Harry Belafonte receives a gold record and RIAA plaque commemorating million-dollar sales on his L.P., "Belafonte at Carnegie Hall." George Marek, general manager of RCA Victor Record Division, presented the gold record plaque at a party in Belafonte's honor attended by New York Record Dealers and DJ's. Co-host of the party (far right) Phil Silverman, of Bruno-New York, RCA Victor Distributors. Belafonte is currently rolling up heavy sales with his latest album, "Jump Up Calypso." A new Belafonte LP, "Midnight Special," will be shipped this week.
COLUMBIA'S COUNTRY BOYS ARE TAKING THE COUNTRY!

Jimmy Dean
“P.T. 109” 4-42338

Marty Robbins
“Love Can’t Wait” 4-42375

Johnny Horton
“Honky-Tonk Man” 4-42302

Billy Walker
“Charlie’s Shoes” 4-42287

Carl Perkins
“Hollywood City” 4-42405

Also available on single 2558
Cash Box

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AN ORLECK, VP and Managing Director
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MARTIAL—Music
ARTY OSTROW, Editor-in-Chief
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V LICHTMAN, Associate Editor
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Cash Box extends
best wishes to
NARM members
for a most
successful
and productive
4th Annual
Convention
What Now My Love

(From the French hit "Et Maintenant")

#45-9518

Anthony Newley

star of the English hit musical
STOP THE WORLD—I WANT TO GET OFF

Book, music and lyrics by Anthony Newley and Leslie Bricusse.

Scheduled for Broadway, 1962
Columbia Opens Distribs Branches
in Dallas, Hartford, Rochester

NEW YORK—Columbia Record Distributors has made a major expansion in its distribution capabilities with the establishment of branch offices at Dallas, Hartford and Rochester.

Announcing the expansion, Kenneth C. Babcock, president of Columbia Records, said, "The new Branch Offices in Dallas, Hartford and Rochester are the first steps in a major program by Columbia to provide better marketing potential and better service to the retail accounts in the southeastern states and the midwest areas.

William Gross has been appointed Manager of the new branch office in Hartford and will report to the parent office in New York City. The new branch will be responsible for the management of the newly established branch office and will report directly to Donald England, director of sales for ID.

Dr. Sanford Bakke has been appointed promotion manager of the Dallas branch district and is responsible to Cape for all local branch sales promotion activity and artists relations. He joins Columbia after four years of sales and promotion experience in the record industry.

Glancy also announced the following appointments to the new branch office in Hartford. Thomas Cade has been promoted to manager of the Dallas branch office, succeeding from Columbia Records & Fonit Corporation, where he was manager of the southeastern area. Cade joined Columbia in 1946 as a district manager. In his new assignment he will be responsible for the management of the newly established branch office and will report directly to Donald England, director of sales for ID.

Philips N.V., Stock Issue Due After Split

NEW YORK—Philips N.V., the giant Holland industrial company whose Philips Records is now represented in the U.S., will raise funds for working capital and expansion by selling 63,140 shares of common stock to its stockholders in June following a planned 2-for-1 stock split.

In a report to the Security Exchange Commission, the firm said it would offer a ratio of one new share for each five common shares and one for each 11 participating preferred shares outstanding on May 26.

Offer to stockholders is expected to be in effect from June 1 to June 22. About 37% of Philips stock is owned by U.S. investors. The firm had sales of 1961 of more than $1.3 billion.

Kapp Intros New LP's, Discount Program

NEW YORK—There are 11 new LP's this month from Kapp Records—all, including the rest of the Kapp and Medallion LP product, to be offered at a 10% discount from April 9 to May 15.

In addition, the label has tagged songwriter Jane Morgan as "Artist of the Month." Three new LP's by the performer will be included in the LP deal. They are: "Fascination" with The Troubadours, "More Golden Hits" and "Lady Jane."

The seven other new albums are: "The Lincoln," a new folk group which has been doing various club, concert, radio and TV dates; Teddy Kotsaftis' "Gyprus Greek Greek Hits;" Warner Mack's second volume of "The Golden Country Hits;" "A Pocketful of Hits" with the Pete King Orchestra & Chorale; "The Great Hits of Brazil" by Paulo Alencar's Orch. (cut in Rio de Janeiro); "The Fortune Tellers," the crew which had the singles success, "Song of the Naruto Trio." Being made available is a special radio sampler featuring cuts from the LP's.

New Epic Albums And "Spring" Discounts

NEW YORK—A "Salute to Spring" by Epic Records will make available 10 new LP's at special discounts.

Six new classics plus 30 best-selling classical LP's at a 20% as discount, while four new pop LP's will carry a 10% discount. In addition, there's a 10% discount on two previous pop releases, Ralph Burns' "No Strings (with Strings)" and Panama Francis' "Ex-pansion." The new pop LP's include: "George Maharis Sings," the star of TV's "Route 66" in his LP debut; Roy Hamilton's "Mr. Rock & Roll;" Dave Bailey Group's "Two Feet in the Gutter" and Tobby Hayes' "Tobby the Tenor."

The classical entries are: two LP's by

To Entertain at NARM Convention

NEW YORK—Starts from the record business will entertain at the various company-sponsored parties at the NARM Convention. Shown at the top left is Larry King and radio and TV personality of WLWB-TV and WAME in Miami Beach, who will host the NARM awards banquet on April 12. Bobby Vee (top right) will entertain at the Liberty party in the Imperial Room of the Eden Roc Hotel on April 10. The Chicken Brothers and Tommy Makem will perform at the Columbia party on April 11 in Harry's American Gardens. The Capitol party on April 19 will boast the chanting talents of the Lettermen.

Philips Bows 11 LP's; Discount On Catalog

CHICAGO—Philips Records' second LP release consists of a varied bill of 11 LP's, to be offered, along with the initial 12 LP's from the label, under a special discount deal.

Plan allows one free LP for every nine purchased. The new releases will be promoted under the tag of "Encore Philips," with the promotional efforts including heavy advertising in May issues of national consumer magazines, display cards, banners and 11 die-cut jackets.

The new albums include: "Twist to the Great Blues" by The Blue Barons; "The Hash Brown Sounds" by Harry James and the Halleys Sing "America's Rockin' Hit," "Unpredictable" by Patrice Mussel; "Dixie Gone Dutch" by the Dutch Swing College Band; "Jazz Structure" by Howard Rumsey and the Lighthouse Gospel Tones; "Hartville Benjamin's Virginia Island Steel Band; "I Music Playing Contemporary Music for Strings;" "The Vienna Choir Boys Singing Songs by Schubert and Brahms" and "Mozart's Symphony No. 36" by the Concertgebouw Orchestra.

George Szell and The Cleveland Orchestra: Schumann's Symphony No. 2 and the first stereo recording of Haydn's "Oxford" symphony coupled with the "Unfinished;" Beethoven's Piano Concerto No. 18 and Brahms' Piano Concerto No. 1 by Clancy Haskill; three violin concerti by Locatelli tagged "L'Arte del Violino" by the I Musici; three concerti grossi from Handel's Opas 6 performed by the Handel Festival Orchestra under the From Music Foundation's "Twentieth Century Composers Series" by Elliot Carter and Leon Kirchner.

Ishlon Exits Columbia

NEW YORK—Deborah Ishlon has resigned from her post as creative services vice president at Columbia Records, according to the record label's management last week by Goddard Lieberson, president.

In line with the Ishlon resignation, Lieberson also announced that all departments of creative services will now report to him.

The departments are handled by Robert Cato, creative of art and design; Morris Baumstein, director of creative services operations; and John Kurland, director of public relations and information services.

Deborah Ishlon joined Columbia in 1960. She was director of Columbia public relations department from 1951 to 1959, when she was appointed coordinator of creative services. In May, 1960, she started working on a special creative service, where she directed Columbia's art, advertising, sales, promotion, literary and information services.
NRG Intros New “Sound” Line

NEW YORK—“21 Channel Sound” is the title for a new sound series being marketed by NRG Records. The series, which is made up of three LP's, will be offered to dealers at a 10% discount with a 10% exchange privilege.

The new LP's are Les Elgart’s “Music in Motion,” David Rose’s “New Sound Series” and Manuel & His Strings’ “New & Exciting Latin Sounds.”

Atlantic & Atco Offer “Spring” Album Deals

NEW YORK—The Atlantic and Atco labels have moved into the spring selling season with an LP discount deal under the promotional tag, “Spring Will Be a Little Great This Year.”

The entire catalog, both mono and stereo, of both labels are included, and there are seven new releases, five on Atlantic, two on Atco.

From April 10 through May 10, distributors will receive one free album with every seven purchased.

Len Sachs, Atlantic-Atco’s LP sales and merchandising director, said: “Last year’s spring album program was one of the most successful in the company’s history. With this year’s larger catalog and new powerhouse releases, we anticipate this one to be even greater.

Sachs noted that the labels would support the program with various sales and merchandising promotions.

The two new Atco issues, previously announced, are “Bobby Darin Sings Ray Charles” and Mr. Acker Bilk’s “Stranger on the Shore.”

The new Atlantic product consists of: Charlie Mingus (as pianist and vocalist) “Oh Yeah,” Herbie Mann’s “Attitude,” Lawrence Harvey reading of the poem “This is My Beloved” by Walter Benton (backed by a jazz-oriented score composed for the LP by Herbie Mann), Slide Hampton’s “Jazz with a Twist” and Arnold Holm’s “Twist Party at the Roundtable” (cut live).

5% Sales Increase For New Mercury Owner

NEW YORK—Sales of Consolidated Electronics Industries Corp., which acquired Mercury Records last Aug., increased to $144,437,881 in 1960, a gain of more than 35% over the $92,899,802 reported for 1959. Figures were reported by Pierre van Berg, president, in the company’s annual report that has just been released.

The income totalled $5,063,089, an increase of $1,429,843, or 49.6% from the $1,634,246 reported for 1959. Earnings per share rose to $1.38 in 1960 from $1.07 the year before.

Van den Berg attributed the increase in earnings to the general improvement in economic conditions, the acquisition of Mercury, the Thompson-Hayward Chemical Co., as well as the inclusion for the first time of the financial picture of the Sessions Clock Co.

Philips Electronics and Pharmaceutical Industries Corp., which is also consolidated in the report, did contribute significantly to the increase in earnings since its net income showed little improvement over 1960, the president stated.

Van den Berg said that the firm expected Mercury Records to “add substantially” to its sales and earnings.

Somerset’s “Super” Distrib Plan Leads To Highest Unit Volume

NEW YORK—During the first year of the “super-zoned” distribution plan, the Somerset-Stiefel label had the highest unit volume in the seven year history of the firm, according to proxy statements.

The distribution plan, which had its birth March 31, operates with distributors, each in the “proper geographical location.” These “super” distributors sell the secondary markets through regular independent distributors and rack-jobbers.

Pride House Stint For Robbins’ Jazz Ballet

NEW YORK—Jerome Robbins’ “N.Y.: Op. Jazz,” the acclaimed choreography ballet, will be presented at this week’s (11) in a performance for President and Mrs. F. Kennedy and their guests.

CA Victor Records is providing a recording of the music which will be played during the first half of the production, with Robbins and Robert Prince, composer, who will supervise select specific excerpts of the ballet music to be used.

Among the invited guests are Victor Records’ Mark, coop and gen’l manager, and George Avakian, pop manager.

The ballet developed out of Robbins’ interest in a set of pieces written by Giacomo Puccini, request for an LP-gate album called “What’s New,” Using sections of this music as the basis of departure, Robbins and Prince were worked out further develop the project.


Reprise Issues 8 LP’s For April

HOLLYWOOD—Reprise Records is issuing eight albums this month, bringing the LP catalog of the year-old Frank Sinatra label to 43.

The LP's include: “French Style” by Dean Martin first LP for the label; “Les Dix Commandements” by M.A. Anderson; “Two Sides of Calvyn Jackson”; “Songs of Country & Western” by Ron Dellon; “Wild, Wonderful Wyoming” by W. S. Conners; “Reprise All-Star Spectacular,” various artists on the label, organ LP by the Radio City Music Hall’s Dick Leibert; and “Everybody’s Doin’ It,” various teen dances.

Reprise will offer dealers in-store sales tools and displays, to be shown at the NARM meet in Miami Beach this week.

Richmond, Telefunken Pop Album Deal

NEW YORK—Pop LP product from Richmond and Telefunken are now available at a 10% discount. The classical catalog of both low-priced labels were recently offered at a similar discount. Both programs end April 30.

NARF CONVENTION REGISTRANTS LISTED ON PG. 52

Disk Stars Headline At NARM Banquet

NEW YORK—Concluding the NARM Convention on Thursday, April 12, will be a banquet and awards dinner. Among the artists who will entertain the members are Victor’s Paul Anka, ABC Paramount’s Jo An Campbell, Capitol’s Vic Damone, Columbia’s Jimmy Dean, Dot’s Dodie Stevens and Liberty’s Timi Yuro.
## NARM 4th ANNUAL CONVENTION
### SCHEDULE OF EVENTS

#### Saturday, April 8
- **11:00 AM - 5:00 PM**
  - CONVENTION REGISTRATION
  - MARCO POLO LOUNGE

- **1:00 PM - 4:00 PM**
  - SPECIAL MEETING
  - PALADIAN ROOM
  - Regular Members Only

- **6:00 PM - 8:00 PM**
  - PRESIDENTIAL WELCOMING
  - IMPERIAL ROOM
  - Regular and Associate Members
  - Host: NATIONAL ASSOCIATION OF RECORD MERCHANDISERS
  - President and Mrs. Edward M. Snider
  - From 10:00 PM - ?
    - TWIST PARTY
    - THE PEPPERMINT LOUNGE
    - 79th STREET CAUSEWAY
    - Miami Beach, Florida
  - Regular and Associate Members
  - Host: ROULETTE RECORDS

#### Monday, April 9
- **9:00 AM - 12:30 PM**
  - BUSINESS SESSION
  - IMPERIAL ROOM
  - Chairman of the Day: Earl M. Foreman
  - Legal Counsel, NARM
  - Invocation
  - President’s Welcome .. Edward M. Snider
  - President, NARM
  - Keynote Address . . . . . Glenn E. Wallichs
  - Capital Records
  - Executive Secretary’s Report
  - Jules Malamud
  - NARM Executive Secretary
  - “The Changing Role of the Record Merchandiser”
  - Irwin Torre
  - RCA Victor Records
  - PANEL DISCUSSION
    - Moderator: Larry M. Rosmarin
    - Record Distributing Company
    - Regular Members
    - Associate Members
    - Glen C. Becker
    - Music City
    - RCA Victor
    - Record Rack
    - William Gallagher
    - Ed Mason
    - Columbia Records
    - Record Rack Service
    - Sydney N. Goldberg
    - Joseph Shapiro
    - Decca Records
    - Akorn Housewares
    - Stanley M. Gortikov
    - Corp.
    - Capital Records
    - Edward M. Snider
    - Leon C. Hartstone
    - Edge, Ltd.
    - London Records
    - LUNCHEON
    - MONA USA ROOM
    - Regular and Associate Members
    - 12:30 PM - 1:30 PM
    - 2:00 PM - 5:30 PM
    - VISITATION
    - Regular Members meet with Associate Members
    - 7:00 PM - 8:30 PM
    - COCKTAIL PARTY
    - OCEAN LOUNGE
    - Regular and Associate Members
    - Host: ABC PARAMOUNT RECORDS
    - 8:30 PM - ?
    - DINNER PARTY
    - EMPIRE ROOM
    - Regular and Associate Members
    - Host: RCA VICTOR RECORDS

#### Tuesday, April 10
- **9:00 AM - 12:30 PM**
  - BUSINESS SESSION
  - IMPERIAL ROOM
  - Chairman of the Day: Glen C. Becker
  - Convention Chairman
  - "The Changing Role of the Special Product in Record Merchandising"
  - Cy Leslie
  - Pickwick International Workshop
  - Dr. Alton F. Doody
  - Ass’t. Prof. of Marketing
  - Ohio State University
  - In cooperation with co-chairmen of the Workshop Committee,
  - Edward M. Snider and James J. Tiedjens

- **12:30 PM - 1:30 PM**
  - LUNCHEON
  - EMPIRE ROOM
  - Regular and Associate Members

- **2:00 PM - 5:30 PM**
  - VISITATION
  - Regular Members visit with Associate Members

- **7:00 PM - 8:30 PM**
  - COCKTAIL PARTY
  - EMPIRE ROOM
  - Regular and Associate Members
  - Host: SYNTHETIC PLASTICS RECORD CORP.
  - DINNER PARTY
  - HARRY’S AMERICAN GARDENS
  - Regular and Associate Members
  - Host: COLUMBIA RECORDS

**TUESDAY, APR. 10 (Con’t)**
- PANEL DISCUSSION
  - Moderator: Alvin Driscoll
  - Pioneer Distributing Co. of Kansas
  - Regular Members
  - Associate Members
  - Donald D. Belzer
  - Record Service
  - Company
  - Larry M. Rosemarin
  - Record Distributing Company
  - Cecil Steen
  - Recordwagon, Inc.
  - James J. Tiedjens
  - Musical Isle Record Corp.

- **12:30 PM - 2:00 PM**
  - LUNCHEON-MEETING
  - PALADIAN ROOM
  - Regular Members Only

- **2:00 PM - 5:30 PM**
  - VISITATION
  - Regular Members visit with Associate Members

**Wednesday, April 11**
- **9:00 AM - 12:30 PM**
  - BUSINESS SESSION
  - IMPERIAL ROOM
  - Chairman of the Day: Jules Malamud
  - Executive Secretary, NARM
  - PANEL DISCUSSION
    - Moderator: Kenneth Sachs
    - Merchants Wholesale Service Co.
    - Regular Members
    - Associate Members
    - George Berry
    - Modern Record Service
    - Eno Corsetti
    - Wambach Distributors
    - Lou J. Kustas
    - Toy House of Hudson Valley
    - Donald Van Gorp
    - Musical Isle Record Corp.

- **12:30 PM - 1:30 PM**
  - LUNCHEON
  - EMPIRE ROOM
  - Regular and Associate Members

- **2:00 PM - 5:30 PM**
  - VISITATION
  - Regular Members visit with Associate Members

- **7:00 PM - 8:30 PM**
  - COCKTAIL PARTY
  - EMPIRE ROOM
  - Regular and Associate Members
  - Host: SYNTHETIC PLASTICS RECORD CORP.
  - DINNER PARTY
  - HARRY’S AMERICAN GARDENS
  - Regular and Associate Members
  - Host: COLUMBIA RECORDS

(Can’t on next page)
NARM's Board of Directors

NEW YORK—Among the many people who have contributed to the success of NARM are the efforts of the diligent board of directors shown above. Seated (left to right) are George Berry, treasurer (Modern Record Service, New Orleans); Glenn C. Becker, v.p. (Music City Record Racks, Los Angeles); Edward M. Snider, p.r. (Edge, Ltd., Washington, D.C.), and Edward M. Rosmarin, secretary (Record Distributing Company, Houston). Standing (left to right) are Earl Foreman, NARM legal counsel, Harold Goldman, director (Rak Sales, Inc., St. Louis); James J. Taylor, director (Musical Isle Record Corp., Milwaukee); Kenneth Sachs, director (Merchants Wholesale Service Co., Detroit) and Jules Malamud, NARM executive secretary.

The success of so large an undertaking as the National Association of Record Merchandisers' (NARM) Convention in Miami Beach this week, of course, is attributed to one person. However, conventions of this size require an all-important coordinating factor that is often the responsibility of a single person. For the Miami Beach NARM, the individual has been Jules Malamud, executive secretary of the organization.

Through his efforts, the regular (rack-jumper) and associate (label) membership of NARM will convene in a very well-organized atmosphere. Cash Box feels it's one of the industry's most important gatherings to date.

NARM SCHEDULE OF EVENTS

(Continued from preceding page)

THURSDAY, APRIL 12

00 AM - 12:00 Noon REGULAR MEMBERS MEETING PALADIUM ROOM Regular Members Only

00 PM - 5:00 PM VISITATION Regular Members visit with Associate Members

03 PM - 8:00 PM COCKTAIL PARTY IMPERIAL ROOM Regular and Associate Members Host: REPRISE RECORDS

00 PM - ? NARM AWARDS BANQUET (formal dinner dance) Regular and Associate Members CAFE POMPEII

SPECIAL LADIES FUNCTIONS

TUESDAY, APRIL 10

CRUISE AND LUNCHEON AT FORT LAUDERDALE

11:30 AM Buses leave Eden Rock Hotel for pier

11:00 Noon Luncheon at Patricia Murphy's Conde'licte Restaurant in Fort Lauderdale

03:00 PM Return to boat dock at Eden Rock Hotel

05:00 PM - 8:30 PM COCKTAIL PARTY IMPERIAL ROOM Regular and Associate Members Host: LIBERTY RECORDS

03:30 PM - ? DINNER PARTY CAFE POMPEII Regular and Associate Members Host: CAPITOL RECORDS

WEDNESDAY, APRIL 11

BRUNCH AND FASHION SHOW

05:00 AM BRUNCH MONA LISA ROOM FASHION SHOW, ORIGINAL CREATIONS OF RIVERA & MOJENA Host: DOT RECORDS

05:00 PM 

NARM Brings Industry To Miami

NEW YORK—People who make the music business tick called "time" last weekend as they headed toward Miami Beach's Eden Rock Hotel, where the fourth annual meet of NARM, the rack-jumper association, was set to get under way Sunday (8).

The program that will greet those attending the convention means business—both as a source of a serious meeting of label and rack-jumper minds and enjoyment.

Problems that beset the relationships between manufacturers and rack-jumpers will be aired via four panel discussions that will be held from Monday (9) through Wednesday (11). Each discussion will consist of representatives of both the regular (rack-jumper) and associate (label) members of NARM's roster.

The strong lineup of speakers who will address the gathering during the four business sessions will be inaugurated by Edwin N. Snider, who will address the "President's Welcome" on Monday morning. He will be followed by the keynote speaker, Capitol Records' president Glenn E. Wallich. Also set to address the meet on Monday evening is Irwin Tar, whose topic, "The Changing Role of Record Merchandiser, the Theme of the day.

Tuesday's main speaker will be Cy Leventhal, trend international, who will talk on "The Changing Role of the Special Product in Record Merchandising" and on Wednesday the members will hear from RCA Victor's George R. Marck.

Tuesday, Wednesday and Thursday afternoons, from 2 to 5:30, have been set aside for direct contact for labels and rack-jumpers.

Included in the Monday business schedule will be the release, by Jules Malamud, executive-secretary, of statistical data on the rack-jilling field, the first complete study in this area.

Though special lunches, some combining regular and associate members, and a few cocktails, will be served, attention will focus on the strictly business functions that take place in the morning and afternoons, it is the evening hours that call for a respite from the day's activities.

