For exceeding the one million sales mark, with "The Sound Of Music" album, Goddard Lieberson, president of Columbia Records, presents gold albums to Mary Martin, the star of the musical smash, Richard Rodgers, its composer and Mrs. Oscar Hammerstein, wife of late, famed librettist. Columbia has three new musicals set for the coming season in "Kean," which opens Nov. 2, starring Alfred Drake; "Subways Are For Sleeping," which opens Dec. 26, and stars Sidney Chaplin and Carol Lawrence; and "All Americans," the Josh Logan musical set to bow sometime in February.
Hooray for a great new single! Two instrumentals with a foreign flair, arranged and conducted by that "La Dolce Vita" man...

RAY ELLIS
"PORTOFINO" c/w "SHALOM"
#7953
from the new musical, "Milk and Honey"

WATCH FOR THE ORIGINAL CAST RECORDING OF "MILK AND HONEY"
No industry that stands still can expect to survive the rapidly changing tastes and desires of the American public. Innovations must be made to keep pace with the times.

However the rate of speed with which these innovations seem to appear has been capped considerably in recent years. We’ve witnessed the development of the LP, the change from a 10 inch album to a 12 inch disk, the change to hi-fi, the advent of stereo, and super-stereo. We have seen the ten inch 78 rpm become a seven inch 45 record. We have witnessed radical packaging changes and have seen drastic changes in the way recordings are merchandised.

But never have innovations been so radical as they have been during the current Fall season. In less than a span of approximately two months a number of different record firms have introduced new ideas in recording and merchandising techniques which may in time have a marked effect on the record industry should they succeed in accomplishing the goals for which they have been designed.

About two months ago, London Records introduced “phase 4,” its new stereo recording technique. More recently, Warner Brothers Records introduced “Plus 2” in an effort to increase the sale of single records. Last week, Archie Bleyer introduced his new “Cadence Little LP” offering three selections on a side in new packaging to consumers for $1.69. Mercury Records, agreeing with the merit of the idea immediately announced its “Compact 6” series. Bringing the innovations up to date, the end of this month will see RCA Victor revive its Groove label offering singles to the consumer on Groove at a 49c price in an “effort to expand the singles market.”

It is impossible, of course, at this early date to consider any of the changes we have seen this Fall as the “answer” to specific problems facing the business. But we must consider that the people making these innovations have given their ideas considerable thought and investigation. From any one of these moves may come important solutions or the germs of improvement which eventually will lead the record industry on to greater success and continued growth.

We are proud to see that the record industry’s minds are not at rest but are constantly experimenting with new ideas.
Cash Box Top 100

Best Selling Tunes on Records Compiled by Cash Box from Leading Retail Outlets—October 21, 1961

<table>
<thead>
<tr>
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<th>10/7</th>
<th>Title</th>
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<td>Sad Movies (Make Me Cry)</td>
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<td>Band of Gold</td>
<td>Roomates</td>
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* Red bullet indicates sharp upward move. Indicates best selling records. Indicates other versions strongly reported.
THE NEWS IS OUT!

CHAD ALLEN'S "LITTLE LONELY" HEADING FOR CHART BREAKOUT

Smash Records Buys Lama Label Master

SAN FRANCISCO—Smash Records, on a hot tip from Gene Becker, general manager of C&C Distributors in San Francisco, this week latched on to one of the hottest records ever to come out of the West Coast, "Little Lonely" by Chad Allen.

INFORMS CHIEF

Becker called Charlie Fach, head of Smash Records, at 3 a.m. last week to inform the label chief that Allen's disk had broken wide open in the San Francisco area. Fach immediately flew to the West Coast and bought the master.

BATTLE WINNER

"Little Lonely" was produced by Don Railke and the Wilder Bros., whose "Mountains High" kicked off in exactly the same way as did "Little Lonely." Both records were "battle" winners on KYA radio here, and the station is starting to get the reputation of being a top hit maker.

FAST RELEASE

The Allen waxing will be released immediately on the Smash label and will be handled by the Smash line-up of distributors in all areas except San Francisco, where it will be handled by C&C, and where it will remain on the Lama label.

SMASH RECORDS BUYS THE FAST RISING "LITTLE LONELY" DISK

Each Gets Jump On Hot New Master

SAN FRANCISCO—Charlie Fach, head of the Smash label, got the jump on the record industry this week purchased the hot master of Chad Allen's "Little Lonely.

HISTORY MADE

The disk was originally issued on the Lama label locally and was picked as a "Battle Of Sounds" winner on radio station KYA. The rest is history. The disk started to skyrocket. Fach was notified of the disk's breakout in the area by Gene Becker of C&C Distributors who handle the Lama line.

OUT NATIONALLY

Smash will release the disk immediately for nationwide distribution through their distrub line-up in all areas except San Francisco. The disk will still be sold here on the Lama label and will still be distributed by C&C.

LIGHTNING STRIKES

Local music moguls are in amazement at the manner in which "Little Lonely" took off. The disk was produced by Don Railke and the Wilder Brothers, whose "Mountains High" waxing took off in exactly the same fashion, via a "battle" win on KYA. Lightning does strike twice in the same place.

Little Lonely
CHAD ALLEN
S-1720

Cash Box—October 21, 1961
EIGHT DISTINCTIVE ALBUM PRESENTATIONS TO HELP YOU... REMEMBER

are you ready?

NOSTALGIA—the can’t-miss quality of the new profit-package from Reprise! Eight notable album entries—of demonstrable gift-interest and consumer provocation—to make ’61 Holiday sales most memorable in years!

“Tony Williams Sings His Greatest Hits” — Music by Buck Ram - R-6006

“Swing Along with Mavis” — Mavis Rivers - R-2009

“America’s Favorite Organ Hits” — Don George - R-6008

“Bat’ya Sings the Great Israeli Hits” — R-2011

“‘Swing Along with Mavis’” — Mavis Rivers - R-2009

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“Bat’ya Sings the Great Israeli Hits” — R-2011

“‘Swing Along with Mavis’” — Mavis Rivers - R-2009

“The Great Israeli Hits” — R-2011
WITH...reprise

I remember Tommy...

FRANK SINATRA
Arranged & Conducted by SY OLIVER

"I Remember Tommy"—Frank Sinatra—Arranged and Conducted by Sy Oliver • R-1003

Sinatra sings again the songs of the Dorsey days...
...reliving, recreating the mood, style and material which fused the Sinatra state-of-mind in America's music. Listen to an evocative, reminiscent Sinatra, breathing new life into an awesome musical legend—conjuring the imagery and sentiment of an era and an idea you can never forget.

Arranged and conducted by Sy Oliver, these are the historical Sinatra songs—as much yours as they are his—as steeped in nostalgia as a faded Valentine. Never before a Sinatra presentation so uniquely meaningful— to you...and to him.

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Cash Box—October 21, 1961
**CASH BOX**

**RECORD REVIEWS**

B+ very good  B good  C mediocre

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

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**Pick of the Week**

"MY HEART BELONGS TO ONLY YOU" (2:45) [Merrimac BMI—F. & D. Daniels]

"THE WAY I AM" (2:10) [East-West BMI—Udell, Gell]

JACKIE WILSON (Brunswick 55290)

Take your pick here, The chanter's headed straight towards bitiswale with another Brunswick release that has that back-to-back hit look. Already happening is the short-white-back chick, "My Heart Belongs To Only You," that Jackie takes for a warm, sincere beat-ballad ride. New on the scene is "The Way I Am," an exciting rock-a-rhythm affair. Top notch assists on both halves from Bob Mersey's ork-chorus.

"IT'S ALL BECAUSE" (2:33) [Kilt BMI—Davey]

"I DON'T KNOW WHY" (2:20) [Fred Ahlert, Cromwell ASCAP—Turk, Ahlert]

LINDA SCOTT (Canadian-American 129)

Looks like Linda Scott, who's coming off "Don't Bet Money Home" and "Starlight, Starbright," has another big two-sider in this newie-oldie combination. "It's All Because" is a steady, beat-ballad hip-swivin' newcomer while the evergreen beat moves along at a slower ballad pace. Stellar support from the Hatch Davee crew on these two ear-pleasers.

"THE GYPSY ROVER" (2:11) [Box & CoxASCAP—McQuirel]

"COTTON FIELDS" (2:11) [Westside BMI—Fishier]

THE HIGHWAYMEN (United Artists 370)

The Highwaymen, who took a long time in rowing "Michael" ashore (but finally did so in chart-topping style), should have no trouble in bringing The Gypsy Rover" home. It's a similarly-styled novelty-go-folk affair that sports the thrilling feature. Excellent job. Fine change-of-pace in the up-beat "Cotton Fields" pairing.

"THE BREAKING POINT" [Famous ASCAP—David, Bachrach]

"MY WILLOW TREE" [Mary Jane ASCAP—Elgin, Rogers]

CHUCK JACKSON (Wand 115)

Jackson, whose hits have had him in a tearful mood ("I Don't Want To Cry" and "I Wake Up Crying") has reached "The Breaking Point" on this powerful new tearjerker. It's a sensational chorus-backed wailer with driving, attention-getting vocal and musical tricks. "My Willow Tree" is a warm and pretty soft beat cha-cha cozy. Watch it too!

"LONELY SOLDIER BOY" (2:20) [Central Songs BMI—Fallin, Rhodes]

"STRANGE LITTLE MELODY" (2:16) [Edward Schubert SESAC—Levy]

TEX RITTER (Capitol 4614)

"Lonely Soldier Boy," a big item in Japan, can develop into a tremendous follow-up slice for Ritter—who currently has "Hillbilly Heaven" in both the country and pop charts. It's a heartbreaking topical affair, set to a soft cha cha beat, that sports popmidnight decitation and inviting Ralph Carmichael ork-choral assist. Couple's a heartfelt sentimental lilter that also rates attention.

"LOSING YOUR LOVE" (2:15) [Tree BMI—Anderson]

"HOW CAN I WRITE ON PAPER" [Tuckahoe BMI—Carter, Harrison, Reeves]

JIM REEVES (RCA Victor 7590)

Reeves is once again in top country-pop form as he carves out another pair of weepers that are sure to latch onto high positions in both markets. The first, "Losing Your Love," a superb, slow ballad lilter and "How Can I Write What I Feel In My Heart," a multi-track up-beater (with a marimba leading the way). Two standout sides.

"THE MIRACLE" (2:31) [A.C.M. BMI—Ram]

"MY PRAYER" (2:34) [Skidmore ASCAP—Kennedy, Boulanger]

TONY WILLIAMS (Reprise 20,030)

Williams, having attracted a heap of sales with his initial Reprise outing, "Sleepless Nights," can have a pair of sales sizers this time out. One side's an ultra-lovely beat-ballad opus tabbed "The Miracle" while the other's a new soft Latin beat view of "My Prayer," one of the many Flutters hits on Tony provided the lead vocals.

SUEZAN CLARK (Jaf 2025)

B+ "JUST A WORD" (2:25) [Jaf BMI—Cole, Van Winkle]

Bluesy lilter from the performer.

JOANNE SOMMERS (Warner Bros. 5567)

B+ "WHAT'S WRONG WITH ME?" (2:38) [Chappell ASCAP—Adler]

Darks a solid light-swinging pose on a top ballad entry from the incoming musical, "Kwamina." Adding to the class nature of the session is the bright Neil Hefti-directed orch. Here's a beauty for the deejays. The plus 5 entry here is "One Boy" (1:23) E. H. Morris ASCAP—Adams, Strouse.


DORIS VALLADARES (Allergy BMI)

B+ "VOTE PA'L COLEGIO" [Arkaymen—Motian, Santiago] This is a notable vocal and instrumental version of "Changa Rock" (a recent Leroy Van Dyke chart entry) that takes to the top in the proper locations (as well as spilling over into the pop mart). Sock pachanga outing.

B+ "QUIERO QUE" [Sanchex, Rosales] Here the Valladores creatively tastefully cut out one for the merengue enthusiasts.

LITTLE RICHARD (Mercury 71884)

B+ "IS THIS NOT JUST A LIE" (2:36) [Woodman BMI—Pitt, Fenniman] The performer, now a chart-staller as a go-folk singer, is at home on the Mercury with a touching portr. It's another top effort from the popular top-notch man that is sold as flesh-and-blood. A strong martial beat is presented by a full ork-chorus. Off-beat stand that could make noise, particularly in the view of the current military build-up.

B "JOY, JOY, JOY" (2:17) [Rodeheaver ASCAP—Gael- bril] Joyful sacred stilt. Also from the album.

RONNIE GUITAR (RCA Victor 7691)

B+ "TELL HER BEE" (2:14) [Cedarwood BMI—Willkin, Burch] Country field songstress, who clicks at both the country and pop fields with "Dark Moon" awhile-back, could again get two actions with her tender light-hearting beat of a haunting romancer. Fine guitar-led full band. Keep tabs on it.

B+ "I'M GONNA BANJO DOWN" (2:11) [Leeds ASCAP—Tepper, Benny] Another hit from the R&B line-up, this time a soulful date that could make noise, particularly on a jazzy 45.

RONNIE SUMMERS (Bamboo 514)

B+ "GIRL OF MY DREAMS" (2:45) [Mills ASCAP—Clapp] Summerr's new offering is a off-beat exaggerated version of quick-beat Presley-type outing on the oldie. Attention-getting cuts that could make more noise.

B+ "ST. JAMES INFIRMIARY" (2:35) [Geitham ASCAP—Primrose] Easier rock sound for the famed blues opus.

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**THE PRETENDERS** (Power-Martin 1001)

B+ "SMILE" (1:57) [Bourne ASCAP—Carson, Turner] The fine oldie has been effectively translated for the ABAB-styled songsters doing a warm button-sounding blend. With enough exposure, don't have to look twice to chart run. Trinidad does the diskery.

DICK ST. JOHN (Liberty 55389)

B+ "SHA-TA" (2:40) [Safari BMI—Carroll] Despite the title, used as a chart gimmick throughout, this is a tender teen date, with Jane Ram's very appealing vocal by St. John against a fine rock-a-string setting. Could move.

B+ "GONNA STICK BY YOU" Original-sounding, multi-track feats in this exciting bell performance. Also noteworthy teen-market offering.

ORNALDE/MIKLOS ROZSA (BMI)

B+ "THEME from KING OF KINGS" (2:35) [Robbins ASCAP—Roza] The off-cut pic theme is given a compelling Ormandel-directed ork-chorus performance, including excellent keyboard stilt. Stirring version of what may be a big item.  

B+ "THE PRAYER OF OUR LORDS" [BMI] The score's clefier, Miklos Rozsa, directs the Symphony Orchestra of Rome and The Singers of The Roman Basilica in a reverent selection from the score. This from an LP of the film's music.

LOUISE O'BRIEN (Columbia 42216)

B+ "ON THE OUTSIDE LOOK- ING IN" (2:40) [Alden BMI—Roza] A Roza-scored, off-scoring one featured on the Mitch Miller song-along record, is a strong potential for the radio multi-track reading of a tuneful country-styled wistful. Has good Connie Francis-type appeal.

B+ "THE GIRL AT THE BRANDENBURG GATE" (2:20) [Callow, Kent] The Berlin crisis adds another poingant teen-market release.

MIGHT MILLER & SING ALONG GANG (Columbia 42215)

B+ "THE FOG & THE GROG" (3:00) [Empress ASCAP—Wright, Forrest] A charming bright folk-type tune from the incoming musical, "Keen," is an apt vehicle for the Miller songsters, who do a de-lightful vocal against sprightly rhythm accompaniment. Particularly worthy jux-box stilt.

B+ "AURA LEE" (3:45) [April ASCAP—Arn, Carroll] The lovely tunes selection number, the source of Elvis Presley's big hit, "Love Me Tender," is once again a fashionably tenderly by the melody.

DANTE (Decca 31319)

B+ "SAY IT TO ME" (2:28) [Lorey BMI—Benz, Rind] Singer Dante heads an exciting, solid-sounding teen date somewhat on the order of Johnny Logan's. Can make some noise.


Cash Box—October 21, 1961
This is the new Cadence Little LP — possibly the most important new idea in records. It is already being widely discussed. We sincerely hope it will be adopted by the entire industry. Our first five releases — listed below — are ready for immediate delivery from your Cadence Distributor. The Cadence Little LP has been thoroughly tested, proving that it is produced right, packaged right and priced right for the big teen age market. A wire from Paul Cowley, Paul Cowley Record Shop, Louisville, Kentucky: "Cadence Little LP's are a hit. In less than two weeks have sold 25 per cent of original shipment..." Follow Paul Cowley's profitable lead. Stock and display the Cadence Little LP — additional sales in a new price line at a profitable mark-up.
**Pick of the Week**

**THE COMANCHEROS** (2:10) [Robbins ASCAP—Franks]

"I CAN'T GET OVER THE WAY YOU GOT OVER ME" (2:21)
[Magick Circle BMI—King]

CLAUDE KING (Columbia 42196)

King, who kicked up loads of dual-mart country attention with his initial Columbia single, shows up again with a second LP, "Dance the Comancheo," by storm with this one. It's a quick-moving, south-of-the-border tale of the "Comancheos" (title-tune of a noon-due flick), that King and a chorus put across with telling effect. The touching shuffler on the lower half should rake in lotsa country coin.

**ROSES OF PICARDY** (2:25) "HALLELUJAH I LOVE HER" (Chappell ASCAP—Weatherly, SO) (2:34)

[Progressive BMI—Charles]

BUDDY GRECO (Kapp 972)

Greco, who's swingin' on "Around The World" developed into a solid jazz attraction, can really do big business with both ends here. Both are oldie cliches, the way-back "Roses Of Picardy" and the more recent (Ray Charles-removed) "Hallelujah I Love Her," that are treated to tremendously inviting performances by Greco and the ork. Money-in-the-bank duo.

"STANDING IN THE NEED OF LOVE" (Sea-Lark BMI—Kennedy, Mostly)

"ON BENDED KNEES" (1:50) [Are BMI—Guildry]

CLARENCE HENRY (Argo 5401)

Henry can get back into his winning ways with his newest for Argo, "Standing In The Need Of Love." It's a rocking, romantic shumper (melody's based on the famed spiritual, "Standing In The Need Of Prayer") that Henry and the ork rock out in tantalizing manner. The combination of rhythm-section-rock-a-string entry, "On Bended Knees," also has a healthy chart outlook.

"WHERE YOU ARE (TIE N DIM)" "MURDER SHE SAID" (2:07)

[Robbins ASCAP—Berry, Modini, Soffici, Eng. Lyrics; Skylar]

JACK PLEIS (Columbia 21855)

Maestro Pleis can have his biggest money-maker to date in this Columbia double-header. One side, "Where You Are (I Have To Be)," is a charming English adaptation of the beautiful import, "Tienimi." Pleis' outfit presents a most attractive beat-ballad-horn voo for (wife) Karen Chandler's superb vocal stunt. The harmonichord's in the spotlite on the tantalizing rock-a-string title tune thumper from the upcoming pic, "Murder She Said," the strictly instrumental companion piece. Great pairing.

"THEY'RE PLAYING OUR SONG" (2:07)

[January BMI—Ross ("Sixteen Candles")—Dixon, Kentl]

"GOING GOING GOING GONE" (1:45) [Drumay Lane BMI—McCoy]

JAMIE HORTON (Joy 238)

Thrush appears likely to put in another Top 100 appearance on this Joy entry that has her singing a newie, "They're Playing Our Song," while a male reader in The Need Of Love." It's a rockin' rhythm-livin'-liver, this time in the backin' drop. It's a captivating beat-ballad stunt with the potent two-tone glimmick-sprangged by Mort Garson. Coupler's an infectious beat-hey novelty item.

**Pick of the Week Newcomers**

**LITTLE LONELY** (2:05) [American BMI—Cambell, Jackson]

"DOMINO" (2:05) [Ohlin BMI—Wieder]

CHAD ALLEN (Smash 1729/Loma 7779)

Smash has latched onto a hot master out of the San Francisco area (where it stays on the Loma banner). It's an extremely pretty, soft Latin beat weeper, modeled "Lilac Lonely," that the chorus-laced Chad Allen delivers with touching sincerity. Coupler, "Domino," is a fetching beat-ballad newcomer.

**DAN TERRY ORCH.** (Cinema 101)


"MISS LINDA" (2:07) [Progressive BMI—Charles]

"MANNHEIM" (2:05) [C. M. können—Seidenbender, Keber]

JIMMIE MADDOX (Fabor 297)

"MASHING GRAPE" [Mad- fin & Faber BMI—Maddin]

Good-sounding teen hoofer from the musicians. For novelty effect, voices are interject humor comments. Well-timed introductions.

"THIS DANCE IS MINE" (1:56) [Maddin & Faber BMI—Maddin]

Another graceful rock go. Diskery is from Burbank, Calif.

**THE PARAMOURS** (Smash 1718)

"CUTTIE CUTIE" (2:20) [Dore BMI—Coyote]

Song team plays good-sounding novelty-rock tribute to his girl friend. Boys are backed by pro rock punch from the six-led combo. Re- by the bright-beat beat.

"MISS SOCIAL CLIMBER" (2:08) [MRC BMI—Medley]

Teen hoofer is continued with polish by the group.

ART NEVILLE (Instant 3326)

"TOO MUCH" (1:58) [Tune BMI—Neville]

Neville's sold out for you, backed by a big band, is an engaging beat from the band, and "too much" charm from the ork chorus are making the sides strong. Could be an active issue. Best bet.

"THAT ROCK & ROLL BEAT" [Dot BMI—Neville]

Infectious medium beat session for the youngsters.

**JIMMY NORMAN** (Ray Star 781)

"LIE SICK FEELING" (2:15) [Dorothy BMI—Neville]

Blues singer Norman and his rock-a-string & chorus backing give the counterman "I've got too much in love with the gal in this infecting gospel-type rocker. Neville's sold out for you, backed by a big band, is an engaging beat from the band, and "too much" charm from the ork chorus are making the sides strong. Could be an active issue. Best bet.


**JOEY COOPER** (Challenge 9124)

"E.S. M. R. A. L. I. A." (2:15) [Western ASCAP—Diamond]

Thomas Cooper is a harpist of substance, and the songster on an off-beat theme: you is evidently drowning in love, and as the water rises he pleads for the return of his love. There's a new and rather well-sounding gogo-look hit.

"YOU, THAT'S WHO" (2:03) [Star & Hollywood BMI—Cooper]

Bass-bound sound to this catchy lost-love item.

**TONY DEE** (Du-Weld 101)

"SATURDAY ROMANCE" (2:41) [Wynole BMI—Du- Bell] Teen singer comes nicely through the tender rock-romantic. Other songsters, The Frensers, offer mostly soft chant support. Deck, handled by the Triodex label, will please the kids.

"MAKE YOUR QUEEN" (2:05) [Wynole BMI—Luci- ane] Smooth-beat sound by the performer and his same vocal support.

**DASH & BOLT** (Skyla 1119)

"I'M YOURS" (2:38) [Little BMI—Deen]

African beat by the Individuals.

"I ALMOST LOST MY MIND" (2:07) [St. Louis BMI—Reed] Parody thingy, well done.

Cash Box — October 21, 1961
CUB RECORDS' PROGRAM OF HITS!
The next #1 record!

I REALLY LOVE YOU
The Stereos

K 9095

plus a brand new extra added attraction!

The Wanderers
SOMEBODY ELSE'S SWEETHEART

c/w
"SHE WEARS MY RING"

K 9099
**Best Bets**

**THE REGENTS (Gee 1075)**

(B+) “LIAH” (2:11) [Cousins, Shoe-String BMI—Cuomo] The Regents come thru with another fast moving teen-angled rocker styled in the manner of their “Barbara Ann” and “Runaround” hits. Side packs a solid sales punch and could be another national attraction for the boys.

(B) “DON’T BE A FOOL” (2:30) [Cousins, Shoe-String BMI—Cuomo] Backing’s a pretty, approach-face beat-ballad styled call.

**EDDIE FISHER** (ABC-Paramount 10064)

(B+) “MILK AND HONEY” (2:17) [Vogue BMI—Herman] The singer solidly returns to the singles field with an aptly bright reading of the rousing title song of the new musical, set in Israel. Fine leg-o-muscle accompaniment by Boyd and Sid Feller. Could be the one for Eddie.

(B) “SHALOM” (2:55) [Vogue BMI—Herman] Warm waft format for a pretty item that also stems from the show.

**AL MARTINO** (Capitol 4643)

(B+) “PARDON” (3:06) [Southern BMI—Moore & Munn] The vet singer invocatively gets to the heart of the warm, Italian-styled romancer, Ralph Carmineli directs the lush orch-chorus sentiment. Tune is pretty much in Italian. Can be a particularly valuable juke-box item.

(B) “ANOTHER TIME, ANOTHER PLACE” (2:10) [Chappell ASCAP—Adler] Another fine ballad warble, this time on an affectionate from the upcoming musical, “Kwamin’.”

**FRANK SLAY** (Swan 4065)

(B+) “CINCINNATI” (1:51) [Clare-idge ASCAP—Shay, Conrad] The Slay orch produces an interesting harmonica-led rock-styled, somewhat recalling a Scottish reel, and, per-haps, the first band arrangement of the town’s pennant-winning baseball team. Off-beat teen instrumental that could get around.

