Veteran Eddie Fisher, once again active as a vocalist and recording artist, assists in the introduction of the new 1962 Rowe-AMI phonograph which is being premiered for the nation's operators this month. The juke box offers "orbital sound of stereo round" from a model featuring "3-in-1 flexibility"—200, 160 or 100 selections may be programmed from the same machine. Fisher is again back in clubs and on records. His latest disk couples "Arrivederci Roma" and "A Canzoniere" on ABC-Paramount.
THE FASTEST-BREAKING STUFF IN THE GAME

WOLVERTON MOUNTAIN
CLAUDE KING
4-42352

STRANGER ON THE SHORE
ANDY WILLIAMS
4-42451

GOODNIGHT, IRENE
JERRY REED
4-42417

COLUMBIA RECORDS

Also Available on Single
Two weeks ago we received a news release from Jules Malamud, Executive Secretary of NARM (National Association of Record Merchandisers) which announced that the association is engaging in a two-month-long membership drive to bring more rack jobbers into the organization. It's a drive that will consume a considerable amount of the Secretary's time as well as the valuable time of NARM's eastern and western chairmen Abe Levine and Ed Mason.

The release brought to mind the lassitude of some people in our industry. To think that a group of people must solicit membership for an organization when everyone in the field of rack jobbing should be pleasing for the right to be part of the association.

The same applies to all in the varied fields of our industry. SORD, NARM, RIAA, MOA, NAMM, NARAS, ARMADA are associations designed to benefit a certain area of the business. All have only one aim—to help make a specific facet of the business healthier and help solve problems that may be facing it.

If any of the above organizations is weak, it's because of the lack of cooperation it gets from the people in whose behalf it is working; a shameful paradox.

Time and again we have heard people criticize a trade association and follow with a lengthy tirade about what the association should do, the direction in which it should head, the people who should be running it, etc. Frequently the suggestions are extremely constructive and would probably often meet with strong acceptance if presented with as much sincerity and enthusiasm before the association as it is presented to us. Yet these “keen thinkers” are much too often not even affiliated with the association they are criticizing.

Why criticize from the outside when you have a golden opportunity to put your thinking to good use by working within an organization.

By not being a part of a trade association—whether you agree with its objectives or not—you are only hurting yourself. If all of the industry associations were given greater support than is the case in most of them today, all would be stronger and all could accomplish a great deal more only because of the number of people they would represent, if for no other reason.

It is the DUTY of everyone in this industry to be a part of as many associations as represent him.
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<th>Artist</th>
<th>Label, Year</th>
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<td>I CAN'T STOP LOVING YOU</td>
<td>Ray Charles</td>
<td>ABC-1030</td>
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<td>2</td>
<td>STRANGER ON THE SHORE</td>
<td>Claude King</td>
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<td>Paul Anka</td>
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<td>WHEN I GET THRU WITH YOU</td>
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<td>SHARING YOU</td>
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<td>A STEEL GLASS AND A GLASS OF WINE</td>
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<td>TENNESSEE</td>
<td>Jan &amp; Dean</td>
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*Cash Box Top 100 for May 19, 1962*
SCEPTER’S
Gonna have a whole bunch of hits on the charts!!

1 The SHIRELLES
Next Hit Single
WELCOME HOME BABY
Release date—June 4

2 Chuck Jackson — “ANY DAY NOW”

3 The Isley Bros. — “TWIST & SHOUT”

4 Tommy Hunt — “THE WORK SONG”

Several new names on the HOTTEST INDEPENDENT LABEL in the business

SCEPTER-WAND RECORDS • 1650 BROADWAY • N.Y. 19, N.Y.
No Decision On M.S. Distributing in Cleveland

CHICAGO—M.S. Distributing in Cleveland may end the series of negotiations. Cash Box has learned. Reached at the M.S. office yesterday, Clarence Rackley, chief executive last week, owner Milt Saltstein said that no decision had been reached as yet on the future of the Cleveland outlet, which handles a number of key labels in the area.

WB Having Greatest Singles Success Yet

NEW YORK—Warner Bros. Records is now doing the strongest singles sales business in the record industry. Seven diskings from the label, including three from the WB-handled Challenge label, are making strong sales on this week's Top 100. The label's prides & joys are: "That's Old Fashioned" by The Everly Bros. (75); "Al Di La" by Enrico Pericoli (33); "Lemon Tree" by Peter, Paul & Mary (55); "How Can I Meet Her" by The Everly Bros. (75); "Lonely Days" by Johnny Tillotson (80); "Limo Tree" by The Champs (73) (on Challenge), and "I'm Not The Type" by Joanie Sommers (80). An interesting fact is that WB is "Peter, Paul & Mary," which this week holds-down the number 19 spot on the mono chart, while "Rome Ad-" ventures," a song from which the "Al Di La" was cut, is 48 on the stereo chart.

Stimler Gets Liberty's New Eastern Sales Post

NEW YORK—Irv Stimler has joined Liberty Records as eastern sales manager, a new division at the label. Stimler comes to Liberty after heading up sales at 20th Fox Record for the past 2 1/2 years. Stimler said that the new division was putting particular emphasis on Liberty releases, an LP by Julie London, "Love Letters," and a single, "Elephant Walk" by The Miniature Men.

Carl Davis Joins Columbia As Chicago A&R & Producer

"Blue Hawaii" Marks Presley's 30th Gold Disk From Victor

NEW YORK—Elvis Presley will have to make room for yet another gold disk, his 30th, for his "Blue Hawaii" LP, which is currently the gold mark. RCA Victor Records reported last week that Presley's album was a gold seller from the day it was released. The label noted that the sales figure was for domestic sales only, with an additional million copies reportedly having been sold throughout the rest of the world. This week, a soundtrack LP, may well rank as the fastest million-seller of all time, Presley's iconic "Blue Hawaii" LP in Victor, Oct. 16, it had sold 660,000 copies by Dec., thus gaining for Presley from record industry Association of America and the Billboard chart. Victor in Canada has been up with a half million or more sales. During one three-week period in Dec., Victor reported that distributors and dealers had sold no less than 350,000 copies of "Blue Hawaii."

On the LP charts, the album, recently number 1, holds the number 6 spot in mono, 8 in stereo. The label also noted that Presley's current LP, "Follow That Dream," containing four songs from a Presley flick of the same name, has sold nearly a half a million copies in the U.S. alone. It's 28 on this week's Top 100.

Stellar Turnout Set For NARAS Awards Night

NEW YORK—An impressive array of talent and disk industry execs is slated to take part in this week's (29) presentation of Grammies by NARAS, the disk awards society.

Award dinners are set for New York (Waldorf-Astoria) and Los Angeles (Beverly Hilton), while a cocktail party in Chicago (Sheraton-Tow- ers) will coincide with the N.Y. and L.A. fetes. Awards in both N.Y. and L.A. will be given to various winners by "presenters," consisting of top artists.

N.Y. "presenters" will be: Mort Sahl, Burl Ives, Steve Lawrence, Jimmy Dean, Tony Bennett, George Shearing, Leslie Uggums, Morton Gould and Bill Dana. Sahl and Bennett will also entertain the gathering. N.Y. deejay Bill Williams (WNEW) will emcee. Si Zentner and his orch will also be on hand. In Los Angeles, awards will be presented by Madame Josephine, Andy Williams, Jo Stafford, Roger Wagner, Ann-Margret, Soupy Sales, Elmer Bernstein, Andre Previn and his wife, Dorothy Langdon, Spike Jones and his wife, Helen Grusky, Gordon and Power, Carl Reiner will emcee the L.A. event. The Dave Pell orch will also perform.

20th Fox Keeps Label; Gets "Cleopatra" LP

NEW YORK—20th Fox Records, figured by many tradesters to be on its way out as a label, is remaining in the disk field and is now undergoing a complete reorganization campaign under the direction of Baso Bova. All of the disk's distributors, Bova said last week, have been notified of the label's intentions to provide strong product. Additionally, distributors have been alerted to a new sales program consisting of the disking of all 25 45s, concurrent with issues by Shirley Temple, Tommy Dorsey, Glenn Miller and George Gersh- win.

A prize in the fall from 20th Fox will be the soundtrack of "Cleopatra," the 20th Fox flick that has been receiving tremendous publicity on two counts: its production cost (about $800 million) and the marital rift between Elizabeth Taylor, its female star, and Eddie Fisher (Richard Burton is playing the flick, but has also been involved in Taylor-Fisher news).

Bova said that the "Cleopatra" LP would be released several months prior to the premiere of the flick.

On the singles level, 20th Fox is currently hot on "Mr. Hobbs' Theme," written by Henry Mancini for the 20th Fox flick, "Mr. Hobbs Takes A Vacation," starring James Stewart and Maureen O'Hara.

Bova was also quick to point out that the label will be a forerunner in the field for a while before resuming his new post, previously served as national promotional manager of the label.

CAPITOL UPDATES "MUSIC MAN" LP: LOWERS DISK'S PRICE & OFFERS DISCOUNT DEAL

HOLLYWOOD—Capitol Records is preparing for the upcoming flick version of "The Music Man." Though it doesn't have the film's stars (Warner Bros. producer of the flick, has it), the label released the Broadway original-cast album when the show opened in the winter of 1957.

Capitol is re-releasing the LP in a new package and with "completely updated" sound this week (28). New suggested list prices are $4.98 (mono) and $5.88 (stereo), a dollar less in each case as compared with the initial release price.

To launch the album, Capitol Records Distributing Corp. is offering one free LP for every ten purchased on a one-shot initial order. Offers run until June 15.

Singles Bow From Charlie Parker Label

NEW YORK—Charlie Parker Records has entered the singles field with three singles. Label, distributed by MGM Records, has, until now, released a number of jazz LP's. Singles are "Oh, Lady Be Good" by Joe Car- roll, which the label says is getting territorial action, "The Long Knive" by Mundell Lowe and Orch. and "Cozy's Groove, Part II" by Cozy Cole.
exler To Leave

NARM SETS MID-YEAR DATES & SITES

NEW YORK—Paul exler is resigning his post as head of Columbia Records on July 1, it was announced last week. exler, with the label four years ago, will continue to announce details until the resignation takes effect.

On the Mid-Year Original-cast Linsky, the last Theater disk covers, manager of the Addition, will announce the label announced.

Currently one of the hottest indie labels, is getting charted (decks from James Davis, "Grand Canal World," "Bertie Majesty" and "Conscience"), by Paul Petersen ("She Can't Find Keys").

To Bow New Product

Distracts At ARMADA

NEW YORK—United Artists Records will introduce to its distributors at a sales meeting to be held at the Fulton theatre Hotel, Tuesday, it was announced last week by Art Talmadge, who announced the Additions, which will hold its annual convention at the same hotel starting June 27.

The presentation will unveil the company's first impressive album release in the history of United Artists Records, Talmadge said, and will include new recordings by jazz artists, which have been recorded by Alan Douglas, and the initial dinner's line in the new catalog, including 10 albums. This series has a handsomely packaged with brilliant photographs and recorded covers, and recorded performances.

Millions have in disk libraries a copy of Columbia's Broadway original cast LP of the Lerner & Loewe creation with a debt to George Bernard Shaw.

Mercury Bows

3 New Albums

NEW YORK—Mercury Records has issued a special release of three LPs. Included are the original-cast LP of the Off-Broadway hit, "Fly Blackbird," "Mike Fright—The Elgin Avenue New Frontier," and The Tides' "Big Band." (The Melodies Singers)

"Limbo Rock"—Blackbird's second score, which was one of the acquired from the Off-Broadway stage last year by B. Marks Music (Mercury also cut the original-cast LP of "All In Love")

It was sked for its mid-year meeting, and sales conference which will be held today at the NARM Mid-Year Meeting to conveniently attend the industry event.

NARM will follow its format for its mid-year meeting and sales conference which is expected to be attended by sales representatives and record jobbers alike, at the last meeting of New York T., featuring over 2,251 performances in its initial stand on the mainstage.

The end of "Lady" in New York is by no means the demise of the production. It's still being performed all over the world, including road companies in the U.S., and is certain to make many a return engagement in New York itself. Warner Bros. is now working the track vise, starring Audrey Hepburn and, it was rumored last week, Richard Burton.

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"My Fair Lady" Landmark

To Leave New York

NEW YORK—Maybe they'll form a "Committee to Save My Fair Lady," as they did for Carnegie Hall.

The classic musical has become somewhat of a landmark in New York since it opened at the Mark Hellinger Theatre on March 15, 1956, but unless there are new developments the production will end its run, the longest in American musical history, at the Broadway Theatre on July 7.

When the musical closes, its run of 2,621 performances will be a record run for a Broadway musical. Previous record holder was "Okie!," which achieved 2,212 performances in its initial stand on the mainstage.

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Millions have in disk libraries a copy of Columbia's Broadway original cast LP of the Lerner & Loewe creation (with a debt to George Bernard Shaw).

Shirelles' "Soldier Boy" Is Setting For New Single

NEW YORK—Scepter Records may have a repeat hit with The Shirelles' second single, "Soldier Boy." Not an unusual angle.

The gala just awarded a gold disc for their original recording, are back with the background of a new release from the band, "Hurry Home to the Soldier Boy" by songstress June Valley.

The performer sings and narrates against the backdrop of the Shirelles' hit.

According to the label's Max Schlichter, the disk broke in the N.Y. area last week after radio stations in the city played dubs of the track.

Mighty Profitable Session

NARM regular membership (the rank jobber) will hold closed meetings this week, Sunday, August 26, and on Wednesday, August 29. Major association projects, both current and planned, will be discussed at this time.

Participation at the NARM mid-year meeting and sales conference is open to NARM members only, and registration forms for the conference will be mailed directly to them from the Office of the Executive Director.

Those companies, both manufacturers and record jobbers, who are not affiliated with NARM, may apply for membership in time for attendance at the Mid-Year Meeting and Sales Conference, by writing for an application blank to Jules Malamud, executive director, NARM, 112 Beverly Road, Philadelphia 51, Penn.

Rodgers Gets Emmy For "Valiant Years"

NEW YORK—Composer Richard Rodgers has been given yet another award for his creative efforts. He received an Emmy last week from the National Academy of Television Arts & Sciences for the best original score for a TV series for the past season, "Winston Churchill—The Valiant Years." Music from the program was available on an ABC-Paramount LP.

Rodgers was recently presented with a Tony, Broadway's Oscar, for his score for "No Strings."
JAY AND THE AMERICANS
THE NEW HOT SINGING GROUP

With a GREAT Album
PATTERNED AFTER THEIR SMASH "SHE CRIED"

UNITED ARTISTS RECORDS
THE PROUDEST NAME IN ENTERTAINMENT
**Pick of the Week**

**“LITTLE BITTY PRETTY ONE” (2:15) [Recordo BMI—Byrd]**

Nestled within a Troublemakers LP of duets, this comely Jebediah McPhatter duet with Jebediah McPhatter is a gem of a couple. Both seem to relish their little duets, and the possibly loveliness of the restrained vocal style might almost be reminiscent of a couple of oysters in love, eating their way around the seams of the shell.

**“NEXT TO ME” (2:09) [MBM—Singleton, Kennedy]**

CLYDE McPHERSON (Mercury 7987)

Each week, McPherson, who returned to the upper ranges of the sales ladder with his “Love Please” dual-mart smasheroo, can repeat that success with this one. It’s a terrific rock-a-twist up-dating of “Little Pretty Pretty One,” a 1962 years-back instrumental with a huge hit. McPherson does well and will be a good companion piece for the other hit. Great assist on both ends from his “Love Please” LP by the Merry Melody Singers and Jerry Kennedy orch.

**“HAVE A GOOD TIME” (3:07) “IF THE BOY ONLY KNEW”**

[Aucuff-Rose BMI—B&B Bryant] (2:41)

[Sue THOMPSON (Hickey 1174)]

Chances are Sue Thompson will have two chart-makers in her newest Hickory release. One half, “Have A Good Time” (the wheelback click for Tony Bennett), is treated to an ear-arristing, slow and sultry beat-ballad by Sue and the orch. Gorgeous. Lovely performance. The temping, teen beat cha cha pairing, “If the Boy Only Knew,” is also wrapped up in top drawer fashion by the artist. Both halves mean money-in-the-bank for all concerned.

**NEVER IN A MILLION YEARS**

**“THROUGH THE SUMMER”** (2:23) (2:15)

[Robbins ASCAP—Gordon, Revel] (Good Songs, Kilt BMI—Clark)

LINDA SCOTT (Congress 189)

Either end, or both of this oldie-newie combination can give the young hit-maker her next big chart outing. The evergreen, “Never In A Million Years,” takes a delightful chorus-backed, teen beat cha cha ride while the newcomer, “Through The Summer,” moves along at a most attractive ballad-with-a-beat pace. Excellent Hutch Davie support on both halves.

**“CHING CHING AND A) DING DING DING”** (2:18)

[Music World BMI—R. M. & R. B. Sherman]

**“SIDE BY SIDE”** (1:41) [Shapiro-Bernstein ASCAP—Woody]

HAYLEY MILLS (Vista 401)

The rapidly-rising young film star, who has now scored on wax with “Let’s Get Together” and “Johnny Jingo,” can make it three-in-a-row with “Ching Ching And A) DING DING DING,” that the lark and the Camarata instrumental string quartet in money-making manner. Bucking’s a razz-a-ma-tazz up-dating of the dandy oldie. Both ends are in her “Let’s Get Together” LP.

**“SUMMERTIME”** (2:47) [Gershwin ASCAP—Heyward, Bigarré BMI—Foley, Flick, Gershwin]

**“THIS TRAIN”** (2:15)

[Kirkland, Bain]

**THE BROTHERS FOUR (Columbia 12436)**

The Brothers Four serve up two more platters that are ticketed for chartdom. One half is the “For You And Me” classic, “Summertime,” that the crew delivers in its fine, ch-ch-ch-ch-choo smooth vocal manner. Another oldie, “This Train,” is the ear-arristing musical that rolls along at a quick clip. Both ends are sure to be all over the airwaves in the weeks to come.

**“LITTLE RED RENTED ROWBOAT”** (2:30)

[Herb Reis BMI—Moore, Wayne]

**“THE ONE I LEFT FOR YOU”** (2:48) [Sure Fire BMI—Dowell]

JOE DOWELL (Smash 1759)

Look for Joe Dowell to sail straight back to hitville aboard “The One I Left For You.” It’s a delectable, rock-a-shuffle twist ditty, tailor-made for the older Beatles and the younger John and The Beatles, and the Jerry Kennedy Orch dish up in most appealing style. The touching, soft beat cha cha couple sports an effective opening recitation by the singer.

HUGO WINTERHALTER ORCH.

(RCA Victor 8043)

**“MY GEISHA”** (2:23) [Famous ASCAP—Waxman]

Here’s a reading of this lovely, off-cut instrumental from a pick of the same name, Soprano sax and Oriental instrument hit,blooms the affair, but strings form a pretty companion piece.

**THE HONEY BUCKET BRIGADE** (3:12) [Gregory ASCAP—Winterhalter]

This is an unique blues swinger, topped by busy string and brass work.

**THE SUPREME** (Motown 1027)

**“YOUR HEART BELONGS TO ME”** (2:32) [Jobete BMI—Robinson] .eldom its great voice carries the message of the pretty lovelove-dovey. Supporting the team’s spirit is a simple, but effective Latin-beat combo cheese. Can develop into something.

**“(He’s) SEVENTEEN”** (2:34) [Jobete BMI—Johnson, Lifef] Catchy, more speedy rockin’ by the gals.

**GEORGE CAMP (Ato 6228)**

**“HEY DOLL”** (1:57) [Mendola BMI—Lucas] Things begin with din-dip from Camp, but soon the songster and his instrumental solo have the happy, infectious rhythm in time of it. Teen-market will like the solid-sounding vitality.

**“THE WONDERFUL”** (2:42) [Mendola BMI—Lucas] Inviting melody is presented with an exciting Latin ballad arrangement.

**THE SECRET VELDAN QUARTET (Infinity BMI)**

**“A TASTE OF HONEY”** (3:04) [Songfest ASCAP—Scott, Marlow] Pianist and his companions in the intermitted vocal waltz on the lovely pic main-title. Type of jazz sheet that could come up with chart action.


**BUDDY LEE (Brunswick 55228) [2:39] [Merrimac BMI—Brascoll, Scott] Everywhere is teen-teen U.S.A., according to this infectious teen-market stink by the songster and his New-School accompaniment. Fine rock spirit.


**DAVEY JONES (Apt 2604)**

**“LET’S DO IT”** (2:26) [Sher- lyn BMI—Jones, Rosier] Pro blues reading of the 1954 hit of novelty, Checker’s twist takes, Reliable vocal-instrumental outing for hops.

**“I’M IN PAY”** (2:22) [Sherlyn BMI—Jones] A strong Latin—bass line supports Jones’ lost-love stings.

**JOE SENTIERA (Vesuvius 1057)**

**“COME SERENATA”** (2:20) [BIEM—Schubert, Bincatch] The beautiful Schubert melody gets an impressive made-in-Italy reading from the songster and his Latin-styled ork.

**“DILUTE L’AMOUR”** (2:55) [BIEM—De Paolo] Nice intimate ballad sound from the performer.

**LITTLE STEVE WONDER** (Tamla 54091)

**“CALL IT PRETTY MUSIC, BUT THE OLD PEOPLE CALL IT THE BLUES PT. 2” (2:25) [Jobete BMI—Gordy, Paul] A tenderer on the blues is expressed in an infectious manner by the young warbler and his rhythm accompaniment. Could around.

**“CALL IT PRETTY MUSIC, BUT THE OLD PEOPLE CALL IT THE BLUES PT. 2”** (2:46) [Jobete BMI—Gordy, Paul]

This ends the present “old people” side of its earthy, slow-soul approach (it’s mostly an instrumental, showing).

**THE MODERNAIRES** (United Artists 423)

**“GILL BAILEY”** (2:41) [Gershwin ASCAP—Art. Soprano and Special Lyric by Copeland] Famed Swing Era crew’s tag lines applies to today’s sounds, too. This is a swingin’ humor bit on the ancient, featuring unique lyrics and a variable sax soloist (e.g. President Kennedy, Bobo Karloff, Elizabeth Taylor, et al.). Loff joy could make a hit out of this track.

**“MR. LUCKY”** (2:11) [South- dale ASCAP—Mancini] Henry Mancini’s Swingle-back instrumental click from a TV series gets a lyrical reworking of the familiar “modern day swingin’ soloist. Good orb backing on both ends no billing.

**SHAYO (Ad-Lib 0206)**

**“MA! (She’s Makin’ Eyes At Me)”** (2:41) [Mills ASCAP— Clares, Mandol, This cute gimmick tunes it up and makes this one of the most popular on the airwaves, and the menu is high, for a tune this good-natured charm should find lots of decay time.

**“THE JIGGER”** (1:58) [Mad- ehen BMI—Gans] No one is taking anything seriously in this session, too. It’s a ballad, and its bits have that sound of the traffic.

**GORDON MacRAE (Capitol 4773)**

**“LOVELY”** (2:40) [Bulthem ASCAP—Sendhein] Label’s strong voice legs up its most appealing ballad very likely romantic from the score of the new hit, and one of those things that Happened on the way to the Forum.” Fine good-music entry.

**“WARMER THAN A WHISPER”** (2:41) [Chappell ASCAP—Cahn, Van Heusen] Songster is cozy on the pleasant affectation.

**JERRY LEWIS (Decca 31400)**

**“MY MAMMY”** (2:34) [Brown, Warco & Donaldson ASCAP—Donaldson, Lewis, Young] Comie will inflate the Al Jolson-as-a-televiser show this week (20), which could lead to a solid sales response. Lewis does it in the Jolson manner, as he did “Rock-A-Bye Your Baby (With A Dixie Melody)” for a chart session some years back.

**“LET ME SING & I’M HAPPY”** (2:32) [Irving Berlin ASCAP—Beach] Berlin fashion handles another Jolson favorite.

**JUNE CARTER (Liberty 55440)**

**“MAMA TEACH ME”** (2:42) [Central Songs BMI—McCoy, Carter, Allison] Cute twist—lesson swing. The country—pop numbers are giving instructions to “talking harmonies.”

**“MONEY”** (2:28) [A Kave- lin BMI—Raskin, Freberg] Speedy-beat novelty in which a gite declares her “monetary status.”
A SURE-FIRE HIT!
LEROY VAN DYKE
"DIM DARK CORNER"
MERCURY 71988

PLUS THESE CHART BOUND HITS

THE PLATTERS
"More Than You Know"
71986

CLYDE McPHATTER
"Lover Please"
71941

DAMITA JO
"Another Dancing Partner"
71984

LITTLE RICHARD
"He Got What He Wanted"
71965
**Pick of the Week**

**Newcomers**

- "WHERE DOES THE CROWN GO?" (2:47) [Trinity, Beechwood BMI—Barry]
- "CHI-CHICO TEEK" (1:59) [Trinity, Beechwood BMI—Barry, Rooks]

**WAYNE ROOKS** (Capitol 4772)

The weeks to come should find Wayne Rooks' name plastered all over the charts. Songster displays a warm, appealing vocal manner as he ten-tastes off "Wheels Of The Dawn. The Cloven Goats." Fine soft choral showpiece, supplied by the Richard Wolfe orch.-chorus, "Chic-Chico Teek" is a colorful Mercury version better on the other end. Could also move out way. Splendid debut duo.

**Best Bets**

- **HUGO MONTENEGRO ORCH.** (Time 1052)
  (B-+) "PALM CANYON DRIVE" (2:39) [Brent BMI—Pye]. Lush blues swinger that makes the "sound" most out of the brass, perking up with this hit. It's a neat LP, can get solid all-around spins.

- **BARRY SATAVIS** (Warner Bros 5282)
  (B-+) "UNCHAINED MELODY" (2:27) [Frank ASCAP—Zaret, North]. The big-voiced Albert Conniff has come up with the lovely mainstay, Falletto femmes, and a hint-of-the-beat from the full ork are heard in the setting. Could be a chart item in his "Love Is The Sweetest Thing."