Various labels are hosting cocktail parties on each day of the gathering. Following Sunday's NARM welcoming party and a twist at party, at Miami's Peppermint Lounge, sponsored by Roulette Records, the weekly schedule for the evening includes: Monday: a cocktail party for ABC-Paramount and a dinner party hosted by RCA Victor; Tuesday: Merv Griffin's Spa; Wednesday: Atlantic Records sponsors the cocktail party; while Columbia Records offers the dinner party; Thursday: Reprise will host a cocktail party.

Topping the Thursday schedule, the last day of the meet, will be the NARM Awards Banquet & Dinner Dance, at which time the winners of this year's 1962 NARM Awards will be announced.

The Awards show will feature "live" performances by Paul Anka, Vic Damone, Jimmy Dean, Timi Yuro, Jo Ann Campbell, Dolly Stevens, and a "surprise guest." Emcees are Larry King, Miami Beach radio and TV personality.

There are 15 award categories, including artist preference, both established and promising, best selling LP and single product, best selling low-priced label and product, best selling comedy and kiddie LP, and two company awards: the one which has shown the greatest progress this year in those purposes for which NARM was formed, and one to the record company which through the years has shown the greatest sustained achievement in those purposes for which NARM was formed.

Women attending the convention have a special brunch and fashion show from 11 to 12 Noon, sponsored by Dot Records.

NARM Golf Tourney

NEW YORK—NARM has planned a two-part golf tournament for NARM members and associates during the convention week. The first half was played last Saturday, April 7th at the Arnold Palmer Country Club in Miami and the second half, for the latecomers, will be played Friday, April 13th at the same links.

NARM will award trophies to the winners when members meet at the mid-year affair in Chicago, this September.

Enzo Corsetti is chairman of the tourney. All interested in participating should get in touch with Corsetti at the Eden Roc.
AKORN — SUPERMARKET INC.
1601 West Edgar Road  
Linden, New Jersey
WA 5-4653  Mr. Edward Kosevani  Mr. Joseph Shapiro  Branch: New York City

GORDON SALES COMPANY
3528 Bagley  
Seattle, Washington
ME 3-2116  Mr. Gordon Bjork  Mr. James Sulli

ALL PURPOSE SERVICE COMPANY
1456 Northside Drive, N.W.  
Atlanta 18, Georgia
TE 5-0682  Mr. Pete Paris

INDIANA MERCHANDISE CO., INC.
51 South Koweba Lane  
Indianapolis 7, Indiana
ME 9-5541  Mr. Louis M. Millman  Miss Mary Lou Antilbus

ALMOR PLAYTIME COMPANY
10 Leonard Street  
P. O. Box 111  
Amsterdam, New York
VI 2-2500  Mr. Albert Hyman  Branches: South—Baltimore, Vermont  Syracuse, New York

MERCHANTS WHOLESALE SERVICE CO.
10567 Grand River Avenue  
Detroit 4, Michigan
TE 4-6000  Mr. Kenneth Sachs  Mr. Phil Jones

ARIZONA SUNDRIES
1610 East Maryland Avenue  
Phoenix, Arizona
CR 7-3802  Mr. George Sawrall

LESLEY SALES CORPORATION
330 Reservoir Street  
Needham Heights, Mass.
HI 6-8093  Mr. Abraham L. Levine  Mr. Arthur Garavesta

BEACON RECORD DISTRIBUTING COMPANY
821 N. Main Street / 725 Branch Street  
Providence, Rhode Island
JA 1-5121, UN 7-3500  Mr. Milton Tarseloff  Mr. Rube Zeldman

MERSHAW of NEW YORK, INC.
1078 Broadway  
Albany, New York
HO 2-6451  Mr. Charles Schlegl  Branch: Denver, Colorado; Miami Beach, Florida; Atlanta, Georgia

BLUFF CITY RECORDS, INC.
810 South Walnut Street  
Memphis, Tennessee
JA 7-5633  Mr. S. J. Berubeau

MODERN RECORD SERVICE, INC.
510 Central Ave.  
New Orleans, La.
Mr. J. B. Christman  VEnus 3-3735  Mr. George Berry

DIXIE NEWS COMPANY
2100 Freedom Drive  
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#4716 The Four Preps
WITH CAPITOL

Al Di La 
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#4742 Ray Anthony

Look No Further
B/W The Right Thing
To Say
#4714 Nat King Cole

Singing the Blues
B/W What'll I Do
Without You
#4726 Bobby Edwards

Ballad of Thunder Road
#3986 Robert Mitchum
THE JOURNEYMEN (Capitol 4737)
(B+) "DON'T TURN AROUND" (2:40) [Friendship BMI—Stewart, Phillips] Folk-inclined crew nicely renders the appraising lyric about a broken love affair. Pleasing portion that many teenagers will enjoy.


GINNY MICHELS (Mala 446)
(B+) "TRUE CONFESSIONS" (2:46) [RCA Victor 4022] Brenn don, Richardson] Lively novelty-romantic about a girl who confesses her new love to the wind. Typical soundtrack (2:27) [Wesam BMI—L. Miller] Slow-beat wistful waxing.

ERNE HICKS (MGM 13008)
(B) "MY MAN (Twist)" (2:55) [Leo Feist ASCAP—Yavin] The west coast society maestro helms his latest effort (with strings) in a big-sounding, swingin' twist rendition on the mainstay. Billed as the first LP called "Dancing Under Paris Skies," can come-up with lots of airplay.

(B) "C'EST A HAMBURG (The Left Bank)" (2:12) [Crom- well ASCAP—Nonot] The album is also a source of this sunny continental-styled session.

BRENDA KEEPER (Mars 1525)
(B) "Twist On" DOWN THE LINE" (2:25) [Hi Lo BMI—Phillips] This is a rock-a-billy twist, featuring the lead against a good-combo hit. Ditty was a success for Jerry Lee Lewis in 1958.

(B) "THAT AIN'T RIGHT" (2:29) [Stagg BMI—Goff] Somewhat the same rockin' manner here.

DOUG POWELL (Mercury 71949)
(B+) "FT. LAUDERDALE" (2:32) [MRC BMI—Wasson] This is a sock-rock twist salute to the youngsters who make the annual spring vacation pilgrimage to Florida, generally impressive teen excitement.

(B) "BIG CITY WALL" (1:58) [MRC BMI—Powell] Funky, sly-beat way to do the twist, which a good kids in various cities are doing the Big City Walk.

JEFF BARRY (United Artists 440)
(B+) "WELCOME HOME" (2:15) [Quartet ASCAP — Kaye, Spring] The song gets its name from the surround Bobby Vee-type medium-romantic stint from the singer and organ-included combo. Pleasing portion was produced by Lieber & Stoller.

(B) "(We Get) Love Money CAN'T BUY" (2:12) [Rum- belaro-Trio-Trinity BMI—Pomus, Schuman] Offset ballad arrangement for this affectionate.

LIGHTNIN' HOPKINS (Bluesville 820)
(B+) "HAPPY BLUES FOR JOHN GLENN, PART ONE" (2:40) [Prestige BMI—Hopkins] Vet blues chanter Lightnin' Hopkins comes up with a first-rate, self-assigned uptempo opus for John Glenn. Side is culled from the songster's Bluesville LP and should get plenty of spins.

(B+) "HAPPY BLUES FOR JOHN GLENN, PART TWO" (2:55) [Prestige BMI—Hopkins] More of the same—happily bluesy—results from an assiduously-assayed by Hopkins. Wax shows the artist's top-drawer guitar work.

LYN EARLINGTON (LeMonde 1501)
(B+) "MY LAST PHONE CALL" (2:43) [Rock Masters BMI—Earlington, Lawrence] Lawrence, a working man out of Buffalo, is easily the feeling come-back-to-me-ballader. Atlantic is recommending this touching take for R&B and pop attention.

(B) "LOVE DROPS" (1:58) [Rock Masters BMI—Earlington, Lawrence, Lawrence] Happy blues affair.

JO ELLYN (Alfa 102)
(B+) "GEE DARLIN'" (2:00) [Fayhill—Hille] Interesting lovey-dovey is presented with an original blues-oriented sound by the lady who lives in Brooklyn, including a distinctive keyboard and percussion bed. The new X-N.Y.—labeled hit could mean something.

"MR. ROOSTER" (2:25) [Fayhill—Hille] Infectious blueser that has twist value.

THE DEBONAIRS (Carol Ann 1001)
(B) "YOU WILL MARRY ME" (2:15) [Millic & Berticini—Dino] Ballad is put forward with an offset calypso sound by the warb ers and combo. Label is a Newark, N.J. outfit.

(C+) "GOING TO TOWN" (2:21) [Millic & Berticini—Dino] Mild jump beat to this track.

SAL SALVADOR & ORCH. (Sands 3114)
(B+) "PONY TAIL" [—Wilcox] Guitarist tops a jazzy band rocker. Good beat brightness here. Disc jockey works out of Buffalo, featuring an infectious keyboard and percussion beds that have made this N.Y.—labeled combo a hit.

"HARRY THE HOOPLE" [—Pepe] Thrash Carol White is featured in this cool spinner.

BUDDY MERRILL (Dot 16346)
(B) "MEMORIES OF MARIA" (2:20) [Acuff-Rose BMI—Orbin son, Meador] Merrill is put forward with a good hit that's Pop Top 100 click is a haunting opus, and it's admirably presented as a soft ballad. Good change-of-pace programming on the hit.

(B) "WE'RE GONNA SHINE" (2:12) [Milton Babbit—Bilk, Young] Like the Mr. Acker Bilk smash, this date also features a soprano sax.

{Cash Box}
DINAH WASHINGTON
"SUCH A NIGHT"

AND

"DREAM"

MERCURY 71958

A Powerhouse Coupling!

Multiple Successes Even Sweeter!

Tears And Laughter
SR 60661/MG 20661

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SR 60638/MG 20638

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**Pick of the Week**

**THEME FROM LOLITA** [Chappell & McLaughlin - Barry, Harris]

**LOLITA YA-YA** [Chappell & McLaughlin - Riddle, Harris]

**ORCHESTRA DEL ORO**

**LEO RYDELL**

**MISSISSIPPI MUD** (2:31)

**CHATTANOOGA CHOO CHOO** (2:39)

**THE PART WHERE I CRY** (2:16)

**YOU ONLY SEE WHAT YOU WANT TO SEE** (2:35)

**JACK SCOTT** (Capitol 4739)

**WHAT NOW MY LOVE** (2:02)

**WHY** (2:25)

**ANTHONY NEWLEY** (London 5518)

**MY HEART WENT DO DAT DA** (2:20)

**THE LONG NIGHT OF THE YEAR** (2:19)

**BARBARA LEWIS** (Atlantic 2141)

This catchy twist-jumper can put Barbara Lewis in with the hit-making crowd. It's a staccato-driving rock delirium, titled "My Heart Went Do Dat Da" that Barbara, and the Riley Hampt ton crew belt out solid teen love. 群合's a-tweaking, string-dressed-ballad-ballad love affair.

**DAVE BRUBECK QUARTET** (Columbia 4204)

**ELEVEN FOUR** (2:48)

**CANDY** (Columbia BMG - Desmon)

Here's another relaxed, listenable waltz from the "Dave Brubeck Quartet." Tune's a spirituality, up-tempo affair penned by the group's Paul Desmond. There's no potential to pick up plenty of loot.

**COUNTDOWN** (2:24)

**BERRY AND BRUBECK**

This tune is a dual-mart, rock-unfolding twist. Side interestingly places the emphasis on drummer Joe Morello. Wax is sure to make some noise.

**RICHIE BARRATT** (Atlantic 2142)

**SOME OTHER GUY** (2:19)

**CHARM BRACELET** (2:44)

**BERNADETTE PETERS** (United Artists 450)

**ACADEMY AWARD**

**A WEDDING PARTY**

**AL ROBINSON** (Post 1901)

**OH RED** (1:54)

**THE BLUES** (2:38)

**THE BLUES** (2:45)

**JIM JACKSON** (Everest 20001)

**MARY I** (2:22)

**F-OLDIN' MONEY** (2:30)

**JON KENNEDY** (Bing 111)

**BAD GOND THE TWISTER** (2:30)

**BAD GOND THE TWISTER**

**THE RIGHT ONE**

**POP-EYE TIME** (2:31)

JAMES GALE (Stacy 917)

**THEME FROM MARLENE** (2:30)

**MUSICAL HISTORIES** (2:15)

**MUSICAL HISTORIES**

**MAKE THE BEAT FIT** (2:15)

**SOCIALAIRS**

**LIGHT OF THE MOON** (2:25)

**RELAX**

**WHERE HAVE YOU BEEN** (2:50)

**RELAX**

**DAYDREAM**

**LOVE THEME FROM LOLITA**

**LOКE FROM LOLETE**

**LOOK NO FURTHER** (2:41)

**CHATTANOOGA CHOO CHOO**

**MISSISSIPPI MUD**

**LOKING THE WEEK**

**NEWCOMES**

**MY DARLING**

**MUSICAL HISTORIES**

**MAKE THE BEAT FIT**

**LIGHT OF THE MOON**

**RELAX**

**WHERE HAVE YOU BEEN**

**RELAX**

**DAYDREAM**
LOLITA
Orchestra conducted by JUAN DEL ORO
scored by DON COSTA

SONODOR RECORDS (A Product of Miller International)
**TEMPETATIONS** *(Gordy 7001)*

(B-1) "ISN'T SHE PRETTY" *(2:34) [Jobete BMI—Williams, Gordy, Kendrell]*

The new Motown affiliate can get off winging with this Temptations session. It's an in-the-city whippin', handclappin' number that has the artists rock out with an infectious sound.

(B-2) "DREAM COME TRUE" *(2:46) [Jobete BMI—Gordy]*

This half is a haunting, cha-cha beat romancer that also has that break-wide-open look. Watch 'em on both in pop and R&B circles.

**NANCY RAY** *(Colpix 634)*

(B-1) "YOU'RE NOBODY 'TIL SOMEBODY LOVES YOU" *(2:26) [Skean ASCAP—Morrie Stock, Cavanaugh]*

Newcomer Nancy Ray can score in a big way with her debut EP. It's a superb dual-truck shuffle-beat-baldad up-dating of the sentimental oldie that builds to a big finish. Excellent Don Costa arrangement.

(B-2) "GROWING UP TOO FAST" *(2:18) [Original, Wannea BMI—Barrett, Mauger]*

This rippling piano number is a charmaz an dcan also do big business. A potent duo from the crew's "The New Sound Of The Crews/Cante & His Friends" (imperial 5827).

**JIMMY CLANTON** *(Ace 655)*

(B-1) "BECAUSE I DO" *(2:00) [Skean BMI—Ray & Sicker]*

A rock-roller from the pro teenage-market performer, who does an upbeat stomp on a fine rock ditty about a guy whom he considers one of the seven wonders of the world. This number has no lack of a contagious beat. Can move.

(B-2) "JUST A MOMENT" *(2:18) [Crazy Cajun—Lewison, Ozuna]*

Nice softies from the songstress. Support includes an oh-so-soft femme chorus.

**DELLA REESE** *(RCA Victor 8021)*

(B-1) "R O M E ADVENTURE" *(2:30) [M. White BMI—Steiner, Hugo & Luigi, Weiss]*

Strong main-title from a new pic gets a fine reading from the distinctive songstress, whose support from the songstress, whose support from the orchestra is one of the many points of this album. Raises a few eyebrows from the audience.

(B-2) "HERE'S THAT RAINY DAY" *(2:45) [Edwin ASCAP—Burke, Van Heusen]*

Performer puts lots of feeling into this revival of a neglected number from the Burke & Van Heusen catalog. Doo-wops have two classy romantic ends.

**ERNESTINE ANDERSON** *(Mercury 71960)*

(B-1) "AFTER THE LIGHTS GO DOWN" *(2:26) [Harvard ASCAP—White, Lovett]*

Larrs adds a warm ballad to the old Al Hibbler hit to the catalog. Her somewhat "talking" approach is accompaniment to the strings. Baritone, blues-rock hand sound. George Maharis has revived the tune on Epic.

(B-2) "HURRY, HURRY" *(2:14) [Francis ASCAP—Cartier, Larkin]*

A more delicate blues portrayal by the performer.

**THE MERRY MELODY SINGERS** *(Mercury 71961)*

(B-1) "WHAT A COUNTRY" *(2:24) [Massey ASCAP — Adams, Strode, Brown]*

Song displays the spirit of the polka ditty from the "Cripple Creek" strain that is from an LP on the score called "All-American Goes Country." The Champs have a reading on Challenge.

(B-2) "PHYSICAL FITNESS" *(2:29) [Morely ASCAP — Adams, Strouge]*

A clever item from the same show and LP.

**THE REDJACKETS** *(Smash 1732)*

(B-1) "MY DARLING CLEMENTINE" *(1:55) [Hilbie BMI—Barnum]*

The family band goes down the teen-market trail with solid quick rock transcription. Colorful cut is tops for twinstick. Might break through.

(B-2) "SUNDOWN" *(2:36) [Hilbie BMI—Barnum]*

Early blues remarks from the attraction.

**The BRAVES** *(Vantage 701)*

(B-1) "MOCOMBO" *(2:20) [Tean BMI Gilbert, Humphrey]*

New top-notch musicians who perform in Navajo costume, bow on the Albuquerque-based label with a date that would make "The Champs" Tequilla." Good rockin'.

(B-2) "WHISTLE STOP" *(1:58) [Tean BMI Gilbert, Humphrey]*

Speedy blues from the crew.

**FRANKIE CALEN** *(Bear 5002)*

(B-1) "CRAMMIN' FOR MY FINAL EXAM" *(2:09) [Nancoz BMI—Arletta, Hirsch]*

Frankie Calen hows on the young Bear outfit with a dandy rock-a-string ditty that oughta pick up a lot of exposure. Flute and unusual percussion tricks highlight this interesting view of the lovely lady.

**RonnIe LAVELLE** *(Parkway 837)*

(B-1) "LET HER GO" *(2:33) [January BMI—Silverman, Spencer, Peters]*

Pretty, plucky, Latin girl was the artist, who is accompanied by a relaxed Latin Linnish sound from the combo. For some reason, too, too.

"A DOG'S LIFE" *(2:12) [AreASCAP—David, Edwards]*

A rock-a-silly feel to this novelty about a guy who wants to teach a dog a life — just that is the life of the dog owned by his girl-friend.

**EArL HOOKER** *(Age 305)*

(B-1) "BLUE GUITAR" [Melva BMI—Hooker] Good funky showing on electric guitar, with good percussion and keyboard support with a relaxed touch. Mostly R&B-marketed songs.

(B-2) "SWEAR TO TELL THE TRUTH" *(Melva BMI—Tidwell)*

Mr. Tidwell is the vocalist in this livelier blues showing.

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(B-2) "WHISTLE STOP" *(1:58) [Tean BMI Gilbert, Humphrey]*

Speedy blues from the crew.
My heartfelt thanks to all my wonderful friends at the NARM convention and best wishes for a successful meeting —

Connie

P.S. Sorry I can't be with you, but I'm on my way to Europe once again.

Connie

CONNIE FRANCIS singles and albums are all over the world on MGM RECORDS.
**Best Bets**

BOB AZZAM

(London International 10802)

(B-+) "AMEN TWIST" (2:43) [BIEM—ASCAP—AZZAM] France’s popular maestro offers a slick swing revival, with a twist upswing, of the old-fashioned instrumental vocal with comedic vocals. Can get big-time airplay.

(B-+) "KILL WATCH" (2:19) [1007] (K. Zook, B. Zook) "Good detection" story, featuring good-sounding novelty benefit in French.

**THERAPY**

(Teufling, Bogart)

(B-+) "HOW TO BELIEVE IN MUSIC" (2:21) [BMI—ASCAP—Yamashita] A slick spin-off of the R&B/rockabilly sub-genre, with a flavoring of blues and a twist of country.

(JC)

(B+) "TOKYO MR. WIND" (2:28) [1007] (K. Zook, B. Zook) "Hanakusa"

**THE TUNEWASHERS**

(Huggins, Bogart)

(B-+) "YOUR SKIES OF BLUE" (2:20) (January BMI—Neil) Song team of the Happy, Happy Birthday fame could collect solid coin with this infectious medium-heat entry. Lead voice is an effective vehicle for the be-wire-in-life opus, while other singers and combo (including a nifty harmonica) provide top-drawer R&B-sounding sound. Watch closely.

(B-+) "CONGRATULATIONS ON THE WEDDING" (2:15) [Arek—Rick Mar BMI—Sylvia; Lopez] Softie about the guy who’s not the bride could also make-the-grade. Side has a “Birthday” flavor.

JOE SENSECA

(Coral 62311)

(B+) "I BRUISE EASY BUT I HEAL QUICK" (2:39) [North American—Sabin] Solid contagious blues way to this platter. Senca’s proven entry on the catchy opus has been backed by a fine joy-beat setting from the music-man’s chorus. Could secure a chart future.

(B+) "EVERYBODY GO LIMBO" (2:34) [Bourné ASCAP—Leplan] Genial work on the dance that some people think will be the next dance craze here.

CHUCK HOWARD

(Allison 918)

(B-+) "I’M ALRIGHT" (2:45) [L. B. Jaffe BMI—Howard, Jaffe, Williams] Howard, a former member of The Spaniels, presents a catchy cut on the catchy opus backed by a hard-core fusion of the previously recorded theme. The good soundings are for this catchy cut on the catchy opus.

(B+) "TIME (Will Tell)" (2:43) [L. B. Jaffe BMI—Keys, Vann, Thomas] Performer nicely warms-up to this wistful.

**THE REVOLNS**

(Capitol 4739)

(B+) "DRY YOUR EYES" (2:19) [Bright Tunes BMI—Margo, Medfors] Attention-getting R&B-styled stint by the songsters is the initial A&R chore for the label by the Tokens. Boys’ exciting essay is accompanied by original touches in the rock-a-boppin’ arrangement. Could score.

(B-+) "SHE’LL COME TO ME (Someday)" (2:10) [Bright Tunes BMI—Mandell, Hawkins] Couplet blended from the team.

**THE TURRIANS**

(Imperial 5828)

(B+) "THIS IS MY STORY" (2:19) [1007] (K. Zook, B. Zook) Adam’s matter-of-fact story-telling and the story-telling is accompanied by a strong Latinish rock pose by the musicians. Eye this cut from the New York end of the deck with this “is a recording.”

(B+) "ROCKIN’-CHOPIN" (2:97) [Baron BMI—Collins] Easy rock-a-boppin’ slice for the familiar Chopin melody known pop-wise as “Till The End Of Time.”

