Sue Records' Ike and Tina Turner, one of the hottest husband-wife teams on records, are seen rehearsing at a recording session during which they cut their latest single "You Shoulda Treated Me Right." The team has been on the charts consistently during the past few years with such hits as "It's Gonna Work Out Fine," "Poor Fool," "A Fool In Love," "Tra La La La," and a host of others. They are also enjoying solid success with their series of LPs. Last month, Ike and Tina signed a new long term pact with Juggy Murray, president of the Sue label. The artists are currently touring the nation on a series of one-nighters.

ARMADA'S 4th ANNUAL CONVENTION
June 28-30 Fountainbleu Hotel Miami Beach, Fla.
BUILDING UP FAST!
CASHBOX

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“IF YOU GOTA MAKE A FOOL OF SOMEBODY”
“ITTY BITTY PIECES”
“LAZY BONES”
“ST. JAMES INFIRMARY”
“WITHOUT A SONG”
“TEACH ME TONIGHT”
& others
Caprice LP 3001/SLP 3001
Also her current smash single
“NEVER IN A MILLION YEARS”

JAMES RAY

“IF YOU GOTA MAKE A FOOL OF SOMEBODY”
“ITTY BITTY PIECES”
“LAZY BONES”
“ST. JAMES INFIRMARY”
“WITHOUT A SONG”
“TEACH ME TONIGHT”
& others
Caprice LP 1002/SLP 1002
Including his current single:
“A MIRACLE”

and

THE ANGELS sing

“TILL”
“CRY BABY CRY”
“EVERYBODY LOVES A LOVER”
“COTTON FIELDS”
“My Devotion”
“Sentimental Journey”
& others
Caprice LP 1001/SLP 1001

ALBUM PLANS

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

ANGEL
A prepackaged basic classical library of 26 of the label's most popular LP's offered to dealers at 60% discount. Expires: July 31.

ARTIA

BLUE NOTE
25% discount on all LP’s by Jimmy Smith. Expires: June 30.

CAMEO/PARKWAY
A six month discount program on all LP’s. 25% discount on any of 22 albums contained in a pre-pack. Exp. July 31. To qualifying dealers. Expires: July 31.

CAPRICE/CONGRESS

CHARLES PARKER
LP’s available on a buy-2-get-1-free basis of the same selection. Expires: June 30.

CHOREO
LP’s are available on a buy-6-get-1-free of the same selection basis. Expires: June 30.

DECCA
Promotion on all country product. Details of special incentive plan are available from Decca sales personnel. Expires: June 30.

DEL-FI
Buy-2-get-1-free deal on all LP product. Expires: June 30.

EPIC
“International Music Tour”—15% discount on International LP’s. Expires: June 30.

LIBERTY
Deal on three LP’s: "Stripes & Other Big Band Hits" by Al Schmitt, "Road To Hong Kong" (soundtrack) and "Muscle Pound & Grease" by The Ventures (Decca). Terms: 15% discount, taken off the first of the invoice, on the dealer’s entire order of new releases; 10% exchange privilege with merchandise exchangeable any time after Nov. 1, 1962. Payment scheduled for Dec. 15, 1962. Expires July 31.

MGM
LP catalogue is available on a buy-6-get-1-free in the same selection basis. For Hank Williams month in June, label offers same catalog deal, but the Williams LP’s are 10% exchangeable for any Williams’ LP’s purchased during a Williams program last Feb. Expires: June 30.

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

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

ROULETTE
Entire LP catalogue, including Tico and Roost LP’s, at 15% discount. No termination date has been set.

SMASH
10% discount on all LP’s. Deferred billing. Expires: June 30.

VEE-JAY
Summer Special Plan—On 6 new LP’s, buy 5 and get 1 free. Expires: July 31.

VERVE
Extension of May Ella Fitzgerald program through June. Buy-4-get-1-free on all Ella Fitzgerald LP’s. Expires: June 30.

BLUE NOTE
THE FINEST IN JAZZ SINCE 1939

10 % DISCOUNT—JUNE ONLY
On All
JIMMY SMITH’S LP’S
INCLUDING HIS LATEST HIT ALBUM

MIDNIGHT SPECIAL
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AND
—1528/29 AT CLUB BABY GRAND
—1547/48 A DATE WITH JIMMY
—1556 THE SOUNDS OF JIMMY
—1563 PLAYS PRETTY
—1585/86 GROOVIN’ AT SMALLS
—4002 HOUSEPARTY
—4011* THE SERMON
—4030* JOHNNY COMES MARCHIN’...
—4050* HOME COOKIN’
—4078* MIDNIGHT SPECIAL
* Also available in Stereo

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THE ONE YOU'VE BEEN WAITING FOR-

Roy Hamilton
“Climb Ev’ry Mountain”

His greatest since
“You’ll Never Walk Alone”

THE CASH BOX Top 100

1. IF I SHOULD LOSE YOU
   (Bobby Darin) (Decca 396)

2. BABY ELEPHANT WALK
   (Glen Miller) (Decca 398)

3. AIR TRAVEL
   (Patti Page) (Capitol 116)

4. PLEASE MR. COLUMBUS
   (Tina Turner) (Casablanca 116)

5. CUORE
   (Tony Orlando) (Verve 116)

6. CONEY ISLAND BABY
   (The Crystals) (ABC 116)

7. DOWN AT THE BEACH/
   MARY JANE
   (The Four Seasons) (ABC 116)

8. MARY’S LITTLE LAMB
   (The Platters) (ABC 116)

9. SWEET AND LOVELY
   (The Impressions) (ABC 116)

10. LITTLE BITTY BIG JOHN
    (The Impressions) (ABC 116)

11. ROMPIN’ AND STOMPIN’/
    ALL NIGHT LONG
    (Sandy Nelson) (Mercury 116)

12. WORKOUT (Part 1)
    (The Emotions) (Decca 116)

13. EVERYBODY LOVES A LOVER
    (Wanda Jackson) (ABC 116)

14. TROUBLE’S BACK IN TOWN
    (Bob & Carol) (Verve 116)

15. THE MASQUERADE IS OVER
    (Mariah Carey) (ABC 116)

16. THERE IS NO GREATER LOVE
    (The Beach Boys) (ABC 116)

17. MAMA, HERE COMES THE BRIDE
    (The Manhattan Transfer) (ABC 116)

18. SHAME ON ME
    (Bobby Keys) (ABC 116)

19. DANCE WITH MR. DOMINO/
    NOTHING NEW
    (The Troggs) (ABC 116)

20. HOT PEPPER
    (Floyd Cramer) (ABC 116)

21. POTATO PEELER
    (Curtis Mayfield) (ABC 116)

22. MARIANNA
    (Johnny Mathis) (ABC 116)

23. ROME (WASN’T BUILT IN A DAY)
    (Wayne Newton) (ABC 116)

24. LIFE’S TOO SHORT
    (The Supremes) (ABC 116)

25. COME ON LITTLE GIRL
    (The Supremes) (ABC 116)

26. DANCIN’ THE STRAND
    (The Beach Boys) (ABC 116)

27. VIOLETTA
    (The Beach Boys) (ABC 116)

28. YOU BELONG TO ME
    (The Jackson 5) (ABC 116)

29. YOU SHOULD’A TREATED ME RIGHT
    (Joe & Tina Turner) (ABC 116)

30. YOUR HEART BELONGS TO ME
    (The Supremes) (ABC 116)

31. PRETTY SUZY SUNSHINE
    (The Beach Boys) (ABC 116)

32. THEME FROM THE BROTHERS
    GRIMM
    (The Beach Boys) (ABC 116)

33. MAKE IT EASY ON YOURSELF
    (Jerry Butler) (ABC 116)

34. I LEFT MY HEART IN SAN
    FRANCISCO
    (Tony Bennett) (ABC 116)

35. ALLEY CAT
    (The Impressions) (ABC 116)

36. IN THE JAILED HOUSE NOV
    (Johnny Cash) (ABC 116)

37. OUR FAVORITE MELODIES
    (Gary Puckett) (ABC 116)

38. THEME FROM HATARI
    (Ritchie Havens) (ABC 116)

39. REAP WHAT YOU SOW
    (Bobby Vinton) (ABC 116)

40. AMERICA
    (The Beach Boys) (ABC 116)

41. BALLAD OF PALLADIN
    (The Beach Boys) (ABC 116)

42. SURFIN’ SAFARI
    (The Beach Boys) (ABC 116)

43. A LITTLE HEARTACHE
    (The Beach Boys) (ABC 116)

44. (CHING CHING AND A)
    DING DING DING
    (The Beach Boys) (ABC 116)

45. DON’T CRY BABY
    (The Beach Boys) (ABC 116)

46. POOR LITTLE PUPPET
    (The Beach Boys) (ABC 116)

47. KEEP YOUR HANDS IN YOUR POCKETS
    (The Beach Boys) (ABC 116)

48. BEN CRAG
    (Donna Fargo) (ABC 116)

49. CHARLIE’S SHOES
    (The Beach Boys) (ABC 116)

50. LITTLE YOUNG LOVER
    (The Impressions) (ABC 116)
FIREWORKS FROM CAPITOL

RECORD-BREAKING REPEATERS

Primed to explode all over the charts

BETWEEN THE WINDOW AND THE PHONE B/W I MISUNDERSTOOD
★★★★★★★★★ WANDA JACKSON (#4785)★★★★★★★★★

RAGS AND OLD IRON b/w WORK SONG ★ ERNIE FORD (#4793)

BRIGHT NEW SPARKLERS

From hit-makers new to Capitol

SURFIN' SAFARI b/w 409 ★ THE BEACH BOYS (#4777)

HOW DO I TELL MY HEART NOT TO BREAK? b/w
TOO LATE TO WORRY, TOO BLUE TO CRY (#4783) ★ GLEN CAMPBELL

★ ★ ★ STILL SKY-ROCKETING ★ ★ ★

ROUTE 66 THEME ★ NELSON RIDDLE (#4741)
WORRIED MIND ★ RAY ANTHONY (#4742) ★
SCOTCH & SODA ★ KINGSTON TRIO (#4740)
HOW IS JULIE? ★ THE LETTERMEN (#4746)

Cash Box—June 30, 1962
1962 ARMADA CONVENTION
FONTAINEBLEAU HOTEL, MIAMI BEACH, FLORIDA

PROGRAM

WEDNESDAY, JUNE 27th, 1962
8:00 A.M.—Executive Board Meeting
Suite 1641

THURSDAY, JUNE 28th, 1962
3:00 P.M.—8:00 P.M.—REGISTRATION—LOBBY

FRIDAY, JUNE 29th, 1962
8:00 A.M.—Registration—Lobby
8:00 A.M.—Breakfast, Fontaine Room
(Badges required for admittance)
9:00 A.M.—Meeting called to order
East Ballroom
(Badges required for admittance)
9:30 A.M.—Invocation—Reverend Charles Meeker
Church-By-The-Sea
9:40 A.M.—President's Annual Report
Art Talmadge
10:00 A.M.—Treasurer's Report
Harry Schwartz
10:15 A.M.—Executive Secretary's Report
Jordon Ross
10:20 A.M.—Report by Sigmund Steinberg
Legal Counsel for ARMADA
10:45 A.M.—New Business
11:30 A.M.—Appointment of Nominating Committee
12:30 P.M.—LUNCHEON—FONTAINE ROOM
(Badges required)
2:00 P.M.—Convening for general discussion and
report of Nominating Committee
2:50 P.M.—Election of Officers—East Ballroom
3:00 P.M.—Installation of New Officers
4:00 P.M.—Adjournment of 1962 Convention
6:00 P.M.—Cocktail Party in Garden Patio
7:00 P.M.—Dinner and Show—La Ronde Room presenting
Wes Harrison, Comedy and
Ferrante & Teicher in concert

NOTICE TO ALL CONVENTIONEERS

Persons wearing shorts will not be permitted in the lobby or meeting rooms.
 Registrations begin Thursday, June 28th, at 3:00 P. M. in the lobby of the
 Fontainebleau and will continue on Friday, June 29th beginning at
 8:00 A. M.
 Meetings will be held in the East Ballroom.
 Official meeting begins Friday, June 29th at 9:00 A. M.
 No person will be admitted to the meetings without an ARMADA
 BADGE.
 All meals will be served in the Fontaine Room. Admittance by badge
 only. Guests may purchase tickets at the door.

MEMBER CLASSIFICATIONS

A Regular Member is entitled to all privileges upon payment of the
 annual dues of $200.00.
An Associate Member is connected with the organization of a Regular
Member, and is entitled to all privileges, except voting, for an additional
fee of $25.00.
An Affiliate Member is associated with the record industry, and is entitled
to all privileges except voting. Membership fee is $150.00.
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President
Cameo/Parkway Records

THE BIG ONES ARE ON CAMEO/PARKWAY
BOBBY'S Biggest Blockbuster!

BOBBY RYDELL

I'LL NEVER DANCE AGAIN

CAMEO 217

THE BIG ONES ARE ON CAMEO/PARKWAY

Cash Box—June 30, 1962
2nd Smash In A Row For
AMERICA'S NEW NO. 1 GIRL VOCALIST!

DEE

DEE

SHARP

GRAVY

CAMEO 219

THE BIG ONES ARE ON CAMEO/PARKWAY
The Champ Strikes Again!!!

CHUBBY CHECKER
"THE CHART WRECKER"

"DANCING PARTY"

PARKWAY 842

Sincerest Thanks To NARAS For The Grammy Award.

The Big Ones Are On Cameo/Parkway
Heading For No. 1

THE ORLONS

THE WAH-WATUSI

CAMEO-218

THE BIG ONES ARE ON CAMEO/PARKWAY

Cash Box—June 30, 1962
BOBBY RYDELL
ANOTHER NEW TEEN "HIT"
ALBUM FEATURING
BOBBY'S BLOCK-BUSTER SINGLE
"I'LL NEVER DANCE AGAIN"

DEE DEE SHARP
ALREADY A CHART WINNER AND
BEST-SELLING ALBUM FEATURING
THE NEW SINGLE HIT "GRAVY"
AND "MASHED POTATO TIME"

CHUBBY CHECKER
THE ONLY ONE OF ITS KIND ON ONE
LP. . . . CHUBBY CHECKER, THE DOVELLS,
DEE DEE SHARP & THE CARROLL BROTHERS
DOING THEIR SMASH HIT SONGS

THE BIG ONES ARE ON CAMEO/PARKWAY
AND NOW!

4:35

AVAILABLE ONLY TWO MONTHS AND ALREADY PROVING TO BE ONE OF AMERICA'S BEST-SELLING ALBUM SERIES.

MONO OR STEREO ONLY $3.98 MFG'S SUGG. LIST PRICE

NO OTHER PRODUCT OFFERS SUCH QUALITY AT SUCH A LOW PRICE

4:35

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CAMEO C4001—SC4001

SOUL OF HAWAII
CAMEO C4002—SC4002

GREAT MOVIE THEMES ON THE ORGAN
CAMEO C4003—SC4003

SOUL OF ITALY
CAMEO C4004—SC4004

BROADWAY ORIGINALS
CAMEO C4005—SC4005

IF THE BIG BANDS WERE HERE TODAY
CAMEO C4006—SC4006

IF THE BIG BANDS WERE HERE TODAY
CAMEO C4007—SC4007

EXOTICA
CAMEO C4008—SC4008

4 CHANNELS — MAXIMUM SEPARATION OF SOUND

35 MILLIMETER — MAXIMUM CLARITY OF RECORDED SOUND

THE BIG ONES ARE ON CAMEO/PARKWAY

Cash Box—June 30, 1962
NEW YORK:

Cadence's Budd Dolinger, elated with the chart figures on Eddie Hodges' "(Girls, Girls, Girls) Made To Love" and Johnny Tillotson's "It Keeps Right On Rainin'" notes that Ed'll do his click on the July 6 Dick Clark 'er and that Johnny's gonna artist-guest-stint for Dick (7/20) while Dick's on vacation. Bud's also running around with Johnny's new LP-tugged after his current top-ten-er... Henry Jerome reports that Thelma Carpenter's short-while-back Coral release, "Don't Worry 'Bout Me," is just starting to bust out in Cleveland... Joe Sherman, just back from Vegas where he did the orchestrations for Warner Bros. Savery Saridis' stand at the Sands, to do RCA's Paul Anka's arrangements for his up-coming trip to Spain... Pleasure to meet Etta Jones, who dropped by with Elliott Mazer, in behalf of the lark's new Prestige outing, "Just Friends."... Jimmie Haskell, recently in from the coast, cut Tommy Boyce's next Victor session—which was produced by Ray Ellis. Negotiations were handled by Tom's mgr. Joe Cal Cagnoe.

Belltone's Otis Pollard Items that Bobby Lewis is set to do his "I'm Tossin' and Turnin' Again" on the 6/29 Dick Clark show, Belltone thrust keeps right on. And, that she's happy with all the pick-hit desigey action on her "Don't Forget To Feed The Flowers."... London's Paul Robinson complete that Carl Denver's "Zimba" looks like a winner and that Vince Hill's "Rivers Run Dry" will go sky high! Good plug—bad rhyme! Del-Flys Earl Glick in town from Chi to tell us that Myron Lee's "Town Girl" is taking off like a smash; that Bobby Curtola does his "Fortune Teller" hit on Clark's June 21 stint and that Johnny's "Birthday" Crawford handles the Clark artist-desigey role in July... Loenie Kaufman notes that Frankie Calen's "I Don't Play With Love" is coming on strong in a host of areas and that he'll appear with Bob Lewis at the Paterson Arena on 6/22, followed by a 6/26-7/1 stint at the Meadows Country Club in N.J.

Fury execs expecting Buddy Skpper's "Baby Please" to follow in the hit footsteps of Don Gardner & DeeDee Ford's "I Need Your Lovin'" (on the Fire line)... Nice to see Cathy Carr, who dropped by the offices last week with Ben Arrigo, Cathy, whose PR's being handled by Morse-Gurtman, did her Laurie up-dating of "Ivy Tower" on a recent Joe Franklin TV'er. Larry, by the way, is now the owner of the lovely Sun Canyon Guest Ranch in Warrensburg, N.Y. and is hoping the music biz crowd'll drop by... Jubilee comedienne Rusty Warren headlines at Freddie's, in Minneapolis, thru July 15... Davco vep Harold O'Steen in town, from Jacksonville, Fla., with the info that Merlene Garner's on the p.a. circuit out west appearing at the Safford Hotel, Safford, Ariz., the National Junior Chamber Of Commerce at the Spring in June, the Hollywood House in Hollywood and other engagements in Tucson, San Francisco etc., who now has his 3rd LP out on Columbia, in a 6/14-20 stand-and-clap... Sol Handwerger sends along word that MGM has two hot new ones in the Wanderers' "There Is No Greater Love" and Jaye Morgan's "A Heartache Named Johnny" and that Verve has a hot newie in Kal Windig's "Baby Elephant Walk."... Congrats to Joe Dowell on his graduation from the University Of Illinois. Joe, now able to get out on the road for plunges, dates and for a pic deal, dropped by last week, along with Smash's trotting ambassador-Doug Moody, in behalf of the songster's newest chart-rider, "Little Red Rocking Rowboat."... Also a pleasure to chat with the very lovely Shelley Fabares, who was in for a visit, along with Colps' Bruno Sardi and Parent's Jerry Roth. Shelley's current click's "Johnny Loves Me."... Central's Joe Allison sends along a telegram-notating that the correct tag of the Springfield's Phillips bow is "Silver Threads And Golden Needles."... who married Daniel Markewich on 6/11. Dan's the son of State Supreme Court Justice Arthur Markewich. Also to George Weiss (of Win One Stop) and wife Judith on the 6/18 birth of a 6-lb., 6-oz. bouncin' baby boy.