- **KAYE WEBSTER** (Dot 16367)
  (B-) "I CANT WALK AWAY" (2:44) [Keva BMI—Bruck]. Webster is on a strong vehicle for the solid folkish ballad about a guy who may end it all with the knowledge that his gal digs him. Full of merit is the guitar-led orch-chorus stand. Might be a big one.

- **B-+ "HANDFUL OF FRIENDS" (2:21) [Lowery BMI—Carpo]. Not to be discounted for possible Top 100 sales is this performance on the first-rate romantic film of legendary seasons.

- **GENE & WENDELL** (Ray Star 888)
  (B+) "PARTY TIME" (2:08) [Lastar, Bror, H. H. BMI—Washington, D.C.]. Palm, who came close with the "Take Me With You, Whitey" with a territorial pop-rbc winner in "The Reach," can cut on the national level with this selection of "pump-out-all-the-stops" driver that they rock out with solid sales authority.

- **B-+) "HOT CHA-RA-Love" (2:01) [Lastar, Bror, H. H. BMI—Washington, D.C.] This tasty cha-cha beat tempo also has an eye on the hit lists.

**RECORD REVIEWS**

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

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

**FRANKIE COLLETT** (Assault 1835)
(B) "THE POLONAISE" (1:25) [NT BMI—Chesky]. Superb vocal ab entail by saxist Collett. Diskery is based on Broadway.

(B) "FUNICULI Funicula" for [NT BMI][B-] Another popular tune is presented for teen tastes.

**MOE MAHARREY** (Marlo 1587)
(B) "HAVE YOU EVER BEEN LONELY" (2:10) [Affiliated BMI—London]. Brown sound better, a bit over-dubbed, with a deep echo-chamber sound, against a piano, organ-led combo and drums. Good teen approach to the oldie.

(B) "GIDDY-UPA-DONG DONG" (2:00) [Dot (Bmi—Terry, Mendelsohn]. An "old-fashioned" rock-rocker affair.

**LEE ADRIAN** (BMI 8586)
(B) "SCHOOL IS OVER" (2:30) [BMI—Adrian]. And the Rochester Collegiates show a neat rock-yard music, and all that in this busy rock-a-chas outing on a summer-type theme. Label headquarters in N.Y.

(B) "I'M IN LOVE" (2:25) [BMI—Adrian]. This rockin' pose is described by label copy as a copy-tap with a twist.

**JACK BAILEY** (Ford 113)
(B) "TIGER LIL" (2:07) [Merry-Go-Round & Melody BMI—Bailey]. Canadian performers does well in his semisolo pose on a catchy item about a rock chick who was given a guy a hard-time. Can get some air.

(B) "YOUR MAGIC TOUCH" [Merry-Go-Round & Melody BMI—Bailey]. Inviting Latinx affectionate.

**AL HIBBLER** (Reprise 20,077)
(B) "WALK AWAY" (2:55) [Sony BMI—Starr]. Rendanz, Barbiere, Weinstein. Longtime warbler is in fine form on the worth-while effort. Canadian performers does walk in this commercial rock-a-string arrangement. Could grab important coin if it gets some airtime.

(B) "I'VE CONVINCED EVERY-ONE BUT ME" (2:43) [Ding Dong BMI—Bennett]. A good LP, this one is sure to grab the listener as the backing is the parting the Hibbler's handling of this great after-hours ballad.

**ROGER WADE** (Harmon 1003)
(B+) "LITTLE GIRL" (2:00) [Iola BMI—Whitfield]. Infectious musical backing for Wade's pro staccato, rather a plucky item about a guy who doesn't let the lady have a proper treatment from his flame. deserves spins, Waxody is from N.Y.

(C+) "I CAN ONLY HURT YOU" [Whitfield]. An idea and an approach here.

**THE FOUR AYALONS** (ATE 654)
(B) "PATINA" (3:02) [Cove BMI—Whitfield]. A neatly vocal quartet from Israel, and on this end it offers a bright display of a number against a rock-inclined setting. LP source is "Sing Along in Israeli."

(B) "FALAFEL" (3:01) — A LP that is a team's warble here. Also from the LP, SCHOOL BELLES (Crest 1104)
(B) "DONT BELEIVE HIM" (2:48) [American BMI—Turner, Rasch]. Gal tells another to take a guy's talk with a grain-of-salt. Has that semi-dramatic date by the larks. Pretty rock-a-string backing.

(B) "VALLEY HIGH" (2:28) [Dot (BMI—Bed Post). Attractive affectionate warble by the femmes.

**THE LAYETTES** (B.CAPOP 1825)
(B+) "NORBOY BUT YOU" (2:19) [Duchess BMI—Bonner, Bonarugia]. A brief talk by the spade, he goes into busy medium-beat blues surroundings with a tune that pays tribute to the loved-one. Offbeat low-down for the team.

(B) "LIFE'S TOO SHORT" (2:19) [Duchess BMI—Bonner, Bonarugia]. Same front vocalist, effective in this intriguing uptempo bluesier.

**THE NITE LITERS** (Verve 12956)
(B+) "NERVOUS" (2:15) [Brent BMI—Hood]. Sax does some good-old-fashioned work in the swing of this instrumental rock. An electric guitar also comes around with a rather solid hit.

(B) "JEALOUS HEART" (2:10) [Acuff-Rose BMI—Carson]. A honky-tonkly view of the oldie.

**THE J-WALKERS** (Everest 2069)

(B) "BeeCN, MUSICTUN" (2:53) [Arrowhead & Tidal BMI—"Whitfield"]. A what jazzy idea on a catchy item.

**CINDY & SUE** (Era 3079)
(B) "YOU GOT TO BE MY HEART" (2:35) [Goldband BMI—Salamon, Dean]. Drummers, back-up group pleasant. Their support is a well-defined rock-a-chas stomp from the combo.

(B) "ANGRY" (1:56) [Melrose ASCAP—Kemp, Carson, Brunies, Brunies]. There's a cheerful razz-ma-tazz nature to this session.

**TERRY WAYNE** (Coteo 60)
(B) "DIAMONDA CAVENIR" (2:27) [Co-CBMI—Wayne]. This deep-sing-a-narrative, against a rocking' combo sound is tied in with a Dinosaur Cavern to be built on Route 66 in Arizona. Label is connected in Phoenix.

(C) "GOD'S GIFT TO MAN" [Kemp ASCAP—Kemp, Carson, Brunies, Brunies]. There's a wonderful razz-ma-tazz nature.

**CAROLE ANN CAMPBELL** (Kangaroo 778)
(B+) "HELL BREAK YOUR HEART" (2:30) [Rodney BMI—Rocquermore, Bobbi]. A true-to-the-roots tough, nicely crafted, blues piece, but being a noise-maker for the coat label.

(B) "THE MORE I SEE OF YOU" (2:25) [Rodney BMI—Rocquermore, Bobbi]. This inviting affectionate also speaks well of the performer's understanding teen-bad manner.

Cash Box — June 3, 1962
CHIPMUNK PROFIT HEADLINES...

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THE ALVIN SHOW—LRP-3209/LST-7209
LET'S ALL SING WITH THE CHIPMUNKS—LSX-1007
SING AGAIN WITH THE CHIPMUNKS—LSX-1008

ANOTHER REASON TO GO LIBERTY IN '62
**Best Bets**

**ROBERTA SHORE & ROBIN LUKE**
(Dot 10366)  
(B+) “FOGGIN’ UP THE WINDOW” [2:15]  
[ BMI—Perpet] Singers team for a cute novelty that will recall the hit of a few years ago, “Seven Little Girls (In The Back Seat).” Their rock-string & choral setting is bright. Fine summertime teen feel here.

**LINDA BRANNON** (Philips 40016)  
(B+) “DEEP INSIDE ME” [2:15]  
[Lowery—South] Label’s new lady harks under fine-sounding circumstances. Her choice teen-market handling of a solid romantic, sometimes overdone, is accompanied by a strong Latinish, rock arrangement including trumpet solo and the closing moments can make it.

**JIMMY ELLEDGE**  
(RCA Victor 8042)  
(B+) “BO DIDDLEY” [2:23]  
[Arti—McManis] This old hit is revived with a fine funky-beat ring from another guy—happily with a pleasing light-beat touch by the singer. A Nashville rock-string ork & chorus sound supports.

**CHRIS KENNER** (Instant 3247)  
(B+) “LET ME SHOW YOU HOW (TO TWIST)” [2:26]  
[Tune-Kel—Neville, Kenner] This newcomer from Kenner & Co. is set to the melody of his “I Like It That Way”—a smasheroo. It’s a catchy piece that can also make the pop-str crowd.

**JERRY WALLACE** (Challenge 9152)  
(B+) “YOU’LL NEVER KNOW” [2:09]  

**TICO & THE TRUMPETS** (Amy 845)  
(B+) “EXPRESS TRAIN” [2:17]  
[Landis, Himi—Landis] Tire & the Trumpets, who clicked territorially with “Motorcycle,” can roll ever further into chartville with this driving rock-n-roll-instrumental. Has that money-making look. Stick with it.

**GIL HAMILTON** (Capitol 4766)  
(B+) “TELL HER” [2:22]  
[Robert Mollin BMI—Russell] Hamilton offers a charming item in which a “wise-man” tells bashful fel lows to make their feelings known to the gal of their dreams. Catchy rock-a-string & chorus setting. Can come up with a surprise hit.

**TOMMY ROE** (ABC-Paramount 10029)  
(B+) “SHEILA” [2:02]  
[Eager, Nitetime BMI—Roe] This quick moving, gal-titled romantic thumper has a flavoring of the late Buddy Holly, years-back success, “Peggy Sue.” Striking percussive backdrop on a deck with a health-chart outlook.

**THE CHALLENGERS** (Challenge 1190)  
(B+) “WHO SHOT THE HOLE IN MY SOMBRERO” [1:56]  
[American BMI—Hayes, Leed] This funny, guitar-led instrumental outing by the Challengers is loaded with chart ingredients. Has an infective border-flavored twister that rates those close.

**THE BUTTERFLY** (2:14)  
[Landis, Himi—Bruce, Lichterman] This intriguing love twister can also push the artist into the spotlight. Two potent sides for the newcomer.

**THE VALADERS** (Gordy 7003)  
(B+) “BECAUSE I LOVE HER” [2:55]  
[Joseph BMI—Gordy] Front assisting “Beatles” makes a strong case for a guy who will be good at both. Giving teen extra interest here is the dramatic happenings from the rock-a-string backdrop.

**TIMOTHY ALLEN**  
(Debmar 3059)  
(B+) “I’M AWAY” [2:43]  
[Joseph BMI—Hunter, Paul, Williams] After going on as an othermember of the breeders is spot lighted with sensitivity on the fine bluesstyled affectation.

**SHAYNE HUNTER** (Gambit 1104)  
(B+) “LOTS OF LUCK TO YOU, DEAR” [2:25]  
[RSVP & Ed- lock BMI—Hunter, Savoy] Hunter’s pro upbeat vocal on the catchy rock instrumentation, organ comments (in the setting make this blues-styled rhythmic a worthy two-market entry. Label is nationally distributed by Circa.

**ROSS BAGDASARIAN** (Liberty 55462)  
(B+) “ARMEN’S THEME” [2:18]  
[A.B.C. ASCAP—Bagdasi- an] This is a rock version of a solidly sprightly ditty previously cut by Bag- dasarian also known to come from the town of Sh Suiteville of Chumpkin fame. Swingin’ format includes a band sound and words. Catchy thumper. Likely to make lots of airmate.

**THE APPALACHIANS** (ARC BMI—Singleton, Kennedy) Things are on the upswing on this wistful country-like track.

**CARMEN VILLANI** (Challenger 1114)  
(B+) “ALL OF YOU” [2:55]  

**CLAUDEINE CLARK** (Challenger 1113)  
(B+) “PARTY LIGHTS” [2:20]  
[Rambo BMI—Clark] Lots of well-done rock vitality from the lady and her combo-femme chart companions. A work that will interest the kids.

**BOBBY DALE** (Koko 8803)  
(B+) “FOOLISH LITTLE POOL” [2:35]  
[M. Wit- cus BMI—McAllister] Singer takes it nice-en easy on this sentimental. Waxery is located in N.Y.

**NORMA RIVERS** (Vassar 334)  
(B+) “THREE MILLION TEARS” [2:31]  
[Hed-Mi ASCAP—Crane] Throats reach their peak in front of a light-rock statement from the combo.

**THE DYNATONES** (Massive 305)  
(B) “MOON SHOT” [2:22]  
[Mis- sile BMI — Dipsio, Alexi, Aron—D’Amato] Good solid good rock sound- ing blast by the instrumental. Percussion statements are worthy attempt. A product of Bo- marc in Philadelphia.

**HAWAIIAN WAR CHANT” [2:12]  
[Koko BMI—Noble, Lelehotaka] A growing sax is part of this rock-rough date on the oldie.

**THE MAJORS** (Imperial 5885)  
(B+) “A WONDERFUL DREAM” [2:45]  
[Travis & Rittenhouse BMI—Margolis, Marshall] Team’s distinctive lead heads this joyful rock version of the Top 10 action business that has a place in teen-market programming.

**BILL HAMBRICK** (Ducan 1601)  
(B+) “JUST HAVE A LITTLE FAITH” [2:58]  
[Hambrim, Bishop] Optimistic theme is presented with a sunny rhythmic blues backing to go along with the Emilio Piscioli (Warner Bros.) vocal. A solid female version of the opus.

**CARMEN VILLANI** (Challenger 1114)  
(B+) “AL DI LA” [2:55]  

**DOROTHY LEE** (Debmar 3059)  
(B+) “TEN LITTLE SOLDIERS” [2:57]  
[Debmar ASCAP—Intra, Monti] More dramatic fare with a lush tango setting.

**BOBBY RAY ROSS** (Gambit 1104)  
(B+) “GOOD TIME FLO” [2:18]  
[Arc ASCAP—David, Edwards] Boys are under a bright rock light here too.

**TINO VALENTINO** (Swan 4109)  
(B+) “SO RIGHT FOR SATURDAY NIGHT” [2:16]  
[Arch ASCAP—David, Edwards] Boys are under a bright rock light here too.

**BOBBY DEE** (Koko 8803)  
(B+) “FOOLISH LITTLE POOL” [2:35]  
[Koko BMI—Demp, Stone, Wycye] Singer takes it nice-en easy on this sentimental. Waxery is located in N.Y.

**TINO VALENTINO** (Swan 4109)  
(B+) “GOOD TIME FLO” [2:18]  
[Arc ASCAP—David, Edwards] Boys are under a bright rock light here too.

**BOBBY RAY ROSS** (Gambit 1104)  
(B+) “SO RIGHT FOR SATURDAY NIGHT” [2:16]  
[Arch ASCAP—David, Edwards] Boys are under a bright rock light here too.
STAND BY FOR A HIT

STRONG POP PLAY—FROM THE FIRST DAY

THE COMEBACK

B/W OVER LONELY AND UNDER KISSED

FARON YOUNG

AND THE JORDANAires

Capitol #4754
RECORD REVIEWS

B+ very good B good C+ fair C mediocre

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

Best Bets

LITTLE JO ANN (Kapp 467)

(B+) “MY DADDY IS PRESENT” (2:15) [Vice ASCAP—Vardi, De Noo] Moppet ballad, playing the role of the narrator, Caroline, tells how Caroline enjoys being a young girl in the White House in this cute rock-a

CHAUVEN. Kiddies will like the humor.

(B) “MAC A RON I (Caroline’s Pony)” (2:06) [Gretnie ASCAP—Noxon, Carl] Teddy bear, instrument

CHARM is named after Caro

LINE’S favored pony.

DEAN HALEY (Liberty 55446)

(B+) YOU’VE CONQUERED ME” (2:00) [Albion BMI—Stallm.

Man, Jacobson] Effective march-beat drum breaks to stand by singer Haley and his trumpet-included orchestra. Theme, a “Temptation” style—ideal poeten teen material. Could get someplace.

(B) “QUEEN OF THE ANGELS” (2:20) [Albion BMI—Hawley, Adler] Expressive softie by the per

former.

JOEY POWERS (RCA Victor 8028)

(B+) “TWO TICKETS & A CANDY HEART” (2:52) [Vance ASCAP—Vance, Carr] Gal leaves her guy at home for a night with a wealthy warmer folk-flavored entry. Looks like a winner

(B) “JENNY, WOHN’T YOU WALK UP?” (2:12) [Vance ASCAP—Vance, Carr] Folkish essay by the singer, who relates a plot about a guy who lives high on a mountain and gal who lives down in the valley, thus presenting a problem of the two meeting.

BILLY STEWART (Chess 1820)

(B+) “FAT BOY” (2:43) [Arc BMI—Stewart] Theme of a “Fat Boy” lover is handled with catchy blues fitness. Seller. The background includes some good-sounding comments from an organ. Well-done two-market offering.

(B) “YOU CAN’T MAKE ME SLOW” (2:22) [Arc BMI—Stewart] Slow-beat blues musings by Stewart.

TEDDY VANN (Jubilee 5424)

(B+) “RIVER KEEP MOVING” (2:24) [Vann, Williams, Songster] Previous on the Columbia label, appealingly essay the attractive folk-type, wishful

romantic. An inviting harmoniza

ted chord-progression sounds support. Discuss advisable.

(B) “WHO KNOWS WHAT WILL HAPPEN TOMORROW” (2:42) [Teddy Vann BMI—Vann, Williams] Feelingshing in a more deliberately-paced lay.

MARTY BRONSON (Norman 520)

(B) “IN YOUR ARMS” (2:35) [Vann, Williams, Songster] The big-voiced warbler takes leg

t command of an appealing senti

mental. Strings are spotlighted in the instrumental backing. More mature listeners will appreciate an airing of the track.

(C) “THE RIVER” (2:29) [Rob-

ert, Hooper—Telfer] Dramatic folk-type stilt that’s somewhat far-

ces out for general acceptance.

DUKE ELLIOTT/ONG CROST BASE (Columbia 4446)

(B+) “BATTLE ROYAL” (3:05) [Tempo & United Artists AS-

CAP—Ellington] Here’s a potent doo-wop number, with a signifi-

cant touch. Happened on the “Way to the Forum” is engagingly en-

sued by the thrush, who’s backed by the “Georgia” ork sound. Solid good-music vocal.

(B) “JUST A BRIEF ENCOUN-

TER” (2:56) [Brown BMI—Brown] Performer brings un-

derstanding to a pretty plaintive, Soft, concert-like sound from the ork.

BOBBY LEE (Coca 1076)

(B+) “TWIST IT” (2:48) [James E. Kirchstein BMI—Keely, Koons] A cracking doo-wop number is done with an almost basic blues touch by the songer and combo.


BENT FABRIC (Atco 6226)

(B+) “ALLEY CAT” (2:23) [Mor-

tor BMI—Bjorn] Ivory artist here has a light-beat reading of a catchy rhythmic Amiable, relaxed sound for easy-go programming.

(B) “MARKIN’ TIME” (1:34) [Romitol BMI—Bjorn] Fabric is not trying to overpower anyone here, too.

THE ALMA-KEYS & THE CITATIONS (Kiski 2056)

(B+) “JUMPIN’ TWIST” (2:30) [BMI—Hayden] The Alma-Keys do the vocal and the Citations supply the best in this lively twist take. Waxery does business out of Vanderlington.

(B) “PLEASE COME BACK TO ME” (3:30) [BMI—Hayden] A warm bluebeamer from the same setup.

MICKEY PRESS (Dayhill 1990)

(B) “THE GREATEST LOVER OF THEM ALL” (2:30) [E. B. Marks BMI—Satter] Press sounds an awful lot like Presley in this busy rock bouncer.

(B) “SPEAK TO ME” (2:35) [E. B. Marks BMI—Satter] A copy view of the performer.

FREDDIE POWELL (Sheraton 1605)

(B) “PAINTED PICTURES” (2:10) [Dunmott BMI—Gould, Powell] Last-love plot is portrayed with feeling by the teen vocalist. His backing is an OK rock-a-stringed ball sound. Diskery is based in New Mil

ford, N.J.

(B) “FLIP TO THE TWIST” (2:10) [BMI—Gould] Salute to the step fad.

RELIGIOUS

CHURCH OF GOD IN CHRIST CHOIR (Salvation 2001)

(B) “Do You Love Him?”

CHARLES FOLD (Peacock 1953)

“Meet Me At The River Of Jordan”

“Hill’ll Fight Your Battles”

MIGHTY CLOUDS OF JOY (Peacock 1987)

“I Love Jesus So”

“Time Has Changed”
SAM COOKE'S got another winner, a twister he wrote himself...it's a brand NEW SINGLE

and big-beat follow-up to his smash "Twistin' the Night Away." It's "HAVING A PARTY"

#8036 ORDER BIG!

RCA VICTOR

Cash Box—June 2, 1962
### RADIO ACTIVE CHART

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 combining 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 MAY 23RD)

<table>
<thead>
<tr>
<th>% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>LABEL</th>
<th>% OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE</th>
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</thead>
<tbody>
<tr>
<td>38%</td>
<td>The Crowd</td>
<td>Roy Orbison</td>
<td>Monument</td>
<td>48%</td>
</tr>
<tr>
<td>36%</td>
<td>Johnny Loves Me</td>
<td>Shelley Fabares</td>
<td>Colpix</td>
<td>36%</td>
</tr>
<tr>
<td>34%</td>
<td>Sealed With A Kiss</td>
<td>Brian Hyland</td>
<td>ABC. Para.</td>
<td>34%</td>
</tr>
<tr>
<td>29%</td>
<td>Roses Are Red</td>
<td>Bobby Vinton</td>
<td>Epic</td>
<td>55%</td>
</tr>
<tr>
<td>28%</td>
<td>Stranger On The Shore</td>
<td>Andy Williams</td>
<td>Columbia</td>
<td>28%</td>
</tr>
<tr>
<td>27%</td>
<td>Lisa</td>
<td>Ferrante &amp; Teicher</td>
<td>United Artists</td>
<td>27%</td>
</tr>
<tr>
<td>25%</td>
<td>Three Stars Will Shine</td>
<td>Richard Chamberlain</td>
<td>MGM</td>
<td>35%</td>
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<tr>
<td>25%</td>
<td>Wolverton Mountain</td>
<td>Claude King</td>
<td>Columbia</td>
<td>59%</td>
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<tr>
<td>22%</td>
<td>Johnny Get Angry</td>
<td>Joanie Sommers</td>
<td>Warner Bros.</td>
<td>55%</td>
</tr>
<tr>
<td>20%</td>
<td>Snap Your Fingers</td>
<td>Joe Henderson</td>
<td>Todd</td>
<td>89%</td>
</tr>
<tr>
<td>20%</td>
<td>Swingin' Gently</td>
<td>Earl Grant</td>
<td>Decca</td>
<td>20%</td>
</tr>
<tr>
<td>17%</td>
<td>When I Get Thru With You</td>
<td>Patsy Cline</td>
<td>Decca</td>
<td>80%</td>
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<tr>
<td>17%</td>
<td>The Stripper</td>
<td>David Rose</td>
<td>MGM</td>
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<tr>
<td>15%</td>
<td>The Wah-Watusi</td>
<td>Orlons</td>
<td>Cameo</td>
<td>15%</td>
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<tr>
<td>15%</td>
<td>Boom Boom</td>
<td>John Lee Hooker</td>
<td>Vee Jay</td>
<td>15%</td>
</tr>
<tr>
<td>15%</td>
<td>I'll Never Dance Again</td>
<td>Bobby Rydell</td>
<td>Cameo</td>
<td>39%</td>
</tr>
<tr>
<td>14%</td>
<td>Having A Party</td>
<td>Sam Cooke</td>
<td>RCA Victor</td>
<td>34%</td>
</tr>
<tr>
<td>14%</td>
<td>Baby Elephant Walk</td>
<td>Miniature Men</td>
<td>Dot</td>
<td>49%</td>
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<tr>
<td>14%</td>
<td>Theme From Bon Casey</td>
<td>Valjean</td>
<td>Carlton</td>
<td>52%</td>
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<tr>
<td>12%</td>
<td>Bristol Twistin' Annie</td>
<td>Doovells</td>
<td>Parkway</td>
<td>39%</td>
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<tr>
<td>12%</td>
<td>Soldier Boy</td>
<td>Bill Butler</td>
<td>Epic</td>
<td>18%</td>
</tr>
<tr>
<td>12%</td>
<td>Walk On The Wild Side</td>
<td>Jimmy Smith</td>
<td>Verve</td>
<td>18%</td>
</tr>
<tr>
<td>10%</td>
<td>Loveless Life</td>
<td>Ray Donner</td>
<td>Gone</td>
<td>10%</td>
</tr>
<tr>
<td>10%</td>
<td>Sharing You</td>
<td>Bobby Vee</td>
<td>Liberty</td>
<td>69%</td>
</tr>
<tr>
<td>10%</td>
<td>A Steel Guitar And A Glass Of Wine</td>
<td>Paul Anka</td>
<td>RCA Victor</td>
<td>79%</td>
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<tr>
<td>10%</td>
<td>West Of The Wall</td>
<td>Tony Fisher</td>
<td>Bigtop</td>
<td>48%</td>
</tr>
<tr>
<td>10%</td>
<td>Al Di La</td>
<td>Emilio Piroli</td>
<td>Warner Bros.</td>
<td>34%</td>
</tr>
<tr>
<td>10%</td>
<td>Too Late</td>
<td>Dreams</td>
<td>Smash</td>
<td>28%</td>
</tr>
<tr>
<td>10%</td>
<td>Have A Good Time</td>
<td>Sue Thompson</td>
<td>Hickory</td>
<td>10%</td>
</tr>
<tr>
<td>10%</td>
<td>Potato Peeler</td>
<td>Bobby Gregg</td>
<td>Parkway</td>
<td>10%</td>
</tr>
<tr>
<td>10%</td>
<td>Mama</td>
<td>Roy Orbison</td>
<td>Monument</td>
<td>10%</td>
</tr>
<tr>
<td>10%</td>
<td>Made To Love</td>
<td>Eddie Hodges</td>
<td>Cadence</td>
<td>10%</td>
</tr>
<tr>
<td>10%</td>
<td>Our Favorite Melodies</td>
<td>Gary Criss</td>
<td>Diamond</td>
<td>25%</td>
</tr>
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</table>

#### LESS THAN 10% BUT MORE THAN 5%

<table>
<thead>
<tr>
<th>TOTAL % TO DATE</th>
<th>TOTAL % TO DATE</th>
<th>TOTAL % TO DATE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pelissides Park</td>
<td>89%</td>
<td>Yes My Darling Daughter</td>
</tr>
<tr>
<td>Freedy Connan (Svan)</td>
<td>24%</td>
<td>Green Leaves Of Summer</td>
</tr>
<tr>
<td>Another Dancing Partner</td>
<td>47%</td>
<td>Shake A Hand</td>
</tr>
<tr>
<td>Damita Jo (Mercury)</td>
<td>44%</td>
<td>Goodbye Dad</td>
</tr>
<tr>
<td>Cindy's Birthday</td>
<td>23%</td>
<td>Castle Sisters</td>
</tr>
<tr>
<td>Johnny Crawford (Del-Fi)</td>
<td>30%</td>
<td>How Many Nights</td>
</tr>
<tr>
<td>Keep Your Love Lotted</td>
<td>15%</td>
<td>Bobby Shaw (Liberty)</td>
</tr>
<tr>
<td>Paul Peterson (Capitol)</td>
<td>9%</td>
<td>Rockin' On N' Off</td>
</tr>
<tr>
<td>Cuanne</td>
<td>23%</td>
<td>B. Bumble (Rendezvous)</td>
</tr>
<tr>
<td>Tony DeFranco (Valmar)</td>
<td>30%</td>
<td>Everyday Loves A Lover Angels (Caprice)</td>
</tr>
</tbody>
</table>

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**SLEEPY KING**

**Has A Smash New Release**

**"SLOWLY BUT SURELY"**

**JOY 263 Remember it's on...**

**JOY RECORDS**

1619 Broadway New York, N.Y.
A LETTER OF SINCERE APPRECIATION TO ALL
DEEJAYS, DEALERS, OPERATORS, ONE-STOPs,
RACK JOBBERS, DISTRIBUTORS, etc.