**THE ZARIES**

(Dore 632)

(B+) "FRUSTRATION" (2:06) [International—Daamul, Davier, Stein] Title refers to a bux- signal that pops-up now-and-then. Supporting the gimmick is well-done twisting by the combo. After the number is reached, the whole ends with a final appeal to the Deck with this “is a recording.”

(B+) "KURISUKE" (2:11) [Shibun BMI—Kusik, Adams] Boys do a solid bluesy job on this opus.

RAY ANTHONY

(Capitol 4742)

(B+) "WORRIED MIND" (2:30) [International—Dave, Davier, Stein, Styr] Title refers to a buoy-signal that pops-up now-and-then. Supporting the gimmick is well-done twisting by the combo. After the number is reached, the whole ends with a final appeal to the Deck with this “is a recording.”

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**THE EARLS**

(Rome 5117)

(B+) "MY MOTHER’S DESIRE" (2:30) [Prom, BMI—Bunn] Intriguing upbeat teen-romantic affair that could make the show strong. Their exciting stand is accompanied by a strong Latinish rock pose by the musicians. Eye this cut from the New York end of the deck with this “is a recording.”

(B+) "TILL NEVER CRY" (2:10) [All-State & Monument BMI—Earls] Harder rockin’ sound from the songsters.

RICK RANDELL

(United Artists 448)

(B+) "TAKE MY NAME AND NUMBER" (2:12) [Sea Lar BMI—Adams, Nader] In a soft Latinish showing, a falling tear to make-up with his gal with the aid of the telephone operator. Could be a chart-maker for Randell.

(B+) "STARS!" (1:35) [1007] (K. Zook, B. Zook) "Titel as the perfect pairing of a boy-and-girl is re- played with a good-sounding rock-a-da doings by the songster and his combo-choreus backing. Falsetto vocal part is effective. Kids will dig the approach.

**THE SIERRA’S**

(Knox 102)

(B+) "NEARER MY HEART" (2:55) [1007] "Cedar Green BMI—Braddock, Patterson] Team’s lead does a very very workable job on this first-rate teen-billed ballad. Other songsters and combo provide fine rock backing for the setting. This deck can happen big.

(B+) "SO MANY SLEEPLESS NIGHTS" (2:12) [Sanette BMI—Alice, Reed, Bros] lullaby for us, and again give the teeners a solid session.

**THE BADGERS & ROYAL LANCERS**

(Vilias Cragh (Coca 1072)

(B+) "BADGER TWIST" (2:27) [Lowery BMI—Ranell] This is a color-pop, inf-culled reading of Porter Wines, current smash, Effort’s folkish heri- tage reading from pop-market action.

(B+) "BIG BROTHER" (1:55) [Lowery BMI—Carroll] Bluesy bounce novelty romantic.

Gordon Jenkins Orch.

(Time 1047)

(B+) "A TOAST TO LIFE" (2:32) [Bourné ASCAP]—Joveneys presentation of the Yiddish theme by rich-sounding ork under the direction of the deck. This happy fare stems from an LP, "Soul of a Yiddishman."

BOB JIMMIE

(B) "ROUMANIA, ROUMANIA" (3:00) [Leeds ASCAP—The famous Yiddish item is quite an ork showpiece here.

**JOHN LEE HOOKER**

(Vee Jay 483)

(B+) "BOOM BOOM" (2:29) [Con- Aluma BMI—Hooker] John Lee Hooker unleashes his top-notch vocal talents full-blown on this rippling up-tempo blues item. Side has attractive spinпable down-to-earth blues sound. Singer could make some noise with this.

(B+) "DRUG STORE WOMAN" (2:50) [Con- Aluma BMI—Hooker] Here the champ takes a crack at the shuffin’-beat recitation-singing opus with a clever lyric.

**THE TANNYS**

(Swan 4104)

(B+) "ATLANTA" (2:32) [Con- Aluma BMI—Slay, Crew] Interesting bluesy-styled gimmick stand on a good-sounding opus about a guy who’s got to get back to Atlanta to see his Georgia Peach. Backing includes effective trumpet statements. Could make.

(B+) "THE PLEASURE OF LOVE" (2:55) [Claridge ASCAP—Washington, Brown] Boys ease-up on a teen sentimental.

EMILIO PERICOLI/GINO PAOLI

(Warner Bros. 236)

(B+) "ALL DA LAD" (2:04) [M. Wirt- mark ASCAP—Moogol, Doni]- Last year’s big Italian hit, gets the cover treatment from this Benders-Carroll-Bennett-Burst. This exposure in the film "Roman Adventure," gets a very attractive Italian-like appeal to the deck.

(B+) "SASSI" (2:30) [M. Wirtmark ASCAP—Paoli] Gino Paoli is the vocalist in this striking ballad statement.

**RELIGIOUS**

Gospel Crusaders

(Hooks 1001)

"God Is Still Working Miracles"—Love My Jesus
Inspired by the JOHN FORD Production “THE MAN WHO SHOT LIBERTY VALANCE” a Paramount Release

Gene Pitney

The Man Who Shot Liberty Valance

“Take It Like A Man” (Trio, BMI) (2:20)

Gene Pitney (Musicor 1020)

Pitney, who just scored big with the pic title tune from “Town Without Pity,” can duplicate that success with this one inspired by the up-coming pic, “The Man Who Shot Liberty Valance.” It’s a dramatic western tale that Pitney and the orchestra gallop over in top calibre style. Looks like a smasheroo. “Take It Like A Man” is a pulsating, beat-ballad up with loads of hit potential.
MY HEART WENT DO DAT DA
THE LONGEST NIGHT OF THE YEAR
Barbara Lewis
2141

PAIR OF WINNERS!
SOME OTHER GUY
TRICKY DICKY
Richie Barrett
2142

1) MARCH OF THE SIAMESE CHILDREN
Kenny Ball (Kropp 451)
2) DO THIS, DO THAT
Little Het (Flip 342)
3) OPERATOR
Gladys Knight & Pips (Fury 1064)
4) LOVE THEME FROM EL CID
Billy Storm (Infinity 617)
5) I’M ON MY WAY/WHISKEY IN THE JAR
Highwaymen (United Artists 439)
6) I’LL TAKE YOU HOME
Carolee & Jay “Bird” Uetz (Tuff 1718)
7) CHAPEL BY THE SEA
Billy Vaughn (Dot 16299)
8) AUF WIEDERSEHEN MARLENE
Bob Moore (Monument 457)
9) SO THIS IS LOVE
Cowboys (Era 5075)
10) COUNT EVERY STAR
Linda Scott (Canadian-American 133)
11) SHAKE THE HAND OF A FOOL
Johnny Hollyday (Philips 40014)
12) DRIBBLE TWIST
Raging Storms (Warwick 667)
13) "X-15 CONCERTO"
Elloiss Evans (Reprise 20039)
14) SUGAR BLUES
Ace Cannon (Santa 503)
15) HOMBRE
Bolmans (Sabina 501)
16) (I WAS) BORN TO CRY/ WIVES WHO WANDER
Dion (Laurel 5723)
17) ALL YOU HAD TO DO
Chris Montez (Monogram 500)
18) AIN’T SHE PRETTY
Billy Duke (20th Fox 301)
19) HONKY TONK MAN
Johnny Horton (Columbia CL 172)
20) SPANISH HARLEM
Santa & Johnny (Canadian American 137)
21) DO THE SURFER’S STOMP
Bruce Johnston (Donna 1357)
22) COOKIN’
Al Casey (Stow 925)
23) MEET ME AT THE TWISTIN’ PLACE
Johnny Morrisette (SAR 126)
24) FUN HOUSE
Rovers (Field 6652)
25) YOU DON’T MISS YOUR WATER
William Bell (Sistar 116)

CONGRATULATIONS TO
John Musso—CONCORD
Larry Cohen—MARNEL
Bob DeVere—DELTA
For Breaking
"VIOLETTA"
by RAY ADAMS
Laurie 3118
LAURIE RECORDS, N.Y.

Breaking Big!
"I NEED LOVE"
Sam & Dave
R-4419
ROULETTE RECORDS

"A MAN’S Gotta BE A MAN"
BOBBY LEWIS
Belton 3038

A SMASH FIRST RELEASE!
TIGER TWIST
(TOPS ON ITALY’S HIT PARADE)
and
BI-A-CHUCA
Featuring ARMANDO SCIASCIA & HIS ORCH.
KC 101
KC RECORDS, INC.
101 West 55th, New York, N. Y.

Gold Mine!
"YOU ARE MINE"
b/w "Ponchinello" by
FRANKIE AVALON
C-1107

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) MARCH OF THE SIAMESE CHILDREN
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Rovers (Field 6652)
25) YOU DON’T MISS YOUR WATER
William Bell (Sistar 116)
26) EXPERIMENT IN TERROR
Henry Mancini (RCA Victor 6008)
27) PATRICIA TWIST
Perce Prado (RCA Victor 8006)
28) LOVESICK BLUES/ THE FIRST HURT
Floyd Crane (RCA Victor 8013)
29) ALL OF THIS FOR SALLY
Mark Dinning (MGM 13561)
30) POPEYE STROLL
Mer-Keys (Stax 121)
31) IF I CRIED EVERY TIME YOU HURT ME/ LET MY LOVE WALK IN
Wanda Jackson (Capitol 4723)
32) (THE MAN WHO SHOT) LIBERTY VALANCE
Gene Pitney (MCA 1030)
33) SCOTCH AND SODA/ JANE, JANE, JANE
Kingsland Trio (Capitol 4740)
34) NIGHT TRAIN
James Brown (King 5614)
35) I WANT TO LOVE YOU
Renee Roberts (New Playboy 4198)
36) I FOUND LOVE
Jackie Wilson & Linda Hopkins (Brunswick 5524)
37) LOVE CAN’T WAIT
Marty Robbins (Columbia 42375)
38) TEACH ME TONIGHT/ AFTER THE LIGHTS GO DOWN LOW
George Maharis ( Epic 9104)
39) JUST PLAIN HURT
Chuck Reed (Hitt 101)
40) COLINDA
Rod Berner (Hall-Way 1902)
41) SWINGIN’ SHEPHERD BLUES/TWIST
Mac Koffman (Ascot 2100)
42) BEI MIR BIST DU SCHON
Frank Shay (Swan 4161)
43) NEED YOUR LOVE
Metallix (Warner 4)
44) OH, MY ANGEL
Berta Tillman (Brun 7029)
45) TWO DIFFERENT WORLDS
Robert Gouvet (Columbia 4269)
46) HURLY GULLY CALLIN’ TIME
Siva Five (Belltime 2019)
47) MAGIC CIRCLE
Buzz Clifford (Columbia 4299)
48) THE TOWN I LIVE IN
McKaney Mitchell (One-Derful 2000)
49) WALKIN’
Jerry McGee (Reprise 20057)
50) IF YOU WANT TO
Carnavals (Gene 5119)
The New Concept In Sound Albums...

21 CHANNEL SOUND

21 CHANNEL SOUND is NEW, it’s EXCITING, and it’s ALL MUSIC! The finest equipment available to the recording industry today — and some designed for tomorrow — was used to perfect this new, dramatic recording technique. A total of 21 microphones and 21 separate recording channels results in records of unprecedented dynamics, acute separation, amazing depth, startling movement, and vivid definition. You just haven’t heard Stereo until you’ve heard MGM’s 21 CHANNEL Stereo!

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21 microphones mean the ultimate in sound separation
21 microphones mean the cleanest definition of instruments
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NEW & EXCITING LATIN SOUNDS
Manuel and His Strings E/SE 1029

NEW SOUND SERIES
David Rose & His Orchestra

LATIN SOUNDS
21 CHANNEL SOUND

MGM RECORDS
NEW YORK:
Bob Kornheiser wants everyone to know that reaction in the Columbia level gives every indication that Ben E. King's "Don't Play That Song" will be his biggest Acto one date to date. He's also excited about a hot Detroit planed "You Know That the Swans, "Swan's Binkie bussin" from Philley that "Teddy and the Nightlights" Woman Is a Man's Best Friend" is hustling loose in the B.C. Pitta. Phillips market. . .
Canadian-American's Bernie Lawrence has just been here with his new big hit, "I'm Only One," on the NBC network. . .
Two new discs by Chicago's own "One Man Opry" Charley LaVeau were just released. LaVeau, who is also a member of the Chicago "Champs," has a new recording out. . .

COLUMBUS:
COLUMBIA'S new release, "The White Cat," is a sure bet to be a hit. . .

Cincinnati's own "The Show Boat," has just released a new disc. . .

JACKSONVILLE:
Jacksonville's own "The Boys" have released a new disc. . .

FORT WORTH:
Fort Worth's own "The Big Four" have released a new disc. . .

NATIONAL:
National's own "The Old Time Boys" have released a new disc. . .

COASTERS:
The Coasters' new release, "The Man With the Golden Arm," is a sure bet to be a hit. . .

ONTARIO:
Ontario's own "The Blue Jays" have released a new disc. . .

THAT'S SHOW BUSINESS:
That's Show Business, the new musical comedy, opened to rave reviews. . .

DEALIANES:
Dealianes notes that RCA's Destinees recently broke it up at Rocky's Hunt's Point Place show. Joe adds that they are planning to do a tour in the South. . .

NEW YORK:
Johnny Mathis has released a new disc. . .

BOSTON:
Boston's own "The Silver Beatles" have released a new disc. . .

WASHINGTON:
Washington's own "The Black Keys" have released a new disc. . .

CHICAGO:
Chicago's own "The Red Heads" have released a new disc. . .

SAN FRANCISCO:
San Francisco's own "The Turbans" have released a new disc. . .

LOS ANGELES:
Los Angeles' own "The Ventures" have released a new disc. . .

SAN DIEGO:
San Diego's own "The Beach Boys" have released a new disc. . .

SAN JOSE:
San Jose's own "The Charlatans" have released a new disc. . .

SAN RAFAEL:
San Rafael's own "The Ventures" have released a new disc. . .

SANTA CLARA:
Santa Clara's own "The Charlatans" have released a new disc. . .

SANTA ROSA:
Santa Rosa's own "The Turbans" have released a new disc. . .

SAN MATEO:
San Mateo's own "The Ventures" have released a new disc. . .

SALINAS:
Salinas' own "The Charlatans" have released a new disc. . .

MONTEREY:
Monterey's own "The Ventures" have released a new disc. . .

MOUNTAIN VIEW:
Mountain View's own "The Charlatans" have released a new disc. . .

SANTA CRUZ:
Santa Cruz's own "The Ventures" have released a new disc. . .

SAN LUIS OBISPO:
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DALLAS:
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HOPE:
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PIQUA:
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CINCINNATI:
Cincinnati's own "The Ventures" have released a new disc. . .
LOLITA LOLITA LOLITA
Orchestra conducted by JUAN DEL ORO
scored by DON COSTA

SONADOR RECORDS (A Product of Miller International)
Continued from p. 24

Mc Cormick Place in "A Night With Jukebox" directed by Summit Davis’ Dick Gassen. ... Smash's Reggie Fendex has the novel style of the once-unknown Platen from "The Slider" by Roy and The Original Charlie Daniels Band was recently purchased by Smash. Bruce Channel's hardest for "Hey Baby" action with his current "One Man." ... J. H. Martin Martin, enjoying steady sales on national sales, "Shout Shout" by Ernie Maresca (Seville) and "You Better Move Out" by Arthur Alexander (Dot), hoping for some of the same with Bill Black's "Twistin Time." "Man-Man" by Sandy Blvd. in "Miami Baby." Carl Jones, Firma Topper, notes that Potter's "She's like a Rock" in "RCA" and "滴" by Morris Jones, is "Her Spare" and "This House."
"A talented young singer destined to hit the top!"

Chuck Reed sings

"Just Plain Hurt"

-And the Nation is Just Plain Pleased!

b/w

"Talkin' No Trash"

HIT
No. 101

CHOCTAW RECORDING CORP.
Valparaiso, Florida
EXPLOSIVE NEW ALBUM!
Duane Eddy, 'King of the Big Beat Guitar,' takes the Twist and makes it teen dynamite!

Twistin' 'N' Twangin'

DUANE EDDY

LPM/LSP-2525

Available in Living Stereo and Monaural Hi-Fi

a swingin' new single!
"DEEP IN THE HEART OF TEXAS" #7999

Duane gives the pop favorite a sparkling new "twang" that will take it right back to the top!

ORDER BIG ON BOTH!
DUANE EDDY NOW EXCLUSIVELY ON RCA VICTOR

Order now... Take advantage of RCA Victor's Once-a-Year Discount Days! (Offer ends April 15, 1962)
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<th>STEREO</th>
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<td><strong>WEST SIDE STORY</strong>&lt;br&gt;Sound Track (Columbia OS-2070)</td>
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<td><strong>BLUE HAWAII</strong>&lt;br&gt;Andy Williams (RCA Victor LPM 2426; LS 3426)</td>
<td><strong>BLUE HAWAII</strong>&lt;br&gt;Andy Williams (RCA Victor LSP 2426)</td>
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<td><strong>SINATRA AND STRINGS</strong>&lt;br&gt;Frank Sinatra (Capitol CL 5216; CS 8411)</td>
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<td><strong>SINATRA AND STRINGS</strong>&lt;br&gt;Frank Sinatra (Capitol CL 5216; CS 8411)</td>
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<td><strong>THE TWIST</strong>&lt;br&gt;Chubby Checker (Parkway P 7009)</td>
<td><strong>STEREO 35/mm (VOLUME II)</strong>&lt;br&gt;Emeka Light &amp; Orlok (Capitol CS 836 SD)</td>
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<td><strong>CAMELOT</strong>&lt;br&gt;Yvonne Fair (Columbia KOS-3021)</td>
<td><strong>TIME OUT</strong>&lt;br&gt;Dave Brubeck (Columbia CS 8192)</td>
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<td><strong>TIME OUT</strong>&lt;br&gt;Yvonne Fair (Columbia CL 1711; CS 8411)</td>
<td><strong>SO MUCH IN LOVE</strong>&lt;br&gt;Roy Bennett Singers (Columbia CS 8350)</td>
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<td><strong>LET THERE BE DRUMS</strong>&lt;br&gt;Sandy Nelson (Imperial 1193-1200)</td>
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<td><strong>JUDY AT CARNegie HALL</strong>&lt;br&gt;Judy Garland (Capitol BC 1249; CS 840)</td>
<td><strong>RHYTHM SING ALONG WITH MATCH</strong>&lt;br&gt;Merle Travis &amp; Wynn (Columbia CL 172; CS 3162)</td>
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<td><strong>SO MUCH IN LOVE</strong>&lt;br&gt;Roy Bennett Singers (Columbia CL 1720; CS 8300)</td>
<td><strong>MILK &amp; HONEY</strong>&lt;br&gt;Yvonne Fair (RCA Victor LDC 105C; LS 105C)</td>
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<tr>
<td><strong>FOR TEEN TWISTERS ONLY 22</strong>&lt;br&gt;Chubby Checker (Parkway P 7009; S 7009)</td>
<td><strong>DANNY BOY &amp; OTHER SONGS I LOVE TO SING</strong>&lt;br&gt;Andy Williams (Columbia CL 1737; CS 8551)</td>
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<td><strong>MOON RIVER</strong>&lt;br&gt;Lawrence Welk (Dot OLP 4597; 25412)</td>
<td><strong>CRYING</strong>&lt;br&gt;Roy Orbison (Monument MAO07; SM4001)</td>
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<td><strong>BABY IT'S YOU</strong>&lt;br&gt;Shirley &amp; Lee (Imperial 504)</td>
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<td><strong>OLDIES BUT GOODIES</strong>&lt;br&gt;Vol. III (Various Artists (Original Sound CSR LPM 5006)</td>
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<tr>
<td><strong>HEY, LET'S TWIST</strong>&lt;br&gt;Soundtrack (Riviera R 23059; SR 3518)</td>
<td><strong>TIME FURTHER OUT</strong>&lt;br&gt;Dave Brubeck (Columbia CL 1690; CS 8490)</td>
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<td><strong>POINT OF NO RETURN</strong>&lt;br&gt;Frank Sinatra (Capitol W 11746; SW 11746)</td>
<td><strong>CONNIE FRANCIS DO THE WIST</strong>&lt;br&gt;(MGM E 2192; SE 4022)</td>
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<td><strong>JOAN BAEZ VOL II</strong>&lt;br&gt;(Vanguard VS 9074; VS 3937)</td>
<td><strong>MODERN SOUNDS IN COUNTRY &amp; WESTERN MUSIC</strong>&lt;br&gt;Ray Conley &amp; Ferlin Husky (ABC Paramount A6C 410; ABC 410)</td>
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<td><strong>NANCY WILSON/ CANNONBALL ADDERLEY</strong>&lt;br&gt;(Capitol T 1657; ST 1657)</td>
<td><strong>THE SOUND OF MUSIC</strong>&lt;br&gt;Band Hits (Capitol E 2500; CBS 40828)</td>
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* Also available in Stereo  * Also available in LP
**POPULAR PICKS OF THE WEEK**

*S CONTINENTAL*—Ray Conniff—Columbia CL 1776

Here's a winning package of foreign-flavored tunes pleasingly essayed by Ray Conniff's orch and chorus. Orf's previous disk efforts have won many laurels and created plenty of sales of excitement and this new outing should go a simi-
lar success route. Some extremely listenable tracks are the free-flowing Conniff renditions of "The Continental," "The People Of Paris" and "Lisbon Antigua." LP ranks as a sure-fire chart item.

**CHAPEL BY THE SEA*—Billy Vaughn—Dot DLF 2541

Billy Vaughn tags his latest LP effort after his current noise making single "Chapel By The Sea," and adds to it catch of the country's re-
cent pop hits. The orchet, perennially a coin-
maker, should find a host of buyers for this ex-
ceptionally fine offering. Some highlights of the disk are the title tune, "Midnight In Moscow," "Don't Break The Heart That Loves You," and "Moon River."

**BODY AND SOUL*—Jackie Wilson—Brunswick BL 75105

The heart-tugging feelingful, sentimentl style of Jackie Wilson carries him in good stead on this first-rate package of evergreens from Brunswick. This is one of the singer's best albums done quite a while and the disk is sure to pick up loads of hot. The chanter has tagged the album after the first tune "Body And Soul," which he gives an impressive meloldic rendition. More of the Wil-
son musical wisdom is found in the work of Bob Mersey—arranged "I Got It Bad" and "The Tear Of The Year."

**IF THE BIG BANDS WERE HERE TODAY**—Harry James/Cameo SC 1005

Here's a quality package of currently popular tunes rendered by the Bernie Lowe orchestra in the manner of the big bands of the '30's and '40's. The arrangements and the recording techniques are new (the album was cut in four channel (stereo film) but the sound is in the authentic, free-flowing manner of the early swingers. Some thoroughly listenable bands here are Benny Goodman-styled "Never On Sunday," "Exodus" done in an Art Shaw treatment, and mellow "Wonderland By Night" with the energy and drive of Tommy Dorsey. Album should be a good seller.