Danny Crystal mucho excited about Paul Boone's skyrocketing "Speedy Gonzales" (Dot). Pat, who played 5 big days at Freedomland, is set for a 6/28 Dick Clark stand-followed by a date with Bob Hope in Bridgeport on the 29th... The Mercury-Gram PB firm notes that recent TV exposure has caused an upsurge in sales on Brook Benton's "Hit Record." Brook's latest Mercury package is "There Goes That Song Again."... The newest recordings of a Marco Pinkard standard, "Sweet Georgia Brown," are by Reprieves Gary Weston and Ott...
NEW, EXCLUSIVE: TRANSCONTINENTAL WIRE SERVICE  RCA Custom announces another exclusive service for its customers—Transcontinental Wire Service. It offers you speed-of-light action on your record orders! Here’s how it works. (1) When your original master is made, duplicates are prepared for the other RCA factories. (2) As soon as your record starts breaking big, and you need fast pressing and delivery, you call the nearest RCA Custom sales office. (3) A special expediter takes your order and flashes it on an open-line teletype to the factory nearest your distributor. (4) At the factory, your order comes out of the teletype already on an order form, carbon copies included. Without delay for re-typing, or other clerical red tape, a copy of your order goes straight to the production line, for immediate pressing and shipping. Custom’s got something new. Have you got Custom? RCA CUSTOM RECORD SALES


Cash Box—June 30, 1962
WONDER Vee-Jay. Song—Here’s Joliet. Capitol. Music

Bobby Peterson TELL ME WHAT YOU GONNA DO
b/w DARLING
EVERY NOW AND THEN 2152

For over 15 YEARS the most dependable Independent Distributor in New York

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and HITS!

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WONDER Vee-Jay. Song—Here’s Joliet. Capitol. Music

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RCA VICTOR

The most trusted name in sound
(Continued from page 24)

who is also a well-known musician. The Mike Connor office has been retained by Bob Boyle, proxy of Unity Records, to handle record promotion for the coast disc jockey. Liberty Records has released a new single produced by Lennie Waronker, "Sweet Young Girl" and "Lover Doll", featuring new contractee, Pat Carter. Larry Fineg reports the next big one for Warner Bros, will be Cathy Carrnell's waxing of "Poor Little Puppet." 

Actress Marjorie Lord, Danny Thomas' TV wife, has waxed her first album, "Claudia's Letter," for the Pan Record Co. of Anaheim. Columbia Records artist Kenny Karen has come out with a new single, "Sandy My Love." Singer Sue Raney currently appearing at the Hacienda in Fresno, has her first K.C release out on the wax scene in "Betwixt And Between.

Alice Reinheart has recorded a children's album for Crystalair Records. Producer-composer Jule Styne in Hollywood to record for UPA the sound-track, which he wrote for the full length cartoon feature, "A Christmas Carol." 

Howard Shatkin of the newly formed Shepherd Records, predicting big things on first release, "A Love Only You Can Give," by the Universals, Margarita Sierra, star of Warners' "Surface O" series, signed by Ted Lesser to headline the "Galaxy of Sweet Young Girls" and "Lover Doll 7/11. Sonny Sales are at the "Tonight" TV show, & in arranging musical arrangements by Jimmie Haskell, Haskell is responsible for the arrangements of Sonny Sales present hit album, "The Sonny Sales Show," on the Reprise label. The Lime-liters in Hollywood for exploitation and interviews on their newest album, "Through Children's Eyes," and special guestings on the initial telecast of WBC's new "Steve Allen Show."

CIRCA's Hope Lasky reports good reaction on the new Crest release, "Valley High," featuring the School Belles. Sue Evans, singing swing harpist, is the current stellar attraction with her trio, headlined by Jerry Mandel at Club El Hodero in Lynwood.

HERE AND THERE:

PHILADELPHIA—The sales-sizzlers with Saul Lampert include Little Joe & the Flips' "Bongo Stomp" and the new Ronnie & the Hi-Lites' release (both Joy), Newton with Ricky Dee & the Embers' "Workout," Patty LaBell & the Bluebells' "Tear After Tear," Sue with Ike & Tina Turner's "You Should Have Treated Me Right," and is still red hot with Ray & Bob's "Air Travel" (Leco). Here's hoping for a speedy recovery for WHAT-deejay Rockin' Robin, who is recouping from an auto accident and will miss his turntable chores for awhile. Harvey Phinney, promo man at A&L distrib, types that the fastest breaking record in the firm's history is Little Eva's "Love-Motion (Dimension)." The buzz from Mainline's Buffalo 

McCullers' "Same Old Story" (Tamla), Junior Parker's "I Feel Alright Again" (Duke), Jimmy Soul's "When Matilda Comes Twisting Back" (EVP) and Bobby Marchand's "Yes, It's Written All Over Your Face" (Fire)... The top three with Bob Heller are Gary Bonds' "Seven Day Weekend" (Legrand), Sue Thompson's "Have A Good Time" (Hickory) and Kris Jensen's "Torture" (Hickory). Promo man Joe Baltzell is running a talent hunt for the clobber of the best new dance singles in Philly. The winner receives a wax pact and a trip to N.Y. for the session. With indie promo specialist Ed Cotlar the hot ones this week are Kris Jensen's "Torture" (Hickory), Tommy Genova's "Farmer John" (Bella) and Pat Parker's "Boy Watcher" (Skyland)... Cosart's Shirley Rubin checks in with the following sure shots; Bob Winding's "Baby Elephant Walk" (Verve), Herbert Hunter's "Your Cheatin' Heart" (Spar), the Playmates' "Keep Your Hands In Your Pockets" (Roulette) and in the LP dept. "Herb Mann At The Village Gate" (Atlantic)... On Ted Kemelm's Columbia hit parade are Jimmy Dean's "Steel Men" (Jimmy does the artist-deejay stint on Dick Clark's 7/26 show), Aretha Franklin's "Don't Cry Baby," Anita Bryant's "One More Time With Billy" and Andy Williams' "Stranger On The Shore."

NASHVILLE—Mgr. Dub Albritten long-distances that Decca's young Miss Dynamite, Brenda Lee had to miss the last 5 days at the Latin Casino in Camden, N.J. and opening nite at the Holiday House in Pittsburgh, when she pulled a neck muscle and had to be hospitalized. Julius La Rosa subbed at the Casino while label-mate Bob Beckham filled in for the one nite at the Holiday, Brenda's band, the Cosart's, were on band for both stations. Lark's latest pair of chart contenders are "It Started All Over Again" and "Heart In Hand."

DETROIT—The hottest record at Merle distributors, according to a Merle Schneider call, is Little Eva's "Loco-Motion" (Dimension)... Cosart's promo mgr. Al Abrams telegrams that he has big ones in Janie Grant's "That Greasy Kid Stuff" (Carprice), Linda Scott's "Never In A Million Years" (Congress) and the new Linda Scott and James Ray LP's.


STARKVILLE, MISS.—Tempwood V proxy, Charles Templeton, and A&R director, Don Miller, in Nashville last week on the last leg of a promo tour saying thru the south in behalf of "The Snuffy Twister." Label is handled nationally by the Jay-Ge set-up.

Linda Scott's "Never In A Million Years" (Congress) and the new Linda Scott and James Ray LP's.


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Cash Box—June 30, 1962
"THE SHIRELLES & KING CURTIS GIVE A TWIST PARTY"—Scepter 565
Here's a sock package which combines the potent talents of the Shirelles, who recently occupied the number one slot on the charts with "Soldier Boy," and King Curtis, who created plenty of excitement with his rendition of "Soul Twist," in one lively fast-moving twistable session. The covers on the disk have the girls rendering their latest chart outing of "Welcome Home Baby" while Curtis displays his professional tenor talents on "Take The Last Train Home." The album includes nine other first-rate selections. Watch it zoom up the charts.

"IT KEEPS RIGHT ON A-HURTIN'"—Johnny Tillotson—Cadenza CLP 3058
Johnny Tillotson cashes in on the success of current high chart-rider of "It Keeps Right On A-Hurtin" to tag this pleasant session of pop and country items. The chanter goes through his musical paces with enough authority and superior range and pitch to please a wide variety of record buyers. In addition to his biggie the singer dishes up top-notch renditions of "Lonely Street," "I Fall To Pieces" and "Four Walls." The disk should reach the upper reaches of chartdom in no time flat.

"LOLITA"—Original Sound Track—Nelson Riddle—MGM E 4950 ST
Vet arranger-composer Nelson Riddle has come up with a moving, sensitive exciting score for the controversial flick. The music perfectly underlines highly-touted Janis Joplin's talent. Highlights here include the Bob Harris-penned "Love Theme From Lolita," "Quilty's Theme" and "Lolita Ya Ya" which has already been released as single by several artists including the film's young star, Sue Lyon. Eye the package for heavy sales action.

"ALL THE HITS"—Bobby Rydell—Cameo C 1019
The best-selling talents of Bobby Rydell are directed toward a session of not one, but two of which were recorded originally by other artists. The versatile songster puts his own personal trademark on such hits as "Hey Baby," "The One Who Really Loves You," "Soldier Boy," "Break It To Me Gently," and his own "I've Got Bonnie" and "Tell Me Baby" and Again." The chanter's legion of fans should help this LP to score heavily in coin department.

"THE ROAD TO HONG KONG"—Original Sound Track—Sammy Cahn, Jimmy Van Heusen—Liberty LOS 1762
Here's a hot package with enough good stuff going for it to score heavily in the coin department. The set, the first soundtrack of a "Road" flick, boasts a collection of songs by Sammy Cahn and Jimmy Van Heusen with performances by Bob Hope, Bing Crosby and Dorothy Lamour. Some first-rate tracks here include "Let's Not Be Sensitive," "Team Work" and "Warmer Than A Whisper." When the flick goes into general release the album could skyrocket.

"THE BEST OF KNUCKLES O'TOOLE"—Grand Award GA 7902 SD
Grand Award's Knuckles O'Toole albums have been consistently powerful sellers in the past and this attractive recap LP culling tunes from five O'Toole disks should move down the hitville path in winning fashion. There are plenty of nostalgic reminders of the rhyme era, as the 88er displays his expected keyboard artistry on "I'm Looking Over A Four-Leaf Clover," "I Want A Girl" and "In The Good Old Summertime." Sure-fire chart item.

"SOUTH AMERICAN HOLIDAY"—Dick Contino, David Carroll—Mercury SR 66668
Ace arrangers Dick Contino has been winning critical plaudits for his abilities for playing the instrument in a distinctive, fast-moving flashy style. Now, leaning a bit, David Carroll, on piano, he showcases a pleasant restraint and emerges in virtuoso fashion. Here then, is a wide variety of Latin tempi expertly rendered with style and imagination by Contino and the band. Some excellent danceable items here are "Sweet And Gentle," "Brassil" and "Tico Tico." The disk has all the necessary built-in success ingredients to score in the coin department.

"IF THE BIG BANDS WERE HERE TODAY VOL II"—Bennie Lee—Cameo C4007; CBS 4007
"The big band of The Leisure Lovers" was expanded with this second entry which again features the talents of such greats as Dorseyl Miller, Goodman, Shaw and Crosby. Despite the freshness of the tunes, a bit of nostalgia is accomplished in the arrangements of Sy Oliver, Jack Pleis and Sidi Feller. First rate bands are the "Second Time Around," The Sweetest Sounds," "Once Upon A Time," and "Love Letters." The disk is a natural for spinners and should encourage strong sales.

"I LEFT MY HEART IN SAN FRANCISCO"—Tony Bennett—Columbia CL 1869
Tony Bennett with a powerful LP tagged after his recent best-selling single, "I Left My Heart In San Francisco." The chart is in top voice as he reads from the Broadway catalog and from a variety-priced set of lyrical tunes. Kicking off with the title tune, the singer includes "Once Upon A Time," "Love For Sale," "The Best Is Yet To Come." This disk appears to be headed straight down the success path.

"JAMES RAY"—Caprice LP 1002
The potent R&B-pop voice of James Ray are aptly showcased on this destined-for-success entry from Caprice. The chanter has a feeling, emotional approach which is perfectly geared to the standards and newies on the disk. With an admirable assist from Buddy Holly's one and chorus the songster offers top-flight renditions of recent hits of "If You Gotta Make A Fool Of Somebody" and "Let's Put The Heartache Back In Your Eyes." As addition, the disk boasts Ray's latest wax effort of "A Miracle." LP should pull plenty of loot.

"BURNIN'"—John Lee Hooker—Veslay LP 1048
Kicking off with a raucous high-powered rendition of "Boom Boom," his current chart item, John Lee Hooker launches full-blaze in one of the most forceful blues sessions that he has cut to date. The songster-guitarist has a distinctive, powerful approach which he doubtless will carry his way through all the numbers on this album in a dramatic, smart fashion. In addition to this bighit the chanter offers top-drawer readings of "Process," "Thelma" and "Drug Store Woman." Plenty of pop-r&b sales potential here.

"MIG MYLES AT THE LIVING ROOM"—Mercury SR 1047
Mig Myles seems to get better with each new entry as a disc jockey. At the Living Room, the disk displays his distinctive sasusious, husky, throaty jazz-flavored voice on a dozen prime-rate tracks and some captivating assurance. The thrust displays a dashing contest on "All I Need Is A Woman," "In The Left Hand Bill Bailey," a stand out performance.

"MOON RIVER"—Jerry Butler—Veslay VLP 1048
Jerry Butler tags this LP after his best-selling single which made chart inroads a few months ago. The chanter sings a collection of evergreens and classics in a full-bodied fashion which he displays with emotional-packed voice. Butler delivers good solid renditions of "Moon River," "Smoke Gets In Your Eyes," "I Remember," "I Found A Love" on which he doubled as writer. Disk should be a noisemaker for the songster.

"HAWAIIAN SWING"—Werner Muller—London ELP 4406
Werner Muller and the band swing out brightly on some Hawaiian standards on this offering from London ELP. The orchestra uses a variety arrangements which intensify the sounds of the lute and presentaion of Hawaiian melody. Highlights of the disk are a large, lush string section, pounding drums, and powerful piano work. The title track, "Blue Hawaiian," "Pagan Love Song," and "Adventures In Paradise Theme." Excellent programming fare.
the 1962 sound of RAY ANTHONY

WORRIED MIND
THE SOUL OF COUNTRY WESTERN BLUES

Album # ($) T-1752
"FOLK SONGS"—Wilburn Brothers—Decca DL 74225

The Wilburn Brothers, who are currently making some noise in the pop slot with "Trouble's Back In Town," dish up an attractive session of listenable folk items on this ten-notch entry from Decca. The tunes here are not folk-flavored country tunes but straight folk numbers and the boys demonstrate in dramatic form their versatile, professional ability on "Cotton Fields," "Barbara Allen" and "Michael." The disk should bring out the duo's many fans in droves.

"PANICSVILLE"—The Panics—Chancellor CHL-5026

The Panics, a new group on the rockin'-twistin' scene, make their debut on Chancellor with a session of sock items with a hard-driving beat. The vocal department is handled by Cindy and Misty (sisters) who know their way around a rock 'n roll tune. For their first waxing the Panics include the "New Orleans Twist," "Swingin' Shepherd Twist," and the "Peter Gunn Twist." LP is a hot item for the teen crowd.

"I ENJOY BEING A GIRL"—Carmen Quin—Headline—HLP 506 M

Add one part Rodgers and Hammerstein, one part the new supper club, Carmen Quin and the result is a delightful, listenable musical romp. The lark, formerly associated with Irish tunes, demonstrates that she can render the popular R&B studies with the same finesse and style that she has displayed in the past on Gaelic items. The thrust tunes in first-class refreshing renditions of "I Enjoy Being A Girl," "The Last Time I Saw Paris" and "It Might As Well Be Spring." The songstress could pick up some fast coin with this attractive set.

"BROADWAY ORIGINS"—Dave Stephens—Cameo C1806; CS4006

A generous sampling from the cream of Broadway show tunes is served in authentic first class style on this platter from Cameo. By the Dave Stephens orchestra and chorus, with solo vocals from the prolific pens of Rodgers & Hammerstein, Lerner & Loewe, Berlin, Willson, and Bernstein and Sondheim, are touched upon lightly but with discerning care by the hand and chorus. Included are "Gettin' To Know You," and "Nothing Like A Dame." Show buffs will find this a pleasant addition to their shelves.

"SINGING THE BLUES"—Frankie Laine—Mercury Wing—SRW 16158

Frankie Laine is one of the few chancers around who has consistently turned out first-rate efforts. Supported by his loyal coterie of admirers, the songster's records have always found a ready market. On this ten-disc set from Mercury Wing Laine sings the blues with his own vibrant, feelingful, vocal style. Among the ten evergreens included on this set are "Man's Selle," "I Haven't The Heart" and "That Ain't Right." Potent item for spinners.

"T. V. THRILLER THEMES"—Johnny Gregory—Philips PHS 600-927

Television themes have come to be a prime source of material for instrumental albums and Johnny Gregory cashes in on this trend with this attractive album of American and British signature tunes. The orchestrator's jazz-flavored approach carries him in good company in the renditions of "Route 66," "Tightrope" and "Ghost Squad." Fine debutee fare.

"CORIOLANUS"—Various Artists—Cadmon SRS M 223

As part of their series of releasing all the written words of the Bard, Cadmon's Shakespeare Recording Society labels is another with this first-rate reading of "Coriolanus." The diskery has assembled a stellar group of performers for this three-disc set including such thespian "names" as Richard Burton, Jessica Tandy and Kenneth Haigh. The feeling and mood of the masterpiece is perfectly captured by the troupe who are aptly directed by Howard Sackler. Included in the package is a complete text of the play. A quality spoken word offering.

"AVEC MOIS A PARIS"—Maurice Larcange—London SP 44113

This four-disk package from London is aimed at the music of France as surveyed by the nimble fingers of an accordion player of Panics, Maurice Larcange. Supplemented by harp, guitar and xylophone, the accordionist lends an air of authenticity to the purely French melodies as he gives lifiting and rippling interpretations of "Under Paris Skies," "People of Paris," and "Mademoiselle De Paris." A flavor pack with bonti stereo makes this a choice item for audiophiles.

"DANCING AND BREASTING"—Jean-Michel DelFaye—Philips PHS 600-600

Philips has an easy listening package in this collection of internationally favored tunes played by Jean-Michel DelFaye and his orchestra. The band achieves some enchanting efforts with a vibrant string section and spinning arrangements. DelFaye essays some charming Gallic numbers which include "C'est Joli La Mer," "Reve, Mon Reve," "Pourquoi Pas Moi?" and "Flamenco Guitar.

"HARRY GOLDEN"—Vanguard VRS 9102

Philosophy, facts, and funny anecdotes are delivered in fine fashion by the celebrated author of "For 2/ Plain" and "Only In America." Golden comments are set and makes some of the controversial topics of today. He is a local, witty, plain-talking man whose many readers will find this premiere album delightfully entertaining. The writer does five monologues which clip tape excerpts from public speeches.

"S'OUEST ISRAELI SINGING SENSATION"—Rita Zarei—Epic LP 11020

Starting the session off with a vivacious horn tagged "Hava Nette Bamechol," Rika Zariel immediately sets a novel flavor on the eleven other Israeli tunes on this Epic LP. The lark's wide-range voice has a vibrant color and distinctive, feelingful pitch which carries her in good stead on "Hatan," "Hirz Ma Tev" and the popular "Hava Nagila." An impressive premiere disk.

"SONGS OF THE COUCH AND CONSULTATION"—Philosophy, Facts, and Funny Anecdotes—Atlantic ALP 6025

Here's a sophisticated, off-beat session featuring Katie Lee rendering thirteen clever items aptly suited to the occasion. Freeman has written some extremely satirical lyrics which poke fun in laugh-filled fashion at psychoanalysts et al. Some of the titles include "Staying at Home," "Trouble's My Business," "Stay As Sick As You Are," "Represents Hostility Blues," and "Schizophrenic Moon." Many yucks to be had.