(B) “FLYING CIRCLE” (2:14) [Clareidge ASCAP—Shay] The familiar Israeli folk-tune, “Hava Nagila,” is deftly done for the teen-ball crowd.

**RAY ELLIS ORCH-CHORUS** (S C A Victor 7858)

(B) “SHALOM” (2:31) [Vogue BMI—Herman] Pretty tune from the new musical, “Million Dollar Honey,” is attractively styled in waft tunes by Ellis on softly rocking chorus. Fine for warm instrumental programming.


**DANIEL** (Magna 1315)

(B) “PARIS BLUES” (2:45) [Mirusla BMI — Mouloudji] White, Warrei vocal appealingly essays in French, the harmonica-Gal has a narrative portion in English, that is not from the usual mold of the same name. Label is big in N.Y.

(C+) “BUT WHY (Main Pourquoi).” [Mirusla BMI—Roebenstein, Stewart] Another French-sung ballad pose by the performer.

**KENNY DANA** (Shell 309)

(B+) “HURRICANE” (2:09) [Sax on BMI—Stallman, Jacobson] Classy rhythmic blues-ditty is done in a slick manner by the talented singer, who is backed by an interesting full orch-backdrop sound. Offbeat date that could get important airtime.


**THE TRAVELLERS** (Image 5803)

(B) “THE BOMB” (2:30) [Ken-ny Marlow BMI—The Travell- ers] New folk group comment on the armace via a storyline on a tune that resembles the melody to the famed “Ghost Riders.” May get some time.

(B) “CHILDREN, GO WHERE I SEND YOU” (2:37) [Sax BMI—Stallman, Jacobson] Teen-orch “The Travellers” Familiar folk-tune is done with upbeat folk finesse by the boys.

**THE SCARLET COMBO** (Zin-A-Spin 6768)

(B+) “HUCKLEBERRY HOUND” (2:05) [ASCAP—Hanna, Barbera, Shoom] There’s teen-sound-know-how in this rockin’ combo outing on the main, which is pretty much out from the popular kiddie TV’er, “The Banana”. Guitar and clarinet have lead roles. Might get around. Label is based in Louisville.

(C+) “THAT’S THE WAY THE WOMEN FLY” (2:07) [BMI—Holt] Singer Jimmy Wayne is featured in this lively rocker.

**JOHNNY HOLIDAY** (Roulette 4298)

(B+) “ONE MORE TIME” (1:52) [Alan K BMI—Vann, Holliday] There’s a host of ultra-commercial instrumental tricks packed into this frenzied, “Shout!”-like stinger by Teddy Vann-led orch-chorus. Keep your eye on it.

(B) “YES, YES, YES” (2:04) [Alan K BMI—Vann] This string-filied entry takes a pounding rock ride. Both ends have a gospel flavoring.

**THE MARK III** (I bca 100)

(B+) “VALEBRIE” (2:30) [Mobile BMI—Herwit, Snyder, Dits] Folk-inclined trio offers a pretty decent item from the upcoming r’n’b romancers, chart hits and all. Enterprising jocks will want to spin this.

(B) “MAN” (1:50) [Arr. Herwit, Snyder, Dits] Boys give a reusing account of a number that calls for sainty among men in the nucleus age.

**ART MOONEY ORCH.** (Decca 31518)

(B+) “LIECHTENSTEIN RO- MANCE” (2:40) [Ross Jungnickel ASCAP—Falz, Fein, Lindt, Strohm] Voc. orchestra directs a bouncy, continental-sounding survey of a catchy, buoyancy novelty. Cute sound that should make lots of station time.

(B) “HOP SKOTCH POLKA” (Scott Hotpolka ASCAP—Welchwell ASCAP—Whitlock, Sigmans, Rayburn] More charm in a polka vein.

**RONNIE SAVOY** (MGM 15942)

(B+) “YOUR CHEATIN’ HEART” (2:17) [Acuff-Rose BMI—Williams] The Hawk Williams’ classic is done with an R&B-styled semi-dram- atic delivery by the singer. Good- sound, vital for the teen market. Choruses include a funky harmonica sound. Effective teen view of the number.

(B) “JUNGLE LOVE CALL (I Love You)” (2:49) [Raga BMI—Herman, Elia] The title might indicate, this is a wild blues-feel romantic.

**GEORGE YOUNG** (Chancellor 1066)

(B+) “INDIAN SUMMER” (2:09) [Harms ASCAP—Herbert, Dubin] Tenor saxist Young heads a busy full orch treatment of the oldie. A back-beat lends a teen-market feel to the proceedings, though the side can get all-around spins from stations.

(B) “AUTUMN LOVERS” (2:23) [Debsmore ASCAP—Marcrcu—Fay, Young] Youn is again featuring in this attractive orch-chord chorus arrangement of another timely seasonal number.

**THE THREE YOUNG MEN** (Capitol 4665)

(B+) “CHIME IN!” (2:09) [Em- press ASCAP—Wright, Forrest] A fine college-choer-type item from the same musical, its B’way how next month, is currently being surveyed by the folkish songsters.

(B) “WALK THE WORLD LIKE A MAN” (2:30) [Empress ASCAP—Nemiroff, Green, Pellas] Offer an intriguing upbeat number with a folk heritage.
ROULETTE FALL FESTIVAL OF HITS!

THE REGENTS
"LIAR" / "DON'T BE A FOOL" G-1073

JOHNNY HOLIDAY
"ONE MORE TIME" R-4398 "YES, YES, YES"

ENZO STUARTI
"I RUN TO BE WITH YOU" R-4395

SARAH VAUGHAN
"GREAT DAY" R-4397

JIMMY DUNCAN
"EIGHTH WONDER OF THE WORLD" R-4394

ENZO STUARTI
"I RUN TO BE WITH YOU"
R-4395

SARAH VAUGHAN
"GREAT DAY"
R-4397

JIMMY DUNCAN
"EIGHTH WONDER OF THE WORLD"
R-4394

MURRAY THE "K's" SING ALONG with the ORIGINAL GOLDEN GASSERS R-52159

LOUIS ARMSTRONG & DUKE ELLINGTON RECORDING TOGETHER FOR THE FIRST TIME R-52074

THE NEW SOUND in your favorite music is on ROULETTE the Home of the Stars

Cash Box—October 21, 1961
LLOYD PRICE (ABC-Paramount 10229)
(B-+) "TALK ME TO" (2:45) [Jay & Gre BML—Davenport, Coon]
A catchy, bright, upbeat number, a rhythm revival of the old hit by Price, whose feelingful stilted resembles the original Little Willie John cluck.

JOHN LENTON (Jolete 10257)
(B-+) "I WANT TO LOVE YOU" (2:51) [Arc & Ford BM—Nelson, Ca, Free]
A great, light, gay, romantic ballad, the essential melody of the song is top seller in England for Lenton, and can be done chart business in the U.S. The song's melody makes it a platter to be eyed.

POLLY ADAMS (Savoy 1606)
(B+) "STEP UP AND RESCUE ME" (2:40) [R. F. Wood BML—Ray, Pock]
Thrill could mesh with her infectious LaVern Baker-type sound. Her backing also reflects the contagious sound that supports Miss Baker on many dates. Should be eyed.

THE HAYDEN SISTERS (TBR 784)
(B-+) "MR. BLUES" (2:30) [Bo-An BM—1&H Clark] Excellent bright-light romantic stilt by the lead, her lead and the Clark combo. The deck deserves a spin to teen audiences. There is not to be confused with the after-hit back by The Fleetwoods, "Mr. Blue." London distributes nationally.

PETE BENNETT & THE EMBERS (Sunset 1002)
(B-+) "DON'T MAKE ME CRY" (2:25) [Jay & Gre BML—Davenport, Coon]
The smash oldie can be in for another chart revival as Bennett & the Embers take it for a breeze, steady beat "Last Night"—like instrumental hit. (B) "SOFIT" (2:15) More fetching funky up beat, funky-musical-sounding on this R&B chart revival. Label based in St. Louis.
WANDA JACKSON’S "IN THE MIDDLE OF A HEARTACHE" #4635 IS ABOUT TO BREAK INTO THE CASH BOX TOP 100!
### THE RECORDS DISK JOCKEYS PLAYED MOST

| #1 | RUNAROUND SUE | Last Week | 2 |
| #2 | HIT THE ROAD JACK | Last Week | 1 |
| #3 | BRISTOL STOMP | Last Week | 4 |
| #4 | CRYING | Last Week | 3 |
| #5 | BIG BAD JOHN | Last Week | 26 |
| #6 | LET’S GET TOGETHER | Last Week | 6 |
| #7 | SAD MOVIES (MAKE ME CRY) | Last Week | 8 |
| #8 | I LOVE HOW YOU LOVE ME | Last Week | 13 |
| #9 | THIS TIME | Last Week | 12 |
| #10 | YA YA | Last Week | 10 |
| #11 | THE WAY YOU LOOK TONIGHT | Last Week | 9 |
| #12 | FOOL #1 | Last Week | 22 |
| #13 | MEXICO | Last Week | 7 |
| #14 | THE FLY | Last Week | 23 |
| #15 | SWEETS FOR MY SWEET | Last Week | 14 |
| #16 | TAKE GOOD CARE OF MY BABY | Last Week | 5 |
| #17 | YOU MUST HAVE BEEN A BEAUTIFUL BABY | Last Week | 11 |
| #18 | PLEASE MR. POSTMAN | Last Week | 36 |
| #19 | EVERLOVIN’ | Last Week | 33 |
| #20 | HOLLYWOOD | Last Week | 27 |

| #21 | DON’T BLAME ME | Last Week | 28 |
| #22 | (HE’S) MY DREAMBOAT | Last Week | 21 |
| #23 | MY TRUE STORY | Last Week | 15 |
| #24 | A WONDER LIKE YOU | Last Week | 37 |
| #25 | ANYBODY BUT ME | Last Week | 35 |
| #26 | THE MOUNTAINS HIGH | Last Week | 16 |
| #27 | FOOT STOMPIN’ (PART I) | Last Week | 38 |
| #28 | LOOK IN MY EYES | Last Week | 25 |
| #29 | TAKE FIVE | Last Week | 24 |
| #30 | I UNDERSTAND (JUST HOW YOU FEEL) | Last Week | 47 |
| #31 | LITTLE SISTER | Last Week | 20 |
| #32 | BIG JOHN | Last Week | 40 |
| #33 | TOWER OF STRENGTH | Last Week | 50 |
| #34 | MICHAEL | Last Week | 17 |
| #35 | MOVIN’ | Last Week | 29 |
| #36 | YOU’RE THE REASON | Last Week | 45 |
| #37 | STICK SHIFT | Last Week | 19 |
| #38 | I REALLY LOVE YOU | Last Week | 48 |
| #39 | THE ASTRONAUT | Last Week | 18 |
| #40 | BLESS YOU | Last Week | 30 |

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**Another Hit for 2**

**Clarence Henry**

**On Bended Knees**

**ARGO-5401**

**Standing In The Need Of Love**

**Chess Producing Corp.**

2120 Michigan Ave., Chicago 16, Ill.

---

**The Records Disk Jockeys Played Most**

THESE ARE BRAND-NEW:

Fred Waring and the Pennsylvanians
The Meaning of Christmas

THESE ARE BEST-SELLING CATALOG:

ALL ARE ON CAPITOL

THE BEST CHRISTMAS ALBUMS IN THE BUSINESS
AT THESE TERMS: 12½% CASH DISCOUNT • 100% EXCHANGE • DEFERRED BILLING • SEE YOUR CRDC REPRESENTATIVE FOR COMPLETE DETAILS.
JUKE BOX OPS’ RECORD GUIDE

ACTIVE with OPS

(Selections NOT on Cash Box Top 100 reported going strongly with ops.)

THE BREEZE AND I
Ahmad Jamal (Argo 5397)
NEVER ON SUNDAY
Romney Lewis (Argo 5398)
IT’S BEEN A LONG, LONG TIME
Dolton Clark (Bipopt 3081)
ROCK-A-BYE YOUR BABY/
TING WENT THE STRING
Judy Garland (Capitol 4624)
LET TRUE LOVE BEGIN/CAPPUCINA
Selig Coe (Capitol 4673)
SENTIMENTAL JOURNEY
Frank Sinatra (Capitol 4675)
DANNY BOY/FLY BY NIGHT
Andy Williams (Columbia 41199)
MITCH MILLER PACK (5 singles)
(Columbia MM 182)
ORGAN PACK (5 singles)
Frankie Avalon (Columbia KG 1 & 2)
JAZZ PACK (5 singles)
Farino Artists (Columbia HIP 1 & 2)
WASN’T THE SUMMER SHORT
Johnny Mathis (Columbia 42156)
I’M MARRIED TO A STRIP TEASE
Dancer
Stubby Kaye (Decca 31294)
NOW AND FOREVER
Dori Kamonoff (Decca 31299)
RIDERS IN THE SKY
Lawrence Welk (Dot 16267)
FLIP FLOP & BOP
Johnny Maddox (Dot 16262)
BALLERINA
Mills Bros. (Dot 16258)
I’M GLAD THERE IS YOU (5 singles)
Gloria Lynne (Everest 3 74)
IMPOSSIBLE
Gloria Lynne (Everest 19418)
OPERATORS’ SPECIAL
Seymour & Niz Magic Trumpet (Heartbeat)
HONOLULU NITES
Arthur Lyman (Milt 5040)
DANCE WITH THE DOLLY
Donita Jo (Morrey 71871)
IT ISN’T FAIR
Billy Eckstine (Morrey 71861)
SOMEBODY ELSE IS TAKING
MY PLACE
Joni James (MGM 13537)
AIN’T WE GOT FUN
Sawtell Smith & Reddows (MGM 13523)
ST. LOUIS BLUES
Cowans (Parkway 633)
ONE GRAIN OF SAND
Eddy Arnold (RCA Victor 7926)
I’LL BE SEEING YOU/ONE I LOVE
BEGINS TO SOMEBODY ELSE
Frank Sinatra (Reprise 20 023)
JAMBALAYA
April Fors (Reprise 20014)
TONIGHT
Ferment & Teacher (United Artists 373)
YOU’LL NEVER KNOW
Shirley Bassey (United Artists 363)
MY BUDDY
Eddie Harris (Vesey 407)

NEW ADDITIONS to Top 100

57—HEARTACHES
Marvells (Capitol 612)
61—I WANT TO THANK YOU
Bobby Rydell (Carno 201)
66—CRAZY
Patty Loveless (Decca 33137)
79—SCHOOL IS IN
U.S. Band (LoGrind 1012)
80—FOR ME AND MY GAL
Frankie Cannan (Swan 4083)
91—LAUGH
Velvet (Monument 448)
92—GOD, COUNTRY AND MY BABY
(Continued on page 27)
93—IN THE MIDDLE OF A
HEARTACHE
Wanda Jackson (Capital 4635)
96—MY HEART BELONGS
TO ONLY YOU
Jackie Wilson (Brunswick 53520)
99—DOOR TO PARADISE
Bobby Rydell (Carno 207)

AIMED at the OPS

(New releases of special merchandise designed for juke box use)

ANDY WILLIAMS
Canadian Sunset
Ann You Sincere
(Cadence 1607)
THE CHORDETTES
Eddie My Love
Lulliopp
(Cadence 1608)
THE EVERLY BROTHERS
Bye Bye Love
Wake Up Little Suzie
(Cadence 1609)
ANDY WILLIAMS
Hawaiian Wedding Song
Lonely Street
(Cadence 1610)
UNITED ARTISTS
SATORI-FINEGAN
A Foggy Day
April In Paris
(United Artists 1520)
RALPH MARGERIE
On Green Dolphin Street
Sweet And Lovely
(United Artists 1592)

Cash Box—October 21, 1961
The Cash Box TOP 100

TWO MORE CHART CRACKERS FROM

Thank you Henry Mancini for giving us a Big Hit!

1. Thank You
Henry Mancini
2. Never On Sunday
Nico Paredes
Alma Cogan
3. Blackbird
George Martin
George Martin
4. Ray Conniff
5. Saving the Last Dance
6. Nuttin' But a "G" Thang
69-63
7. The Same One
Fun Boy Two
8. Finger Poppin' Thang
Ray Martin
9. Moon Costa
10. I Cried For You

MOON RIVER

VEEJAY 405

(A Jump of 17 points this week going higher)

Bright Lights Big City

Veejay—Chicago, Illinois

Cash Box—October 21, 1961
LIBERTY

The entire Liberty catalog (except the three Chipmunk LP's) are being made available under the following fall program: All orders backed-up by a 100% guarantee, returnable for full credit up to a year after Jan. 2, 1961; 5 payments in Nov., Dec., Jan., Feb., May, 10, 1961; a 10% discount will be taken off the face of the dealer's invoice on the entire order, Exp. date: Oct. 21.

"A-Day"—Tie-in with the new TV series featuring The Chipmunks, label is offering its entire Chipmunk catalog to dealers on a 100% guaranteed sale, returnable for credit for Feb. 19, 1962. Deferred Payments: 15% on Nov. 20, Dec. 10, Jan. 10, and Feb. 10. No termination date has been set.

MERCURY

"Project Mercury"—For every 100 LP's purchased in the label's LP catalog, excluding the new low-priced Galaxy LP's, an LP of any value of your choice is guaranteed for free, subject to charge at normal rate. Order due by Feb. 10, must be paid on receipt. Order must have at least 50 LP's and 100% of balance due. Exp. date: Feb. 10, 1962.

MGM


ORIGINAL SOUND

On orders of 200 or more, distributors are offered the label's entire LP catalog on a 1-free-for-every-10 purchased basis. In addition, all C.O.D. orders, including singles, will receive a 5% cash discount. No termination date was given.

PACIFIC/WORLD-PACIFIC


PRESTIGE

"Pick It Up!"—Buy-16-set-2-free offer on jazz artists whose first or last names begin with the letter "M." 30/40/60 day billing. Expires: Nov. 3.

ROULETTE

"Fall Festival"—Straight 15% discount on all LP purchases. Deferred 30/40/60 billing to qualifying dealers. Expires: Oct. 16.

TIME


UNITED ARTISTS

Albums purchased for display in firm's new "Album of the Month" display rack entitles dealer to a 5 LP's free for every 10 purchased. LP's will be packaged in special set-up to specifically fit the rack.

VERVE

The label's entire catalog is being sold to dealers on a buy-6-get-1-free deal. Special dating with 1/2 payments in Nov., Dec., and Jan. Expires: Oct. 31.

VESUVIUS

The label, dealing mostly in Italian recordings, is making its Series 1000 catalog available on a buy-3-get-1-free basis. No termination date has been set.

WARNER BROS.

15% bonus on all LP's, except a $4.18 "Brabble, Speakesome, and Danbar Gin" sampler, to distributors. Dealers entitled to receive a 90, 60, 30 day deferred dating from their WB distributor.

ALBUM PLANS

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

ANGEL

Full program (for dealers who buy minimum of 25 LP's) allows discounts of 12%, 15% and 20% on special groups of catalog LP's. Includes deferred shipping plan.

AUDIO FIDELITY

The entire AF catalog is being offered to dealers on a buy-5-get-1-free basis. Expires: Oct. 30.

CAPITOL

The label's first 7 LP's in its new "Melodies of the Masters" series are being offered to customers at $1 off (up to $1.98 mono, $3.98 stereo). Dealers can stock up to 6 copies of each title with full 100% exchange privileges. To qualify for the program, dealers must order at least 1 copy each of the 7 titles. Expires: Nov. 25.

CAPITOL & ANGEL

All Capitol & Angel Xmas albums are being offered to dealers on a 100% exchange basis, including a 12 1/2% discount off the invoice on all merchandise included in the program (5 qualifying orders are required). Program also offers billing under the following terms: for shipments made through Dec. 22, 50% on Dec. 19 and balance on Jan. 19; for shipments from Nov. 1 through Dec. 22, 50% on Oct. 29 and balance on Jan. 9; for shipments from Oct. 1 through Oct. 28, purchase is due on Oct. 19. The program requires receipt for exchange by December 31. Exchanges must be in salable condition and be completed by Feb. 25. Expires: Dec. 22.

CARLTON

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

CONCERT-DISC

Complete catalog including new releases by Red Nichols and Frank Hamilton offered on a one-free-for-every-five-purchased basis. Label's "Success In Life" series and The Himalayan's record club series available at additional 10% discount. No termination date has been set.

DEL-FI

6 of the label's LP's, 3 by the late Ritchie Valens, Caesar & The Romans' "Memories of Those Oldies But Goodies" and "Harold Of Oldies," are being offered to dealers on a buy-40-get-5-free basis, 100% guarantee, with product returnable for full credit anytime after Feb. 1, 1962. No termination date announced.

DOT

A buy-8-get-3-free LP-ZF deal in which the dealer can take 6 men, to pay first payment due Oct. 15, on a 100% return of exchange guarantee. Merchandise cannot be returned until the end of dated billing period. No termination date has been set.

ELEKTRA

Dealers-distributors are offered the label's entire LP catalog, except samplers, on a 1-free-for-every-7-purchased basis, 30, 60, 90-day extended billing privileges.

KAPP

15% discount with dating to qualified dealers on 12 LP's for Oct.-Nov. release. Expires: Nov. 30.

EPIC

PROUDLY ANNOUNCES THE ALBUM DEBUT OF THE SENSATIONAL NEW STAR... TONY ORLANDO "BLESS YOU" AND ELEVEN OTHER GREAT HITS

DEALERS — CONTACT YOUR EPIC DISTRIBUTOR FOR DETAILS ON A SPECIAL "BLESS YOU" SALES PROGRAM

Tony Orlando/Bless You

AND ELEVEN OTHER GREAT HITS

LN 3808 | BN 611

Cash Box—October 21, 1961
### Monaural

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<th>Pos.</th>
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<td>1</td>
<td>JUDY AT CARNEGIE HALL</td>
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<td>JUMP UP CALYPSO</td>
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<td>NATIVA SWINGS</td>
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<td>GREAT MOTION PICTURE THEMES</td>
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<td>PAUL ANKA SINGS HIS BIG 15 VOL II</td>
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<td>SOMEBODY LOVES ME</td>
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### Stereo

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*Also available in Stereo*  
*Also available in EP*
**PLAY COLE PRESENTS BLASTS FROM THE PAST**—Blas, BLA-3415

Taking a cue from the successful Murray Kaufman "jassier" LPs, Blas has assembled a collection of "oldies" and tied them to the same name of the famous clay Cole. There are twelve tracks here, including "Daddy's Home," "Sleep & the Lilemites," "Goodnight Sweetheart, Goodnight," "The Spaniels, "Oh What a Night"—the Dolls and "A Fool In Love"—Kay & Tina Turner. Could meet with big teen market success.

**EL SENOR BING**—Bing Crosby—MGM E3990

Bing Crosby's latest musical past girded the globe in song. Here, in one of his frequent disk appearances he concentrates in the Latin American idiom (a favorite field of his) with forays into other countries as well as boats with some home-grown evergreens. All are executed in the nest, seemingly-simply yet superbly paced Bing manner with a nod to the effective and thankfully reconstructive Billy May Latin-oriented arrangements. There are twenty songs in all, including "I'll See You Again," "MY SHAWL," "Malaguena," "Cuban Love Song" and "Ramona."

**POLKSONGS BY JONI JAMES**—MGM E3958

The hushed-voice thrust in a new setting in which she exemplifies exquisitely charming folk items. Knowledgeable, musical backpack has been kept to a minimum with a guitar highlighted. Her fans will appreciate the mood-easy-to-listen treatments of "The Round Song," "CARESSS Love," "On Top Of Old Smokey," "D Gombiey" and "I Know Where I'm Goin'"

**THAT COUNTRY SOUND**—Jaye P. Morgan—MGM E2149

One of the reasons for the recent widening of country music horizons has been albums like this new Jaye P. Morgan entry. She takes a brace of famed hits from the field and gives them a flavorful, semi-pop reading. The basic bent is kept native style, and that's a big help. This collection should be of big interest to borderline country-pop fans and could make a few more convert. Selections include "I Walk The Line," "Leaving Around," "Cold Cold Heart, That's What It's Like To Be Lonesome," and "Jealous Heart"—truly superior collection.

**IT'S DE-LOVELY FOR DANCING AND LISTENING**—Les Elgart—Columbia CL 1690

Here's the smart, sophisticated swing sound of the Les Elgart designed as his main LPs (all Les Elgart albums are) to supply top-flight dance music or listening fare. Each selection is an easy-borderline affair (and then the heavy-beat emphasis creeps in) and adult enjoyment is assured through the familiar Elgart touch. Themes include "The Continental," "In the Still Of The Night," "Green-Up Time" and "Looking For A Boy."

**GLEN MILLER TIME**—The New Glenn Miller Orch. Directed by Ray McKinley—RCA Victor LPM-2143

A dozen tunes that weren't in the Glenn Miller book are given that famed glossy smooth treatment by the Ray McKinley-directed holdover band. It's a sound that's an American musical mainstay. Album takes its title from the TV show and its added exposure and add up to increase LP sales. Tracks include "You Go To My Head," "Mack The Knife," "Make Someone Happy" and "Stranger In Paradise."