**EARL AFTER DARK**—Earl Grant—Decca DL 74188

The sales-laden, impressive talents of Earl Grant are at their sparkling best in this group of show tunes, flick-them-with-a-torch songs, and new items in this impressive album from Decca. The multi-
talented Grant who sings and plays both the piano and the organ, has given this time out on the organ. He comes up with some color-
fully inventive and "rockin'" label "Of Mice and

**MANNA-LIVE**—Charlie Manna—Decca DL 74213

Charlie Manna, who scored a triumph with his first album outing "Manna Overboard," comes on strong with this second disk of extremely funny satiricial, topical routines. The album was re-
corded live at Gotham's Bon Soir and San Fran-

**DOING THE DIXIE TWIST**—King Curtis—Tri-Sound 15009

As a result of his current chart-rising hit of "Soal Twist" on another label. Curtis has re-

**ON THE WAY UP**—Ann Margret—RCA Victor LPM 2453

For their second album for Victor Ann Margret gives an excellent demonstration of the original warm, vibrant style that is quickly taking her to the upper reaches of stardom. The first side has the lark offering six pleasant rock items with her rendition of "Oh, Lonesome Me" pulling the honors in this category. The second side is com-
posed of softer ballad tunes. Here the songstress displays a dynamic flair, with her performance of "Ring" and her current click "What Am I Sus-
pended To Do."
A great new Belafonte album
'The Midnight Special' LFM LST 2449

**JAZZ PICKS OF THE WEEK**

**THE SHEARING SPELL**—George Shearing Quintet—Capitol DT 648

George Shearing's own brand of musical magic blending pianos, bass, guitar and drums with imagination, restraint and good taste are smoothly showcased on the quality offering from Capitol. The 88'er does not experiment but builds impressive, vital melodic lines on an Afro-Cuban theme. This collection includes some listenable, evergreens such as "Autumn In New York," "Moonraker," and "The Man I Love." All the fine sound should come out in drees for this top-rung package.

**ALL AMERICAN IN JAZZ**—Duke Ellington—Columbia CL 1790

Duke Ellington's mastery of tall colors and intricate interplay of brass is firmly evidenced on this top-drawer album from tunes from "All American." The coleader shows off with a delightful three-quarter jazz waltz tagged "Back To School." Other superior swingin' tunes here are "I've Just Seen Her," "I Couldn't Have Done It Alone" and "We Speak The Same Language." Life's biggest assets as one of Ellington's arrangements that the leader has cut to date. Plenty of sales potential here.

**PRESENTING THE BUDDY DE FRANCO—TOMMY GUMINA QUARTET**—Mercury MG 26665

The musical marriage of clarinetist Buddy De Franco and accordionist Tommy Gumina makes for an extremely full-bodied, free-flowing session. The rest of the quartet consists of bassist Bill Flummer and drummer Johnny Guerin. Dick contains these originals and seven standards all rendered with professional authority and a new, distinctive style. Buddy's virtuosity with some dazzling solo excursions by the two leaders which attest to their respective artistry. Jazzophiles should dig the group's renditions of "Street Dreams," "S Wonderful" and "You Are Too Beautiful.""}

**classical picks of the week**

**BEETHOVEN**—Sonata No. 17 in D Minor, Op. 31; SCHUMANN—Fantasia In C Major—Svatoslav Richter, pianist—Angel 35676

Swedish concert pianist's keyboard skills are beautifully evidenced on this superb disc boasting the talented Russian playing Beethoven's "Sonata No. 17 In D Minor." and Schumann's "Fantasia In C Minor," from the tempestuous allegro through the intimate melody of the sonata. Richter is in complete control and displays the technical virtuosity expected of him. The pianist approaches the "Fantasia" with equal skill and assurance. Here his interpretation is strictly his own but highly listenable and interesting. Disk should score with all classical devotees.

**THE MAGNIFICENT SOUND OF THE PHILADELPHIA ORCHESTRA**—Eugene Ormandy—Columbia PC 6686

Eugene Ormandy has proven himself to be a big a classical seller and this superb two-disc set featuring the prototype of "The Philadelphia Orchestra" is among the best selling of its kind. All the marvelous brainchild of conductor Eugene Ormandy. The works of Stravinsky, Grieg, Tchaikovsky, Bizet and Debussy are all rendered with masterful poise and assurance. The package should attract legions of collectors. Disk has given the album a special promo by suggesting, a low retail price of $2.98 for the mono version.
THE VENTURES' TWIST PARTY, BLP-2014/BST-8014—My Bonnie Lies; Twisted; The Twomp; Besame Mucho; Blue Tail Fly; Swanee River Twist; Instant Guitars; Dark Eyes Twist; Counterpoint; Kicking Around; Bluebird; Red Wing Twist. A smash follow-up to their best-selling "Twist With The Ventures" LP.

THE ENTIRE DIVIDEND-PRODUCING DOLTON CATALOG:


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• ½ May 10, ½ June 10, 1962 payments

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A survey of key radio stations in all important markets throughout the country to determine by percentage of those reporting which releases are being added to station play lists this week for the first time and also the degree of concentration containing previous reports. Percentage figures on left indicate how many of the stations reporting this week have added the following titles to their play list for the first time. Percentage figures on right include total from left plus the percentage title received in prior week or weeks.

**SURVEY COMPLETED APRIL 4TH**

<table>
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<tr>
<th>% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>LABEL</th>
<th>TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE</th>
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<td>33%</td>
<td>Most People Get Married—Patti Page—</td>
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<td>Count Every Star—Linda Scott—Can-Am</td>
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<td>Everybody Loves Somebody But Me—</td>
<td>Brenda Lee—Decca</td>
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<td>Conscience—James Darrin—Colpix</td>
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<td>I Wish That We Were Married—Ronnie &amp; Hilites—</td>
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<td>P.T. 109—Jimmy Dean—Columbia</td>
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<td>(I Was) Born To Cry—Dion—Laurel—</td>
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<td>So This Is Love—Castells—Era</td>
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<td>Frustration—Zanies—Dore</td>
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<td>Love Can’t Wait—Marty Robbins—Columbia</td>
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<td>Teach Me Tonight—George Maharis—Epic</td>
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<td>Blues (Stay Away From Me)—Ace Cannon—</td>
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<td>Caterina—Perry Como—RCA Victor</td>
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<td>Village Of Love—Nathaniel Mayer—Fortune</td>
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<td>Lemon Tree—Peter, Paul &amp; Mary—</td>
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<th>Ray Charles (ABC Paramount)</th>
<th>She Cried</th>
<th>Joy &amp; Americans (United Artists)</th>
<th>Itty Bitty Pieces</th>
<th>James Ray (Caprice)</th>
<th>Patricia Twist</th>
<th>Perez Prado (RCA Victor)</th>
<th>Tell Me</th>
<th>Dick &amp; Dee Doo (Liberty)</th>
<th>You Talk About Love</th>
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<th>Brothers Four (Columbia)</th>
<th>A Wedding Man</th>
<th>Frankie Laine (Columbia)</th>
<th>Limbo Rock</th>
<th>Chomps (Challenge)</th>
<th>Ronnie’s Beat</th>
<th>Pancessers (Wink)</th>
<th>Dr. Feel-Good &amp; Interns</th>
<th>The Right Thing To Say</th>
<th>Not “King” Cole (Capitol)</th>
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<th>Highwaysmen (United Artists)</th>
<th>Just Plain Hurt</th>
<th>Check Reed (Hit)</th>
<th>Fortune Teller</th>
<th>Bobby Curtola (Delfi)</th>
<th>Funny</th>
<th>Gene Daniels (Liberty)</th>
<th>Loves Who Wander</th>
<th>Dion (Legend)</th>
<th>Take My Name &amp; Number</th>
<th>Rick Rondell (United Artists)</th>
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SECOND SMASH HIT IN A ROW!
JANE / JANE / JANE
B/W SCOTCH & SODA
#4770
BOS FOR DEEJAYS
Letterman

An interesting little device has been installed at KALL-Salt Lake City, to spotlight the new album releases. Each picker plays a brand new album in a box from a truck from the studio for one hour during his show, supporting his own album, and the album of the other jockeys. At the week’s conclusion, the deejay with the most votes from the audience is invited to the folks who wrote in. This device makes it possible to cross promote each other’s show, gives the new albums a great push, and gives the audience a chance to actively participate in the programming and at the same time win an album. The local distributors have been very excited about the whole thing.

“Dance Party” recently made its debut at WERE-TV, sponsored by Mr. Smiling holding down hosting chores. The program is composed of local talent who are not great recorders, recording stars. Cliffs is a former radio deejay now devoting all his time to TV. He would like wax companies to put the show on their mailing lists. Any recording stars on tour are welcome to appear on the show for promotion purposes.

Ken Gaughan, program director of WABC-Atlanta, Georgia, has recently presented a certificate of Special Achievement in program performance and participation in the United States Atomic Energy Commission’s Peace and Security Exhibit Program.” The Award was presented as a “token” of the Museum of Atomic Energy and the Connecticut Junior Chamber of Commerce.

Actress Jayne Mansfield, turned singer, guested on Allen Rich’s KJH-Hollywood show to plug her new 20th-Century-Fox release, “That’s My Baby.” The disk was recorded live at the Dunes Hotel in Las Vegas. . . . The song was recently presented a special two-hour musical salute to Bing Crosby with Carl Miller hosting the “Special Program.”

WWRL-New York has purchased the building adjoining their present quarters and is now in the process of constructing new offices, studios and recording room to accommodate increasing traffic brought about as a result of intensifying their efforts and service in behalf of the Negro community. The new facility now serves on a 24-hour schedule.

A contest to find the most popular school principal in Tidewater, Virginia, turned out to be the most successful mail-selling contest in the history of WGH-Norfolk. Keith James conducted the contest on his program, heard each evening from 6:00–11:00 p.m. Wally started flowing into the mailroom after the first announcement and when the contest ended, a count showed that over 5,000 cards were received. James appeared at an assembly at George W. White Junior High in Hampton, Virginia and presented the principal, Joseph Cartico, a clock radio.

While WWD-C-Washington’s Steve Alexander was still continuing to live nightly at the same time, moved into the studio this week. An early spot was in the Tonight’s capital. From now on, Steve will be seen and heard at the “Black Gun” Hour from 10:00 to 11:00 p.m. on Thursdays.

Yes, snowballs in August. That’s going to be the theme of a mammoth jubilee this year as youngsters all over Baltimore will gather to preside over mounds and mounds of snowballs. The big snow when WEBB-Baltimore, 570, asked all children living in the Los Angeles area to collect snowballs and turn them in to collection points a week before each of the jockeys. At the week’s conclusion, the deejay with the most snowballs will be invited to the folks who wrote in. Believe it or not, more than 1,000 snowballs were collected in all... all have been put into storage awaiting the return of summer. To help the kids along, WEBB will give a shiny penny for every snowball they can carry in their arms to the collection point. And they are to sign and date them and to pay them when they report to the secretaries, disk jockeys and Division of Recreation. The WEBB newscast will be especially on hand to interest the youngsters.

As the 25th Birthday of the opening of the Golden Gate Bridge approaches, San Francisco will present “The Bridge Builders,” the story of the building of the bridge, told by the men who built her. The program will be broadcast Tuesday, May 1, (7:00 P.M.) Highlight of the program will be the use of original historic photographs taken during every phase of construction of the Bridge—from surveys, as lines, miles of cables—to the roadway itself. Also included are the stories of 10 men to their deaths. Eight of the bridge-builders themselves will be present, recalling hair-raising experiences over the Golden.
YOU'll Eye-catching, New Traffic-stopping ADDITION! NEW PHILIPS FBEE!

Philips Dating or ANY and RECEIVEENCORE Salesman.

ALBUMS IN "ENCORE":

Richard The recording "ENCORE" with A THE PRICE

THE ENCORE available Distributor — RECORDS

PURCHASE The recording "ENCORE" with A THE PRICE

What is Philips? Rodgers. The high fidelity sound — both stereophonic and monaural — is sumptuous. All that remains is for you to stock, display and watch them sell!

and what a supporting cast!

FREE!

WITH YOUR PURCHASE OF ANY 1 PHILIPS RECORDS "ENCORE" RELEASE ALBUMS, YOU WILL RECEIVE 1 ADDITIONAL ENCORE ALBUM FREE IN THE SAME PRICE CATEGORY. Dating available — See your Philips Record Distributor or salesman.

PROFIT-PACKED ADVERTISING

FULL PAGE — MAY ISSUE — ESQUIRE
FULL PAGE — MAY ISSUE — SHOW
FULL PAGE — MAY ISSUE — HIGH FIDELITY
DOUBLE PAGE SPREAD — MAY ISSUE — SCHWANN

POWERFUL MERCHANDISING

• Eye-catching, 3-Color, 20” x 30” window or in-store display featuring 5 new Philips albums.
• Traffic-stopping banner, 10½” x 24” printed in 3 colors, including illustrations of 5 new Philips albums.
• Attractive 6¼” x 14” Banner printed in 3 colors and illustrating 5 new Philips albums.
• Eleven full color die-cut jacket exsects — an outstanding way to display the new Philips albums.

PHILIPS RECORDS

35 East Wacker Drive Chicago 1, Illinois
A Swingin' Hit
Earl Grant
"SWINGIN' GENTLY"

Decca #25560

4:35

CAMEO/PARKWAY RECORDS, INC.
SPRING TONIC
FROM REPRISE!
are you ready?

Eight quietly explosive off-beat album items...solid names, fresh ideas, intriguing material...to lend a pinch of profit provocation to pre-summer sales.

Arresting window and in-store displays; Radio, TV and newspaper co-op activity, merchandising discounts...

ASK YOUR DISTRIBUTOR!

EVERYBODY'S DOIN' IT! - THE SOUVENIRS, R-6027 featuring music for Slow Twistin' • Holly Gully • The Bump • The Mop • (and others)

EVERYBODY'S DOIN' IT! - THE SOUVENIRS, R-6027 featuring music for Slow Twistin' • Holly Gully • The Bump • The Mop • (and others)

OFF SHORE - LED DIAMOND, R-6024 • Harbor Lights • Beyond the Sea • Elbo Tide • Moon River • (and others)

FRENCH STYLE - DEAN MARTIN, R-6021 • C'est si Bon • La Vie en Rose • The Last Time I Saw Paris • Gigi • (and others)

SONGS OF COUCH AND CONSULTATION - KATIE LEE, R-6075

REPRISE ALL-STAR SPECTACULAR - FEATURING 13 GREAT STARS, R-6028 including • Frank Sinatra • Sammy Davis, Jr. • Dean Martin • Mort Sahl • (and others)

SOUVENIRS OF NEW YORK - DICK LEIBERT, R-6025 • Sidewalks of New York • Manhattan • Autumn in New York • Lullaby of Birdland • (and others)

WILD WONDERFUL WYNONA - WYNONA CARR, R-6023 • Down by the Riverside • That Lucky Old Sun • Willow Weep for Me • My Faith • (and others)

2 SIDES OF CALVIN JACKSON, R-6022 • How High the Moon • Tonight • I'll Remember April • Like Someone in Love • (and others)

All albums available in Mono and Stereo
THE BIG GUNS
FOR SPRING SALES!

Picking Up Bigger Sales

IKE & TINA
"TRA LA LALALA"

Sue 757

A Smash Follow-Up To "I Know"

BARBARA GEORGE
"YOU TALK ABOUT LOVE"

A.F.O. 304

Breaking Out!

"MY LITTLE ANGEL"
Johnnie Mae Matthews

Sue 755

Don’t Miss

THE KING OF KINGS
(Song of All Faiths)

Joe Perry
Sue 759

CHECK THESE BEST SELLING ALBUMS

“I KNOW” ............... BARBARA GEORGE / A.F.O. 5001
“THE SOUL OF IKE & TINA” ........... IKE & TINA TURNER / Sue 2001
“STICK SHIFT TWIST” ............... THE DUALS / Sue 2002
“IKE & TINA’S Kings of Rhythm” ........ Sue 2003

ALBUM PLANS

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

AUDIO FIDELITY

ATLANTIC & ATCO
Catalogs of both labels are available to distributors on a 1-free-LP-for-every-7-purchased basis. Expires: May 18.

CAMEO/PARKWAY
A six-month discount program on all LP’s. 12½% discount on any of 80 albums contained in a pre-pack. 90 day dating to qualifying dealers. Expires: Aug. 30.

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 Businessman’s Record Club series available at additional 15% discount. No termination date has been set.

DECCA, CORAL, BRUNSWICK
“Music, Music, Music”—Innovative program on 11 new LP’s and 129 catalog items. Details are available from local Decca representatives. Expires: April 30.

DOLTON
All LP’s on a 15% discount, each for the face of invoice, on the dealer’s entire order; 100% exchange privilege with merchandise exchangeable any time after Aug. 1, 1962; payable 1/2 May, 1/2 June. Expires: April 30.

DOT
“Big Spring Bonus Plan”—Dealer buys 10 LP’s and gets 2 free. 1/3 payments on May 15, June 15 and July 15.

EPIC
25% discount on April classical releases plus 30 best-selling classical albums. 15% discount on April pop and jazz LP’s plus Ralph Burns’ “No Strings” and Panama Francis’ “Explosive Drum”!

KAPP & MEDALLION
10% discount on all LP’s. Expires: May 15.

LIBERTY
Three twist-stomp LP’s are available at a 15% discount plus 100% exchange privilege.

MERCURY
“David Carroll Month Plus 2”—Dealer gets one free additional LP for every six purchased in the Carroll catalog. All purchases made under the Carroll plan are 100% exchangeable, permissible between June 1-15, 1962. A 99c Carroll sampler is not included in the deal.

MONITOR
5 LP’s; 4 10-inch, 1 pop, are available at $1.98 retail. No expiration date has been set.

PHILIPS
Label’s catalog is available on a 1-free-for-every-9-purchased deal. No termination date has been set.

RCA VICTOR
“Once-A-Year-Discount Day”—The label’s entire LP catalog is available at special discounts to consumers. Contact local distributor for details. Expires: April 15.

RICHMOND & TELEFUNKEN
An extra 10% discount on all LP’s. Expires: April 30.

RIVERSIDE
The label plus its affiliates, Jazzland, Washington and Offbeat, are making their catalogs available on a buy-10-get-2-free basis during Jan.-Feb. 100% exchange policy; deferred billing.

SMASH
Label’s new LP product, 6 albums, is available on a buy-7-get-1-free basis. No termination date has been set.

SONODOR
A buy-4-get-1-free offer on four LP’s by the Orchestra Del Oro. Described as a limited-time-only deal.

STARFAY
“Starday Caravan of Country Music Sale”—15% discount on all LP’s and EP’s. No termination date has been set.

VESUVIUS
The label, dealing mostly in Italian recordings, is making its Series 1000 catalog available on a buy-8-get-1-free basis. No termination date has been set.

WARNER BROS.
25% discount on entire LP catalog. Dating is May 10, June 10 and July 10. Expires: April 30.
MIDNIGHT SPECIAL
THE BIG HIT ALBUM
By
JIMMY SMITH

World's Greatest Jazz Organist
with—
STANLEY TURRENTINE, KENNY BURRELL
DONALD BAILEY

BLP 4078 • BST 84078 (stereo)

THE HIT SINGLES FROM THIS ALBUM

"MIDNIGHT SPECIAL"

Blue Note 45X 1819

"ONE O'CLOCK JUMP"
and
"JUMPIN' THE BLUES"

Blue Note 45X 1820

BLUE NOTE RECORDS

43 West 61st St.,
New York 23, N.Y.

Cash Box—April 14, 1962
Epic inks Maharis to 5-Year Pact
NEW YORK—Epic Records has signed George Maharis, featured on the popular TV’er, “Route 66,” to an exclusive five-year pact. Maharis is already represented with a single, “Teach Me Tonight” and “After The Lights Go Down Love,” and an LP, “George Maharis Sings!”, which the label says is one of the fastest-selling albums in the history of the label.

Roskin To Continue As Disk Distrib
NEW YORK—The Roskin companies, the longtime distributors which no longer handle Columbia Records as a result of the label’s formation of its own distributor branches in Hartford and Rochester (see separate story), will continue to distribute disks, accessories and related products.

Parade To Mark Chi Music Fair
CHICAGO—A parade featuring bands and drum and bugle corps from all over the nation will march down Chicago’s Michigan Ave. on Friday, Aug. 31, heralding the opening of Chicago’s World’s Fair of Music and Sound, according to Dick Schory, the Fair’s music and education coordinator. Show will be held Aug. 31 to Sept. 9 in Chicago’s McCormick Place.

Connie In Florida
MIAMI BEACH—Connie Francis, who is currently hitting with “Don’t Break The Heart That Loves You,” casts smiling eyes on MGM distributor Henry Stone as she alights in Miami for her current appearance at the Eden Roc Hotel.

Columbia Masterworks Sales Up 50% In 1st Qtr. Of ’62
NEW YORK—Columbia Records has announced that consumer sales of Masterworks classical recordings had increased 50% in the first quarter of 1962 over the corresponding period in 1961.

William Gallagher, marketing veeep, announcing the unusual sales increase, stated, “Columbia has for the past three years maintained national leadership in consumer sales. The sharp rise in the volume of our classical product now indicates that Columbia’s pre-eminence has been clearly established.

Liberty Discount On New London Album

Seven Arts Goes Into Receivership
NEW YORK—Seven Arts Record Productions Corp., the disk firm operated by Morty Craft, has gone into receivership, with an involuntary petition of bankruptcy having been filed in N. Y. Federal Court. Federal Judge Sidney Sugarman has appointed Alfred Seelen as receiver under a $1,000 bond. Labels under the Seven Arts banner include Seven Arts, Warwick and others.

Important Follow-Up
NEW YORK—Opinions expressed by Ben E. King on his new single, “Don’t Play The Song,” definitely do not reflect the feelings of the management—Atco Records. It occurred to the label’s Jerry Wexler that deejays might take the title of the tune literally, and so he mailed Jocks the following message: “Re: Ben E. King’s record of ‘Don’t Play That Song,’ Please Do!”

Debut New Phonola Line
CHICAGO—A line of 1962 Phonola phonos, consisting of 15 portable and console models retailing from $19.95 to $349.05, have just been marketed by Waters Conley Co., the longtime Phonola manufacturer.

Two of the new stereo models, the Caravelle ($349.95 list) and the Electron ($299.95 list), include AM, FM and FM stereo radio.

According to Howard Koven, national sales manager, Phonola sales are “up 50% from last year, which was a banner year.” Koven said the new line is expected to produce an even greater increase in sales this year.