"INSTANT SLIMMING AND BODY TONING"—Vic Tanny—Fun In Living IL 8811

Vic Tanny's forte is physical fitness, and his plan for attaining this much desired state is contained in this disk from the Fun In Living series. The package includes calories chart, low-calorie diets, and an LP of 14 Vic Tanny exercises set to music. Interspersed, the lecturer makes comments on ways to improve daily health habits. Bet could provide interest among those with diet and weight problems.

"EDDIE PALMIERI AND HIS CONJUNTO LA PERLA"—Eddie Palmieri—Philips PHS 600-600

Eddie Palmieri, who gained quite a reputation as the 88'er with the Tito Rodriguez band, now spreads his wings with this high-spirited Alige session spotlighting the top-notch instrumental talents of his own band. The orchestrer has come up with a fresh approach featuring trombones and flute and effect makes for one of the most danceable Latin sets released in quit a while. The crew shines on "Commingo," "Te Quiero, Te Quiero" and "Cochina."
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JAZZ AT THE METROPOLITAN THEATRE — Sol Yaged.

Coleman Hawkins — Philips PHS 600 022

The wit and wisdom of Bessie Smith combine with the inspiration of Coleman Hawkins' tenor saxophone solos. This CD is a perfect blend of blues and jazz. Hawkins' playing is always full of energy and originality. The band is tight and the arrangements are clever. Overall, this is a great CD for fans of jazz and blues.

THE JAZZ SOUL OF DR. KILDARE AND OTHER GREAT TV THEMES — Harry Betts.

Dr. Kildare's theme music is a classic, and Harry Betts does an excellent job of bringing it to life. The CD also includes other great TV themes, such as those from "The Honeymooners" and "I Love Lucy." The arrangements are thoughtful and the playing is top-notch. This CD is a must for any fan of classic TV music.

THE NEWEST SOUND AROUND — Jeanne Lee, Ran Blake — RCA Victor LSP 2500

Jeanne Lee and Ran Blake are two of the most exciting musicians in jazz today. Their music is a perfect blend of the old and the new. The CD includes a collection of original compositions and standards, all of which are beautifully arranged and executed. The playing is top-notch and the overall sound is clean and crisp. This is a must for any jazz fan.

CLASSICAL PICKS OF THE WEEK

STRAVINSKY: The Flood; Columbia Symphony Orchestra and Chorus, Conducted by Igor Stravinsky and Robert Craft — Columbia ML 3757; MS 6337

Columbia's recording of Stravinsky's "The Flood" is a masterful work. The orchestra is conducted with great precision and the accents are perfectly timed. The chorus is also top-notch, with each member contributing their best. Overall, this is a wonderful recording of one of Stravinsky's most important works.

VERDI: Rigoletto; Various Artists, Chorus & Orchestra Of L'Accademia Di Santa Cecilia, Rome, Nino Sanzogno, Conductor — London USA 1332

Verdi's "Rigoletto" is a masterpiece, and this recording is no exception. The voices are all excellent, with particular praise for the soloists. The orchestra is also top-notch, with each member contributing their best. Overall, this is a wonderful recording of one of Verdi's most important works.

BACH: The Musical Offering; Yehudi Menuhin, Members of The Bath Festival Orchestra — Angel, A 35731

Bach's "The Musical Offering" is a masterpiece, and this recording is no exception. The orchestra is conducted with great precision and the accents are perfectly timed. The solos are also top-notch, with each member contributing their best. Overall, this is a wonderful recording of one of Bach's most important works.
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TITLES

I CAN'T STOP LOVING YOU
 b/w Born To Lose ABC-10330

SEALED WITH A KISS
 b/w Summer Job ABC-10336

COUNTERFEIT FRIENDS
 b/w Your Picture ABC-10342

LITTLE YOUNG LOVER
 b/w Never Let Me Go ABC-10328

SHEILA
 b/w Save Your Kisses ABC-10329

MY TIME FOR CRYIN'
 b/w Wanting You ABC-10327

BLUES AT MIDNIGHT
 b/w My Baby's Comin' Home ABC-10334

RUNAROUND
 b/w Lonely Traveler ABC-10276

UNO MOMENTO
 b/w We Had Words ABC-10337

KILIMANJARO
 b/w Confession of Love ABC-10341

BABY SITTER-BOOGIE
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Chancellor

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 b/w Disappointed C-1113

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☐ LOUIS JORDAN

TITLES

YOU'RE MY MULE
 b/w Texarkana Twist TRC-924

IF NOT—CHECK THE MONEY-MAKERS YOU NEED AND CALL YOUR DISTRIBUTOR
Eddie Heywood (Liberty 55474)  

B-'LAND OF DREAMS' (2:37) [Meridian BMI—Heywood]  
Fist pianist Heywood is reunited here with his Wango wreckin’, deck arrangement and conductor, and they come together in this new one with their hit collaboration of some years ago, “Canadian Sunset.”  

TAYLOR AMERICAN (2:38) [Robey BMI—Heywood]  
Chorus and earsnatch-like sounds lend an amiable air to this track.  

THE RENEGADES  
(American International 537)  

B-'CHARGE' (2:00) [Dion BMI—Venet]  
As the title suggests, this is a wild, done-up, in-sizzling rock style. There are also some hints of the barbershop here. Label copy says the item’s from a movie, “Ghost of Dragstrip Hollow.” Label is based in Hollywood.  

B-'GERONIMO' (2:45) [Dion BMI—Venet]  
Another wild attack. Number is also from the flick.  

MAE WEST (Plaza 506)  
B1+ ‘AM I TOO YOUNG?’ (2:51) [Apice—Morgan, Perry]  
This is a rocking side and sounds like the duo’s one-off session for the haunting “Soft-Sands” companion piece. Two lovely cuts.  

JAY & THE AMERICANS (United Artists 479)  
This Is It!'s been in the development of a very big follow-up single that could land the team’s current smashhopper, “She Cried,” it’s a feelingful, cha cha beat ballad that could work wonders in tender with touching sincerity. The Latin beat crying towel ever, “It’s My Turn To Cry,” can also make the chart grade.  

DONT LET ME STAND IN YOUR WAY’ (2:31)  
B-F Wood ASCAP—Gallop, Kent  
A MIRACLE’ (2:15)  
(South Mountain BMI—Randazzo, Barberis, Steinlech)  
JACKPOT! (2:10) [Arch ASCAP—Schroeder, Kaye]  
THE DRIFTERS (Atlantic 2153)  
The year-after-year vocal successes go for yet another Top 100 stand with “Sometimes I Wonder,” fans of the team will recognize here an air of their old hit, “There Goes My Baby.” Like “Baby,” new cut features a potent string-featured arrangement by Stu Applebaum. Flip is a very pleasing, easy-going blueser about a guy who’s never won any prizes, but figures he’s hit the jackpot with his new love.  

CALL ME MR. IN-BETWEEN’ (2:11) [Pamper BMI—Howard]  
WHAT YOU GONNA DO LEROY?’ (2:57) [Cedric/Bow BMI—Tilliss]  
BURLE IVES (Deca 3105)  
The great folk vet, who’s current hit string now includes a “Little Bitty Tear” and “Funny Way Of Laughin’,” comes thru with another pair of contenders for hitload in this new wide-band. The newper’s a charming, easy-going ditty labeled “What You Gonna Do Leroy?” Top notch, replete with Brubaker style support on this tops-up pairing cullered from Ives’ “Funny Way” LP.  

TEAR AFTER TEAR’ (2:27) [Sixty Six BMI—Baily, Martin]  
GO ON (THIS IS GOODBYE)’ (2:20)  
(Sixty Six BMI—Martin, Levinson)  
PATTY LA BELLE & THE BLUE BELLS (Newtown 5007)  
Female newcomers, who bowed on the Newtown label in smash pop-r&b style with “I Sold My Heart To The Junkman,” should have no trouble making it from row-r&b with “Tear After Tear.” It’s rock-a-buck-a twister that Patty, the Blue Belles and the Bobby Martin can knock out in ultra-commercial fashion. Backing’s a rip-swinging beat-ballad stand that cannot be overlooked. It also has Top 100 potential.  

DAVE EDE & THE RABIN BAND (Rust 5047)  
B1+ ‘TWISTIN’ THE TRAD’ (2:10) [Dominion BMI—Wilkinson]  
This is an English recording that brightly blends the twist and the Doo-wah and sounds both new and very popular in England and known here via Kenny Ball’s discs. A vocal- instrumental workout that could spout-off.  

B ‘TWISTIN’ THOSE MESS FOR PIZZAS’ (2:36) [Dominion BMI—Wilkinson]  
Solid twistin’ on “Three Blind Mice.”  

BOBBY BROWN (Pak 1313)  
B1- ‘FALLING FROM PARADISE’ (2:16) [Bam & Trin BMI—Brown]  
Brown and his ork-chorus come-up with another mil-bright dramatic vocalist who, with the songwriters read it with lots of teen-market appeal. Touching track.  

HALLELUJAH, I LOVE HER—HILL BROTHERS (Music Publishing BMI—Charles)  
Boys add their very say to the long list of disks on the Ray Charles standard.  

FRANK POURCEL ORCH. (Capitol 1791)  
B ‘TWISTIN’ THE TWIST’ (2:12) [Biem—Mengozzi]  
Ditty, a hit all over, is a twisty number, is a hit-bright dramatic vocalist and the English maestro’s do a novelty jazz job on it. Should get the program’s attention. Frame—rpm appeal from many stations.  

SCOTLAND TWIST’ (2:34) [Biem—Bart] Twistin’ with a highland fling format.  

ROBERTA DAVE (Aber 7002)  
B1- ‘EVERYDAY’ (2:10) [Harlan BMI—Brown]  
Bones blues lurk heads a joyful Latinish blueser on a tuneful opus about a gal who’s, with every stage, getting more and more interested in the guy, Worth spins. Label is backed by Veejay.  

B- ‘I’M NEVER GONNA CRY AGAIN’ (2:05) [Charles]  
(2:10) — a twisty number, is a hit-bright dramatic vocalist and the English maestro’s do a novelty jazz job on it. Should get the program’s attention. Frame—rpm appeal from many stations.  

DEBBIE STUART (Phillips 40022)  
B ‘WHEN DOES FRIENDSHIP END & TRUE LOVE START?’ (2:35) [Conrad — Karlan BMI—Babi]  
Bones blues lurk heads a joyful Latinish blueser on a tuneful opus about a gal who’s, with every stage, getting more and more interested in the guy, Worth spins. Label is backed by Veejay.  

B ‘DOES YOUR HEART BEAT FOR ME’ (1:35) [Hills ASCAP—Keller, Keller]  
Easy bounce portrayal of the peren-
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I'M THE
PLAYBOY
THE PYRAMIDS
Cub K-9112

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**Pick of the Week**

**"A SWINGIN' SAFARI"** (2:15) [Rooenvelt BMI—Kaempffert]

**"INDIAN LOVE CALL"** (1:57) [Harms ASCAP—Harbach, Hammerson II, Friml]

**BILLY VAUGHN** (Dot 1934)

Vaughn's name should once again be plastered all over the charts in the coming weeks. Reason is his latest Dot double-header that looks like chartfod from both ends. One half, "A Swingin' Safari," is a delightful tune that has much of the flavor of clever Bert Kaempffert's "Afrikan Beat." The other end features a shuffling' sweet sax treatment of the "Rose Marie" classic, "Indian Love Call."

**"A MIRACLE"** (1:59) [Post ASCAP—Ballard, Bukis]

**"THINGS WE GO BE BE DIFFERENT"** (2:20) [Tunehangers BMI—Clark]

**JAMES RAY** (Caprice 117)

Ray, who now owns two dual-mart chart-makers in "If You Gotta Make A Fool Of Somebody" and "Itty Bitty Pieces," can make it three-in-a-row with this new Caprice product. Side, tabbed "A Miracle," is a ballad that sports a fine shuffle-rock-a-string-setting-supplied-by-Hutch Davie's crew. However, don't overlook the enticing twister, "Things We Go Be Be Different," that James and the Davie orch-croon belt out with coin-catching spirit.

**"BE KIND"** (2:35) [Joy ASCAP—Weiss]

**"SEND MY LOVE"** (SPECIAL DELIVERY) (2:23) [Joy ASCAP—Weiss]

**RONNIE & THE HI-LITES** (Joy 265)

Either end here can give Ronnie & the Hi-Lites a strong follow-up to their chart debut, "I Wish That We Were Married." One half, "Be Kind," is a warm teen ballad ballad romantic pleader while the other, "Send My Love (Special Delivery)," is a catchy love affair from the twist dept. Strong Hal Weiss arrangements.

**"TO LOVE AND BE LOVED"** (2:09) [Arlon BMI—Buchanan, Miller]

**"TIME CAN CHANGE"** (2:26) [Camarillo BMI—Glasser]

**VIC DANA** (Dot 58)

Dana, who now has two successive hits under his belt ("Little Altar Boy" and "I Will"), can make it three-for-three with this new Dotlon duo. Top half, "A Girl Needs To Love And Be Loved," is a beautiful, soft cha cha beat romance that Vic carries with the utmost sincerity. The lilting ballad pairing, "Time Can Change," is another superb romancer treated to a standout reading by Dana. Excellent orch-choral support.

**"LAH-TEE-LAH-TAH"** (2:02) [Progressive-Lupine BMI—Rice, Floyd]

**"DARLING"** (2:32) [Progressive-Lupine BMI—Rice, Floyd]

**THE FALCONS** (Atlantic 2153)

Songsters' recent chart appearance, "I Found A Love," appeared on the Atlantic band's album, and their following carries the Atlantic logo. Side that should make-the-grade for the team is "Lah-Tee-Lah-Tah," which, as the title indicates, has a happy format. Watch this contagious blueser for both pop & R&B success. Semi-waltl stomp on the coupling.

**"CALLIN' DOCTOR CASEY"** (2:35) [Acuff-Rose BMI—Loudemilk]

**"OH HOW SAD"** (2:18) [Acuff-Rose BMI—Loudemilk]

**JOHN L. LOUDERMILK** (RCA Victor 8064)

Singer-chofer Loudermilk comes up with two more originals that have those hit ingredients nestled into every groove of the lid. One half, "Callin' Doctor Casey," is a dandy romantic-noveltv on which he asks the popular TV medie to mend a broken heart. Happy stomp-a-twist effort with a solid musical and femne choral assist. "Oh How Sad" is a touching ballad with a hint of the beat that John puts across with telling effect. Powerful pairing.

**"SWEETER AS THE DAYS GO BY"** (2:14) [Don BMI—Malone] (2:30) [Lion BMI—Malone]

**JUNIOR PARKER** (Duke 351)

Parker, who recently had a big r&b-pop noise-maker in "Annie Get Your Yo-Yo," can expect his success with either end, both of his newest Duke offering. One side, "Sweeter As The Days Go By," takes a bright twist route while the other, "Oh How Alright Again," rolls along at a lick rock-a-shuffle clip. Terrific vocal performances for Parker's solid vocal ways.

Columbia's Marty Robbins, Carl Smith and Freddie Hart, MGM's Sheb Wooley and Imperial's Slim Whitman all serve notice that the coming weeks should see their latest releases on both the country and pop charts. (See Country Reviews.)
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ELLIO T CARTER
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ROBERT WARD
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and JEROME ESKOW

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written by GALT MACDERMOT

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written by JIMMY DEAN

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Best Bets

KLMORE MORRIS
(Crackerjack 4000)

(B+) "IT SEEMED LIKE HEAV-
     EN TO ME" (2:25) [Satum
     BMI—Myles] Sue label's new subdi-
     vit makes a strong bow in both the R&B
     and AM format. This song is per-
     suasive expression of a solid de-
    claration of love found, with a slap
     sound highlighting the pop backdrop.
     Look out for this sound.

(B) "BEFORE I TURNED MY
     BACK ON YOU" (2:17) [Satum
     BMI—Myles] Dramatic rock-
     a-cha bluer.

STEVE ALAIMO (Checker 1018)

(B+) "GOING BACK TO MARY"
     (1:54) [Lloyd & Logan BMI—
     Price, Logan] Price is a good bet
     to get back on the winning path with
     this infectious rock-a-shuffle bluer.
     Price and Logan are back in the
     Fela's style, backing this up with a
     group of top-notch musicians.

LLOYD PRICE (ABC-Paramount 10342)

(B-) "COUNTERFEIT FRIENDS"
     (2:16) [Lloyd & Logan BMI—
     Price, Logan] Price is a good bet
     to get back on the winning path with
     this infectious rock-a-shuffle bluer.
     Price and Logan are back in the
     Fela's style, backing this up with a
     group of top-notch musicians.

CAESAR GIOVANNI
(Mercury 72069)

(B+) "ABOVE THE STARS"
     (2:16) [Van ASCAP — Merrill
     & Van ASCAP — Jordon] Giovanni
displays his superb keyboard
      skills with a rocking piano solo.
      The arrangement is quite
      exciting and will appeal to fans
      of this artist.

JONI JAMES (MGM 13860)

(B+) "IT'S MAGIC" (2:48) [M.
      Wiens (sax) — Dunes, Cahn
      & Dunes, Cahn] Thrush warbles the
      pretty melody over lush, cornet-like
      strings. The arrangement is quite
      exciting and will appeal to fans
      of this artist.

(B+) "TENDER & TRUE" (2:53)
      [Shapero, Bernstein ASCAP—
      Alexander, Sheridan] Feelingful
      folkish music is nicely caressed by
      the performer.

FRANK SINATRA (Reprise 20.092)

(B+) "GOODY GOODY" (1:47)
      [DeSilva, Brown & Henderson
      ASCAP—Mervyn, Malneck] This
      oldie goes a-swingin' in the
      bright Sinatra manner here. Backing
      up with fine swing piano is a sax
      solo by Neal Hefti. Jocks have
      another strong Sinatra session.

WALLY WIGGINS (Mercury 71955)

(B+) "HABIT OF LOVING YOU"
     (2:01) [January BMI—Pit-
     ney] Wally Wiggins could make his
     chart news with this catchy rock-a-cha-
     cha that sports a flavor of Noi-1
     Sessions. Stellar support from the
      Merry Melody Singers and Jerry
      Kennedy makes this a must add.

JUDY MILLER
(Canadian American 140)

(B+) "THAT'S WHAT I CALL
     HEARTACHES" (2:14) [Pok-
     van BMI—Vance, Price, Lover]
     Fine speedy-beat rockin' by the
     multi-tracked lark and rock-a-string
      backing. There's an exciting
      sound here that can carry the cut to a
      Top 100 position.

TOBY MATTHEWS
(Columbia 42489)

(B+) "SUSAN" (2:07) [Brandon
      ASCAP—Shef]
      A charming teen rewrite of the "Vella"
      number from "The Merry Widow"
      is done with an engaging bounce
      that makes this cut stand out.
     ritten and composed by Toby,
      this is a strong cut for fans of
      this artist.

LITTLE WILLIE JOHN (King 5667)

(B+) "SHE THINKS I'M A
     LICK" (2:55) [Glad & Jack
     BMI—Lipscomb, Duffy] Following
      Ray Charles' smash waltz of a coun-
      try tune, "I Can't Stop Loving You," the
      strong blues stylings of this fine blues
      artist are a welcome change of pace.

LITTLE JIMMY DORSEY (Reprise 20.083)

(B+) "I'M SWEET"

[Smith, newspaper ASCAP—
      Alexander, Sheridan] Heartfelt
      love song is nicely caressed by
      the performer.