**HONKY TONK ANGEL**—Kitty Kallen—Co- lumbia CL 1652

Just as the subtitle indicates, this is a program of country songs, but up with a civilized flavor. Kitty Kallen is a sincere interpreter of these famed gems that have earned wide popularity and she does his arrangements that still retain some of the songs' original home grown flavor. The twelve tunes include "It Won't Go God Who Made Honky Tones Angels," "I'll Never Stand In Your Way," "Raining In My Heart" and "I Love You Because."

**POPULAR PICKS OF THE WEEK**

"BEHIND THE BUTTON-DOWN MIND OF BOB NEWHART"—Warner Bros. 1417

The top-selling disk comic began a weekly TV series last week (11), and, ironically, some of the funniest bits in this, his fourth LP for the label, are jabs at the band that feeds him (e.g., "The Uncle Freddie Show," "TV Commercials"), Newhart's new TV exposure will add even more sales potential to a consistent chart name.

"A PERSONAL APPEARANCE"—Shelley Berman—Verve V.15902

Recorded during a recent 35-city one-niter tour, this LP is Berman at his best again. His timing has even further sharpened and here he goes after some more-than-usual controversial subjects, particularly a popular TV commercial (the opening scene). Other unusual everyday occurrences are treated to Berman's devastating madcap comic genius. It's a welcome album to the disk scene that should lift up the chart situation.

"ELLA IN HOLLYWOOD"—Ella Fitzgerald—Verve V.4062

The excitement from Ella's last-in-person album, "Ella In Berlin," has prompted the diskery to venture into a second "live" LP file. Here, she's been waxed at the Crescendo and the full impact of an Ella-in-person performance has been captured beautifully. The singer lets go with a fury of free-swinging singing, like the wild "You're Driving Me Crazy." Other top tracks include "It Might As Well Be Spring," "Stain Doll," "Air Mail Special!" and the current single release, "Mr. Paganini." Has his big potential.

"THE ALVIN SHOW"—Liberty LRP 3269

The "Alvin Show" TV offer gives The Chipmunks' vast new exposure, and this package, based on the show, is a natural for top kiddie-market sales. Adults too will enjoy the clean humor and tuneful ditties, including a reading of David Seville's big hit, "Witch Doctor." Also present is a charming scientific chap, Clyde Crasheep, who has outdone the Russians in the number of inventions originated by himself and the LP he tells how he invented the bathtub.

"POPULAR PIANO CONCERTOS OF FAMOUS FILM THEMES"—George Greely with Warner Bros. Orchestra—Warner Bros. W.1427

Pianist Greely's concertized versions of popular tunes have met with continued LP success, and his latest release should continue the string. High-lighting the affair is an all-out multi-mood 10½ minute "concert version" of the main theme from "Exodus." Other lushly portrayed items include "Tonight," "Funny," "Tara's Theme." Felix Slatkin directs the big WB orch.

"THIS LITTLE BOY OF MINE"—Gloria Lynne—Everest LPM 2131

As the singer progresses to the top of the pop singing pile she continues to devote time to more artistic vocal endeavors. Nowhere is this more evident than in this album, titled after her recent single click, it also includes other recent single ventures ("Dreamin'," "Impossible," "The Jazz In You"), but it also covers some astute vocal territory in pop-sound, jazz-oriented renditions of "My Romance," "Getting To Know You" and "But Not For Me." Instrumental support serves each track's need excellently. Could be another hit album for the thrush.

"SAIL AWAY"—Original Cast—Capitol WAO-1641

Though all the critics didn't regard the new Noel Coward musical as ship-shape, there's enough of Coward in his clever specialty vein in the score to appeal his fans, some of the bal-lads (e.g., "Latter Than Springs") are good will-see-you-again romancers. Well-performed deck is topped by Elaine Stritch. Noel Coward will draw customers to the musical-comedy shelf.

The three biggest guns on the authentic charanga scene have been assembled under one cover. Package could hardly fail to make an impression on the label’s first Pacheco album (early this year). Some of the tracks are newly recorded, some culled from the Alegre catalogue. Fajardo gets six tracks, Pacheco and Palмиier three each. Musicality is at a high level throughout and the Latin dance sound should respond accordingly. Selections include “Monton Simon,” “Molendino Cafe,” “Verano De Amor” and “Llorarras.”

“ROMAN HOLIDAY” — Dick Contino and his Ac- cordion — Mercury SR 66635.

Accordions and accordion following has a choice package here. Contino acknowledges his heritage with a musical bow to the melodies of Italy in a pretty-played selection. David Carroll colorfully batons the continental-flavored orch and sana-layt choir while Contino6tutio “Sant Lucia,” “Non Dimenticar,” “O Solo Mio,” “Ritornello-Me” and six more.

“MORGAN TIME” — Russ Morgan and his Orch. — Everest LP01 5129

The association between Russ Morgan and sweet, easily danceable music is still revered by many. In this new Everest collection Morgan has drawn upon the favorites in his book for an appealing, glavely warm dance date. Here, familiarity breeds memories, and these be plenty while listen- ing to “The Sheik Of Araby,” “Zing Went The Strings Of My Heart,” “My Lady Love,” “Poor Butterfly.” and eight more.

“CLANCY’S CLOWNS SAXOPHONIA” — Capitol ST 1614.

Though the style has been out for years, like many things old, it still warms the cookies of the heart. And as cliche-lish as the last phrase is Clancy’s Chimp’s Zany saxophone harmony here. The five saxes (sopran, alto, tenor, baritone, bass) pull out all the old tricks from the burned 20’s bug for a merry run-through of such gems as “Rolla,” “Chicken Roel,” “Barbary Google,” “Oh By Jingo” and “Tagging The Scale.” As the liner points out you’ll either chance or laugh. For the laughter, it’s loads of fun.

“MARFA SCHLAMME AT THE GATE OF HORN” — Vanguard VRS-9991

Chicago’s Gate of Horn (a favorite stopping-off place for top folk artists) provided the sympho- thetic atmosphere for this recording by Martha Schlamme. Although her heritage is German-Austrian-Yiddish (her initial impact was made in this area) she has managed, far ahead to fill her repertoire and here offers a program of generally light-hearted and sometimes humorous folk items of varied vintage and sophistication having a choice package here.

“BACK STREET” — Original Film Soundtrack — Decca DL 78097.

Lush string sound, sprinkled heavily with dramatic and romantic effects has been created by composer Frank Skinner for the Fanny Hurst-culled pic “Back Street.” The Susan Hayward-starred is set to open shortly and its success can reflect in some sales for this deck.

CLASSICAL PICK OF THE WEEK

“THE FAMILY OF MANN” — Herbie Mann — At- tantic 1937.

The title not only encompasses the collection of unusual flutes shown on the cover (all of which are played by Mann) but a scope of material in the Mann book. A continual searcher, Mann collects flutes without limit and over the world in an eager, horizon-widening manner. And though much of this material eventually is revamped into Afro-Cuban numbers, Mann strives to retain the flavor of their original sound. Example: This al- bum contains songs by Charlie Parker, Victor Young, Ray Charles, two originals and a Yiddish favorite. There are not many more such individ- ually minded men in jazz and Herbie Mann is successfully carving out his own private niche. An outstanding album.


Seymour Hoffman’s new six-year-old made a wave of music-for-freedom (initially established in his “Freedom Now Suite”) Max Roach unveils here six new compositions dedicated to this militant cause. He also, and not insignificantly, displays his many and almost unbelievable percussion talent to a wide degree, for this music relies on dynamic rhythmic propulsion. Outstanding too in their part are Elvin Jones and Makanda and vocalist Abbey Lincoln, who uses her voice effectively as an instrument. Another important session by Roach.

“VISIONS” — American Legends: A New Look And A New Sound composed by Bobby Scott — Larry Elgart and his Orch. — MGM E3961.

Although every track here is immensely dance- able (a good basis to start on) there’s a much more adventurous tone to this session. Bobby Scott’s tailored pen has created a twelve part look at America and its history. Each piece re- flects a particular event, scene or mood, and they range from delicately fragile tone poem to the roaring enthusiasm of gospel music. Larry El- gart’s well-disciplined crew respond responsively and the leader shows soprano sax solo to advan- tage in flashes of brilliance. An earthly adventure, well accomplished.

“EDDIE HIGGINS” — Vee Jay LP 3017.

Eddie Higgins’ piano playing is best described as urbane. Though not overly adventurous he is inventive, plays with a fresh sound, is always listen- able and is at times tasteful in his execution. His material here divided between his own tunes and standards; his accompaniment is also divided, between trio sides and quintet tracks (including Frank Foster, sax, and Paul Scroba, trumpet, for the front line). Exciting moments crop up on “Foot’s Bag,” “Blues For Big Scotia” and “Zarme, The Evil One.” Set is sure to spread Higgins’ fame beyond his Chicago home base.

“BEN DI TOSTI PLAYS THE MUSIC FROM THE BROADWAY HIT CARNIVAL!” — World Pacific WP-1110.

In his debut album pianist Di Tosti comes up against the formidable challenge of offering his own jazz view of a Broadway musical score. In this overworked, old material he comes through like a trooper—annulling a freshly con- ceived batch of ideas. He proves an extremely thoughtful musician who tastefully executes well- planned ideas with an air of immediate improvisa- tion. And, thankfully, we can recognize every tune. Put this man down as a big comer in the field.

“STRAIGHTAWAY” JAZZ THEMES —May- lard Ferguson and his Orch.— Roulette R 72876.

The new ABC-TV series, “Straightaway,” deals with the world of racing cars and features a high- voltage background score penned by Maynard Ferguson, played by his orchestra. This set presents the original versions of ten of the show’s themes (seven such titles as “The Chalk,” “Shift,” “Last Lap” and “Agprehension”) and TV theme jazzzolicates can now add the first jazz TV score of the new season to their collection.


Verdi’s great final opera bow-out remains one of his most eloquent. This new stereo recording of the work attests to this eloquence, especially in the masterful direction of maestro Serafin. Though it has the excellent London package as competition it should stand up well; this has been assured by the grandiose Sona packaging which includes a 68-page libretto book featuring ex- tensive annotations and innumerable interesting pic-
Cash Box Calls Attention To Top 20 Hits

NEW YORK—Because of the nature of today’s business, there has been a tendency to shift interest to hits of the future and the progress of newer releases, at the expense of the established hits which may still hold unimpor- tant sales power despite a drop from a higher position on the Top 100. Therefore, to call attention to these hits, and possibly extend their life span, the first 20 songs on the Top 100 are being printed in red beginning with this issue.

AmPar To Issue Eddie Fisher Dates

NEW YORK—Songster Eddie Fisher will perform on ABC-Paramount Records, as a project for his Ramrod Productions, it was announced last week after the deal was concluded between Ben Clark, AmPar prez, and Milton Blackstone, Fisher’s manager.

The first Fisher single to be handled by AmPar contains two songs from the new musical, “Milk & Honey,” the title song and “Shalom.”

Soon after the contracts were signed, Sid Feller, A&R head for AmPar, selected the songs, made ar- rangements, and then flew to Rome, where Fisher is currently making a film. The sides were cut there, with Feller conducting and Peter DeAn- gells supervising in the control room. Feller flew back to New York with the tapes, and master dubs were made, which were approved for Clark and his exee staff, and an immediate release was scheduled.

Fisher had a long and highly suc- cessful stint with Victor and, after leaving the label, he formed Ramrod Productions, and did several singles and an LP on a label called Ramrod.

Trade Comments On 49¢ Single

NEW YORK—If Victor’s new 49¢ Groove label only serves to increase RCA Victor’s share of the existing singles market, then we will have failed to accomplish the goal we are attempting to reach with this low-priced singles line. That is what George Marek, vice-president of RCA Victor said last week upon the official announcement of the launch of the Groove label at a 49¢ price in an effort to expand the slumping singles market.

“If Groove,” Marek stated, “will be an all-purpose label encompassing the entire spectrum of contemporary sound; Pop, Country-Western and Rhythm and Blues music, it will en- able us to present more artists and more fresh material and, via this in- jection of new vitality, provide new vigor for an ever-broadening singles market.”

Groove Records will be 7-inch, 45 rpm singles bearing handsome, four- page labels. “About Groove Records,” Marek continued, “will be given the same expert attention now accorded in creating releases for the regular RCA Victor product and will, of course, have the exact quality of sound.”

The first release of Groove Records is scheduled for the week of October 19. The release will be distributed, pro- moted and sold through RCA Victor Distributors.

“A thriving singles business, with its discoveries of new personalities, its trend toward at least 90% to teenagers and adult as well, represents the best hope for a healthy, exciting Recording In- dustry,” Marek said. “It is our pur- pose with Groove Records to draw fresh attention to our industry and bring more music to a greater audi- ence.”

However, officers and sales exos of other leading major and independent record firms do not seem to agree with the Victor concept that the 49¢ price is the answer to the industry’s woes.

In interviews all during the week with representatives of other leading record manufacturers, the most re- peated opinion was that the teenage market, which is responsible almost exclusively for the purchase of single records, is not influenced by price. If there is a specific single a youngster wants, he will pay the 98¢ for it. If he likes this record better than the 49¢ one that may also be hit at the same time, he will still buy the 98¢ disk.

Most of the other manufacturers seemed to agree that it would be im- possible for them to produce a 49¢ single because of the cost of produc- ing a record today. Figuring the minimum cost, most analyzed it this way: the cost of a pressing is a mini- mum of $10; minimum artist royalty is 3% or 1½; publisher royalties for the two sides are normally 4½—assum- ing that agreement that engineer can be contacted for half the rate, the cost will have to be a minimum of $2; and to add this to the cost of the la- bels, excise tax, the mailing charge, the handling charges, and you have a minimum running cost per record of approximately 18¢ each, exclusive of overhead. If 2% for cash and a 5% retail charge is allowed, it appears to be an almost profitless product since other manufacturers figure that the single will sell to the distributor at approximately 27½¢, to the retailer at 33⅓ and to the consumer at the list price of 49¢.

Considering the structure of the business today, with independent producers responsible for many of the new releases, such people could not produce for the 49¢ line and get the royalty that record companies are now giving them for their masters.

Many manufacturers doubted that at the retail level, the product would be sold, if it’s availability and re- tailers to take advantage of the single and sell it for the 98¢ price. (The 49¢ single will be produced with a perforated tag mentioning the 49¢ list price, but the tag can easily be removed.)

A rack jobber commenting on the new product said it would be impossi- ble to handle but would do so, prob- ably at a loss, if it was important enough for his racks. He said that he bills his jobbers at a given percentage of the list and could not ask his out- lets to accept a lower margin of profit on one specific single. Other manu- facturers stated that if the Groove line succeeds and RCA cuts its line to 49¢ it may mean the death of the small indies. Cash Box contacted Louis Sha- piro, of Music Distribution Co., who is executive secretary of the So- ciety of Record Dealers (SORD), and his feeling on the Groove line was that it would cause less harm to the major dealers, and thus they would not know “whether they are coming or going.”

Victor feels the disk will be well ac- cepted by jube box operators. If a song at record cost ($100 overhead), and Victor feels the op will accept it more readily because of the lower cost and will perhaps gamble on this record earlier, if this develops the same way as the Groove label, company might attempt this move.

The RCA Victor label, however, will remain a 98¢ singles line.

Capitol Signs Linkletter

NEW YORK—Art Linkletter, popu- lar radio-TV personality, has been signed to an exclusive Capitol Rec- ords pact, according to Alan W. Liv- ingston, creative services vice- president. Linkletter’s “People Are Funny” and “House Party,” is currently cutting his first LP for the label under the supervision of Vic Rose. Linklet- ter has also authored such best- selling books as “Secret World Of Kids” and “Kids Say the Dardest Things.”

When Answering Ads, Say You Saw It In Cash Box
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 GYPSY WOMAN
Impressions (ABC Paramount 10243) $32
2 YOUNG BOY'S BLUES/ HERE COMES THE NIGHT
Ben E. King (Atco 6207) $31
3 LET TRUE LOVE BEGIN/ CAPPUCCINA
Nat "King" Cole (Capitol 4623) $30
4 I'LL BE TRUE
Orlane (Comet 198) $29
5 BROKEN HEART AND A PILLOW FILLED WITH TEARS
Patti Page (Mercury 71570) $28
6 IMPOSSIBLE
Gloria Lynne (Everest 19428) $27
7 ROCKIN' BICYCLE
Patsy Montana (Imperial 3779) $26
8 MAKING BELIEVE WEDDING CANDLES
(Lokey 3057) $25
9 STEPS 1 AND 2
Jack Scott (Capitol 4616) $24
10 LINDA
Adrian Wade (Cord 556) $23
11 TONIGHT
Faron Young & Friends (United Artists 373) $22
12 BLUE MOON OF KENTUCKY
Dick Humann (Horizon 1596) $21
13 SHE PUT THE HURT ON ME
Prince La La (A.F.D.O. 101) $20
14 JOHNNY WILLOW
Fred Durbin (Joe 9021) $19
15 SOMEWHERE ALONG THE WAY
Steve Lawrence (United Artists 364) $18
16 I APOLOGIZE
Tim York (Liberty 55343) $17
17 WALK ON BY
Lolita Van Dyke (Mercury 71834) $16
18 MARRIED
Frankie Avalon (Chancellor 1087) $15
19 YOU'LL NEVER KNOW
Shirley Bassey (United Artists 363) $14
20 THE WAY I AM
Jackie Wilson (Brunswick 55280) $13
21 BACKTRACK
Faron Young (Capitol 4656) $12
22 SATIN DOLL
Billy Minter & K & H 501) $11
23 THE CLOSER YOU ARE
Majestic Four (Whale 506) $10
24 SOMETIMES
Gene Thomas (United Artists 338) $9
25 I WONDER
Paragons (Jamie 1204) $8
26 DANCE WITH THE DOLLY
Demita Jo (Mercury 71871) $7
27 LATE DATE
Parkies (ABC Paramount 10242) $6
28 WASTN'T THE SUMMER SHORT
Johnny Mathis (Columbia 42516) $5
29 FARAWAY STAR
Chordettes (Cadence 1402) $4
30 PUSHIN' YOUR LUCK
Shore King (Java 137) $3
31 LET THERE BE DRUMS
Sandy Nolan (Imperial 5773) $2
32 MINA BIRD/SCOTTIE
Shirley-May-Langs (Warwick 644) $1
33 AWARE OF LOVE
Jerry Butler (Soul 865) $0
34 I CAN'T TAKE IT
Mary Ann Fisher (Sow-Way 1001) $0
35 SOMEBODY ELSE IS TAKING MY PLACE
Jani James (MGM 13037) $0
36 EVERYBODY FISH (Part 2)
Hereditas (Capitol 8201) $0
37 SHENANDOAH
DeeHowl Trio (Jubilo 540) $0
38 SHOUT
Isley Bros. (RCA Victor 7588) $0
39 THE WEDDING
Amie Bryant (Columbia 42148) $0
40 ONE GRAIN OF SAND
Eddy Arnold (RCA Victor 7926) $0
41 GOODBYE CRUEL WORLD
Jimmy Darren (Capips 697) $0
42 SATAN'S THEME/ MY PRAYER
Ranca's (Amy 430) $0
43 WANTED, ONE GIRL
Jan & Dean (Challenge 9120) $0
44 BLUE MOON/LADY OF SPAIN
Ventures (Dolton 47) $0
45 LOVEBOUND
Universal (Festival 25001) $0
46 RIP VAN WINKLE
Devoilations (Dolton 1001) $0
47 SETTLE DOWN
Dangie & The Dutes (Keith 6500) $0
48 LETTER FROM ANN
Vidco (Kapp 405) $0
49 LET'S PONY AGAIN
Vibrations (Checker's 906) $0
50 JUST BECAUSE I DO, I DO, I DO
McGuire Ss. (Cord 62280) $0

6 Capitol Xmas LP's Backed By Special Exchange Program

NEW YORK—Capitol Records is featuring six Christmas albums in the release of 10 LP's this week, and Capitol Records Distributing Corp. will offer all Capitol and Angel Xmas albums to dealers at a 12% discount off the invoice on all merchandise included in the program (no qualifying orders are required). In addition to the exchange privileges, the program also offers deferred billing under the following terms: for shipments made through November 25, 50% on December 10 and balance on January 10; for shipments from November 26 through December 22, payment is due on January 10.

The program requires request for exchange to be made by January 25. Exchanges must be in salable condition and be completed by February 25.

The new Xmas LP's are: Stan Kenton's "A Merry Christmas"; June Christy's "This Time of Year," featuring 10 original songs; Fred Waring's "The Meaning of Christmas"; "Christmas With The Louvin Brothers"; "Season's Greetings," featuring top performers on the Capitol label; a reissue of Walter Schuman's "Christmas In The Air.

NARAS Panel On Quality Of Hit Decks

HOLLYWOOD—"Is a Record that Sells Always a Good Record?" is the title of a panel discussion being held this week (16) by the Los Angeles chapter of NARAS, the disk awards organization, with Steve Allen as moderator, in the Grand Ballroom of the Beverly Hilton Hotel. Event is the first of a series of similar projects being planned under L.A. chapter presy Boyle Gilmore.

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Part 1 and 2
Peacock 1908

3 SIZZLING SPIRITUALS
The 5 Blind Boys
CANT'T SERVE THE LORD
b/w
CONSTANTLY ABIDING
Peacock 1838

Mighty Clouds of Joy
I'LL BE ALRIGHT
b/w
MY RELIGION
Peacock 1839

Sensational Nightengales
THE STORM IS PASSING OVER
b/w
PEOPLE I USED TO SEE
Peacock 1840

PEACOCK RECORDS
2809 Erastus St., Houston 20, Texas
New AmPar Product Bowed At Fall-Winter Distrib Meet

NEW YORK—New product from the ABC Paramount, Impulse! and Chancellor labels was introduced at AmPar’s recent fall-winter distrib meet at the Concord Hotel, the upstate New York resort (see last week’s issue for 13 new AmPar-Impulse! albums).

It was termed by the firm as one of its most successful conventions to date.

In addition to distro exces, the AmPar staff and various artists which attended the meet, which was held from October 4 to 6.

Sam Clark, president of AmPar, told the distributors that “based on the spontaneous reaction and enthusiasm our album releases have received from the distributors present, I am convinced that the record business in general can look forward to a flourishing season of accelerated selling in the immediate months to come.

Moreover, since we have concentrated our releases on quality of merchandising rather than releasing a large group of albums, it is our contention that the public will appreciate a more discriminate attitude in its buying habits.

Kapp Releases 12 LP’s in Oct.-Nov. Program

NEW YORK—Kapp Records has released 12 LP’s in program for October-November that features a 10% discount with dating to qualified buyers. Program ends November 30. Merchandising aids are available.

The new packages, part of the label’s “Kapp Concept” promotion, which stresses “powerful product rather than excessive discounts,” includes: “Roger Williams’ Greatest Hits,” “The Chad Mitchell Trio,” Jack Jones’ “This Was My Love,” the Freddy Martin Orchestra’s “The Great Wellness of the World,” Sam Kuki & The Paradise Islanders’ “Aloha,” the State Choir of the Southwestern Michigan Church’s “Lord Do Something for Me,” “Robertino,” the young Italian baritone, baritone Erich Kunz’s “Vienna, City of My Dreams.”

Classical issues include two LP’s by pianist Abram Chasins, who has come out of retirement. On LP, he performs works by Chopin, on the other, he performs two Bach concertos for two pianos and orchestra (with his wife, pianist Constance Kemeke). Other classical product includes a recording pianist Daniel Erichot in his third album of the complete piano music of Debussy, and baroque music is heard in organist Bernard Kean’s “Music for Recorder and Orchestra.”

AmPar’s “Gypsy” Deck Getting Top Label Sales

NEW YORK—The ABC-Paramount discing of “Gypsy Woman” by The Impressions last week sold every current AmPar single, according to Larry Newton, sales toppper.

Juke Box Ops Record Guide (Continued from page 18)

RALPH MARTEERIE
Try A Little Tenderness
Moonlight Becomes You
(United Artists 1523)

DON COSTA
Song For A Moulin Rouge
Laura
(United Artists 1523)

DON COSTA
An Affair To Remember
Invitation
(United Artists)

DON COSTA
Third Man Theme
From Hero To Eternity
(United Artists 1525)

DON COSTA
Stella By Starlight
Picnic
(United Artists 1526)

FERRANTE & TEICHER
Quien Seres
El Cumbanchero
(United Artists 1527)

FERRANTE & TEICHER
Amar
Oye Negra
(United Artists 1528)

FERRANTE & TEICHER
Brasil
Adias
(United Artists 1529)

FERRANTE & TEICHER
Linda
La Cuentaracha
(United Artists 1530)

FERRANTE & TEICHER
Tico Tico
Quien, Quien, Quien
(United Artists 1531)

TERRY SNYDER
Sing Bongo Bongo
Softly As In A Morning Sunrise
(United Artists 1532)

TERRY SNYDER
The Man I Love
Deep Night
(United Artists 1533)

TERRY SNYDER
Once In A While
Everything I’ve Got
(United Artists 1534)

TERRY SNYDER
The Sound Of Music
I Could Have Danced All Night
(United Artists 1535)

MODERNAIRES
String Of Pearls
Adias
(United Artists 1536)

MODERNAIRES
Caribbean Clipper
Moonlight Serenade
(United Artists 1537)

MODERNAIRES
Sunrise Serenade
Pennsylvania 6-5000
(United Artists 1538)

MODERNAIRES
Sleepy Town Train
In The Mood
(United Artists 1539)

MODERNAIRES
Tuxedo Junction
St. Louis Blues March
(United Artists 1540)

MODERNAIRES
Little Brown Jug
Stardust
(United Artists 1541)

Tri-Phi Label Focuses Subsid

DETAOH, MICH.—Tri-Phi Records, formed here five months ago, has bowed a subsid label called Harvard.