This new line, which will receive heavy advertising and dealer ad promotion, including time on NBC’s network radio show, “Emphasis.” Ad theme is: “This year Phonola is on ‘Emphasis’... this year the emphasis is on Phonola.”

The new phonos were introduced March 29 at Waters Conley’s annual conference in Chicago.
FCC’s Minow Mops Radio At Chi NAB Meet

CHICAGO—A year after his stinging indictment of TV programming as a “vast wasteland,” Federal Communications Commission (FCC) Chairman Newton W. Minow returned to the National Association of Broadcasters’ (NAB) annual meet in Chicago last week (1-4) to say some words about an older medium—radio.

There was no doubt that the Minow speech on radio would not get the wide coverage—both in the consumer and trade press—that greeted his sensational “wasteland” offering, but he offered a more or less no-holds-barred observation of today’s radio scene as he heard it.

In the area of music programming and deejays, Minow declared that “too many stations have turned themselves into publicly franchised jukeboxes.”

While he quoted Elmo Williams with the wisdom that “radio is a man’s island,” he sympathized with the listener to tune-in to “good music” programming, ranging from serious music to pop geographies.

It was radio commercials that Minow was most concerned with in his speech.

“In too many communities, to twist the radio dial today is to be shoved through a bazaar, a clamorous cashbox, a nephew, a niece and commercials which plead, bloat, heat, whistle, quive and shout.”

New Artist, Disk, Pubbery Firm In N.Y.

NEW YORK—Janel Enterprises, operating in artist management, disk producers and publishing, has been formed here.

Firm is a wholly-owned subsidiary of Osias Enterprises, one of the nation’s oldest and largest residential and commercial building outfits. Ecco lineup consists of: Richard A. Osias, president; Irving Rothman, vice-president; and Harry (Doc) Bagby, general manager.

Rothman is a 30-year music business veteran, having started as a musician with the Henry Jerome orchestra, which he also managed during his 20-year stay with the attraction. He has also worked as an artist management and publishing.

Bagby led his own orchestra for many years.

Janel is currently managing six deejays and is in the process of publishing new songs.

ABC Paramount LP Display

After noting that “too many of you are losing money” (about 1/3 in 1960, he noted), he stated that there seemed to be no mortality rate in radio, but an attempt by broadcasters to sell the losing operation to another who is willing to charge lower prices for “more and more raucous commercials.”

Minow said that FCC attempts to regulate commercial time would use the NAB’s own code, which includes such “standards” as: 4½ minutes of commercial time for a half-hour program with one sponsor; participating shows (e.g. deejay shows) can have one minute of commercials every five minutes.

Minow called for a “shirtsleeves” conference between radio broadcasters and the FCC to work out a contracdition that sees “…more people, more radios, more stations—but smaller audiences and profits.”

“The first question I would ask of such a conference,” he said, “would be whether a breathing spell is in order … so that we pause in issuing new AM licenses while we study the inflation of the airwaves.”

The Toes. session also heard a brief speech by Hamilton Shea, chairman of the All Industry TV Committee which is involved in the negotiations regarding the ASCAP-BMI rate dispute. Since the committee had already turned down the ASCAP offer, the NAB met produced little of the expected excitement over the issue. Shea claimed that BMI was willing to discuss problems with ASCAP. He added that in the event that ASCAP wanted to be difficult and press the matter in the courts, it could only cost BMI more and would ultimately wind up before the Supreme Court.

NAB president The Roy Collins spoke on Monday, attacking the FCC’s public hearings on local TV in Chicago as “illigical in merit and effect” and serving “no good purpose.”

In his speech, Minow said the Chicago hearings would lead to better understanding between broadcasters and their audience.
JUNIOR PARKER

"ANNIE GET YOUR YO YO"
DUKE 345

Watch for JUNIOR PARKER'S New LP
"DRIVING WHEEL"
DLP #76

NEW RELEASE
BUDDY ACE
"WHAT CAN I DO"
&
"SCREAMING PLEASE"
DUKE 346

NEW RELEASE
LITTLE BUCK'S
"SO FINE SO SWEET"
&
"GO ON WITH YOUR DANCING"
DUKE 337

Bobby Bland

4 BIG SIDES
"AIN'T THAT LOVING YOU" / "JELLY JELLY JELLY"
DUKE 338

"WHO WILL THE NEXT FOOL BE" / "BLUE MOON"
DUKE 347

Current Best Selling Album
"TWO STEPS FROM THE BLUES"
DLP #74

Watch for Bobby's Great New Album
"Here's The Man DYNAMIC BOBBY BLAND"
DLP #75

SPIRITUALS
THE SPIRITS OF MEMPHIS
"WHY"
&
"I SHOULD MISS HEAVEN"
Peacock 1847

JOSEPHINE JAMES
"GOD CAN MAKE A WAY"
&
"ON OUR WAY TO THE GRAVE"
Peacock 1836

REV. CLEOPHUS ROBINSON
"SWEET HOME"
&
"I BELIEVE"
Peacock 1854

FIVE BLIND BOYS
"I GOT SOMETHING WITHIN ME"
&
"THE TIDE OF LIFE"
Peacock 1835

DUKE-PEACOCK RECORDS, INC.
2809 ERASTUS ST., HOUSTON 26, TEXAS
Cleveland—Were switchers look over copies of "Bing's Hollywood Story," series of fifteen LP's on which Bing sings his film music. Standing are Chuck Sellman of Decca Records and Mike March, WERE manager. Seated (left) Jeff Baxter, Jack Daniels, and Johnny McShay at WERE.

Reeves and Victor: Years of Success

New York—April marks the seventy-seventh anniversary of the Jim Reeves-Columbia Victor alliance, an alliance which is proved to be most fruitful and satisfactory for both. For Reeves, it is a new friend, success, and a accumulation of gold records, and for RCA a steady financial return.

Reeves, a Texas farm boy, circumstantiated the whole of entertainment, his own special niche—likley found it singing. He began with that ancient guitar and found the reward for his efforts. From this turned to baseball. As a rookie, with the St. Louis Cardinals he was considered a good player with real potential, but a leg injury brought his diamond career to an abrupt end. Not discouraged by a run of bad luck, the mellow-voiced Reeves turned to announcing with a Texas radio station—this too fell short of his expectations and he decided to give singing another try.

A pair of smash singles, "Mexican Joe" and "Bimbo," sparked the young singer's career in 1953 and eventually brought him to the attention of Victor. The past seven years have produced a strong list of bestselling singles and albums for Victor, his single recordings of "Danny Boy," "I Am Losing You," and "Anna Maria" has been show stoppers during personal appearances, and his LP's "The Interview Jim Reeves," "God Be With You," and "Talkin' to Your Heart" have become permanent favorites with his followers.

Saturding this seventh anniversary of the Jim Reeves-RCA Victor association is the release of two new LP's and a single. The albums, "A Touch of Velvet" and "We Thank Thee.

Mercury Cuts "Fly Blackbird"


Col's Monk Revue LP Acquired For Nitely Sale

New York—An original LP of Julian Monk's latest revue, "Seven Come Eleven," originally set for release by Columbia Records, has been purchased by Monk and Irving Haber, owner of the nitely where the revue was presented, for sale only at the nitely. Disk is being made available through Columbia Records. From the label's custom pressing and commercial mailing, Monk presents his reviews at the Upstairs at the Downstairs, this city.

Material Muddle

New York—Paul Case, General professor of Hill & Range, is being run over material with Bigtop producers Harry Bulk and Tony Russo. This, recently pacted to the label.

Cass Box—April 14, 1962
Dot® RECORDS PROUDLY PRESENTS
A SURE ACADEMY AWARD WINNER
WILLING AND EAGER
FROM RODGERS & HAMMERSTEIN’S 20TH CENTURY HIT
“STATE FAIR”
FEATURING
PAT BOONE
BOBBY DARIN
ANN-MARGRET
PAMELA TIFFIN
TOM EWELL & ALICE FAYE
B/W #16349
ITALY’S NUMBER ONE SONG—A BIG HIT
QUANDO, QUANDO, QUANDO
(TELL ME WHEN)
THE FINEST SOUND TRACK ALBUM OF THE YEAR!
DLP 9011 Mono
29011 Stereo
“THE NATION’S BEST SELLING RECORDS”
Civil War Buff Mayor

Tony Award Nominees For Musicals Listed

NEW YORK—Nominations for this year's Tony awards for "Distinguished Achievement in Theatre," including musical shows, were made known last week.

Winners will be announced at the 18th annual awards fete April 29 at the Waldorf Astoria Hotel.

A committee of five selected the nominations, and the membership, about 1,000, of the American Theatre Wing, sponsor of the awards, will vote on the selections, which involve only those productions presented between April 1, 1961 and March 30, 1962.

Nominees in the musical categories include: production: "Carnival," "How to Succeed..." "Milk & Honey," "No Strings"; composer: Richard Adler ("Kwamina"), Jerry Herman ("Milk & Honey"), Frank Loesser ("How to Succeed...") and Richard Rogers ("No Strings"); actor (musical star): Ray Bolger ("All-American"), Alfred Drake ("Kean"), Richard Kiley ("No Strings") and Robert Morse ("How to Succeed..."; actress (musical star): Anna Maria Alberghetti ("Carnival"), Diahann Carroll ("No Strings"), Molly Picon ("Milk & Honey") and Elaine Stritch ("Sail Away"); musical director/conductor: Pembroke Davenport ("Kean"), Herbert Greene ("The Matchmaker"), James Handy ("How to Succeed..." and Peter Mats ("No Strings").

Iris-Trojan & Deerehaven Appoint Manager

NEW YORK—Gray J. Gordon, executive vice-president and general manager of the Iris-Trojan and Deerehaven Music firms, has announced the appointment of Paul Jaulus as general professional manager of the firms.

Jaulus, until his appointment with Iris-Trojan & Deerehaven, was a member of the contact staffua of Spangle Music and also held a position with Bernie Lang Management for eight years.

Ohio Appliances Gets London, Philips LP Line

CINCINNATI—The LP catalogs of London and Philips labels have been acquired by Ohio Appliances, Inc., Cincinnati, for distribution in its territory, according to Earl F. Bracken, v.p. Firm also carried RCA Victor disk product.

Extend Carroll Deal

CHICAGO—The "David Carroll Month Plus Two" LP promotion from Mercury Records, originally scheduled to end April 15, has been extended to April 30. Under the promotion, dealers get free LP for every six purchased.

ASCAP Members Sue 5 Washington Stations

NEW YORK—A host of writer and publisher members of ASCAP have brought copyright infringement suits against five owners of radio stations in the state of Washington.

Plaintiffs allege that copyrighted songs were performed by the outlets without authorization.

Action was brought against: Yakim Broadcasting Corp., owner of KLOQ-Yakima; KLYK, Inc., owner of KLYK, Spokane; Westcoast Broadcasting Co., KPQ, Wenatchee; Graz Broadcasting Co., owner of KGAP, Spokane; Tom Olsen, owner of KYO, Olympia.

Suits, filed in the U. S. District Court for the Eastern District of Washington, in both the Northern and Southern divisions, ask the courts to restrain the defendants from publicly performing these songs in the future, and to award damages of not less than $250 for each unauthorized performance, together with court costs and attorneys’ fees.

Involved in the action are songs by Rodgers & Hart, Cole Porter, Harry Warren, Duke Ellington, Lerner & Loewe, Irving Berlin and others. Publishers include Chappell, Harris, Robbins, Frank and others.

Snetiker To Leave Frank Music Post

NEW YORK—Sam Snetiker, for the past nine years corporate treasurer and business manager of Frank Music Co., will end his association with the firm on July 1 when he leaves to open his own business in the music field.

Miss Cyd Chelman, currently office manager of Frank Music, will act as corporate treasurer.

Snetiker also maintained supervision of the sales, production and educational departments, but no decision has been reached concerning these vacancies.

Before joining Frank in 1958, Snetiker spent 11 years with Ashley Music Supply Co., once a big name in the music jobbing business, and served successive terms with Leeds and Chappell prior to joining Frank.

Onstage At Columbia’s “All American” Original Cast Session

NEW YORK—Goddard Lieberson, president of Columbia Records, discusses the original cast recording of “All American” with its stars Eileen Herlie and Ray Bolger (center). Columbia cut the LP in its New York studios and the album has already been shipped to dealers throughout the country.

Cash Box—April 14, 1962

A-R Men Preview Scores Of London Hits Due Here

NEW YORK—In a rare move, A&R men and other label execs were invited last week to hear the original-cast LP's of two English musicals that David Merrick plans to produce in the U. S. this fall.

It's highly unusual for a publisher — in this case Howie Richmond's Hollice Music, publisher in the U. S. of both scores — to invite labels on a collective basis to preview show music.

Normal procedure is to present private previews to individual labels. Site was the Olmstead Studios, 1 East 54th St., this city.

Both musicals are big London hits. They are "Oliver!" (patriot adapted) from Charles Dickens' "Oliver Twist," book, music and lyrics by Lionel Bart, and "Stop the World — I Want to Get Off," book, music and lyrics by Leslie Bricusse and Anthony Newley, also starring in the production.

The original-cast LP's of both scores are released in England by English Decca. It is understood that America's London label, affiliated with English Decca, has an option to match the price offered by any other U.S. label for the cast LP rights to the scores.

A Smash — All The Way

RONNIE

and the HI-LITES

“I WISH

THAT

WE WERE

MARRIED”

Arr. & pro. by Hal Wass
Joy 260

Joy Records Corp./1949 ASCAP
Jim Reeves celebrating 7 hit-making years on RCA Victor and now his biggest hit of all: "Adios Amigo" "A Letter to My Heart" 8019 RCA Victor
**Playin’ Of The Green**

NEW YORK—In reply to suit alleging copyright infringements, National Musitme Corp., a background music firm, has charged in U.S. Federal Court that publisher agent and trustee Harry Fox’s operation constitutes a monopoly.

Suit was brought against National Musitme last Feb., by some 32 publishers, at the instance of Fox, contending that Musitme had made tapes of songs copyrighted by the publishers that were “reproduced in public performances for profit” without any “authorization, consent or license.” The publishers’ action declared that since the tapes were made for profit, a reward could be made under general damages, which would result in $5,000 for each infringement instead of the 2c payment specified in the copyright act.

National Musitme’s counter-suit pressed its contention of monopoly on Fox’s part by declaring that Fox, as trustee of the plaintiff’s copyrights, is “either monopolizing or in a position to monopolize the business of reproducing musical works...”

The suit further alleged that Musitme’s action fails on the part of the plaintiffs or their licensees to attach a notice of copyright to the compositions, thus making them taken in the Public Domain (PD) and not subject to royalty payments.

In addition, National Musitme contends that Fox violated the Section 1 of the Copyright Act by granting licensing rights to other background music firms, including Muzak and Music-Tone, etc., without notifying or compensating each of them, “are required under Section 1 of the Copyright Act to grant any other person, on like terms and conditions of similar licensees or make similar use of the copyrighted work.”

The counter-suit also states that “all times hereinbefore mentioned, the defendants have been ready, willing and able to pay to the copyright proprietors to each of the musical compositions referred to in the complaint, a royalty on each part manufactured to the plaintiffs or to Harry Fox as agent and trustee.”

**French Visitor**

NEW YORK—French singing sensation Johnny Halliday stepped up at the Cash Box offices, while on his first visit to our shores. Here he’s shown talking with CB staffers, (left to right) Dick “Bones” Zimmerman, Marty Astrow, the character and Iris “Fats” Howard, Johnny, who’s currently clicking with his premiere, Philips single in the U.S., “Shake The Hand Of A Fool,” just made his LP bow, “America’s Rockin’ Hits.”

**Shani Bows In Gotham**

NEW YORK—Philips recording artist Shani Wallas recently flew over from London and made her New York and American debut in the Plaza’s Persian Room. Hotel veep Neil Lang introduced the lark with a cocktail party for the local spinners. Shown here (left to right) are station execs Don Luftig (WINS), Bill Schwartz (WBCN), and Marc Olds (WNEW) surrounding the songstress.

**TV Talent To Cut Kiddie LP’s For Peter Pan**

NEW YORK—Familiar faces on TV screens have been signed to cut comedy and fun LP’s for the Peter Pan label. They include Arnold Stang, centerfiger Jimmy Nelson, Sonny Fox, Dayton Allen, the voice of Deputy Dooz, Mark Wilson of “The Magic Land of Oz,” Mrs. Selma Rich Brody is developing the expanded kiddie line of Peter Pan, a division of Synethic Plastics Record Corp.

**H&A Selmer Reports Record Earnings**


The firm’s first public annual report, mailed recently to stockholders, shows net earnings after taxes and preferred dividends of $20,391,962, compared to $28,200,000 for 1960.

Per share earnings, based on average shares outstanding each year, were $1.27 for 1961, up from $1.21 for the previous year. A 5c per share dividend was paid in 1961, while no dividends were paid in 1960.

On March 1, 1962, ERIE (Monument division) was sold to holders of record Feb. 15.

Clairwood, head of the company, is a member of Selmer’s board of directors.

**Discount Plans For London Labels**

NEW YORK—London’s Joe Bolt announced last week that the label is offering a 10% discount on London International’s TD and TF series and 20% on London Classics’ (not including operas) CS and CM series. Both plans run till the end of April. Walt McIntire added that there are 15% discounts on both the Ace Cannon “Tuff Sax” (SS) and Roy Orbison “Cosmic Band” (MGM) albums.

**Checker To Star In N.Y. Twist Show**

NEW YORK—St. Nicholas Arena, this city, will house a twist extravaganza Saturday and Sunday, April 14th and 15th. The Checker, who is being produced by Australian promoter Lee Gordon.

Billed as the “Chubby Checker Twist Party,” the show is part of a 60-day tour of major United States cities, and is being kicked off on April 13th in Miami.

Besides Chubby Checker, who recently completed a successful stint at New York’s Copacabana, the following stars will be featured: Joey Dee and the Starliters, Gary (U.S.) Bono, the Don Ivy Band, Denny Soul, and Chubby Grove and his Friends, and the Carrolls, the “Archies.” The show will be performed by WINS disk jockey, Murray Kauf- mann.

**In-Store Promo**

DETOUR—Nancy Wilson, who just completed two sell-out weeks at Baker’s Keyboard Lounge, Detroit, was stopped by at the Monroe Music store to promote her latest Capitol album. Shown with the lark in the photo is Tom Gelardi, label promo representa-
Newtown Records PRESENTS
The Blue Belles (NT-5000)

I SOLD MY HEART TO THE JUNKMAN

Send for free DJ or Radio Station Copy
Write: Harold B. Robinson
6600 N. Broad Street
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ORDER NOW FROM YOUR DISTRIBUTOR

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Phoenix
SUNLAND
Orvaldo Venzar
San Francisco
ACME SALES
Olan Harrison
Seattle
C & C
Stan Jaffe
St. Louis
RECORD MERC.
Skip Gorman • Al Chotin
Garners' Octave LP's On Philips Broad

NEW YORK—Disks made by Erroll Garner under his Octave label will now be released in all foreign markets by Philips Phonographic Industries of Holland.

Deal covers a seven year period, during which time the pianist will cut three albums a year, including a "live" session during his upcoming English concert tour.

ABC-Paramount Records retains rights to Garner's Octave outings in the U.S. and its possessions.

The agreement gives Garner "strict" control and approval rights over all materials to be released, and over the quality of the pressings. Octave will deliver finished tapes, art work, and liners to the Philips parent organization in Holland, and to London office. These two centers will service the entire Philips global distribution structure.

As in the U.S., Garner's Octave recordings will be sold in Europe only through retail outlets. This points up again the anti-disc club feelings of Garner and his manager, Martha Glaser.

In conjunction with Garner's forthcoming concert tour of Europe and England (May 10 to June 15), Philips is rushing out Garners latest Octave release, his second for the label, "Close Up Swing."

The past was set by Wall Langenberg and Tony van de Haar of the Philips Holland office, Leslie Goull of Philips in London and Paul Kern, attorney for Philips. S. Peter Pryor, attorney for Octave and Martha Glaser. Shown above at the inking ceremonies are Garner and van de Haar.

Deejay Digs Toni

NEW YORK—Jack Dalton, newly appointed program director of WGUY-Bangor, Me., digs Toni Fisher's Big- top dinkin of "West of the Wall."

He recently locked himself in one of the station's studios and played the deck for a 24-hour period. The Bangor police department was reportedly flooded with over 5,000 phone calls and the station's own lines were completely cut off by a barrage of inquiries. As a stunt, he was fired, but reinstated when the disk itself forwarded a taped "thank you" in which she made a plea for the return of his job.

Ray Charles Singers Cut 2nd Album For Command

NEW YORK—Knoeh Light, A&R head for Command Records, has announced that the Ray Charles Singers will make their second album for the label. The choral group's first LP for Command, released last Dec., was "Something Wonderful," which was produced on conventional tape. The new album will be master recorded on 35 mm magnetic film. Charles, choral director for the Perry Como T'V'er, will use a chorus of 16 voices accompanied by an orchestra.

Sure Shots

"EVERYBODY LOVES ME BUT YOU"
BRENDA LEE (Decca 31379) Pick of the Week—4/7

"OLD RIVERS"
WALTER BRENNAN (Liberty 55436) Pick of the Week—3/24

"I FOUND A LOVE"
FALCONS (Lu-Pine 1003) Pick of the Week—1/27

"KING OF CLOWNS"
NEIL SEDAKA (RCA Victor 9007) Pick of the Week—3/24

"TWISTIN' MATILDA"
JIMMY SOUL (P.Q.R. 3300)

"VILLAGE OF LOVE"
NATHANIEL MAYER (Fortune-UA 545) Best Bet—3/3

"BLUES (STAY AWAY FROM ME)"
ACE CANNON (Hi 2051) Pick of the Week—3/24

Cash Box—April 14, 1962

Previn & Wife Writing Initial B'way Musical

NEW YORK—Andre Previn, the multi-talented music man, and his wife, Dory Langdon, are working on the songs for their first venture into Broadway musicals. Previn, paced to Columbia Records as a pianist, will write the melodies, his wife the lyrics for a musical version of Ben Lucien Burnam's novel, "The Street Of The Laughing Camel."

As a composer, Previn has written tunes and scores for 37 films, including, from "Pepe," "The Lonely Part Of Town" (lyrics by his wife), which was nominated for an Academy Award last year.

His best-known effort is "Like Young," a theme he wrote for the first Fred Astaire T'V'er, and which became a big hits single via his own key- board work and David Rose's orch backing on the MGM label. His wife later supplied a lyric to the tune.

Previn won two Oscars for arranging the flick scores for "Porgy & Bess" and "Gigi."