(B+) "COME BACK TO ME"
     (2:20) [Pandora BMI—Har-
     ris] More familiar blues groove for
      the performer.
KETTY “Love Letters” LESTER

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“ONCE UPON A TIME”
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Cash Box—June 30, 1962
**RECORD REVIEWS**

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**Cash Box**—June 30, 1962

**Best Bets**

**JL AUBURN** (Mala 452)
- "PUSH, SWEEP" (2:14)

**WADE FLEMONS** (Vee Jay 427)
- "HALF A LOVE" (2:00)
  - [Tee Pee ASCAP—Miller, Porter] Fella’s not willing to settle for half a love in this pro-grooving rhythmic with an R&B attitude. Supporting Flemons’ statement is a bass rock-a-string & chanting chorus sound. Worth pop-R&B exposure.

**WELCOME STRANGER** (2:08)
- [Keeble BMI—Berry, Corvey] Intimate pose by the performer against a softie Latinish combo-chorus stand.

**DANIELLA & THE STARLETS** (Okeh 7155)
- "(We’re Going Steady) YOU BELONG TO ME" (2:32)
  - [Karlton BMI—Williams] A pretty number in which a gal tells her guy that the romance is on a going steady basis is very well handled by the group’s lead female, Danetta. Attractive, soft-spoken backing from the other lads and comb. Could move.

**IMPRESSION** (2:12)
- [Karlton BMI—Williams, Sheppard] Another easy-best ballad date.

**BOBBY PETERSON** (Atlantic 2152)
- "TELL ME WHAT YOU DONNA DO" (1:56)
  - [Progressive BMI—Peterson] Continental R&B-inclined cut from the songster and keyboard-led combo. Peterson tells a tale about a guy who would like to know his gal’s reaction should he decide to come-up-and-leave. Mostly R&B-market doings.

**EVERY NOW AND THEN** (2:31)

**FRANKIE STARO** (Tompton 190)
- "NERVOUS" (1:40) [Ink & Plunk BMI—Field, Bolin] Bright rockin’ on a romantic story about a guy who goes-toPieces when he’s near his love. Label is nationally distributed by the Cortez setup.

**OPERATOR PLEASE** (1:42) [Ink & Plunk BMI—Field, Bolin] Rock-a-cha ditty about a busy signal.

**THE VERSITLES** (Anakker 417)
- "LOVE ME" [Filtone BMI—Eschabar] Lead vocal understands telling a melody about a guy who goes-toPieces when he’s near his love. Label is nationally distributed by the Cortez setup.

- "DON’T GO" [Filtone BMI—Eschabar] A calypso-type sound from the combo, lacking the same lead’s light-beat essay.

---

**THE CHUCKLES** (ABC-Paramount 10176)
- "RUNABOUND" (3:15) [Regent BMI—Girina, Colaen] Still a fine teen sound is the team’s year-back hit. Might have successful revival. Keep close tabs on it.

**LONELY TRAVELER** (3:03) [Alamo BMI—Barberis, Weinstein, Rankin, Randalzo] Boys come-up with a haunting folkish sound.

---

**THE HICKS** (Vee Jay 427)
- "I HEARD HER WIG" [Shelley, McKuen] McKuen, a successful twist singer with his recent chart outing, “Oliver Twist,” knocks-out a novelty ditty against a lively twist sound from the orchestra. Label does business out of N.Y.

**MISS AMERICAN TEEN-AGE** [Shelley, McKuen] A bright rock salute to a teen dream.

---

**JOE MOORE** (Time 1053)
- "BORN TO BE BLUE" (2:25) [Brent BMI—Moore] Harder Lettuce breaks the same lead’s light-beat essay.

---

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HIT #1

HIT #2

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PRENTIS SLADE (King 5055)
(B+) "SMALL, SMALL ISLAND" (2:18) [Pandora — Garofalo]
Slade describes an idyllic island of love with a good sounds of vocal. Combo and gal singers offer catchy singing sounds. Amiable teen lovely-dovey.

KATHY YOUNG (Isadiq 1417)
(B+) "DREAM AWAY" (2:35) [Ardmore ASCAP — Lloyd, Haskell] Tuneful teen affectionate is performed with a good-natured rock- a-cha approach by the lark and her combo-chorus backing. She scored with "A Thousand Stars." A charming rock cut.

CARL LERTZMAN (20th Fox 305)
(B+) "SIBERIAN SUNSET" (2:16) [Miller ASCAP — Lertzman] Two Russian tunes, including "Volga Boatman," are done in the Kenny ("Midnight In Moscow") Ball manner by the Lertzman crew. Good Dizzyish spirit here.

KARL DENVER (London 9534)
(B+) "ZIMBA" (2:45) [Hill & Range BMI—Denver] Here's a wild African beat & chart affair that could get around. It could be one of those left-field successes.

DOLORES RODELL (Iola 6247)
(B) "PISSI PISSI BAO BAO" (2:34) [M.E.C. — Migliacci, Meccia] Lark, who has appeared on the Lawrence Welk TV'ers, offers a sprightly, twirtable account of an Italian romantic-novelty (title is an Italian idiom meaning: pay attention & be quiet). Label is based in N.Y.

AARON NEVILLE (Minit 656)
(B+) "HUMDINGER" (37) [Minist BMI — Neville] Singer Neville and his combo-chorus companions give out with an infectious medium-beat blues sound. Catchy stuff that will get the A-O.K from both R&B and teen-beat audiences.

BILLY CHILDS (Keka 297)
(C+) "I NEED YOUR LOVE" (2:13) [Jimmy Lanberth BMI — Childs] Expressive beat-ballad essay by the singer, combo & female chorus, Headquarters for the diskery is Jonesboro, Ark.

WILLIE MAYS (Duke 350)
(B+) "IF YOU LOVE ME" (2:10) [Don BMI — Malone] The chanter dishes up a rockin' fast-moving twistler with a shuffle beat from an alto led combo. Dual-market potential here.

WILLIE MAYS (Duke 350)
(B+) "EVERY SAD HEART" (2:35) [Don BMI—Malone] On this end Mays renders a compelling, dual- track, shuffle-beat version of a pop-side boasts some fancy piano work.

ROBERT GARRETT (Excelsior 2216)
(B+) "QUIT MY DRINKIN'" (2:42) [Excelsior BMI — Garrett] Robert Garrett offers up a top-flight low down, self-penned blueser in the tradition-oriented r&b style. Could get action if it makes enough turntables.

ROBERT GARRETT (Excelsior 2216)
(B+) "DO REMEMBER" (2:49) [Excelsior BMI — Garrett] Positive, emotion-packed lament read in an attractive, lusty fashion.

CLINT GANT (Chanson 1001)
(B+) "I'M A LUCKY SO AND SO" (2:14) [Paramount ASCAP — Ellington, David] The artist could pull some fast coin with this soft-lim'ng rendition of the Duke Ellington oldie. Top-notch performance is well worth deja-se fans.

HERBIE MANN (Atlantic 5020)
(B+) "SUMMERTIME" (2:32) [Gershwin ASCAP — Heyward, Gershwin] The wonderful ever-green in its first-rate jazz rendition. Herbie Mann and crew deliver the tune in the free-flowing Afro-Cuban idiom. A success for Mann's fans.

HERBIE MANN (Atlantic 5020)
(B+) "COMIN' HOME BABY" (2:33) [Melton BMI—Tucker] This time out the old dishs up a crisp-attractive uptempo opus with a pleasing danceable beat. Fine instrumental showing.

RELIGIOUS

FLORENCE ROBERTS (Arrawk 100)
(C+) "COME Ye Disconsolate" "Just As I Am"

Cash Box—June 30, 1962
THE NATION'S NEWEST HIT-MAKER

BARBARA LYNN
CURRENT HIT!
SKYROCKETING ALL TRADE CHARTS!!

"YOU'LL LOSE A GOOD THING"
Jamie 1220

Exclusively:
Personal Management:
Bookings:

HUEY MEAUX & LESTER SILL
CONTINENTAL—NYC  CLIFF ARONSON—Hollywood
ARMADA—Time Of Vital Decision

By Jordan Ross
Executive Secretary, ARMADA

During the past year we have been concentrating on the solidification of the ARMADA membership, the legislative and legal activities which have culminated in tremendous gains against the counterfeiting and bootlegging of phonograph records, and the over-all operation of ARMADA.

It has been most gratifying to see the tremendous interest shown in this year's convention. Our advance registrations are the largest in the history of ARMADA, and the pre-convention indications are for a most exciting and profitable meeting.

It should be stressed that during the past two years there have been considerable changes in the industry, changes which all ARMADA members must recognize and make the necessary adjustments in their operations if they are to continue in business.

Recognizing this factor, ARMADA's members, who were welded together originally by such projects as the counterfeiting fight, etc., and who have met with outstanding success in these endeavors, now must determine the future course of the association, and the emphasis that it must assume in various directions.

This is a time of vital decision for ARMADA and its members, and I am certain that the record attendance at this year's conclave will not only face up to these problems, but arrive at the proper solutions.

Those of us who have been active these past two years under the direction of Art Talmadge, president, have been most fortunate in functioning under his aggressive leadership. We know that no matter which direction ARMADA takes in the coming year, those who have guided the organization in the past will continue to offer their help, their knowledge and their very best wishes for a most successful ARMADA.

Industry Needs ARMADA

By Nelson Verbit
Vice-President, ARMADA

We approach the 1962 ARMADA Convention with a feeling of excitement, coupled with a knowledge that this year's gathering will be the largest in our history. As an officer of ARMADA, and a distributor of phonograph records, it is most gratifying to note this interest in our industry, and our association.

In the past few months there has been much speculation as to the future direction ARMADA will take. I would like to point out that this is a most healthy and vigorous attitude, for it displays better than words the deep interest in ARMADA throughout the industry, and even more importantly, the need for such an organization.

Leadership is vital to any business or industry association. There are men who can and will supply this leadership for ARMADA in the future and as it has been fortunate enough to have had in the past. These are dedicated men who would only assume such a burden with the complete knowledge that they will devote their time and energies to the task.

The executive board and officers of ARMADA have put in a full year, meeting regularly and participating in the legal and legislative activities which have been so vital to our entire industry. Now the membership will decide what direction we are to follow in the future in order to continue to serve the record industry to the best of its ability.

For that reason everyone who attends the convention this year will find it well worth their time. I am also quite certain that ARMADA will enter into its next year of operation a better organization for its accomplishments in the past.

Dooto To Operate From Larger Quarters

LOS ANGELES—All the varied operations of Dooto Records will be housed in a new $200,000 building south of Los Angeles in Compton beginning sometime in the fall.

Dooto's records, headed by the big comedy-jazz-gospel label, the building will be the headquarters for the firm's manufacturing facilities, as well as for its TV, film and radio production activities. In addition, Williams said that the building would be available to community groups for "any worthwhile cause."

Two years ago, Williams and Dooto entered the film-production business and its current projects include educational films, TV films, as well as projected feature films. Dooto also produces material for radio-TV syndication.

"When we move into our new headquarters," Williams noted, "we will then control every facet of the record manufacturing business."

"Not only will our new plant include necessary manufacturing equipment, but we are enlarging our current printing facilities to allow the installation of additional German presses. In this plant, we will print all our labels album jackets, catalogs and promotional brochures."

The building, located at 1440 Central Ave., in Compton, contains 10,000 square feet of space and will be remodeled to fit the requirements of the Dooto operations. It is situated adjacent to land which was previously acquired by Williams.

Williams said that the announcement of the formal opening of the new Dooto building will be made as soon as current remodeling nears completion.

Decca Adds Folk-Calypso Artist

NEW YORK—Steve De Paas, a folk-calypso singer will be doing disk work on an exclusive basis for Decca Records, it was announced last week.

The performer, who will cut both albums and singles for the label, is known for his on-the-spot improvisations of topical subjects. He has performed in various nightclubs, on TV, including the Gary Moore and Jack Paar shows.

Cash Box—June 30, 1962
VICTOR IS HOT!

JOIN IN

THE SUMMER FESTIVAL
OF HITS:

A Little Heartache ............. Eddy Arnold (RCA Victor 8048)
Having A Party ................. Sam Cook (RCA Victor 8036)
Hot Pepper ..................... Floyd Cramer (RCA Victor 8051)
The Ballad Of Paladin ........... Duane Eddy (RCA Victor 8047)
Theme From “Hatari” c/w
Your Father’s Feathers ......... Henry Mancini (RCA Victor 8037)
Breaking Up Is Hard To Do ...... Neil Sedaka (RCA Victor 8046)

See Your Distributor For Details

RCA VICTOR

© The Most Trusted Name In Sound
Announcing...

THE ORIGINAL
WORLD-WIDE
RECORD-MUSIC
ENCYCLOPEDIA DIRECTORY

20th ANNIVERSARY EDITION

ALL

The Lists (Manufacturers, Publishers, Distributors, Suppliers, etc.-Domestic-Int’l.)
The Polls (Domestic-International)
The Surveys (Domestic-International)
The News (Domestic-International)
The Advertisements (Domestic-International)

DOUBLE Advertising Exposure
(Domestic-International)

52 WEEKS

... Your ad will sell for you—help you make international deals all year long.

Reserve your Advertising Space NOW!

ADVERTISING FORMS
Being Prepared
RIGHT NOW!

SEND IN YOUR AD IMMEDIATELY
First Forms (Preferred Position) go on the presses Friday, July 20.

Cash Box

LETTER MINUTE DEADLINE
THURSDAY
JULY 26

Cash Box
(PUBLICATION OFFICE)
1780 BROADWAY, NEW YORK 19, N. Y. (PHONE: JUdson 6-2640)

CHICAGO
29 E. MADISON ST.
(Phone: FINANCIAL 6-7272)

HOLLYWOOD
6272 SUNSET BLVD. (Phone: HOLLYWOOD 5-2129)

LONDON
9a NEW BOND ST. (Phone: HYDE PARK 2868)

OTHER OFFICES:
The Hague, Holland; Frankfurt, Germany; Milano, Italy; Stockholm, Sweden; Heath- mant, Victoria, Australia; Paris, France; Montreal, Canada; Mexico City, Mexico; Sao Paulo, Brazil; Buenos Aires, Argentina; and Tokyo, Japan.

Cash Box—June 30, 1962
NEW JERSEY'S LEADING INDEPENDENT DISTRIBUTORS

ESSEX RECORD DISTRIBUTORS

10 FENWICK ST.
NEWARK 12, NEW JERSEY

Best Wishes For Success to

ARMADA

DAVID ROSEN INC.

HARRY ROSEN

855 No. BROAD St. PHILADELPHIA, PA.
(Member—ARMADA)

Leading the Field as

DISTRIBUTORS

In The Philadelphia Area

EDWARD S. BARSKY, INC. | E.S.B. INC.

2522 NORTH BROAD ST., PHILA. 2, PA. (BA 3-9650)

SURE SHOTS

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

"DANCIN' PARTY"
CHUBBY CHECKER ........................................ Parkway 842

"LIMBO ROCK"
CHAMPS .................................................. Challenge 9130

"AHAB THE ARAB"
RAY STEVENS ........................................... Mercury 71966

"(GIRLS, GIRLS, GIRLS) MADE TO LOVE"
EDDIE HODGES .......................................... Cadence 1421

"SEVEN DAY WEEKEND"
GARY U.S. BONDS ...................................... Logrand 1019

"NEVER IN A MILLION YEARS"
LINDA SCOTT ............................................. Congress 103

"STEEL MEN"
JIMMY DEAN ............................................. Columbia 42483

"BREAKING UP IS HARD TO DO"
NEIL SEDAKA ........................................ RCA Victor 8046

"LITTLE RED RENTED ROWBOAT"
JOE DOWELL ............................................. Smash 1759

Leading Distributor In The Southwest

BIG AS TEXAS

H. W. DAILY INC.

Big State Distributors

314 E. 11th  Houston, Texas

Top Coverage in
The Northwest
Washington
Oregon
Northern Idaho

Andy Huffine
Huffine Distributing Co.

3131 Western Ave.
Seattle, Washington
Phone: ATwater 4-8633

Cash Box—June 30, 1962
CASH BOX TOP 100's PUBLISHERS

(Top 100 only listed alphabetically; see card for artist and label credit)

*AHAB THE ARAB 60
AL DI LA 8
ANY DAY NOW 12
A STEEL GUITAR AND A GLASS OF WINE 22
BALBOA BLUE 76
BOOM BOOM 89
BONGO STOMP 45
BORIS BOOGIE 48
'BREAKING UP IS HARD TO DO 74
'BRING IT ON HOME TO ME 91
BRISTOL 'TWISTIN' ANNIE 36
BUT NOT FOR ME 59
CINDY'S BIRTHDAY 13
CROWD 23
DANCIN' PARTY 44
DR. BEN BASEY 86
DON'T FORGET THAT SONG 17
DOWN IN THE VALLEY 88
EVERYBODY (I Think About You) 80
EVERYBODY ELSE ME BUT YOU 68
FOLLOW THAT DREAM 31
FORTUNE TELLER 57
'GIRLS, GIRLS, GIRLS' MADE FOR LOVE 62
'GOOD LOVER' 100
GOODBYE DAD 84
GRAVY FOR MY MASHED POTATOES 19
GREEN NOT SO SUMMER 71
HAVE A GOOD TIME 32
HAVING A PARTY 25
HIT RECORD 94
HOW IS JULIE 67
I CAN'T HELP LOVING YOU 2
I DON'T LOVE YOU NO MORE 30
I JUST CAN'T HELP IT 85
I LOVE YOU 30
I NEED YOUR LOVIN' 39
I SOLD MY HEART TO THE JUNKMAN 58
I'LL NEVER DANCE AGAIN 21
I'LL TRY SOMETHING NEW 33
IT KEEPS RIGHT ON A-HURTIN' 5
JOHNNY GET ANGRY 29
JOHNNY LOVES ME 47
KEEP YOUR LOVE LOCKED 95
LEMON TREE 79
LIMBO ROCK 55
LISA 82
LITTLE BIT PRETTY ONE 42
'LITTLE RED RENTED ROWBOAT' 78
'LOOK WHAT YOU've DONE TO ME' 99
LOVERS AND WANDERERS 34
MASHED POTATO TIME 43

*MY DADDY IS PRESIDENT 96
NEVER IN A MILLION YEARS 65
NIGHT TRAIN 54
OLD RIVERS 92
ONE WHO REALLY LOVES YOU 14
PALS IS PARK 4
PLAYBOY 9
QUEEN OF MY HEART 75
ROSES ARE RED 3
SEALED WITH A KISS 18
SECOND HAND LOVE 27
SEVEN DAY WEEKEND 64
'SHAKES HAND 100
SHARING YOU 20
SHE CRIED 77
SNOUT, SNOUT (Knock Yourself Out) 63
SNAP YOUR FINGERS 7
SO THIS IS LOVE 53
SOLDIER BOY 49
SPEEDY GONZALES 37
STEEL MEN 73
STRANGER ON THE SHORE 6
THE STRIPPER 1
'SUGAR PLUM' 100
SUMMERTIME, SUMMERTIME 87
SWINGIN' GENTLY 51
TEACH ME TONIGHT 46
TENNESSEE 90
THAT GREASY KID STUFF 70
THAT HAPPY FEELING 81
THAT'S OLD FASHIONED 26
'THE MAN WHO SHOT LIBERTY VALANCE' 11
'THEME FROM BEN CASEY 32
'THEME FROM ROCKETEER 66
'THE WASH-WATTS' 16
THREE STARS WILL SHINE 28
'TIL DEATH DO US PART 98
TWIST AND SHOUT 35
TWINS' MATTILDA 61
UPTOWN 66
VILLAGE OF LOVE 40
WALK ON THE WILD SIDE 15
WELCOME HOME BABY 56
WEST OF THE WALL 24
WHERE ARE YOU 38
WHO HAVE I BEEN 97
WHY'D YOU WANNA MAKE ME CRY 83
WOLVERTON MOUNTAIN 10
WOMAN IS MAN'S BEST FRIEND 69
'WORRIED MIND' 93
YOU'LL NEVER HAVE A GOOD THING 41