The new label’s first single is “Hard Hearted Woman” and “Orange Driver” by Eddie Burns. Other artists signed to the label include Shorty Long, The Davenport Sisters and Joe Charles.

Chairman Named For Charity’s Radio-TV Drive

NEW YORK—William S. Todman of Goodson-Parman Productions has been named chairman of the radio and TV industry’s campaign in behalf of the Federation of Jewish Philanthropies of New York. The first organizational luncheon meet will be held this week (18) at the Savoy Hilton Hotel here. Todman said the organization was seeking to raise $22,500,000 this year.

NEW YORK—At a dual purpose celebrity party at the Warwick Hotel honoring the forming of Cinema Records, which is headed by orchestra-composer Dan Terry and socialite-songwriter Allison Assante and the new Be Kalman celebrity interview WNTA radio show, many personalities from all phases of the entertaining industry were in attendance. Seen here are (left to right): Dan Terry, Be Kalman, Allison Assante and Mr. & Mrs. Edward Durrensea.

Y’All goin’ to the Festival? (SEE PAGE 36)
Len Levy Named Epic Mgr.

NEW YORK—Leonard Levy has been appointed national sales manager of Epic Records, according to an announcement from Jack Loetz, director of sales, Columbia Records Sales Corp.

As national sales manager, Levy will be responsible for all phases of Epic's operations including the direct development of merchandising programs and the direction of such programs through the efforts of Epic-Okeh district sales managers and distributors.

Extend Mercury LP Deal

NEW YORK—Mercury Records has extended its November 1 “Project Mercury” LP plan whereby for every 100 LPs purchased in the label's LP catalog, excluding the new low-priced Galaxy line, 15 in a like price category of those purchased will be issued at no charge. Plan was originally scheduled to end October 15. The label said the extension resulted from “tremendous acceptance” of the program.

Sparling Heads Product Development At Columbia

NEW YORK—James S. Sparling has been appointed coordinator of product development for Columbia Records, according to an announcement by Norman A. Adler, executive vice president.

Sparling will be responsible for the acquisition and development of consumer products, other than records that are suitable for marketing by the company. In addition, he will determine the marketing potential for new products, working closely with the marketing organizations of Columbia Records Sales Corporation, Columbia Record Distributors, Inc., Columbia Special Products and the Columbia Music Library.

Most recently manager of operations for the phonograph department of CBS Electronics, Sparling joined Columbia Records’ predecessor, The American Record Company, in 1939. He then served in Product Planning and Transcription Production. After service in the U.S. Navy, he returned to Columbia as assistant order service manager.

In 1947, Sparling was appointed syndicated store sales manager and in 1952, he supervised the functions of the phonograph department, beginning with the introduction of the Columbia “300” Phonograph.

UA Names New Milwaukee Distriutor

NEW YORK—United Artists Records has announced the appointment of John O'Brien Distributing Company as its distributor in Milwaukee. Appointment was announced by Jerry Gold, national sales manager, who said the new representative would be handled by Morris S. Price, national director of regional operations, who is headquartered in Chicago.

U.S. Bonds Sells U.S. Bonds

NEW YORK—Appropriately enough, Gary S. Paxton (S.) Bonds headlined a U.S. Bonds sales drive in Harrisburg, Pa., last week (12). Event, which took place in the center of the city in the evening, was attended by local, state and Federal Government officials. Bonds’ latest hit for the Legion label is tagged “School’s In.”

Epic To Enter Country Field

NEW YORK—Epic Records is moving into the country field. Cash Box has learned that the label’s first single release for the country market is due around November 1, and will feature songstress Virginia Speckock. Epic’s country department will be under the direction of Jim Pogo-Song, A&R man for Columbia and Epic.

Longest Tour For Ferrante & Teicher

NEW YORK—Ferrante & Teicher, the United Artists label’s top-selling pianists, left last week for a personal appearance tour that will entertain most of the country during the next six weeks, their most extensive tour to date. They will play pop and classical concerts in 18 states, including Carnegie Hall, currently a single, “Tonight,” and an LP of music from “West Side Story,” including the “Tonight” track.

N.Y. Philharmonic Back In Studio

NEW YORK—With the settlement of the strike between the musicians of the New York Philharmonic Orchestra and the orchestra’s management on October 7—won in a vote by the musicians—recordings have resumed at Columbia Records. A session was held Monday, the regular recording day for the group.

Dad Wrote For Chevalier, So Do His 2 Sons

NEW YORK—When Maurice Chevalier sings three songs in Walt Disney’s forthcoming picture, “The Castaways,” the vet performer will bridge two generations of song writing.

Thirty years ago, Chevalier sang “Al Sherman’s ‘Livin’ in the Sunlight, Lovin’ in the Moonlight’ in the film, “The Big Pond.” In the same picture, Chevalier will sing three songs by Sherman’s sons, Dick and Bob. They are “Merce Beaucoup,” “Enjoy It” and “Gimpanza.”

The brother writing team also wrote the songs for Disney’s “The Parent Trap,” one of which was “Let’s Get Together,” the current hit by Hayley Mills. “Parent” star who is also featured with Chevalier along with the New York Symphony Orchestra for the 1962 summer season (June 25-August 26).

Susskind To Conduct For ‘62 Aspen Fete

ASPEN, COLO.—Walter Susskind, conductor of The Toronto Symphony Orchestra, has been appointed conductor of the Aspen Music Festival Symphony Orchestra for the 1962 summer season (June 25-August 26).

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Cash Box—October 21, 1961
Labels Again To Sponsor WSM Country Fete Events

NASHVILLE — Labels which have sponsored many events during WSM's country fete in the past will again return to the event. The Music Annual Country Music Festival here (November 2-4). A newcomer will be United Artists Records, which recently entered the country field, and which will sponsor a dance-Friday night (3) at the Andrew Jackson Hotel, with Fuzzy Daily, the label's country head, heading the affair.

Dot Records will again sponsor the Friday luncheon, which will have as guest speaker Senator Estes Kefauver, and RCA Victor and Columbia will host Saturday's breakfast and luncheon, respectively, at the Maxwell House Hotel. Columbia will also have its yearly coffee clutch on Sunday morning (4). Capitol Records, which will publish a daily paper during the convention, will entertain at a buffet reception Saturday afternoon. Hospitality suites sponsored by various labels, publishers and artists will be open during the day and evening.

No Sessions At This Studio

CHICAGO — RCA Victor's Limelighters came to town October 4 for an evening concert appearance at Orchestra Hall. They performed their folk music before a huge crowd.

The above photo was taken in the television studios of WBKB during the Limelighters' interview performance with Marty Faye. Shown here (left to right) are Stan Pat, midwest promotion chief for RCA Victor; Limelighter Glen Varbrough, Marty Faye, and Limelighters Lou Gottlieb and Alex Hassel.

In this area the Limelighters made a whirlwind tour along the deejay circuit with Stan Pat.

Fabor Robinson Forms Coast Label, Studio

BURBANK, CALIF. — Veteran music man Fabor Robinson has formed Fabor Records and Studio, 2090 W. Olive St., this city. Robinson, who will develop new talent for the firm, has had an important hand in the careers of such top-sellers as Jim Reeves, Floyd Cramer, Johnny Horton, The De Castros Sisters, The Browns and others.

Fabor Robinson End Producing Partnership

HOLLYWOOD — Gary Paxton and Kim Fowley will form a Maverick Music and as individuals participated in the production or publishing of such hits as "Cherry Pie," "Alley Oop," "Honest I Do" and "Diamonds And Pearls," announced last week that they had come to a parting of the ways. The parting was made under "agreeable conditions," the pair announced.

Paxton said he was weighing offers from several coast labels as an exclusive recording artist. Paxton, who is active in local clubs as a performing musician, is also doing freelance A&R-production work on various local sessions.

Fowley, recently discharged from the air force, is producing independently with the Michael Golden office and Jack Levy in Beechwood Music's Hollywood office. Fowley, who also heads the A&R department of Del Rio Records, has two soon-to-be released masters on the Warner Bros. and Colpix labels.

Paxton and Fowley still share in properties developed before last week's announcement.

GHV Premium LP By Lawrence & Gorme

NEW YORK — The next premium LP from General Harmonica & Video, this city, will be an album by Steve Lawrence & Eydie Gorme for Beecham Products' Silvikrin Shampoo. LP will be packaged in one unit with the product and sell for $1.49.

Brewer Named CRDC's Singles Merchandising Mgr.

HOLLYWOOD — Gene Brewer has been appointed singles merchandising manager for Capitol Records Distributing Corp., Parry Slayor, national merchandising manager, announced last week.

Brewer, for the past three-and-a-half years western division sales and promotion manager for Epic Records, succeeds Roy Dexter, who resigned to accept a position with KTXR-News, Los Angeles all-news radio station.

Before Epic, Brewer was head of the music division of RKO studios for a year and a half.

Everest Has Deejay EP On Two Morgan Albums

NEW YORK — Everest Records has prepared a special deejay EP containing five songs from two new LPs by veteran omestro Russ Morgan. The EP, which the label said was made in response to "heavy" opening orders on the two sets, has "Way Down Yonder in New Orleans" and "Shel Of Araby" from "Morgan Time" and "Avalon" and "Josephine" from "Russ Morgan at Catalina." Two similar Morgan singles will be issued for the general public.

Mercury Signs Meg Myles

NEW YORK — Meg Myles, nitery lark-actress, has been linked to a long-term disk pact, presy Irving E. Green has announced. Performer, who has appeared in several flicks and many nities around the country, will soon be represented on a Mercury LP, with a single planned for release immediately after the album. She previously cut for Capitol Records.

Funky Blues Harmonica Next Big Teen Sound?

NEW YORK — In the constant search for "new" sounds on teen disks, the harmonica performed in a funky blues manner may well dominate the arrangements of decks in the near future. Cash Box has heard a goodly numbers of singles employing the harmonica as a blues instrument, including "If You Gotta Make A Fool Of Somebody" by James Ray on the Caprice label, handled by Canadian-American, and "Cincinnati" by the Frank Slay on or Cameo. Possibly spurring the sound is singer-harmonica player Jimmy Reed's current Top 100 entry, "Bright Lights, Big City," which features Reed's down-home harmonica approach.

Radio Recorders Names Sales Head, Studio Mgr.

HOLLYWOOD — Walter G. Heebner has been appointed sales manager of Radio Recorders, a disk studio here, and Harold Harker was promoted to the position of studio manager, presy G. Howard Hutchins has announced. Heebner has been with the firm for over 15 years.
Joe Kolsky Forms Diamond Label

New York—Joe Kolsky, who recently left his post as executive vice-president of Roulette Records, last week announced the formation of his own label, Diamond Records, this city.

The label, which has already completed its distributor set-up, with some 36 distributors covering the 50 states, has bowed on the market with songster Kevin McQuinn's "Every Step Of The Way," produced by Bob Crewe.

Kolsky said that for the present he was only interested in listening to masters, and that he was seeking disk artists that have a "potential that goes beyond the one-shot type artist." He added that the label will stress quality rather than quantity in its releases.

Though the label will initially direct its attention to the singles market, Kolsky said he was definitely planning to cut LP's, foregoing, however, "catalog merchandising." Environmental and distribution problems won't delay him, and in due time, appoint two A&R men to Diamond. His own promotional efforts will be supplemented by the services of two indie promotion reps in the New York area. The exec is planning a road trip shortly.

He is now discussing world-wide distribution for the label.

Victor Signs Gospel Group Performing In Niteries

New York—The Grandison Singers, a new gospel group on the American nightclub circuit, have been signed to an exclusive RCA Victor recording contract, according to George Avakian, pop LP manager. Their vital form of religious expression, Avakian stated, "is the next logical step in the current folk music trend."

Born in Norfolk, Virginia, the church-trained and oriented Grandison Singers comprise sisters Helen and Mary Grandison and their two cousins, Floyd Bibbina and Dorothy Webster.

Prior to their nightclub tour, which included engagements at such top showcases as San Francisco's famous "hungry i" and Chicago's Gate of Horn, the Grandison Singers had previously been heard only in churches and gospel concerts. Their now expanded gospel-flavored repertoire comprises The Blues, Spirituals, Jazz and Rhythm & Blues with original arrangements provided by the groups' Floyd Bibbina, who also plays piano accompaniment.

The Grandison Singers will record both singles and albums for Victor.

Weston Elected NARAS Prexy

Hollywood—Paul Weston has been elected president of the National Academy of Arts & Sciences (NARAS). Election was held at a national trustees meet over the weekend of October 7 & 8, at the Beverly Hilton Hotel, Beverly Hills. Also elected were Noshut Ertugan, 1st vice; David Carroll, 2nd vice; Joyce Gilmore, secretary; Bob Yorke, treasurer. Weston is one of the founders of the Academy, which was formed in 1957, and served as first president of the L.A. chapter.

Also during the meet, the trustees evoked nominations and awards procedures for the 1081 Grammy awards and discussed the N.A.R.A.S.'s chapters in N.Y., Chicago and L.A. chapters in the area of scholarships and development of university lecture courses based on the record industry.

Racine Named Gen. Mgr. Of Capitol Of Canada

Hollywood—Geoffrey F. Racine has been appointed general manager of Capitol Records Canada Ltd., it was announced last week by Glenn Wallach, president of Capitol Records, and CR of C. Racine will take charge of all Canadian operations and maintain headquarters in Toronto. He will report directly to Wallach.

Prior to his new appointment, Racine has held such important positions in Capitol as vice president of CR of C; administrator of subsidiaries, CRC; and vice president of Capitol Record Club, Inc.

Racine worked in Canada in executive posts with Canadian Vickers, Ltd., president of the Midwest Utilities of Canada, before joining Capitol nine years ago.

Mercury Distrib Contest No One Wants To Win

Chicago—Mercury Records is awarding a free one WAY flying trip to Mexico to the "poorest performing" distributor on sales of Duane Carroll's new LP "Other Great Hits" and single "Mexican Joe"—and the label's districts are now doing all they can to avoid winning the contest.

Vicki Fenberg of C & C Distributors in San Francisco started a campaign of giving away small bottles of Tequila dressed up to resemble Duane Carroll. The Tequila is being promoted to deejays, one stops and counter clerks throughout the San Francisco territory.

Ben Wood of Garmina, Inc., of Wisconsin has set up a one-man parade down Wisconsin Avenue on a live bull. This will be dressed in a Mexican costume and will pass out "Mexican Joe" singles to onlookers.

In St. Louis, Phil Bryant of Commercial Music Company has started a contest with radio station WIL. Listeners will be asked to send in postcards and the winner will be chosen for the writer squeezing in the world Mexico the most times on the face of the postcard. The winner will receive two albums from each of Mercury's diva releases for one year, and free runners-up will each receive Carroll's 12-inch album.

Eddie Lambert of Florida Music Sales mailed out an album size life-size skeleton to deejays, dealers, one stops and counter clerks, stating, "There's No Bones About It." Besides plugging the Carroll LP and single, Lambert went on to label each bone with a Mercury release and record number.

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Casino Box—October 21, 1961

Cash Box
Don Costa & Colpix Ink Indie Producing Pact

NEW YORK—Colpix Records has signed Don Costa Productions, Inc., the former United Artists' A&R head's new indie producing firm, to produce sessions on a non-exclusive basis. Though no definite plans were announced, it is understood that Costa will emphasize new talent. In making the announcement, Paul Wertker, the label’s head, said: “We are pleased to make this association and consider it a vital step in our overall expansion plans.” The label is currently riding high with The Maritza's outing of “Heartaches,” which this week makes its first Top 100 appearance in the #57 slot.

Pacific Jazz Inks McCann Drummer

LOS ANGELES—Pacific Jazz’s Richard Beck has announced the inking of Ron Jefferson, drummer with the Lee McCann Ltd. trio, also on the label. Jefferson’s first featured LP for the label is due early next year, and will include such other jazzists as LeeRoy Vinegar, Frank Strazzeri, Wilbur Brown, Tricky Lofton and Bobby Hutcherson.

Cash Box—October 21, 1961

CANDYMAN

Monument 447

One of the London Group

New York—The Feder Sisters, Mimi (left) and Sylvia (right), veterans of the Yiddish Theatre, who were recently signed to a United Artists recording contract, visit night-club dee Jay Bon Kalmus to plug their new album “Some Like It Yiddish” issued last week. The LP is the gals’ first platter for the label. Miss Kalmus operates out of Jack Silverman’s International nity in N.Y. over WNTA.

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NEW YORK:

Triodex exec Morris Diamond up to report that Cathy Carroll's latest, "Every Leaf That Falls," is a "four-handed/ticketed" record and that the Cas- tile Sisters are going to turn in a "tallish" and "full" record in Philadelphia and New England with their new, "Come With Me." On the west coast, RCA's "You're Doing the Right Thing" is coming up in the New Haven "Conn. Bandstand." The second week of "That Old pairwise of the Week" is set for the end of the month. Currently at the Spot is the Roy Haynes Trio—which has "just as" the week's episode, Pacific Flamingo pianist Les McCann and his trio for a 11/1 Steve Allen NBC-TV show. Les' 1st vocal LP "Les McCann Sings," is skedded for a release later this week. The Eddie-Ellis-Mitchell Sextette has inked a personal mgt. pact with R. C. Atkins, mgr. & lady of Sarah Vaughan. The performers are set for a 5 week gig at the flamingos in Vegas, with a 10/10 start date. Publicist Joyce Acker opens a Paris office (earlier in Edith Berman's D.M.-L. See Carman). She'll be repping for Sarah, the Grey-MiniKan and many others. London's pubbery, the Mayhem pubbery and the Billie Holiday estate. Pubbery customer "Lettie" of the Brooklyn Alice Starscilla, "The Butterfly Tree," belong to R. H. and E. "Pull Off." The Tally-Baden's "Hold Out" (choices) belon-ge to Gary Kramer BMI.

SARAH VAUGHAN DORITA STEVE LAWRENCE

nicely to see lovely Brett Kennedy (of Milton distribs in L.A.), who stopped in for a 10/10 meeting. where she told us that "My Girl" by Charles McCullough & the Silks (Decca) is the week's breakthrough song with that "Removing the Strings" bozo song and that Jimmy Craddock's "Just Got To Know" (Art-Tone) is very hot. He's also sked- ding "My Girl" for the 11/20 set. A range-ranger-composer Klaus Ogerman, who has his own ECM label, "Frenchy" and "Shore Of Love," has also arranged the Tommy Knight Atoe deck. He's from England. Say You L.P. and up-coming Dinah Washington and Nat Cole sessions. Infl-infl sa- vori-ity, Dorita, currently heading at the La Fontaine Supper Club here, signed to wax an LP of Latin tunes for the Concord label.

And now a few words from the prom trot---India and otherwise. Music man George Warren has started his own set-up, East Coast Promotions—located at 16F B'way. George notes that Barry Rustess, who currently has "Gimme A Little Kiss" (Vassar), is followed by the "I Can't Cope With It" (Brunswick) and another of Barry's latest, "That's When I'm Not Around" (Brunswick). Rustess has skedded a distrib set-up in the New Jersey area. Vassar's "I'm Not Around" has had success (with Jimmy Durante), for 10 days, commencing 10/27. With Rob- ert Oppenheim's "You're Doing The Right Thing" with the St. Louis "My Tears Are Dry"—It's "Gonna Be A Thang," the "Dennis Was A Reno" "Just Like Mine" (Wand), "Little Jimmie Dee's I Should Have Listened" (Infinity) and the Flute- mettes' "You, You, You" (Laurie) among others; Buddy's Real Arroge very happy bout the way things are going for Jimmy Dean's "Big Bad John" (Columbia), Lawrence Wake's "Riders

In The Sky" (Dot) and the Lennon Sisters & Sid's "Home" (Decca) among others; Morty Weiss tells us 'bout a new outfit, the Elders, who just did their Bud debut, "Every Little Thing, I'm Gonna Be Alright," on Joe Colombo's WBL show; the Ronnie & the Sharks-Shapiro-Bernstein's Carl Deane concern over the recent MGR "This Is Tom Jones" (Mercury), Hank Lenhart "The ABC and the Rondelle's "My Prayer" (Atco). Annette "Little Missy" in "I'm Almost Buzzin' bout the "Ollies" I'll Be True" (Cameo), Freddy Cannon's "For You And My Gal" (Swan) and the newest Shelly Berman Verve pack- age, "Personal Appearances." At over United Record Corp., Bob Rosen sees that the pressies are in high gear with the new Chuck Jackson "Wand goalie, "The Breaking Point." ... Sid Prosen thrilled that Universal Attractions' Dick Allen has just signed Justin Jones, on the strength of his Flippin's bow, "Dance By Yourself," to a mid-December 6-week theatre tour. ... Ronnie Eden and Billy Mac, on Edimac Prod, have inked Lil Bill Beatty. Ann Gari and the Hit-Tones to a wax pact on their Hit- Tones label for demo and long play. Jones reports heavy action on Rick & Eddy's "I Never Loved," in the New England territory. Smith-Gordon's publicist wants everyone to know that his wax col- lege, Arrigo Kennedy's "Baby," buzzin' out. ... Herb Harris of Downtown Records, who is touring the world. Al Neuburg sees he has a hot one in Ronnie Tober's "Who Taught You That Thing?" (Ado/Re-backing by the Fred Norman ork.

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Orchid toppper Thomas J. Pungitore infos that his artist, Jerry Thomas, who has "That's The Price I Had To Pay" (Coral) set this week, has also inked Steve Aschbrenner. Thomas has signed up Tony Bassette and has started a distrib set-up in the New York City area. ... Julia exxes highly excited with all the Bilt, action on Richie Dennis' "Get A Date With My Baby" (Coral). The Trios follows its 4-month stand at the Golden Slipper with a gig at the Town House in Lynbrook, L.I. ... The Barry Sisters, whose latest Roulette "Don't Feel Nothin' But The Music" tagged by Bill Ewart, is headin' out to the Drake Hotel in Chi for a 3-weeker, starting 10/20. ... Coral's Ivy League Trio in a 10/19/20-22 stand at Gerdie's Folk City in the Vil- lage. Lee Crane items that songstress Sandra Thompson guested on the Joe Franklin TV show, 10/12, for the 5th time in a few months. Cal's new- est album's titled "As I Love You." ... "Let's Pray For Our Country," was on 8/11/15/16/12/6. ... The Town Hall conc- cert lineup, produced by Harold Lev- in and Lincoln Seltzer, with Che- chad Mitchell Trio—10/14, Theodore V. "Bud" Eberly, 10/15, and Leon- ard DeCortimer conducting a concert presentation of the "Good Soldier" with the New York Philharmonic at the Jazz Qt. ... 12/23. Leon Bibb—2/10. ... "I Need You," by the How- mak—3/24 and the Seagar Family's set for a 12/23 date at Carnegie Hall.

CHICAGO:

Vee-Jay prexy, E. Abner, is in New York this week wrapping up final de- tails, with Marshall & Valdago, on the diskery's newly set international op- eration. In addition to the interna- tional firms, Vee-Jay recently ap- pointed Compo Records, Ltd. of Toronto to handle distribution, rec- ording, etc. for the label in Canada. ... Triodex artists, the Gentle Sis- ters, out with "Come With Me" and Carradine's latest is "Thank You That Falls." On the scene for a few days apart last week to play the latest record hop a fraud- ous record hop. Don't the squaring was M. S. M. 20th Jan. by the week, a producer who adds that he has some winning singles in Freddy Cannon's "For Me And My Gal" (Swan); a "Baby Hydett," "I Want To Thank You" (Cameo) and Johnny Burnette's "Good Country & My Baby" (Liberty).

