's "Triple Gold Pin" shuffle alley. At D'Inzillo tells us the Rock-Ola phone is stirring up lotsa attention from games ops as they drop by to check out equipment. The phone now sports a snap-in panel for displaying the artist's pic. A merchandising feature that is now on every new machine produced.

The new Runyon store front ought to be approaching near-completion stages as the week comes to an end. The stainless steel front looks real sharp and set-off coinop just fine. The avenue never looked better now that Murray, Holzmans, Simon and Runyon all have the modern frontpiece. A postcard from Myron Sugarman, in Austin, Texas, that he is sliming up a storm and is pictured on the reverse side of this card. As Myron wrote the card, he told us that the pier was "only half-filled!" with coin equipment, of course. Don't come back to the show and sit on your backside, Myron.

Didn't get to see Abe Lipsky, Liben, this week but after the August business his firm enjoyed, we're sure he didn't have time to sit and talk anyway. Export biz is also picking up for this wholesale firm.

Meyer Parkoff and Murray Kaye have a good thing going in the Seeburg drink machine and the phone is doing right well too. Reports from Chicago are that Leeside is publishing its new ad with a milk machine in Oct. We're looking forward to attending the NAMA convention. Always loads of new machines to see and new ideas to go along with them.

LAST CHANGE for reservations at the Lauleurs for the 3-day affair. Call Nash Gordon at Circle 5-7550. Sept. 29-Oct. 1st. If are the dates,
Chicago Chatter

Local columnists are simply delighted over pending anti-slug legislation. This happy reaction didn’t come about accidentally. It is the product of the combined efforts of many firms and was ably spearheaded by the National Automatic Merchandising Assn. (NAMA) and its executive director, Tom Hungerford.

... To comment everywhere—Time’s running out, and unless this nation’s operators, manufacturers and distributors declare themselves in favor of a good thing the Coin Machine Council just has to hold its fire and simply offer its regrets. It is ironic that this industry—above all else—would show such a lack of interest in PR. The council has done an excellent job for the coin machine trade. For your sake—support it. Operators send in their $10 checks to CMC headquarters, 75 East Wacker Drive, Chicago.

Automatic Canteen board chairman Frederick L. Schuster last week upped Robeson’s price to $100,000, a 28 year veteran of the company, was previously vice prexy and general manager (since 1956) of the Canteen Company, a subsidiary. ... Now that the

beautifully designed and excellently engineered big ball “Bally Bowler” is being shipped to Bally’s distributors around the nation, acceptance, we’ve been told correctly by Bill O’Donnell and Art O’Conner, is phenomenal. It is raining, Bowing great Buddy Boman adds his raves by acclaiming the “Bally Bowler” “the most realistic coin-operated bowling game I’ve ever played.”

Unifed Mfg’s. Bill DeSelm happily announced last week that Lieberman Music has been appointed to handle distribution of United’s products in the states of Minnesota, and North and South Dakota. The firm is headed by prexy Harold Lieberman and sales manager Lee Ruben. ... Williams Electronic Execs, William Jackson, announced the release to the trade last week of Williams’ new “Skill Ball” pinball amusement game. A new innovation in this game is “extended play,” wherein the player thru skill can add extra balls to his game.

The action on Rock-Ola’s new compact, low priced coin-operated phonographs is hectic these days, according to Ed Doris, exec. veepee. Also, as director Ralph Wyckoff tells us the new Rock-Ola “Featurer Star” panel (optional on the photos) is receiving wide acclaim from music operators everywhere. Sales director Frank Mitchell popped in and out of town again. Les Rieck is making his rounds thru the midwest calling on Rock-Ola distros. ... Popular coin machine distr. Hyman Zabrowsky long arranged his Rosh Hashona greetings from his office at H-Z Vending & Sales in Omaha.

Attendance records were broken at Empire Coin Machine Exchange last Wednesday (Sept. 13) when owner Gil Kitt and sales chief Joe Robbins hosted Bob Skor, Howie Freer and Art Wood—invited very active selling Seeburg products was conducted by Bob (Big Bob) Jones. Other Empire Coiners on hand were Jack (Bottles) Burns and Bill Herndon. ... Sol Gottlieb, the happy bridgeplayer, returned to the city after his exciting wedding to Gladys Kohan of Boston. Sol and his lovely bride will shortly spend a little time in California visiting, and then enplane to Miami Beach, where they’ll make their residence. Dave Gottlieb, prexy of D. Gottlieb & Co., and another brother, Manny Gottlieb, attended the nuptials, which were performed by the celebrated Dr. Pearlman of New York’s Emanuel Temple. Nate Gottlieb and Alvin Gottlieb and their families were unable to attend.