*Asterisk indicates first appearance on Top 100

Cash Box—June 30, 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 TO JUNE 20TH)

<table>
<thead>
<tr>
<th>% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>LABEL</th>
<th>TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE</th>
</tr>
</thead>
<tbody>
<tr>
<td>37%</td>
<td>Mary's Little Lamb—James Darren—Colpix</td>
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<td>37%</td>
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<td>34%</td>
<td>Dancin' Party—Chubby Checker—Parkway</td>
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<td>69%</td>
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<td>25%</td>
<td>Poor Little Puppet—Cathy Carroll—Warner Bros.</td>
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<td>22%</td>
<td>Breaking Up Is Hard To Do—Neil Sedaka—RCA Victor</td>
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<td>54%</td>
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<td>22%</td>
<td>(Girls, Girls, Girls) Made To Love—Eddie Hodges—Cadence</td>
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<td>73%</td>
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<td>20%</td>
<td>Steel Men—Jimmy Dean—Columbia</td>
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<td>53%</td>
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<td>20%</td>
<td>Ahab The Arab—Ray Stevens—Mercury</td>
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<td>68%</td>
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<td>20%</td>
<td>The Bird Man—Highwaymen &amp; B. Lancaster—U.A.</td>
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<td>19%</td>
<td>Things—Bobby Darin—Atco</td>
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<td>19%</td>
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<td>18%</td>
<td>Ballad Of Palladin—Duane Eddy—RCA Victor</td>
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<td>18%</td>
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<td>15%</td>
<td>All Night Long—Sandy Nelson—Imperial</td>
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<td>15%</td>
<td>Locomotion—Little Eva—Dimension</td>
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<td>15%</td>
<td>You'll Lose A Good Thing—Barbara Lynn—Jamie</td>
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<td>48%</td>
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<td>12%</td>
<td>If I Should Lose You—Dreamlovers—End</td>
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<td>12%</td>
<td>Welcome Home Baby—Shirelles—Scepter</td>
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<td>12%</td>
<td>Nothing New—Fats Domino—Imperial</td>
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<td>12%</td>
<td>Party Lights—Claudine Clark—Chancellor</td>
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<td>10%</td>
<td>A Taste Of Honey—Martin Danny—Liberty</td>
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<td>10%</td>
<td>A Taste Of Honey—Victor Feldman—Infinity</td>
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<td>10%</td>
<td>Keep Your Hands In Your Pockets—Playmates—Roulette</td>
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<td>50%</td>
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<td>10%</td>
<td>Little Red Rented Rowboat—Joe Dowell—Smash</td>
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<td>10%</td>
<td>Ooh Carol—David Carroll—Mercury</td>
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<td>10%</td>
<td>The Wah-Watusi—Orions—Cameo</td>
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<td>97%</td>
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<td>10%</td>
<td>Come On Little Angel—Belmonts—Sabina</td>
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<td>97%</td>
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<tr>
<td>10%</td>
<td>Little Bitty Pretty One—Clyde McPhatter—Mercury</td>
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<td>77%</td>
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<td>10%</td>
<td>Make Up Your Mind—G-Clops—Terrace</td>
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<td>10%</td>
<td>Gravy—Deedeeshar—Cameo</td>
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<td>70%</td>
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<td>10%</td>
<td>Having A Party—Sam Cooke—RCA Victor</td>
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<td>85%</td>
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<tr>
<td>10%</td>
<td>Bring It On Home To Me—Sam Cooke—RCA Victor</td>
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<tr>
<td>10%</td>
<td>I Misunderstood—Wanda Jackson—Capitol</td>
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<td>10%</td>
<td>What's A Matter Baby—Timi Yuro—Liberty</td>
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<td>10%</td>
<td>'Til Death Do Us Part—Bob Braun—Decca</td>
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<td>10%</td>
<td>La Bomba—Tokens—RCA Victor</td>
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<td>10%</td>
<td>I'll Come Running Back To You—Roy Hamilton—Epic</td>
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LESS THAN 10% BUT MORE THAN 5%

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<thead>
<tr>
<th>TOTAL % TO DATE</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>TOTAL % TO DATE</th>
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<th>ARTIST</th>
<th>TOTAL % TO DATE</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>TOTAL % TO DATE</th>
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<tbody>
<tr>
<td>62%</td>
<td>But Not For Me—Ketty Lester (Era)</td>
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<td>8%</td>
<td>Don't Cry Baby—Arche Franklin (Columbia)</td>
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<td>11%</td>
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<tr>
<td>16%</td>
<td>Ben Crasy—Dickie Goodman (Diamond)</td>
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<td>18%</td>
<td>Hot Pepper—Floyd Cramer (RCA Victor)</td>
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<td>16%</td>
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<tr>
<td>25%</td>
<td>My Daddy's President—Little JonAnn (Kopp)</td>
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<td>64%</td>
<td>Never In A Million Years—Linde Scott (Congress)</td>
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<td>16%</td>
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<td>8%</td>
<td>Theme From &quot;My Giolo&quot;—Stanley Paul (Corral)</td>
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<td>37%</td>
<td>Summertime—Jemmis (Epic)</td>
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<td>8%</td>
<td>Life Of The Party—James Dorren (Colpix)</td>
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<td>12%</td>
<td>Why Did You Leave Me—Vincent Edwards (Russ-Fil)</td>
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<td>10%</td>
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</tbody>
</table>

Cash Box—June 30, 1962
IT'S PAR FOR THE COURSE!
Conn., Western Mass., & Upstate N.Y.

BEST: PROMOTION & SERVICE SALES
Represented by:
2 SEPARATE PROMOTION MANAGERS
2 SEPARATE SALES DIVISIONS
SEABOARD DIST., Inc. (A DIVISION OF ROSSIN DIST., Inc.)
Seaboard Ave., Boston, Conn.
Phone: 289-2767

Mackin.--Sales Mgr.

DIXIE & RECORDS DISTRIBUTING CO.
1235 TECHWOOD DR., ATLANTA, GA. (TR 3-2081)
JAKE FRIEDMAN, PRES.

#1 IN THE SOUTHLAND

PRESTIGE IS COOKING WITH ALL

“JUST FRIENDS”
Etta Jones
Prestige 215

“EXPERIMENT IN TERROR”
Jimmy Forrest
Prestige 223

“ANNAS”
Sam “The Man” Taylor
Moodyville 601

“HARD TO LOVE A WOMAN”
Lightnin’ Hopkins
Blueville 817

“FREE FOR ALL”
King Curtis
Tru-Sound 415

“HOCUS POCUS”
Buddy Lucas
Tru-Sound 416

“TWISTIN’ THE JUG”
Gene Ammons
Prestige 214

A MUSIC SUPPLIERS INC.
Copley 7-1170

Serving Conn., Western Mass.,
Albany N.Y. and Vermont

The Breakout Area of the East!

Management: Big Ed DiNallo
Jack Manus

Promotion: Dave Marshall
477 PARK AVE., E. HARTFORD, CONN.

PRESTIGE RECORD DISTRIBUTING CORP.
203 So. Washington Ave.,
Bergenfield, N.J.

Cash Box—June 30, 1962
CONGRATULATIONS TO
ARMADA
SINCEREST BEST WISHES
TO ALL OUR MANUFACTURING &
DISTRIBUTING FRIENDS
IN THE RECORD INDUSTRY

ERNE & BILL LEANER
UNITED RECORD DISTRIBUTORS, INC.
2029 South Michigan Ave., Chicago 16, Illinois

For Big Results In...
- SERVICE
- PROMOTION
- SALES
Of Your Line GO

MAINLINE
We’ve Started Many Hits Since 1956.
Mainline Dists. Inc.
2450 No. Broad St.
Barry Goldber Gen. Manager

PAT’S ONE STOP
Like Man... Record Bill Too High?
Service Too Slow?
Title Strips Not Just Right?
Like Man... Get Hep & Swing With Us!

45 RPM’s 60c
WE CARRY ALL LABELS—INDIES & MAJORS
LP’s REGULAR DIST. PRICE
NOTHING OVER—STRAIGHT WHOLESALE
*Free Title Strips *Shipment Same Day Order Received

CONTACT: PAT’S ONE STOP
216 EAST MAIN STREET, RICHMOND 19, VA.
Phone: Milton 8-4791 • 2-3

New Columbia Artist

NEW YORK — Columbia Records’
newest lark, Carol Sloane, smiles dur-
ing a break in a recording of her
premiere album, “Out Of The Blue.”
The thrill, who was discovered at
last year’s Newport Jazz Festival,
will return this year as a major at-
traction.

Looking Forward to
Meeting And Greeting
Armada Members and
Friends At Our
4th Annual Convention

Amos Heilicher

HEILICHER
BROS., INC.
119 No. 9th St.
Minneapolis, Minnesota

COLUMBIA
MIDWEST
119 No. 9th St.
Minneapolis, Minnesota

TODD
DIST. CO.
3641 N.W. 67th St.
Miami, Florida

A Big Summer Hit!
"MR. HOBBS’ THEME"
Written By
HENRY MANCINI
20th FOX #304
From “Mr. Hobbs Takes A Vacation”
A 20th Century Fox Film.

Cash Box—June 30, 1962

David Rose, who is now holding
up the number one slot on this
week’s Top 100 with an instrumental
tagged “The Stripper,” began think-
ing about a musical career when he
was just a youngster in Chicago.

Starting with Saturday morning
music lessons and keeping up his
studies all through school, he ulti-
ately attended the Chicago School
of Music. His first band job was mak-
ing arrangements, upon graduation
from high school. He was so success-
ful at arranging, that he soon was
working with Hollywood studios. In
Hollywood his reputation as a top-
notch composer—arranger—conductor
continued to grow.

Rose’s activities and interests cover
a broad field. He has cut many
sides for MGM Records, including
his own compositions. He has ar-
ranged and conducted for the
Red Skeleton TV show, as well as
NBC television “spectaculars.”

For many years Rose has been the
conductor of the Pasadena Pops Con-
certs at Santa Anita and has con-
ducted the David Rose concerts at
Hollywood Bowl. The musician, who
likes to enrich his musical back-roung
by exploring the tunes of other na-
tions, goes abroad at least once a year.

Joanie Sommers

Joanie Sommers, who is currently
riding high on the charts with
“Johnny Get Angry,” began her sing-
ing career at the age of ten when she
appeared on a television show in Buf-
falo, New York. Her family and peo-
ple in the professional world took an
immediate interest in her, but their
efforts were never to materialize in
Buffalo, for it was shortly thereafter
that the lark and her family came
to west to Venice, California.

By the time she was ready to enter
junior high school Joanie had already
began to develop a vocal style all her
own. In 1966 she entered Venice High
School and became the vocalist with
the school’s dance band. At that time
she came under the tutelage of Pro-
fessor Manny Glass who helped her to
develop the noise and self-assurance
necessary to a good performer. A
contract with Warner Brothers Rec-
ords followed and the songstress was
on her way.
Best Wishes for Continued Success to
ARMADA

COSNAT RECORD DISTRIBUTING CORP.
A DIVISION OF THE COSNAT CORPORATION

315 West 47th Street, New York 36, N. Y.

OUR RECORDS TELL THE STORY!

Sales Increase / Merchandising is Stronger Promotion More Effective
Thanks to Our Manufacturers That Make The Products So We Can Do Our Job!

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Through Our:
AGGRESSIVE SALES AND PROMOTION ORGANIZATION
Promotion Staff: Don Wright, "Red" Richards & Barry Abrams
Publicity: Marcene Berger

CHIPS DISTRIBUTING CO.
808 N. Broad St.
Phila. 30, Pa.

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CHIPS DISTRIBUTING CO.
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DYNAMIC

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DETROIT 38, MICH.
Phone: UN 1-8776 7/8

THINGS
Bobby Darin (Atco 6229)

JUMPIN' THE BLUES/ONE O'CLOCK JUMP
Jimmy Smith (Blue Note 1820)

I MISUNDERSTOOD
Wanda Jackson (C 4785)

EVERYBODY LOVES A LOVER
Angels (Caprice 114)

YOU BELONG TO ME
Dimples (C 569)

MARY'S LITTLE LAMB/
THE LIFE OF THE PARTY
James Darren (Celpix 844)

MARIANA
Johnny Mathis (Columbia 42420)

YES, MY DARLING DAUGHTER
Patie giovanni (Columbia 42426)

RHYTHM SING-A-LONG
Mitch Miller Pack (5 Singles)
(Columbia MM 3)

POTATO PEELER
Bobby Gregg (Cotton 1006)

OUR FAVORITE MELODIES
Gary Davis (Diamond 114)

BABY ELEPHANT WALK
Maine Towne Man (Delton 57)

SWINGIN' SAFARI
Billy Vaughn (Dot 16374)

OPERATORS' SPECIAL (5 Singles)
Seymour & His Magic Trumpet (Heartbeat)

WHAT DID DADDY DO
Shop & Luminettes (Hoff 751)

NOTHING NEW/DANCE WITH MR. DOMINO
Fats Domino (Imperial 5043)

ROMPIN' & STOMPIN' ALL NIGHT LONG
Sandy Nelson (Imperial 5860)

MEMORIES
Bob Knight Four (Jazin 899)

INTERMEZZO
Roger Williams (Kapp 454)

GIFT OF LOVE
Jack Jones (Kapp 461)

DANCING THE STRAND
Maurice Gray (Lando 649)

AIR TRAVEL
Roy & Bob (Lento 302)

GETTIN' A GROOVE
Gary U. Bonds (Lugarrd 1019)

TOUCH ME
Willie Nelson (Liberty 5549)

DIM DARK CORNER
Larry Van Dyke (Mercury 71908)

MORE THAN YOU KNOW
Platters (Mercury 71948)

MAMA
Roy Orbison (Monument 467)

GUILTY
Billy Eckstine (Mercury 71947)

RED TOP
Jerry McCull (Ohk 7150)

GLORIA
Vibe & Sedutators (Rayne 5099)

SHAME ON ME
Bobby Dave (RCA Victor 8032)

LA BOMBA
Takens (RCA Victor 8052)

HOT PEPPER
Food創業 (RCA Victor 8051)

LIFE'S TOO SHORT
Lafayette (RCA Victor 8044)

PLEASE, MR. COLUMBUS
Lou Monte (Roprin 20865)

TICK TOCK
Ritchie Cordell (Kery 707)

DOWN ON THE BEACH/
MARY JANE
Enrico Montes (Serval 119)

YOU SHOULD TREATED ME RIGHT
Ike & Tina Turner (Sun 765)

GOODBYE DAD
Castle Sisters (Tarax 7500)

CUORE
Tony De Franco (Valmar 18)

DING DING DING/SIDE BY SIDE
Hayley Mills (Vita 401)

NEW ADDITIONS to TOP 100

74—BREAKING UP IS HARD TO DO
Neil Sedaka (RCA Victor 8046)

78—LITTLE RED RENTED ROWBOAT
Joe Dowell (Smash 1759)

91—WORRIED MIND
Roy Anthony (Cappel 4742)

96—MY DADDY IS PRESIDENT
Little Jo-An (Kapp 467)

97—WHERE HAVE YOU BEEN
Arthur Alexander (Dot 16357)

98—TIL DEATH DO US PART
Bob Brown (Decca 31353)

99—LOCO-MOTION
Little Eva (Dimension 1000)

100—GOOD LOVER
Jill Culpe (Vee Jay 449)

100—SHAKE A HAND
Ruth Brown (Philips 40028)

100—SUGAR PLUM
Ike Clinton (Mercury 71975)

Leading Distributors In The Mid-West
SERVICE IS OUR SPECIALTY
IKE KLAYMAN
A & I RECORD DIST. CO., INC.
1000 Broadway, Cincinnati, Ohio
Kenton To Appear At Chi Music Fair

CHICAGO—Jan Kenton has been signed for the entertainment spectacular to be held at the World’s Fair of Music & Sound, set for Chicago’s McCormick Place from Aug. 31-Sept. 9. John King, Fair’s producer and director of entertainment, said that Kenton will conduct the Fair’s orchestra Sept. 2-4, in a medley of his own compositions as an overture to the show. He will be preceded as guest conductor on Aug. 31-Sept. 1, by Henry Mancini. Already signed to headline the spectacular is Met opera star Eleanor Steber.

Kenton will also take part in a series of educational symposium on the “Roots of Jazz” with other authorities in the field.

Also set for the educational symposium is Virgil Thomson, composer-conductor-critic-author. Thomson has written operas and symphonies, among other works, and was music critic for the New York Herald Tribune from 1950-54.

Sonic Presses 5 Mil. LP’s
In Year’s Time; Makes Awards

NEW YORK—Sonic Recording Products of Hicksville, L.I. last week, celebrated the pressing of its fifth millionth 12 LP in the 12 month period ending June 20.

This mark was noted with a series of ceremonies ending in a press party and reception held last Wed. (20) at the firm’s plant, which was attended by municipal and state officials, music and disk critics, press and radio figures.

One of the function’s highlights was the presentation of gold and silver record awards for “outstanding efforts either in, or on behalf, of the record industry.

Gold awards went to; William Cann, Assistant District Attorney of Nassau County, a key figure in the battle against disk bootlegging, Enoch Light, executive director and A&R head of Grand Award Records, “for creating new sound in stereo recording,” and Rose Rubin and Michael Stmillman of Monitor Records “for bridging the cultural gap between nations through records.”

Guitarist Tony Motolla received a silver record “for his fresh sound in guitar recording.”

Sonic began producing LP’s in 1956. Over this period, its production of LP’s has exceeded 20 million records, at a retail value exceeding $80 million. Firm is a wholly-owned subsidiary of Viewlex of Long Island, manufacturer of audio-visual equipment.

Among Sonic’s accounts are Grand Award, Monitor, Elektra, Alegre, Folkways and Fiesta.

WB Adds New Lark

BURBANK—Songstress Gloria Gray has been inked to an exclusive disc pact by Warner Bros. Records. The performer, a resident of Los Angeles, is already represented by her first WB sides, “Chapel In Heaven” and “It’s A Sweet World.”

Ed Apfel Joins MGM Records Staff

NEW YORK—A member of the MGM Pictures advertising and publicity staff, Ed Apfel, has been transferred to the MGM Records division, replacing Harry Anger, Jr., who has resigned. He will work in liaison with Donahue & Oo, the label’s ad agency, where he was previously employed as an account executive, in the planning and production of album cover art, liners, point-of-purchase display material, consumer and trade advertising, preparing promotional mailing pieces and copywriting.

UA Pacts Mike Clifford

NEW YORK—Mike Clifford, songster previously heard on the Columbia label, has inked a long-term pact with United Artists Records. His sides at the label will be cut by Jerry Lieber & Mike Stoller. Clifford recently returned from Caracas, Venezuela, where he performed on six TV shows.

Mrs. Helen Nova, Clifford’s manager, set the deal with the label.

Atlantic Handles New Lu-Pine Master

NEW YORK—Atlantic Records is now distributing an existing deal on the Lu-Pine label, Session, which remains on Lu-Pine, is “She’s My Heart’s Desire” by Bunny Mc-Cane, cut by Lu-Pine’s Bob West. Atlantic also handled a recent click from the label, “I Found A Love” by The Falcons, who have gone to Atlantic with their follow-up, “Lub-Tee-Lub-Ta.”

Pride Issues Twist Version Of “Lady”

HOLLYWOOD—Pride Records issued its first release last week, “Let’s Twist To The Music Of My Fair Lady,” with a nationwide distribution of 20,000 albums according to the label’s topper, Harry Weiss.

The album, which spotlights the talents of Ernie Feld’s orch, was produced by Dave Axelrod, recently-announced A&R director of the discry.

The LP has been gaining press indirectly from the announcement that the show is ending its long tenure as a Broadway musical.