Distrib Exec Again Promo Head

CLEVELAND—Dennis Ganim has returned to the post as promotional di- rector of M. S. Distributing Co., Cleveland, after a temporary stint in the sales department.
I NEED SOMEONE

DON'T GET AROUND MUCH ANYMORE

TELL ME WHY

and NOW... their LATEST Smash!

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and

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PERSONAL ATTENTION is a Custom at RCA! "Indies" of the record business flock to RCA Custom for personal attention to their needs. RCA representatives offer their customers expert advice—free. Plus, custom-tailored service and step-by-step supervision of every order. Custom men are knowledgeable fellows, with the latest know-how on every phase of recording and manufacturing...packaging and distribution. These friendly lads cherish your satisfaction. They'd dearly love to help you to your first gold record. They could do it, too! Call soon.
ITALY

Italy's Best Sellers

1 Week

6. Let's Twist Again: Peppino Di Capri—Carisch, Chubby Checker
    - Import/English
    - RCA/Philips
    - RCA

5. Quando, Quando, Quando (When, When, When): Tony Renis—
    - RCA
    - RCA
    - RCA

4. Tango Italiano (Italian Tango): Milva—Cetró, Sergio Bruni—
    - RCA/Columbia
    - RCA/Columbia

3. La Ballata Della Tomba: Niní Rosario—Durium

2. Tiger Twist: Armando Schicca—Voilete/Published by Ariston
    - Import/English
    - RCA

1. Let's Twist Again: Peppino Di Capri—Carisch, Chubby Checker
    - Import/English
    - RCA/Philips
    - RCA

6. Let's Twist Again: Peppino Di Capri—Carisch, Chubby Checker
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    - RCA/Philips
    - RCA

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    - RCA
    - RCA

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    - Import/English
    - RCA/Philips
    - RCA

BELGIUM

Belgium's Best Sellers

1. Vrienden De Lieve Twintig (Let's Twist Again): Johnny Holiday/Philips
   - Belanda/Bruxelles

   - Belanda/Bruxelles

   - Belanda/Bruxelles

4. Il Vangelo Del Mondo (Chubby Checker/Columbia)
   - Belanda/Bruxelles


6. Il Vangelo Del Mondo (Chubby Checker/Columbia)
   - Belanda/Bruxelles


8. Vrienden De Lieve Twintig (Let's Twist Again): Johnny Holiday/Philips
   - Belanda/Bruxelles

   - Belanda/Bruxelles

10. Vrienden De Lieve Twintig (Let's Twist Again): Johnny Holiday/Philips
    - Belanda/Bruxelles

Cash Box—April 14, 1962—International Section
England's Best Sellers

1. Wonderful Land—The Shadows (Columbia) (F & D)
2. Tell Me What He Said—Helen Shapiro (Columbia) (Armore & Beechwood)
3. Dream Baby—Roy Orbison (London)
4. Can't Help Falling In Love—Elvis Presley (RCA) (Monogram)
5. March Of The Siamese Children—Kenny Ball (Pye) (Williamson)
6. Let's Twist Again—Chubby Checker (Columbia) (Aberbach)
7. Hey Baby—Bruce Channel (Mercury) (Peter Maurice)
8. Windmills—Karl Denver (Decca)
9. Twistin' The Night Away—Sam Cooke (RCA) (Kapp)
10. Stranger On The Shore—Acker Bilk (Columbia) (Scherwin)

England's Top Ten LPs

1. Blue Hawaii—Elvis Presley (RCA)
2. Taps With Me—Helen Shapiro (Columbia)
3. The Young Ones—Cliff Richard (Columbia)
4. West Side Story—Soundtrack (Philips)
5. The Black & White Minstrel Show—Barry (HMS)
6. The Shadows—The Shadows (Columbia)
7. Rising Twenties—Dorothy Provine (Warners Bros)
8. South Pacific—Soundtrack (RCA)
9. Windmills—Karl Denver (Decca)
10. Sound Of Music—London Cast (HMV)

Eire and N. Ireland's Best Sellers

1. Wonderful Land—The Shadows (Columbia)
2. If I Care—Johnny Keating (Pye)
3. Tell Me What He Said—Helen Shapiro (Columbia)
4. March Of The Siamese Children—Kenny Ball (Pye)
5. Of The Two—Twist—Chubby Checker (Columbia)
6. South Pacific—Soundtrack (Columbia)
7. If I Love You—Elvis Presley (RCA)
8. Walk On By—Leroy Van Dyke (Merrimac)
9. The Twist—Chubby Checker (Columbia)
10. My Big Four—Kenny Ball (Pye)

Lee In London

LONDON—Brenda Lee, who is currently riding the charts with the "Everybody Loves My Baby," is the latest in a series of exotics from the Decca organization to be selected by her first visit to Great Britain. Shown (left to right) are Roy Lister of Warner Brothers, Pat Campbell, Tony Hall, and King Tony of Decca's exploitation department.

(England Cont'd)

Class Eight—For Outstanding Services To British Music
1. Cliff Richard And The Shadows
2. Bobby Weiss, Warner Bros. international director, flew into London via Berlin and Hamburg for discussions with Decca executives concerning the Warner Bros. summer schedule.

American agent Minnie Greenfield is currently negotiating for a season at Las Vegas for Mr. Acker Bilk and his Paramount Jazz Band now climbing the American charts with "Stranger On The Shore" on Atoe. Bilk has a tour of Australia and New Zealand lined up for early 1965. His latest LP in the Lesman Jazz Series on Columbia originated for the American market under the title "Serenade To A Loon." It will now be released here on May 4 titled Stranger On The Shore."
DENMARK

The three South African artists, Elizabeth Julius, Yusuf Williams and Arthur Gillies, who came to Sweden as members of a South African show troop and decided to remain in Sweden when the rest of the troupe returned to South Africa have now been in Copenhagen, appearing on the popular TV show "Jeg Det Verdens Bedste" [I'm the World's Best]. "Wings Of A Dove," the record sold 25,000 in Norway. This record was the first time Miss Movig broke through the big sales figures with her recordings. The silver disc is awarded by the daily paper Arbeidstidende in Oslo.

Swedish publisher Stig Anderson visited Oslo on a promotion trip for his new recordings. He took the opportunity to see "Amapola," a well-known entry in Sweden. He also returned with the news that the "Princess of Africa" has been presented in "Ett Stort Skådespel" (a large-scale play) in Stockholm.

Young teenager singer Gitte's first film, "Princess for a Day," was directed by a woman director. The film has been released in Portugal, Spain and France. A leading name the film has become a great financial success. Germany, where Gitte is a great name, will have the picture shortly.

In a promotion trip for his songs was Stig Anderson of Beng Music and Sweden Music in Stockholm.

SWEDEN

A new record company has debuted on the market here. The label is named Kaskad, operating from Sölväng 8, Trolldölen. The initial records include the songs "Amapola" and "Hule" with Lenni and His Falcons.

Eyelash To England October 22, 1961, it was announced that a new attempt will be made for a short time the company Columbia Pictures, reports publisher and songsmith Ake Gerhard-Larsson of Belinda (Sweden (Scandinavia) AB). He has received a request from Columbia to record the songs of the two artists for the film, but has not yet made any decision or suggestion.

The German Eurovision song "Zwei Kleine Italiener" (Two Little Italians) has been presented as "Tina och Marin" (Tina and Marina) in Scandinavia, where it has been presented by Stig Anderson of Sweden Music. Karusell Records made a small step by presenting the song sung by two new teenage girls under the name Tina and Marina. According to reports, their recording of the song has already reached the top twenty lists here.

Swedish musician artist Anita Lindblom has been offered to appear on the Perry Como Show, it is reported. Also Norwegian Trilda artist Arne Bendiksen has been approached to appear in the same show.

It has been said here that the record shows have too many unqualified people to sell records without knowing anything about the things they are selling, and customers: customers are a little strange from time to time. A record shop nearby Stockholm reports that one day a lady came in and asked for a certain record. When the shop assistant picked out the record immediately and asked the lady if she would like to listen to it, "No," the lady replied, "I only wanted to know if you have that record. You didn't have it a couple of weeks ago." And then the lady left.

Cash Box—April 14, 1962—International Section

Cash Box FRANCE

Cash Box has just received a letter from London Records, Canada, reporting that the French version by Henri Salvador of "Le Lion Est Mort Ce Soir" has a tremendous success in that country. The song is continuing to hold on and now that some in France, and Vic Taber believes it to be the only song that can compete these days with the best of Johnny Hallyday's releases. Sales figures are a perfect example of the performer's recent efforts, and the results are now quite definite. Besides, any other disks will begin to look up, too.

Cecil Hands and Nicole Barclay are finally back in Paris after their business trip to the U.S., and they say that it was a success. The results are far better than they had hoped. And they got back just in time to give their personal attention to singer Jacques Brel, new to France. The last disk from "Zwei Kleine Italiener" is reported to have been awarded silver status, and the record has sold 25,000 in Norway. The record sold 25,000 in Norway. This record was the first time Miss Movig broke through the big sales figures with her recordings. The silver disc is awarded by the daily paper Arbeidstidende in Oslo.

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Cash Box—April 14, 1962—International Section

Cash Box SCANDINAVIA

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Cash Box—April 14, 1962—International Section
It is with great regret that we report that John Laws, one of Australia’s most popular disc jockeys, has died of a heart attack in New York. John Laws, the "King of the Breakfast" with his "Two Guitars," has built a fine reputation and a large audience with his DJ sessions on Radio 2GB in Sydney and his countless friends in the trade throughout the world will join Cash Box in sympathy with his family. Australia’s music lovers have a real feast of topnotch "live" entertainment in recent weeks as a result of visits to this country of The London Philharmonic Orchestra and The Dave Brubeck Quartet, who were brought to Australia especially to take part in the Adelaide Festival of Arts. The London Phil and the Brubeck Quartet also gave concerts in the large cities of the other states and in country areas where they drew tremendous audiences. It was obvious from the full houses at the Brubeck concerts that this group has won a whole legion of new fans since their previous visit and there is no doubt that the group’s single hit "Take Five," which has now been largely responsible for the great revival of interest in jazz in this country—Australian Record Company—which handles the records in this territory—can expect a big boost in sales of Brubeck albums following this tour.

Miss Lamb of Belinda Music called Cash Box with details of a New Zealand tour for Johnny Devlin. The tour is for promoter Harry Miller and Devlin will join forces with Johnny Ray for a six-day concert run. Johnny, a New Zealander who immigrated to Australia some years back, is due to join his wife in the touring line-up. He will be accompanied on the tour by his wife and their small child.

Star disk jockey Allan Lappan of Radio 2KO in Newcastle (New South Wales) has won a "Tempo" levy, the proceeds of which will be divided among the top-name local artists for his show and also uses overseas hit records. Allan is in a position to make good use of any film clips of overseas artists that are sent to him. He can be reached at 3BH-Channel 3, Newcastle, New South Wales, Australia.

Leeds Music secured the local rights to the popular overseas song “White Rose Of Home” last week, and the group also has a new local version by Patty Markham which should give the song a great chance of getting strong chart action in this country. The sheet copy of "White Rose Of Home" is also available.

Norman Llewelyn, one of Brisbane’s most popular radio personalities, has been appointed Manager of Radio 4BH in Brisbane. Prior to this promotion Norman was a DJ, then program manager for 4BH.


Records by Australian artists are now available in many countries throughout the world. In a special Press release from Roy Atkinson of the PR department of Festival Records, Festival advised Cash Box of the releases in 14 countries of Festival’s local stars. Col Joye’s latest release, "Go-Go Gal," has now been released in the United States ahead of its Australian issue and Johnny O’Keefe’s big smash of a whole back "I’m Counting On You" has now been released in America. Other recording artists whose disks have been released in at least one or more overseas countries are Warren Carr, Johnny McDow, Paul McDow, Jeanie Eagan (Chicago), Jo Dee Boys, Tony Brady, The Lee Men, Johnny Devlin, Hal Carter and Jack Speering.

Two interesting new albums from RCA are sure to be well received here by disk buyers—they are "Combilo" by Henry Mancini and "A Rare Batch Of Stitch" by Louis Armstrong. The latter carries a group of Armstrong’s great sides from early days.

Bill Gates, one of our nationally known DJs, is currently on a world-wide tour, tapping interviews with leading record stars and company executives for broadcast over the vast Macquarie Network. Bill’s home station 4BH in Bris
tane has already broadcast some of his tapes from San Francisco, Las Vegas and Los Angeles.

**Australia’s Best Sellers**

1. **Multiplication** (Bobby Darin—London) Trinity Music
2. **Midnight In Moscow** (Kenny Ball—Pye) Essex Music
3. **Saturday Night at the Waldorf** (Bobby Darin—London) Bell
4. **Stranger On The Shore** (Acker Bilk—Columbia) Robert Mellin
5. **Moon River** (Henry Mancini—RCA) Chappell & Co.
6. **Good Luck Charm** (Elvis Presley—RCA) Belinda Music
7. **The Thrill Is Gone** (Elvis Presley—RCA) Belinda Music
8. **Crying In The Rain** (Everly Bros.—Warner Bros.) Leeds Music
9. **Chattanooga Choos** (Floyd Cramer—RCA) J. Albert & Son
10. **Nut Rocker** (E. Bumble & The Stingers) Festival

**Happy Trio**

**CB Visitor**

NEW YORK—Karl Breuer of Hansen Sikorsky, a Hamburg publisher, recently stopped by at Cash Box to discuss the world-wide music business. Breuer, who previously had "Answer My Ringing Bell," a hit film title, in his stable, currently has "Two Guitars" which Billy Vaughn hit with in Germany this year. The music exec is in town seeing publishers and promoting "Ivan Ivanovitsch," his latest American release issued on the Landa label and featuring Anna Lena. Breuer will be at the St. Morris until April 19.

Frankie Avalon arrived in Mexico City March 30 directly from Los Angeles and was welcomed at the airport by many fans, including a brace of Shari Faye, fainted at his feet. On the same day, Gamma Records, the Chanceller label in Mexico, and the Terraza Casino night, where Avalon performed 10 days, hosted a cocktail party to introduce him to the press, radio and television people.

Ludlow told Cash Box that he’s going to make a picture in Spain and probably another in Italy.

Back in Mexico after a three week tour in South America are The Teen Twisters, the rock ‘n roll crew, who performed in Butch Aires for 15 days, in Montevideo and Santiago. The first voice of the group, Ken Smith, told Cash Box he is going to leave the group and perform as a solo, on the Columbia label and the group’s label. Smith replaced Enrique Guzman, who also left the group, to go it alone.

Mexican violinist Armando Romero and his "magic violins" earned the amateur trophy given by The Dinners Club in Las Vegas via its president David Romero is performing every night at the Sultan’s Table of the Hotel Del Ray and very soon will start to record in the United States.

RCA announced the recording of a new version of a popular American song, "Come September," by the rock and roll group The Sinners. This is the second RCA release by this group.

With the inauguration of XEAF, a new radio station is Gudalajara, Col. Its program sent a musical caravan with The Teen Tops, Julissa, Leda Nore and the Huerta’s sisters and this orchestra.

A new TV show has started named "A Ballar Twist" (Let’s Dance Twist). It’s on 7:30 P.M. Monday night and will start popular comic Manuel "Loco" Valdez. A lot of artist of the "New Wave" signed contracts to participate in this show.

"Amor En Abril," the recording of this group. The Four Amigos is getting very popular.

Paco Aranda of Section Central and South America for his new record to get new music material for future recordings on this label.

A new publisher, under the name of Milus Music de Mexico, represented Campell, a new organization founded by the Los Panchos singers. After, the group has been formed here. Popular female singer, Vida Tmoloff is the direction of this new organization, which will represent in Mexico the World Music Corp. of New York. It will be affiliated with 17 different countries.

Bill Haley and his Comets getting stronger each day in Mexico with their "Twist recordings in Spanish made at Orsena Records. This label released a single with the titles "Rudy’s" and "Bikini Twist."

Mexico’s Best Sellers

1. **El Loco**—Javier Solis (Columbia)—Los Tres Axes (RCA) (PHAM)
2. **Mi Chica Josefa**—My Girl Josephine—Bill Black Combo (London) (EMMI)
3. **Multiplication**—Bobby Darin (Gama)—Fabricole (RCA) (BRAMBILA)
4. **No Existe El Amor**—Cesar Costa (Orfeon)—(PHAM)
5. **Saya La Coqueta**—Ranaroud Sue—Dion (Gama) (Mayte—RCA)
6. **Mi Caprichito**—Sonora Santanera (Columbia)—(EMMI)
7. **Caravana Twist**—Caravan—Bill Haley (Dimasa)—(PHAM)
8. **Mexico Mandala**—Capitol Records (RCA) (EMMI)
9. **Yo Vengo De Mexico**—Cancio in Spanish (Columbia)—Juan Mendoza (Philips) (EMMI)
10. **Viva Septiembre**—Comer Septiembre—Bobby Darin (Gama)—Bill Van (Dimasa) (BRAMBILA)
11. **Muequeita**—Enrique Guzman (Columbia)

**Mexico’s Best Sellers**

1. **El Loco**—Javier Solis (Columbia)—Los Tres Axes (RCA) (PHAM)
2. **Mi Chica Josefa**—My Girl Josephine—Bill Black Combo (London) (EMMI)
3. **Multiplication**—Bobby Darin (Gama)—Fabricole (RCA) (BRAMBILA)
4. **No Existe El Amor**—Cesar Costa (Orfeon)—(PHAM)
5. **Saya La Coqueta**—Ranaroud Sue—Dion (Gama) (Mayte—RCA)
6. **Mi Caprichito**—Sonora Santanera (Columbia)—(EMMI)
7. **Caravana Twist**—Caravan—Bill Haley (Dimasa)—(PHAM)
8. **Mexico Mandala**—Capitol Records (RCA) (EMMI)
9. **Yo Vengo De Mexico**—Cancio in Spanish (Columbia)—Juan Mendoza (Philips) (EMMI)
10. **Viva Septiembre**—Comer Septiembre—Bobby Darin (Gama)—Bill Van (Dimasa) (BRAMBILA)
11. **Muequeita**—Enrique Guzman (Columbia)
ARGENTINA

A joint open-space pop festival at Tokyo's Metropolitan Zoo under the sponsorship of Toshiba and Victoria labels is now underway. The show started on March 22 and will continue to April 25, Monday to Saturday, 7 p.m. An admission fee from each firm are represented. Event is part of the 8th anniversary celebration of the zoo, the biggest in Japan.

Toshiba Records has completed the organizational and personnel changes to meet its new responsibilities as a newly established public relations drive committee is under the chairmanship of Shigeru Sunada, managing director.

Another important division involves the sales distribution branches into two major groups. East sales division is made up of three distribution branches in Tokyo, Nagoya and Sapporo, while the west coast sales division includes branches in Osaka, Hiroshima and Fukushu.

Kazamuri Tsuyuki, ex-executing manager of Tokyo branch of Columbia, has joined Yahama Music. He will be the managing director of Art Friend Association, a talent firm, married well-known woman writer Sawako Ariyoshi on March 27.

He was the first J-pop singer to hit the US charts after a busy but unsuccessful period. His main recordings include "Twistin' Up," "Twistin' Down," and "Twistin' Around," a record-breaking success in the world. Youngster has cut eight sides for the label. New Osaka distribution branch manager for Columbia is Chojiro Ueda; Akira Nakada is the director of the diakery's distribution branch in Nagoya. There's also a new branch in Hiroshima.

Head office of Nippon Grammophon Records is now located on the first floor of Tokyo's Hasegawa Dai-Roku Building. The building is located at 4, Mitohigashi-cho, Shibuya-ku (telephone number is 03/3626/9349). Other floors are occupied by the label's parent company, Fujie Electric Co., Ltd.

JAPAN's Best Sellers

(LOCAL)
1. Eriko/Yuko Hashi, Viero
2. Suzuki/Bushi/Hiroshi, Toshiba
3. Osboto/Hideo Murata, Columbia
4. Koshu/Akira Matsuura, Viero
5. Yuki/Matsushima, Toshiba

(International)
1. My Oh Darlin', The Cremmons/T. Brown, Jimmie Yokota, King
2. The Beach Boys/Cafe/Sand, Los Angeles, Capitol
3. The Beatles/Help, Caribou, Polydor, Ray Anthony, Capitol; Sheicho Matsumura, Toshiba
4. Hello Mary Lou/Neil Sedaka, Victor
5. Let's Go!/Andy Loves You, Capitol

Argentina's Best Seller LP's

The Locura (7th Explosive) Selection (RCA)
Pavulpo II Selection (Odeon Pops)
El Rey Del Tango (Fermata)
Alma Sallena Los Chalchaleros (RCA)
La Pomada (6th Explosive Selection) (RCA)
Rose Pops (Fermata)
Los Grandes Exitos Los Cinco Latinos (Columbia)
Local Product

Argentina's Best Selling LP's

The Young Ones (Cliff Richard)
Stand At Your Window (Jim Reeves)
No More (Elvis Presley)
Compadre (The Copa)
Never On Sunday (Connie Francis)
The Lion Sleeps Tonight (The Tokens)
Mulato (Ricardo Ponce)
Can't Help Falling In Love (Elvis Presley)
Johnny Will (Pat Boone)

LOCAL Product

Japan's Best Sellers

1. Popotitos (Venice—Edami) Teen Tops (Columbia)
2. Balada De La Trompeta (Ballada Dela Tromba) (Titamus—Fermata) Los Cinco Latinos, Jose Carlos Garcia, Tatsuo Tamura, Nino Rosso, Alberto Frutos (Miróton); Los Cuatro Del Embrasa (RCA)
3. Twist In USA (Twistin' USA) (Kalmann Rosarita—Fermata) Chubby Checker, Parkway
The “Song For Europe” contest is finally over and although the German entry did not finish in the top three, it looked like this was the most important contest for Germany. In previous years, it was possible that a festival number could become popular and several have had great effect on the German record market in terms of sales. However, this year, no less than seven of the 12 records from the Festival have turned up in sales figures topping the charts. It looks like Germany has finally found the answer to “San Remo” type success. The present chart topper and winner of the German Festival, the traffic press is still riding high and 200,000 records to date, and a song which failed to place in the final “Eine Rose Aus Santa Monica” sung by Spanish songstress Carmela Corren has picked up 200,000 in sales. The second place title “The Ways To Love”, from Sri Malmvist is selling surprisingly well, and is also climbing the charts. The 3rd placed winner “You Can’t Buy A Heart”, sung by Magot Eskens has also passed the 100,000 mark in sales and also has a substantial place on the hit list. Other festival waxings by Wynn Hoop-Firko ManoI, Bill Ramsey & Jimmy Sellers were also released as Festival cuts in America. In the festival, the trade press pounced on the festival as a second rate contest as in previous years, but they soon had to eat its words as the buyers poured into the record shops to pick up copies of their festival favorite. The trade is expecting a sale of over a million records as a direct result of the festival making this year’s event a complete financial success. Germany finally has its “San Remo” and the eyes of the world are on several songs which could become international favorites.