Bally’s Herb Jones passed along bad news that coinerat Lee Jones no relation died in Augusta, Georgia Sept. 7. Lee, who was formerly associated with the late Walter O. Trachte, was also a distrib in Chi for many years prior to his retirement. ... Tom Sams, vice prexy, AC Automatic Services, AMI Division, avid commuter between the plants in Grand Rapids and the Merchandise Mart office of Automatic Canteen in Chi, relates that the business pickup is already quite heavy and all AC eyes are focused on an excellent Fall season. Among the AC bruces who harbor similar views are prexy Joel Kleinman and vice presidents Dean McMurdie, Jack Dunwoody (who heads the Blonde vending division), and background music chief Don Lundy. Rowe-AMI’s Bernie Shapiro tells us he is so busy these days he is somehow a stranger in his own home.

World Wide Dists. (crossroads in the midwest for Seeburg coin-operated phonographs and vending equipment) is enjoying what World Wide prexy Joel Stern calls “excellent Fall business” these dampish days. The entire World Wide staff—including sales chief Len Micon, Fred Stor, Howie Freer and Art Wood—is kept very active selling Seeburg products to area-wide operators. Diversification is a living fact at W.W. ... Joe Kline and Sam Kolber of First Coin have been bugging for some time during this past week, and although our guess is a mile better than yours (we know something), we’ll just have to pull in our horns a while. Meanwhile the action is increasing considerably at First Coin.

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The entire staff at NAMA headquarters "cut a cake" last Thursday, Sept. 14, to celebrate NAMA's 25th birthday. Attendance was very heavy, and a good time was had by all. We received a wire from Paul Huesch, vice prexy of J. H. Keeney & Co., wishing all his Jewish friends a happy (Rosh Hashona) New Year. ... Joy reigns supreme at J. H. Keeney & Co. since the surprise appearance last week for "business as usual" of Keeney president Roy McMurdie and sales chief Bill O'Donnell, in the real world. Naturally Paul Huesch echoes the feelings of coinmen everywhere when he says—it is sure is great having Roy back in his office after his lengthy illness. He didn't waste much time in getting back into full swing in company business.

Nate Feinstein, Atlas Music, who is simply delighted over operator reaction to AMI's "Top Talent Tunes" good music program, sends along his new list of record hits. Available artists on list are: Ray Charles, Peggy Lee, Ray Anthony, Nat Cole, 4 Freshmen, Frank Sinatra, Ray Starr, Hank Thompson, Paul Weston, Brothers 4, Milli Borez, Pete Fountain, McGuire Sisters, Ernest Tubb, Red Foley, Webb Pierce, Brenda Lee, Gloria Lynn, Gordon Jenkins, Russ Morgan, Buddy Morrow, Patti Page, and many others.

I see by the papers—Report from the U.S. Post Office Dept. that automatic vending machines that operate with either coins or currency will be installed in Post Offices for dispensing stamp books, envelopes and postal cards. This innovation will first be placed in P.O.'s in four cities yet to be selected (See Separate Story). ... Bill Weikel, sales director of Fischer Sales & Mfg. Co., just returned to his McHenry, Ill. offices from a visit at the factory in Tipton, Mo, with prexy Ewald Fischer and other plant execs. Ruth Weikel recently spent some time in the hospital for minor surgery. Bill leaves shortly for Cincinnati where he will be on hand for the Grand Opening of Joe Westerhuis' new Royal Distrib. at high noon.

Chet Gore is delighted about having coinerat Frank Mencuri in a top sales capacity at Exhibit Supply. ... Business is really increasing by leaps and bounds at Marvel Mfg., according to Estelle Bye. The big action these days is in phone plastic replacement parts. A giant (in unison) Jewish New Year greetings to all from Hank Ross, Marline “Iggy” Wolverton and Ralph Sheffield, Midwest Mfg. On the business side, Ralph items that Midway's "Bible gallery" is shooting its way to a top sales position in many markets.