Disk For Van Dyke

LONDON—Shelby Singleton (right) A&R exec for Mercury Records, recently accepted a silver disk for Leroy Van Dyke’s “Walk On By” from Les Wood, managing director of EMI Records Ltd. The presentation was made on Singleton’s recent trip to England. The trophy reportedly represents sales of 250,000.
NEW YORK — Herman Kaplan (left), Cameo's single sales manager, said, he suffered from four separate office delays recently with Harry Walters (right), the distro's European representative, to discuss the current wax scene.

**Tom Wilson To A&R Post At Audio Fidelity**

NEW YORK — Tom Wilson jazz disk producer, has been named associate recording director at Audio Fidelity Records, according to Sid Frey, topper.

As president and A&R man of his distro, Transition Records, Cambridge, Mass., for four years, Wilson produced initial recordings of such jazzists as Donald Byrd, Curtis Fuller and Cecil Taylor. Following this, he worked as A&R representative in New York for United Artists, jazz A&R director for Sirey and produced albums for Strand and Blue Note.

He entered the music field while at Harvard Univ., where he was popular music director for WHRB and founder of the Harvard Jazz Society.

Besides cutting present AF artists and recruiting new talent, it was noted that he plans a "radical development" in the recording and presentation of stereo music, which would be right-up-the-alley of the sound-minded label. No further details were disclosed.

**List WB Contest Winners**

BURBANK — Joe Smith, Warner Bros. Records' national promotion manager, last week announced the winners in the label's recently concluded national promotion contest.

Four winners who will receive a one-week-all-expense paid trip to Hollywood as guest of WB are: Bruce Hinton, Dab Enterprises, Boston; Bob Lippert, Commercial Music Dist., St. Louis; Carl Maduri, Benart Distributing Co., Cleveland; and Joe Lip- tak, Tell Music Dist., Madison, Wis.

**Darin’s $10,000 Fee Goes To Heart Fund**

NEW YORK — Bobby Darin has contributed his $10,000 fee for an appearance on the Ed Sullivan TV'er on May 18 to the Heart Fund, according to the American Heart Assn. This is the largest and latest in a series of financial contributions the performer has made to the Heart Fund, and for the past two years, he has participated in the annual Feb. Heart Fund appeal as "King of Hearts." As a result of heart attacks from rheumatic fever, frequent forerunner of rheumatic heart disease.

**Distrib Survival Depends On Organization, Schwartz Pleads**

WASHINGTON, D.C.—If most of the distributors around the country don't form a strong distributor organization, most of them will either go out of business or become rack-jobbers, one-stops and retailers.

"This is not the purpose or function of a distributor," Harry Schwartz, head of Schwartz Bros., the Washington distributor, declared in a letter to Cash Box on the eve of the ARMADA meet in Miami Beach this week, which will see a drive by distributors to get control of the organization.

Schwartz states in the letter that he wanted to make it clear to all manufacturers that if a distributor is forced to become also a rack-jobber, one-stop and dealer, he cannot give his labels the proper promotion and distribution effort.

He names such distributor functions as financing, warehousing, marketing, selling and developing as many product outlets as possible, and terms as "most important," the production promotion function, which Schwartz declares "still makes or breaks a new release."

"Indeed, his marketing function as a distributor weakens to a point where eventually he will fade out completely as a bonafide distributor," Schwartz feels.

Continues Schwartz:

"I am very emphatic on one point. No one person can wear all the hats and no one distributor can successfully be also rack-jobber, one-stop and retailer. Doing so he will alienate all and eventually kill his labels also."

"The catering to rack-jobbers, one-stops and large discount houses by a manufacturer is very unhealthy."

"We are talking here about 50% of the record business which predominantly caters to established releases and ignores existing catalog."

"It is of utmost importance that every manufacturer do everything in his power to assist the distributor and to maintain a traditional manufacturer-distributor relationship, in order to accomplish a common goal—seeing the record industry strong and intact."

"I hope that every distributor in the country will see how important it is to collectively make every effort towards this goal—and getting behind this Distributors Organization will be a good start."

Every label is only as strong as the strength of its distributors."

**Light Cuts Berlin LP At Carnegie Hall**

NEW YORK — Enoch Light got to Carnegie Hall last week for the second time to cut a Command LP, the first being the very successful "Stereo 35mm," New set, cut with a 60-piece orchestra, will contain a collection of Irving Berlin songs for release in Aug. Lew Davies did the 13 arrangements.

**A New Arrival**

NEW YORK — The spouse of tune-smith Doc Pomus has birthed to a 9 lb. 11 oz. boy on Friday, June 15, at Gotham's Doctors Hospital.

** Welcoming To The Ranks **

** Cash Box—June 30, 1962 **
London Names Kline To Southern Post

NEW YORK—London Records has announced the appointment of Dick Kline as south-eastern district manager of sales and promotion on all London and London Group products in the Miami, Charlotte, New Orleans, Atlanta and Richmond areas.

Kline, who will headquarter in Miami, was previously with Disneyland Records in New York as assistant to the sales manager. Before that, he was associated with King Records in the south.

Pogo Ent. Moves To Larger Offices

NEW YORK—Pogo Enterprises, an indie producing and publishing firm, has moved to larger offices at 200 West 57th St., this city.

Move is designed to better accommodate the three music firms connected with the outfit: Pogo Music Corp., Pogo Productions and Stacey Management, Inc.

As an indie producer, Pogo has come up with chart successes for Brian Hyland on the ABC-Paramount label, including “Let Me Belong To You,” “Ginny Come Lately” and “Sealed With A Kiss,” 18 on this week’s Top 100. Sessions also have succeeded abroad.

Pogo has just been parted by ABC-Par to write and produce sessions for Sharon Lee Strauss, daughter of New York Times sportswriter Michael Strauss, whose initial dishing is due soon.

A “complete” producing operation, the year-old firm provides the songs, publishes them, produces and A&R’s the sessions and manages the artists. Partners in the corporation, Peter Udell and Gary Geld, write exclusively for the firm. Business affairs and artist management are handled by Sam Gordon.

Victor Reissues "Speedy" Single

NEW YORK—RCA Victor Records has re-released a single, “Speedy Gonzales,” by David Dante. Dot Records has just released a number of the reading of the number by Pat Boone.

Music-Minded Mayor

LOS ANGELES—Johnny Cash (left), who is currently clicking with “In The BHallway Night On College” recently presented Mayor Sam Yorty with an award from the diskery in recognition of his support and assistance in proclaiming June 15 “American Music Week,” which culminated with a giant country spectacular at the Hollywood Bowl on June 15.

Philips Cutting Robert Farnon

NEW YORK—Robert Farnon, the British composer-arranger-conductor, is now recording for Philips Records. He’s already had his first dates for the label under the direction of Quincy Jones.

Farnon has been a popular mood-music maestro in the U.S., with a host of his previous instrumental LP’s released by London Records.

A native of Canada, Farnon came to England with the Canadian Band of the AEF at the beginning of World War 2, after spending his student years in Canada and America, where he received encouragement from conductors Eugene Ormandy and Leopold Stokowski, who performed his first and second symphonies.

At the end of the war, he remained in England and concentrated on composition and arranging, coming up with what are considered some of the more inventive mood-music LP’s.

He has written the soundtrack score for such films as “Captain Horatio Hornblower” and “The Sheriff of Fractured Jaw.” Other Philips Records light orchestra pieces, two tone poems and a “Rhapsody for Violin & Orchestra.”

Treasure Names New Execs

NEW YORK—Paul Livert has been elected as executive vp and general manager of Treasure Productions, a low-priced LP firm, according to John A. Severino, prexy.

Livert, who also announced the appointment of Peter Doria as general sales manager for the Mount Vernon, N.Y.-based outlet’s Multi-Records budget lines.

Severino further announced that George Rosso was no longer connected with the firm.

Livert, for many years a personal manager and formerly A&R director for Seeco Records, will co-ordinate the operation of the company’s A&R department and the complete refurbishing of its Multi-Record lines. Livert was recently premium director of low-priced merchandise for MGM Records.

Doria will coordinate sales with distributors handling Treasure product, and also open new outlets.

Many years in the publishing and disk business, Doria was an organizer and treasurer of Banner Records, which produced Jewish and other foreign language records.

New Maharis Single Issued By Epic

NEW YORK—Epic Records has rushed released George Maharis’ second single, a deck that follows his current chart rider, “Teach Me Tonight.”

New single entry is “They Talk About You” and “Love Me As I Love You.”

Singer’s recording dates are produced under the direction of Bob Morgan, pop A&R producer, while Bob Mersey, newly-appointed east coast pop A&R musical director (see separate story), handles the dual assignments of arranger and conductor for the artist.

DALLAS—Claude King, who is currently riding high on the pop and country charts with his Columbia wax of “Wolverton Mountain,” recently knocked on dead at a KLIF hop at the Sheraton Hotel here. Over 2,000 fans cheered the chartcr (in white coat) when he offered his rendition of the biggie. Shown (left to right) are the station’s spinners: Charlie Brown, Pat Tallman and Stan Richards.

“Brothers Grimm” Flick Getting Big Disk Play

NEW YORK—The next big flick score for the disk industry seems to be MGM’s “The Wonderful World of the Brothers Grimm.”

As of last week, two of the flick’s tunes, by Bob Merrill, were cut by Lawrence Welk (Dot), Acker Bilk (Ateo), Don Costa (Columbia) and Cesar Giovanni (Mercury).

“Theme from the Brothers Grimm” has been made by Welk and Don Costa, while “Above the Stars” has read in by Bilk and Costa (also with “Theme”).

The flick, based on the fairy and folk tales by Jacob and Wilhelm Grimm, is the first Cinerama picture with a plot. It’s set for a bow across-the-country sometime in August. Its stars include Laurence Harvey, Claire Bloom, Karl Boehm, Walter Slezak, Oscar Homolka, Barbara Eden, Yvette Mimieux, Russ Tamblyn, Jim Backus, Beulah Bondi, Terry Thomas and Buddy Hackett.

MGM Records is planning a soundtrack LP of the score, though it was noted that there might not be sufficient music for a full track album. In any event, pic’s music will have some sort of LP outing on the label, probably from one of the label’s leading artists. Le Van, Inc. (ASCAP) publishes the music.

Foreign Circulation of Cash Box is almost twice that of ALL other trade publications combined.

Mountain Climbin’ In Texas

A beautiful day in Texas. The World’s First STEREO-SCORED Orchestra

A GEM

Bobby Lord

THE PRECIOUS JEWEL

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JIMMY JORDAN "TEENAGE TEARS"

JOY 264

New Phoenix Records

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Country Hit Turns Into Pop Smash!

"Charlie's Shoes"

"TEARS"

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Buying pm. Phila-

label with NEW label above Bohanan behalf HOLLYWOOD

Rosco Gordon To ABC-Par

NEW YORK—Rosco Gordon, oldtime R&B performer, has just been pacted to the ABC-Paramount label. Gordon, who lives on the coast, will cut for the label as soon as Sid Feller, A&R director, has assembled material. Some of disk successes include "The Chicken," "Just A Little Bit" and "No More Digglin."

Philly Folk Singer Inked By Prestige/Int'l

NEW YORK—Tossi Aaron, a Philadelphia folk singer, has signed an exclusive disk pact with Prestige/International. She is already represented with an LP on the label, "Tossi Sings Polka Songs & Ballads," which the label says is selling well in many areas who she has made various concert and club dates along the east coast.

Hot! Hot! Hot! "I Don't Love You No More" by Jimmy Norman L.S. #113

Look Out!!! "You Know You're Drivin' Me Crazy" by Dorothy Berry L.S. #117

Little Star Records 1600 N. La Brea Hollywood, Calif. 6-6129


Liberty Kicks-Off "Road" Drive

HOLLYWOOD—Liberty Records recently launched an all-out promotion on behalf of their original soundtrack of the "Road To Hong Kong," a United Artists flick starring Bob Hope and Bing Crosby and music penned by Sammy Cahn and Jimmy Van Heusen. The label's team of national sales manager Don Bohanan (left) and national promo director Bob Staff (right) are pictured above during a presentation of the first copy to Bob Hope, which officially started the campaign.

Joy Reactivates Select Subsid

NEW YORK—Joy Records is reactivating its subsidiary, Select Records, according to toppper Eddie Joy. To be handled by Joy distributors, Select is making its bow with Pfc Craig Brown, who recently won the U.S. First Army Talent Competition over 1,000 contestants.

His first release, set for immediate release, contains the tune which he sang when he won the contest. According to Joy, Brown will get a promotional push from the Army as a special service artist.

Meanwhile, the parent label is swingin' with several singles sides, including "Bongo Stomp" by Little Jojo & The Flips, number 45 on this week's Top 100. Label reports action on the Brown label's "Charlie's Shoes." Just issued is the follow-up, "Be Kind" and "Send My Love (Special Delivery)." to Ronnie & The Hi-Lites recent hit, "I Wish That We Were Married."

AF In Brazil To Release Reprise

NEW YORK—Sidney Frey, president of Audio Fidelity Records, has announced an agreement with Reprise Records to manufacture and distribute the Reprise line in Brazil.

Audio Fidelity do Brasil Ltda, label's outlet in that country, was established in Sept. 1956 and Frey has been cutting Brazilian music on location since March 1961 for simultaneou release in Brazil and the U.S.

The Brazilian firm, based in Sao Paulo with a branch in Rio de Janeiro, is run independently by its Brazilian staff, headed by Sebastiao R. Bastos, and makes its own recording of Brazilian material.

Frey visits the firm twice a year in aid of the development of the company. In turn, Bastos travels to New York regularly to keep abreast of the latest recording techniques and development in the organization and sales of AP product.

New Producing Firm Bows In N.Y.

NEW YORK—Ronnie Eden and Joe Simmons have formed a new disk production company, Serena Productions, this city. Firm will handle management, publishing and master producing. Two vocal groups, The Socialites and The Splendors, have been signed to the firm. Promotion is being handled by Joe Deangelis.
**Off On Trip Abroad**

NEW YORK—The first prize winner of Artia-Parliament Industries' 1961 Summer Sales Contest, Donald E. Dumont, is head of Dumont Record Distributors in Boston, is now taking advantage of his reward—a trip to Europe. Dumont and his wife, after initial stopovers in London, Paris and Geneva, will visit the Carlsbad Film Festival, now underway in Czechoslovakia. There, they will be met by J. Jay Frankel, president of Artia-Parliament. Frankel will then accompany the Dumonts to Moscow, where they will have an opportunity to visit the Russian record industry.

Before his departure, Dumont said he would investigate the sales techniques in the various European countries he will visit, and hopes to implement those techniques when he returns to Boston.

The couple, who'll spend three weeks abroad, will be the guests of Supraphon, the Czech recording firm, and of Mezhkniga in Moscow. Both firms are represented in the U.S. by Artia-Parliament.

**New Joy Single By Ronnie & The Hi-Lites**

NEW YORK—The Joy label has just released the follow-up to the hit deck, "I Wish That We Were Married," by Ronnie & The Hi-Lites. Sides are "Be Kind" and "Send My Love (Special Delivery)." As part of the songsters' heavy summer personal appearances, they played at the Palladium Park over the last weekend (24) and begin a 10-day stand at the Up-town Theatre in Philadelphia this week.

**Martin & Rossi To Tour With Carol Burnett**

NEW YORK—The comedy duo of Marty Allen & Steve Rossi, who cut an LP for Arista-Parasmusic Records, will tour the country with The Carol Burnett Show, opening in Pittsburgh's Civic Auditorium July 2. Other cities include Kansas City, Dallas, Detroit, Indianapolis and Las Vegas, where the show will wind-up with a two week stint at The Sands.

**Ad Correction**

NEW YORK—In a Unity Records ad in last week's Cash Box, label's Hollywood address was incorrectly printed. It should have been 1560 No. LaBrea.

**Roses For "Roses"**

MIAMI—Ruth Hoskinson, a sales girl at Buffalo One Stop, poses with a dozen roses sent by Eric distributor on behalf of Bobby Vinton's high chart-riding "Roses Are Red." This was one of the early promotions that helped start the record in the area.

**New Philly Label Formed By Marshall Verbitt**

PHILADELPHIA — Bonnie Records has been formed in Philadelphia by Marshall Verbitt, whose dad is Nelson Verbitt, head of the Martha distributorships in Philadelphia and Baltimore. Verbitt is presently on his honeymoon and will open his offices, at 250 South Broad St., for auditions, songs, etc. on Monday, July 2. He's also on the lookout for finished masters.

**Mercury Signs Gina Bachauer**

NEW YORK—Further strengthening its classical catalog, Mercury Records has inked Gina Bachauer, Greek pianist, according to Wilma Cozart, classical dept. vep.

The performer, who has appeared in the U.S. over the last 12 years, will cut several "large scale" works during the coming months.

After study with the late Alfred Cortot in Paris and later under Serge Rachmaninoff, she taught a conservatory in her native Athens. She played extensively for the Allied armed forces throughout the middle east during World War 2, giving more than 600 concerts.

**Columbia Speeds Up Bennett's "Carnegie" LP**

NEW YORK—Columbia Records has decided to push-up its "five" LP Tour of Bennett's July 9 appearance at Carnegie Hall. Originally set for release sometime in the fall, new release schedule is for July. Prime reason, according to Ernie Altschuler, who cut the engagement, is due to dealer and deejay demands. Package will be a 2-LP affair. It was also learned that Bennett is set for a two-day stint at Carnegie Hall this Thanksgiving Day holiday.

**Ike Clanton Tours Eastern U.S.**

NEW YORK—An eastern tour of the country has been set for Ike Clanton, singer on the Mercury label.

Beginning this week (25), Clanton will hit Chicago (25), Boston (26), New York (27), Philadelphia (28), Baltimore (29), Washington (30), Virginia (July 1), Pittsburgh (3), Cleveland (3), Detroit (4), and back to Chicago (5).

Trek was arranged by Chie Silvers, label's national promotion director, and Buck Ram, Clanton's manager. A current single, "Sugar Plum," enters the Top 100 this week in the number 100 spot.

**Summer Vacation Skeds For Victor Plants**

NEW YORK — Summer vacation schedules at RCA Victor Records' plants have been announced.

The label's Indianapolis plant will be shutdown from July 2-15, with receiving operations restricted the first normal; the second; the Rockaway, N.J. outlet will have its summer vacation from July 9-15, with receiving operations restricted for that week. There will be no shutdown of the Hollywood plant.

**"Hand" Promo**

MANN—Ruth Brown, whose Phillips wax of "Shake A Hand" broke on the Top 100 this week in the #100 slot, has been shaking a number of hands in Florida during a recent promo tour. In the above photo the songstress (left) is pictured in an animated conversation with Milton "Butterball" Smith, deejay and program director of WMBM.

**Lebow Leaves Apollo**

NEW YORK—With the recent sale of Apollo Records to the Edgewood Corp, Carl Lebow, who acted as general manager and A&R head of the label, advised last week that his association with the firm had ended with the sale. Lebow said he expects to remain in the disk field and is now considering several offers.

**Davis Heads Cosnat Branch In Cleve.**

NEW YORK—Sam Davis has been named to branch manager of the Cleveland office of The Cosnat Corp., according to Jerry Blaine, head of the national distributorship. He had served for several years as sales director of the outlet.

**Yamaha's White Sets Trek To Japan**

NEW YORK—Eddie White, veep of Yamaha Music Co. Ltd., leaves New York for Japan to attend a board of directors meeting at the firm's headquarters in Tokyo and to get a first hand look at Yamaha's various publishing and recording enterprises. He will be gone about three weeks.

**Sandy Nelson**

"Rompin' & Stompin'" and "All Night Long" Imperial #3860

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**Brand New Version**

"IVORY TOWER"

CATHY CARR

Laurie 3133

**Cash Box—June 30, 1962**
MIXING

Do Say the Can’t I discuss not two a gospels,”

Arquilla is — pictured Arquilla.