ABC-PARAMOUNT RECORDS, INC.

May 23, 1962

Dear Friends:

Whenever any record and/or a long-playing recording achieves
some measure of commercial success, we realize that it is due to the
wholehearted support of the entire industry. At that time, we always
try to express our complete gratitude for such support.

At this time, then, on behalf of RAY CHARLES and everyone at
ABC-Paramount Records, I would like to issue this letter of our
profound appreciation for the wonderful acceptance which you -- the
disc jockeys, dealers, operators, one-stops, rack jobbers, chain-store
merchandisers, distributors and all the others who contributed to making
the single record of

"I CAN'T STOP LOVING YOU" b/w "BORN TO LOSE"
(ABC-10330)

the No. 1 seller in the business, all within one month after release.

As you know, both selections were included in RAY CHARLES' most
recent long-playing album, entitled,

"MODERN SOUNDS
in
COUNTRY AND WESTERN MUSIC"
(ABC-410)

which has also established a precedent-shattering total in sales, and is
now at the top of the charts only two months after its release!

From all indications, you are all still continuing your strong
support of both the single record and the album, and we can only
resort to this means of stating our deepest gratitude to all of you.

Most sincerely,

SAM H. CLARK

P.S.- A special vote of Thanks to: SID FELLER for his exceptional A. & R. Production;
and to
MARTY PAICH, GERALD WILSON and GIL FULLER for their incomparable arrangements.
Duane Eddy, who was born in Corning, New York, was first introduced to the guitar when he was only five years old. Nothing happened—then. But twelve years later, when Duane was seventeen, he was given a recording of Charlie Atkins for his birthday—and this time, it stuck.

The young twenty-four year old RCA Victor artist looks back from a different point of view on those days, when he didn't have enough money to pay for lessons or for records, and so simply went from dance hall to dance hall to listen to the musicians. He sold hot dogs and pop to listen to the guitarists, and after three years, in 1954 Duane went to a recording studio in Phoenix, Arizona, where he cut two records "Movin' and Groovin'" and "Rebel Rouser" on the Jimmy label. Both of these self-penned items quickly zoomed up the chart. The rest is history. Eddy's distinctive guitar style (achieved by playing melody on the bottom string rather than the top strings) has won him a flock of fans through the years.

Currently, he is checking with "Deep In The Heart Of Texas." 

---

Platter Spinner Patter

**BOB LEWIS**

**WINN-NEW YORK**

---

**WOODS NEW YORK**

---

**THE DEMENTED**

**CHECKMATE 1012**

---

**CHESSEX SPINNER CO.**

**1202 MICHIGAN AVE.**, Chicago 16, Ill.

---

**CASH BOX**

---

**DEERJAYS BIOS**

**Duane Eddy**

---

**IT TAKES A LOT**

**THE SEMINOLES**

---

**DEAR MAMA**

**TONI WILLIAMS**

---

**STOCK PRODUCING CO.**

---

**PLATTER SPINNER PATTERN**

---

**VITAL STATISTICS:**

Stuart Walker exits his music director spot on WINS-New York to enter independent film production. He says he will remain with WMG, New York, now with WINS.
ALBUM PLANS

NGEL

AMEO/PARKWAY
A six-month discount program on all LP's. 12% discount on any 50 albums contained in the package. 90 day dating to qualifying dealers. Expires: Aug. 30.

COLUMBIA
10% discount on the Dave Brubeck catalog during May.

CONCERT-DISC
Complete catalog including new releases by Bob Nichols and Frank Hamilton. Offered on a one-for-every-five-purchased basis. Label's "Success In Life" series and The Businessmen's Creed Club series available at additional 16% discount. No termination date has been set.

OOTO

OT
"Big Spring Bonus Plan"—Dealer buys 10 LP's and gets 5 free, 3/3 payments on May 15, June 15 and July 15.

PIC
"International Music Tour"—15% discount on international LP's. Expires: June 29.

LIBERTY
"Top of the Birds Puller"—15% discount on 6 new LP's. Expires May 30.

"Spring Sales Redux"—15% discount on Bobby Vee and Tami Yaro LP's. Expires: June 8.

"Chippendale Fresh Readline"—10% discount on Chippendale LP's and EP's. Expires: June 18.

MERCURY
16 free LP's free with purchase of every 100 of the label's May release of 14 LP's.

MONITOR
LP's—4 classical, 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.

REQUEST
LP catalog is available on a buy-10-get-2-free basis. Described as a limited-time offer.

QUEEN
Entire LP catalog, including The Four Tops LP's, at 15% discount. No termination date has been set.

MASH
15% discount on all LP's. Deferred billing. Expires: June 30.

DONODOR
Buy 2-get-1-free offer on four LP's by the Orchestra Del Oro. Described as a limited-time deal.

UNITED ARTISTS
"Tribute to Ferrante & Teicher"—25% discount during May on eight LP's by the dual-pianists.

ESUVUUS
The label, dealing mostly in Catholic recordings, is making its Series 1500 catalog available. A buy-4-get-1-free basis. No termination date has been set.

Radio Promo In D.C.

CHICAGO—Jack Burgess, Ben Rozner, Lee Holohan, and Bob Krueger, Eastern executives for RCA Victor Records, were present in this city Wednesday evening, May 9th, to attend a gala soiree to herald the special opening night performance of Victor's new star, Al Hirt, in the posh Living Room, in the heart of the Rush Street/"Glitter Gulch." The affair was hosted by Stan Pat, Victor's midwestern promotion chief, and Ralph Egan, general manager of RCA Distributing's Chicago branch. Among these present at the entertainment were Tony Bennett and Julie Wilson.

Hirt followed this affair with a command performance for President Kennedy in Milwaukee on May 12th. The top photo shows Stan Pat surrounded by Tony Bennett and Al Hirt. In the middle picture are Stan Pat, a friend, Jack Burgess, and Al Hirt. The bottom photo shows Julie Wilson greeting Al Hirt.

New N.Y. Philips Distrib.

CHICAGO—Philips Records has named Johnny Halonka's Beta Distributors as its new outlet in New York City. Beta replaces Porten Distributing. Before forming Beta, Halonka was for 15 years a partner in Alpha Distributing, also New York.

Fats Domino

"My Real Name"
Imperial #5833

Imperial Record

Attention Manufacturers
"Come Fly With Me"
HELLER VISITS ATLANTIC CITY, N.J.
11 A.M. Thursday May 10th, Bob Heller visits with disc jockeys Les Keene & Bob McClay of Radio Station WMTI Atlantic City, N.J.

BOBBY RYDELL

Smash Hit
DAVID ROSE & HIS ORCHESTRA
"The Stripper"
K 13064

Fats Domino

"My Real Name"
Imperial #5833

Imperial Record

ATTENTION MANUFACTURERS
"COME FLY WITH ME"
HELLER VISITS ATLANTIC CITY, N.J.
11 A.M. THURSDAY MAY 10TH, BOB HELLER VISITS WITH DISC JOCKEYS LES KEENE & BOB McCLAY OF RADIO STATION WMTI ATLANTIC CITY, N.J.

BOBBY RYDELL DIST. CO.

"FLYING RECORD PROMOTIONS"
663 N. BROAD ST. PHILA 33, PA.
PO 5-1010 PH 5-1232

THE AMERICAN LONDON GROUP

The American London Group

EARNIE MARESCA

SHOUT
SHOUT!
"Knock Yourself Out"
SCVILE 45-11

THE AMERICAN LONDON GROUP

His Greatest...
I'LL NEVER DANCE AGAIN
BOBBY RYDELL
CAMEO 217

THE AMERICAN LONDON GROUP

Fats Domino

"My Real Name"
Imperial #5833

Imperial Record

Attention Manufacturers
"Come Fly With Me"
HELLER VISITS ATLANTIC CITY, N.J.
11 A.M. Thursday May 10th, Bob Heller visits with disc jockeys Les Keene & Bob McClay of Radio Station WMTI Atlantic City, N.J.

BOBBY RYDELL DIST. CO.

"FLYING RECORD PROMOTIONS"
663 N. BROAD ST. PHILA 33, PA.
PO 5-1010 PH 5-1232

THE AMERICAN LONDON GROUP

EARNIE MARESCA

SHOUT
SHOUT!
"Knock Yourself Out"
SCVILE 45-11

THE AMERICAN LONDON GROUP

His Greatest...
I'LL NEVER DANCE AGAIN
BOBBY RYDELL
CAMEO 217

THE AMERICAN LONDON GROUP
Teicher, clicking with "Lisa," are currently on a 3-week, 12-city tour promoting the label's newly released album, "Young, Little Baby" and Jay & the Americans' "She Cried." LP. Also available from Epic are "Tommy Roe" and "Brown's My Time For Crying" and the Impressions' "You Better Run." Teicher and Lisa's "Let Me Go" two-sider... Glenn Pro's "Ben Arges" items that Saladin, an oldie favorite, is reservation. "Honey Doe," will appear, with famous caricaturist Kalhi, on the OJee Franklin TV show...Anne Field & Paul Bolen debut their Temptone label with a single from Pro's "Friends," who was with the Three Friends all years back waxing. (Blanche)

Europe's famed rock 'n twist performer Johnny Hallyday slotted to arrive here this week for a Nashville wax session with Philips' A&R director Shelby Singleton. Johnny's currently represented on wax with "Be-" Ronan & His American Rockin' Hits" LP, Tina Robin, currently singing with Don and Sal Valenti's - L-i, till 5/28, set for stints at the Cork Club in Houston, 6/7-20 and then the London in Miami... Lesser Lamin, whose latest Epic package is also set for 5/28, is the lead artist for his 4th stint at the White House (during the Kennedy administration). Lesser has recorded "Music of the Shah" and "Shiraz," both of which were hit singles back in 1969, and "Come From Away," written by his wife (and manager) Betty J. He and the Bill Butler Epic instrumental band are also booking "Soldier Boy," which is their current single. The Cash Box office was last week to tell us about "The Big Deal," the latest release from the Beach Band. "Shark," written by her husband (G. Heigel in Germany) and cut by the Beach Band, was at the top of the polls for the latest issue of "Hollywood," a cover of the Shadows' #1 English hit... Here's hoping for a successful "The Big Deal," as the group's "Are You There," which was also a hit (of the Everly Bros. Ent.), who's flat on his back in a brace, as the result of a slipped spinal disc. Reggae notes that Don & Phil, currently hot with their "That's Old Fashioned," "How Can I Meet Her," "Warner Bros. duo, flat out will set sail on their new "Vietnam" LP, which is due in June... Fresh from his concert tour in Japan, singer-songwriter Don McLean will return to the US for the first time since last year's trip. He will appear on "The Tonight Show," May 21, and "The Mike Douglas Show" May 22. McLean's "American Pie" is in the charts, as is his new release, "Heaven."

For jazz buffs, Newport Jazz Festival kicks off this weekend, with performances by Duke Ellington, Count Basie, and the Modern Jazz Quartet. The festival runs through May 28, and admission is $12 per day or $30 for the week. For additional information, call 842-5000. Also appearing at the festival will be Sarah Vaughan, Bill Evans, and Max Roach. The Newport Jazz Festival is located at the International Amphitheater in Newport, Rhode Island.

For rockers, the annual Woodstock Music Festival returns for its second annual event, this year featuring The Who, The Rolling Stones, and Santana. The festival runs from August 15-17, and admission is $35 per day or $90 for the week. For additional information, call 842-5000. Also appearing at the festival will be The Who, The Rolling Stones, and Santana. The Woodstock Music Festival is located at the Bethel Woods Center for the Arts, in Bethel, New York.

For country music fans, the annual CMA Music Festival will be held in Nashville, Tennessee, from August 16-19. The festival features performances by George Jones, Charley Pride, and Kris Kristofferson. Admission is $100 per day or $250 for the week. For additional information, call 842-5000. Also appearing at the festival will be George Jones, Charley Pride, and Kris Kristofferson. The CMA Music Festival is located at the Opryland Convention Center, in Nashville, Tennessee.
RECORD
RAMBLINGS

Many thanks to Lou Kretz of K Record Distributors of Baltimore and John Penny of the Penny Co. of Boston for first breaking our Record of

"Air Travel"
Leda #302
Ray & Bob

George Jones &
Margie Singleton
"Waltz of the Angels"
Mercury #71955

Cash Box, June 3, 1960
Mason Makes Madcap Whirl For Verve

CHICAGO—Jackie Mason, Verve comic star, made a whirlwind tour of Chicago radio stations and newspapers to publicize his current album, "I'm The Greatest Comic Man In The World. Only Nobody Knows It Yet." Mason, in a current engagement at the Boulevard theater in Rego Park, Queens, New York, will do a special at Carnegie Hall on May 28th.

Calling "Dr. Kildare" Proves Too Hard To Handle

NEW YORK—The Hartford telephone company decided to call it quits when it was deluged with hundreds of telephone calls for "Dr. Kildare," which resulted from an ad placed in the personal columns of the Hartford Courant by MGM distributor Dick Godlewski.

The telephone gimmick was set up as a publicity stunt for the Richard Chamberlain MGM recording of "Theme From Dr. Kildare" whereby persons calling a special number would hear a recorded message by Richard Chamberlain, Dr. Kildare on TV, plus a few bars of his MGM record.

Matters became complicated when disk jockeys at WDEC, Hartford, picked up the gag and also advised their listeners to call "Dr. Kildare." At this point the entire Hartford telephone exchange was jammed with calls for the next three days. At the request of the local phone company, WDEC discontinued the announcements on the air. Meanwhile, "word of mouth" information has spread thru Hartford, forcing the telephone people to cancel the "Dr. Kildare" phone number and yank the automatic answering service.
Tillotson To Cut New LP For Cadence

NEW YORK—Two weekend passes at the body of Johnny Tillotson, stationed at the Cadence Records. According to the label's S. C., will enable the singer to cut a new LP, in Nashville, for Cadence Records. Attending the sessions will be Archie Bleyer, Tillotson's producer, and his personal manager.

Atlantic Inks Betty Carter

NEW YORK—Atlantic Records has signed vocalist Betty Carter to an exclusive disk pact. Label officials and performers are now selecting material for her first sessions for the label. During the past two years, she conducted extended national concert and tour dates with the Roy Charles little group and plans have already been made for the performer to appear with various groups again on his engagement. She will cut an LP with the Symphonie orchestra, which, besides her vocal chores, will also write arrangements for the album.

Terri To Make Same Biz “Probes”

NEW YORK—A series of “business probes” is about to get under way at Perri Records, recently formed by A&R, performer and business manager. Perri originally a series of questionnaires designed to produce “hard facts” about the music business. Spanning the industry's chaotic as he touring, broadcast management, distribution, dealers, etc., the first series is for the creation of a list of these areas of information that, properly explored, would be expected to strengthen the company's position. “We intend to test these areas fully,” said Osias.

Data will be drawn from people on every level of the industry, including artists, broadcast management, distributors, dealers, coin machine operators, etc. Osias said that results of the “probes” will be made public periodically.

In another development at the label, a new lease on office space has been added to its New York offices. Ad & sales and promotion functions will be moved from 19 East 48th Street to the new space. Executive offices of the parent company Organization remain at 527 Madison Ave.

MGM/Verve Artists Play Carnegie Hall

NEW YORK—Three MGM and Verve artists supplied audiences at Carnegie Hall with laughter and song over the past weekend. Verve comedienne Phyllis Diller began the ball rolling on a one-woman show Friday (5), followed by comic Jackie Mason, also on Verve, Saturday night (6). MGM's folk singer Martin Selman performed Sunday evening (7).

MGM/Verve didn't neglect the promotional possibilities of this representation: Sol Hsawdwy, publicity and promotion head, tied-in the appearances with sales of albums by the artists. Carnegie Hall will also distribute in record shops throughout the city. Discos also ran album ads directly underneath each artist's personal appearance ad.

Prima Finds Lark, Contest Called Off

NEW YORK—There's no longer any need for Louis Prima and Capitol Records to go through with their planned search-for-a-singer contest. Prima has found what he's been looking for in Gia Malone (sounds like "my own"), who is a short while ago was a hostess at the Howard Johnson restaurant in Toms River, N. J. She sat in with Prima one night several weeks ago when he was playing the Latin Casino in Camden, just down the road from Toms River. She sung four numbers and was hired on the spot.

She received critical praise when Prima recently opened at New York's Casablanca in New York, further solidifying her position as a member of the Prima aggregation. During Prima's five-week engagement at the Sahara's Casbar Theatre in Las Vegas, starting May 30, Capitol will cut a five-inch LP.

Prima and Capitol hoped to find a singer via a contest, to have been launched May 15, that would have closed for deejays in key cities to conduct auditions among local singers, then submit the best deejays to Capitol execs, who would select five finalists. The girls and the deejays who discovered them would have been flown to Las Vegas one at a time during Prima's engagement. Each of the five girls was to have worked one week with Prima at the Sahara. The best of the five was to have been selected by Prima and Capitol brass.

Everybody Twists

NEW YORK—French singer Johnny Hallyday, Jokey Dee, Connie Francis and Hank Ballard are shown enjoying the popular dance craze. The twistin' session occurred when the disc stars visited "The Roundtable" in New York to host Hank and The Midnighters, who are headlining the club.

HEALTH MALE

"MR. HOBB'S
THEME"

On 20th-FOX Record 304

Record Corp. 1721 Broadway, New York 19, N.Y.
Mae West Back On Disc Scene

BEVERLY HILLS—Mae West, long-time performer, will return to the disc scene—and after a 10 year absence—with singles and LP’s for Plaza Records.

Set for release early in June is a single, “Am I Too Young” and “He’s Bad, But He’s Good For Me.” According to Harry Weiss, label head, her contract calls for four singles and at least one album of music during the year.

Part of the deejay promotion for the upcoming single will include special taped messages by the artist to be sent prior to the single plus phone interviews and invitations for deejays “to come up and see me sometime,” her famous come-on.

She last recorded for Decca about 10 years ago.

Philips Tapes From Bel Canto

CHICAGO—Tapes from the Philips label are now being marketed by Bel Canto, the pre-recorded tape duplicating and distribution.

Six tapes, both reel-to-reel and cartridges, are the initial releases under the terms of the agreement, negotiated by Irving B. Green for Philips and K. L. Bishop, general manager of the Columbia Divisions, Thompson Rano Woolridge, Bel Canto’s parent firm.


Herby Mer, Bel Canto sales manager, notes that the agreement would strengthen Bel Canto’s library, particularly in the fields of classics, light classics and show tunes.
Atlantic Buys
Sid Prosen Master

NEW YORK — Atlantic Records' latest announced master purchase is a single from Sid Prosen's 'Flipps' label. "That's For Me To Know" and "Too Good To Be True" by singer Tommy Manne. Deck now carries the Atlantic logo. Manne, a 16-year-old from Menlo Park, N.J., also plays the accordion and drums. He is now touring several markets as part of the promotional campaign for the record.

Okeh Inks Ted Taylor

NEW YORK — R&B singer Ted Taylor has joined the Okeeh, label of Epic Records' subsidiary, Taylor, formerly with the Duke and now defunct Top Rank labels, has completed his first sessions for Okeh under the direction of Carl Davis, who has just joined Columbia Records. Epic's and Okeh's parent firm, as an A&R producer in Chicago (see separate story). Deck will be released soon.

Taylor is reunited with Len Levy, Epic-Okeh sales head, who was associated with him at Top Rank. Okeh is currently doing Top 100 business with "Dr. Feelgood" by Dr. Feelgood & The Interns.

HiFi Inks New Pact With Arthur Lyman

HOLLYWOOD — Rich Vaughn, president of HiFi Records, congratulates Arthur Lyman on the signing of a new three-year contract with the label. Lyman's latest LP is "The Many Moods of Arthur Lyman," from which his current single "America was taken.

Correction

NEW YORK — In a picture caption story in last week's issue on an MGM Records party for Richard ('Dr. Klare') Chamberlain, it was mistakenly reported that Marty Roemer was the label's Army & Air Force exchange buyer. Roemer does not work for the label, but for the Army & Air Force. Gene Moretti, MGM's foreign sales manager, deals with Roemer.

Meath Hath Aftermath

ROCHESTER — Ed Meath, morning disc jockey at WHEC, Rochester, found himself up to his neck in listener's postcards when he asked his radio audience to "drop him a card" telling him why they're Bing Crosby fans. The promotion was run in conjunction with recent Deca sales drive on Crosby's hit tune series, "Bing's Hollywood Story."

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Talent Agency Bows From Francon Set-Up

NEW YORK—Dexter Corp., a management firm, has been formed under the wing of Francon Music Publishing, headed by Conrie Francis and her manager, George Scheck, who serves as proxy.

Associated with the firm in the new venture is George Francis, the performer's father, who is the firm's music consultant-recording director.

Initial talents in the Dexter stable are singers Gary Weston (Reprise) and Johnny Loren (Mercury).

Under George Francis, Dexter will be also selecting songs for various pop singers.

Capitol LP Teams Lou Rawls-Les McCann

HOLLYWOOD—Capitol Records' June 4 LP release will include a pairing of blues singer Lou Rawls with jazz pianist Les McCann (recorded from the World-Pac label). LP, "Stormy Monday," is Rawls' album debut.

Periscope Label Formed In Mass.

HYDE PARK, MASS.—Periscope Records and Periscope Music (BMI) has been formed at 72 Washington St., Hyde Park, Label's disc bow, set for Aug. 1, is "Betty" and "The Happiest Man in the World" by Howie Landy, A&R director Ed Huvitz for the Dexter promotion director & assistant A&R director.

Fabian Stays At 20th Fox Pics

NEW YORK—20th Century Fox Studio has picked up its option on Fabian's singer-actor contract on the Chancellor label, for a minimum of one picture during the next 12 months, with the performer having the privilege of outside pictures during the pact.

Co-starring roles in "Mr. Hobbs Takes A Vacation" and "Five Weeks in a Balloon" were Fabian's last two completed films for 20th.

Premier's 3rd Art Award

NEW YORK—Sam Selma, art director of Premier Albums, Inc., has announced that the company has received its third consecutive award from the Lithographers and Printers National Association for the "highest artistic standard of its record album covers."

Premier, headed by Philip Landwehr, manufacturers budget-priced records. The company, which also has had its record covers included in Graphic Annual, a publication which reprints outstanding examples of graphic art.

Billie Jean Horton Preps New Single

NEW YORK—Billie Jean Horton (right) is seen receiving congratulations on her new ABC-Paramount release "Tell Him I Can't See Him Anymore" from Tillman Francis of Tillman Franks Enterprises, and his secretary Mrs. Connie Hall.
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<td>DREMS ARE MY BEAT</td>
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<td>Sandy Nelson (Imperial IMP 9118; 12083)</td>
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<td>MODERN SOUNDS IN COUNTRY &amp; WESTERN MUSIC</td>
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<td>RCA Records (ABC Paramount AB 6100; AB 6101)</td>
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<td>Henry Mancini (RCA Victor LSP 2362)</td>
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<td>Barry's Cast (Capital SO 1693)</td>
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<td>MOON RIVER</td>
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<td>Andy Williams (Columbia CS 8609)</td>
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<td>WEST SIDE STORY</td>
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<td>S'CAST (Capital CS 1005)</td>
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<td>SINCERELY</td>
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<td>Brenda Lee (Decca DL 4216, 74216)</td>
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<td>DRUMS ARE MY BEAT</td>
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<td>Sandy Nelson (Imperial IMP 9118; 12083)</td>
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<td>THE TWIST</td>
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<td>Chubby Checker (Parlottel 7071)</td>
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**Compilation Notes:**

- The compilation includes both mono and stereo versions of the albums.
- There are various artists and record labels mentioned throughout the list, indicating a diverse range of genres and styles.
- The list covers a variety of themes, from classic jazz and pop to more specific genres like country and western music.
- The compilation is a representation of popular and influential albums from the period, offering insights into the musical trends of the time.