Very since Rosh Hashona greetings were extended to “my many, very good Jewish coin machine friends everywhere” by genial Johnny Frantz, prexy of J. F. Frantz Mfg. Co. Johnny assures us that by the time the next NAAPEB convention and exhibit rolls around late next November he'll have a surprise amusement game out for the trade. ... We're anxious to hear from Sam Berger, who recently formed the Dynaball Co., to distribute coin machine parts, in Skokie, Ill.

Cash Box—September 23, 1961
Chicago—Since the growing incentive in pinball play moves ever closer to skill shooting, Sam Stern, president of Williams Electronic Manufacturing Corporation of this city, feels very strongly that he has introduced to the trade a very strong sales competitor last week in Williams’ "Skill Ball" pinball amusement game.

Within the beautifully designed cabinet Williams engineers have built in a series of innovations which, according to sales chief Jack Baigelman, "will assure us of a very lofty and healthy sales program during the new Fall season, and likely beyond." "Foremost in 'Skill Ball,'" Baigelman said, "is Williams' new 'extended play' feature. In this innovation the player starts with the usual five balls, and then his skill shooting adds extra balls to his game."

Additional features in "Skill Ball" include Williams' "moving target," which also adds bonus balls, and scores 100 points when the lighted "arrow" on the playfield points to a selected number. Lighting all six selections on the playfield adds one additional ball.

The exciting scoring potential is further increased when a ball goes over the right-top rollover button. This action lights the red hole and red kicker bumper on the playfield. Likewise, a ball sent over the left-top rollover button lights the green hole and green kicker bumper, increasing the scoring potential. A ball in the red or green pocket on the playfield when lit spots corresponding 1-2-3 selections on the light-box.

Other interesting features in "Skill Ball" include: The top rollover lanes determine selection. Advancing buttons move 'arrows' one space. Scramble bunnies move 'arrows' five spaces. There is also an adjustable high score for the extra ball.

"We believe that the exciting new, innovations in 'Skill Ball' makes available to operators just the type of amusement game they require to draw potentially high earnings to the cash box during this new Fall season," Stern said in closing.

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**Happy Birthday This Week To:**

Ed. Brown, Dallas, Texas...

Mr. & Mrs. Jack Backus and their two daughters spent a week's vacation driving to Yellowstone and the Black Hills in South Dakota. On their way home they stopped and spent a weekend at the Cowboy Motel, 201 S. 5th Street, and stayed in the hotel where the South Dakota Operator's Phonograph Ass'n were holding their meeting to say hello to some of his friends. J. C. Weber and son Dennis, Blue Earth, Minn., in town for the day making the rounds. Joe picking up refreshments for the upswing. Charlie Daniels, at Paul A. Laymon's, on a fishing trip to Lake shoreline over the weekend. Britt Adelman on a 2 week vacation. Don Peters and his son on a dove hunting trip in the desert recently. At Leuenhagen's "record bar," Dot saleman Don Sanders, stopped in to spin Ricky Faye's new wax "I Understand." Songstress Wendy Hill, in with George Russell to play her Era Records' release "Without Your Love," Doris Flack, of Everest, dropped by with the Gloria Lynne out going. "Impossible." Hank Tronick, at C. A. Robinson & Co., reports the new United "Frolics" is causing all kinds of excitement. Weiss, the operator for the new "Wonders," which has been taken care of early as they took in the Twin-Yankee game Thursday 31... Lyle Kesting, Benson, Minn., in town for a few days making the rounds. Mercury box at Leuenhagen's. Jack E. Leonard at The Flame Room, Radisson Hotel, and Billy Eksteine at Fredlies' Cafe, Minneapolis. Gordon Runnberg and Bob Kovanen, Moose Lake, Minn., in town this week for the day picking up parts and records. Mr. & Mrs. Paul Schumacher, Pierre, So. Dakota, in town for over the weekend visiting relatives. Paul taking off time to pick up some parts.
engineered and designed to give you the finest and most profitable features in the industry

COMPACT-VERSATILE-DISTINCTIVE

The world famous Rock-Ola tradition of engineering excellence is again proven by the unique, modern cabinet and the daring miniaturization of the all new mechanism in the Rock-Ola "100" Wall Phonograph. With the new "100" miniaturized mechanism again comes the unexcelled dependability which for years has made the original Rock-Ola Revolving Record Magazine the standard in the industry for quality and dependability.