THE SOUNDMIXERS:

THE ALL BEST ENGINEERS

In b/w Grammy Yeend

1. Wonderful Land—The Shadows.
2. Stranger On The Shore—Mr. Art Bilk.
3. I Can’t Stop Lovin’ You — Ray Charles.
5. Don’t Play That Song—Ben. E. King.
6. Hey Baby—Bruce Channel.
8. When My Little Girl Is Smiling—Craye Douglas.

Israel’s Best Sellers

South Africa’s Best Sellers

CHICAGO—Columbia Records’ Mahalia Jackson, long time “queen of the gospels,” is pictured here poring over the Cash Box lists with her music composer, Fred Arquilla. He is about to present a NARAS “Grammy” award to Mahalia. Arquilla attended the NARAS Awards affair, representing Mahalia Jackson who was bedridden due to illness.

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★ SOUNDMIXERS: Phil A. Yeend and his capable staff

LONDON—As part of her two-week visit here to star in two Warner Brothers TV specials, Dorothy Provine toured key retail outlets in the city. As not above the “Roaring 20’s” star is shown looking at the window of the Keith Prowse store, just off Piccadilly Circus.

Kane AT CB

NEW YORK—British songster Eden Kane was one of the last visitors to make a call at the WB offices to discuss the international wax scene. Currently, the charter is riding the English charts with “I Don’t Know You” on Decca.

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b/w
“MR. BLUES”

LINDSEY BROTHERS — Nasco 6032

NASHBORO RECORD COMPANY

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

12. Love Me Warren And Tender—Paul Anka.
17. I’m On My Way—The Highwaymen.
18. Twist Theme Senora—Gary (U.S.) Bonds.
19. Theme From Dr. Kildare (Three Stars Will Shine Tonight)—Richard Chamberlain.
20. What’d I Say—Bobby Darin.

WB Tags New Dallas Distrib

NEW YORK—Calmar Distributing Co. has been named the new outlet in Dallas for Warner Bros. Records. Calmar is headed by Bill Caldwell and Bob Marquiss, who until recently were distributors in Oklahoma City. They will continue operating out of Oklahoma City and will handle WB in the east Texas area.

Provine Tours Retail Stores

NEW YORK—Meredith Wilson’s score for “The Music Man,” a Broadway smash several years ago, is a new score as far as Frank Music, its publisher, is concerned.

Spurred on by the upcoming Warner Bros. flick version of the show, Frank has put together a mailer including the sheet music of songs from the original score (e.g. “Seventy Six Trombones,” “Til There Was You”) plus “Being In Love,” written by Wilson for the flick.

Mailer, enclosed in an eye-catching folder which uses the WB artwork, has been sent to labels artists, managers, indie production people, arrangers, night clubs and other entertainment outlets.

As it did on the coast, the publicity is holding screenings of the flick in New York with A&R men and individual artists getting invites. Frank is also setting up special screenings of the production, in cooperation with WB’s promotion department, for deejays throughout the country.

New York bow for the flick is July 19 at the Radio City Music Hall.

Smoth Bros. To Eng

CHICAGO—Following a July 5-11 engagement at the Vapors, Hot Springs, Ark., The Smothers Bros. and the Mercury Records comics, will head for England to do a telecast on the Granada Television Network. After the English stint, team heads back to the U.S. for a July 20 appearance at the Hollywood Bowl.

Kane AT CB

NEW YORK—British songster Eden Kane was one of the last visitors to make a call at the WB offices to discuss the international wax scene. Currently, the charter is riding the English charts with “I Don’t Know You” on Decca.

Israel’s Best Sellers

South Africa’s Best Sellers

1. Lessons In Love (Cliff Richard) (Columbia)
2. Good Luck Charm (Elvis Presley) (RCA)
3. Ballad Of The Southern Sugarbush (Jerome Taylor) (Gallo)
4. Like I Do (Nancy Sinatra) (Reprise)
5. Love Me Warren And Tender (Paul Anka) (RCA)
6. Wonderful Land (The Shadows) (Columbia)
7. Johnny And The Mermaid (Johnny Kongas & The G-Men) (RCA)
8. Language Of Love (John D. Loudermilk) (RCA)
9. When You Ask About Love (Jackie Frisco) (RAVE)
10. Lucky Star (Gene Vincent) (Capitol)

1. Wonderful Land—The Shadows.
2. Stranger On The Shore—Mr. Art Bilk.
3. I Can’t Stop Lovin’ You — Ray Charles.
5. Don’t Play That Song—Ben. E. King.
6. Hey Baby—Bruce Channel.
8. When My Little Girl Is Smiling—Craye Douglas.

12. Love Me Warren And Tender—Paul Anka.
17. I’m On My Way—The Highwaymen.
18. Twist Theme Senora—Gary (U.S.) Bonds.
19. Theme From Dr. Kildare (Three Stars Will Shine Tonight)—Richard Chamberlain.
20. What’d I Say—Bobby Darin.

Cash Box—June 30, 1962
The German royalty collection agency in Germany called GEMA is one of the finest in the world. They pay the highest percent of royalties to its members of any collection agency in the world, and it collects not only for performances, but also for mechanical fees, thus protecting the German author from any discrimination between actual sales figures and monies collected from record companies who do not give the proper accounting. Furthermore, GEMA fights for its members to collect monies from tape recordings, etc., in a way that few agencies fight, but it has one weakness that was brought out recently by Scandinavian publisher Felix Stahl, who recently visited the Cash Box office. The agency sometimes grows too big to take care of individual wishes and interests of its clients. In this case, Felix of Stockholm Musicexport in Sweden came to Germany and produced a top production of the song "Concerto D'Amore" written by Gerd Burchardt which was a hit in Stockholm and let the American publisher collect 100% of performance fees because it is basically against its rules. Therefore, both Felix and composer Wildman still have the song and have lost the chance for a $1,600 deal (that also lay). P.S. The song is still available for other interested American publishers.

Rolf Budde reports that his publishing house is swimming with the top American--Italian hit "Al Di La" with versions by Ray Anthony, Al Hirt and Emilio Pericoli now out in Germany. A new waxing is also on the market of the former member of The Platters, Jack Hammer Paul Kahan in German, and Nat Cole has a new single of the publishing firm's tune "Brazillian Love Song" in Germany.

The song is also awning with the first German waxing by Brian Hyland of "Ginny Come Lately" and a new EP of the musical "Irma La Douce" in Germany by Helen Ferri, Harald Jahnke and Paul Essel. The firm is still selling the German version of "Viva Las Vegas" like hot cakes.

Ends of lands of Paul Arends Music reports top action on the new "Hilo Kiss" and "Honolulu Rat" by The Waikikis, who hit the top five with their last hit "Hawaii Tattoo" on Telefunken. Michael has also picked up the German version of The Platters, Jack Hammer Paul Kahan in German, and Nat Cole has a new single of the publishing firm's tune "Brazillian Love Song" in Germany.

Philip Manufacturing is a good name in the South for "To Mi Nicht Weh" (Don't Break The Heart) and two new records which are going to be a hit in the German market. The new Connie recording is called "Lady Sunshine And Mister Moon," which took top honors. A "Hit Shake" show after only one play! The other new push item is the international favorite Helmut Zacharias with "Crazy Carnival" and "Mack The Knife Match."

Sonet Records reports action on the Fabian waxing of "The Love That I'm Giving.""}

"Heisser Sand (Hot Sand)"—Mina—Gerd
"Silvermoon—Peter Kraus—Polydor—Gerd
"Rose Dans Santa Monica (Rose From Santa Monica)—Carmela Corriu—Franzis Day & Hunter
"No Bier, No Wein, No Schnaps (No Beer, No Wine, No Schnaps)—Gus Schlingensiepen—Diana Amato the song has new contact with Tedlock along with her A&R man Rudi Von Der Dovehnem.

Heino "Calcutta" Gase writes to say that after his "Berlin Teddy" Boogie Vaughn has recorded his "Continental Melody" for Dot. Werner Muller also has a waxing of the song out here and state-side. The song is doing his first TV show here and will sing his "Kissin' Twist," which is published by Hans R. Bierlein's Montana Music, Jack's composition "Boogie Woogie Twister" will be recorded here in Germany.

That's it this week in Germany.
HAVE YOU PLANNED YOUR ADVERTISING PROGRAM FOR THE 1962

Cash Box

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20th ANNIVERSARY EDITION

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Cash Box — June 30, 1962 — International Section

Mr. Askern Bilk can no longer regard himself as a "Stranger On The U.S. Shore." Except for one week when he reached the coveted No. 1 slot he has held fast at No. 2 for four consecutive weeks. Bilk's achievement happily coincides with the third anniversary this month of the highly successful Lansdowne Jazz Series. Inaugurated in June 1959 by Denis Preston of Record Supervision and marketed by EMI on the Columbia label, Lansdowne Jazz is the only series to have recorded American jazz specifically for the British market since the mid-30's. Of the last three years transatlantic records produced for the series total 55; home 60 albums by leading talent and such artists as Askern Bilk, Ken Colyer, Monty Sunshine, Humphrey Lyttelton, Alex Welsh, and Terry Lightfoot, from England and Harry Carney, Paul Gaynes, Harold Ashby, Vic Dickenson, Buddy Tate and Buck Clayton from America.

Since the series was launched the British jazz charts have never featured less than one Lansdowne record and frequently more. Bilk has figured consistently in the charts as well as having considerable success in the pop field with "Summer Set," "Buona Sera" and "That's My Home."

Helga Shapiro opens her New Zealand tour on September 28. After TV and concert appearances in Australia, she returns to London via Honolulu, California and New York.

J. J. Finsterwald, managing director of S. A. Voge of Switzerland, called at the Cash Box office during his three-day stay in London. While here he had discussions with Louis Benjamin of Pye Records for whom Voge has the Swiss distribution rights.

Pye's American representative, Irving Chezar, returned to the States last week after a four-week business-cum-pleasure trip through Europe. With him goes singer-comedian Roy Castle to make another appearance on the Garry Moore TV show.

"The Jazz Scene," a new monthly magazine, has just been launched and is available through record dealers. Evolved by Denis Preston, Kapp Regularся include Stanely Dance, Hugues Panassie and Max Jones.

Eldred with the stateside success of Kenny Ball and his Jazzmen with "Midnight In Moscow," Kapp Records is releasing a follow-up single, "The Green Leaves of Summer"—a current British charter—and an LP, "It's Trad." More exports from Britain to the States in the form of four LP's from the Pye Box Nonmusic series of spoken word recordings released by Riverside, titles are "Talking Of Wine;" "Love's Progress;" "Poetry Of Love;" and a two-album package "Singing Personally" by Bertrand Russell.

The first three releases on the new Stateside label issued by EMI are all currently hitting in America. They are "Paisanadas Park" by Freddy Cannon; "Any Day Now" by Chuck Jackson and "Twistin' Matilda" by Jimmy Soul.

Following the news of Lisa Kirk's extended visit at Bernard Delfont's Talk of the Town MGM rush released a new LP, "Lisa Kirk Sings At The Plaza."

From the film "Taara Tahiti" due to open on July 11 the title song has been recorded by Phillips. The disk is selling fast. Folk music will be featured in the CBS July releases with LP's by Carolyn Hester, The Clancy Brothers, Bob Dylan and Maureen O'Hara. As with CBS which are available through Phillips deports only the same direct distribution system will apply to the Riverside releases for the next three months. Over 190 LP's of new and re-released material from the Riverside group are expected in the next twelve months.

A number which is getting a lot of airplay and which could make the charts is "England Country Gardeners On Columbia, Acker Bilk, Chet Baker, Harry Rojaner, By Tin Pan Alley Music. The single is a track from the LP "At Home With Jimmy Rodger.""

Hugh O'Brien of Wyatt Earp fame in London filming "Champagne Flight for a Night" for Fox.

Independent producer Jack Good busy recording titles with Karl Denver, The Ventures Girls and Glyn Johnha prior to his departure for the U.S., where he plans to spend six months studying the American record scene.

Independent producers just back from the States Michael Barelay and Phil Waddlove of Audio Enterprise delighted with the American acceptance of their products of recent release, "Bob Creditors," "Equal, Richard, "when He's Not Singing"

Cash Box — June 30, 1962 — International Section
BENELUX

HOLLAND
Among Artone's recent single-releases are the following Ten 100 items: "It Keeps Right On A-Hurtin" by Johnny Tillotson (Cadence), "Moon River" by Julie London (Columbia), "The Hi-Lites" (Joy), as well as "Charlie's Shoes" by Guy Mitchell (Joy), Artope's technical staff did a quick job in bringing the print in full swing again within a week. And this book removed was Lamour's "The". The new address is: Aren Janszoon Ernststraat 301, Amsterdam-South II, phone: 421722.

In consequence of the new settlement, Riverside Records (to be distributed by Fontana Records in agreement with "Interdisc") now will be transacted by LC. "Phonogram" in Holland, LP prices have been reduced. First releases, on the Phonogram of this outstanding US Jazz-band included recent 12" bags "Hugs Meets Wes" (Milt Jackson and Wes Montgomery) and "The Buddy Tippins Trio in person," live recorded at The Village Vanguard, October 1961. The LP will be released with "Picture Of You" and two EPs: Johnny Griffin's Big Soul Band (Norman Simmons says "Drum Solo") and a French LP with "Work Song" and "Blue Grass Groove" have opened the series of 45- rpm recordings.

Latest sensation in Holland is Spanish (Basque) Trio Los Bimbos. They are backed by a 30-strong band which plays the best popular music instead of their appearances in Paris, March 1961, turned out that the band are hardworking boys. They performed at the Cote d'Azur and in Brussels. This young band will be fertilized by The Manne's leisurely resorts Zandvoort and Scheveningen. The three handsomely young bimbos, an expert and technical proficient guitar virtuoso. An EP has been released on Philips with four of their passionate original tunes.

British Jazz tenorist, Bobby Plater's series, produced by Paul Oliver, has been extended with an EP of the New Young Eddie Condon Band from 1933, with proud notes by G.E. Lambert. The Condon crew then featured such musicians as Buddy Tate, Teddy Pasternack, and lastly Paul Condon. For the other productions, also these old masters offer a most astonishing quality of music and reproduction; the very result of Phillips' "Revelation" sound, which simply means the best jazz is reproduced. The Condon LP's were recorded. After a painstaking research for private collections of historic jazz bands, The Phillips records produced the perfect authentic documentation in the revelation of unexpected and previously inaudible sound-quality from early shellac-pressings. The "new" Condon session of 1933 proves to be a revelation.

Popular German singer Willy Hagara recorded a splendid version of "Cattura" for Philips. The Dutch duo's white have recorded this title already in the Dutch language on Philips label.

BELGIUM
International song contest-winner Robert Gogol, whose first record "Si Un Amour Donne" (RCA Victor) and "Si Je Tai Fait D'Ailleurs" have been issued, is meeting with big demands, is preparing his second platter to be released soon. His voice is considered one of the most beautiful in Europe. A record was heard over different radio stations here in Belgium and in France, including Radio Luxembourg and Europe 1, several professional singers of renowned status (Ennio Cirio, Lovisa Kjaer, etc.) with whom Robert Gogol recorded songs to record them themselves. By the way, adaptations in the German language are already on their way.

Top-songs are still noted on Johnny Hallyday's "Retrois Lut Noir (Remember That Night?)" and his American recording of "Shake The Hand Of A Fool" is still in the Top Ten. Dick Rivers' new single: "Kerouac" is listed as number one. "Tanze Mit Mir In Den Morgen (Dance With Me In The Morning)" has another hit for the young Dutch singer Jan Thoennes. "Schon Mir Noch Einmal In Die Augen (Look In My Eyes Again)" by Nana Mouskouri, famous Greek singer, is high on the charts again in Germany with "My Wild One" (Tino Rossi) "Blow Again)" and sales of same look most promising over here. "It's A Man's World" by well-known Too's "seltzer's serenade and is Siemens' biggest effort of the year. (Coral) Daniel Gerardi, an upcoming French singer, first has made a "Petit Gonzales" on Polydor, and his second Another hit is on "Beau Tango Du Monde" by a very much popular with a hit of "Songs Of Their 20's," and two singles from which "Valencia," "Le Plus Beau Tango Du Monde" is becoming a best seller. Further, his "Mexican" removes a sure hit on French Polydor.

England's Best Sellers

England's Top Ten LPs

1. Good Luck Charm — Elvis Presley (RCA) (Belinda)
2. Blue Hawaii — Elvis Presley (RCA)
3. The Young Ones — Cliff Richard (Columbia)
4. Black & White Minstrel Show — George Mitchell (HMV)
5. In Conversation — Sound Track (Columbia)
6. Sinatra & Strings — Frank Sinatra (Caprice)
7. South Pacific — Sound Track (Decca)
8. The Roaring Twenties — Dorothy Lamour (Decca)
9. The Shadows — The Shadows (Columbia)
10. With Me — Helen Shapiro (Columbia)

England's Top Ten EPIs

1. Hits From The Young Ones — Cliff Richard (Columbia)
2. The Shadows To The Fore — The Shadows (Columbia)
3. Spotlight On The Shadows — The Shadows (Columbia)
4. Follow That Dream — Elvis Presley (RCA)
5. Chill, Hit Parade — Helen Shapiro (Columbia)
6. Pretty — Big Bill Fury (Decca)
7. Little Pieces Of Hancox — Tony Hancox (Pye)
8. Four Bits & A Mister — Acker Bilk (Columbia)
9. Hit's Hit Parade — Cliff Richard (Columbia)
10. Twist — Chubby Checker (Columbia)

Holland's Best Sellers

WALLOON
1. "Tango Latino" (Caterina Valente) (Bouvil/Pathé) (Ed. Modern/Mousson)
2. "Yo Yo Dee And Starlifter, Juliett, Petula Clark/Voqve) (Southern Music/Brussels)
3. "I See You" (Johnny Hallyday/Philips) (Peter Plum Publications/Brussels)
4. "Beburziana" (Nino De Murcielagos) (Peter Plum Publications/Brussels)
5. "Deon De Twist (Richard Anthony, Comedy, Caterina Valente/Deca) (Ed. Modern/Mousson)
6. "Babe With Me" (Paul Anka/RCA) (Spanka Musik/Brussels)
7. "Le Lion Est Mort Ce Soir (Henri Salvador/Philips) (Essex Music/Weert)
8. "On The Beach" (Erik Gents/Decan) (Fencon/Bruussels)
9. "Sour Sour (Erat Sourie/Filieres) (Editions Primavertes/Philippines)
10. "El Maintainer (Gibert Decale/Mousson) (Ed. Main, Chamberlin/Muuren)

BENELUX (Continued)

Best-sold singles of S. A. Fischer, Brussels, during the month of May were:
1. "Tango Latino" (Caterina Valente) 2. "Catturaz (Bobbejaan Schoepen)
3. "D'Amore L'Ameuse (Eric Gents) 4. "Dream Baby" (Blue Diamonds) Best sold EP was "Notte Unita" by Charles Aznavour, best sold LP "Cocktail-Party" by different artists. Dick Rivers' new single "Dream Baby" is recorded with his group for the beat people of the Belgium press and radio. They made a roundtrip in the country and in London. Dick Rivers was touring Switzerland and France, The French language: "Dennan C'est Mon Anniversaire". Petula Clark made a French version of "Hey, Hey, Will Turn, one of Belgium's most popular teen artist, also wrote some songs for Willy Ahmou, "Concert D'Amour" and for Tddy Merzins "A Lonesome Heart." Both are recorded for Paleete, Dick Rivers' new single is "L'Otaur". Two of the future best sellers are "Sonne Titanium" and "Faster Than A Speeding Bullet." Dick Rivers is due to record with his group of the same name for Philips. Dick Rivers' new single is "L'Otaur." Two of the future best sellers are "Sonne Titanium" and "Faster Than A Speeding Bullet." Dick Rivers is due to record with his group of the same name for Philips.