**Additional Information:**

- The page is titled "Cash Box Best Selling Albums" and is compiled by Cash Box from leading retail outlets.
- The format includes both mono and stereo releases, indicating the audio format's evolution during the era.
- The list is a snapshot of the music industry landscape, reflecting the popularity and influence of various artists and albums.
"AMERICAN WALTZES"—Mantovani—London LL 3260
Ace maestro Mantovani comes up with another exceptional LP; this time playing a superb collection of America's favorite waltzes. Mantovani showcases his artful musicianship and sensitivity as an arranger with fresh and inventive interpretations of such grand old melodies as "The Waltz You Saved For Me," "Sidewalks Of New York," and "The Missouri Waltz." This is a top-notch package of warm and nostalgic tunes that has already made its initial chart entry and is destined to soar higher.

"A FUNNY THING HAPPENED ON THE WAY TO THE FORUM"—Original Cast—Capitol SWAO 1717
The surprise hit was hailed for its fast and funny dialog, but this original-cast LP finds David Seville and the Chipmunks indulging in some vocal shenanigans done in the sing along manner. The Chipmunks exec their way through a bevy of oldies which include their current noisemakers "The Alvin Twists" and "America The Beautiful." The LP is loaded with the same ingredients for success which have made them consistent best-sellers in the past. Also included in the album are delightful renditions of "My Wild Irish Rose," "Bicycle Built For Two" and "Buffalo Gal." Should pull plenty of coin.

"HUGO MONTENEGRO AND HIS ORCHESTRA"—Time S 2062
Hugo Montenegro's bag of selections for this Time LP outing is a real winner. His orchestra tackles the classics, semi-classics and pop evergreens with the same standards of musicianship. Kicking off with his own spirited arrangement of Rachmaninoff's "Rhapsody," Montenegro dishes up appealing versions of "Because Of You" and "Flight Of The Bumble Bee." An off-beat, eye-catching cover should help this first-rate disk in the sales department.

"THIS TIME IT'S LOVE"—The Hi-Lo's—Columbia CL 1723
This newest outing by the Hi-Lo's finds their surveying a pleasant assortment of oldies and newies in their easy, relaxed style. The group has a good straight-forward style and presents it as a refreshing change from the hard-best delivery of other vocal teams. Some good listening and dancing sides are "More Than You Know," "The Second Time Around," "Tangerine." Admit of the Hi-Lo's will find this good late hours listening.

"A TOUCH OF VELVET"—Jim Reeves—RCA Victor LSP-2457
Jim Reeves, a consistent best-seller for Victor, adds another LP to his already impressive and successful roster. The rich-toned baritone lends his distinctive stylings and warm delivery to a collection of tunes which have become evergreen in both the pop and country fields. The singer starts the session with Pete De Rose's "Have You Ever Been Lonesome?" and includes such fine oldies as "Just Walking In The Rain," "Welcome To My World," and "Rings and Bells." The singer's many fans will find this a pleasant addition to their collections.

"SPIRITUALS"—Tennessee Ernie Ford—Capitol ST 819
The deep-voiced baritone, often at his best when singing hymns, comes up with another in the same vein as he sings a collection of spirituals most of which are well known. Tennessee Ernie, whose album of hymns met with mild success could find a revival here as he gives feelingful readings of "Take My Hand, Precious Lord," "Get On Board, Little Children," and "Were You There." The singer's admirers should come out strongly for this one.

"THE WEAVERS' ALMANAC"—Vanguard VSD 2102
This excellent offering by Vanguard boasts the Weavers singing and playing a group of popular folk songs depicting life during the civil war, the depression, and the old West. The group's rendition of "Bally Round The Flare," "Brother Can You Spare A Dime," and "True Religion" attest to their artistry and proves this is one of their best albums to date. Disc should be a noisemaker in the folk field.

"23 GLEE CLUB FAVORITES"—Robert Shaw Chorale—RCA Victor LNL-2356
Songs familiar and so familiar are given a spirited and professional treatment by the members of the Chorale as they sing the songs favored by glee clubs for many years. Engendering moods both collegiate and reverent the choruses reads such standards as the "Whiffoolfoop Song," "Gaudumus Ignitus," "Shall I, W. a. I. S. in Despair," and "Brothers Sing On." A fine entry in the choral catalog.

"PIANO PLUS"—Lee Evans—Capitol ST 1708
Lee Evans demonstrated his keyboard artistry on his premiere LP for Capitol some time ago. Now the versatile S & W piano arranger tackles a highly listenable program of popular melodies masterfully. Hardcover at the set, the Evans shows his first-rate control and feeling on "When Did I Fall In Love," "Again," and "I Feel A Need." The album should create some excitement with all of Evans' many fans.

"WEAVERS GOLD"—The Weavers—Deca DL 74277
The Weavers, for some time good solid exponents of American folk music to their artistry with this collection of folk favorites. The group believes in a straightforward delivery and display of the genuine music. This disc, which is evidenced in the rendition of "Rock Island Line," "Easy Rider Blues," "Across The Wide Missouri," and "Down In The Valley." The Weavers live up to their reputation with this LP and should find wide acceptance among folk music fans.

"INSPIRATION"—Leopold Stokowski, Norman Luboff—RCA Victor LNL-2393
Leopold Sotkowski and Norman Luboff have combined their best-selling LP and cohesive with some moving arrangements of inspirational themes. This is a well-chosen and they justify it by giving sensitive interpretations of such choral-orchestral greats as Bach's "Jesus, Joy Of Man's Desiring," Handel's "Messiah," and Gluck's "O Saviour Hear Me." From "Orfeo" and "Furioso," the album is an exceptionally fine offering of some of the world's best sacred music.

"NIGHT TRAIN GOES TO HOLLYWOOD"—Buddy Morrow—Mercury SR 5070
Buddy Morrow cashes in on the current trend and comes up with an listenable collection of mostly flick themes on this interesting jazz-flavored Mercury disk. It would have been a better set if the sounds were either straight jazz or standard pop treatments. But there is plenty of quality listening as the crew reads "Never On Sunday," "Easy Rider," and "It's All Over," "Desperate," and "Movie Theme," "Night Train," Potent programming faire.

"GREAT THEMES ON THE ORGAN"—Bill Meder—Cameo SC 406
Another Channel disk from Cameo features a full concert organ playing flick themes with a symphony of sound. This new technical process is put to very effective use in showcasing the versatility of the Meder organist. Meder artfully manipulates the organ to reproduce the sounds of slender reeds, sweeping strings, and horns in the playing of such current favorites as "Theme From The Apartment," "Song From Moulin Rouge," and "The Third Man Theme." Good programming fare.
JAZZ PICKS OF THE WEEK

"HERE AND NOW"—Art Farmer-Benny Golson—Mercury SR 60688

Amer Farmer's and Benny Golson's jazzet is noted for its courageous experiments in melody and con- nection. Instead the group successfully combine
modestly aberration with a distinctive, contemporary, relaxed style to produce an original sound within the confines of the modern jazz idiom. Their arrangers are given a chance to demonstrate their individual talents on "Lonely," "Rue Prevail" and six other top drawer items. Jassophiles should really dig the disk.

"RAY BROWN WITH THE ALL-STAR BAND"—Verve V 3444

Here's a destined-for-success jazz package featuring the Ray Brown playing with an accomplished group of jazzmen including some fine solo work by Cannonball Adderley. With the exception of three items arranged by Al Cohn alt the arrangements are by Ernie Wilkins, who doubles as the session leader. Bob Golton and Brown are of the Parker school and the new swing, B. Adderley and Brown are in winning fashion on "Wayfaring Stranger," "One And Only Love" and "Two For The Blues."

"OUT OF THE BLUE"—Carol Sloane—Columbia M 14 1746

Columbia has added another significant jazz artist to its growing roster of personalities in the person of Carol Sloane. The thrilling was discovered at the Newport Jazz Festival and her superlative pitch and melodic jazz-oriented phrasing evidenced on this disk indicate that the discovery has come up with an artist of star potential. The Jack's impressive voice fairs equally well on ballads as on swingin' uptempo items from the Mosaic "Prado A Kiss," "Little Girl Blue" and "Will You Still Be Mine?"

"POP AND LISTEN"—Baby Face Willette—The Note 1068

With the exception of Jimmy Smith and Earl Grant there are few organists around today who have the necessary talent to fare well in a solo spotlight. Baby Face Willette is such an artist. On this session, Baby Face displays a potentiostatic sound, a potentiostatic sound, and an original arrangement of 'Prelude To Love' and "Waltz For A Kiss," "Little Girl Blue" and "Will You Still Be Mine?"

"CLASSICAL"

"THE INTIMATE BACH"—Laurindo Almeida—Capitol SP 8832

Here's a first-rate item that should bring out the serious classical collector in any Jazz冱. The session features an accomplished trio of fine talents whose smooth, pleasant group of selections from the Beethoven, The artists, Laurindo Almeida on guitar, Virginia Majewski on viola and Vincent De Rosa on French horn, are their voices in superb fashion. Best tracks here are "Komm Susser Tod" and "Partita In D Flat."

"TRIAL BY JURY"—Various Artists, Glyndbourne Chorus, Pro Arte Orchestra, Sir Malcolm Sargent—Angel 95066

Angel brings together a host of accomplished soloists, the Glyndbourne Festival Chorus and the Gilbert and Sullivan-oriented band of Sir Malcolm Sargent conducting the Pro Arte Orchestra in a set of the best of the light opera cut in quite a while. A group of skilled singers, including George Baker, Elese Morison and Richard Lovis have leading roles in this master interpretation of the G&S classic. Savoyard buffs should flock to this superb album.
Cleveland—Bill Doggett (3rd from right) is pictured at a cocktail party given by Columbia Records to celebrate his recent opening at the Cafe Tea Juana in Cleveland. Shown with Doggett are (left to right): Al Clark and friend (WJSH-Clev.), Mike March (WERE-Clev.), Bill Doggett, Granville White of Columbia Records, and Bill Fluke (Seaward Columbia of Cleveland).

Columbia Hosts Bill Doggett

CHICAGO—The World's Fair of Music and Sound, to be held August 31 through September 9 here in McCormick Place, is expected to attract 20,000 industry dealers from throughout the country. This was the estimate of Patrick H. Hoy. Chairman of the Fair's civic advisory committee and president of Merial Service Corp., at the Fair's preview luncheon last Thurs. (24) in the Coronado-Chicago Hotel, at which the scope of the exposition was detailed to more than 100 representatives of the press, radio and television.

Hoy described the exposition as an assembly of all segments of the music and sound industry—as an event of enormous significance to the industry and the entire country.

At the press preview, representing segments of the nation's music industry participating in the Fair were: Al Preskill, vice-president of Allied Radio Corporation; Irwin Steinberg, executive vice-president of Mercury Records; Charles Ford, advertising manager, Leblanc Corp., and Ted Leitzell, public relations director, Zenith Radio Corp.

Each of these execs emphasized the importance of the Fair as the first opportunity ever provided the music and sound industry to display its product to the general public as well as the trade.

Steinberg emphasized the mutual national benefits to be derived from a serious exchange of ideas on a wide variety of subjects in business seminars scheduled during the Fair for retailers and distributors.

Preskill pointed out that the music clinics, under Dick Schroy, the Fair's Director of Special Events, will provide retailers with an unprecedented opportunity to see demonstrations of the latest in hi-fi and stereo equipment.

A feature of the preview was an amplified phone call from Bill Veeck at his Easton, Md., home, in which the Fair's vice-president and the former president of the White Sox, talked of his interest in music was second only to baseball and that he believed Chicago to be the ideal location for a national music and sound exposition of so vast a scope.

Aaron D. Cushman, the Fair's president, announced that endorsement and acceptance of the exposition's concept by business leaders has been "wholeheartedly enthusiastic." He disclosed that the fair had already commitments by exhibitors from virtually every floor space. He introduced John King, one of the Fair's vice-presidents, John W. Bremock, the Fair's Director of Exhibitions, and John W. Vail, the Fair's Executive Vice President.

Cushman described the diverse elements of the Fair, including:


2. Business seminars for record retailers, hi-fi component retailers, radio-TV-phonograph retailers, distributors, hand instrument retailers, etc.

3. Music Clinics under the supervision of Dick Schroy, director of special events. Participating in these discussions and demonstrations for both trade and consumer are such companies as Ludwig Drum, Acoustical Research, G. Leblanc Corp., Shawnee Press, Inc., and Allied Radio.

4. Cultural symposia will be presented daily on a wide variety of provocative topics. Nationally known musicians, educators and music authorities will conduct the symposia being organized by a Committee of Deans of Music of Universities and conservatories under the chairmanship of Leonard B. Maltin, chairman of the music department, University of Chicago.

5. International music groups will perform in the music area on three giant specially constructed sound stages. Artists and music groups from many lands will perform on a daily basis.

6. An entertainment spectacle will be produced three times daily for the run of the 10-day Fair in the 5,000-seat Arie Crown Theatre in McCormick Place. Show will provide a showcase for name artists in both classical and pop music.

Steve & Eydie Have Second Boy

NEW YORK—Eydie Gorme and Steve Lawrence are now the parents of two boys. Thrush gave birth on Sat., May 19, in New York's Doctors' Hospital to a 6 lb. 7 oz. son, Michael. Entertainers have another son, David.

Utahl Changes Name Of Label

NEW YORK—Larry Utahl has discontinued the use of the name Mr. Peacock for his label, changing it to Pekkee Records. Cash Box has been informed. Utahl advised the Music Performers' Union that Peacock's new tag is due to the confusion of Peacock's name with Don Robey's Peacock discock.

JFK Intros Mathis In Band Drive Song

NEW YORK—President Kennedy is introducing Johnny Mathis singing the official "Presidents Bond Drive" song, "Fifty Stars," in recordings and video tapes now being distributed in cities where bond rallies are being held in conjunction with a display of a full-sized replica of the space capsule in which Col. John Glenn made his "round-the-world flight in space. Mathis was recently selected to spearhead the drive for U.S. Savings Bonds.

Webmans Have New Daughter

NEW YORK—Mr. and Mrs. (Belle and Hal) Webman, the New York publicity execs, became the parents of a second girl, Marcia Sebastian, last week. Child weighed in at 8 lbs., 5 oz.

Benefit Twisters

Allison Names 2 To Staff

NEW YORK—Allison Records, this city, has added two disk men to its staff: Bill Seabrook will mainly do A&R for the label, but will also do promotion in Philly, Balt., and Wash., D.C.; Mac McKinney will function as a national promotion man. Current Allison releases are Chuck Howard, "That's What's Wrong With Love," and Johnny Wilson, "My Heart Is Complicated."

PHILADELPHIA—Seen twistin' up a storm at a recent Joe Kanes benefit, held at the Academy of Music, are Parkinson's famous twisters, Chuckby Cheekery and platter spinner Okay Miller, who's seen on WNEP-TV, Scranton and heard on WEEZ-radio Chester. Occasion reportedly marked the first time Chubby and Bobby Rydell appeared on the American stage together.

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Torrice New Releases

THE GOSPEL SOUL WHO IS AND C'MON PEACOCK 1936 CHARLES FOLD THE GOSPEL MESSENGERS HE'LL FIGHT YOUR BATTLES MEET ME AT THE RIVER JORDAN PEACOCK 1952 MIGHTY CLOUDS OF JOY TIME HAS CHANGED I LOVE JESUS SO PEACOCK 1953 HEADS OF THE CHARTS EART FOLD, MEMPHIS TWIST BEALE STREET POPEYE NEW YORK DUKU'S MUSK

THE TWISTIN' TWIST AND DREAMING PEACOCK 1917 WILLARD BURT BEALE STREET POPEYE MUSK * DUKU & PEACOCK RECORDS, INC. 2809 Trenton Street - Houston 26, Texas OR 2-3611

CASH BOX—June 2, 1962
Raker Exits UA; Stays In Disk Biz

NEW YORK—Jerry Raker, who has been associated with United Artists Records in executive capacities for the past three years, and for the last year as national sales manager, has resigned from the label, effective June 1.

In announcing his resignation, Raker said that he is remaining in the record field, and will undertake a "new and exciting challenge" which will be announced next week.

UA said it would make an announcement next week concerning the Raker vacancy.

Raker, after spending a number of years in the TV field as a director of major presentations in that medium, joined UA as part of a team which was hand-picked to run the new firm, including Don Costa, who was named to head-up the A&R activities at the same time. His initial assignment with UA was field manager, establishing the company image with distributors and dealers from coast to coast. After completing this assignment he was appointed eastern sales manager, a post he held until elevated to the national sales management a year ago.

Raker was involved in the initial growth period of UA, including the first Uncle Sam's Potpourri goods for the firm, "Theme From The Apartment," and "Exodus," and the establishment of the firm as one of the leading packaged goods manufacturers with emphasis on the motion picture themes and sound tracks, including such best-sellers as "Original Motion Picture Themes," "Never On Sunday," "The Unforgiven," and "Paris Blues.

For the past year Raker has been in charge of all sales activities for UA, including relations with the independent distributors to handle the line, and has worked closely with all facets of the company operation.

Texas Record Dealers Attend Mercy Party

BUFFALO—Damita Jo, who is just out with a new Mercury LP tageted "Damita Jo Live At The Diplomat," recently stopped in with Buffalo's WKBW-TV to "Buffalo Bandstand" show to promote her currently-in-releas album "I'll Save The Last Dance For You." The lark was in the city for a date at the Town Casino. Her latest single effort is "Another Dancing Partner." (Shown left to right in the above photo are Tom Shannon, the soundstress and Car Cisco, local label promo manager.

Morty Wax Expands Promo Network

NEW YORK—The Morty Wax National Promotion Network has expanded with the addition of Ed Cotlar in Philadelphia and Max Zemarel in Baltimore as local field representatives. Wax is currently handling promotion for Xav-Cugat and Abe Lane, Lefty Holmes, Carmel Quinn, vel clefr Piano Pinard and Palette Records.

Mercury Records To Issue French Flick Track

NEW YORK—Mercury Records will release the soundtrack of a French flick, "Slowway in the Sky," known originally as "Voyage En Ballon." Flick is set to open in New York on June 18. Publisher is E. B. Marks, which is also represented with two Off-Bway scores cut as original-cast LP's by Mercury "All in Love" and "Fly Blackbird.

Harnell, Recovered, Back On Pic Scoring

HOLLYWOOD—Musical director Joe Harnell, seriously injured in a car accident while filming the AmCan Production, "Ten Girls Ago," in To- lywood last month, has recovered and is returning to New York to finish musical scoring for the color musical which stars Dion, Buster Keaton, Bert Lahr and Eddie Foy Jr.

Harnell, who suffered a broken shoulder, three fractured ribs and multiple bruises, hopes to complete the score and dubbing singers before June 1.

The movie is scheduled for October release.

What Now My Love?

at the bitter end

Raker: "While I was with UA, I was with a good company, and I was given the chance to work with a lot of good people, and I learned a lot. I left with the best of all intentions, but I was not able to get along with the new management at UA."

MORTY WAX—Dead Is-More Than Alive! Morty Wax, who has been the king of all Miami Radio promotions, has opened his own production company, "Miami's Top Ten," which produces live shows for both NBC and CBS. He has been in Miami for the past five years, and is now looking for "house hits" at Caribbean and West Indies hotels and resorts.

Morty Wax has been able to distribute his albums in the Bahamas, Puerto Rico, the Virgin Islands and in the West Indies, where he has been recording "house hits" at Caribbean and West Indies hotels and resorts.

Working closely with the Bahamas Travel Development Board and airlines, the company has been able to distribute its records in the Caribbean and all over the world. The company has been able to distribute its records in the Caribbean and all over the world.

Rhode Island's Look At You is just one of many new greetings cards that have been introduced by the company.

Identical sales and distribution handled in New York by Jerry Johnson: the Miami office is handling all sales and distribution concerns. The company has been in operation for three years, and has expanded its sales and distribution activities to include offices in New York, Miami, and Los Angeles.

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What Now My Love?
J. Manuel Villareal, Columbia Records general manager, announced his trip to Japan in company of Los Panchos Trio, for whom he gave a cocktail party, where Salvador Sunrez, Mercando de Dios' general manager, gave the team a trophy at the end of the tour. Pacheco Trio are going to record in Japan at Nippon Columbia new songs, some of them in Japanese. Villareal is going to introduce his Columbia's catalog in that country.

A smash hit were the Sammy Davis performances at the Sebastian night club for ten days. This place was crowded every night. Sammy promised to return to Mexico as soon as possible and to learn Spanish to speak Spanish on Columbia's records on Decca and Reprise sold very well during his stay.

Without confirmation yet, Seifiorial may have Pat Boone sometime in June. Pat may record in Spanish ala Connie Francis, Nat King Cole and Paul Anka.

The National Auditorium recently had a big homage to Mariano Rivera Conde, RCA's vice-president, given by many artists and friends as a recognition of his work in Mexican record industry. Artists present included Los Diamantes, Miguel Aceves Mejia, Libertad Lamarque, Jose Alfredo Jimenez, Los Tres Aces, Claudia Estrada, Virginia Lopez, Paco Malgoste, Loco Valdez, Violines de Villafonata, Mario Ruiz Armentola, Chicho Zarzosa, Chicho Espinoza, and many others, of most of them discovered by him.

Peerless Records released several of the latest Caterina Valente recordings made at the Polidor and London labels. It is because she is in Mexico for a vacation and later (June 15) will perform at the Terraza Cassino.

Armando de Llano, Columbia's commercial manager, flew to Puerto Rico to arrange contracts of artists Javier Solis, Cacho Sanchez and Maria de Lourdes.

Bernardo Gonzales, advertising manager of Columbia, announced a new contract for the sensational combo Los Tribunos, who used to belong to Orfeon Records. Los Tribunos recorded two new songs for their new label, Chuck Anderson is planning to do a new LP using his personal ideas in the arrangements of 12 Mexican Standards.

Juan Campo gave a cocktail party for the press, surprising everyone with Lucha Veracruz's new disk style, the bolero Gatica's new disk style, the bolero ranchero, the rhythm getting more and more popular. The recordings were made at Musart Records.

From Argentina post cards from Olga Guillot and Los Chicos were received, promising success in that country. New releases from these artists just appeared on Muxart.

Here are the new Musart recordings: The Vicary Sisters: “P_fronta Las Cacerolas” and “Esto Muy Bien,” Los Corosarios: “Tres Palabras” and “A1a Hula Twist?”, The Play Boys: “Twist De La Abeja” and “Let’s Twist”.

Sebastian Carril: “Yo Tambien Quiero Gozar” and “No Me Digas Nunca No”, The Silver Rockets: “Que Malo” and “Ha Llegado El Twist!”; and from England, Muxart Records released the Joe Loss orchestra’s “Ave Llegada” and “The Margret Theme.”

New songs from RCA: “El Cabildo” and “Vamos En Amorados” with Antonio Prieto; Corina: “Sueno” and “Donde Esta?”; Lou-Do and “De Cachetic”, No; with Mayte; “El Abandono” and “El Barrillo”, by the Los Castro combo; and new rock and roll group commanded by Palle Ortega: “Escarfrio” and “Escarfrio.”

**Mexico’s Best Sellers**

2. Musiquita (Roly Poly)—Enrique Guzman (Columbia) (EMMI).
3. Florida Twist—Bill Haley (Decca), Enrique Guzman (Columbia) (PHAM).
4. Pa (RCA)—Jose Alfredo Jimenez (RCA) (PHAM).
5. Todo Lo Que Se: Sonora Santanera (Columbia) (EMMI).
6. Don Tomas (Sonora)—Mayte (RCA).
7. Edith—Angela Maria (Musart).
8. Susy La Coqueta—Mayte (RCA), Dion (Gamma), (BRABILIA).
10. Mi Caprichito—Sonora Santanera (Columbia), (EMMI).

**Sir Joseph In Milan**

MILAN—Sir Joseph Lockwood, chairman of EMI, is shown at a cocktail party given in his honor at the Continental Hotel. Pictured with Sir Joseph are Mr. Francois Minich (center), director of La Voce Del Padron Columbia Marecphon, and Vittorio deMicheli (right) of the Cash Box.

**Bilk Uses Clarinet**

NEW YORK—Acker Bilk’s (Atco) hit dashing of “Stranger On The Shore” has brought inquiries from public libraries, information bureaus and encyclopedia manufacturers regarding the identity of the instrument. Amsco, by Bill, has released.

El clarinet, not a soprano sax, as many have guessed. Some of the confusion is due, it was explained, because Bilk uses a vibrato and tone, which is more akin to the earlier clarinet style of the traditional New Orleans clarinetists.

**David Rose Abroad**

NEW YORK—David Rose, the maestro now making big chart action with his disc “The Swingers” of the MGM label, has left for a one week tour of London, Dublin, Glasgow, Edinburg and Lausanne to meet with music publishers. He has just finished an LP named after his singles hit.

**Fisher Music Plans**

**Foreign Offices, Purchases**

NEW YORK—Recognizing the importance of the disk market abroad, the Fisher Music Corporation has opened offices in many countries and has signed contracts with many foreign music publishers. The company now has offices in such European cities as London, Dublin, Edinburgh, Hamburg, Brussel, Madrid and Stockholm.

The company’s Dan Fisher is making a tour next week (25) for Europe to initiate such moves.

At present, Fisher and its affiliates, Marvin Music and Danly Music, do not have their own offices in any foreign countries.