Rock-Ola offers its Operators a small, attractive and versatile wall phonograph with all the capabilities of a standard floor model. Its gleaming silver and chrome appointments and compact cabinet complements any location decor and fits even the smallest location while occupying no floor space needed for other facilities. The profit-making answer to smaller locations is the Rock-Ola "100."

Look to ROCK-OLA for advanced products for profits
GOTTLIEB'S
2 PLAYER

Lancers

Proven Player Appeal! Performance! Profit!
No doubt about it—Lancers has everything it takes
to attract more play, more coins, more profit! Coupled
with its sensational new cabinet design you have a dream
performer.

Its massive stainless steel mouldings and chrome
corners provide a clean, "new game" appearance forever.
Eliminates the need for many expensive service calls.

Drop in to your distributor today for a demonstration

• Top rollovers light pop bumpers, kick-out
  holes and side rollovers for super score

• 2 center kick-out holes fire balls toward top of
  playfield—2 side holes kick balls toward
  Flippers

• Bottom rollovers score 200 points when lit

• 2 cyclonic kickers light alternately

• Match Feature • 3 or 5 ball play

Buddy Bomar Bowls On Bally Bowling (Whew!!)

CHICAGO—When Bally Manufacturing Company decided to go ahead
with a big ball bowling the size of
"Bally Bowler" they had already com-
pleted a thorough research program
which turned up the necessary infor-
mation to get the coin-operated
amusement machine off to a running
sales start.

One of the big questions asked was
"What will a bowler think of the
pin action and the scoring?"

Well, many an amateur bowler tried
his hand at the "Bally Bowler" dur-
ing its final production stages but
Bally officials wanted to hear the voice
of a real bowler, a champion. So,
Buddy Bomar (pictured above) famed
international bowling star, was ap-
proached and dropped by the Bally
plant. After one complete game (dur-
ing which he bowled a dazzling 287!) he
had this to say "The 'Bally Bowler' has about
the most realistic bowling I've seen, outside of a real
bowling alley." Perhaps that's the
reason for the game's success, ac-
cording to distributor sales reports.
WANT—New or used 45 RPM Records, not over 5 months old. We pay 10c and the free copy for any condition. AM. W. 8TH PLACE MIAMI 6, FL.

WANT—AM-120 and 250 Phonographs, Cylinder Phonographs. Bally Pin Machines. Write for prices and condition; best price, ST. THOMAS COINS SALES, 200 W. CROSSE ST., NAT. CANADA (Tel. 1-5050).

WANT—Bally Pins, Bally Pin Games, 54 & 154 Counter Machines. Write for prices and condition; best cheap price, ST. THOMAS COINS SALES, 200 W. CROSSE ST., NAT. CANADA (Tel. 1-5050).

WANT—For Sale—Antique Auto Model 12 or 13; National Coin Vending Machines, 11 or 12 coin machines. Write for prices and condition, W.A. BALLY, 885 BROADWAY-NEW YORK 2, N.Y. (Tel. 1-4277).

WANT—Philco T.V., Telephone & Cables. Used price price and condition in airplanes; W.A. BALLY, 885 BROADWAY-NEW YORK 2, N.Y. (Tel. 1-4277).

WANT—Will pay cash for all late Games, all late machines. First offer, Mike MUNROV CO., 1711 BROADWAY, NEW YORK 31 (Tel. 6-4477).

WANT—45 RPM Records, new or used. Need all types, Gen. Phillips, 138 N. ROOSEVELT PL., PHILADELPHIA 9, PA. (Tel. 2-3541).

WANT—Bally Pin Games, Bally Pin Machines 1525 up. Selling any condition, Gen. Phillips, 138 N. ROOSEVELT PL., PHILADELPHIA 9, PA. (Tel. 2-3541).

WANT—Used 45 RPM Records. All types, as they run, right of the rule. No sorting or packing, Gen. Phillips, 138 N. ROOSEVELT PL., PHILADELPHIA 9, PA. (Tel. 2-3541).

WANT—Records, 45's & LP's, new or used. All types, as they run, lot of 100, sale or trade. Tony WARE, 381 MCELANE AVES, YONKERS, N.Y. (Tel. 4-9563).

WANT—To purchase surplus 45's, LP's, EP's. No quantity too large or small. Sizes stock wanted, all types, all condition. HAM-MIL DISTRIBUTORS, 105 1/2 WABASH AVE., CHICAGO 21, ILL. (Tel. P-6-0041).