Francis Day & Hunter. Music reports that its entry in the festival, “Eine Rose Aus Santa Monica,” has sold to 100 countries and has every chance of becoming a world hit. The song was written by one of Germany’s top arrangers Heinrich Alisch who did the arrangements for million sellers “White Roses From Blue Grass” and “Dance With Me In The Morning.” It is the first hit for Heinrich as a composer. There are already 8 records here, Gerhard Wendland is now touring the U. S. The hit singer will visit Chicago, New York, San Francisco and others before returning to Germany to pick up his cut. He was the lead for a million on “Dance With Me In The Morning.” Gerhard has also recorded for the A & R International Festival, and will do his first test date in English in New York under the direction of A & R man-arranger Quincy Jones. He’ll sing his tango smash “Dance With Me” and his newest release titled “Let’s Go Home.” Both numbers are produced in the U. S. by Bourne Music. Original publisher is Melodie Der Welt.

Peer Music Music chief Theo Seeger reports action on the new release of the South American oldie “El Sombrero Fandango” has been cut in German by Paul Kuhn for Electrola and by Caterina Valente with Silvio Francesca for Decca.

England’s Helen Shapiro visited Cologne and cut her first sides in German for Electrola. Heinz Gietz handled the production.

Polydor has cut an LP with the top stars in the stall of “My Fair Lady.” The stars on the LP include Peter Alexander, Sandor Konya, Willy Millowitch (of the duo Primo), Pete Kneer, The Hazy Ostewald Sextet and Kurt Edelheim with Orchestra.

Ralph Maria Siegel reports that his record firm Jupiter Records has cut a couple of cuts of the tunes including San Antonio Rose Dixie, “El Rancho Grande,” and others.

Bert Kaempfert writes from New York that all is going well for him. Bert is on a 2 month trip to the U. S. where he will visit with DJ’s and do personal appearances. He is ready and in top form. Ed Sullivan show is in the works. In the meantime, his “Afrikanen Beat” is rocking up top sales as a single and all over the world.

That’s it for this week in Germany.

**Germany’s Best Sellers**

1. **Zwei Kleine Italiener** (2 Little Italians) - Conny-Columbia-Peter Meisel - Gordon De Heu (Johnny Will) - Gerhard Boettcher - Decca-Boll Buble
2. **Romantische Musik** - Carmela Corren-Ariola - Franz Day & Hunter
3. **Salome in Sued/Mama Hel** - Den Hammer (Mama Get the Hammer) - Ralf Bendix-Columbia-Gerig Peer
4. **Happy Hoss** - Peter Meisel - birka - Bobby Moore - Decca-Ralph Maria Siegel
5. **Silvermoon** - Peter Kraus-Polydor-Gerig Peer
7. **The Peppermint Twist** - Caterina and Sylvia/Joey Dee - Decca/Decca

*Original German Copyright*

**SEE TOP 100**

**PUBLISHER LIST THIS WEEK**

**PAGE 38**

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NOME: AUSTRALIAN Record Company

UNITED ARTISTS Pictures recently joined for a full-scale promo of "West Side Story." In the above photo (left to right) A. W. T. (Bill) Smith, managing director of ARC, Frank Dick, publicity director of United Artists Pictures, and Jim Sutton, general sales manager of ARC.

BRAZIL

**Brazil’s Best Sellers**

**Sao Paulo**

**Rio de Janeiro’s Top Ten LP’s**

**Sao Paulo’s Top Ten LP’s**

**Brazil’s Best Sellers**

**Sao Paulo**

**Rio de Janeiro’s Top Ten LP’s**

**Sao Paulo’s Top Ten LP’s**

**Combined Effect**

**Down Under Spinner**

**NEW YORK** - Bill Gates, who spins "R.I.P." for 40-Hill, 20g-Sydney, is now a resident of the world. He’s spending a four week period in the States before going on to London, Rome and home.
<table>
<thead>
<tr>
<th>Pos. Last Week</th>
<th>COUNTRY TOP 50</th>
</tr>
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<tbody>
<tr>
<td>1</td>
<td>SHE'S GOT YOU Pete Cline (Decca 31334)</td>
</tr>
<tr>
<td>2</td>
<td>MISERY LOVES COMPANY Porter Wagoner (RCA Victor 7967)</td>
</tr>
<tr>
<td>3</td>
<td>ALL MY LOVE Webb Pierce (Decca 31347)</td>
</tr>
<tr>
<td>4</td>
<td>CHARLIE'S SHOES Billy Walker (Columbia 42287)</td>
</tr>
<tr>
<td>5</td>
<td>IF A WOMAN ANSWERS Leroy Van Dyke (MCA 31353)</td>
</tr>
<tr>
<td>6</td>
<td>THREE DAYS Faron Young (Capitol 4696)</td>
</tr>
<tr>
<td>7</td>
<td>A WARRANT TIME CAN'T ERASE Stonewall Jackson (Columbia 42229)</td>
</tr>
<tr>
<td>8</td>
<td>TEARS BROKE OUT ON ME Eddy Arnold (RCA Victor 7984)</td>
</tr>
<tr>
<td>9</td>
<td>NOBODY'S BUTT YOU Buck Owens (Capitol 4697)</td>
</tr>
<tr>
<td>10</td>
<td>BIG SHOES Roy Price (Columbia 42310)</td>
</tr>
<tr>
<td>11</td>
<td>SHE THINKS I STILL CARE George Jones (United Artists 434)</td>
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<tr>
<td>12</td>
<td>MY NAME IS MUD James O'Keen (Mercury 79155)</td>
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<tr>
<td>13</td>
<td>GET A LITTLE DIRT ON YOUR HANDS Bill Anderson (Decca 31358)</td>
</tr>
<tr>
<td>14</td>
<td>JUST AIN'T Letter Flott &amp; Earl Scroggins (Columbia 31357a)</td>
</tr>
<tr>
<td>15</td>
<td>ACHING, BREAKING HEART 11 George Jones (Mercury 79170)</td>
</tr>
<tr>
<td>16</td>
<td>UNLOVED, UNWANTED 10 Kitty Wells (Decca 31349)</td>
</tr>
<tr>
<td>17</td>
<td>MIRROR, MIRROR ON THE WALL 14 Buck Owens (Capitol 4697)</td>
</tr>
<tr>
<td>18</td>
<td>YOU TAKE THE TABLE (AND I'LL TAKE THE CHAIRS) 19 Claude Gray (Mercury 79136)</td>
</tr>
<tr>
<td>19</td>
<td>BAD NEWS GETS AROUND 18 Warren Smith (Liberty 54089)</td>
</tr>
<tr>
<td>20</td>
<td>I'VE JUST DESTROYED THE WORLD (I'M LIVING IN) 25 Roy Price (RCA Victor 79150)</td>
</tr>
<tr>
<td>21</td>
<td>TROUBLE'S BACK IN TOWN 27 Wilburn Bros. (Columbia 31361)</td>
</tr>
<tr>
<td>22</td>
<td>CHINA DOLL 33 George Hamilton IV (RCA Victor 8001)</td>
</tr>
<tr>
<td>23</td>
<td>P.T. 109 42 Jimmy Dean (Columbia 42338)</td>
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<tr>
<td>24</td>
<td>BLUE HOUSE PAINTED WHITE Sunny Bunn (United Artists 395)</td>
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<tr>
<td>25</td>
<td>HONKY TONK MAN Johnny Horton (Columbia 32032)</td>
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</tbody>
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<table>
<thead>
<tr>
<th>Pos. Last Week</th>
<th>COUNTRY ROUND UP</th>
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<tbody>
<tr>
<td>26</td>
<td>BEST DRESSED BEGGAR Carl Smith (Columbia 42349)</td>
</tr>
<tr>
<td>27</td>
<td>WILLINGLY Shirel Castle &amp; Willis Nolen (Liberty 32403)</td>
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<tr>
<td>28</td>
<td>42 IN CHICAGO Merle Kilgore (Mercury 79178)</td>
</tr>
<tr>
<td>29</td>
<td>THE BIG BATTLE Johnny Cash (Columbia 42301)</td>
</tr>
<tr>
<td>30</td>
<td>YOU TAKE THE FUTURE Hank Snow (RCA Victor 8009)</td>
</tr>
<tr>
<td>31</td>
<td>THAT'S MY PA Skeb Woolsey (MGM 13046)</td>
</tr>
<tr>
<td>32</td>
<td>(The Legend Of) THE BROKEN MOUNTAIN LIGHT Sonny James (RCA Victor 9989)</td>
</tr>
<tr>
<td>33</td>
<td>SMALL TOWN GIRL Bob Galloway (Hickory 1164)</td>
</tr>
<tr>
<td>34</td>
<td>LAUGHIN' THE BLUES Skeb Woolsey (MGM 13056)</td>
</tr>
<tr>
<td>35</td>
<td>FUNNY WAY OF LAUGHIN' Barl Ives (Decca 31377)</td>
</tr>
<tr>
<td>36</td>
<td>WHERE I OUGHT TO BE Skeeter Davis (RCA Victor 7997)</td>
</tr>
<tr>
<td>37</td>
<td>A LITTLE BITTY TEAR Barl Ives (Decca 31330)</td>
</tr>
<tr>
<td>38</td>
<td>YOU'RE WELCOME Sonny James (RCA Victor 7999)</td>
</tr>
<tr>
<td>39</td>
<td>YOUR LETTER'S OVERDUE Bill Mack (MGM 13055)</td>
</tr>
<tr>
<td>40</td>
<td>SOMEBODY SAVE ME Ferlin Husky (Capital 421)</td>
</tr>
<tr>
<td>41</td>
<td>NEW FRONTIER Jim Nabors (Rusk 1746)</td>
</tr>
<tr>
<td>42</td>
<td>OLD RIVERS Walter Brown (Liberty 55436)</td>
</tr>
<tr>
<td>43</td>
<td>CHEATED TOO Rusty &amp; Doug (Hickory 1163)</td>
</tr>
<tr>
<td>44</td>
<td>TWENTY MILES FROM SHORE Hank Snow Hawkins (Columbia 42223)</td>
</tr>
<tr>
<td>45</td>
<td>THAT'S THE RECIPE FOR A HEARTACHE Tex Thax (Capitol 4696)</td>
</tr>
<tr>
<td>46</td>
<td>LOVE CAN'T WAIT Marty Robbins (Columbia 42375)</td>
</tr>
<tr>
<td>47</td>
<td>WHERE THE OLD RED RIVER FLOWS Jimmy Davis (Columbia 31368)</td>
</tr>
<tr>
<td>48</td>
<td>SEVEN SEAS FROM YOU Cowboy Copas (Sunday 585)</td>
</tr>
<tr>
<td>49</td>
<td>DOWN CAME THE RAIN Bill Anderson (Decca 31358)</td>
</tr>
<tr>
<td>50</td>
<td>JIMMY DRIFTWOOD Ray Sanders</td>
</tr>
<tr>
<td></td>
<td>ROY DRUSKY</td>
</tr>
<tr>
<td></td>
<td>Joe E. Lewis recently flew to Houston, Texas, to help Plains TV Station KHVH-</td>
</tr>
<tr>
<td></td>
<td>Honolulu, raise funds for the Warm Springs Foundation in Galesburg, Ill. The show</td>
</tr>
</tbody>
</table>
Of Koss! A whole band right between the ears!

Seeburg’s exclusive Koss stereophones. We have called them “the fabulous on-location accessory,” and they are. They put the location customer right in the middle of the band—and give him the most extraordinary stereo experience possible. Merely fun & games? Not a bit of it! They’re extra money-makers. Assembled to Seeburg Wall-O-Matics, they deliver only when the customer pays. One more reason why the new SEEBURG DIRECTIONAL STEREO phonograph is the world’s greatest coin-collector.
It’s Spring Tra La……
AND BUSINESS
IS JUST FINE!

It must be Spring. The steel industry and labor have reached agreement on basic terms thereby averting a disastrous walkout before it could even germinate. President Kennedy has asked Congress to approve a public works program that will send some of the unemployed back to work. Another coin machine distributor will take the big step with a gala opening of an elaborate plant—this time in South Carolina. Cash Box published an early Spring issue (April 7) which boasted an extensive array of coin machine ads offering several thousand units for sale (a sure sign that business is good). The export market wore a big broad smile as business continued at the rate of $28 million annually. And before lunch today we spoke with no less than seven coin machine firms all of whom agreed that business was really good! Now at what other time of year can all of these signs appear? It must be Spring!

This week a wholesaler in Columbia remarked to us that he never did finish stocking the floor with 200 machines he planned on displaying—“we must have sold 170 of ‘em before the week was out!” Arcade machines are admittedly as scarce as hens’ teeth after a heavy demand for them this year. The consumer is reportedly buying at a rate that has savings bank execs checking their deposits. Last year the public was putting their cash away for that rainy day—evidently it’s raining all over the country. An executive of a juke box manufacturing firm called us this week to say that his firm enjoyed its best quarter in several years. Asking to remain anonymous, the coinman remarked, “I’d rather announce it when the figures are ready than to just say it verbally. But we’ve had one heck of a season!”

The harbinger of this buying spree evidently appeared about one month ago when optimistic reports were received from Indianapolis, Chicago, Los Angeles and Atlanta. Since then it has spread. Operators are buying at a faster pace than usual and the ops themselves are happy about condition, more contracts, less headaches, and they’re even paying more attention to programming after being buffeted all Winter long with 33-45 discussion. Manufacturers back most of these healthy signs with reports that production is up.

Almost everywhere you look there are signs of Spring. There is much concrete evidence around to warrant a happy optimistic feeling this week. If you can’t sense it in your area, all we can say is “wait next week.” In the meantime feel optimistic and happy anyway—it’s Spring!
Seeburg's Prutting Preaches Merchandising; follows Up Factory-Distrib Plan On Location

Dance, a decided success. Well had its doubters, but it was easy to produce. Each Distributor was asked to try the Seeburg machine and record clerk. IJJA-Coin Div. Names Joe Orleck, R. S. Littleford 1962 Guests Of Honor

Set $35,000 Goal By Victory Dinner June 5th At Plaza

New York—Irving Holtzman, 1962 President of the United Jewish Appeal—Coin Machine Division, announced last week that the guests of honor at the annual JJA-Coin Dinner, to be held June 5, at New York's Plaza Hotel, will be R. S. Littleford, President, and Publisher of Cash Box, and Roger Littleford, Jr., Publisher and Editor of Cash Box. The announcement that the two major tradepapers are to attend the dinner and record clerks in the Seeburg machine business of buying and selling machines. This year, however, it was decided that both tradepapers and executive leaders should be honored for services rendered over the years both to the trade and during the course of business and also as outstanding contributions in the course of annual drives conducted within the industry.

A committee meeting was announced again this week to be held in the JJA headquarters at 230 West 5th Street on Tuesday, April 10, at 6:00 PM. It will be the first of a series of meetings of leaders to coordinate the drive for funds and to demonstrate the actual Victory Dinner on June 5. A goal of $35,000 has been set by UIJ Officials and every effort will be made to approach and exceed this goal. As a result, the dinner will be sought starting this week.

Edward W. M. Prutting, national philanthropist and leading UIJ authority, addressed the JJA-Coin Div. dinner in a letter last week of his feelings that led to the selection of guests for the dinner event of this year: "I was very proud to hear that your selection as Guest of Honor will enable you to participate in helping to underscore the importance of the problems USA faces." Both Orleck and Littleford accepted the honor upon receiving the JJA invitation.

New York—Bill Prutting is a thoroughbred salesman who believes in merchandising his product. Traveling coast to coast for years, the Seeburg Eastern regional representative has observed that in the past several years, the Seeburg juke box, "I've never seen a juke box do this before," since the company has always had the advantage of merchandise sales-obvious advantages of Seeburg's "national name" and of the fact that it sells records," said Prutting.

"As a case in point, the coin was a portable model, selling for $300. It was not closely followed by national factory marketing campaigns, since there were no hands of a distributor who could phase with phase two of the sales program outlined merchandising sal- ing the machine, only to eventually go on location and serve purely as a record player. Prutting's contention was that the collector or service man's responsibility to "boast," or to operate or own his coin machine. "To me, every bit as much fun as having the machine," he said, "is having it operate in the greatest amount of income on them.

Built-In Benefits

Prutting's demonstrations and sales clinics have been a regular feature of the sales program at Seeburg, and built-in merchandising benefits are the key to the local operator's success story. Local operators and servicemen who program the coin machines are the ones who make the sales. From the outset, Prutting has made the obvious, and he is investing. "I decided I'd show them what I had to sell, but I was to be as successful as our '62 model.'

For obvious reasons, the coin machine's days are not numbered by the coin machine. "It is, of course, a tool by which to put a coin in the machine, and it is used to produce a record, and I began demonstrating the machine to the coin machine. The coin machine works; it has been the through time, since they have had the record players and have been the mainstays of the coin machine business of buying and selling machines. This year, however, it was decided that both tradepapers and executive leaders should be honored for services rendered over the years both to the trade and during the course of business and also as outstanding contributions in the course of annual drives conducted within the industry.

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Public Familiar With Home Stereo

Now the point of all this, according to Prutting, is to get across to the servicemen the idea that the public is accustomed to the portable stereo record player. "Millions of people have in their living rooms a device called Prutting. Now with the transfer of sound, the collectors were made to realize that the public would look upon the Seeburg machine and machine and record clerks in the Seeburg machine business of buying and selling machines. This year, however, it was decided that both tradepapers and executive leaders should be honored for services rendered over the years both to the trade and during the course of business and also as outstanding contributions in the course of annual drives conducted within the industry.

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Now the point of all this, according to Prutting, is to get across to the servicemen the idea that the public is accustomed to the portable stereo record player. "Millions of people have in their living rooms a device called Prutting. Now with the transfer of sound, the collectors were made to realize that the public would look upon the Seeburg machine and machine and record clerks in the Seeburg machine business of buying and selling machines. This year, however, it was decided that both tradepapers and executive leaders should be honored for services rendered over the years both to the trade and during the course of business and also as outstanding contributions in the course of annual drives conducted within the industry.

A committee meeting was announced again this week to be held in the JJA headquarters at 230 West 5th Street on Tuesday, April 10, at 6:00 PM. It will be the first of a series of meetings of leaders to coordinate the drive for funds and to demonstrate the actual Victory Dinner on June 5. A goal of $35,000 has been set by UIJ Officials and every effort will be made to approach and exceed this goal. As a result, the dinner will be sought starting this week.

Edward W. M. Prutting, national philanthropist and leading UIJ authority, addressed the JJA-Coin Div. dinner in a letter last week of his feelings that led to the selection of guests for the dinner event of this year: "I was very proud to hear that your selection as Guest of Honor will enable you to participate in helping to underscore the importance of the problems USA faces." Both Orleck and Littleford accepted the honor upon receiving the JJA invitation.
Coin-Op Cleaners Hit Hard By Local Rulings

Evidently Haven't Affected Standard Dry Clean Shops

NEW YORK—The National Institute of Dry Cleaning, association of dry cleaning outlets in the United States has observed that the recent influx of coin-operated dry cleaning equipment in locations around the nation "haven't hurt us one bit." They are serving a previously untapped market and are evidently not affecting the consumer who continues to bring his or her clothing to privately owned dry cleaning shops for attention.

The operator association, National Automatic Laundry and Cleaning Council notes an increasing number of cities joining an already long list who have passed strict regulations on automatic cleaners, among them New York City, who has placed a ban on the machines.

While industry experts reportedly predict that 7,000 coin-operated cleaning shops will be in operation by the end of this year, restrictions play a large part in serving as obstacles to faster growth. Laws concerning zoning, building and closing hours, full-time attendant requirements, and other legislative rulings continue to be passed.

Orthodox cleaners are reportedly offering to clean clothing at prices below those of the machines, but will not press the clothes. Machines today, operated automatically, clean the clothing but the items must be brought to orthodox cleaners for pressing.


NEW YORK—Ted "Champ" Seidel, well-known coin machine figure in the New York area, announced last week that effective immediately he will be associated with the National Business Exchange, local firm specializing in the purchase and sale of all types of coin-operated routes. The firm is headed by Charles Lichtman.

Seidel will serve in the capacity of representative for the firm, capitalizing on his contacts in the business after many years of serving as a broker in the buy-sell route business.

Financial Pub Okays Fruit Biz In Britain

LONDON—The British seem to have the same problem in their country with bad public relations as we have here. Evidently they too are making progress, though, as reported last month in the coin machine tradepaper "World's Fair," a publication distributed in England to the trade.

"If Financial Times had nothing bad to say about the business how bad can it be?" appears to be the attitude the trade is taking, according to the publication, after the London financial weekly reviewed the fruit machine business and gave it a clean bill of health. "What harm can there be if such a paper had nothing bad to say about them?" is the way the publication editorialized on the event.

Two Gobels... Two Gabrielsons! That's what happened last month when George Gobel, popular television and night club performer decided to drop in on two old friends while appearing at an Atlanta night club. The television comedian strolled in and startled both Ralph Gabrielson (left), sales manager of the G. K. Gabrielson firm and his brother, Gunnar, who is president of the Seeburg outlet. The Gabrielson family has known George Gobel since long before he popularized the "you can't hardly get them like that no more" cliché which had the country in stitches several years ago. The Seeburg distroes come from the same area as Gobel and were delighted to see an old friend. While in town, Gobel took time out to view the new Seeburg phonograph and vending line observing a tit-for-tat attitude. "They came and saw me perform, the least I could do was to look over the machines that made their night club trip possible!" commented the likeable TV star.

Every day of life means hope

Every added day a leukemia victim lives means added hope that a cure will be found. American Cancer Society funds have helped researchers discover temporary arrestes. And develop an effective vaccine for animals. Surely this part of the Society's work alone merits your active support. Fight cancer with a checkup and a check. Send your donation to CANCER care of your local post office.

AMERICAN CANCER SOCIETY


TWO GOBELS... TWO GABRIELSONS! That's what happened last month when George Gobel, popular television and night club performer decided to drop in on two old friends while appearing at an Atlanta night club. The television comedian strolled in and startled both Ralph Gabrielson (left), sales manager of the G. K. Gabrielson firm and his brother, Gunnar, who is president of the Seeburg outlet. The Gabrielson family has known George Gobel since long before he popularized the "you can't hardly get them like that no more" cliché which had the country in stitches several years ago. The Seeburg distroes come from the same area as Gobel and were delighted to see an old friend. While in town, Gobel took time out to view the new Seeburg phonograph and vending line observing a tit-for-tat attitude. "They came and saw me perform, the least I could do was to look over the machines that made their night club trip possible!" commented the likeable TV star.
New Dixie Cups Advise Users To “Have Fun”

NEW YORK—A new family of “Entertainment” design paper cups, for use by the vending industry has been introduced by Dixie Cup Division of American Can Company.