Allstate Dist. recently added the Original Decca label's distri- bution line-up for this area... . Rose Record Shop, attracting passersby with their eye-catching window display on Lon- don's Phase 4 program. Rising young pianist Frank Harris, has been awarded the key to the city by De- torey's Mayor Louis C. Miriani, prior to her concert there 10/22. Terry, whose vocal repertoire ranges from classic to jazz, is currently on the album scene with "Devil May Care." ... The Impressions did their current "Let The Good Times Roll" at Herb Kent's (WIFHC) record hop last weekend... . Eddie Harris & the Eddie Thomas info's that the group's headed for a series of s.p's in the east. ... Recent addition to the United Artists distri- bution line-up is "Sherry" (from West Side Story) by Ferrante & Teicher and

BARRY RUSSETT ELDOREDS ANDY WILLIAMS

"Stop Giving Your Man Away" by Joyce Davis have been picking up action here... . "Stop Giving Your Man Away" is a host of singles—pop, r&b, and spiritual—for upcoming release. ... "What's Up Doc?" by Jo- ne Mathis does a one-nighter at Medinah Temple 10/26... . P.B. John John Quinlan tells us local comedienne Judy Corrigan was quite a hit when she appeared in the Clois- ter Inn's AGVA, night line-up, re- cently... . Here's word from Kent label that "Sherry" (from West Side Story) by Ferrante & Teicher is "heat" in Canada. The Reprise label is pretty hot with Tony Williams' newly released second effort "The Miracle" and Frank Sinatra's smash double-header "I'll Be Seeing You" and "Something Else." ... Kent adds that United Artists has a single by "Brian Wood" (ill, the entire sound system

HOLLYWOOD:

Del-FI toppper Bob Keene, all ex- cited over Danny Williams' latest, is waxing of "Illinois"—the follow-up to "Never On Sunday." ... Chirp Joanie Sommers has cut a new outing for Warner Bros. titled "Makin' Waves," and is using a host of singles—pop, r&b, and spiritual—for upcoming release. ... Neo-pillo proms m'gr. Joe Fields, who was brown. ... RCA Victor has picked up Timothy Hay's option and released "Foolish For You," by "The Girls Are For" and "107 Memory Lane." ... Singer Stuff Smith calls "The Wanderer," but herself will use his real name. ... RVF promo man Mike Siskill just put out on the Gardner marketing with his hit single "Weeping Like A Wil- low," which he also penned. ... Ernie K-Doe, who hit so big with "My Girl," is readying a new header for the winners circle again with "I Cried My Last Tear," on Minit. ... Eileen Christy of San Francisco, one of Jack Parr's frequent guest singers, is involved with Chattanooga Records, according to

Cash Box—October 21, 1961
label proxy Ruth Conte... The Four Freshmen currently busy with a series of one-nighter concert dates in the West and Midwest... Neal Hefti closed a four-weeks for the new MGM label titled "Harry James Meets Neal Hefti... 19 year record biz veteran JJ at Record Merchandising, also with ABC Paramount, Mercury and Capitol, has opened his own retail store in Westwood Village called Recordworks.

Personal mg. Harold Richman, on his recent trip to the West plugging the Dick Michaels deck on Expensive "Coffee Date." Slice grabbed Dick & the Trumpet in Denver... The Castaways during stay attention locally Dona Records bicentennial "That's Why I Cry." Composer-arranger George Duning paced by an artist, all he could do was to pen the score of pic "Touch Of Mink," starring Grant and Doris Day... Denise Haver's breaking in several major markets with Liberty item "Pock- et Full Of Pizza"... MGM Records looking for things to happen on Chip Taylor's "Sad Songs" waxing... Phil Yend, of Conway Records, paced as head engineer by ESN Records, and just completing series of 5 EP albums, featuring a new Ella character creation "Breezy," a singing voice behind Berliner, Transcana International and Hall of Fame... Wright is on a business trip taking him to New York, Mexico, and Puerto Rico... Imperial Records highly touting a pair of newies on the Bob Heeller's Flying distribs are Jim Dandy (Newberry, S.C.), Maynor (N.Y.C.), Summil Hollywood, Calif.) and Late (Los Angeles). Bob's newest LP, "I've Got My Own Things In Mind," and the new "Dukes Of Dixieland" package. The new big noise-makers with Marnel's Larry Cohen, include the Marvels' "Heartaches," Ferrante & Teicher's "Tonight," "Corner Of The Sky" (UA), "Somebod Else's Business," "The Wreck Is Ended," and Bob & Shirley's "Brigitte Bardot."... Ed Cotlar, now handling the Acuff-Rose plugstuff here, telling us about Joe Nelson's "Starship Out Of Manhattan" (Hickory), John D. Lundermilk's "Language Of Love" (Victor) and Bob Luman's "Boston Rocker" (Warner Bros).

Ed Barsky's fan Murphy informs that Elia Kazander's at the Academy of Music on the 13th, Connie Francis' will be in a 10/10-11/1 show, the Star of the Latin Casino and that Father Joseph Dumas' due in town to promote his Riverside LP, "Songs Father Taught Me..." A&L promo man Harry Fink plugging comedy comedy, this week. They're the Skeltons, "Where No M. K.?," and Jerry Simms' "Good Luck O'rtive" (Dual). A&L's now handling the Joe Washington & Orchestra.)... Talley-He's sales promo man, Lou Henderson hitting to plug stuff in behalf of the Blue Notes' "Shrimp Boats," Morty Portnoy's "Exodus To Cha Cha", and the Isley's "Tell Him."... Jimmy Myers' new release plug list includes Nicky Love's "The Shake," Bob Kain's "The Dream Is Ended" and D&B & Shirley's "Brigitte Bardot."... Ed Cotlar, now handling the Acuff-Rose plugstuff here, telling us about Joe Nelson's "Wake Up Little Suzie" (Hickory), John D. Lundermilk's "Language Of Love" (Victor) and Bob Luman's "Boston Rocker" (Warner Bros).

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While many stations are plugging away in promoting fallout shelters, one station has taken the initiative and is giving undergrounders the help. WEAM, a 5,000 watter in Arlington, Va., blanketing the Washington, D.C., area, announced plans (and has already started building) for a complete radio station facility underground. Facilities will include transmitter, tower, generator and microphone relay equipment. In addition, a thirty-day supply of food for station staff, tanks and beds, medical supplies, geiger counters and other Civil Defense emergency equipment is included. Connected to the all-embracing underground shelter will be an adjacent 400 ft. well to provide an unlimited supply of water, a large broadcast die displays his more serious side in the station's "Program PM" by doing a series of "mood pieces" for which he handles writing, production and narration. The first attempt to treat the thoughts inspired by a passing train on a hot summer night. (Glad he didn't call it "Night Train"). A cool and soothing stroll. Ed and Wendy King, co-hosts of the "Party Line" program, are subjects of the November issue of TV-Radio Mirror magazine which describes the "real" Ed & Wendy and their program—now in its 11th year.

Bruce Morrow, WABC-New York, named co-chairman of the 1961 Musical Dystrophy March to enlist the support of members of the music business. . . . KLUE-Longview, Texas, is the first U.S. radio station to air an all-normal recovery mission of the Air Force, beaming in on an exercise by the nation's capital. . . . The WJAT-Swainsboro, Ga., station, using the old hamburger and steak label, has just come over. In 1960, the boys left Cadence for Warner Bros. Records—and continued making chart dates.

The Kentucky-born artists (Phil is 22, Don 24) now live in Hollywood, where they study acting as well as a team, but on an individual basis.

For more than four years, The Everly Brothers have been among the top attractions in the teen-beat business. The boys' latest click vehicle is "Don't Blame Me," one of their rare stings on a standard, which this week holds the #35 spot on the Top 100. They began their remarkable Top 100 career in 1961, when, after looking for a break in Nashville, publisher-manager Wesley Huske liked the way they sounded and introduced them to Archie Bleyer, head of Cadence Records, who added them to the label.

That same year, Don and Phil offered "Bye Bye Love" to the teenagers, who responded to the distinctive country-style sound of the boys in a gold-record manner. Other hits, many million sellers, on Cadence, both singles and LP's, came one after another. In 1960, the boys left Cadence for Warner Bros. Records—and continued making chart dates.

The Kentucky-born artists (Phil is 22, Don 24) now live in Hollywood, where they study acting as well as a team, but on an individual basis. 
WSM is doing it... everybody else in Country Music will be doing it...
How about you?

They'll be telling the DJs their story. And, they'll be congratulating the OPRY on its 36th Birthday. How? Why thru CASH BOX's jim dandy Country Music Issue (out October 28th).

Don't you want to join them?

### Kapp Names 2 To Regional Promo—Sales

NEW YORK—Phil Skaff, Kapp Records' managing director of the sales division, announced last week the appointments of Marv Tabolsky and Jim Saltzman as regional promotion and sales representatives for the Eastern Seaboard and the Mid-West respectively.

Skaff indicated that this was a direct move to "enhance further the Kapp position at the promotion and deejay levels."

Tabolsky joins Kapp after having been with the Mercury distributing operation in Boston for a year and a half, and as music director of WBZ Radio, also in the Hub city.

Saltzman, with eight years experience at the distributor level, which included sales and internal operations, comes to Kapp from Norman Weinstreet's St. Louis distributorship where he served as the local promotion man.

Tabolsky and Saltzman will report directly to Moe Frenskell, Kapp's national director of promotion.

### Jazzland Has Archive Series

NEW YORK—Jazzland Records will launch a new archives series this month with the release of an LP, "Classics In Modern Jazz, Vol. 1." The set features the late modern jazz trumpeter fats Navarro with the Tadd Dameron Band. Jazzland's archives series will take up where sister label Riverside's archives leaves off in that only early modernists of the late forties and early fifties will be covered with an emphasis being placed on the bop and post-bop era.

Jazzland topaz Orrin Keepnews is scouting for all available material of early modern jazz innovators and has scheduled several other albums to follow the Navarro-Dameron set.

### At The Breaking Point

WORCESTER, MASS.—Station WORC here was recently presented with an original drawing by Walt Disney studio artists to mark the two occasions, the label says, when the station "booked" two hits, "Davy Crockett" and Hayley Mills' "Let's Get Together." The drawing represents Crockett and the songstress. The group shown (left to right): Al Altman, deejay prom man at Mutual Distributors, Boston; Bart Cobents, WORC's general manager; Frank Holland, Mutual's sales manager; Dick Smith, WORC librarian and deejay; Bob Bryant, the station's owner; Phil Samsom, sales manager at Disneyland/Vista; Herb Schaefer, Buena Vista pic division manager in Boston.
Musical is releasing this month the first records of the two new U.S. labels it now represents; United States and Command. From UA 4 albums are being issued here, two by Ferrante & Teicher, one by Don Costa’s Orchestra and a compilation by The Rhythm Boys (*The Same Old Romance*). From Command, Ferrante & Teicher, “Amor de Ouro (Golden Hits)” and “Os Mais Famosos Temas Universais (The Most Famous Universal Themes)”. A third Ferrante & Teicher compilation is going into release in Brazil from Magnifica—“Magnifica lends the record its title.”

The Brazilian record industry is seriously thinking of pressing from now on only two types of records: Singles on 78 rpm and albums and Compacts on 45 rpm. The 78s are the ones most well received by all record producers, since the 45 rpm records never had great popularity around here. Sales already proved that compacts are more suitable for our public...

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**Brazilians' Best Sellers**

**SAO PAULO**

1. Tu Sabes, Martha Mendonca — (Chanteur)
2. Aldeado Cafe — Poly — (Chanteur)
3. Bat Masterson — Carlos Gonzaga & Naro (RCA) — (Ferranta)
4. As Folhas Verde Do Verao — (The Green Leaves) — ( RCA)
5. Greta — Galindo Carluccio — ( RCA)
6. Nao Sei Explicar — Morgana — (Copacabana) — (Vital)
7. Tenho Clume De Tudo — Orlando Dias — (Odeon)

**Rio De Janeiro**

1. 4-13 Meire No Samba Soares — (Chanteur) — (Vital)
2. Bop Beso — Don Carlos Vilela — (Capitol) — (Nacional)
3. Tenho Clume De Tudo — Orlando Dias — (Odeon)
4. Anisided — Mart Keo Col — (Capitol) — (Vital)
5. Runaway — Del Shannon — (Londonderry) — (Vital)
6. Longo Por Voce — Roberto Carlos — (RCA)
7. Greenfield — Nil Amaro E Seus Cantoretas De Ebanho — (Odeon) — (Vital)
8. Corina, Corina, Demetrias — Continental (Mills)
9. Tenho Clume De Tudo — Orlando Dias — (Odeon)
10. Braziliana Cafe — Poly — (Chanteur)

**Sao Paulo's Top 10 LP's**

1. 'S Love — Ray Conniff — (Columbia)
2. 'S Love — Ray Conniff — (Columbia)
3. 'S Love — Ray Conniff — (Columbia)
4. 'S Love — Ray Conniff — (Columbia)
5. 'S Love — Ray Conniff — (Columbia)
6. 'S Love — Ray Conniff — (Columbia)
7. 'S Love — Ray Conniff — (Columbia)
8. 'S Love — Ray Conniff — (Columbia)
9. 'S Love — Ray Conniff — (Columbia)
10. 'S Love — Ray Conniff — (Columbia)

**Rio De Janeiro's Top 10 LP's**

1. Men Ultimo Tempo — Sarita Montiel — (Hispano-Venez.) — (Ferranta)
2. 'S Love — Ray Conniff — Columbia
3. 'S Love — Ray Conniff — Columbia
4. 'S Love — Ray Conniff — Columbia
5. 'S Love — Ray Conniff — Columbia
6. 'S Love — Ray Conniff — Columbia
7. 'S Love — Ray Conniff — Columbia
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9. 'S Love — Ray Conniff — Columbia
10. 'S Love — Ray Conniff — Columbia
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old
"La Man Is An Island" is proving a steady seller.
Interdisc reports that "Roarin' by the Don Rendell New Jazz Quintet — the first British
jazz album release — has been so successful that since its release on October 1 the disk has had
to be re-pressed twice. Firm also announced that advance orders for its latest copyright
"Canta Blanca" has been released, but far exceeded that of any other LP. Riverside chief, Bill Grauer
is expected in London on October 19 for meetings with executives here.
A number from his film "The Young Ones" is the latest Cliff Richard
Columbia release — a romantic ballad entitled "When The Girl In Your Arms Is The
Girl You Love."
The first subject in the BBC TV series "This Is Your Life" was Max
Bygraves, who is currently starring in "Do Re Mi."
BROADWAY
L. C. Gramophone's best selling single record of the moment is "You Don't
Know" by Helen Shapiro (Columbia). Among Gramophone's new releases are
"Remember Me" by Peter Whitehead (Arts Music), "Who's Afraid of Virginia
Woolf?" by Andrew Lloyd Webber (Columbia), "Reach For The Stars" by Shirley
Bassis (Columbia), "It's Drivin' Me Wild" by Conway Twitty (M.O.S.), "Espresso"
by Stevo, "Mexico" by Maurice de La Chanson, a Trianon (Gramophone's cheap
label) EP version by "Brittigle" and "New Young" by the Young Ones (m..t)
Richard: "Schön Wie Ein Traum" ("Theme For A Dream") and "Vreneli" (German
original).
The company which distributes Mercury and Top Rank among
others, released during the past 10 days 15 new records which are listed on
Gramophone's "Hot 50 Chart". Among them is "Sittin' Here Cryin'" by
Johnny Burnette Group (Top Rank), "That's My Cup Of Tea" by the Young Ones
(Top Rank), "Remember Me" by John Leyton (Top Rank) and "Franke And Johnny" by
Brook Benton (Mercury). Discotrade still has big success with their artist
Paul Jones, who hit the Top 30 with his recent "Top Rank" album label. New Top Rank
releases include "Sittin' Here Cryin'" and "Uncle John" (Byron & Lisa) and "Runaway".
Nipper) and "Sittin' Here Cryin'" by the Young Ones (Top Rank) and "Otello"
Scriabin) and "Romero of Rocca Granata, a new belgian
cash box with a new label show; Record Ones. One of the first recordings
by the Young Ones, two young girls and a lingering "Come On Tell" and
"Strolling Along."
HOLLAND
On September 29 the Month-Of-The-Record Action, which has been
organized by the Nederlandse Muziekvereniging, opened. This was a
brilliant classical show in the Concertgebouw, Amsterdam. On September 30,
a popular show took place in the Kurzaal, Scheveningen. The highlights of the
"Dancing Concerts" were performed by Jean-Paul Levan's Concerts du 20ème
Ciel, Elizabeth Schwarzkopf for her recording of "Goethe Lieder" (Columbia),
the Amadeus Quartet for their recording of Beethoven's "Quartet" (DG),
Bennell's "Music For Two Violins" (Mercury), Bartok's "Concerto For Orchestra"
(Philips).
Honorary mention was given to the recording of "Muziek Insolite" (Pathé).
HOLLAND
Wim Ran for his recording of "Tulhuilen en Opnieuw Beginnen" (Philips).
Rita Fuller for her recording of "Marching Together" Holland/U.S.A. (CNR).
The Blue Notes for their recording of "Ramona" (Decca),
Henk Bakker for his recording of "All Baba En De Veertig Rovers" (Artone).
Jack Marshall for his recording of "Souvenir" (Capitol).
John Coltrane for his recording of "Giant Steps" (London).
Harry Belafonte for his recording of "Belafonte At Carnegie Hall" (RCA).
Arthur Prysock for "Arthur Prysock" for his recording of "Theatrical Scene,"
from "Danton's Death" (Pythia).
The Edison Awards performance were closed by a pleasantly informal ball,
attended by the artists of the concert, which took place that morning.
Hollywood Awards have now international recognition and importance.
Closely following the commercial importance of Oscars in the motion picture
industry, the Edison Awards is becoming more of a big highlight in the international
record industry. The first Edison Awards "Gala Du Disque" was presented in
shape — and popular music), were top artists like Elke Wijning, Frisian Evert Coudoors (classical music)
Valente, Siw Malmkvist, Valerie Masters, Lyss Assin, Svend Asmussen & Ulrik
Newman and Charles Arnau.
British singer Willy Alberti, is the first ever here to record the
date — and well known Mexican song "La Sposa," better known under its
Italian title: "La Nloria." Willy's new single disk may prove a double
winner: one in the French language and other on the other side.
Ray Cenniff records now fail to be good sellers. Two new EP records in the
eyes — and popular music). They are feature compositions by masters like Liszt, Chopin and Puccini,
presented in a special way by The Ray Cenniff Orchestra and chorus, on Philips.
Decca-London's new label manager John Ross told Cash Box he has
great expectations for his new artist, Elke Wijning. Elke, who represents The
Beautiful Baby," on London. New season started with three big hits: "Take
Good Care Of My Baby" (Bobby Vee), "The Mountain's High" (Dick And
Des And Brian Hyland), and "The Wild One" (Herman's Hermit). The latter song
hit has been released in London. At the time you read this, Mr. John Ross will be in
England to see how his new disc has done.
Dutch song "Gloeidoore Rozen" ("Glowing Red Roses"), written by Theo
Warrens, has been assigned to Germany by Storz Musikverlag, Oesterle
(Heimtali). The song has been recorded in various languages by groups from
Italy and was released by German Philips of "Ayi, Ay, En Bilbo," of which Joop Portengen is original
publisher.
C. N. Rodl L.C. just released "Runarund Sue" by Dion on the Top Rank
label. After the release of his second single, "Lawdy Miss Clawdy," EP's were
released entitled "The Traditional Jazzscene In Europe." In the seven
cities: Amsterdam, Rotterdam, The Hague, Rotterdam, Charley Lesley,
Philippe Lyttleton, Chris Barber, Cy Laurie and the (Dutch) New Orleans
Synchro's.
Cash Box's, CNR's fast selling young Italian singer, will come to Holland this
month, for radio and TV performances. Robertson's "Mama" and "O Sole Mio" are
expected to be released in Holland.
First jazz sung version of "Brittigle Bardot" by The Emeralds got a big
promotion by Dutch TV, C. N. Rodl L.C. is making very good business with
this record. The otherSuccessful artists are Tony Willerton, an Young
Art Blakey And The Jazz Messengers (2nd December). All concerts are in
Amsterdam, Rotterdam, Haarlem, Utrecht, Nijmegen, Maastricht, Eindhoven and
Cash Box — October 21, 1961 — International Section
England's Best Sellers

1. Michael — The Highwaymen (HMY) (United Artists)
2. Kon Tiki — The Shadows (Columbia) (Feldman)
3. Jailhouse — Billy Fury (Decca) (L. Wright)
4. Wild In The Country — Elvis Presley (RCA) (Aberbach)
5. Johnny Remember Me — John Leyton (Top Rank) (Meridian)
6. Walking Back To Happiness — Helen Shapiro (Columbia) (Filmsound)
7. Wild Wind — John Leyton (Top Rank) (Meridian)
8. I'm Losin' To Me — Cleo Laine (Fontana) (Shapiro Bernstein)
9. Get Lost — Eden Kane (Decca)
10. Hats Off To Larry — Del Shannon (London) (Vicki)

England's Top Ten LPs

1. The Shadows — (The Shadows) (Columbia)
2. Black & White Minstrel Show — (George Mitchell) (HMV)
3. Cheapskate Pacific — (Soundtrack) (RCA)
4. Sound Of Music — (London Cast) (Columbia)
5. G.I. Blues — (Elvis Presley) (RCA)
6. His Hand In Mine — (Elvis Presley) (RCA)
7. Halfway To Paradise — (Billy Fury) (Decca)
8. Sound Of Music — (Original Cast) (Philips)
9. Listen To Cliff — (Cliff Richard) (Columbia)
10. When Your Lover Has Gone — (Frank Sinatra) (Encore)

Holland's Best Sellers

1. Hello Mary Lou — (Ricky Nelson/Imperial, Harry Blyke/Imperial) (Les Ed. Int. Basart./Amsterdam)
2. Weech Was Ik Maar — (Ricky Hoes/Phillips) (Benelux Music/Weert)
3. Dance On Little Girl — (Paul Anka/ABC Paramout) (Spanka Music/Brussels)
4. Temptation — (Every Brothers/Warner Bros.) (Francis-Day/Amsterdam)
5. Pepito — (Los Machucambos/Onega) (Francis-Day/Amsterdam)
6. La Paloma — (Freddy/Polycord)
8. A Girl Like You — (Cliff Richard/Columbia) (Francis-Day/Amsterdam)
9. I'm Breakin' In A Brand New Broken Heart — (Connie Francis/MGM) (Ed. Robert Mellinet/Brussels)
10. Hawaii Tattoo — (Walk It's/Palette) (World Music/Brussels)

Belgium's Best Sellers

(FLEMISH)
1. Och Was Ik Maar — (Ricky Hoes/Phillips) (Benelux Music/Weert)
2. Helle Mary Lou — (Ricky Nelson/Imperial) (Les Ed. Int. Basart./Amsterdam)
3. Dance On Little Girl — (Paul Anka/ABC Paramount) (Spanka Music/Brussels)
4. Zarina — (Gido/Electrola) (Editions Metropolis/Anwerpen)
5. Kanaal — (Petua/Clark/Vogue) (Ed. Raoul Breton Belgique/Brussels)
6. Runaway (Del Shannon/London) (Belinda/Brussels)
8. La Paloma — (Freddy/Polycord)
10. Dum Dum — (Brenda Lee/Brusswick) (Chappell/Tour)

(WALLOON)
1. Parasol — (The Cousins/Palette) (World Music/Brussels)
2. Wheels — (Chappell/Paris) (Editions Bens/Brussels)
3. Dance On Little Girl — (Paul Anka/ABC Paramount) (Spanka Music/Brussels)
4. Baby Sittin’ Bong — (Buzz Clifford/Polycord Philips) (Chappell/Paris)
5. Hello Mary Lou — (Ricky Nelson/Imperial) (Les Ed. Int. Basart./Amsterdam)
7. C’est Du Poulet — (Les Chakachas/RCA)
8. Tonight My Love Tonight — (Paul Anka/ABC Paramount) (Spanka Music/Brussels)

JAPAN'S Best Sellers

1. Suet SUe—Laurie Johnson (Pye) (Peter Maurice)
2. Reach For The Stars — Shirley Bassey (Columbia) (Kansai)
3. Together — Connie Francis (MGM) (Columbia)
4. Granada — Frank Sinatra (Reprise) (Latin American)
5. You Don’t Know — Helen Shapiro (Columbia) (Lorna)
6. ABC Parody Brothers — Warner Bros.) (Cross)
7. Michael Row The Boat — Lonnie Donegan (Pye)
8. Cupid — Sam Cooke (RCA) (Kagi)
9. My Boomerang Won’t Come Back — Drake (Parlophone)
10. That’s My Home — Acker Bilk (Columbia) (L. Wright)

England's Top Ten EP's

1. The Shadows To The Fore — (The Shadows) (Columbia)
2. The Buttondown Mind Of Bob Newhart — (Bob Newhart) (Warner Bros.)
3. The Shadows — (The Shadows) (Columbia)
4. Frederik Val, 1 — (Nina & Frederik) (Columbia)
5. The Temperance Seven — The Temperance Seven (Parlophone)
6. Cliff's Silver Disks — (Cliff Richard) (Garfield)
7. Such A Night — (Elvis Presley) (RCA)
8. Adam's Hit Parade — (Adam Faith) (Parlophone)
9. Sound Of Music — (Various Artists) (Pye)
10. Adam No. 1 — (Adam Faith) (Parlophone)

It's What's In Cash Box That Counts

The Matsushita Electric Appliances Company, one of Japan's biggest firms, has bought into Teichiku Records. By this tie-up, Matsushita will send one or two managing staffs into Teichiku. Also technical cooperation is expected to be given Teichiku under the new contract. This is the first time for Teichiku to get out-of-print records from one of the world's famous music publishers.