WANT—To purchase 5,000,000 new records, no condition, large size only. We will pay for cash. Top prices offered. No condition or variety too large or small. records. MARGARET HAYS, 1130 N. CAPITOL AVE., INDIANAPOLIS, INDIANA.

WANT—All Bally, Shuffles, Shuffle Machines, Bally Pin Machines, Bally Pin Games, large or small. C. C. Pinball Machine Co., 62 CAPITOL AVENUE, NEW YORK, N. Y.

WANT—Paid Panorama, Also Parts, Any Pinball Machine, All types. HAYDEN REY, 371 E. 4TH ST., DETROIT, MICH. (Tel. G-9-1723).

WANT—Arcade pieces, Basketball games, Hockey games, all kinds of machines. Write for details. RUSSELL GALLAGHER, AUSTIN, FLINCHBAUER, GALVESTON, ARTHUR, SHARP, 1005 11TH ST., LOS ANGELES 11, CALIFORNIA.

WANT—We are buying for the last time. Got 34 players, Suspense V-2000, unduplicated machines, and anything we can get in regular, monthly shipments. ADAM E. HAYDEN, 140 S. MAIN ST., NASHVILLE, TENN. (Tel. 2-3458).

WANT—Used or new 45 RPM Records, Top price offered for any record offered. We are interested in regular, monthly shipments. ADAM E. HAYDEN, 140 S. MAIN ST., NASHVILLE, TENN. (Tel. 2-3458).

WANT—We are buying for the last time. Got 34 players, Suspense V-2000, unduplicated machines, and anything we can get in regular, monthly shipments. ADAM E. HAYDEN, 140 S. MAIN ST., NASHVILLE, TENN. (Tel. 2-3458).

WANT—Cash wanted for all Bally Games and Gottlieb Pinball machines. All types, all condition. We pay top price. SNICKERS, 923 S. 10TH ST., LOUIS 6, MO. (Tel. 2-4312).
### Manufacturers/New Equipment

**AMI, INC.**
Continental 2-200 Stereo Round* with Autocoin, 200 Sel. Stereo phones.
Continental 2-200 Monitor (uar Autocoin) 200 Sel. Monitor phones.
Continental 2-100 Monitor with Autocoin, 200 Sel. Stereo phone.
Continental 2-100 Monitor with Autocoin, 100 Sel. Monitor phone.

*(Stereo Round plays 35-1/4 rpm records internally)*

WQ-120—120 Sel. W. B.
WQ-200—200 Sel. W. B.
KQ-200—200 Sel. W. B.

**AUTO-COIN, INC.**—2 Barrel Rest, Bar Grip W. B. Mounting Bracket.

**Chuck-Am-Ray, Inc.**—Cylinder Wall S. Pkrs. L-230 (Specs, Choice of Grille).


**FORE-HOLES**—AUTO PHOTO CO. Studio $2,245.00

**BALLY MFG. CO.**
Bally Under 16" lengths ... $557.00
5" Extension Sections 75.00 ea.
Bik. (Bingo) $1,102.00
Markman's (Pig Attack) $92.50
Barrel-O-Fun $1 (Replay) $825.00
Fun and Flavor $40.00
Pony (Kiddie Ride) $705.00
Tinsley Trollie $450.00

**CHICAGO COIN MACHINES**
Triple Gold Pin Shuffle Pro
P. A. Shuffle Pro
P. A. Shuffle Pro
Wild West
 COMMANDO MACHINE CO.

**FISCHER SALES & MFG. CO., INC.**
Imperial VII
Imperial VI
B-4

**F. T. FRANTZ MFG. CO.**
New Frontier (Counter Pistol) Dice City (Counter Pistol)
Kiddie Catcher
ABT Challenge Pistol
A. B. Challenge Scope
ABT Rifle Sport
Arieto Scope

**GAMES, INC.**
Bowler Blasser
J. D. GOTTLEY & CO.  Inc.

**IRVING KAYE CO.**
Deluxe Eldorado Coin Series Mark I, 72x45; Mark II, 92x45; Mark III, 95x50; Mark IV, 100x50.

**J. H. KEENEY & CO., INC.**
Deluxe Old Plantation
Sweet Shawnie
Deluxe Red Arrow
Wally Waddles

**RED DISTRIBUTING CO., INC.**
Skill Cards ... $135.00

**ROCK-O-LA MFG. CORP.**
Rock-Ola Model 1943 100-xel. Stereo phonograph.

**SEEBURG CORP.**
1955 W. B. 120 or 200 Sel.
1745 Receiver unit

**THE SEEBURG CORP.**
State-100 selection phonograph. Half dollar, remote control.
AY-100—Stereo 100 selection phonograph. Half dollar, remote control.