**Mackey’s Foster Off To Europe**

NEW YORK—Fred Foster, president of Monument Records, handled by the London Group, last week (25) and then went on a tour of 10 European countries to view market conditions and visit distributors. Accompanying him is his business advisor, Gunther Boris, Roy Orion, label star, and composer-artist John D. Loudermilk.
utstanding event recently was the visit to Milan of Sir Joseph Lockwood, chairman of EMI, accompanied by his assistant C.W. Burt. Before leaving for Italy, Sir Joseph visited Istanbul and Athens, where he opened a new recording studio. In Milan, Sir Joseph was honored at a cocktail party at the Hotel Continental and was a "honor guest" at a dinner party offered by the Italian branch of O.C., Cash Box had the pleasure of attending with his hotel Continental and received the impression he follows—closely enough—

Best Sellers keys published by Cash Box. Sir Joseph left Milan for a to Nice, last stopover of his tour.

Mr. Martin, European direct of Cash Box, just visited Milan's music scene. He was introduced to maestro Carlo Alberto Poletti, music publisher, who has been building a group of new sound recording artists. He expects to completed by next summer, with this move, is likely to be the most important in Italy after the fantastic ones of RCA come, of course. Next Cash Box World Wide Director will feature a full range of new record facilities.

Mr. Martin was also paid to Mr. Casetta of Bluebell, just come back from a 20 days in all countries (Austria, Czechoslovakia, Hungary, Yugoslavia, Kroatia, Ferdoc, Poland, Topolina, Tirsala, Mr. Malaton of Italy) his bright star Mina has reached strong in his new single "Assand Sand (Hot Sand)," a piece she waxed in Germany and it’s not available yet elsewhere. It appears that Best Seller's Mina also announce that Bravo Records will press and distribute in Canada Mina's new songs.

This fifth visit was paid to Carisch, record house, meeting Sandro Galli the director and maestro Mazzocchi, the art advisor of the firm. Their current plan is to find a representative for the States. They can offer one of the world’s man voices, Peppino Di Capri, what—incidentally—was possible for the smashing out of the Twist craze in Italy via his exciting record "Ragazza Di Piazza Armi" (400,000 copies sold up to now and the piece is still high on the charts). The American record producer interested in such a talent can contact them (Carisch—Via Fara 39—Milan).

Mr. Martin was also paid to Walter Gurtler, who recently lost the Italian selling talent, Adriano Celentano, who just become record producer on own and this has brought a suit against him. But the "news" he had for us that he has bought the Red Record building consisting of one recording room, one record moulding factory and offices on two floors. The building, which has been just completed, will be enlarged according to plan Walter has already in hand. Gurtler's current offices, factory and recording studio, will be completed within one year and a half. The World Wide Director will feature a full report on the new Gurtler facilities. The seventh visit was paid to Mr. Righianno, the director of Ricordi, which was the first Cash Box visit to see the recently opened Nanti Ricordi, currently filling the position of AER man at all Italiana in Rome. The Ricordi house, known all over the world as opera house publishing company founded 157 years ago, is relatively young as a recording house (1948) and to build a new recording house in a few years ago, the eighth visit was paid to the Muntjamins, who always prove to be 'mas-

it own hospitality towards foreign visitors. Big news from front is that they will take over the distribution of Chan, the record house of Adriano Celentano, for some foreign countries. Contract not yet signed—there are certain last visit was paid to Francesco Minichini, the director of Italy’s EMI—La Voce Del Padrone Columbia Marque, when Cash Box had a long talk, Minichini replaced at the start of his year Mr. Deguy, who left his position for another capacity tied with Europe Common Market organization. Still selling the EMI in San Remo’s "Quando, Quando, Quando" (When, When, When.) "Tony Renis. Incidentally, the other day he danced the twist before Sir Joseph Lockwood at the cocktail party at Hotel Continental and Sir Joseph did not have to enjoy it very much. VCM is also currently on the charts with the spin of "La Ragazza Col Maglione," a twist by Pino Donaggio, and "How Wonderful" is another new Italian favorite—"Amena E Corpo" by Cliff Richard. Richard has just found a piece extremely good for the Italian market. The last time Martin ended the visit with a visit to Francesco Minichini and we have the pardon of the other personalities of the industry Neville had no chance to visit, in particular RCA Italiana which is headquartered in Los Angeles, as our trip did not include the capital.) Decca with whom an agreement was arranged but at the last moment had to be given up, Melodica Italiana, RCA, Casetta, Col, Fonit-Cetra, and Riff. We have great enthusiasm at RCA Italiana for "When Calienta El Sol," a piece played by Mexican Los Hermanos Rigual (Hymn of the three of us and Mario Rigual). The record has greatest possibility of selling in our market and—indeed—RCA Italiana executives consider it as a number one song of next summer. Incidentally, it must be said that the spring the label made a perfect forecast when it considered "Tied To A Man In Sand" by Nico Fidenco, as a possible number one hit of summer for the biggest record smash of the year. RCA has its top position set for the

Italy's Best Sellers

1 Week Ago

Gino Amore: Adriano Celentano (SAAR), Published by National Music.
1. La Caffè Del Mina (Italia): Garzi (Paletto): Perez Prado (RCA); Marco Marini (Durium); Montaviti (Mozart).
2. Quando, Quando, Quando: Tony Renis (VCM); Pat Boone (Dot); Mina's one song of EMI, currently the hot Italian songs; Henry Mancini (RCA).
4. When Calienta El Sol: Mexican Los Hermanos Rigual (Hymn of the three of us and Mario Rigual).
7. Viva la Vida: The John Lennon Trio (E.M.I.); Mario Ridolfi (RCA).
8. You'll Never Know: Amenia E Corpo (Record); Cliff Richard (VCM).
9. Tied To A Man In Sand: Nico Fidenco (VCM), as a possible number one hit of summer for the biggest record smash of the year.
10. Anema E Corpo: Peppino Di Capri (Cary).


**Denmark’s Best Sellers**

1. **Walk On By (The Clifters/Phillips—Grethe Sonck/Sonet) Ivan Mogull**
2. **Swedish Gold** (Grethe Sonck/Rycke)
3. **Dyti 1 Min Drom (La Novis) Lis Björnstad/Odeon—Paul Bundgaard/Polypion)**
4. **Walk On By** (Loren Van Dyke/Mercury) Ivan Mogull
5. **Zwei Kleine Italiener (Conny Froboes/Columbia) Sweden Music**
6. **Olle Klein Italiener (Conny Froboes/Columbia) Sweden Music**
7. **Elisabeth Serenades (Gärtter Kalmann/Polydock—Rycke Knasten/Sonet)**
8. **Te Mørke Landevej (Gustavo Winckler/Warner)**
9. **Good Luck Charm (Elvis Presley/RCA) Belinda (Scandinavia) A/B**

**Sweden’s Best Sellers**

1. **Good Luck Charm (Elvis Presley/RCA) Belinda (Scandinavia) A/B**
2. **Chattanooga Cho Cho Cho (Floyd Cramer/RCA) Reuter & Reuter**
3. **Walk On By (Loren Van Dyke/Mercury) Ivan Mogull Music/Sweden Music**
4. **Zwei Kleine Italiener (Conny Froboes/Columbia) Sweden Music**
5. **Tina Och Marina (Zwei Kleine Italiener) (Tina & Marin/Karrusel)**
6. **Wonderland Land (The Shadows/Columbia) Ehrlich & Lövenholm**
7. **Let’s Twist Again (Chubby Checker/Columbia) Belinda (Scandinavia) A/B Local copyright.**

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**Norway’s Best Sellers**

1. **Zwei Kleine Italiener (Conny Froboes/Columbia) Sweden Music**
2. **Good Luck Charm (Elvis Presley/RCA) Belinda (Scandinavia) A/B**
3. **Sant Ar Livet (You Can Have Her) (Anita Lindblom/Fontana) Ivan Mogull Music/Sweden Music**
4. **Wonderful Land (The Shadows/Columbia) Norsk Musikkforlag**
5. **Zwei Kleine Italiener (Conny Froboes/Columbia) Sweden Music**
6. **Belle Søn Ser A Ingjord (Nora Brockstedt/Karrusel)**
7. **Dream Baby (Roy Orbison/London) No Publishers**
8. **When My Little Girl Is Smiling (The Drifters/Atlantic) No Publisher**
9. **You’re The Only Good Thing (Jim Reeves/RCA/Egil Monn Jensen A/S**
THE ROMEOs, Alex Telnowich, Rick Stainsby, Vern Kennedy and John Garden, touring radio stations in the eastern part of the country recently, with copies of their new Columbia LP, "Rendezvous With The Romeos." The set is a collection of standards, presented in a tasteful fashion as we have heard in some time. Music for the session—done in Toronto—was supplied by a hand picked group of top Canadian instrumentalists, featuring the electric organ played by Jimmy Coxson and the voice of soprano Angie Antonelli, heard in the background of several of the selections on the new LP. The Romeos give a job of the year for the actual production of the album to Frank Jones, Columbia's "Man In Newfoundland," who flew to Toronto to supervise the entire production.

Buenos Aires—one of the most cosmopolitan cities in the world—has itsForeign Correspondent, and RCA’s Victor Senior Sales Manager, Mr. E. L. Mitchell, had an interview with him recently. He was discussing the current trends in the world of recorded music and the prospects for the future.

Some South American artists are gaining popularity in Canada. One of them is Father Constantino, a Roman Catholic priest who has recorded several albums of devotional music. Another is the Argentine singer, Chele Malan, who has released several LPs featuring traditional tango music.

The Brazilian LP market continues to grow. RCA Victor has recently released a new album by the Brazilian singer, Maria Bethânia, titled "Lembrancas" which has received critical acclaim and is doing well on the charts. Similarly, Philips has released a new LP by the popular Brazilian group, Os Paralamas do Sucesso, called "Mila." The album has been praised for its mix of traditional Brazilian music with contemporary sounds.

The Brazilian Best Sellers:

**SAO PAULO**

1. "Amor—Sílvana & Rinaldo Calheiros—(Copacabana) (Vitale)
2. "Selecta De Ouro No. 3—Nelson Gonzalves—(RCA)
3. "Twist Again—Chubby Checker—(Parkway—Fernkarte)
4. "Metas De Brasil No. 2—Henry Jerome—(Decca)
5. "Matheus—Miltonhino—(RCA)
6. "No E A Seresta—Nelson Gonzalves—(RCA)

**RIO DE JANEIRO**

1. "Amor—Sílvana & Rinaldo Calheiros—(Copacabana) (Vitale)
2. "Selecta De Ouro No. 3—Nelson Gonzalves—(RCA)
3. "Twist Again—Chubby Checker—(Parkway—Fernkarte)
4. "Metas De Brasil No. 2—Henry Jerome—(Decca)
5. "Miltonhino & Samba—Miltonhino—(RGE)
6. "No E A Seresta—Nelson Gonzalves—(RCA)

**Sao Paulo's Top Ten LP's**

1. "Cantos De Aves De Brasil—Johan Dalgas Frisch—Copacabana—(Vitale)
2. "Ovindo-Te Com Amor—Silvana & Rinaldo Calheiros—(RCA)
3. "Let's Twist Again—Chubby Checker—(Parkway—Fernkarte)
4. "Rapazes De Milhinho—Miltonhino—(RGE)
5. "Danceway—(Columbia)
6. "Romanticos De Cuba No Cinco—Romanticos De Cuba—(Mudisic)
7. "Blue Hawaii—Elvis Presley—(RCA)
8. "Meeting Br. No. 2—Henry Jerome—(Decca)
10. "Meu Amor—Sílvana & Rinaldo Calheiros—(Copacabana) (Vitale)

South Africa's Best Sellers:

1. Good Luck Charm (Elvis Presley)
2. Like I Do (Nancy Sinatra)
3. Pictures In The Fire (Pete Townshend)
4. Norman (Sue Thompson)
5. When You Ask About Love (Jackie DeShannon)
6. I Understand (The G-Cfes)
7. I Can't Help Myself (The Four Tops)
8. Stand At Your Window (Jim Reeves)
9. You're The Reason (Bobby Edwards)

**BUENOS AIRES**—Mrs. Ralph S. Peer visits Southern Music (left) at her arrival in Buenos Aires for an extended tour of South America. With Mrs. Peer are her son, Walter and his wife, Marion. Mrs. Peer is credited with one of the most successful careers in the music business.

**CANADA**—This month marks the successful 10th anniversary of "RKO On Parade," the popular radio show on CBC, which features a wide variety of music from across the country.

**BRAZIL**—Columbia Records, after the success of "Isto E Danca (This Dance)" with Brazilian pianist Sidney, accompanied by Astor and His Orchestra, just released a new LP featuring the energetic and talented pianist. The album includes a mix of Brazilian and international tracks, performed by the pianist and a group of Brazilian musicians.

**Brazil's Best Sellers**

**RIO DE JANEIRO**

1. "Amor—Sílvana & Rinaldo Calheiros—(Copacabana) (Vitale)
2. "Poema—Renato Guarinatti & Renato Guarinatti (Talent)
3. "The Twist—Chubby Checker—(Parkway—Fernkarte)
4. "Confidencia—Miltonhino—(RGE)
5. "Livro De Amores—Nelson Gonzalves—(RCA—Euterpe)
6. "Brazilian Love—(Philips)
7. "No E A Seresta—Nelson Gonzalves—(RCA)
8. "Blue Hawaii—Elvis Presley—(RCA)
10. "Brazilian Love—(Philips)

**Sao Paulo's Top Ten LP's**

1. "Cantos De Aves De Brasil—Johan Dalgas Frisch—Copacabana—(Vitale)
2. "Ovindo-Te Com Amor—Silvana & Rinaldo Calheiros—(RCA)
3. "Let's Twist Again—Chubby Checker—(Parkway—Fernkarte)
4. "Rapazes De Milhinho—Miltonhino—(RGE)
5. "Danceway—(Columbia)
6. "Romanticos De Cuba No Cinco—Romanticos De Cuba—(Mudisic)
7. "Blue Hawaii—Elvis Presley—(RCA)
8. "Meeting Br. No. 2—Henry Jerome—(Decca)
10. "Meu Amor—Sílvana & Rinaldo Calheiros—(Copacabana) (Vitale)

**South Africa's Best Sellers**

1. Good Luck Charm (Elvis Presley)
2. Like I Do (Nancy Sinatra)
3. Pictures In The Fire (Pete Townshend)
4. Norman (Sue Thompson)
5. When You Ask About Love (Jackie DeShannon)
6. I Understand (The G-Cfes)
7. I Can't Help Myself (The Four Tops)
8. Stand At Your Window (Jim Reeves)
9. You're The Reason (Bobby Edwards)
ARGENTINA

1. Popotitos (Venice-Edami) Teen Tops (Columbia); the Jiggers (Odeon Pop); Juan Ramon (Disc Jockey)
2. "Bola Del Trapo" (Tiltus-Fermata) Los Cinco Latinos, Jos Carli (Columbia); Nito Rosso, Gastone Parisi, Alberto Frates (Microfon); Los Cuatro del Embras (Columbia); Condemar (L-10); Gazparro (Philips)
3. "Amor (Loveand)" (Spank-Fermata) Paul Anka (Ariel)
4. "Quieren Tiernamente (Love Me Warm And Tender)" (Spank-Fermata) Paul Anka (Ariel)
5. "Multiplicacion (Multiplication)"泌by Darin (Atlantic); Manolo Muñoz (Odeon Pop); Juan Ramon (Disc Jockey)
6. "La Noche Que lerea (The Night I Cried)" (Pogo-Fermata) Brian Hyland (Ariel)
7. "Nada Para Mi (Nata Per Me) (Ricordi-Fortissimo) Los Santos (Music Hall); Adriano Celentano (Microfon); Tony Ylar (Columbia)
8. "Bailamos Otro Vez Twist (Let's Twist Again)" Chubby Checker, Mey Davis (Fermata); Richard Anthony, Pino de Cova, Los Veranos de Luis Aguiire, Joe Gasparino y los Piricapiados (Odeon Pop); Eddie Clarke, Luis Bonfiglio (Sambatera); Conunto Primaveras (Record); Lalo Franzen (RCA); Luis Prima, Los Tinos (Music Hall); Don Goyo (Orfeon)
9. "Bambina Bambina (Fiamma-Fortissimo) Tony Halla (Columbia); Hector Carbera (RCA); Luis Aguiere (Odeon Pop); Ricardo Rodia (Orfeon)
10. "Guacho Fanchangaro" (Carlos Argentino Music Hall); Pichiero (Odeon Pop); Gasparini (Philips)
11. "El Poeta Lloco" (Korn) Casa Feixote, Horacio Deval (RCA)
12. "Luz Y Sombras (Pham-Edami) Los Panches (Columbia); Marco Antonio Muniz (RCA)
13. "Toda Una Vida" (Cecio Sanchez (Columbia) (Local Product

ARGENTINA (Continued)

Blanca, Ariel is working now on "Bailando Con Musiquita," a Select Collection LP, to be released this fall by artists of the Gramophone label roster. Special emphasis will be put on Orulina Diva, "basta nueva" singer.

These are the sales reports received by Cash Box from different cities of Argentina. Records sellers in Cordoba are "Toda Una Vida" by Caco Sanchez (Columbia); "Popotitos" (Teen Tops-Columbia); "Ligado A Un Granero" by Los Panchos (Orfeo), "El Alma Fila" (Columbia); and "The One Night" (Urban-Hall), by "Chico Lopez." In the city of Corrientes, chief selling titles are "Let's Twist Again" (Richard Anthony-Odeon Pop), "Gocho Fanchangaro" (Carlos Argentino Music Hall); "Ex Donovan" (Javier Solis Orfeo); "Porosito" (Teen Tops-Columbia) and "Del Tiempo I Mama" by Los Chalchaleros. In Bahia Blanca, the top five are; "Popotitos," "Quequetodo," by Los Chalchaleros, "Cua No Me Vuelvo Tucho" (Korn), "Bolero" and "Risino On The Phone" by Paul Anka.

URUGUAY

Sondor Records (Columbia, Music Hall, Dot and Fonit representative) has released LP with some of Les Elgart's hits, and a selection LP with some of the best smash hits by Argentine singer Tony Villar and others. In the Music Hall, it has put to sale a stereo LP cut by the Clark Sisters; "In The Mood." There are also two local releases: "Muryersy" by Luis Alberto Felisatti, and "I'm A Fool To Care" (Columbia).

Luis A. Rodriguez Roque, promotion chief of Antar Records, is working on the promotion of Los Serranos, a new folk group recently inked by his client Antar. Antar has released its first record containing "Pasaje Sureno," Roberto Carabas's Samba, and other tunes.

CHILE

Industrias Fononicas Golumbo announced that it will release low priced singles and LP's that will cost E$ 4.50 (LP) and E$ 3.50 (single). First releases will be "Buena" (RCA) and "Tender Ojos" (Edami), record cut by the famous band "Panchos"; "Alma" (Edami), by Richard Anthony, "Porosito" (Teen Tops-Columbia) and "El Tiempo I Mama" by Los Chalchaleros. In Bahia Blanca, the top five are; "Popotitos," "Quequetodo," by Los Chalchaleros, "Cua No Me Vuelvo Tucho" (Korn), "Bolero" and "Risino On The Phone" by Paul Anka.

Voyaging

COPENHAGEN—Members of the Danish instrumental group "Papa Bueno" and "Jazz Band" are pictured arriving at the London airport in their popular costumes in an SAS DC-8 coincidentally named Blue Viking. Both the plane and the colorful band received much attention.

June Box—June 2, 1962—International Section
BUCK OWENS (Capitol 4763) Buck Owens, who is currently riding the charts with “Nobody’s Fool But Yours,” should have a potent follow-up single with this two-sided hit single. In “Save The Last Dance For Me” the chorus sells the Drifters’ pop hit with a fresh, sales-oriented, feelingful delivery. Eye the side for quick acceptance. “King Of Fools” is a tender duet-track hillbilly tear-jerker with an appealing slow-paced melody. Both sides here could make it big.

“LET’S PRETEND WE’RE STRANGERS” [Central Songs BMI—Bare, Williams] ROSE MADDOX (Capitol 4771) It’s more than likely that Rose Maddox’ll add two more chart items in the coming weeks. The sides, “Take Me Back Again” and “Let’s Pretend We’re Strangers,” are both up tempo romantic pleaders that the canary delivers with touching sincerity. It’s a toss-up for honors. Both are loaded with chart potential.

“YOU’LL NEVER GET A BETTER SLOW POISON” (2:31) [George Simon ASCAP—Pearl, Cochran] JOHNNY & JACK (Decca 31897) The vet country duo can zoom way up the sales ladder with either end, or both, of this newie-oldie Decca slice. One half is a sensational, twistlike pile-driver newcomer tabbed “You’ll Never Get A Better Chance Than This.” The other an affirmation of their own years-back crying towel success, “Slow Poison.” Two goodies. Take your pick.

“The Answer To Charlie’s Shoes” (2:21) [Pamper BMI—Bham, Ross] “I’D FIGHT THE WORLD” (2:14) [Pamper BMI—Cochran, Allison] JOHNNY & JONIE MOSBY (Columbia 12419) This “Answer To Charlie’s Shoes” can give Jonie Mosby a first-time-out on Columbia lick. Lark has appeared on the charts before (along with Johnny Mosby) and this up tempo shuffle weeper can develop into her biggest deck to date. Flipside, Johnny blends in top notch fashion on the lifting pleader, “I’d Fight The World.” Potent two-sider.

“SALLY WAS A GOOD OLD GIRL” (2:28) [Pamper BMI—Howard] “THE PICTURE BEHIND THE PICTURE” (2:19) [Pamper BMI—Cochran] HANK COCHRAN (Liberty 55161) Cochrane, who recently made a chart appearance with “Has Anybody Seen Me Lately,” is back with a new Liberty stand that looks good for both the country and pop depts. It’s an enticing thumper, tabbed “Sally Was A Good Old Girl,” that Hank and the Harold Bradley orch-chorus sock out in spirited style, The feelingful, middle beat shuffler, “The Picture Behind The Picture,” also has the goods for a ride to chartsville.


“MISTER SUN” (2:36) [Vidor BMI—Howard] “TILL STEP ASIDE” (2:10) [Hill & Range BMI—Bond] JOHNNY BOND (Smash 1761) Johnny Bond, who scored a while back with his dual-market biggie of “Hot Rod Lincoln,” could duplicate that success with “Mr. Sun.” The tune is an attractive, shuffle-beat, Harlan Howard-penned work teaming up with the Stephen Scott Singers. The charter reads the ballad with enough emotional conviction to make a chart melter.

“THE CASH BOX BULLSEYE”


HARRY WEGER (René 500) B-4091 “Y’ALL HAVE A BALL” [SHEP HARRISON & JIMMY BRYAN] (4:22) [Sure-Fire BMI—Weger] Harry Weger has a good chance of making a follow up to this hard-driving folk-flavored ballad about the famous driver. The side has a good commercial sound and the charter renders the tune with an eye to both pop and country markets.

“BACK HOME AGAIN IN INDIANA” (2:13) (C) [Shapiro—Bernstein ASCAP—Benson, Lake] This time out the songster gives the oldie a modern, feelingful rendering. Good flipside for jockeys.

CONNIE HALL (Decca 31868) B-4092 “HALF THE TIME” (2:14) (Travis BMI—Glaser) Connie Hall comes up with a sweet ‘n’ soft, sincere down-home-style tear-jerker on a tradition-oriented theme. The lady displays a sincere, feelingful, commercial-sounding voice on the wax. (H-1) "YES, THERE’S A REASON BALLAD. This side has a pleasant bluegrass flavor.

SOONY BURNS (Glenco 702) B-4093 “BOTTOM OF THE BOTTLE” (C) [Benson & Slaton BMI—Word] Soony Burns dives up a familiar-sounding traditional hillbilly ballad with acceptable range and pitch. Deck could pick up some spins. (C-1) "LEAVE THE DOOR OPEN" (2:10) This side is a complete winner. The charter presents a pleasant bluegrass opus with some fair lyrics. OK' chashing on the side.

HANK WRIGHT (Flat-Kit-It 705) B-4094 “AFTER THE LAUGHTER” (2:15) [Bee-Line BMI—Hall, Austin] This side is a blue-grass oriented version on real strong with this traditional-oriented, twangy work. The charter demonstrates some impressive singing on the side. (C-1) “COUNTRY BOX SOCIAL” (2:30) [Bee-Line BMI—Hall, Austin] This up tempo opus is all about a typical country social. Side boasts some fancy guitar work.

JANET MC BRIDE (Toppa 1069) B-4095 “YOU GLASS IN CHARLIE’S SHOES” (2:34) [Pamper BMI—Bham, Ross] Jane McBride offers up a soft follow up to “Charlie’s Shoes” with enough good stuff in it to pick up some coin in its own right. Lark gives the jinx a first-rate, sincere country delivery, something the label should appreciate.

B-4096 “SAME IS ON SALE” (2:10) [Mixter BMI—Paula Bacon] Pleasant full-orchestrated hillbilly. Eye the wax for jockey acceptance.

JIM & JESSE (Epic 9508) B-4097 “STORMY HORIZON” (2:25) [Columbia BMI—Franks, Lovin] Jim and Jesse are teamed up with the Virginia Boys for nice ‘n’ gentle balladIN, the standard hillbilly tradition. The boys give the tune a fine-sounding Treatment.

B-4098 “MY EMPTY ARMS” (2:25) [Columbia BMI—Gordon] Another good number with enough grit in it to make you feel something in the same vein as the top side but it highlights some high-spirited fiddle work.

SAMMY MARSHALL (Pledge 184) B-4099 “THE NEXT TEAR THAT FALLS” (2:45) [McIntyre ASCAP—Brewer] Sammy Marshall comes on strong with this plaintive soul-searching ballad with a moving mid-deck recitation. Plenty of airplay potential here.

B-4100 “BEARS AND CHAMnge (1:56) [McIntyre ASCAP—Kirk] This time out Marshall renders a gentle, pleasant sentiment. Good market possibilities here.