Massao Suzuki, Victor's folk singer, died recently at the age of 61. He had been recording only Japanese folk songs for Victor since 1957, and was a top artist in the field.

Masashi Kanishi, president of Westminster Records, left for Okinawa. He will do marketing research there and be back in Tokyo via Hong Kong shortly.

Distribution of Flatt & Scruggs' first 12" LP by King Records of Japan was followed up by Columbia doing the same with a 10" LP. This is Flatt & Scruggs and their Foggy Mountain Boys' second LP here and the first bluegrass album that has been released here in Columbia's history. King Records of Japan issued the first album that has been released here in Columbia's history. King Records of Japan issued the first album by a local bluegrass artist Jimmie Toskta and His Mountain Playboys. He once recorded some western tunes on King, but this is the first time for them on down-to-earth country tunes in their favorite bluegrass style. On stage, he and his boys specialize in bluegrass only.

Toshiba decided to place 222 LP's that were out-of-print on sale throughout the nation in record stores. These include 27 stereo 12" LP's, 159 mono 12" LP's and 56 mono 10" LP's. They were selected from 741 disks which went out-of-print recently. Retail prices are expected to be cut to half the regular prices.

Four new singers, Satoshi Togawa, Minoru Masik, Shiyoko Ishii and Eiji Toyama, held their joint recital October 3rd in Tokyo. They "want to be crusaders for European popular songs," as there are few who render continental pops here. It was their debut performances.

Sanne Takahashi, 19 year old girl, and Isao Izumiya, 19 year old boy, were selected the best by judges when the 12th Columbia National Popular Song Contest was over. The runner-up was a 15 year old girl, Tomiko Hayashida. All the performers who won were under 20.

JAPAN'S Best Sellers

LOCAL
1. Sutti Jiki — Yukio Hashi, Victor
2. Kitagami Yakoyokiko/Hiroshi Wada & Mahina Stars, Victor; Dark Ducks, King; Joji Takagi, Polydor; Suzuki Sugawara, Teichiku; TRio Lasa Para
3. Kutsukake Tojiro — Yukio Hashi, Victor
4. Yama-no Rosalia — Three Grsses, Columbia; Miriati Satsuki, Columbia; Seto Shinsu, Columbia; Hiroshi Ino, Columbia
5. Sudara-Bushi — Hiroshi Ueki, Toshiba
6. Kimi Koishi — Frank Nagai, Victor
7. Qu-Chan Ondo — Q. Sakamoto, Toshiba
8. Hana-no Byakkatou — Yukio Hashi, Victor
9. Fatari-de Suej Suej — Miki Nakasone, King
10. Koi-no Sando-Gasa — Keiko Matsuyama, Toshiba

INTERNATIONAL
1. Suet Sue — Ping Ping, Kapp; Danny Iida & Paradise King, Toshiba; Hiroko Takegoshi, Victor; The Peanuts, King; Smiley Ohara with his Band, King
2. Broken Promises — Henry De Paris, Colpix; Tomiura Nagashima, King; Yoko Hasegawa, Victor; Hiroshi Mizuhara, Toshiba; Akira Kobayashi, Toshi
3. Pocket Transistor — Mina Cogan, Kapp; Kayoko Moriya, Toshiba
4. Little Devil — Neil Sedaka, Victor; Takeaki Fujiki, Teichiku; Chuko Saito, Toshiba
5. Ritmo De Changa — Perez Prado, Victor
6. Walkin’ In The Moonlight — (Ibuki) (London, Toshiba
7. Surrender (Sorrento) — Elvis Presley, Victor; June Valli, Mercury; Pee Wee Hunt & his Orch., Capitol
8. Calendar Girl — Bianca, Toshiba; Neil Sedaka, Victor
9. The Gun Of Navarone — The Holyhedge Strings, Capitol
10. Dance On Little Girl — Paul Anka, ABC-Paramount

It's What's In Cash Box That Counts
DENMARK

The last week of September was filled with activity as all recording companies making domestic recordings tried to make as many recordings as possible before the end of the month and before the agreement between the record industry and MUSIG (which makes up the majority of Danish recording companies) expires on October 1. There is speculation that the agreement will be renewed at the end of the month. According to the record industry, MUSIG asks for unacceptable conditions. The MUSIG has two stipulations, 1); The salaries to be raised with 20 percent, and 2); A recording session should mean that the record company use the made recording for only one release (one release means that the record company uses the made recording for only one recording number).

According to speakers for the record industry, the first point perhaps could be agreed to, but the second point means that RCA could not use the recording for more than one release. RCA is now studying this means that a record company no longer could use a recording for release on both single and LP without special permission from the MUSIG. It would mean that RCA has to change its policy to make use of the recording for its third man's use only. The MUSIG's list of stipulations, however, is longer and at the moment there is no sign of any agreement. According to the record industry, MUSIG asks for unacceptable conditions. The MUSIG has two stipulations, 1); The salaries to be raised with 20 percent, and 2); A recording session should mean that the record company use the made recording for only one release (one release means that the record company uses the made recording for only one recording number).

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The Merkel in Italy will pass to Melodicon (Philips Italia) as soon as the terms of this change of representation are settled and decided between the Teldec companies and A. R. C. (Decca) which, according to Siemens, the Italian representative of Deutsche Grammophon Gesellschaft.

Maestro Kramer, one of the most popular musicians and composers we have in Italy, has been in the recording hall in Milan called the Olimpia Ball Room. This place is not new, as at its beginning it was a luxurious theatre for plays and shows and then it was converted to be a cinema house, which is not difficult and that the time of Music Halls has definitely passed. The Olimpia Ball Room will have a big band managed and conducted each night by Kramer, while normally our night spots are only organized and they are not so popular. The other two vocal groups will appear on that stage. Kramer has asked our music publishers to send songs and to use his band and dancing hall to test their possibilities of success.

Two years after the release of the last recital on record by Maria Callas that was titled “Aria Di Opere Francesi,” the Milan-based tenor will issue this month a new release titled “Arie Di Arie Francesi.” As Alva reported here, the Italian tenor has also recorded many compositions by Rossini, and it is quite possible that the new release may also include songs from that composer. In any case, the new release is expected to be well received by the public.

Alberto Carisich, the director of Southern Music Italia, said he is already making plans for the next convention of all the international representatives of Southern Music Italia. He said that the convention will be held in Rome in February (1962), in Italy as Stress, a nice place on Lake Maggiore (Northern Italy). Carisich said that he will attend it, and says that the press will receive a special and warm reception.

Decca has released “I Due Voti” (One Eyed Jacks) coupled with “Dinamico In Settembre” by Caterina Velez and Italian. The second side is an original Spanish LP, and it has been recorded by the Decca artists. The new release appears on the back of “Pepito” by The Machacumbos in this group’s version.

News of RCA American’s names in Italy, The latest release by Harry Belafonte will shortly appear on a new Bela- fone LP titled “Jumping Calypso.” Neal Sedaka, whose “Little Sister” is hitting big, will visit Italy. As to RCA Italian, no new releases are being released here. Philips also emphasized the continuous big success of Ray Conniff’s repertoire. It is reported that the group is coming up to position four on the LP with “I Love You with My Whole Heart.” Fidelio, the group’s third release, has sold strongest on an LP with “I Love You with My Whole Heart.” During the new release, “Memories Are Made Of This” and “S Marvelous.” Recently, the group has been released in a complete album entitled “E Ballate” (Listen And Dance) and subtitled “The New Style The World Is Crazy For.” This promotional LP is on sale at the price of 1500 Italian Lire.

German’s Best Sellers

1. Hello Mary Lou—Rick Nelson/Jan & Jk/Ken Kall/Ken Rich/The Boy Beys/ Silvio Francescone—London/Arlo/Polycord/Philips/Decca/Peter Miesel
2. *Der Mann Im Mond (The Man In The Moon)—Gus Backus—Polydor
3. *Der Mann Freedy—Polycord
4. *Zakckerpupe (Sugardoll)—Bill Ramsey—Polycord/Gerig
5. *Weingarten Der Schlapen (White Roses From Athena)—Anna Mouskouri
6. Fontana/Schaefers
7. *Pepito—Los Machacumbos—Decca—Peer
9. *Pepito CoFranzo—Arlo
10. *Schoner Fremder Mamer (Someone Else’s Boy)—Connie Francis—MGM
11. *Warte Parle Nur Ein Weielchen (Wait, Wait A Little While)—Hawai Schneider and the Spree City Stompers—Vogue—Sikorski

* Original German Compositions

Italy’s Best Sellers

1a. La Novia/Tony Dallara/Gurtler/Messaggerie Musicale
1b. La Novia/Antonio Prieto/RCA
1c. La Novia/Antonio Prieto/RCA
2a. Pepito/Los Machacumbos/Decca/Francois Day
2b. Pepito/Cocki Mazzetti/Riff Records
3a. Exodus/Entrepreneur Musicale
3b. Exodus/Entrepreneur Musicale
3c. Exodus/Entrepreneur Musicale
4a. Cancun/Unbreakable/United Artist—CDE
4b. Exodus/Pat Beere/Decca
4c. Exodus/Pino Calvi/STV
5a. Non Arris tono (Dont’ Blink)/Gabor/Ricordi
5b. Way You Look Tonight/Ray Conniff/Melodicon/Southern Music/Messaggeria Musicale
6a. Lagato—La Granbella/Ollie Delsignale
7a. Italiano—all Tracks
8a. Non Arrosto (Don’t Blink)/Gaber/Ricordi/Ricordi
7b. Villaggio Su Fiume (Village On The River)/Pino Dombrowski/Care/Decca
8b. Lagato—La Granbella/Ollie Delsignale
9a. Non Arrosto (Don’t Blink)/Gaber/Ricordi
9b. Lagato—La Granbella/Ollie Delsignale
10a. Non Arrosto (Don’t Blink)/Gaber/Ricordi
10b. Lagato—La Granbella/Ollie Delsignale
11a. Non Arrosto (Don’t Blink)/Gaber/Ricordi
12a. Quando (When)/Luigi Teno/Ricordi/Ricordi
12b. Quando (When)/Luigi Teno/Ricordi/Ricordi
13a. Tango Belle Rose (You Are My Rose)/Joe Dallante/Chancellor-Bluebell
13b. Arie—La Bonita/Ricordi
14a. George Greaney/White Bros.—Gurtler
14b. George Greaney/White Bros.—Gurtler

Cash Box—October 21, 1961—International Section
Cash Box in Australia has received many complaints over the past few months from record dealers expressing grave concern over the price slashing that is evident in many sections of the record industry in this country.

Each year, under an agreement with the Record Manufacturers Association, Australian record manufacturers set aside a certain number of dollars when dealers may dispose of "stale stocks" at prices far below the regular prices for all sizes and types of discs. At the time, record companies sell "deleted stock" to dealers at greatly reduced prices and there is a time limit during which these "record sales" may be conducted.

Cash Box has contacted many dealers on the subject of these "sales" and while the majority of the major retailers favor these sales on a definite time restriction, they are not happy about the growing practice of some dealers cutting prices on an almost constant basis. In some instances, albums and EPs are being offered—at consumer level—at far below half price.

Cash Box has also received reports that some record companies continue to sell products to dealers at prices reported to be "ridiculous." While there is little documentary evidence of such actions, a tour of retail outlets in the major sales centers of the country shows the look at retail prices, along with considerable, if not complete, disagreement with the accuracy of the reports.

There is genuine fear that if such "foolishly low" consumer prices are allowed to continue (outside the official sales periods), it may lead to losses in the entire industry, particularly at manufacturing, distributing and dealer levels. A recent check on dealer outlets in Sydney, Melbourne and London during the official sales period revealed a tremendous consumer interest and acceptance of lower priced disks and this demand is causing industry leaders to take a long and closer look at retail prices. Numerous are this many record company executives who privately believe that a general lowering of the retail price structure would go over the entire record industry a much needed "shot in the arm" and that the present consumer response to the low priced products could well lead to a complete revision of prices by the major labels in this country. As a comparison, there is an approximate American currency equivalent to regular Australian prices in Australia:

Popular albums retail at an average of $2.95—equal to about $5.50.

Classical albums retail at an average of $7.50—better than $8.

Cash Box in Australia invites record companies and dealers to submit their thoughts on the issue of retail prices and price cutting and the effect they believe it can have on the industry in general.

Pye Records has issued the Santo and Johnny single of "Come September," which has been a long time chalk. A recent check on dealer outlets in Sydney, Melbourne and London during the few weeks on EMi's London label. Pye have also issued the Al Saxon record of "I've Said It Again," which is reported to be getting good action in England.

Floyd Cramer, who is becoming quite a regular chart artist here, has a new singing song titled "The Day Andy Stewart arrived here he won many friends as a result of some television interviews. His Australian concert season should be a roaring success, as he is certainly the hottest disk attraction to visit these shores in many a long time. In fact his record success throughout Australia has been nothing short of staggering. While it may be a great deal of support overseas and yet Stewart has come up with three top hits in a row, all taken from a best seller album.

Young singing star Tony Brady (who is also on the promotion staff of the Belinda Music group of companies) has a new single out of the Leedon label that stands a great chance of chart rating. Top side is a very pretty song called "Big Things Are Happening" and the lower half is "Golden Boy." Good luck with them. And to think the old "Put up or shut up" record the other fellow did was a best seller album.

Popular Irish tenor, Josef Locke is booked for an Australian concert tour towards the end of October; with Locke will be comedian Jimmy O'Dea, who played a leading role in the Walt Disney film "Darby O'Gill And The Little People." There will be other Irish acts on the same bill.

Local instrumental group The Dominoes have cut their first single for W&G Records, "I Can't Live Without You" b/w "Two Brothers." This disk is issued under the terms of an agreement between W&G and Talent Promotion of Australia. The Dominoes will be in Australia for a few weeks in September.

Melbourne. Several other TPA stars are scheduled to cut singles within the next few months.

Both Bing and Williams with the album "Sing To Mr. C." by Perry Como, Perry's big adult following in Australia should assure this album of steady activity.

Among the new EMi singles recently released are "Nag" by The Haloes, a strong chart rider in the United States; Karl Hammel Jr. has his "Summer Sounds" single on the London label and on the 43 front EMi has just issued (on HMV) a fabulous new single by Bryan Davies which highlights a swing revival arrangement of "Five Foot Two."

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**Australia's Best Sellers**

1. **Cash Box** — October 21, 1961 — International Section

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**France's Best Sellers**

4. Daniëls (Gavarnies)—Chaussettes Noires French Music.

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**Frances Best Sellers**

4. Daniëls (Gavarnies)—Chaussettes Noires French Music.

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**Australia's Best Sellers**

1. I'm Counting On You (Johnny O'Keefe—Leedon) Aaron Schroeder Music
2. Donald Where's Your Trouser (Andy Stewart—Top Rank)
3. Money For You And Me (The Four Prep—Capitol) various publishers.
4. Mexico (Bob Moore—London) Acuff Rose
5. Little Sister (Emily Lake Music
6. Michael (The Highwaymen—Coronet) Bossey & Hawkes
7. Anna (Pye)
8. I'm Gonna Knock On Your Door (Eddie Hodges—London) Belinda Music
9. Take Good Care Of My Baby (Bobby Vee—London)
10. Smokeys (The Boy Bees—Festival) Allan & Co.
11. Locally Produced Record.
A few weeks ago Cash Box invited comments concerning a statement by Dick McFarland, Ontario disk jockey, which drew some criticism. It was suggested that Canadian record companies were over-emphasizing Canadian recordings. Several record companies, in a joint protest, compiled a list of albums which, it was charged, were not properly pro-
grapped in Spanish named "Caravana Musical," on which he played Latin music with a preference for Mexican music. Freddy came to the city to record some songs from that group.
Concerts of Cultural Diffusion is the sponsor of five concerts with the Vivaldi orchestra and guest conductor, Luis Fuentes. In New York City on October 17th to perform on the 20th. This is the third trip to Mexico for this popular group.

After more than one month of successful performances in the city, popular American TV artist Mike Connors left town to tour other Latin countries.

The show from WNEW of New York is designed to help promote the music industry of that country. Before leaving town, Cesar cut at Orfeo Paul Anka's "Kisses On The Phone" and Gustavo Pimentel's "Carmelito" (Walking). And after Cesar completes his tour in Venezuela, another young singer Enrique Guzmán, will debut in that country.

RCA has a new contract with The Sinners, a rock and roll group, which has been called a "new Garabato" (My Best Friend's Girl), the same song that was recorded on Discos Del Sol's label.

A new rock and roll group named Los Diablos del Rock just debuted on Peerless with "Dixie Rock" and "Sueno, Sueno" (Sweeter, Sweeter). Lucky, Lucky, Lucky was released by the Enorme label, while De Hnitas. De Hnitas. Reo Sunglasses and Crema Negra.

Popular trio Los Tres Aces, exclusive of RCA, will begin a tour of Latin America. They come from Argentina, Uruguay, Panama, Guatemala and maybe some other countries.

Success for Tito Guizar en Bogotí, Columbia, where he performed in five shows daily.

Argentina's Best Sellers

1. Agujetas Color De Rosa (Pink Shoe Laces)—Los Hooligans (Columbia) (PHAM)
2. Se Fue (Runaway)—Hnos. Carreón (Dimas) (EMMI)
3. A mi Pareja (My Partner)—Javier Soto (Columbia)
4. Soy Tu (I'm Yours)—Horacio (Columbia, Hugo Blanco (Peerless), Hnos. Navarro (RCA), BRAMBILA)
5. Isabella (Isabella)—Ingrid (Discos Del Sol)
6. Acapulco Rock—Los Hooligans (Columbia), Miguel Angel (RCA), Manolo Garza (Orosi) (EMMI)
7. Bote De Bananas (Day-O)—Los Rebeldes del Rock (Orfeon)
8. Escandaló—Marco Antonio Muñiz (RCA), Javier Solis (Columbia)
9. Juanita—Los Hooligans (Columbia)
10. Ruedas (Wheels)—Benny Vaughn (Det), String-A-Longs (Peerless), Fabricio (RCA), Juliana (Columbia) (BRAMBILA)

Mexico's Best Sellers

1. Aguacitas Color De Rosa (Pink Shoe Laces)—Los Hooligans (Columbia) (PHAM)
2. Se Fue (Runaway)—Hnos. Carreón (Dimas) (EMMI)
3. A mi Pareja (My Partner)—Javier Soto (Columbia)
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Argentina's Best Sellers

1. Pigueta (Runaway) (Vicky-Ferranta) Del Shannon (London); Rocky Points (Orfeon) (EMMI)
2. Y Los Chicos Lloraron (And The Heavenly Cried) (Rag Music—Smart) (RCA, BRAMBILA)
3. Diablotis (Little Devil) (Alde Music—Ferranta) Neil Sedaka (RCA)
4. Ruedas (Wheels) (Korn) Billy Vaughn (Music Hall); String-A-Longs (Argentina)-Santo Lugo (Orfeon); Aniello Mora (Columbia)
5. Los Seguidores—Robert Fuentes (Columbia)
6. Los Fronterizos (Philips) Atenaz Paredes (Music Hall); Jorge Solari, Antonio Ortega (Discos Del Sol); Los Andareños (Tony Mendez) (Dimas)
7. Los Bandidos—Los Andareños (Tony Mendez) (Dimas)
8. La Vida (The Life) (RCA, BRAMBILA)
9. Esta Noche Mi Amor (Tonight My Love, Tonight) (Sparks—Ferranta)
10. Nena Vaide (Odeon Pops) (Columbia)

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9. Esta Noche Mi Amor (Tonight My Love, Tonight) (Sparks—Ferranta)
10. Nena Vaide (Odeon Pops) (Columbia)
It's spinful.

"NOW" ONE "GREENBACK"

"MY BABY'S IN BERLIN" (2:40) [Pamper BM!—Howard]

Lark, a top attraction in the country dept., can step out in the pop field (as well as country) with this one. Tagged "Bring It On Back To Me," it's an enticing chorus-backed thumper that can happen in no time flat. "My Baby's In Berlin" is a poignant shuffle-waiver derived from today's headlines. Ace tunesmith (and hubby) Harlan Howard penned both halves.

"BEAR OKE" (2:20) [Gordon BM—Sooster, O'Dell]

"YOU CAN'T HURT ME ANYMORE" (2:23)

JOHNNY AND JONIE MOSBY (Topps 1947)

The Mosbys, Johnny & Jonie, are really picking up country sales steam. Either end of their new Toppy release, "Don't Okie," and "You Can't Hurt Me Anymore," can follow their chart-making "Ain't You Ever" stand into bitville. Both are quick moving sessions; former's a happy-go-lucky novelty while the latter's from the weeper category. Like 'em both.

Capitol's Tex Ritter, Columbia's Claude King and Victor's Jim Reeves check in with hot dual-market contenders for hitdom. See pop reviews.

RENO & SMILEY (King 5554)

(B+) "THAT MOON IS NO STOPPING PLACE FOR ME" (2:50) [Lois BM—Franklin] Here's a true novelty. Country's first attempt at a soul-ful ballad. It's completely out of place. Do you like this one or not? But it's good in a way.

(B) "HOLIDAY RELIGION" (2:25) [Tenn BM—Long, Speca] This is a top flight gospel item with an important message.

SAYRE BROTHERS (Huron 22006)

(C+) "GREENBACK DOLLAR" (2:34) [PD] The family tradition is back once more in a delighted bluegrass arrangement that would attract attention in the right location.

DON MIKKelsen (Impact 15)

(B) "NOW YOU'RE GONE" (2:25) [Anthony ASCAP—Snell] Interesting blue wall affair with an effective female chorus setting for Mikkelsen's sincere chanting. Could get jockey attention.

(C+) "I CAN'T GET OVER THE BLUES" (2:30) [Contract BM—Simmons] Spirited stanza in an OK reading by the artist. Gals again provide background interest.

ROCKY DENMAN (Water Star 2118)

(C+) "PRETENDING" (2:20) [Jones BM—Jones, Denham] Conventional tear-jerker is supplied a Cud blazing beat and an OK essay by singer Denman.

(C) "ONE SIDED HEART" (2:13) [Jones BM—Jones, Denham] More vocal phrases are shed by Denman, this time to a heavy middle beat.

LARRY NOLEN (Renner 214)

(B+) "PRETEND WE'RE SWEETHEARTS" (2:38) [Bill & Range BM!—Payne] Songster should have a terrific new country spotligh with this one. It's a most wistful-waver's plea nicely tied up with Nolen's ex-citing warbling melody. Instrumental support is a little weak. However, can pick up a spindal, blend into the right serious line.

(C+) "HEY MR. HEARTACHE" (2:34) [Merto-polit BM!—Nolen] Another fine singing job is turned in, and the affair set up in the right religious manner. Key is known to new found happiness. Ditto combo comment above.

DONNA KAYE (A-B 121)

(C+) "UNWANTED" (2:15) [Garlock-Stanley BM!—Seiger] Thrush shirilly opens her saddened heart in a tearfully blue ballad. Has a place in some areas.

(C+) "FOOL'S ROMANCE" (2:15) [Doney BM!—Oldani, Hon] This tear-jerker bears an amazingly close resemblance to Hank Williams' "Cold Cold Heart."

RAY BELL (Queen 24006)

(B) "BLUES TAVERN" (2:21) [Lois, Jamil BM!—Bell, West] The gin mill country of "Heartbreak Hotel" is sincerely told about in traditional country terms. OK deck for this really wistful composition.

(C+) "LOVELESS ISLAND" (2:39) [Lois, Jamil BM!—West] More of the above, this time journeying to a secluded island to drown his sorrow.

FLEET & FREDDY (Arlen 1002)

(B) "DRAG RACE BOOGIE" (2:10) [Nor-Tom BM!—Tomlinson, Country's new rhythm-and-blues heroine, with a new instrumentalists, Fleet Tomlinson and Stow Davis—Collins (good name), bow-dou-wise on a fleet-footed rocking instrumental. Label is out of Culver City, Calif.

(C+) "SUNSET TILL DAWN" (2:05) [Liaum BM—Michaelides] A ballad with a very pretty melody is given an effective emotional effecting echo here. Both sides have equally potential.
As plans are being revealed for next month’s festival, more and more excitement is building. Last week, WSM disclosed that Louisiana’s Governor Jimmie Davis will be the keynote speaker at the festival and will open the Friday evening (Nov. 2) WSM breakfast which each year opens the event with a celebration of the “Grand Ole Opry” birthday. The show will be 26 years old this year. According to the advance report from WSM general manager Bob Cooper, more than 2,000 tickets have already been sold and it is expected to sell out quickly. The festival will be held at the WSM Auditorium on Wednesday, Oct. 3, with a half-hour twice-a-week (Tues., Thurs.) stanza on WVHC-FM.

Don MacLeod has moved his 12-hour weekly “Ranch House Jamboree” to 1000 watt KVEC-San Luis Obispo, Calif. He left the station after 250 watt KSLY in the same city. Don, the KSLY station manager, says it’s a big step up for him and country music in the area. … KXAN is set to bow Oct. 1 while KXME will be its combined format that will include country music music and country music music music.

Wealthy puts in his request for mailing list service. … Country music hits the expected record for 1961.