**SOUTHEND ENGINEERING INC.**
Western Trails

**UNITED MFG. CO.**
Valley Bowler

**UPC-100 MANUFACTURING CORP.**
UPC-100S Stereo

**VALLEY SALES CO.**
Model 9000 6 Pkt. Table Pool.
Bumper Pool Table (5 Models Available)

**W. VALLEY**
Skull Ball, 1 Pfry.

**THE WURITZ COMPANY**
2550-S, Stereo, 200 Sel. Phone.
2550-A, Stereo, 50 Sel. Phone.
2550-S, Stereo, 104 Sel. Phone.
2550-S, Mono, 104 Sel. Phone.
2550-S, Stereo, 100 Sel. Phone.
2550-S, Mono, 100 Sel. Phone.
Sweep 60 available all models.

**Cash Box—September 23, 1960**
NOTICE: 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.

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.

**NOTE:**

- 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 vary due to market status, equipment condition, and general nature of the specific sale.
Now you can feature names, record jackets and song titles of TOP-TALENT entertainers on the distinctive, illuminated selector panel of the AMI "100." Here's an extra that brings in more location customers—puts the stars to work for you.

**STEREO ROUND STIMULATION!**

The crowning attraction of the AMI "100" is the wonderful realism of Stereo Round. This unique sound system gives full stereo effect without the use of remote speakers. More listening pleasure—more coins in the chute. Only AMI has it, plus Automix to play 33 1/3's or 45's interchangeably.

**Another Star Performer—THE AMI "200"**

- Genuine diamond stylus standard equipment on both "100" and "200" models.

See Your AMI Distributor or Write

**AC AUTOMATIC SERVICES, Inc.**
18 S. Michigan Avenue, Chicago 3, Ill.

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**TOP BILLING FOR LOCATION, TOO**

What's more, the selector panel allows generous space for the name of the host or location (easy-to-use strip-in letters supplied). A personal touch that makes friends—builds profits.
MAKING A NAME FOR ITSELF ALL OVER THE MAP

THE INDUSTRY'S TOP EARNER

All you have to do is look at it, listen to it and you'll know why the Wurlitzer 2500 is racking up new earnings records. Couple maximum take with minimum service and you've got the Ultimate in Automatic Music.

THE WURLITZER COMPANY EST. 1856 NORTH TONAWANDA, N. Y.
SKILL SHOT TIMING
FLASH SCORES
Traveling lights on playfield and pin-hood register changing values of Strikes and Spares

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REGULATION SCORING

CHOICE OF PLAY

ADVANCE SCORING

PROGRESSIVE SCORING

Mystery Spares
Change Each Frame

13 Ft. Shipping Weight (Crated) 640 lbs.
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Boost Bowling Profits!

Photograph shows true bowling performance of new Swivel-Action Pins. Ball drives No. 1 Pin sideways to hit No. 3 Pin, which in turn will take out No. 6 and No. 10 Pins. BALLY BOWLER full-round pins fly in any desired direction, depending on angle at which ball hits pins or pins hit pins, exactly as in real bowling. Action is one hundred per cent mechanical response to impact of ball against pin or pin against pin—without electrical roll-overs—without magnets—without dangling chains. Hit pins are cleared off the alley with the snappy speed of real pins on a real alley—resulting in fast play, fast earning-power.

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**SCORING** is by official bowling rules.

**BALLS** (3 supplied with each bowler): hard rubber, 4½ in. diameter.

**DIMENSIONS**: 16 ft. long, 44 in. wide. Length may be increased to 21 ft. or 26 ft. with easily added 5 ft. alley sections.

**STANDARD COIN MECHANISM** is 15 cents a game. 2 games for a quarter, but is readily convertible to straight dime play.

**HIGH SPEED TOTALIZERS**, proved perfect in thousands of Bally games, are standard equipment.

**AUTOMATIC BALL-RETURN** is fastest, smoothest ever built into a bowling game.

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**BALLY BOWLER**

BALLY MANUFACTURING COMPANY—2640 Belmont Avenue, Chicago 18, Illinois