CLYDE KING, (Assault 1833) B-4101 “EVEN AFTER AN CRY” (2:12) [NT BMI Music BMI—Galo, Johnson] Clyde King showcases himself on this black label recording with a listenable tradition-oriented country weeper. Side has some catchy lyrics and the jockey action is solid.

B-4102 “HEARTGLOW” (1:57) [NT BMI Music BMI—Johnson] This time out the songster delivers a pretty catchy number with enough grit in it to cause a stir.

CASH BOX — June 2, 1962
### Cash Box—June 2, 1962

#### Country Top 50

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<th>Pos.</th>
<th>Last Week</th>
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<td>1</td>
<td>SHE THINKS I STILL CARE</td>
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<td>2 WOLVERTON MOUNTAIN</td>
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<td>TROUBLE'S BACK IN TOWN</td>
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<td>3 I CAN MEND YOUR BROKEN HEART</td>
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<td>CHARLIE'S SHOES</td>
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<td>FUNNY WAY OF LAUGHING</td>
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<td>GET A LITTLE BIT ON YOUR HANDS</td>
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<td>TAKE TIME</td>
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<td>13</td>
<td>SOMEBODY SAVE ME</td>
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<td>14</td>
<td>VALLEY OF TEARS</td>
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<td>THERE'S ALWAYS ONE</td>
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<td>BEST DRESSED BEGGAR (IN TOWN)</td>
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<td>17</td>
<td>HONKY TONK MAN</td>
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<td>10</td>
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<td>18</td>
<td>WHERE THE OLD RED RIVER FLOWS</td>
<td>1</td>
<td>9</td>
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<td>19</td>
<td>IF I CRIED EVERY TIME YOU HURT ME</td>
<td>20</td>
<td>8</td>
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<td>20</td>
<td>LOVE CAN'T WAIT</td>
<td>19</td>
<td>7</td>
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<td>21</td>
<td>I DONE IT</td>
<td>18</td>
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<td>22</td>
<td>COLD DARK WATERS</td>
<td>17</td>
<td>5</td>
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<td>23</td>
<td>YOU TAKE THE TABLE (AND I'LL TAKE THE CHAIRS)</td>
<td>16</td>
<td>4</td>
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<td>24</td>
<td>SHE'S GOT YOU</td>
<td>15</td>
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<td>25</td>
<td>YOU TAKE THE FUTURE</td>
<td>14</td>
<td>2</td>
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<td>26</td>
<td>LAUGHIN' THE BLUES</td>
<td>13</td>
<td>1</td>
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<td>27</td>
<td>I'VE JUST DESTROYED THE WORLD (I'M LIVING IN)</td>
<td>12</td>
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<td>28</td>
<td>MY NAME IS MUD</td>
<td>11</td>
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<td>29</td>
<td>MISERY LOVES COMPANY</td>
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<td>30</td>
<td>THE COMEBACK</td>
<td>9</td>
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<td>31</td>
<td>BIG BOYS DON'T CRY</td>
<td>8</td>
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<td>32</td>
<td>EVERYBODY BUT ME</td>
<td>7</td>
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<td>33</td>
<td>A LETTER TO MY HEART</td>
<td>6</td>
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<td>34</td>
<td>WHEN I GET THROUGH WITH YOU</td>
<td>5</td>
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<td>35</td>
<td>TOUCH ME</td>
<td>4</td>
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<td>36</td>
<td>KING OR A CLOWN</td>
<td>3</td>
<td></td>
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<td>37</td>
<td>IT KEEPS RIGHT ON HURTIN'</td>
<td>2</td>
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<td>38</td>
<td>GERONIMO</td>
<td>1</td>
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<td>39</td>
<td>A WOUND TIME CAN'T ERASE</td>
<td>20</td>
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<tr>
<td>40</td>
<td>NOBODY'S FOOL BUT YOURS</td>
<td>19</td>
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#### Country Round Up

Cousin Johnny Small, who spins 'em on WNLC-New London, Conn., last week phoned in an interesting, off- beat piece of news. The station will be moving from its present ideal location but will be sliding into a new and rather unusual one. The station's new home will be the old New London State Bank building which is now being razed. The station will be housed in the old building, which is to be used as an office building. The new building will provide for an additional 3,000 square feet for the expanding Starland catalog.

Rex Allen has completed a record-breaking series of personal appearances as the star of the Castle Cinema Series.

The entire package was presented by Furr's Grocery chain through Texas, New Mexico and Colorado. The show is directed by Jack Vepp, of Furr's, and Allen played to 323,205,000 fans.

Larry Moeller reports that the J. D. Artist Bureau has been invited to the annual Houston Fireman's show in West Texas and to the annual Coliseum, the show starring Jimmie Dean, Carl Smith, Patsy Cline, Hawkshaw Hawkins, Jean Shepard, Grandpa Jones and Leon McDermitt and his Cimarron Boys. The artists performed a show in each city at 8:00 P.M.

Hayseed Thomas, who runs two country stations on WGNI-Wilmington, North Carolina, writes in that his station has just added more country time to their programming schedule. The jockey says that anyone stopping by to WGNI can be assured of plenty of spins.

Kitty Wells, Johnnie and Jack, and the Phillips and the Tennessee Mountain Boys started a personal appearance tour last week in Nashville. They are headed for New York, which is now holding down deejay spots on WNOO- Madison, Tennessee. They are also mentioned that he's quite excited about Ray Charles' "Just A Little Love" which he wrote a while back with Eddy Arnold.

One of the largest country shows to leave Nashville in many months was that of Stone Wall Jackson, Jim Dickens, Red Savory, Carl Belew, Rinehart, Connie Hall and The Syrup Snappers. The package, booked by the J. D. Artist Bureau, will tour Colorado, Utah, Kansas, Wisconsin, Michigan, Minnesota, Dakota, Illinois, Iowa and Indiana.

Curley Gold writes in that Capito Buck Owens is available to any program director specializing in country music. Anyone interested in having Buck show up to his station should get in touch with Route 6, Box, Bakersfield, California.

KTOO-Las Vegas sends out an urgent s.o.s. for country singles and LPs. The Nevada outlet is one of the most powerful stations in the state but according to record librarian Lola Balzen, they can't do the kind of job that they want to without better service.
Cash Box
Editorial

The Trend Toward Stronger Association

The trend toward stronger association ties between operators has been taking place within the industry during the past twelve months. With the exception of one obvious upheaval and of course, the announcement of new coin machine associations, the leadership of many trade groups have managed, almost unnoticeably, to bring the operators closer together.

In many instances, the attraction for greater attendance at meetings and increased membership in general has been the social weekend, a business-pleasure get-together which attracts the serious-minded operator for the merits to be derived from whatever business sessions may be planned, as well as the fun-loving who ordinarily wouldn’t be seen at a straight management meeting. In the meantime, the wives get a break to spend a weekend away from home, and this in itself is usually cause for greater participation by all concerned.

There was a time when we clamored for more meetings with attendance from a broader representation of operators. Whether they’re in attendance for the fun or the pleasure, or a little of both, doesn’t make too much difference. The fact is the guests are all in the same business, sharing basically the same problems, and once upon a common meeting place, usually discuss their mutual problems. Discussion takes place and progress is made.

The Nebraska operators appear to have started this weekend-resort meeting idea several years ago and after attending these sessions we have found that they have developed into miniature statewide conventions. The same thing has taken place in Virginia where a weekend meeting is planned for May 26-27 as this is written. The South Dakota operators meet on the following weekend and in this case, it’s a regular monthly social. New York’s cigarette industry will return to the Catskills at the end of June as per usual, and just last month the Music Operators of New York advised that the successful meeting with the New York Operators Guild, an upscale group, was so successful last year, that the weekend mountain get-together will be repeated again in September. We have just returned from the Westchester operators’ annual affair and the announcement was made that next year, the ops will join MONY and Guild ops in the Catskills.

NAMEA has long since found that a weekend meeting can be successful and yet combine business and pleasure. Regional meetings prove this each time they are held. There is no question that this is the direction in which business meets are heading.

We would be remiss in writing an editorial on associations without mentioning the national organization, Music Operators Of America. Currently undergoing a change of command, the Board sees no reason why a stronger organization and an even stronger Convention should not emerge. Nationally speaking, the industry can look forward to a brighter association year.

All in all, it certainly appears as though more operators are spending more time with each other than ever before. And as the man says, once you meet ‘em you have to like ‘em!

Cash Box—June 2, 1962
Chicago—Thomas H. Sams, vice-president of Rowe-A.M.I. (Division of American Cunge Company of America), head of the Rowe-A.M.I. Photograph Department, asserted last week in announcing new coin-operated automatic phonographs—this "convertible" phonograph proudly features outstanding developments designed for the "ultimate" in performance—and fast, easy maintenance.

Sams heralded this "exciting, new "Three-in-one" as the "end of coin operated phonographs, truly, a music operator's dream," as the "exclusive" of an operator to location on the specific requirements of the location with 200, 400, or 600 record selection.

"This three-in-one convertibility is, we believe, a most significant advance in coin-operated phonographs. Truly, a music operator's dream," as the "exclusive" of an operator to location on the specific requirements of the location with 200, 400, or 600 record selection.

"To get the operators' point-of-view of the "Three-in-one" we have personally covered every market throughout the United States to talk to operators and wholesalers. The Rowe-A.M.I. soundproof cabinet is the answer to their requests."

"Soundproofing is tastefully distributed through a dynamic engineering feat which we call "Orbital Sound Dampening."" Sams continued, "It is an exclusive high-fidelity, full-range, self-contained stereophonic sound system.

"Regarding the unique styling of the cabinet, we have personally covered every market throughout the United States to talk to operators and wholesalers. This is the soundproof cabinet that we call "Orbital Sound Dampening."" Sams continued, "It is an exclusive high-fidelity, full-range, self-contained stereophonic sound system.

"This is, indeed, an all-new Rowe-A.M.I. phonograph—particularly with the first "three-in-one" select delivery system for programming 200, 400, or 600 record selection—and all of the other significant innovations previously explained. This is the most impressive array of play features ever offered in the coin-operated music industry," Sams declared.

Auxiliary equipment and components listed by Rowe-A.M.I. include: Wall Box Stoppers, to provide access for any 300 selection wafer box, and the step kit for 100 selection wafer boxes. Dual Pumps—a simple, inexpensive kit for dual pumps, adjustable for precision operation. Can be installed in seconds, in the same 900 selection wafer box. Special Pricing—$125 exhibit, a special single-in-run price is available.

Three-in-one Conversion is available in three models. The Model 1450 includes blank "O" and "G" no-depreciation keys, plus extended title strip dividers. For 100 selection current from the 1450, it includes top decorator panels plus blank "G" and "O" keys. Among Sounds and Auxiliaries are wall boxes and full-accessory kits, speaker covers for every arch, and masti, with six, eight, and ten options to meet varying location requirements.

The Rowe-A.M.I. phonograph line is on display this week at all of the firm's distributor showrooms.

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Chicago—Clifton S. Pierce, Chairman of the Board of Directors of American Association of Operators Association, and Louis Csale, vice-president, Rockford, Illinois, convened in the Chicago offices of MOA last week with Leo Kanes, MOA's national tax counsel, in the current, important search for a qualified executive secre- tary to head up the organization's business activities.

It is evident that the executive committee has been previously engaged in the MOA executive committee's search for the right person to contact various agencies—to meet the needs of this executive position.

The executive committee members are for the most part, situated in various parts of the country.

After considerable deliberation it was finally decided to ask the executive committee to appoint a special sub-committee for the purpose of interviewing and finally employing a new executive secretary for MOA, to be headquartered in the Chicago office.

Pierce advised that one of the duties of a new executive secretary will be to travel considerably and make frequent contact with all segments of the coin machine industry, on behalf of the music operators of America. With every effort, he said, he was elected to select the best man for this position.

This new executive secretary is employed by the MOA executive committee and the MOA will be headquartered in the new Chicago office. At least, until a qualified executive secretary is employed by the sub-committee.

**Rowe-A.M.I. Showings Held In Varying Dates**

New York—Because of the variance in distributor showing dates, distributors have already held their early showings of the Rowe-A.M.I phonograph, while others have been held this week. Several shows were scheduled for even later dates. Details of those showings reported on appear in this issue. Others appear next week.

**UA-Coin Drive Passes $250 Goal; Oreck-Littleford Attendance Climbing**

Climb SRO At Plaza Fete For Trade Paper Publishers

New York—The UJA-Coin Drive Committee met last Sunday, May 23, in the Plaza Hotel. Harry Holzman, president of the committee, announced that a total of $25,000 originally set two months ago, had been reached early last month with a total of $24,000 raised with pledges and checks which arrived that evening the goal was guaranteed to be surpassed. Holzman also stated that ticket sales were approaching the $2,000 mark and that the Guests of Honor, Misses Mira Alpiner, Mira Alpiner, publisher of Billboard, and R. L. Littleford, publisher of Billboard, would be assured of a substantial increase in attendance.

The Chicago factories were the main event last week for their employees. The drive and individuals were also mentioned in their wholehearted sup- port this year.

Frances Bodkin, "First Lady of the T.C.A.," was acclaimed by a large audience in this area, reported a long list of contributions, ticket sales, and suggested changes in the format for the big evening which will enhance the whole program. Bodkin will be kept to a minimum, presentations will be replaced by a live speaker William Cahn, assistant director.

The Nassau County will be on hand to assist Bodkin in the audience will be the civic dignitaries who will attend the affair.

Those attending the committee meeting were as follows: Mr. and Mrs. Irving Holzman, Mr. and Mrs. Albert "Senor" Bokun, Aaron Sternfeld, Nash

**John B. Hale (left); President, W. T. Pierce (right); Harper, vice-president, and (Jack) Rowe-A.M.I. distributor in Chicago, Illinois, claims the price of the "Three-in-One" is more than competitive with any other product on the market.**

**Mills Bell-O-Matic Announces Delivery On 1962 Model**

New York—Leonard Haines, president of Mills Bell-O-Matic, announced the introduction of a new 1962 model, specifically designed for military club use, as well as the markets in which the equipment is used. The machine is a 20-unit, one-piece cabinet with front door opening for servicing. It has 105 rubber bands, and a re-chargeable phonographs, insect net, and mousetrap, and in the "Rowe-A.M.I." phonograph introduced to trade this month.

**John B. Hale (left); President, W. T. Pierce (right); Harper, vice-president, and (Jack) Rowe-A.M.I. distributor in Chicago, Illinois, claims the price of the "Three-in-One" is more than competitive with any other product on the market.
Pearl Vending Service, Inc.

AN OPERATOR'S SUCCESS STORY

From A Rented Pingame To A $100,000 Building

TRENTON, N. J.—When Trenton Amusement Company announced its new name, Pearl Vending Service, Inc., several months ago, it marked the end of a quarter century under the old name of Eastern Amusements, which was founded in 1898 on the promise of a rented pingame. The firm has progressed to where it is considered among the top coin machine operating companies in this section of the country.

The newly named firm has been fitted out this year with a new building, a 10,000 square foot plant representing an investment of more than $100,000. Unlike the late 1930's when the company's sole auto served a handful of machines from a small shop, Pearl's staff of twenty employees now serves hundreds of locations from a network of seventeen radio-dispatched vehicles with all types of coin-operated equipment.

Same Personnel

Many things have changed since the early days, but the personnel remain the same. Hy Pearl, founder of Trenton Amusement, is president of Pearl Vending, and the former druggist from the Bronx continues to be the driving force behind the New Jersey operating company. After receiving his degree in 1936 from the Brooklyn College of Pharmacy, Long Island University, Hy Pearl opened up shop and started prescribing for five years before renting his first pingame and leaving the drug business behind. "I couldn't afford to buy the games, but rented them from a Trenton distributor," recalls Hy. From pingames, Pearl branched out into juice boxes, and eventually operated all types of machines. The firm then entered into the vending field with cigarettes, has expanded the vending operation to include candy, cold drink and coffee machines and presently operates in several Jersey schools.

Pearl Vending Service, Inc. is presently an important part of several drawing board plans in the Central Jersey and Eastern Pennsylvania areas with blueprints calling for fun-spots to be equipped with Pearl machines. The operation already includes many bowling alleys and discount store vending, and the future is looking toward bringing our vending operations up to the level of our present amusement machine business," stated Pearl during an interview with Cash Box last week. "We're signing locations which require at least a minimum of three service calls per week. Anything less than this minimum doesn't fit into our expansion plans," said Pearl. The firm has always serviced its amusement machines once each week and places a great deal of importance on juke box programming.

The average number of record changes per location is approximately four new discs per week, or about twice the figure generally quoted from industry sources.

Hy's older brother Harry Pearl, a well-known personality in the coin machine business, led the way so to speak, for the other Pearl brothers, when he entered the coin machine business many years ago. Harry today continues to operate in the Florida area with several amusement centers operating in the Miami section of the State.

"One by one we followed Harry into the business," said Hy, joined at Trenton Amusement in 1942 by his brother Irv who today is vice-president and treasurer of the Pearl company. Irv's time is spent primarily in customer relations, an important part of the Pearl progress over the years. Brother Murray is secretary of the company and is an inside man. Isadore operates today in the Lakewood, New Jersey area, and is in close contact with the family.

Pearl firms make progress today without the financial help of the local banks and lending firms. While Pearl is no exception, the company does differ from others in it that attributes much of its successful growth to the New Jersey banks and specifically the personnel of those banks who have worked with the firm since 1945.

An Understanding Banker

At that time the coin machine industry wasn't considered an A-1 credit risk for most banks but Mr. Marvin Severen, an executive with the First Trenton National Bank had the foresight to understand the operating business and recognized the potential of such a firm as Trenton Amusement, as it was then known. Hy Pearl attributes Severen's understanding and his initial approval of financial assistance as a turning point in the beginning of the relationship the company continues to have with banks "without which we could never have attained the position we hold today." Severen was joined in the loan transactions by First Trenton National execs George House and Bob Chance, two men who have since been responsible for large sums of credit to the Pearl company. Severen retired last year and since that time has extended personal references in letter form to other banks stating that "never once in the sixteen years of business dealings with Pearl was there a single late payment received" and his letters continue, outlining specific amounts transacted along with verbal praises of the firm's reputation and the personal reputation of Hy Pearl, not often seen under banking letterheads. The references have opened many doors of credit to the Pearl company. The Trenton Trust Company, another financial institution which has played a part in the growth of the coin machine firm, is to this day a major lender of money not only to Pearl but to the industry in this area. Pearl cites the Messrs. Austin and Carto as being instrumental in originating these transactions.

Belief In Our Business

Messrs. Cramer and Fabian, executives of the Security National Bank are also singled out for "willingness to understand and believe in our business," according to Pearl. The banks have undoubtedly been convinced by the high credit standing of the Pearl firm and the entire industry, brought through the spotless record of Trenton Amusement and Pearl Vending Services. "Without the banks, the new building wouldn't have been possible," stated Pearl during a verbal tour of the building last week. The plant has a showroom (pictures) which spreads 3000 square feet and displays complete lines of all types of equipment.

"It is most improving when we visit an establishment and invariably get us off on the right foot with new locations. The number of years Pearl has been here in this area is responsible for many locations being referred personally. It is not unusual for customers to drive right up to the building which is located on U. S. Route 1 at 225 Brunswick Pike in Trenton.

In addition to an excellent relationship with the Jersey banks, Hy Pearl has always insisted that the operation be "run like a business." Location contracts are in effect on all of the installations, notes are met on due dates and new equipment is a "continuous investment." In Pearl's words "when you are in the novelty business you must constantly give the customer something new." In this case its machines. "We operate at peak efficiency. A day doesn't pass that several contracts aren't awaiting our corporate signature. Business is good because we make it good. And the outlook couldn't be brighter."

Partial view of workshop

Massive showrooms occupy 3000 square feet

Entire staff of operating firm includes twenty employees. Service men make their calls from radio dispatched trucks.
NOW SHOWING

NEW Rowe AMI

with

ORBITAL SOUND

and

"THREE-in-ONE"

FLEXIBILITY

See 4-Color Ad Inside Spread This Issue

R. F. JONES COMPANY

San Francisco, Calif.
240 Shotwell Street
KL 2-3579

Los Angeles, Calif.
1269 S. Figueroa St.
RI 9-7405

Salt Lake City, Utah
375 So. 2nd West
EL 9-2029

Denver, Colo.
1314 Pearl St.
KE 4-5482

Honoalulu, Hawaii
841 Halekauwila St.
506-721

Seattle, Washington
309—9th Ave. North
MA 4-7549

Date: June 2, 1962
Business activity remains steady but somewhat slower this week according to Gardner Sales Co. in San Diego, where a visit by Badger Sales Co., the new Keeley "Roll-A-Line" game arrived and is enjoyed by the operators. William Schrader returned from a business trip to Las Vegas and Pete Ley has been covering the San Diego area. Good action continues with record sales in the parts department.

At American Coin Machine, used equipment is mostly moving at the present time. Vinny Tanzy is back on the job and mentioned that his wife is improving, but is still in the hospital. . . . The Solle girls at the Lansing Machine Co. are returned. . . .

Another Wm. Paul is in town and is reporting a business trip to the Far East and finding big things will materialize as a result. . . . Augie Rojas, employed at Gardner Sales Co., will be leaving 1/4 on an extended vacation in Europe. Buddy Robinson, Ana Martinez, and Jerry Burch are leaving to Las Vegas for the weekend.

Two shipments of Rock-Ola phonographs arrived at Paul A. Laymon, Inc., and are moving well, along with good action on pool tables, Brandy Elfin, and maintenance man, is breaking ground to build a lunch stand which will be operated by his wife. . . . Export shipments are going to Fort Worth and Penang, this week from Duarte International Sales Co. Joe Duarte mentioned that Al Dixon is very happy with the new Ford Van truck that the Co. has purchased. . . . Another carload of Riviera cigarette vending machines, with Bally bowlers, arrived at R. C. Jones & Co., Chuck Klein, Bill Gray, Don Edwards, and Gus Garavito were in San Diego for the showing of the new AMI Phonograph. The display took place in the Patio Room of the El Corto Hotel where refreshments were served to the visiting sisters, and the prize was given. Ralph Cragan of the Jones office in Seattle reported that it was a great success, and "took a little bit of light away from the World's Fair." The new phonograph was also on display and Gerard Vadeboncoeur "Fred Jack." Rue assisted Ralph at the opening, which created lots of enthusiasm.

In town visiting distributors and one-stops this week were: Mr. & Mrs. Charles Gavager, Ventura; Art Meyers, La Habra; Joe Gavina, Inglewood; Cecil Ellison, Lancaster; Walter Cook, Palos Verdes; and Cliff Jones, Long Beach.

A capacity crowd of over 200, Houston musclemen and their families, were present for the first showing of the new Rowe AMI phonograph May 20th at Gardner Sales Corp., 3415 Leeland Ave. The gala affair, spiked with a sumptuous barbecue dinner by Sanders, lasted from 11 AM until late evening. Raymond P. Sanders, owner of the well known catering firm personally supervised and served the dinner. Refreshments were served all day. Owner Lee Roy Gardner and son Lee Roy, Jr., with the assistance of Mrs. Gardner (always the gracious hostess) arranged and conducted the showing. Cute and efficient Mrs. Wayne A. Love handled register book with neatness and dispatch. Guests were pleased when Hans Von Rydt "came home" for his first official appearance here a few weeks ago. Regional Sales Manager Hans has discovered that he and his charming wife Maria have lived in Houston practically all of their married life and their friends, both inside and outside of coin machine circles, are a legion. The Gardners showed a fat sheet of orders for positive proof that the new model AMI phonograph did hit the spot.

Operator J. O. Ditto said cash returns from his postage stamp vendors were surprisingly lucrative and as regular as bank dividends. . . . John M. Williams, a freshman, University of Houston, and son of John E. Williams, ABC Music, well along road to recovery from injuries suffered in an automobile accident. . . . Some plastic surgery was necessary on a cheek laceration that was dangerous close to his eye.

Operator association activity is nothing new to either C. O. (Red) Harrington, owner H & H Distributing Co., or C. E. (Red) Harrington, owner H. W. Dill & Co., Inc. Harold was one time president of Texas State Operators Association several years ago and Red was on Board of Directors.

"Red" Love, owner Love Music Co., located at La Feria, Texas, deep in the Rio Grande Valley, and attractiveness Misses More, in their fair city.

Happy Birthday This Week To: . . .

Cash Box—June 2, 196
JACKSONVILLE—D. J. Barton, manager of the Bush International Jacksonville office, hosted a Rowe-AMI showings on Wednesday, May 25, and greeted “between 150 and 200 operators.”

Rowe-AMI proxy John Hale, was on hand and his presence, according to Barton, “was responsible to no small degree for the large turnout.” Orland Trupman, divisional head of the Bush organization, attended, and assisted Barton and Hale in receiving the guests.

According to Barton, “every remark concerning this new machine was highly complimentary.” He said that the features most commented on were the cabinet style, animated panel, the engineering and the result in the three-in-one feature which has been taken to by the trade with its versatility. The length of warranty on both the cabinet and the selector unit were also features mentioned favorably by operators.

“There have been a lot of ‘firsts’ in the phonograph business but this one has seven or eight,” stated Barton last week.