Tillman Franks notes that for the Claude King waxing of “Conanchecos,” set to be shipped this week, guitarist Grady Martin made a special study of the Mexican guitar sound to duplicate it on the deck. As a result, Tillman says Grady should change his name to Martensco. … RCA Records will issue this week with two new singles and a gospel EP, all by newly-pacted artists: Big Walter, the Southern Tones and the Gospel Soul Seekers. Myrl toppish, Melvin Dodge, will pull off all stops in promoting the new issues. … Also in with a new entry is Skippie Records with its “Blues To Blame”/“Coon Dog Jim” by Wanda & Mack. Skippie Settle, Skippie label head, has also issued recording studio in Dallas. … Neal Hart and Ray Fisher are featured songsters on two new singles from the New England Record Co. Hart’s is “Kiss Me Once More,” Fisher’s is “Pool Stick Widow.”

Both Charlie Walker and Skeets McDonald played to capacity crowds during recent weekend appearances at the Sundown Club in El Paso. Warren Smith came in for another capacity turnout. Oct. 6 & 7. Artists wishing to work the club are invited to contact Gene Guthrie at KHEY-El Paso for booking information.

Word for the Week (compliments of WGN): “It’s a Good Night” by Kitty Gray for your Grip, For the Nashville Trip.

The biggest show of its kind Atlanta has seen was hosted by WGUN and station staffer Bob Gallon. To celebrate its 10th anniversary, they threw the gates to Lakewood Amuse-

ment Park open all day and saw more than 5,000 people troop through to take advantage of the free rides, exhibits and games. Hitting the air that day was when a capacity audience of 5,000 filled the grandstand and the performances by Red Foley, Faron Young, the Louvin Brothers, Jan Howard, Bob Luman, George Hamilton IV, June Carter and Bob Gallon. The big GUN really boomed.
Is there a coin machine operator in business who hasn't given thought to entering the vending machine field? Reports from vending distributors indicate an almost daily rate of increase in the number of vending ops—a result of diversification on the part of music and games operating firms.

For the benefit of those operators who have not made the move into vending as yet, possibly because of incomplete information about this field of automatic service, may we suggest they attend the forthcoming NAMA Convention as a means of breaking the ice, so to speak.

The Chicago vending show will begin on October 28 and continue for four days. At no other time during the year will so many tradespeople learn so much in so short a time.

An almost endless stream of exhibitors will display new machines, vending products, component parts, supplies and services to 8000 trade representatives from all over the nation plus a large entourage from Europe who will attend the show and the First International Symposium, a special foreign addition to the regular convention. The trade show will probably break all existing records for attendance and, from all indications, will surpass previous efforts in every respect.

We don't know of any other business that provides its members with such detailed information pertaining to costs, profits and operating technique. Much of this information is compiled and issued through the services of the National Automatic Merchandising Association (NAMA) a highly qualified trade association.

While estimates of what a specific machine will gross in any given location can not always be arrived at, certainly more important figures such as cost-per-cup, profit-per-pack, and the various laws governing the sale of merchandise through machines, are all available. The NAMA show presents a fine opportunity for the coin machine operator looking for additional avenues of income.

There is no question that diversification—in this case, entry into the vending machine field—presents an attractive proposition for many operators. However, the decision rests with each individual—and this decision can only be made intelligently after a study has been made of the vending machine business.

Regardless of the final decision, no other single experience will help each operator arrive at his decision than attendance at the NAMA Convention.
Sugerman Reports On Europe’s Coin Machine Market
After Visiting 11 Countries
After A Decade Of Imports Europe Takes On The Face Of America
As Markets Level Off And Competition Among Operators Grows
But The Constant Addition Of New Virgin Territories Keeps Export In U.S. Limelight

Myron Sugerman, executive vice-president of Runyon International, subsidiary of Runyon Sales Company, New York, recently returned from an extended tour of the European coin machine market. Casin Box, in its continuing effort to keep the American coin machine market informed and developed, requested Sugerman to report in full on his trip. His country-by-country report follows.

Two years ago I visited nine countries in Europe with the intention of instituting and developing an export outlet for our (Runyon’s) secondhand coin operated equipment. Since that time Runyon has grown into a major export firm. In the extent that today it is regarded as one of the leading exporters of coin machines throughout the world. We have shipped coin operated phonographs, amusement games, vending equipment and parts to more than fifty countries throughout the world, including every continent.

On August 5, 1961, I left the United States with a different mind than the one which prompted my first trip in Spring 1960. The climate around this time had a multi-fold purpose: re-visit established accounts; develop new accounts; test the readiness of newer countries for the importation of coin operated machines. I consider the idea of exclusive representation in respective countries as well as the import policy of the operation, to decide on all recognized importers; test the sales style and uniqueness; the ability of the vending equipment; and finally, see if any merchandise being produced in the U.S. has any potential for the United States.

ISRAEL
Jukes are a luxury but milk shake machines help dairy program

My first stop was Tel Aviv, Israel. Having a pre-knowledge regarding the Israeli market, I planned to test the idea of exporting our equipment would be a difficult matter. Presently the Greek music and music to listen to is what is heard in the streets, and the social structure of this struggling nation. The potential of games and machines is considered here, as the interest in the sale of coin operated phonographs is so high in Greece that is highly recommended, are in the making countries where the Italian espresso is heavily served. The nation is extremely music orientated and the operas are being performed. Testing the sales style and uniqueness; the ability of the vending equipment; and seeing the market developed in the U.S. has any potential for the United States.

GREECE
Pingames lead the way as development of interior begins

The market in Greece has been very good for the last year. The major American juke box manufacturers are represented in Greece as well as a couple of German phonograph manufacturers. Used jukes boxes from the states have been imported in large quantities during the year directly from America with some shipments being received through the Belgian importers. Pinball machines are extremely popular novelties in Greece and Greek importers buy from American exporters on a speculative basis in order to save on taxes and duties, which is in the best interest of the manufacturers. The Greek importers have developed popular production on wooden cabinets in a very attractive design. These machines are shipped on a complete mechanism basis less the cabinet. The city of Athens has been nearly fully exploited in the last year since the Greek government liberalized the imports so today large Greek importers and operators are beginning to look for new sources of supply. The city of Athens has been nearly fully exploited in the last year since the Greek government liberalized the imports so today large Greek importers and operators are beginning to look for new sources of supply. The city of Athens has been nearly fully exploited in the last year since the Greek government liberalized the imports so today large Greek importers and operators are beginning to look for new sources of supply.

ITALY
After eight months, bings and uprights show promise

Today, Italy is one of the most promising markets in Europe for coin operated equipment. AMI and WURLITZER have licensee manufacturing arrangements in Italy, and there is a considerable quantity of used phonographs being imported today directly from America. In the novelty field, bingos and certain late model uprights are enjoying fabulous success.

Germány
Competition among ops takes on an American look

Two years ago, I visited the cities of Frankfurt, Berlin, Hamburg and Hanover. Today, the operating conditions in certain areas have changed. Some of the sales conditions which many operators are combating today in Germany is that competition among operators in Germany today has led to location problems. and for the most part a 60-40 split on the take, however, I met operators who were 50-50, depending upon the quality of the location. The general impression was being actively engaged in the coin machine, American trade show in every state. In Germany, there is very little virgin territory left, and the only virgin territory is in the smaller areas, and the quality of these stops are not lucrative. Most operators operate in these small remote villages and country locations.

No Sign of Competition with American Juke Box

There are approximately six German domestic juke box manufacturers who are producing new and used American made machines on the basis of a lower price factor. Although the Germans are renowned for technical skill, as of yet we have not produced a juke box that competes with any American machine. However, many people in our industry feel that in Europe feel that within two or three years the quality of the German made juke boxes will Command the attention of the American market.

Although there are many reports stating that the juke box market in Germany is a financially sound, nevertheless there is still large volume of American made second-hand juke boxes being shipped directly from the States or being transshipped by the general importers. One of the general importers in Hamburg offered the following explanation regarding an importation. A German law that states that on the purchase of a new appliance a manufacturer may grant its customer for a cash purchase a discount of 15%. Consequently, since this is true than the discount granted is not sufficient enough to satisfy the operator, and therefore there is still a healthy mar-

(Continued on page 49)
CINCINNATI—The party held in the coin machine industry these days seems to be getting bigger and bigger with each event and the 2-day gala grand opening of Royal Distributing's new office and offices here two weeks ago was certainly no exception. Harold Hoffman, manager of the vast coin machine outlet, (see story CB Oct. 14, p. 55) hosted the Saturday-Sunday affair over September 29-30 and the guests are still talking about the party.

Held in the Royal showrooms at 3070 Seymour Avenue in Cincinny, more than 700 guests arrived over the two-day span. Official register clocked 744 adults and, according to Hoffman, "it seemed as though twice that many kids showed up!!" But Royal was ready for 'em even if the number was slightly less than that. During the run of the party, servicemen ticketed off 2,300 kids rides for children who arrived with their parents and enjoyed the rides set up within the showroom for that purpose. Thornton Stitt and Al Moermond used two rolls of dimpled ball and go to keep the units running.

Clarence Anderson, Mae Ryder, Allen Pryer and Bud Pistor conducted the barroom duties and served 1800 cocktails, 900 bottles of beer, and 27 fifths of liquor! A well-known Cincinnati caterer served lunch each day consisting of turkey, ham, tongue, corned beef, Swiss cheese, potato salad, pickles, olives, cup cakes and coffee. Each hour three names were drawn for three people to compete in a coin-operated game (match!). Winner won the big prize, Bill Dornette, Cinco Novelty Co., won a "Pino Hockey" game; Bob Badgley, Tri-County Vending, won the "Markman" gun; Lowell Clark, Clark Candy & Tobacco won the "Tim-Buc-Too" upright; William Fredgo, Ripleys, O., won a "Skill Ball."

In addition, hourly prizes were awarded to the following customers: Jim Donnelly, transistor radio; Carl Kellor, floor lamp; Dick Ditmier, GE coffee maker; Bill Frogge, fishing tackle; Ricky Ditmier, GE toaster oven; Nancy Spinat, door-clock child and Jim Craig, GE portable stereo; Dick Stillmaker, GE portable mixer; Mrs. Joe Parisi, GE clock; Charles Dearth, GE rotator; Mr. Wonderly, outside grill; and Robert Movad, stereo radio. Even the losers won at the Royal party. Satin quilts were awarded to the losers.

Royal marked the entry into the new quarters with this party that was held in the firm's 3900 sq. ft. showrooms. Overall area of the new plant is 22,000 sq. ft. and accommodations for handling equipment and service are reportedly geared for first class service. Royal distributes the Rowe-AMI line here plus thirteen additional amusement machine lines. The firm also operates its own one-stop record division.

AMONG THE 741 GUESTS: Left to right, from top to bottom, Miss Rankin, Mr. and Mrs. Bob Baker, Tom Jackson, and Lee Maxie; Harold Hoffman, Mr. and Mrs. Herb Donaldson, Mr. and Mrs. Jim Finn and Paul Haberthier. Lowell Clark competes for prize. He won an upright game. Left to right, Mrs. Earl Groll, Mrs. Harold Hoffman, Mrs. Anthony Schmidt, Mr. and Mrs. Frank Hess, Anthony Schmidt and Hoffman. Jim Berger, Harold Hoffman and Mr. and Mrs. Bernie Stillmaker, sit this one out. Bottom right, Royal parking lot which holds 46 cars.

Cash Box Carries The News . . . . and the ads!

MUSIC and GAMES AT SPECIAL PRICES—CALL!

AMOA PENNA TO HOLD ANNUAL AFFAIR NOV. 14

HARRISBURG, PENNA.—Leon Takeda, member of the board of directors of the Amusement Machine Operators Association of Pennsylvania, stated here, has advised that plans are set for the annual AMOA banquet and dance scheduled for Sunday, November 14, at the Holiday West Motel. The motel is located at the Gettysburg Exchange off the Pennsylvania Turnpike. Several hundred guests are expected, according to Takeda, and a name orchestra is expected to lend to the entertainment line-up.

Cocktails will be served at 4 PM, dinner at 6 PM and entertainment and dancing during the remainder of the evening.

L&F ONE-STOP MOVES

ATLANTA—I & F One-Stop Record Service has moved to larger quarters here and is now located at 1227 Spring Street, N.W. L&F is headed by Jack Gellbard. The firm's new phone number is Trinity 5-5566.
Sugarman Reports On 11 Nation Coin Tour

(Continued from page 47)

ket for used American equipment (late model merchandise) in Germany. The progress of the German market today is to a point that when a German distributor sells a brand new unit, he is obliged to take in a used machine on trade. As a result of being required to take used machines on trade, the German distributor has been compelled to find a wholesale export outlet for his second hand equipment. These distributors have followed the pattern established in America by American distributors and today are attempting to negotiate deals with distributors with the Scandinavian countries, Austria, Yugoslavia, etc.

Pertaining to the game market, Germany still represents a very good market for late Gottlieb and Williams pinball games. Albert Adickes of Nova-Apparato, Hamburg, Germany, general Rock-Ola Distributor for Europe and Gottlieb Distributor for Germany is the man responsible for the sales of flipper games in Germany. He has been importing flipper games into Germany for more than ten years, and today flipper games are the basic equipment for the arcades. Slot machines are legal, however, this is a market confined to the German manufacturers. The type of machine to be found in a wall machine which pays a maximum one Deutschmark or what is equivalent to 25 American cents.

Three or four years ago Germany was a fantastic outlet for used American shuffle bowlers however slightly more than two years ago, the market terminated. Since that time, there has been a very limited market on shuffle bowlers, and the demand today is filled through the Belgian importers. Also, three years ago Germany was buying large numbers of bowling alleys however this market has also come to nearly a halt and only a select number of games are being shipped today.

Ops Moving Into Vending

In Germany today, the large music and game operators are moving into the vending field. Albert Adickes, who operates as well as manufacturers and distributors, has an outstanding vending operation in a ship building factory which accommodates 15,000 people. Successful operations such as these serve as examples, and other music and game operators are anxious to exploit this relatively new field.

In the way of new ideas, several German importers are specializing in constructing console model juke boxes, made from the complete mechanism of both new and used American machines. They buy the units completely dismantled from the States and construct console cabinets in which they place the actual juke box mechanism. These console type juke boxes are being placed into more sophisticated type of locations that would not normally accept a commercial juke box, on the basis that the juke box would not conform to the mood of the establishment. However, they install wall boxes in the locations and the unit functions in the same manner as a hideaway unit except the machine is situated on the floor and is an accepted piece of furniture. It must be mentioned at this point that clarification that this idea is not the same thing as background music, however, background music is definitely found on the German market.

It must be said that the German coin machine industry should be commended for their operators' associations and their distributors' associations. Their associations are strong and unified and have been outstanding in serving the coin machine industry in general. These associations have strong public relations programs and have done a good job to maintain the respect of the industry.

SCANDINAVIAN COUNTRIES

Denmark

The City of Copenhagen is the port of distribution for the Scandinavian countries. There are three or four important distributors and importers who feed off of the coin machine manufacturers situated in Hamburg and re-ship to the other Scandinavian markets. In Denmark itself, very little second hand American music is being imported. The greatest emphasis is on brand new American juke boxes and certain brand new German made phonographs. The market is rather limited as a result of a relatively small national population of four million. Today in Denmark, the trend is towards the importing of pin ball games, limited quantities of shuffle bowlers and bowling alleys. For a certain period of time, the operation of slot machines was legitimate however today, they are only being operated in the arcade areas, such as can be seen in the famous Tivoli Amusement Center, on a token pay-out basis which have a gift surrender value.

In the field of vending, Copenhagen is blanketed with a considerable number of outdoor vending equipment that vent anything from cigarettes to beer. The vending machines themselves are manufactured in Denmark close at a comparatively early hour, there is strong dependence on vending machines by the public.

(Continued on page 51)
**NAMA’s Intl. Segment Will Offer Tips On Vending Tea, Beer, Cosmetics In Schools, Shipyards, Outdoors; Heavy Attendance Seen**

CHICAGO — Panel discussions and talks on unusual vending methods around the world, how U.S.A.-style vending operates in other countries, and methods of exporting American vending equipment will be presented at the First International Vending Symposium in Chicago, October 31.

“The American vending industry has aroused much interest in foreign countries because of its many innovations and growth in recent years,” NAMA President, Thomas R. Donahue said. By contrast, several European countries are using similar methods in other areas of automatic selling. Thus, both overseas and American vending executives will benefit from this exchange of ideas, he added.

Several hundred overseas vending executives already have registered for the International Vending Symposium which will take place at the Conrad Hilton Hotel, October 31, according to Jack Low, Wittemore, Inc., Chairman of the International Vending Symposium Committee.

Low said Donahue will open the international meet at 9:00 a.m. with a welcoming address for international guests. Responding for overseas delegates will be Mr. E. Gomin, Switzaerland, overseas vending expert for the Nestle Company.

The remainder of the morning session will be devoted to two consecutive panel discussions, each followed by a period for audience discussion and participation.

This first morning panel, “How U.S.A.-Style Vending Operates in Other Countries,” will present operations in other parts of the world based on vending operations where a vending company services and owns the equipment.

Following is a list of panelists and the subjects they will discuss:

- **Tea Vending in England** — Mr. Norman Ditchburn, chairman, The Dutch Tea Co., Ltd.
- **Full-Line Vending in Egypt** — Mr. A. G. Attenborough, president, Pan-Nordic Automation, Suoero, Sweden.
- **Vending in Schools and “Beer Vending”** — Mr. H. F. Burns, tea vending director, West Indies Vendors, Ltd., Kingston, Jamaica.
- **Soft Vente Vending in the Pacific Islands** — Mr. Tom Higa, vice president, Youngs & Beverages Company, Naha, Okinawa.

The second morning panel discussions will cover “New Vending Methods Around the Globe.” It will be devoted to the presentation of vending methods not usually found in America. Panelists and their topics are:

- **“Store Vending in Italy”** and **“Problems of Municipal Licensing in Italy”** — Mr. Alexandre G. d’Anna, Vending Co., Conis, Italy.
- **“Soft Vente Vending in Switzerland”** — Mr. M. Scheeren, president, N. V. Euro-Markt-Gutsche, Zurich, Switzerland.

The morning International Vending Symposium will end at 11:45 a.m.

The afternoon program beginning at 2:00 p.m. is intended only for manufacturers of equipment and products as well as for the benefit of international guests. Its purpose is to exchange information on importing equipment or products from the U.S. according to Mr. Low.

The program includes two presentations:

- **“ Licensing as a Method of Exporting Equipment From the U.S.A.”** — Mr. R. Krug, the Franklin Automatic Co., attorney and export specialist, Baker-McKee & Nightow, Chicago, Illinois, an international law firm with offices in Europe and South America.
- **“Selling Problems of Exporting U.S.A. Vending Equipment to Other Countries”** — (A panel workshop presenting typical American manufacturers who will discuss current export policies and problems.

The International Vending Symposium will adjourn at 4:00 p.m., October 31.

The following day (November 1), foreign delegates will be taken on a tour of typical vending and manufacturing installations in Chicago.

The purpose of the international meeting is three-fold:

First, to exchange ideas and knowledge about vending as a marketing method with vending executives from four countries; second, to create further export markets for American vending machine manufacturers, and third, to convert the vending industry of other countries with the American economic and distribution system.

The convention will be devoted to American vending with the exhibit of the latest automatic vending equipment and discussion panels and industry meetings at the North Shore Palace and the Conrad Hilton Hotel.

**Cash Box—October 21, 1961**
Sugerman Reports On 11 Nation Coin Tour
(Continued from page 49)

Switzerland and Norway

Mr. Hans Siesbye, Oscar Siesbye Company, informed me that Sweden has been importing since the end of the war and today is nearly totally saturated market. Mr. Siesbye, whose firm is the Scandinavian Distributors for AMI, commented that the coin machine market in Norway hit its saturation point several years ago.

FINLAND

In the last couple of years, there has been some activity in the field of coin operated equipment. Finland has liberalized its imports to a great extent, however, and has been engaged in the music field remains in the last 25% import restrictions where import licenses are required. These licenses are very difficult to obtain and the present themselves as a problem. As in the other Scandinavian countries, pinball games are the popular novelties with the growing interest in shuffle bowlers and bowling alleys.

HOLLAND

I visited Rotterdam, Bergen Op Zoom, and The Hague on this visit. Holland, similar to Belgium, is specializing in hinged and music. One particular point of interest in Holland is the increasing interest in arcades. Mr. Rudy Hommerson, president of Hommerson Amusements, The Hague, opened an arcade on Scheveningen last year and overnight it developed into one of the biggest arcade successes in all of Europe. (See photo.) Mr. Hans Vandenloop, shop foreman for Runyon Sales Company, operated a new idea in an Amusement Game. Designed for more action . . . more play . . . more profit . . .

Waikiki Beach incorporates an entirely new idea (light-up feature) for extended play. Player gets an extra ball until last ball shot fails to light an additional girl on the back glass. In every game played the player is guaranteed at least two balls, but he may get three, four, five or more, keeping him in suspense until the last ball is played. Extra player excitement is generated by a thumper bumper, in the center of the playfield, plus two slug bumpers that keep ball in action.

Get complete details on Waikiki Beach and the profit-making opportunities available.

2070 SEYMOUR AVENUE • CINCINNATI 37, OHIO

Watch For ECHO-PHONE

Sensational new coin-operated novelty machine that is sweeping the country. This low-price money-maker has terrific play value because it permits its patrons to:

"BLOW YOUR TOP!"
"TELL OFF THE BOSS!"
"SHOUT BACK AT YOUR MOTHER-IN-LAW!"

The machine that the industry has been waiting for—

COMING SOON!

For Details Write, Wire, Call:

1-J Mfg. Co.
1910 No. Marshall St.
Sugarman Reports On
(Continued from page 51)

vantage because it could import immediately as a result of its credit agreement with America. The ambitions Belgians took advantage of this situation and by the early 1900's, they were the most active in the coin machine field throughout Europe. They established a strong structure of the industry for Europe. The large Antwerp and Brussels importers maintained transit warehouses in the ports of Antwerp and served as brokers by re-shipping merchandise to wholesale dealers throughout Europe. Today, there are more than thirty importers located throughout Belgium who are active and engage in trans-shipping as well as direct importation for sub-

in the United States. Phonographs are being sold directly to the importers of new machines. The margin of profit is quite small in music that is the only reason an operator handles music because he wants to accommodate a large customer. We have reported that state approximately 40%-50% of all music machines sold in the United States (by the Dutch and the 

France)

Sensational "BLOW VALLEY" with its new and large award winning "The Rock-Ola's." The new machines are equipped with an advanced automatic order taking system. Both the Rock-Ola's and the Rock-Olas' new machines are equipped with a new and improved "Luxor" phonograph. The new phonograph is a small, compact and highly efficient design. It is a direct drive phonograph and is available in a variety of colors. The Rock-Ola's new machine also includes an Improved "Luxor" turntable which provides superior performance and durability.

France

Pingames alter the French state image

During the last 6 months, France experienced an unusual operator restrictions and today there is an outstanding market for pin ball games. The market was mainly for French pin ball machines. There are four or five principal manufacturers of these machines, however, a great deal of the importing is handled out of Belgium as the Bel-


gian general importers stock equipment in transit warehouses and offer it even to their American customers. It is just catching on today in France as a result of the machine being produced for the French market by Brunswick and AMF. The field of music, the French have developed a machine called "Puck" which resembles the American type. However, the French are even more ambitious in their endeavors than the Americans, and a French firm appearing on television screen at the juke box is in conjunction to the recording. Its concept is novel and has only been on the French market for less than eight months.

England

A leveling off as industry turns to standard equipment

The market in England has finally reached its leveling off point. Two years of intense competition by local manufacturers, importers, and import restriction removals and the revision of the gaming laws, brought a new and very active industry. The introduction of a new style of machine was on the American market twenty years ago. The British have only one combination television and juke box. The machine operates on one new French Franc (equivalent to twenty-three cents) and film appears on a television screen attached to the juke box in conjunction with the recording. It is a novel concept and has only been on the French market for less than eight months.

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 11 Nation Coin Trade

We've all recovered from the Laurels outing and the effects of so much time with so many friends! And back to the business at hand (and here's hoping we all remain friends!) . . . Mickey Anderson, selling up a storm down in Erie, Pa., mentioned that one of his son's dealers received a brand new Polaroid camera. This is standard practice for all Rock-Ola, Ola, and Rock-Olas' operators. We have heard that they could part with so many cameras in just one section of the country. Apparently one of the dealers is taking Polaroid pictures and it all adds up to the fact that they are the ones to talk to if you want to sell the new and the old. Meanwhile, selling the new machine right out of stock. Anderson claims the Polaroid dealer has made it possible to move about 2 to 3 times as many machines last year. . . . The old saying is "Do as I say and not as I do."" The service feature is our greatest advertisement," adds Mike Anderson.

LOOK WHO'S A GRANDPAPPY! Irving Kaye's son, Howard, sales mgr., of the pool table firm, became a father on Wed. (10/11) when his wife gave birth to a 7lb., 7 oz. girl, Mom, dad, daughter, and grandpappy Irving, all doing fine.