The new design covers 11 sizes of cups, ranging from jumbo cold drink, hot drink, popcorn and cola cups to a number of new dinnerware items.

The new design is aimed at stimulating attendance at “fun spots” by providing new entertainment that will attract new and increase current attendance.

New designs are used in amusement parks, balls parks etc. They also carry such slogans as “Have some fun,” “Take a break,” “Live a little” or “Enjoy Yourself.”

The shape contains all the various sizes and types of cups needed for a complete line of vending machines.

It includes four cups for cold and need drinks—7”, 9”, 10” and 12-ounce; two cups for hot drinks; two for vending—7” and 9-ounce; a 6-ounce Dixie Dixie—Dixie cup with handles, for hot drinks; and two cups, with different coloring, embossed for popcorn in the 24-ounce size.

The latter may be used in manual or automatic snack machines, and are specially constructed for greases, resistances and electrical current, which have examined it and observed its operation, as a “revolutionary break-through” in the manufacture of electric power sources. It is estimated the cost will be 30 per cent less than comparable variable speed direct current motors, it will utilize up to 25 per cent less space for this reason, it is relatively stable, and possess greater durability of application, will do much more than conventional direct current machines. The AC motor replaces a converter AC to DC.

The motor will have wide application not only for washing machines and other appliances, “Mr. Barton believes this to be particularly the machine tool industry.

Cook’s new Crown Washette Model 119, offers the laundry operator a complete range of laundry equipment, including washer-extractors, dryers, steamers, water heaters and commercial electric utility centers. The new model was acclaimed by electrical engineers, who have examined it and observed its operation, as a “revolutionary break-through” in the manufacture of electric power sources. It is estimated the cost will be 30 per cent less than comparable variable speed direct current motors, it will utilize up to 25 per cent less space for this reason, it is relatively stable, and possess greater durability of application, will do much more than conventional direct current machines. The AC motor replaces a converter AC to DC.

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Vendcity Meets Seeburg In Windy City

CHICAGO—As near as Chicago is to the Canadian line it's still an occasion when a distributor visits the Windy City. That's what happened recently when Seeburg's Canadian distrib, Vendcity Equipment Ltd. execs, dropped into the Chi factory. Shown here, l. to r. are Edward Chaffey, Seeburg Phono Sales Mgr.; Stuart Auer, Background Music Div. V.P.; Vendcity's Douglas Evans, Operations V.P. and Asst. Gen. Mgr. Jack Jones, and Seeburg's V.P. in charge of Marketing and Advertising, Tom Herrick.

WANT

Bally Bingos
Night Club and up

SEEBURG

8100

KD200

V200

222 Stereo

United JUMBO 16'  
United ROYAL 16'  
Williams BASEBALL Free Play  
Bally BASEBALL Free Play  
Bally JUMBO UPRIGHTS

Garnett & Williams PINS

FISCHER

POOL TABLES

73" X 43"

Completely Enclosed

$175 00

90" x 50" $260.00

READY FOR LOCATION

1/2 Deposit, Received. C.O.D.

BETSON ENTERPRISES, INC.

WANT

Bally's

GAMES ★ MUSIC ★ ARCADE EQUIPMENT ★

Check BANNER FIRST!

BANNER SPECIALTY COMPANY

EXCLUSIVE UNITED MFG. CO. DISTRIBUTOR

1611 N. Broad St.

Pitts., Pa. CEE-5000

3308 Fifth Ave.

Pittsburgh, Pa. GRR-1373

Valley Deluxe

6-POCKET

DESIGNED for PROFITABLE PLAY

New Styling! New Operating Mechanisms! Formica Burn-Proof Rails! Exclusive Valley "Easy-Count" Score! Regulation 2 1/2" Ball! 3 Popular Sizes: 75x42, 84x47, 90x50. Many other features.

Ask your distributor for a demonstration, or write or phone direct for information.


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Royal Receives Seven New Games, Decides Showing Is In Order

ROYAL

CINCINNATI—Royal Distributing's Clint Shockey took one look at the coin machine distributing outlet's incoming shippers' list last week and decided it was time to have a operator showing. So they had one.

And a good one it was, too. Shockey,

U.S. HOFFMAN SELLS BOOK FIRM

NEW YORK—All operating assets of Alan S. Browne Inc., a wholly owned subsidiary of U. S. Hoffman Machinery Corp., engaged in the book manufacturing business, were sold last week to Brattleboro Industries Inc., Brattleboro, Vt.

Brattleboro Industries Inc., is a newly-formed corporation, whose principals are Messrs. Hoffman.

The final purchase price has not yet been determined.

U.S. HOFFMAN ANNUAL STATEMENT

NEW YORK—U. S. Hoffman Machinery Corporation today reported figures for the year ending December 31, 1961, Harold Roth, president, announced:

1961

1960

Net Sales
$24,503,674
$22,401,660

Net Profit or Loss before Special Items
(2,839,176)
(3,755,719)

Special Items
* 1,250,576
* 1,809,255

Net Loss and Special Items
(1,588,600)
(1,906,464)

*Gains on sale of capital stock or assets of subsidiaries including, in 1961, a manufacturing division.

**Write off of purchase costs of investments in certain subsidiaries and underlying net assets.

NEW HOFFMAN 445

Automatic dry cleaner gets the once over from model during American Institute of Laundering Convention in Chicago last month. Hoffman's annual report and recent sale of a book firm subsaid appears on this page.

Tom Sams In NYC

NEW YORK—Tom Sams, vice-presi- dent in charge of phonograph sales for AC Automatic Services, Inc., division of Automatic Canteen Corporation of America, arrived here Thursday, April 5, and spent most of the day visiting with Myron Sugerman, Ranyo Sales Company, Sams stopped at Cash Box offices before returning on a Friday morning flight back to Chicago in time for corporate sales meetings.

Murray Kaye Due Back

NEW YORK—Murray Kaye, sales manager of Atlantic New York Corporation for the past five years, was still in the hospital last week after an operation for hemorrhoids. Meyer Parkoff, president of the firm, stated that Kaye was expected back in this week after short recuperative period. Kaye entered the hospital early in the week for the operation.

Cash Box—April 14, 1962
PEACH STATE

is proud to announce the

GALA OPENING

of the most elaborate and luxurious coin machine
distributing plant in the United States . . .

ALL DAY SUNDAY & MONDAY—April 15th & 16th

Come One!  Come All!
Join with Peach State Distributing, its staff, and suppliers in cele-
brating the opening of our brand new Columbia showrooms at

729 LADY STREET, COLUMBIA, SOUTH CAROLINA

SEE our vast display area . . . 12,000 sq. ft. devoted to machines and operator service . . . air-condi-
tioned shops, showrooms, reception room . . . individual displays of the world’s finest equipment . . .
factory representatives on hand to demonstrate new money-making techniques of operating . . .
three unique loading platforms . . . parking for 150 autos . . . located in the heart of town nearby
all facilities!

FREE PRIZES FOR EVERYONE!

WIN »

WURLITZER Model 2600!
1962 CHICAGO COIN GAME!
BRAND NEW GOTTLIEB PINGAME!
1962 WILLIAMS AMUSEMENT GAME!
NEW BALLY GAME!
1962 ROWE CIGARETTE VENDOR!
NEW IRVING KAYE POOL TABLE!

Refreshments for all!  • Free Dollar Bills  • Free Coin Changers!
Gifts for every serviceman!  • Chanel #5 Perfume for the ladies!

THE PEACH STATE COMPANIES

Leading Coin Machine Distributors With Offices In
ATLANTA  MACON  COLUMBIA

EXCLUSIVE FACTORY DISTRIBUTORS FOR THE INDUSTRY’S LEADING MANUFACTURERS:

AC AUTOMATIC SERVICES, INC.  
(Rowe Cigarette Vending Div.)
BALLY MFG. CO.
CHICAGO DYNAMIC INDUSTRIES, INC.

D. GOTTLIEB & CO.
IRVING KAYE CO.
WILLIAMS ELECTRONIC MFG.
THE WURLITZER CO.
While the coin machine and vending industries are riding the crest of an ever mounting export business period, coinmen in the manufacturing and distribution channels are also enjoying good national coverage on all types of vending, music and amusement equipment. At any rate, that is the local picture. In many coin machine metropolises, huge diversified firms, such as the Seeburg Corp., Rock-Ola Manufacturing Corp., and A. C. Automatic Picnic Services, Inc. are reporting steady sales increases on an international basis. This general index transmits a high degree of optimism to all coinmen in manufacturing, distributing and operating segments of the industry.

Cheerful note number one: There’s very little doubt now that Spring in all its glory is here—now that Dave and Dorothy Gottlieb are due back home from their Florida vacation April 19. Their return is an annual occasion out at the D. Gottlieb plant, and we’ll be glad to see ’em home. . . . (This is an aside: No wonder Tom Sams, sales manager in charge of the western half of this country, visited with Tom Sams, Don Landay, Dean McMurdie and other A. C. Avenue are being completely refurbished since A. C. Automatic took over Automatic exchecs when he popped into town last week. The offices on Michigan Avenue are being completely refurbished since A. C. Automatic took over the entire floor from Nationwide Foods recently.

The busy sign is out at Bally Mfg. Co., where heavy sales action is reported on Bally’s “Shoot-A-Line” amusement game these Spring days. All present and accounted for at the plant were Herb Jones, Bill O’Donnell and Don Mercadante. A tour through United Mfg.’s plants to note heavy production schedules on “Crystal” shuffle alley, “Bonus Base” and “Holiday” big ball bowling alley easily indicates why new floor space was recently leased—business out at United is booming. Optimism is expressed by Herb Jones, Joe Breither, Roy Krehmern and Glenn Johnson in all sales of amusement equipment and the new UDP-100 coin-operated phonograph. Art (Gabby) Rapacz shocked us during our visit to the United plant—he said ten words!

Ex-coinevent Len Mieon is now a motel operator. He and a small group of local businessmen are opening three motels in select areas. The earliest opening is for the Golden Host Motel at Armitage and Mannheim Road (just a few minutes by taxi from O’Hare Field). Len invites coinmen to hold their business conferences and distributor meetings at his swank hostelry.

Visitor out at J. H. Keenev & Co. last week was Morris Sykes, of Banker’s World Export, who spent considerable time chinng with Paul Huebsch. . . .

Cheerful note number two: The annual Pre-Easter excitement is here and this augments the greatest increase in outdoor activities—the result—the jingle of coins in cash boxes (music to our coinoperator ears). Condonicencs to pal Mari Abrams, publicist for Sheraton-Chicago Hotels, on the death of her father, Isadore Abrams, in Green Bay, Wisconsin.

Several of the top Seeburg execs attended the NATD conclave at the Fountainbleau Hotel in Miami Beach last week. Among those present there, with Stan Jarocki, Jr., were proxy Frank O’Brien, vice in his office here of late! A recent arrival was the huge (glorious) mounted stallion he hooked in Florida during the winter. We heard so much about this beauteous ex-dizen of the ocean that no introduction was necessary. Hans Von Redy, A. C. Avenue's sales manager in charge of the western half of this country, visited with Tom Sams, Don Landay, Dean McMurdie and other A. C. Avenue are being completely refurbished since A. C. Automatic took over Automatic exchecs when he popped into town last week. The offices on Michigan Avenue are being completely refurbished since A. C. Automatic took over the entire floor from Nationwide Foods recently.

Mort Sereco, sales director out at Chicago Dynamic Industries, is practically elated over the fine reception ChiCoin is enjoying with Chicago Coin’s “Gold Crown” big ball bowling alley.

Everybody is in town at the Rock-Ola Mfg. Corp., northwest side factory. Exec vice president Edward G. Doris has been so busy of late it is almost impossible to “gaz” with him for a few brief moments via telephone. Ralph Wyckoff uses his spare time (what spare time?—that’s him talkin’) dream ing up those terrific promotions. Other stay-ins at the plant are Don Rock olia, Art Eldert, Les Reeck, Jack Barabash (that name hasn’t tripped us up yet!), Art Janek-Osi, Kurt Klauser, and Ralph’s “gal Friday”

Export biz is the big subject of conversation at the local distrubs of late. Gil Kitt and Joe Robbins, Empire Coin Machine Exchange, are fairly eloquent in advising of the results they are enjoying in export biz. And the beautiful thing about it, according to Gil, Empire Coin’s owner, is that domestic business is easily keeping pace. Visitors out at Empire last week were from England, Australia, Chile and Belgium.

Heavy traffic in export is the keynote at Atlas Music Co., where Nate Fein stein, Harold Schwartz and Irv Otvitz are enjoying heavy action on the AMI phon and Rowe vending lines. Eddie Ginsburg is already getting ready to spend move time at his Woodley Horse breeding farm west of Chicago. Eddie is considered one of the foremost experts in good horse flesh.

Mort Levinson, Coin Machine Exchange, was fairly eloquent in telling of the fine export business the distrub is doing. He and National Coin prexy, Joe Schwartz, do, however, lament the scarcity of good used amusement and music equipment for export biz. . . . This is not a broken record, but the reports from First Coin Machine Exchange are no different than the previous distrub reports. Joe Kline, Sam Kolber and Fred Klein are absolutely elated over the current export biz upsurge. Joe info that sales of Wurlitzer coin-operated phonos are “way up there also.”

During World Wide Distribrs proxy Joel Stern’s vacation period Art Woo who frequently calls on the big customers on the road, came into town to contact customers by phone, and assist Fred Skor and Howie Freer generally in sales and service, did a hefty sales job, according to Fred and Howie. Art will scoot back out on the road just as soon as Joel returns. . . . We have never noticed such excitement at Midwest Mfg. as is prevalent now that Mid west’s “Deluxe Baseball” game has been well exposed to all markets. Hans Ross, Marcine (Jigy) Walferton and Ralph Sheffield are thrilled that their sales have already risen.

While battin’ the breeze over lunch t’other noon with some of our coin chums at Fritzle’s the following risque gag was overhead: “blankety-blank” corner, didn’t you????” (We thought that was “blankety-blank” corner, didn’t you????”)

On a visit to Milwaukee last week (Mar. 30) we spotted a completely automatic vending cafe on Wells Street, called the Coffee Vend. It was to our pleasant surprise that we discovered that the snack shop location is owned and operated by Geiger Automatic Sales Co., the firm headed by Herb Geiger, president of the National Automatic Merchandising Assn. Practically everything (from soup to nuts) is available at the Coffee Vend.
The flu bug has really been on the rampage the past few weeks along Pico Blvd., causing many to become ill from the line of duty. Large export orders are being prepared for the Far East at Simon Distribution Co. Sonny Lomberg reports both new and used equipment moving steadily to the arcades in So Calif. Henry Levy of Associated Coin in Oakland, spent a few days while in town at Simons.

Pete Fountain paid a visit to California Music Co. to promote his new album, "Swing Low, Street Carlin," on the Coral label. Fiedla Woods was absent two days due to some dental work, and Augie Rosas was also out a few days ill with the flu. Mike Hall is the new service mgr. at G. A. Robinson & Co. and has long been aware that Mike has had long years of experience in the coin machine business, and is a welcome addition to their staff. Hank added, this has enabled the Robinsons to put all seats out for opening day at Chaves Ravine, but the Dodgers have nothing on G. A. Robinson & Co., where they are sold out of baseball games!

Business in general is proceeding at an excellent pace at Paul Laymon, Inc., who are currently introducing the Bally Deluxe Pinball. Jack Seeburgh's Equestrian Club in the San Bernardino Mountains, and Bert Adelman, secretary, has been ill with the flu. Happy Birthday to Paul Laymon. A new shipment of cigarette machines and phonographs arrived at American Coin Machine this week. Vinny Lanzo reports cigarette machine sales have been unusually good, due to the sale which is now in progress.

Lowell Caldwell of Capitol Records brought the Solle Sisters the new Ernie Ford release, "Take Your Girl To The Movies." Joe Perry also stopped in "Leuenhagen's Record Bar" to spin the new Brenda Lee disc, "Here Comes Mr. Tenderly," on the spinning wheel and on the records, they have been working overtime at the Wurlitzer Factory Branch, processing equipment, to keep up with the increase in business. Gary Sinclair, regional sales mgr., was in town this week, and spending time at the local Wurlitzer branch. Clayton Ballard is covering the Orange County district, calling on operators.

The Seeburgh's DS phonograph sales are still on the increase at Badger Sales Co., with the new shipment moving out rapidly. Midway's new deluxe baseball game has received good acceptance with the operators, in all locations. So far, shipments are being sent to the Far East and to the Dunt Int. Sales Co., and the staff is working overtime to fill the additional orders. Joe Duarte mentioned that he added a new man, Phil Cangas, to the shop. Ralph Cruzan, formerly with the local R. F. Jones Co. is now in Seattle with the firm's new office there. Operators are reporting great sales action in all locations on the new ball game, "Shoot-A-Line." The backgammon machine also has a sign contract for all new Uncle John's Pancake Houses as they open. Chuck Klein flew to San Francisco to spend a few days and will be making calls along the West Coast, returning trip to L.A. on a long trip to Las Vegas. A large home in the Sepulveda area and John Hotz also bought a home in Van Nuys. John LeBanc returned to work after spending a week in the hospital, for x-rays and examinations.

Some of the visiting operators seen on Pico Blvd. this week were: Raymond Garcia, Carpenteria; Al Barth, Barstow; Cliff Jones, Long Beach; Wynn Edging, Ojai; C. B. Ellison, Lancaster; Harry Dunsing, Baldwin; and J. C. Booth, Bakersfield.

Mr. & Mrs. Leon Kirk, Lake City, Minn., in town for the day. Al having to pick up parts and records. The Ice Follies opens in Minneapolis for a three week run which always attracts many people from near and afar. Should be good for business. …

Chef LeDoux, Virginia, Minn., suffered a heart attack a month ago seems to be coming around pretty good and hopes to leave the hospital in two weeks. Mrs. LeDoux has been taking care of the route doing the cooking and making the service calls. … Eddie LeDune, St. Cloud, Minn., in town for the day visiting the distributors and getting parts records.

Also seen in town the past week were Jack Godfrey, Chaska, Minn.; Red Wilbur, Dubuque, Minn.; Arndt Petersen, Mankato, Minn.; Johnny Cooper, Dubuque, Minn.; and Forrest Dahl, Pocatello, Idaho, Minn.

Happy Birthday This Week To: …

South Dakota Ops Change Meet Date

BROOKINGS, S. D.—The South Dakota Phonograph Operators Association will meet for a two-day convention, April 15 and 16 in Brookings. Gordon Stoltz, moderator, advised that the date has been changed from the 8th and 9th as originally announced.

Micon Enters Motel Biz

CHICAGO—Leonard Micon, long associated with the coin machine industry, and formerly—for several years—general sales manager for World Wide Distributing Company, of this city, has recently entered the motel field.

The first entry in this new enterprise—the Golden Host Motel—is located at Armitage Avenue and Mannheim Road (near O'Hare Field), and is slated to open for business approximately April 10.

The second installation, Mid-America Inn, located at Cicero Avenue at 79th Street, is slated for April 22 opening.

Bankers World Distributes Jennings, Mfrs. Supplies

NEW YORK—Bankers World Export, Inc., Baltimore manufacturing and distributing firm, paid for a one-half page advertisement which appeared in last week's issue of Cash Box (April 7) and featured copy that was not exact to the firm's specifications. The ad was prepared by the firm's Baltimore advertising agency under rigid time requirements and henceforth could not be checked by the company in its final form.

A line of copy appeared in the advertisement: "We manufacture The Following Products: To the Highest Standards. Of Precision. Beneath this line of copy were three items which are manufactured by Bankers World Export, Inc.—"the Economy," a stand which accommodates coin-operated machines; an Interchangeable Barrel Coin Changer; and Shuffle Pucks. Also featured in the ad, but not intended to be included under the copy line referring to Bankers World Export Inc.'s manufactured equipment, was the new Jennings "Governor," a gambling machine manufactured by Jennings & Company, in the firm's Chicago plant, for the British Market. Bankers World Export distributes the Jennings line.

Officials of the firm realized the implication in the ad but too late to make a change in the advertising layout. Cash Box was notified immediately however, and asked that this oversight be corrected in the next immediate issue.

Bankers World Export, Inc. is world-wide representative for the Jennings & Company line of coin-operated equipment, and has main offices in Baltimore, Maryland. Jennings & Company manufactures coin-operated equipment for use in the USA and around the world.
United’s

Bonus
Baseball

Great for Competitive Play

Bases Score
Player is spotted 10 at start
Hits Build-up score
- Single — 1 Point
- Double — 2 Points
- Triple — 3 Points
- Homer — 4 Points

Bonus Score
Builds up to High Score
With each transfer from Bases Score

Runs Score
Is total of all runs made
Just like real baseball

See United
Shuffle Alleys
Bowling Alleys
Targette Games

Now at your
United Distributor

Regular and Deluxe Models
- Animated Base-Runners
- In Brilliantly Lighted Back-Box
- 10¢ - 3 for 25¢ Play
- Flashy, Streamlined Cabinet
(26½" wide, 67½" high, 66" long)

Order from your United Distributor today!

United Manufacturing Company • 3401 North California Ave., Chicago 18, Illinois • Cable Address: UMCO
SINGLE CUP FRESH BREW COFFEE VENDOR

ROCK-OLA MODEL 1400-S. Brews the best cup of fresh-roasted coffee ever, a single cup at a time. Serves it four ways. Dispenses delicious hot whipped chocolate and tasty tempting whipped soup, too! All dry ingredients—no refrigeration. Ideal for average location, has a cup capacity of 420 squat designed cups. Requires only 15 amps. of power and 5 pounds of outside water pressure. May be installed practically anywhere. Serviced from the front with ease—full swing out door—self-cleaning brew system. All metal construction, colorfully illuminated, has gleaming metal appointments. Styled to stop 'em. Serves a cup of coffee that keeps them coming back again and again. A proven profit maker! Cabinet measures 72-inches high, 29-inches wide and 23-inches deep. Shipping weight—500 lbs. Model 1400 (same as Model 1400-S without Hot Whipped Soup).

ROCK-OLA IVI CORPORATION
800 N. KEDZIE AVE. • CHICAGO, ILL.

Please send me detailed information about the following ROCK-OLA Coffee Vendors. (Without obligation, of course.)

☐ Model 1400 ☐ Model 1300 ☐ Complete Product
☐ Model 3400 ☐ Model TRLB-M ☐ Please have Salesmen call

Name __________________________ Address ___________________________
City __________________________ Zone ______ State ________