Among those in attendance were: L. L. Ortagus, Ortagus Amusement; T. B. Lee, Ortagus Amusement; Ellis Royal, AC Automatic Services; L. J. Logue, Logue Vending; Ray Young, A & R Vending; Sherwood Young, A & R Vending; W. M. Stanton, Stanton Amusement Co.; B. H. Popwell, Stanton Amusement Co.; J. J. Johnson, Bill’s Amusement; Bud Belcher, Dodd, Inc.; Roger Register, Roger’s Music Co.; O. C. Pope, Pope Phonograph Co.; Melvin Bonds, Gateway Amusement Co.; Ed Russell, Decca Records; Mr. & Mrs. Jimmy Dykes, Dukes Music Company; Mr. & Mrs. John Crosby, Dukes Music Company; Mr. G. R. Boyd, Thomasville Music Company; Mr. A. W. King, Thomasville Music Company; Mr. J. T. Wood, Thomasville Music Company; Mr. D. O. Bland; Mr. Jack C. Bland, Carlton Lauramore, Baker Music Company; W. A. Horkhord, Manning Music Company; Colan Manning, Manning Music Company; B. Notting, Manning Music Company; Paul Ottoma, Paul’s Music Co.; Josh Hall, Coca Cola Bottling Co.; J. B. Martin, Martin’s Bottling Co.; John Hale, Rowe-AC Services; O. R. Trupman, Bush International; O. W. Hightower, Southern Music; B. E. Beyer & Brown; Richard Lee Parks, Jr.; V. J. Pickren, Carolyn Barton, Bush International; Christie Edwards, Cheryl Crosby, Dukes Music Company; Mr. & Mrs. Ed Hill, Bar-Stil, Inc.; Eugene Long, Valdosta Amusement; E. W. Crockett, Valdosta Amusement; T. K. Coleman, Florida Amusement Co.; C. Sexton, United Amusement; V. Shields, Southern Music; Clark Coleman, United Amusement; Mr. & Mrs. H. J. Wall, HiWay Music; Mr. & Mrs. R. L. Houser, Eaton’s Beach; J. W. Morgan, Wometco Vending; V. W. Pass, Jax Phonograph; Eddie Emerson, Pal Music Co.; C. J. Wall; Robert Nottingham; Mr. & Mrs. Happy McCombs, McCombs Music Co.; Phil Goldman, Automatic Novelties; R. E. Walls, Automatic Novelties; Gill Walls, Automatic Novelties; J. L. Board, & H Amusement; Curtis Amerson, Beach Amusement; Bud Bright, Gator Coin Machine; Maxie Carter, Carter Music Co.; J. L. Turner, City Music; E. J. Duhmer, Duhmer Music Co.; Joe Devane, Devanes Music Company; Lewis Blackwell, Blackwell Music Company; Sam Pickren, Georgia Florida Music; Kelly Green, Kelly’s Amusement; Terry Holland, H & H Amusement Co.; J. W. Bare, Bare’s Music Company; Charlie Crump, Ideal Music Co.; B. C. Paul, Jax Phonograph; Don Prince, Arrow Vending; B. F. Pikem, Pikem Music; H. M. Roberts, Roberts Amusement Co.; B. W. Shuler, Shuler Amusement Co.; Earl Tool, Tool Music; Freddy Miller, Wometco Vending.

Cash Box—June 2, 1962

BIG Turnout: L. to r. John Crosby, Dukes Music Co.; Rowe-AC Services proxy John Hale; Joe Barton, Bush Jacksonville mgr; and Jimmy Dykes, Dukes Music. (Far right) Part of the 150 guests at the Florida show.
Miller-Newmark Says 'Greatest Ever!'

GRAND RAPIDS, MICH. — Comments such as 'finest looking', 'most accessible for programming', ' sounds out of this world', and 'I'll be using a lot of them!' were all directed at the 1962 Rowe-AMI phonograph, during an operator showing last week when Miller-Newmark Distributing Company's Bill Miller hosted a three-day showing of the new juke box. Jack Gallagher, Miller's sales chief stated at the end of the show that both the Detroit and Grand Rapids offices recorded more direct sales from a showing than ever before.

Rowe-AMI's execs were among the 300 guests who attended. Those present from AC Automatic were Cliff Bitting and George Morfin, who demonstrated the machine for the visitors. The affair was catered.

The Grand Rapids staff on hand to serve as hosts were: Miller, Gallagher, Orville Bolier, and Gerald Van Gessel. Ed Roodevelt, E&R Sales led off the guest list, followed by Mr. and Mrs. Pat Yee, Adolph Burdas, Red Williams, Mr. and Mrs. George Crissopolis, Joe Weiden, Jack Payne, Bill Van Gessel, Rod Roberts, Mr. and Mrs. Stockham, Floyd Rake, Austin Trager, Earl Edwards, Ed Stevens, Pete Hamper, Terry Vlahos, Fred Hunt, Marshal Gerling, Rodand Stone, Jim Williams, Bill Burns, Bill Simmons, Jack Evans, and Orville Bolier. The show that both the Detroit and Grand Rapids offices recorded more direct sales from a showing than ever before.

The firm will hold a special showing for vending operators shortly when the 'Celebrity' vending line is displayed.

Runyon Shows Start

NEW YORK—Following closely on the heels of a successful show in New Jersey, the Runyon Sales Company Rowe-AMI operator showing started in New York City on Thursday, May 24, and as the trade show got underway, it appeared as if their same old story was starting in all over again—"more ops than we have ever seen at a showing." The showings started in New York May 24, then moved to NYC for May 25-25 parties. Connecticut will sked a show for May 28 in E. Hartford. The details of the shows, which were attended by Tom Sems, Rowe-AMI v.p., will be published next week.

Weinberg and Smith Surprised At Turnout

More Than 300 Attend First-Time Showing

DALLAS—Phil Weinberg and Russ Smith were concerned over the firm's first AMI showing, and quite naturally, but long before the last of the 300 guests filed through, they knew they had a 'winner' and "absolutely nothing to worry about." The new Rowe-AMI distributor's showing was held in its Turtle Creek Road showrooms on Friday, May 18, and a larger than expected audience came to see, and buy. A catered buffet and refreshments after the affair was the order of the day as the ops and their wives viewed the new line. "Very successful," was the way Weinberg summed it up last week. The firm will hold a special showing for vending operators shortly when the 'Celebrity' vending line is displayed.
CLEVELAND, OHIO—George George and Norman Goldstein, president and vice-president of Monroe Coin Machine Exchange, respectively, were joined by Tom Sams, Rowe-AMI exec, and AMI Field Service Engineer Hank Hoevenar last week (May 22) in hosting a showing of the new Rowe-AMI phonograph which drew between 200 and 250 guests. The affair, which was scheduled to start at 2:00 PM got underway at 9:00 AM when the first ops began to show up. Another factory visitor, Mort Secore of Chicago Coin, watched with open eyes as the new phonograph showing was conducted, and continued in session until 11:00 PM. The Monroe showrooms, recently remodeled were indeed christened with an abundance of liquid refreshments and catered food. Most of the top operators in the state made the trip to Cleveland to attend. “Sales were as enthusiastic as the personal reaction to the new machine,” said George, “and I can’t single out any one feature that gained the most acclaim. They just liked everything about the new Rowe-AMI,” Tom Sams, traveling the country this week to attend showings, advanced that the showing brought “one of the largest and most enthusiastic receptions” he had seen. “After months of research and planning, its most satisfying to see a response like this,” stated the AMI exec.

NYS Guild, MONY, Westchester Will Have One Affair

POUGHKEEPSIE, N.Y.—Gertrude Browne, secretary-treasurer of the New York State Operators Guild, Inc., advised the trade last week that the membership voted unanimously at the recent general meeting to join with the Music Operators of New York Inc. in continued celebration of annual affairs for 1962. Both groups will meet September 14, 15, and 16 at the Laurels Country Club in Monticello, N.Y. “Last year’s affair was such a success that a repeat was our unanimous decision,” said Mrs. Browne.

The NYSOG will hold its election of offices in June at which time a slate of nominations will be voted upon. The next meeting will be held in Newburgh, N.Y. The Westchester Operators Guild announced on Tuesday, May 22, that it will join MONY and NYSOG for the weekend making it a threesome.
First Houston Ops Association
Outing A Huge Success

HOUSTON—The first social meeting of the Houston Coin Machine Operators Association was held on the evening of May 15th at The Grove, new outdoor recreation center, Grand Prize Brewery, was a smashing success from every angle. The weather was perfect for the occasion. Eighty-nine couples, column and their wives, were counted and numerous "stags" made for a grand total of over 200 present. The frollic, consisting of a sumptuous barbecue dinner served by Lenox Catering Service, dancing and just plain talking, started at six thirty and wound up around ten in the evening.

Music was provided by Bill Jackson and his "Checker Board Square" (so spelled to fit drumheads), a local outfit, but good. Door prize, a Cook 'N Serve Fry Pan from CMOA, was won by Leon DeNina, owner Garden Oaks Amusement Co. Grand Prize made no charge for use of the park. Naturally a plentiful supply of Grand Prize beer was constantly available but one of the brightest spots of the whole deal was that a single guest overdid that good thing. Youngest person present honored was eight years old Steven Boessling, son of Lester and Stella Lynn Boessling.

Regular CMOA business meeting on May 1st was generally a routine affair. Motion passed that cigarette machine operators be admitted basis of $5 cents per cigarette machine a month, retroactive to April 1st. After six months cigarette machine operators would meet and decide if association support justified an increase. Considerable discussion on ways and means of attaining 100% membership association. Whether things going along smoothly is expected that regular business meeting might, in near future, be held monthly rather than semi-monthly.

A Taste Of America

Coinman Adds Cheer To Yemenite Village

NEW YORK — Barney Sugerman, Chairman of the Runyon Sales Company, recently spent several days in Israel. While visiting this Country, the coinman was informed of the Yemenite Village, a section outside Acre, comprised of refugees from Arabia. After a short visit "Shug" noticed the obvious lack of food, but still lacked the lack of fun, especially in the faces of the Yemenite children.

A quick return to his ship, a hurried meeting with the ship's chef, the steward, and one Paul Duke, internationally known magician, resulted in his return with armfuls of fruits, delicacies, picture postcards and enough cheer for the 250 kids. A hurriedly put together show was staged and Paul Duke displayed his entire repertoire. The kids were jammed into a schoolhouse and goodies were distributed at the close of the show. The Yemenite kids couldn't express their appreciation enough. But as the words of thanks and love filed the room, Barney Sugerman and his aids slipped out a side exit and returned to the ship. "We went in unannounced, and we left unannounced," said Shug. "And the Yemenites are still wondering about us. It was simply a taste of American life, an experience they will never forget.

Magician Paul Duke and Yemenite kids.

European Business Looks Good To Gottlieb

CHICAGO—It was "old home week" on a recent return cruise from the European Continent for Alvin Gottlieb, Gottlieb & Company of Chicago. He is shown, in the above photograph, in the game room of the luxurious French liner, S.S. France, surrounded by Gottlieb pinball amusement games. He stated his favorite European trip Gottlieb covered Italy, Greece, Turkey, and Great Britain calling on people active in the coin machine business.

He stated that business is excellent on the Continent, but, and that hopes there for the coming months are very high.

Gottlieb said: "Coin business in general, and in all segments of the industry, is definitely booming in the countries I visited during my European jaunt.

"Although we have been shipping great quantities of Gottlieb pinball games to Europe," he added, "I still managed to see many areas that bear great promise for the import of all types of coin machines and equipment.

"The economy in general of the particular regions of the Continent are just now moving into high gear. And, certainly, as they prosper, imports will naturally grow considerably."

Alvin Gottlieb, in game room aboard S. S. France, flanked by two of his favorite types of amusement machines.
Westchester Ops Celebrate 11th Anniversary Party

YONKERS, N.Y.—The Westchester Operators Guild Inc., local coin machine operating association, conducted its 11th Annual Banquet and Dance on Tuesday, May 22, at the Tropical Acres Restaurant here, and the results were the same as the previous parties—everyone had a wonderful time.

Carl Pavesi, president of the association, announced during the evening that this year's party was different in that the money would be distributed to the Manhasset Athletic Association, a charity that has been well-represented by the Westchester Operators Guild Inc. in the past.

Approximately 300 guests attended the event, which was held in the ballroom of the Tropical Acres Restaurant. The evening featured a dinner, a dance, and various entertainment, including a performance by the Westchester Operators Guild Inc. Band, which is composed of members from the local communities.

The evening was hosted by Mr. and Mrs. John Foster, who have been a prominent part of the Westchester Operators Guild Inc. for many years. The Foster's daughter, Miss Foster, also attended the event and performed a special dance.

The evening was a huge success, and the guests had a wonderful time. The Westchester Operators Guild Inc. is looking forward to next year's 12th Annual Banquet and Dance, which will be held on the same date and time, May 21, 2023, at the Tropical Acres Restaurant.

The Westchester Board of Directors standing with Mr. & Mrs. Foster (center)

Blatt Still Vocal On PR Activities

MIAMI—Willie Blatt, who announced last year that he had "retired" from the coin machine industry, has evidently kept his interest up in the industry business. A letter last week received from Blatt at the Cash Box New York office indicated that Blatt was concerning over the future of the business. The coin machine industry afford to neglect their public relations program?

The headline on a printed notice evidently mailed out to several industry figures. Blatt's notice calls for strong public relations work at all levels of the industry, familiarity with political leaders strong defense of the industry's position against the Celler Bill, and a continued effort on the part of the operator to work toward a finer public image of himself and his industry. He suggests that "retired" people from the industry stay active in public relations so that "politicians and do-gooders" stop using our industry as a scapegoat.

Every day of life means hope

Every added day a leukemia victim means added hope that a cure will be found. American Cancer Society has helped researchers discover new remedy arrests. And develop an effective vaccine for animals. Surely this part of the Society's work altiments your active support. Fight cancer with a check and a check. Send your donation to CANCER RESEARCH care of your local post office.

AMERICAN CANCER SOCIETY

Moore Denies Implicating Congressman

NEW YORK—The bribery trial of a Federal Judge continued last week in New York City, after the New York Post and Associated Press with an interview with an U.S. Attorney, for having accepted $35,000 in campaign contributions from local politicians. The charges include that the money involved was paid to a Federal Judge according to the will of Vincent J. Keogh, through an intermediary, Robert Erdman, a surgeon, who has been connected with the Judge for many years. The purpose of the money was supposed to be to influence Keogh in a bankruptcy case.

In the week, Moore, who was on the stand all week, admitted under cross-examination that he had not implicated Rep. Eugene J. Keogh, who is the Judge's brother, in the case. However, he testified before a grand jury last year in an alleged bribery case.

The trial testimony of Moore and of other witnesses involved in the case has been that both Keogh brothers were accused of taking bribes from the Federal Judge. Leo F. Breyfied, who heard Moore's case and sentenced him to three years in prison last March. The sentence was later reduced to one year for Moore's cooperation with the Government. Anthony Caroll, alias Tony Dues, has had his name linked with the bribe attempt, but Moore has repeatedly stated that Caroll's aid was only in terms of advice. Earlier in the week, Moore stated that he had considered retaining the services of nationally known criminal attorney Edward Bennett Williams, who asked for a fee of $90,000 plus expenses.

The trial will continue on Monday, May 26, when William G. Hanley, special assistant to R. F. Kennedy, attorney general of the U. S., will cross-examine Moore.
 Employment, Control, Safety, Highlight Midwest Regional In Chi

Cash Box
VENDING NEWS
The Vending Machine Industry's Only Newsweekly

WESTON

Newman

“Bull Session” cocktail hour was heavily attended.

CHICAGO—A great many members of the midwestern division of the National Automatic Merchandising Association attended a two day Regional Meeting last weekend (Friday and Saturday, May 18 & 19) at the Sheraton-Chicago Hotel. Members convened on this city from all over the midwest.

The weekend’s business and social programs were obviously so well planned by NAMA’s officials and the midwest committee that every session was a highlight during the entire conclave. The affair was planned with the cooperation of the Wisconsin Automatic Merchandising Council, of which Herb A. Geiger, esteemed president of NAMA, is a member. The 1962 Midwestern Regional Meetings Committee is headed by William A. Schmidt, chairman of Indian Vend- ers, Inc., Indianapolis, Ind.


A vital business phase which was scrutinized thoroughly during the two day meet was the problem of select- ivity in personnel as route service- men, and controlling the costly, troublesome employee turnover. Test- ing was discussed at length by Thomas Hungerford, executive direc- tor of NAMA, and A. E. Stevenson, Industrial Vending Co., of Cleveland, as the very best screening facility.

Testing was thoroughly digested by those who attended the Friday evening session, conducted by Stevenson and Hungerford. During the course of this vital step in employment, sample tests were taken by the conventioners for the purpose of showing them the effectiveness of this phase. Despite the seriousness of testing much good humor was evidenced.

Hungerford, who was introduced by chairman Bill Schmidt, explained in detail the “Selection Manual for Automatic Merchandising Route Service- men,” which was devised for NAMA member operators. The “Personal His- tory” form, he said, should play a major role in the pre-employment interview. All other phases will then fall in line.

Among the requisites Stevenson considers vital to proper selection of employables are: Physical fitness, prior experience, personal finances (to avoid hiring debt-ridden routemen), family status, education, mechanical aptitude, mental alertness, mathematical aptitude, and (last but not least) honesty.

After the meeting the manufacturers of vending equipment hosted a gala “Bull Session” cocktail party, to give everyone an opportunity to visit and chat for a few hours. The huge Grand Ballroom of the Sheraton-Chi- cago Hotel was jammed to capacity for the affair.

It was business as usual the first thing Saturday morning as “Control- ling Costly Employee Turnover” was discussed by William Newman, direc- tor of Interstate Vending Co. New- man, who was a former head of personnel under John Edgar Hoover and the Federal Bureau of Investigation, proved to be very expert in his ability to evaluate prospects in the important field of employee relations, and in screening applicants.

He cited as the five basic steps to “upgrade” the selection of new employ- ees the following: (1) Carefully studying the applicant. (2) The care- ful evaluation of basic requirements immediately. (3) A comprehensive interview (leave “no stone unturned”). (4) Application thoroughly. (5) Background investigation (leave nothing to outward opinion).

Newman urged the practical use of “responsibility examinations” (such as polygraph examinations) where needed in the selection of responsible route servicemen. This session was followed by an interesting question and answer period.

The final business session, prior to a cocktail hour and the heavily at- tended lengthy luncheon session, was

CHICAGO—A full membership meeting of the Georgia Automatic Merchandising Council is scheduled Saturday, June 2, in room six of the Atlanta Biltmore Hotel, according to William H. Martin, Automatic Vending Industry of Georgia, chairman.

Beginning at 3:15 p.m., the meeting will follow NAMA’s regional con- ference in Cleveland June 1-3.

Martin said the council will discuss sales tax and other legislative mat- ters and elect a new board of govern- ing members.

Georgia Automatic Merchandising Council is a state council of National Automatic Merchandising Association.

NAMA Wins Re-Study Of Detroit Vending Fee

CHICAGO—The Detroit Com- mittee on a “re-study” of a proposed harmful fee schedule change in the city’s vending health code, presented by NAMA at the May 8th appearance of an NAMA official, Detroit area vending operators believe.

John Insalata, NAMA assistant director of vending operations, and Martin Polaner, Edel Services, explained the vending industry’s views on the proposed changes that would increase vending fees. The proposed fee revisions were unrea- sonable and might impair the code’s operation.

The present Detroit vending operations are dated and must be re- placed, the panelists said.

The Detroit vending representatives Insalata with much support from the Detroit vending operators and the Detroit vending association, Insalata said.

Detroit vending representatives Insalata will meet soon with city adminis- trative officials with detailed suggestions for acceptable modifications to the present vending fee code.
Schuster Looks for Improved Earnings
For Second Half of '62; Cites 'Celebrity'
Deliveries, Record Sales, Consolidation

CHICAGO—Frederick L. Schuster, board chairman of Automatic Canteen Company of America, last week forecast earnings for the second six months of the company's fiscal year ending Sept. 30, 1962, despite slight lower first-half earnings this year.

These figures compare to first-half 1961 sales and operating income of $72,758,728, and earnings after taxes of $11,884,207, or 39c per share. Second-quarter 1962 sales and operating revenues amounted to $45,204,880, an increase of 15.2% over corresponding quarters of 1961, and earnings after taxes to $8,841,207, or 34c per share.

Schuster said the "lower second-quarter earnings, despite a 15% increase in sales, are the result of late delivery of our new line of Celebrity vending machines. The delays resulted from an intensified testing and quality control program designed to prevent returnable machines—nearly 20 models—before delivery to the field.

"However," he pointed out, "the new Celebrity units have been coming on the line in growing quantity since the middle of March, and we are now working at a maximum rate to meet delivery schedules."

"Continued record sales at the retail levels, a complete coordination of manufacturing procedures at our plants in Grand Rapids, Mich., Whippany, N.J., and Rockford, Ill., plus the continued excellent performance of our finance divisions, all give every indication that the efforts Automatic Canteen has directed toward consolidating and digesting acquisitions made during the past two years are now beginning to pay off."

Raytheon Names Moody

CHICAGO—Raytheon Company's Radarange Department has named Richard P. Moody to the newly created post of market development manager—vending industry, Moody, who has been the Chicago area sales representative for Radarange microwave ovens since 1954, will make his headquarters here.

Univend Buys Kiddielane

NEW YORK—American Univend, Inc., has acquired the 17 Kiddielane corporations formerly owned by Automatic Concessions, Inc., R. E. Hill, American Univend president announced. They will be merged into a wholly-owned subsidiary called Kiddielane Corporation.

Kiddielane operates and leases children's rides to such well-known chain stores as Woolworth, S. S. Kresge, Davey's, and Sears Roebuck and J. C. Penney. It's a subsidiary of the American Univend, subsidiary, leases and operates food vending equipment in approximately 100 discount centers.

The acquisition was made for $25,000 shares of American Univend common stock, and a depository of $250,000. American Univend will also guarantee a Kiddielane bank note of $500,000.

Mr. Hill stated that the new acquisition will result in approximately $750,000 in annual volume with attendant profit.
Always Something Different At Royal

Royal Shows Rowe-AMI, Develops Vending Territory, Preaches Distributor Sales As Most Efficient System

CINCINNATI—The Royal Distributing Company Rowe AMI showings were held here last week and it took two giant-sized affairs to handle the Ohio operators.

The first party, held May 17, in the Cincinnati showrooms, attracted about 95-100 operators, many of whom stayed on till midnight, talking, goshmoming, and biting a few, and in general expressing their overall enjoyment of having attended a wonderful party and also their delight in having viewed a photograph that registered approval with just about everyone who saw it.

Royal does things up differently no matter what it is or who is being entertained and the Rowe AMI show was no different. A constructed restaurant called “Ye Orbital Inn” (after you know what) was set up inside the showrooms, complete with early American decor and surroundings.

A 1700 menu was used, back-bar fixtures were colorful, checkered tablecloths and the general atmosphere was set by the crew. “It was in that Inn that most of the praise was heard,” commented Harold Hoffman, who was joined by Clint Shokey, Royal sales manager. On hand were the Rowe AMI “Celebrity” vending line, the new phonograph of course, and a complete display of all types of games.

Of all the features talked about, according to Hoffman and Shokey, the “Three-In-One” conversion feature was the one liked best of all. The new Rowe AMI juke box is convertible to 200, 160 or 100 selections. All in all, the Royal party was a hit and the sales reflected the general overall enjoyment.

The following day, Paul Himburg, Royal’s “man in Dayton” was visited by the Royal staff at a complete line of equipment, and things started all over again, this time in the Motel Capri. Another 90 or so ops turned out and enthusiasm was registered once again. Refreshment, food, and lots of fun were the order of the day, until 10 p.m.

The Royal vending division has been quietly making headway in this area for some time now. Recently, a representative, Clarence Anderson was placed in charge of vending sales, and after spending a career with a meat-packing plant, retiring with sales honors, and taking it easy, “ol’ Clarence didn’t think he liked sitting around.”

Royal hired him for work around the showroom and general clerical detail, and upon noticing his efficiency, decided to let him sell. A short while later, it was obvious that Anderson was nowhere near ready for retirement. Instead, he took to the road with the Rowe man, learned the area, the people, the machines, and is currently handling Royal’s vending sales out here.

Hoffman figures that the most efficient way for a vending machine manufacturer to score sales and make an impression for long-term returns, is to have a distributor on hand who knows the operators’ needs, and is on hand to fill those needs. Spare parts, supply, and a man to help when emergency strikes, is the position Hoffman takes in terms of manufacturer-distributor sales setups.

From the way Royal has been moving in this area, with a new plant recently, new lines and gimmicks like “Ye Old Orbital Inn,” there’s a lot to what Hoffman says. Evidently Clarence Anderson is setting out to prove that Royal is right.

Meeting Dates

May 28—Central State Music Guild (Monthly)
Place: 505 Main St., Peoria, Ill.

June 1—California Music Merchants’ Assoc. (Monthly)
Place: U. S. Grant Hotel, San Diego, Calif.

June 1—N.A.M.A. (Regional)
Place: Atlanta Biltmore Hotel, Atlanta, Ga.

July 2—South Dakota Music & Vending Assoc.
Place: Sawnee Hotel, Brookings, S.D.

July 4—California Music Merchants’ Association (Monthly)
Place: 511 Broadway, Oakland, Calif.

July 5—Phonograph Merchants’ Association, Cleveland, Ohio (Monthly)
Place: Hollanden Hotel, Cleveland, Ohio (General)

July 6—Amusement Machine Operators’ Association (Monthly)
Place: Cook’s Bulpen, Paramount, Calif.

July 7—Amusement Machine Operators’ Assoc. of Penn. & Western Pa.
Place: Penn-Harris Hotel, Harrisburg, Pa.

July 7—California Music Merchants’ Assoc. (Monthly)
Place: Sacramento, Calif.

July 11—Milwaukee Coin Machine Operators’ Association (Monthly)
Place: Ambassador Hotel, Milwaukee, Wis.

July 12—California Music Merchants’ Association (Monthly)
Place: Fresno Hotel, Fresno, Calif.

July 13—California Music Merchants’ Association (Monthly)
Place: Bakersfield Inn, Highway 99, Bakersfield, Calif.

July 13—Western Massachusetts Music Guild (Monthly)
Place: Chalet Restaurant, West Springfield, Mass.

July 13—Music Operators’ Society of St. Joseph Valley (Monthly)
Place: Carl Zimmer’s Office, 130 N. Ironwood Dr., Mishawaka, Ind.

July 14—Bucks County Amusement Machine Operators’ Associatiion (Monthly)
Place: Arndt Restaurant, Reading, Pa.