If you find the time to drive out to Stony Brook, Long Island, stop at the Super Bowl Bar and Restaurant. They have a fine collection of coin machines and the industry's history, is giving lectures in accompaniment to an exhibition of machines at the Museum. The exhibit runs From October 15 to October 31. The museum is located near the plaza. We expect to publish a few pictures of the exhibit in a forthcoming issue.

Planning to attend the NAMA Show in Chicago Oct. 25-31? If you are you'll see you there, among the many ops and distributors from this area who will attend. As a matter of fact, there is a good chance we will not attend the show? Seems like a must for anyone in the business. As a matter of fact, it could very well prove to be the most important show of the year.

Johnny Blalott's a busy guy, and this is nothing new. A visit to The Laurels for the weekend, leading into a stay in NYC for the World Series, capped off with a whirlwind trip to Chicago. Meanwhile, Jack Shawcross, Bob Catlin and crew run the business (until big John returns, that is!).

Mike Munves, the hardest working guy from one end of the summer to the other, makes it easy during the post-season weeks with a trip to the Catskills some time back in August. That brought him to Hot Springs, Arkansas, where he spent a relaxing time with his family. Met some co-mates, too, and enjoyed the swimming pool just about every day down there. Joe Munves has been spending a lot of time in Florida's absence and can be expected to leave soon for the winter meets in Fla.

Mr. and Mrs. John Bullock, visited the Runyon Sales Company, where we had the honor of meeting them. They had just returned from Georgia where they visited their 17-year-old son, John, who attends the Augusta Military Academy. John, Sr. has been an upstanding Fire Chief in Georgia to 5 yds. We have seen too many sights that have scarred his memory—a heroic and brave man.

Irv Holzman received United's newest machines last week and the "Stardust" shuttle juke box. Another winner direct from our firm! After receiving while brother Whitey is out on the Island during the arcadenarcade of the firm., . . . Al D'Inzillo, Albert Simon, Inc., almost sorry he didn't attend the last show, had a great time at his a home after a hard week. decided he the right thing. (Lot's rest in the mountains, too, Al) Simon, who wasn't in when we called, did make the trip to the Catskill resort and looked great after the three-day affair. Arrived back in time to start a big selling-spree on the new ChiCoin "Triple Gold Pin" the old fashioned one. . . . Kalamazoo, new "AMF" juke box with bowler, and the "Continental" is the answer for ChiCoin ops. Rock-Ola's phono is moving about 300 a week. Again these days after making such a big name for itself right from the outset.

"Shugy" was in the Jersey branch of the vast Runyon enterprise but now Aldo Rood, Lou Wolfberg and staff filled in us on the details of the store front. The job is well-intended work like this. Here's to the firm and the lines Runyon handles just as soon as they can figure out a real farthing system. At this point they are gathering much information about location. Some of the collection reports are fantastic. Myron, back from Europe, filled us in on his trip (see separate story elsewhere this issue). Tod "Champ" Seidel, still boasting that young music' as he takes the laid around town in search of a contract with a record label.

Meyer Parkoff, Atlantic, interested in the recent Cadence and Mercury Records news, stability of these labels. "Little LPs." The new discs are aimed at the LP market but with a low price of $1.69 net. Each side carries three titles and the six-time record measure the size of a 7" 35 rpm single. Can the juke box op program 'em on his machine as a 7" single, but get 25¢ for each side? A good question but can the industry's enjoyment with a 25¢. Get the word to the GM and the three. And will the public take to three times by the same artist for 25¢? Whose gonna try it?

Dave and Sylvia Lowry, MJL Operating, are moving downtown—right across the street from Runyon Sales Company (just fifty feet north of the windows were many years saving the tripod), the firm moves next week, . . . Al Beck's new "Little Birdie" has a new look and is being sold by the locals to look out for. Joe regularly and keeping the local ops happy with used phonographs and games.

Joe Ash, Active Amusement in Philly, flew to the west coast for a visit with Harry Trimmer, Head of the Trimmer family, and his son-in-law. Harry told Joe all about the Wafch "TR" in Salinas, an all-star ride. Joe naturally stopped at Chi on the return trip to meet with the good boys. He called on some of the old friends at the various factories. Joe's back in Philly this week selling the pants off the latest Gottlieb pinball, "Corral," the new 1-player.

Stu Kaye, Main Dealer, is now advised that Vic Haim, R. H. Belam Co., scored in the low 80's on the links. Murray Kaye ("Champ") is a golfer and goes to the fairways in his spare time. Murray and Vic are good friends and so are their companies. Joe's a good man and his advice is in keeping the locals happy with used phonographs and games.

Cash Box—October 21, 1966
With the upcoming NAMA convention looming closer (it opens at magnifi-
cent McCormick Place on November 1) NAMA officials and local manufacturing and wholesale people are busily engaged in formulating plans for the huge convergence of vending and coin machine people here. This will easily be the largest exhibition of vending machine people yet placed on display for distributors and operators to look over. Naturally, conventioneers and dealers alike will be at the Conrad Hilton Hotel on Michigan Avenue, and just a stone's throw from the huge lakeside convention palace.

Just a few facts about McCormick Place, which officially opened to the public November 18, 1966, and was named in honor of Col. Robert H. McCormick, late publisher and editor of the Chicago Tribune: It is conveniently located (from downtown Chicago) at 23rd Street and the lakefront. The main ex-

position will be in a space more than twice the size of the space in McCormick Place. There are more than 20 meeting rooms and a theater that can house 5,000 persons, and a little theater with a capacity of more than 500. The huge cafeteria can easily serve 10,000 persons an hour. McCormick Place was opened after the recent International Trade Fair the whopping estimate of 650,000 people visited there. Their largest meeting to date accommodated 18,000 persons.

Stars are in the eyes of Herb Oettinger, Bill DeDelin, et al at United Mfg. Co., Chicago. The new appointed United Distributor's representative is named, respectively "Seven Star" bowling alley and "Stardust" shuffle alley. The games were released this week, according to Bill DeDelin, and sample orders are already on the way to United's distributors.

Big coinbit is booming at Bally Mfg. these days, with the sales emphasis on Bally's new "Can Can" bingo, which is loaded with scoring features, ac-
cording to Art Garvey, Everybody's busy there... Jack C. Gordon, vice president in charge of Seeburg's phonio division, and Seeburg's executive vice pre-

xy, Bob Kelly, enrolled, October 6, for an extensive jaunt across the continent. Frank Rowe, president of Rowe-AMI, will report the continuation of his trip "in a week. From there Kelly and Gordon will cover France, the Benelux countries, the Scandinavian countries and Rome.

Joe Kline, prez of First Coin Machine Exchange, secretly promises a big coinbit expansion in operators and distributors, and Bob Shapero, who is the new head of the Chicago branch of the new "international" coinbit exchange. NAAPB (Park Show) due late in November at the Sherman Hotel. Sam Koller and Fred Klein report a heavy activity in export business. This phase of the business continues to grow steadily.

It's always a pleasure to chat with Art Weinmand, director of sales for Chi-

cago Dynamic Industries, about his very bright young daughter, Ginger Wein-

mand, who matriculates at St. Xavier College. Art has been prominent in Roman Catholic affairs here for many years, chiefly in the Holy Name Society. Art is smiling mightily these days, especially since Chicago Coin's lineup of amuse-

ment goods is doing so well in most markets. In this category are Chico's "Continen
tal" big ball bowler, "Triple Gold Pin" shuffle alley bowler, "Pro Basketball" and "Wild West" gus game and "Princess" bowler.

A swing over to the northeast side of the city and visits with Joel Stern and Lennie Micon at World Wide Distributors bears out definitely that busi-

ness is great here with the Seeburg line of coin-operated phonio and vending equipment. Joe Lennie, Fred Skor and Howie Freer are eagerly looking forward to the upcoming NAMA conclude.

We bid welcome to Dick Prendergast who was tabbed to handle directorship of advertising and sales promotion for AC Automatic Services and Norman West, with new credit money. The new credit money of AC Automatic Services, gathered up your (not so) reluctant reporter and we all pitched into to Paul Mich to look over the firm's swarm new headquarters, which are conveniently located in downtown Chi. The big move of AC Automatic Services from the Merchandise Mart to the new site was effected last weekend. Among those who will headquarter there are presy Joel Kleinman, veepes Dean McMurdie, Jack Dunwoody, Tom Sams and Don Lundy; and Prender-
gast, Mitch Miller and Buddie Green.

Recent visitors to Chi were Barney (Shugey) Superman and Abe Green of Runyon Sales in New York, who called on Jack Dunwoody and Bernie Shapiro at Rowe-AMI.

A hearty Joe Robbins returned to his office at Empire Coin Machine Ex-

change and is now handling the upper part of Wisconsin. Gil Kihl, owner of Empire se Jo called on everyone along his route of travel.

Nate Feinstein, Atlas Music Co., tells us the new additions to Atlas' AMI "Talkin' Change" 29 record album for music operators (not goodgies) available are: Julie London, Ray Conniff, Johnny Cash, Johnny Cash, Hor-

nace, Mitch Miller and Buddy Green. Charlie Schwartz (Atlas Music's new format for phonio service schools (reported in Cash Box October 14 issue) is well planned and should be equally well accepted by local operators.

Nate Gottlieb, Dave Gottlieb, Alvin Gottlieb and Zudd Weinberg are all finding their new distributors and operators in Kentucky. Alvin Gottlieb, the new branch in Louisville, Kentucky, has been appointed National Coin Machine Exchange throughout all of Indiana State. The firm is headed by Joe Schwartz—sales manager is Mort Levinston... Paul Huebsch, vice prexy of Seeburg, was in Chicago on an inspection trip. It was nice bumping into prexy Dave Rockola in the corridor and chinning a bit. Ralph is in all raves over Rock-Ola's new coffee vending line, which is reaching the final stages of perfection and just about ready to be introduced at the NAMA convention.

Clarence Schuyler, prexy of Games, Inc., is having excellent results with his new "Tim-Buc-Two" electric upright amusement game. He looks forward to seeing a lot of his elderly coinbit friends when they come to the latter part of October.

Seeburg veepie Tom Herrick advised last week that Venditicy Equipment, Ltd., in Vancouver, B.C. is the new Seeburg distributor for the coin-operated phonio and vending lines, covering the Provinces of British Columbia, Alberta, Saskatchewan and Manitoba. Douglas W. Keesoh is the president. His staff of exec includes R. H. Prescott, D. H. Evans, Gordon Sutherland, Murray Gordon and Ven R. Herbert.

Fischer Sales Co.'s sales director Bill Weikel's right arm (and lovely wife) Ruth Weikel reports that Bill is on a whirlwind tour (at this writing in Salt Lake City) and due back next week. Bill and Fischer Sales prexy Ewald Fischer are laying plans for a fine season with Fischer's line of billiard tables.

Oh, woe is Ed Ruber, Wico Corp., who had the misfortune to "wrap his snazzy car around a telephone pole" fourth day. Ed, who is leaving any new hour on an intensive three week jaunt round the country, is delighted (despite the immediate loss of his car) that he incurred no injuries. He just can't afford to take any time off—much too busy.

Alvin Gottlieb was rushing off for a New York trip where, among other things, he visited with our New York office and spent some time with Joe Orleck and Marty Toothy... A New Yorker in town this past week, accord-

ing to the grapevine, is friend Melba at the Rock-Ola distro, visiting factories et al. John had a ball in NYC during the World Series. He usually teams up at these sporting events with Geno's own Sam Schwartz but we didn't hear Sam's named mentioned this series.

Jack Baigelman, general sales manager for Williams Electronic Mfg. Corp, tells us he and Williams' president Sam Schwartz are delighted over the accep-

tance everywhere of the new "Reserve" single player phonio and, of course, Williams' lineup of pool tables. Marle Rosenthal comes up with an optimistic outlook for the Fall season (anyone got on Cincinnati??)

The only familiar face we didn't see at Rock-Ola Mfg. last week was sales director Frank Mitchell. All those on hand were Edward G. Davis, executive vice prexy, ad director Ralph Wyckoff, Jack Brabash, Lee Rieck, Donald Rockola and Joe H. Rockola. It was nice bumping into prexy Dave Rockola in the corridor and chinning a bit. Ralph is in all raves over Rock-Ola's new coffee vending line, which is reaching the final stages of perfection and just about ready to be introduced at the NAMA convention.

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11 Nation Coin Report
(Continued from page 82)

SUMMARY
European operations working on reduced percentage, better than average volume, but high equipment costs

What can be said about the industry in general? America can be generally noted of the industry in Europe. Increased competition amongst operators naturally means a reduced net percentage. The important difference to be seen is in the nature of importance of the locations themselves. In cafés, taverns, and pubs represent the essence of social life in European countries, and these locations have not been marred by television or other obstacles working against the operators. Consequently the American public makes for a better income in the machines. However, what we take for granted and what means a great deal to the Europeans is that the cost of their equipment is a great deal higher than what we pay here in America as a result of freight, customs, taxes, duties, etc. The European market is extremely significant to the American coin machine industry as it helps not only the manufacturer, but the distributor and the operator as well. The foreign market has enabled the industry to develop new ideas by consuming terrific amounts of our second hand merchandise and giving everybody more freedom of movement.

The vending field in Europe is in its infancy today and within the next couple of years its potential will be unlimited. It is the responsibility now of the manufacturers and the distributors to make a concerted effort to develop this market by educating these people in the ways of vending and helping them to develop by teaching them and showing them sound vending methods.

United Ships “7 Star” Bwlr., “Stardust” Shuffle

CHICAGO—C. B. (Bill) DeSelm, vice president in charge of sales for the Chicago-based United Manufacturing Company, heralded the introduction of an exciting new duo of coin-operated bowling games, when he announced the release to the coin machine trade this week of United Manufacturing’s “Seven Star” big ball bowling alley and “Stardust” shuffle alley bowling.

Although both games are, as DeSelm expressed it, “loaded with cabinet beauty and play inducing features,” most prominently mentioned is the singular fact that there are seven play-appealing ways to play both “Seven Star” and “Stardust” shuffle alleys.

The seven bowling games revealed by DeSelm are: The recently introduced “Flash Scores,” the “Progressive” scoring game, “All Strikes,” “Advance” scoring, “Mystery Spares” (another recent United bowling innovation), “Regulation” bowling, and the new “Bonus” scoring game being introduced in “Seven Star” and “Stardust.”

In the new “Bonus” bowling game, emphasis is placed on the fact that the bowler receives an extra shot at the bowling pins in each frame, from the first through the ninth frames (exclusive of the tenth frame) each time he makes a strike. A skilled player can make 21 strikes in “Bonus” bowling. A perfect score for this game is 570 points. Other than that the game is played like “Regulation” bowling.

In “Flash Scores” bowling (in both new games) traveling lights across the playfield, just in front of the bowling pins, and on the pinhood above the pins register changing values of strikes and spares. This game has evolved much interest from distributors and operators, according to DeSelm.

DeSelm asserted that “Advance” scoring and “Progressive” bowling have achieved such success in so many locations that it is not necessary to explain their features in detail to most game operators. Top score in “Advance” is 7800 points and top score in “Progressive” is 9800 points.

In “All Strikes” bowling strike values for each are 300 points. The top score is 3600 pins. In “All Spares” bowling the spare “pin set-up” changes for every shot at the pins. Each spare value is 300, and the top score a bowler can attain is 3000 points, as in “All Strikes.”

Finally, “Regulation” bowling which has always been widely accepted by players through the years ever since United Manufacturing introduced its first coin-operated bowling alley and shuffle alley bowler, adheres to the standard American Bowling Congress (ABC) rules of playing and scoring. A perfect score in “Regulation” is 3000 pins.

The “Seven Star” bowling alley is shipped to distributors in 13 foot lengths and 16 feet, with 4½ foot sections available for further expansion in size.
Trade Mourns Death Of Sam Zelles

CLEVELAND, O. — Sam Zelles, Shaker Heights operator with more than thirty years experience in the business, passed away on Monday, September 11th. He was in partnership with Max Dunn at the time of his death. The partnership remained intact from the very first day the two men entered into business thirty years ago. Dunn will continue for a full time under the firm name Dunn Service Company. Zelles leaves his wife Dorothy.

Operating routes since before 1930, Zelles and Dunn made a name for themselves over the years simply by remaining together and doing business in a highly respectable manner. Wholesalers in this area were quick to point out that Zelles got along wonderfully well with his partner, his locations, and everyone he ever did business with. “The coin machine industry suffered a great loss and a fine individual when Sam Zelles passed away,” was about the way leading executives in the trade summed up the sad news.

Coming at a time when public relations efforts are strained to present the industry in a favorable light combating the unfortunate activities of a handful of racketeers, it was felt that the death of Zelles was more than the loss of a fine man. The industry lost one of its most powerful symbols — a highly respected operator and businessman.

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D. Gottlieb & Co.

for the entire State of Kentucky

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325 West Main Street LOUISVILLE 2, KENTUCKY TEL: Juniper 3-2144

Now On Display!

Gottlieb’s high-speed action 1-player... . . . America’s newest pinball game

CORRAL

Come in today and visit us!
The spirit of the World Series captured the interest of both operators and distributors the past week, causing general business activity to take a back seat—at least temporarily. . . Joe Duarte, at Duarte International, reports they are busy working on a big order for shipment to Hong Kong, which includes several orders that he brought back from his recent trip to Japan, Hong Kong, Australia, Korea and the Philippines, Mr. Everette, an operator in the Philippines, in town recently for a visit and stopped by Duarte. Joe also mentioned that they have been busy installing a new paint spray booth in the shop. . . At Paul and M. Laymon’s, Jimmy was in good with pool tables being especially active and also the Rock-Ola 100 record "Princess" phonograph, which has been a top item since it hit the market some 2 months ago. Jimmy added that everyone was giving the World Series lots of attention also. . . Gabe Orland, at California Music, states that a trio from RCA Victor stopped in the past week and purchased Rock-Olas. The trio included Ben Rosen, head of radio and TV relations, S. O. Peruggi, head of the record division field sales forces, both from New York, and Alan Clark, of special purchase market sales in San Francisco, both from Mr. John Robinson, of R & H Amusement Co. in L.A., leaving on a 6 week vacation which includes stops in New York City and New York. John Robinson says that this is their first vacation in almost 30 years. . . At the Wurlitzer factory branch, Clayton Ballard comments that his 14-year-old daughter, Beth, was picked as "Youth of the Month, Wat Hoover School in Glendale. Mrs Ballard was picked by the Exchange Club from some 2,000 girls for this honor. Ray Barry busy in the Lakewood, Del Mar and San Luis Obispo. Riding operators—Orville Kindig, operator from Long Beach, was hospitalized recently from a heart attack, but is reportedly doing very well. . . Chuck Klein, at the R. E. Jones Co., reports the shipping department has been enlarged to accommodate the increased business. Chuck Jackson is heading-up the shipping dept. Gus Hargrave, has been added to the sales staff and will work in the coin operated division. Bill L.A. in the outlying territory north of L.A. operators and said that business was good. Ralph Cragan in Arizona visiting operators in that area and talking about Rowe and AMI equipment. Klein said they are all looking forward to the NAMA convention in Chicago later this month, with Ed Wilkes and Bill Gray planning to attend. . . At Badger Sales, Bill Hagedorn reports that two Seeberg executives from Chicago during the week—Len Gross, who heads the vending dept., and Bill Clark, VP of Seeberg model "Waikiki," stated that they were well satisfied with the Seeberg drink machine and Bally coffee vending, was very well attended. Hi Shankweiler and Dick Wright conducted the school, which was held at the Olympic Motel. . . Sonny Lomberg, at American Coin, mailed a letter to the recent letter sent out to the operators has been excellent, resulting in both equipment and parts sales. Sales on the Valley pool table are holding up well also. . . At C. A. Robinson & Co., Hank Tornick comments that most of the activity has centered around the seevee set watching the World Series. Vinnie Lott, at American Coin Machine Co., said business is going good with the "Fast Draw" gun going out at a good clip. . . At Leuenhagen’s "record bar," George Russell brought in four leaders of Steiner, to play his new Mercury Records single "Us A Lazy River." Mercury Records promo rep. . . Tom Vizir, stopped by with Clehanoff, of Clehanoff and His Strings, to spin his current waxing "Theme From Back Street."
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".
### Cash Box

**PRICE LIST**

**THIS WEEK’S USED MACHINE QUOTATIONS**

**NOTE:** HIGH and LOW price quotes appearing in Cash Box Price Lists are WHOLESALER SELLING PRICES received each week from various sections of the United States and DO NOT necessarily reflect trade-in values on equipment.

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

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

<table>
<thead>
<tr>
<th>CODE</th>
<th>Numerical Preceding Machine</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>Prices UP</td>
</tr>
<tr>
<td>2.</td>
<td>Prices DOWN</td>
</tr>
<tr>
<td>3.</td>
<td>Prices UP and DOWN</td>
</tr>
<tr>
<td>4.</td>
<td>No change from Last Week</td>
</tr>
</tbody>
</table>

| 5.   | No quotations Last 2 to 4 Weeks |
| 6.   | No quotations 4 Weeks or Longer |
| 7.   | Machines Just Added          |
| 8.   | Great Activity               |

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**WURLITZER**

| 4.   | 1250, '50, 48 Sel., 45 or 78 RPM |
| 5.   | 1400, '51, 48 Sel., 45 or 78 RPM |
| 6.   | 1450, '51, 48 Sel., 45 or 78 RPM |
| 7.   | 1500, '52, 104 Sel., 45 & 78 Intermix |
| 8.   | 1509 A, '53, 104 Sel., 45 & 78 Intermix |
| 9.   | 1600, '53, 45 Sel., 45 & 78 Intermix |
| 10.  | 1650 A, '54, 45 Sel., 45 & 78 Intermix |
| 11.  | 1700, '54, 104 Sel., 45 & 78 Intermix |
| 12.  | 1800, '55, 45 Sel., 45 & 78 Intermix |
| 13.  | 2000, '57, 200 Sel., 45 & 78 Intermix |
| 14.  | 2100, '57, 200 Sel., 45 & 78 Intermix |
| 15.  | 2200, '59, 200 Sel., 45 & 78 Intermix |
| 16.  | 2300, '59, 200 Sel., 45 & 78 Intermix |
| 17.  | 2400, '59, 200 Sel., 45 & 78 Intermix |
| 18.  | 2500, '59, 200 Sel., 45 & 78 Intermix |

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**GOTTLIEB**

- **Around The World 2P**
- **Atlantis 2P**
- **Brite Star 2P**
- **Captain Kidd 2P**
- **Content 4P**
- **Cris Cross 1P**
- **Deog. Dolls 1P**
- **Dbl. Action 2P**
- **Fair Lady 12/56**
- **Falstaff 4P**
- **Flagship (1/77)**
- **Flipper 1P (11/60)**
- **Gondolier 2P**
- **Hi-Diver 1P**
- **Kewpie Doll 1P**
- **Lightning Ball 1P**
- **Lite-A-Card 2P**
- **Mademoiselle 2P**
- **Major 4/57**
- **Melody Lane 2P**
- **Merry-Go-Round 2P**

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**WILLIAMS**

- **Casino 1P**
- **Club House 1P**
- **Crossword 1P**
- **Darts 1P**
- **Feista 2P**
- **Four Star 1P**
- **Gay Parce 1P**
- **Gilda. Bells 1P**
- **Gilda. Gloves 1P**
- **Gusher 1P**
- **Jig Saw 1P**
- **Jungle 1P**
- **Kings 1P**
- **Music Man 4P**
- **Naples 2P**
- **Nags 1P**
- **Reso 1P**
- **Resort 1P**
- **Satellite 1P**
- **Sea Wolf 1P**
- **Serenade 2P**
- **Starfire 1P**
- **Steeplechase 1P**

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**Cash Box—October 21, 1961**
To the already high earning power of the Wurlitzer 2500 comes another exclusive feature that means even more money for you — the Wurlitzer Ten Top Tunes Play Stimulator.

One easily installed button, plus an automatic plug-in selector unit, makes it possible to offer a MUSICAL BARGAIN — ten top tunes, programmed with location or area favorites, for a fifty cent coin.

On-location tests have proved the Ten Top Tunes Play Stimulator is a phenomenal extra profit-producer.

See it in action at your Wurlitzer Distributor's. Learn how it is priced to quickly pay for itself. Talk with operators who are enjoying its profits. Then get Wurlitzer Ten Top Tunes Play Stimulators working and earning for you.
**SKILL SHOT TIMING**

**FLASH SCORES**

Traveling lights on playfield and pin-hood register changing values of Strikes and Spares

<table>
<thead>
<tr>
<th>Strike</th>
<th>300</th>
<th>400</th>
<th>500</th>
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<tbody>
<tr>
<td>Spare</td>
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<td>300</td>
<td>400</td>
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<td>500</td>
<td>400</td>
<td>300</td>
<td>200</td>
</tr>
</tbody>
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**1 to 6 Can Play**

**4 Sizes**
- 13 FT. LONG
- 16 FT. LONG
- Expandable with 4-ft. Sections to
- 17 FT. LONG
- 20 FT. LONG

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