July 17-20—Nat’l Industrial Recreation Ass’n (Annual)
Place: Hotel Commodore, New York City

July 18—Automatic Equipment and Coin-Machine Owners Ass’n, Inc., Indiana (Monthly)
Place: Room 24, 550 Broadway, Gary, Ind.

July 18—Associated Music Operators of Rochester (Monthly)
Place: Sheraton Hotel, Rochester, N.Y.

July 20—Eastern Pennsylvania Amusement Machine Ass’n (Monthly)
Place: General De Kalb Inn, 2159 De Kalb St., Norristown, Pa.

July 20—New York State Operators’ Guild, Inc.
Place: Hotel Washington, Newburg, N.Y.

July 22-24—Cigarette Merchandising Ass’n (New York) (Annual)
Place: Laurens Country Club, Monticello, N.Y.

Aug. 27-30—Western National Restaurant Show
Place: Civic Auditorium & Brooks Hall, San Francisco, Calif.

Sept. 20-22—Texas Merchandise Vending Ass’n, Inc. With Tex & Oklahoma Ass’ns of Tobacco Dist. (Annual)
Place: Hotel Adolphus, Dallas, Tex.

Oct. 13-16—National Automatic Merchandising Ass’n (Annual)
Place: Brooks Hall, San Francisco, Calif.

Nov. 12-15—American Bottlers of Carbonated Beverages (Annual)
Place: Auditorium, Atlantic City, N.J.

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BOWLERS – UPRIGHTS – 5 BALLS
PHONOGRAPH – GUNS
WRITE OR CABLE YOUR ORDERS!
Cable Address: EMCOMACH
Sell the artists that are hot. Title strip programming located conveniently and logically right next to featured album cover for easy selection. Your distributor can supply "Top Talent" albums, as well as the other 7-inch 33 1/3 singles you need for outstanding programming.

NEW LOCATION IDENTIFICATION

Full-width personalization panel for added location identity and customer appeal. Plenty of room for even the longest location name. Letters are back-lighted in glowing blue; make the phonograph a featured location attraction.

NEW CABINET STYLING

Every element of this dramatic new phonograph is designed to build play. Titles right up front. Easy to read, easy to select. Selection keys greatly enlarged. New prestige emblem grille. New eye-catching display panel with ever-changing star pattern.
Here, at last, is the phonograph that fits every location. With the new Rowe AMi, you reduce record inventories because you program the number of selections—200, 160 or 100—to best meet the potential of each location. Adjustment of selections and title strips is extremely simple, can even be made "on location" if you choose.


Here is the new Orbital Sound of Stereo Round. Perfected and proved. The completely self-contained stereophonic music system.

Here is the first "triple-purpose" phonograph. Three-in-one flexibility for programming 200, 160 or 100 selections.

Here is Top Talent Tune display. Simplified design eliminates "double" programming because titles are immediately adjacent to the featured album.

Here is new location identity. Distinctive, full-width, illuminated panel displays location name in easy-to-read, backlit blue letters.

Here is new operating convenience. New front access. New record changer mechanism weight reduced by half. Simplified disconnects. New "now playing" record indicator.

This is the new Rowe AMi. The phonograph with the most impressive array of play building features ever offered to the coin-operated music industry.
NEW Rowe AMi

PHONOGRAPH WITH THE

ORBITAL SOUND OF STEREO ROUND*

*Patent
Rowe AMI Auxiliary Equipment
Wall Box Steppers—(1) to provide access for any 200 selection wall boxes. (2) stepper kit for 100 selection wall boxes.
Dual Pricing—simple, inexpensive kit for dual price arrangements. Can be installed in seconds.
90° Bonus Pricing—for special pricing, a simple plug-in relay is available.
Three-in-One Conversion—(1) for 100 selection conversion, blank "0" and "0" no-depress keys plus extended title strip dividers. (2) for 100 selection conversion, top decorator panel plus block-out keys "0" to "0".
Standard Auxiliaries—wall boxes and bar grips; speakers for every architectural and acoustical need; remote volume and on-off controls to meet varying location requirements.

Rowe AMI Phonograph Specifications

SOUND SYSTEM COMPONENTS
Phono Cartridge: Shure Dynetic—Model M-77DA with .7 Mill. diamond stylus.
Amplifiers: R-2620 Stereo Power Amplifier and R-2622 Stereo Control Amplifier.
Specifications (Each Channel)—R-2620 Two-Channel Stereo Power Amplifier:
Music Power Output (IHFM Standards): 25 watts @ 1.5% harmonic distortion.
Frequency Response (6) 1-watt level): ± 1 DB 23 cps—24,000 cps.
Input Voltage for Full Output: 1 volt.
Output Connections: Matrix circuitry for driving Stereo Round Phonograph speakers at three optional levels selected by a convenient switch. Balanced 70-volt output for extension speakers plus provisions for low impedance speakers.
Tube Complement: 1-12AU7, 4-7868, 2-12AX7/ECC83
Specifications—R-2622 Stereo Control Amplifier:
Input: Designed for Shure Dynetic-M-77DA
Output: Low impedance cathode follower output.
Treble Range Control: Three-position, 12DB/octave sharp cutoff type with cutoff frequencies of 10,000 cps (full), 6000 cps (moderate) and 3000 cps (limited).

Bass Boost Control: This control functions as a three-position bass boost control (low, moderate and maximum), and also compensates for room acoustic differences.

AVC (Automatic Volume Control): Wide range, low distortion type with cascade control circuit for 40 dB control range.

Volume Control: Bass compensation for Fletcher-Munson effect at low-volume levels; boost automatically reduced at high volume for maximum power coverage. Low impedance circuit permits removing of control up to 100 feet.

Chassis: Shock-mounted chassis for maximum mechanical and acoustic isolation.


Speaker Frequency Dividers: Each speaker has a complementary acoustical-electrical filter to provide specific coverage and power level.

Speaker System:
Low-Frequency Speaker-Front: 6" diameter, low-resonance, high-efficiency type. One pound Alnico V magnet. Cone resonance 45 cps. Speaker is used in an exclusive high efficiency, acoustical, band-pass enclosure with an upper cutoff frequency of 150 cps. Electrical networks, with inherent losses, are not required.

High-Frequency Speaker-Front: 4" x 6" elliptical, wide-dispersion-cone type. 1.47 ounce Alnico V magnet. Frequency range of 400 cps to 15,000 cps.

Side Speakers: 6" x 9" elliptical with curvilinear cone. Heavy-duty 10-ounce, Index 6-ceramic magnet. Frequency range of 250 cps to 12,000 cps.

Power Input to Speaker System: Three switch selected levels: 22 watts, 5.5 watts and 1.4 watts.

Power Available to Extension Speakers: 14 watts per channel, (68 watts total) 22.25 watts per channel (44.5 watts total), 24.3 watts per channel (68.6 watts total) depending upon phonograph speaker power setting.

Physical Specifications: 30¾" wide; 57½" high; 28" deep.

ROWE AC SERVICES
DIVISION OF AUTOMATIC CANTREX COMPANY OF AMERICA
16 So. Michigan Ave., Chicago 3, Ill.
NEW DeLuxe
BALLY BOWLER

NEW PIN CONTROL
eliminates excessive railroads and other unrealistic leaves
adds to true-bowling play-appeal (non-electric operation)

NEW IMPROVED MECHANISM
built extra rugged to take the punishment of heavy play

NEW JUMBO TOTALIZERS
big numbers easy to read on longest alleys

16 ft. length
easily increased
with 5 ft. sections

See your distributor... or write  BALLY MANUFACTURING COMPANY • 2640 BELMONT AVENUE, CHICAGO 18, ILLINOIS
Highlight of the week was the annual Westchester operators' party held May 22, Tuesday evening, at the Tropical Acres Restaurant in Yonkers, a wing-ding affair it was. Congratulations are in order for the committee headed by Harold Rosenberg, who did the job for the first time this year, and turned out a winner! Harold made arrangements for Phil Foster, the nationally known comic to emcee the show and the TV star appeared on time and ready to go when the bell sounded. The talent was way above average in every respect. The food was fine and the hospitality beyond reproach.

We won't attempt to list those who were there because it would take a larger column than this one to read off 500 names. However, among those seen 'strutting their stuff' on the dance floor, enjoying the roast beef meal, or milling at the cozy bar were: Harold Rosenberg of course, who appeared calmer, cooler, and more collected than anyone else; Mr. and Mrs. Carl Pavesi, and Carl made such a sincere speech and his lovely wife who is in the habit of giving a beautiful bouquet of roses each year as the first lady of the association; Malcolm Wein of course, who was the butt of Foster's hilarity, following an emcee chore which included some real clunkers; Seymour Pollak, who usually handles the chairman's job, seemingly with nothing to do as himself this year; Lou Tartaglia, a demon at the ticket table; Nat Bensky, Walt Swan-son and Eddie Goldberg, looking sharper than ever, but Nat seemed to have a golfing glean in his eye, probably an early morning golf date he couldn't wait for; Malcolm Wein's presentation was similar to last year's and the year's before—sincere, but hazy in some respects, as outlined by one Phil Foster; Frank DeMuro did a fine job on the journal; Lou and Bernie Boarstein, Leslie execs, strolling the floor greeting ops; the Runyon staff of Shuy (himself) relating his trip to Israel; Kempy (that klain' salesman, nice guy), Lou Schreiber, Myron and Nate Sugarman kiddin' Ethel Wein; and friends Mr. and Mrs. Max Bloom, location owners (but operators at heart!); Mr. and Mrs. Al Bodkin, the lovely Fran who is officially the 'first lady of the UFA,' and rightfully so after such a fine dedicated job of extracting hard-logotext contributions and ticket reservations for the big June show. "our boy" will be honored; Al Simon and Al D'Inzillo, the little Al manages to leave early, but 'big Al' gets caught on his way home and winds up staying for 'another hour or so'; Al Denver, Nash Gordon, George Holtzmann, all representing MGM, plus all looking chipper; Nan Davis's daughter Marjorie Lee was engaged to Ira Levine, son of Dr. and Mrs. Jacob R. Levine of New Rochelle, Marjorie is a senior at Hunter College, Ira attends Columbia Law School; Artie Brussak and the crew from Continental-APCO; Atlantic's Meyer Parkoff and Murray Kays accepting appeared in their usual ad which appeared in the Westchester Journal; Bill LaPorte representing National Vendors; Jack Wilson, Gert Browne, Tom Greco and his wife, Mac Douglas, make up the host of ops from the upstate area; Eric Bernay, of AJ Records, the man responsible for much of the entertainment, looking dapper as ever; Ruth Michaelson a cute chick, every time we see her; and hundreds of others, all enjoying themselves.

The party was a rousing success.

Runyon has hired Marty Rosen, veteran of 32 years in the business, as shop foreman in charge of all Runyon service in the NYC plant. Marty has worked for many of the big names in the business starting with Dave Robbins (1930), Willie Blatt, George Ponsor, Dave Simon, Mike Munves, and of course, heading his own Marty Rosen Service Co. for 15 years. "What he doesn't know isn't worth knowing," said Morris Rood, Rosen's new boss.

Jerry Lambert, president of the Music ops of Connecticut, drove down for the Westchester affair. The UJA Committee met Wed. eve last week and announced that the goal of $25,000 has been reached, The Victory Dinner will be a true Victory for all concerned when an expected 500 meet to honor Joe Orloch and R. E. Littleford in the Plaza on Tues., June 5th.

Irv Holzman is excited about United's future game plans. Expects to announce new games next week "but you can be assured we'll keep right on producing the 'Avalon' shuffle alley. This is the hottest game since 'Crystal'."

John Eblitta expects good news from the upstate legislative levels in a week or so. . . . Tom Sams, AMI's vice-president, in town for the big Runyon show held here Thursday and Friday. Early week shows were held in Connecticut and Jersey. . . . Irv Margold and Dave Bond elated over the Trimount showing turnout in Boston. About 300 people showed up for a presentation during which time Rowe-AMI proxy Pat O'Malley addressed the group and offered opinions on the future of the vending biz to local reporters. The press was very interested in what was the former Bostonian had to say. . . . Jake Freedman expects to be more active in MOA proceedings now that the Board has shown that changes are being made.

Charlie Katz happy over his appointment as sales manager of Urban Industries. The Louisville firm has what looks like a winner in its 'Kiddie Kolor Katmoons' marquee machine.

Joe Munves and Frank Mercuri received more inquiries from Europe last week on their 'Kislin Cupids.' A major London distributor is very interested in handling the machine. . . . Al Miniaci, Parmount Music, drops by the Westchester party at midnight, almost as everyone is leaving. He was working late. . . . Millie McCarthy was expected but we missed her. She was in Washington, D.C. attending a Democratic Women's meeting. . . . Perry Wachtel and Norm Berkowitz attended from DePeri Advertising, the lads who make-up the journal each year (when they aren't handling just about any machine in town) . . . NEXT STOP, THE UJA VICTORY DINNER ON TUESDAY, JUNE 5th. IF YOU HAVEN'T MAILED YOUR RESERVATIONS YET, DO SO TODAY, OR CALL IRY HOLZMAN AT PE 6-6880. BIG PARTY, BIG ENTERTAINMENT, BIG AFFAIR FOR TWO BIGGIES OF HONOR, BE THERE AND ENJOY!
NAMA's midwestern regional meeting last weekend, Fri. & Sat., May 18 at the Sheraton-Chicago Hotel was a genuine example of a well planned and executed organizational get-together. NAMA pressy Herb A. Geiger, and executive director, Tom Hungerford, can certainly join the 1962 Regional Meet- ing Committee in accepting the thanks and gratitude of vending operators in the region. Directors are William J. Schmidt, chairman, of Indianapolis Vendors, Inc., Indianapolis; George W. Dow, Wm. Wrigley, Jr., Co., Chicago; and L. Fischer, Table Talk Co., Cincinnati; Darrel C. McCleary, McCleary Vending Co., Bloomington, Ill.; William Newman, Interstate Vending Co., in Ctny; Edwin H. Nieman, Dean Milk Co., Franklin Park; Asher J. Bin, Automatic Merchandising Corp., A. E. Stevenson, Industrial Vending Co., Cleveland; and Roy M. Zola, Continental Coffee Co., Chicago.

Among popular people who crossed our paths were Leonard Gross and Dave Wele, of the Seeberg Corp.; Joel Stern, Fred Skor, Howie Freer, Art Wood, Joe Fish, Mike Toomey, and Marion Berry—all of World Wide Distributors; Arv Kleeve and Frank Schutz of Rock-Ola Mfg. Corp.; Danny Gould, of Continental-Apco, Inc., Richard W. Funk, legislative counsel for NAMA; and Walter Reed, director of PIR, and his genial aide Gerry Whaley. As well as Tom McCarthy, a veritable Hartley of NAMA, we could easily go on ad infinitum, so suffice it to say that the meet was certainly well attended.

This is an exciting week at Rowe-AC Service offices and among AMI's distributors all over the country. The reason is the introduction of the new AMI coin-operated phonograph. Company execs are jetting to all the key areas to be on hand for the individual showings. Tom Sams loaded out, while Way McMurdo made the western and west coast swing. Prexy Dan Hale, vice prexy Jack Harper and other execs are visiting distributors elsewhere.

The "Deluxe Bally Bowler" is officially being shipped now that the game's mechanism has been "toughened" to take the daily beating. Bill O'Donnell, AMI's sales manager, and vice prexy Herb Jones are already heartened by the game's acceptance in numerous markets.

Mort Secore, director of sales for Chicago Dynamic Industries, is greatly hosed about constant heavy sales on all Chicago Coin amusement games, and lists as ChiCoin winners: "Starlite" shuffle bowler, "Gold Crown" vender, "Long Range" rifle gallery, and "Variety Roll" bowler.

Alvin Gottlieb, D. Gottlieb & Co., just returned from a European jaunt which took him thru Italy, Greece, Turkey and England, where he said he found business conditions peaking well.

Export biz is reported to be excellent at Empire Coin Machine Exchange, according to Joe Robbins, general sales manager. Gil Kitt, Empire Coin's genial man, is also delighted, especially about domestic sales of games and music shipments these days.

Art Weinand, vice prexy of Williams Electronic Mfg. Corp., reminds us that player pinball games are generally very popular because of the exciting competitive play feature. Moreover, he says, Williams "Coquette" has a good deal more to offer, in the several innovations in play and scoring features.

That was a real swingin' showing and buffet luncheon at Atlas Music Co., last week to introduce the exciting new Rowe-AC coin-operated phonograph. Dan McMurdo popped in from the Rowe-AC Service offices to greet Nate Steinmetz, Eddie Ginsburg, Harold Schwartz, and Irv Ovitz before enplaning for Chicago. Company execs were out in other showings. Automatic Coinex executive Herb Blumberg also made the scene. . . . How about this dept.: Mike Blumberg of the music, who is just a "Sunday golfer" shot a "hole-in-one" last Sunday Old Orchard Country Club, Mike, who only golfed about 20 times a year (oh, shh!) "aced" on a 130 yard hole. (Anyone for darts?)

Clint Pierce, MOA's chairman, and vice prexy Lou Casola met in MOA's offices last Tuesday, May 22, with Leo Kaler in the quest for a qualified executive secretary. They decided to ask MOA's executive committee to power a special sub-committee to interview applicants and make the final selection. Meanwhile the executive committee will run the Chicago office which is now national headquarters) until an executive secretary is employed.

Paul Huebsch, vice prexy of J. H. Keeney & Co., informed Clayton Nemeroff that he was in Chicago last week for "Royal Distributors' showing of the new Keeney roll-a-Line" amusement game.

The greatest action of late at First Coin Machine Exchange is export business, and local sales on the new Wurlitzer coin-operated phonograph, according to prexy Joe Kline. Sam Kolber is happy about the way First Coin's recently distributed 1963 games, phone and parts catalog is being received over.

Ralph Wycloff, ad chief at Rock-Ola Mfg. Corp., reports that sales of the Rock-Ola "JY" video-beverage machines are excellent. Likewise sales of the princess coin-operated phone, Edward G. Doris, executive vice president, is ecstatic at his desk after a busy plane schedule calling on distributors. We hear tell there's a new rockabilly addition at the huge plant in the presence of "Dr. Dave" Rockola, Jr. If "Dr. Dave" is anything like Don Rockola, Dave Jr.'s, other son, won't take very long for him to attain the same terrific respect and popularity everywhere.

Heavy production and shipping schedules are noticed at United Mfg. Co. Vice prexy in charge of sales Bill DeSelm tells us the new "Avalon" shuffle alley at "Alamo" glow ball bowlers are chiefly responsible for this activity.
Like the monkeys climbing the tree—UP to profits when you put TROPIC-ISLE in your locations. It's sure to appeal to every player! Test reports prove they don't stop ’til they get a monkey to the tree-top. See your distributor today.

GOTTLIEB'S

TROPIC-ISLE

Monkeys climb UP the tree! UP go profits!

- A-B-C-D targets advance three monkeys to tree-top in Light-Box for specials
- Monkey feature carries over from game to game
- 1 thru 5 top rollovers light side rollovers for specials and out-hole for 200 points
- Purple and green rollover buttons light pop bumpers for high score
- Circular rollers score 50 points when lit
- Match feature
- Sparkling cabinet design

New "Hard-Cold" Finish
Extends Playboard Life to an All-Time High!

D. Gotthled & Co.
1140-50 N. Koster Ave. • Chicago 31, Illinois

It's Always Profitable to Operate Gottlieb Games!

Runyon Names
Rosen Service Mgr.

NEW YORK—Runyon Sales Company, New York, announced last week that the firm has appointed Marty Rosen, veteran coin machine service man in this area, to the post of Service Manager of the firm’s New York City outlet. Rosen, who has experience 32 years in the business, started in his new post last week.

The coinman has been employed by many wholesalers in this area during his wide span of years in the business, and headed his own service company for fifteen years.

The service dept started in the coin machine business in 1930, working for Dave Robbins, one of the oldest and best known veterans in the industry. Rosen also served under such leading industry distributors in this area as Willie Blatt, now in Miami; George Fonser, who has since passed away; Dave Simon, arcade executive and still active in the coin machine industry; and Mike Munves, who continues on Tenth Avenue under the firm bearing his name.

Rosen stated, upon receiving the appointment, that “the customer has been and will continue to be always right.” He advised that the machines today are capable of providing the finest amusement and music. “We will see to it that every machine purchased from Runyon includes a top-flight service feature and that's unbeatable when it comes to operating today. Without service, an operator cannot exist. We'll see to it that he gets the finest service available.”
MFRS. NEW EQUIPMENT CURRENTLY IN PRODUCTION

Price lists are shown only for those Mfrs. who have not authorized prices where no price is shown.

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**AMI, INC.**


**AMI**

Continental 3200 with Automatic, 200 Sp. Stereo Phone.

**ANISHDAVIS**

Compact, 200 Sp. Monaural. (*Stereo Roundup plays 33-1/3 rpm with console printer.

**BACO-200**

Hadoop, 200 Sp. Monaural Phone.

**WQ-120**

200 Sp. W. B.

**WQ-200**

200 Sp. W. B.

**KODAS-200**

20 Sp. Deluxe Phone.

**WQ-200-300**

200 Sp. W. B., Dual price

**EXT-600**

Cylindrical Wall Speaker

**AUTO-VO-TECH**

Model 7822.

**BALLY MFG. CO.**

Shuffle-Art (Bingo) $95.00

**Bank-Ball**

$95.00

**Spare-Change**

$75.00

**Barrel-O-Run**

$70.00

**Funnert**

$70.00

**Bally-Clipper**

$75.00

**Lido**

$80.00

**Yonker Grain Line**

Toonerville Trolley

**The Champion**

$85.00

**Coral Coin**

$90.00

**Crescent**

$92.00

**1965 Model**

$95.00

**Pro Basketball**

$100.00

**All-Star Goulue**

$105.00

**Card Vendor**

$110.00

**FISCHER SALES & MFG. CO.**

**Cardinal Imperial**

$10.00

**Dodge City**

$10.00

**Catcher**

$10.00

**ART Challenge**

$10.00

**ART Gunner**

$10.00

**ART Rifle**

$10.00

**Aristo Seal**

$10.00

**D. GOTTIELT & CO.**

$10.00

**IRVING KAYE CO., INC.**

Deluxe El Dorado Pachinko

**J. F. FRANTZ MFG. CO.**

U.S. Marshall $5 Gun

**Coronet**

$5.00

**Challenge**

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**Adventure**

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$5.00
COLLECTIONS JUMPED OVER 40% THANKS TO WURLITZER TEN TOP TUNES FEATURE

On March 22nd a new Wurlitzer 2600 with the exclusive Ten Top Tunes feature was installed in Danny’s Taproom, Minneapolis, Minnesota. In the first week this location enjoyed a 40% plus increase in earnings over the former phonograph! Now, six weeks later, this increase in earnings is holding up on every collection — and the best part of it all is, that more than 50% of the money in the cash box consists of half-dollars.

Get this musical bargain at work for you in your locations. Nothing in the industry equals this magnificent magnet for fifty-cent coins.
UNITED'S ALAMO BOWLING ALLEY

Players' Choice of Five Ways to Play

Flashing Lights
plus
Skill Shot Timing
Build
High Line Up Scores

Available in 10 FT. and 16 FT. Standard Lengths
* 8 FT. and 8 FT. Sections available to increase lengths desired

Designed by the ORIGINATOR of Coin-Operated BOWLING ALLEYS and SHUFFLE ALLEYS

HIGHEST RESALE VALUE

1 to 6 Can Play
DIME COIN MECHANISM
2 for 25c COIN MECHANISM
Optional at Extra Cost

See the Complete Profit-Making Line of United Amusement Games for Every Type of Location Now at your Distributor

UNITED MANUFACTURING COMPANY • 3401 NORTH CALIFORNIA AVE., CHICAGO 18, ILLINOIS • CABLE ADDRESS: UMCO

13 Ft. Shipping Weight (Crated) 740 lbs.
16 Ft. Shipping Weight (Crated) 775 lbs.
a new experience in sound for increased plays and greater profits

The Princess—Compact—Versatile—Daring High Styling coupled with the World Famous ROCK-OLA Tradition of excellence in engineering, unexcelled dependability and quality convinces you at a glance that here is truly the World's Finest All Purpose Stereophonic—Monaural Compact Console Phonograph.

The Princess is truly a rhapsody of color...a symphony of high style with the sound of the future...today.

Maximum earnings and complete location satisfaction are assured.

TRI-FONIC FLEXIBILITY

MONOAURAL SOUND POSITION ON THE TRI-FONIC SWITCH DELIVERS All the sound thru the two built-in main unit speakers. The Rock-Ola's high definition three-way horn supplies monoaural sound thru the main unit speakers and the combination of horn dispersion and main unit speakers provides crystal clear monoaural sound in all locations.

STEREOPHONIC SOUND POSITION on the TRI-FONIC SWITCH Delivers all sound thru the two separate stereo extension speakers. These drivers are skillfully matched for the finest stereo fidelity and the stereo effect.OUNCE PREDICED STEREO SOUND POSITION on the TRI-FONIC SWITCH delivers the true stereo effect thru the extension speakers and the main unit speakers. These drivers are skillfully matched for the finest stereo fidelity and the stereo effect. This combined woofer and tweeter speaker arrangement fully compensates for any acoustical deficiencies and provides smooth, musical-sounding, stereophonic sound even in extra large or odd shaped locations.

Only from a Rock-Ola Phonograph with its “Tri-Fonic” Flexibility do you get these advantages in one:

- Only Rock-Ola’s dual channel amplifier with its “Tri-Fonic” switch permits instant conversion from monaural to stereo or monaural stereo at the flip of a switch.
- There is no need for costly conversion parts. Only stereo extension speakers are needed. Rock-Ola’s three position “Tri-Fonic” switch offers these three sound choices:
  - Monaural sound
  - Stereophonic sound
  - Reinforced stereophonic sound

...look to ROCK-OLA for advanced products for profits!

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