Cash Box—June 30, 1962—International Section 69
First Caterina Valente's performances in Mexico at Terraza Casini, were a tremendous success. Piffaro enjoyed her show from her first song. Songs that people liked most were "Till," "Dimelo En Septiembre," "Corcovado" and "Blue Moon. Orchestra was under direction of Cacho Valletta. It is almost certain that Caterina Valente will record at Peerless studios in Spanish.

J. M. Villareal, Columbia's general manager, back in Mexico after a short trip to Tokyo, Villareal was impressed by the Japanese industry and arranged the future performances of many Mexican artists in that country. He also bought some Japanese equipment and told Cash Box about the success of the Trio Los Panchos there.

Andrè Toffel announced to Cash Box that from now on he will be manager of Bel Art Records, a new label that has released five LP's. Andre is still managing the CAMPEE Editorial, a publication.

Pat Boone to arrive in the Mexican capital July 2 to debut July 6 at the Stadium. He will also record an LP in Spanish for the Dot Label at RCA's Mexican studios.

Enrique Guzmán, the young Mexican idol, just made his first big appearance in the movies, with a picture named "Locura De Jueves," in which he sings his big hits ("Popotitos," "Te Necesito," "Clamor De Barrio" and "Te Amaron") for the first time. Enique's appearance of his new LP with 10 unknown songs in Mexico, accompanied by Chuck Anderson's orchestra and arrangements.

Fabrizio, another singer of the Mexican "New Wave," also will do his first picture. RCA just released his new single, "Siempre Joven (Always Young)" and "Todo Es Para Ti (Everything Is For You)." His sister, Corina, recorded at the same label her second single with the songs "Come Back Lover" and "I Only Have Eyes For You."

Willy Samperio led Co-Ro Records and returned to Orfcon's staff as an A & M man to help Paco de la Barrera in this department. Willy has started to record for the Dimsa subsidiary.

In an interview Cash Box had with Mario Freedberg, Disco Importadora's general manager, he informed us that he had just signed a contract with HiFi Records. For this deal, John Powell, manager of Hi Fi came to Mexico City, and signed the contract. For this moment, Mario released two new LP's: "Edmundo Mendez And His Piano" and "El Conjunto Villa Del Mar," in a few days more, there will be two new LP's, one with Mariachi and another with a northern combo named Música Norteña. Mario signed also a contract with Miltinho Serralde and his popular orchestra, and he has for the future, some new record representation contracts to sign.

Dyyn, another fellow of the Mexican "New Wave," recorded at Marset Records a swinging version, arranged by Cuco Valtierra, of the American oldies "Cry" and "Once In A While." Dyyn has three TV shows weekly at the moment.

Kony is the name of a new singer who has recorded for Orfcon Records. The songs were "Las Pantoluences" and "Paco," dedicated to the A & M man of this company, Paco de la Barrera.

Los Polivoces, the best comic sellers we have at the moment, made a new recording at Orfcon Records. The numbers are "Show De Los Polivoces" and "Poe Ud Amor."

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**Mexico's Best Sellers**

1. El Gran Tomás (Nieves)—Mayte (RCA).
2. Florida Twist—Bliss Hailie (Orfeon), Enrique Guzmán (Chubanha) (PHAM).
3. Edi Edi—Angelica Maria (Musart), (EMMI).
5. Vagar Entre Sombras—Alvaro Zermeño (Orfeon).
7. Sorda—Rafael de la Riva (Orfeon).

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**Pandemonium In Studio "B"**

SYDNEY—It was John Lawa' first day back after a 10-week absence from the Sydney Symphony Orchestra. Everything was going smoothly until 5:15 p.m. when a signal was given outside in the corridor, and just about every luminary in the Australian record industry trooped into the studio. Shown above wearing party hats and throwing streamers were some of the stars who helped welcome the spinner back to work. Surrounding Lawa were Johnny O'Keefe, the Joy Boys, Brian Henderson, Joy Justin, Bob Gee, Fatsy Ann Noble, Judy Cannon, the Delttones, Noleen Batley, Laurel Lee, Dig Richards, the Allen Brothers, Bryan Davis and Kevin Todd.

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**Brazil**

Enrique Lebedeiger, head of Fermo do Brazil Publishers, has started a trip to Europe and the United States that will stay several days in New York and then will go to Los Angeles. Corte Real—one of the biggest South American music talents—is currently cooperating with Fermo do Brazil in the organization of good periodic releases of the labels it represents.

José Setaños of RGE Records has a new LP of the "Samba 707" series, directed by well known Brazilian director Simonetti and orchestra. Simonetti's group worked very well in the US and European markets. Setaños plans to visit these countries soon, to arrange the representation of his label, which has a very interesting international catalog.

More about RGE: The label plans to build a new recording studio in its building, within Radio Bandeirantes—which occupies two stories—leaves to its new location in Morumbi, Sao Paulo.

Antonio Prieto spent several days in the Rio de Janeiro RCA studios, recording the backings for a new LP that will appear soon in Argentina. The couple had the opportunity of hearing the songs are sure that they'll be a new success. Joaquín Prieto, Antonio's brother, has written the tunes and produced the record.

Romiglio Giocompo, of Smart Editorial Music and Notas Musicales (the two publishers in charge of Ricordo's pop music) is working on "Good Luck Charlie," a programed by "What In The World," with Poly (Chantecleer). Let's talk With Chubb, the next show, "Cuarso Cuando Cuande," and "The Guns of Navarre." Smart has also the right to "La Charanga," which has several recordings: Poly (Chantecleer), Let's Talk, and Chubby Checker. Another interesting collection is the Smart item is "Hello Mary Lou," cut by Francisco Jose in Portuguese, for RCA.

Tair Amorim, of the Brazilian Composers Association UBC, informs that over "Oba," the 1962 Rio Carnival Festival and Mario Cavalcanti, members of this organization, have travelled to Rome to the Publishers Conference. Amorim reported also that Jack Mills, the American publisher, took a lot of Brazilian music to the UK when he visited this country some weeks ago.

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**Brazil's Best Sellers**

SAO PAULO

1. *Amor—Silvana & Rinaldo Calheiros—Copaçaba (Vitale)*
2. *Lembranças—Miltinho—RGE (RGE)*
3. *Protesto — Nelson Gonçalves—Euterpe (Euterpe)*
4. *Let's Twist Again — Chubby Checker—Parkway-Fornata* (RGE)
5. *Cecilina—Bemvindo Grande—RGE (RGE)*
6. *Grietas—Conquista—Copaçaba (Vitale)*
7. *Teo Tito No Fuba—Ray Coniff—Copaçaba (Vitale)*
8. *Em Serenata—Carlos Nobre—RGE (RGE)*
9. *Brazilian Music*

RIO DE JANEIRO

1. *Let's Twist Again — Chubby Checker—Parkway-Fornata* (RGE)
2. *Mexican Music* (RGE)
3. *Brazilian Music* (RGE)
4. *Brazilian Music* (RGE)
5. *Brazilian Music* (RGE)
6. *Brazilian Music* (RGE)
7. *Brazilian Music* (RGE)
8. *Brazilian Music* (RGE)
9. *Brazilian Music* (RGE)
10. *Brazilian Music* (RGE)

---

**Sao Paulo’s Top Ten LPs**

1. "Nós E A Seresta—Nelson Gonçalves—RGE (RGE)
2. "Let's Twist Again—Chubby Checker—Parkway-Fornata* (RGE)
3. "Milhão—Nelson Gonçalves—Copaçaba (Vitale)*
4. "Em Serenata—Marisa de Oliveira—RGE* (RGE)
5. "Samba de Amor—Sara Montiel—Hispanic-Fornata* (RGE)
6. "Samba de Amor—Sara Montiel—Hispanic-Fornata* (RGE)
7. "Samba de Amor—Sara Montiel—Hispanic-Fornata* (RGE)
8. "Samba de Amor—Sara Montiel—Hispanic-Fornata* (RGE)
9. "Samba de Amor—Sara Montiel—Hispanic-Fornata* (RGE)
10. "Samba de Amor—Sara Montiel—Hispanic-Fornata* (RGE)
Big triumph for Frank Sinatra on the occasion of his two personal appearances in Paris. The Lido welcomed the singer with all flags flying, admission was free and the audience, numbering over 9,000, gave Frank the standing ovation he so richly deserved. Frank's charity stift stands as one of the biggest and very Parisian: he has become one-nighter at the Olympia where the public general greeted him with equal enthusiasm. After Paris, Sinatra's tour took him to Monte Carlo and an appearance at the Sporting Club there under the patronage of Prince Rainer and Princess Grace.

Jack Mills may soon visit Paris, where he will discuss with Gerard Tournier the hanging of his edition here. Pathe's rock 'n roll recording star, Richard Anthony, is in Paris this week, to play the Grand Hotel de Paris. June 12.

Morun, who holds a post for EMI, reports that trumpeter Georges Jouvin's album, "Le Trompette," is receiving a great deal of attention. EMI's Public Relations expert Marie Wencel, and it is through her that Cash Box learned that Frank, Lino's long-time collaborator, has just received a Grammy Award. C. T. Thomas, the music critics, the very successful cocktail at his home for Errol, where all the biggies of the Phillips organization were on hand, as well as the "who's who" of radio, records, press, etc. Errol has been away from the studio for several years, and the demand is so great for his pressings that Versailles can hardly keep up with the requests. More than 100,000 copies of his new album have already been sold, and the launching of Billy Bridge in France. The 16-year-old singer, signed on the Odeon label, made his debut with "Twist Up" a few weeks ago. His second single, "Shake," was released after its original release. "Pedro" is being re-issued by Odeon. It was one of the biggest hit songs of its creator, Max, who has had other hits in recent columns. The first, from Rudi Revil, asks to mention that "Le lion est mort ce soir" is sub-published and has been re-recorded by Ennio Morricone. Important is that the success of the tune is quickly in honor of Henri Salvador's disk and to its tone. The second is that Tullio and not Dumay is the one who will replace Roger Mariani in handling the Capitol catalogue.

France's Best Sellers

2. Un Clair De Lune A Mauveuse—C. Blondy—Pierre Perrin. Recorded by Caravelli and (his Magic Strings) is readily becoming a top star in France. Dufa is his Public Relations expert, Marie Wencel, is it through her that Cash Box learned that Frank, Lino's long-time collaborator, has just received a Grammy Award. C. T. Thomas, the music critics, the very successful cocktail at his home for Errol, where all the biggies of the Phillips organization were on hand, as well as the "who's who" of radio, records, press, etc. Errol has been away from the studio for several years, and the demand is so great for his pressings that Versailles can hardly keep up with the requests. More than 100,000 copies of his new album have already been sold, and the launching of Billy Bridge in France. The 16-year-old singer, signed on the Odeon label, made his debut with "Twist Up" a few weeks ago. His second single, "Shake," was released after its original release. "Pedro" is being re-issued by Odeon. It was one of the biggest hit songs of its creator, Max, who has had other hits in recent columns. The first, from Rudi Revil, asks to mention that "Le lion est mort ce soir" is sub-published and has been re-recorded by Ennio Morricone. Important is that the success of the tune is quickly in honor of Henri Salvador's disk and to its tone. The second is that Tullio and not Dumay is the one who will replace Roger Mariani in handling the Capitol catalogue.

Chile's Best Sellers

1. Rock Del Mundial Los Ramblers (CRC-Demon)
2. Good Luck Charm Elvis Presley (RCA)
3. Linda Muchachita Connie Francis (MGM)
4. El Rey Del Mundial Los Ramblers (CRC-Demon)
5. Josenda Danny Chilean (RCA)
6. Caterina Perry Como (RCA)
7. Don't Ask Me About Barbara Bobby Vee (Vivat-Liberty)
8. Rio Robolde Lovato (Odeon)
9. I'd Like To Know (RCA)
10. Lover Come Back To Me Luz Elliana (CRC-Demon)
11. Local Product

Phillips Records just had a cocktail party for the press and disk jockeys celebrating the appearance of the first Polydor, Deutsche Grammophon and Arista albums in Chile. Invitations were extended by Maximo Alvear, the managing director, and speeches by Maximo Wyngaard, head of Phillips, and Hugo Heide, DG's representative in South America. Heide announced that there is a plan for local recordings to start coming onto the chain to the rest of the world.

Laila Buenos Aires announced their new European trip, which will last a couple of months. They will have to return to Argentina in October because of several contracts they still have to fulfill. RCA—"El Guante," by Pilar Charm" by Elvis Presley, "Natural Boy" by Esquivel, "Mood Indigo" and "Saint Anthony Rose" by Floyd Cramer, and a LP by Francisco "Charro" Avitia, Mexican singer of good success in Argentina.

Rodrigue Luque of Disc Jockey reports about the promotion of "La Guerra," which is being done as a duet composed of one Mexican, one Argentinian and one Chilean singer. Luque is also working on "Loco por ti Y Sorumbas," cut by Rosalma Arahv, which is believed to be a good hit-to-be.

Eddie Clark, member of the Serenata Records roster, has cut "La Charanga" and "Suelt O Tren (Twisting Train," and "Peppermint Twist," for the leader of the well known orchestra director, Barry, and is a good showman.

Juan Carlos Menna, Odeon's promotion man, married Susana Esther Garcia June 22.

The visit of Emilio Vitale, head of Vitale Publishers of Brazil, has been delayed because he plans to witness his visit to Buenos Aires with the opening of the Shat-Shacem-Sademah (Brazilian Composers Associations) office opening in Porto Alegre, in the South of Brazil, and the return of Ricardo Korn, head of Julio Korn Publishers, who is currently in Europe, at the Rome Conference.

The Latin American Federation of Records Producers plans to meet in the city of Lima, Peru, October 8, 1962, to discuss the common points of the records business. The list of Latin American countries will be present. The first convention was held last year in Rio de Janeiro, Brazil, with big success.

"Cruising With Los Juntos," from the TV series "La Familia Falcon," has been sold in Spain. The company is also working on "Don't Be Cruel" by Danny Mac, which will be premiered soon, "Identificativa" is sung by Roberto Yanes.

Producciones Ferrol is preparing the release of the second volume of the International Panorama, which will feature more selling artists from the famous Ferrol label. Ferrol is also working on a new, "The Genius Of Ray Charles," and "Spanish Harlem," for Ben E. King. Besides, the label has signed up a new group, called "Los Toto," and is working on "Alfizur," which reports the big success of "West Side Story," the Ferrante & Teicher LP with music from the flick. On the United Artists side, Surco is putting "La Firma," by Carlos Pachangal, to Fito Rodriguez, and "Chesky Latina" four by Al Calo and orchestra.

Audio feability (represented by Microfon) is in the streets with a new "Doctored For Super Stereo" LPs: "Bali-Wimn-Ar Organe" and "Big Bussin-Luver." The "Fericse Latina" by Rene Hernandez and orchestra. There is also a new album with Mexican Mariachi music: "Fiesta En Mexico."

Prominent Sydney disk jockey Bob Rogers flew to Melbourne recently to appear on the controversial television program "Dust At Night," which is hosted by American entertainer Jonathan Daly on HSV-Channel 7. On the occasion of his debut on television—Rogers was quizzed by Daly and his panel on programming policies and his general feelings about the local radio and record industry. After the program, Bob and his charming wife Jerry hosted a party to celebrate their thirteenth wedding anniversary. The function was attended by some of their Melbourne friends and trade colleagues.

Reprise Records released a single of Frank Sinatra with "Stardust" and "Come Rain Come Shine." Both sides are pulled from the album "Sinatra And Strings."

For classical music lovers, Australian Records Company issued the new stereo version of "Swan Lake" by Eugene Ormandy and The Philadelphia Symphony Orchestra. A mono album of this performance has been a top-selling package in Australia for several years.

"Revue '62," a national television program which has used quite a deal of imported talent, is to go into recess at the end of July. It appears that the main reason for the lay-off of this popular series is the high cost of production. Replacing "Revue '62" will be another national live show which will probably use all Australian talent. The new show—yet untitled—to be produced by American producer Gil Rodin, a name that will be immediately recognized by many readers due to his long and successful association with the Bob Crosby Band when he was first starting out, Gil will find many friends in Australia and great interest is sure to be taken in the musical content of the new hour-long live show—"The Australian Scene." Jack Argent, boss of the Leeds music group in Australia, recently visited Cash Box office during a visit to Melbourne to confer with disk jockeys, radio and television stations and distributors.

Recent singles from ABC include "Lemon Tree" by Peter, Paul and Mary; "Highway 61 Revisited" by Bob Dylan; and "The Man Who Shot Liberty Valance" by Gene Pitney—which is the subject of a tremendous amount of DJ action right across the nation. Judging from this action, "Liberty" could soon hit our best-selling chart with a decent slot of walkup.

For the first time in all the years that this column has been running, our best-selling list shows locally recorded singles in the first three positions—a further proof of the great popularity now being enjoyed by original talent. To cut boost of sales of local products must of necessity have an overall effect of lowering the average sales of many overseas hits. Unfortunately it is too late to forecast the effect and cannot be taken for granted now that a record will do well here simply because it is a big hit overseas as such records are now handmade by pretty stiff all-round competition from Australian-produced disks.

Local singing group The Deltones are out with a top-notch version of "Get A Little Dirt On Your Hands" on the Leedon label. This title is the big hit on the country music chart in Cash Box for Bill Anderson on the American Decca label.

One of the most programmed records on Australian radio right now is "I Can't Stop Loving You" by Ray Charles, which is locally released on the Ampar label through the Festival group, "I Can't Stop Loving You" is almost a sure bet to bounce into our best-selling slot. It's been a winner on the west coast and on the East Coast shows where it cut a great deal of sales.

"Col Joye And The Ballad" is the title of a new album release by Col Joye on Festival. This is Col's first new album for 1962 and should develop into a steady sales attraction. It carries twelve tracks ranging from "Fraulein" through "I'm Sorry Mama" to "Way Down East." Long the most popular cut is "Tennessee Waltz" which appears on the Pike label (CJET). This title is currently in the "Top 10." Another recent Pike hit is "Jesus Loves Me" which has been doing a steady business, partly because of the competition from Australian-produced disks.

Brenda Cuts In German

HAMBURG—Decca arranger-orchestra-composer Bert Kaempfert, who is currently riding the charts with "That Happy Feeling," recently linked fel- low Decca arranger-orchestra-composer Joe Sample, who is riding high with some sides in German for Deutsche Grammophon Gesellschaft label. Kaempfert will handle the A&R on all the lark's sessions. Currently, the thrust is pulling coin in the States with "Everybody Loves Me But You."
The label organization, JPPRA (Japan Phonograph Records Association), recently decided to give Y2,200,000 ($556) to the All Japan Phonograph Records Stores Association. JPPRA did the same thing last year.

Teichiku added another 3 labels to its Union roster. New acquisitions are Buena Vista (formerly the Philips subsidiary AB) and two others.

Their releases here will be tagged as Union. Union's initial outing (July 1) doesn't include any of them, but it will be continued in its second release.

Teishu is introducing an "Angie Latin America Series," integrating the hemispheric EMGI group. This series will cover Murast (Mexico), Panama (Cuba), Dilon (Dominican Republic), and others. It is expected to include this catalog; all will be album releases. First out (July 20) will be Carlos Cano's "Juntos," both on stereo and regular. Mexico; Ramon Marquez and his ork (regular), "Juntos," and other releases.

A FUBC (Franklin-Baba, U.S.) has been tagged as the Philippines. Their releases will be tagged as FUBC. Their initial outing (July 1) includes no previously released titles.


You — Are My Everything. This is the title of a 12” LP release from Victor's 22k Singles catalog. Their third single, "You" will be released in August.

All August issues from member disc libraries were okayed for release by JPPRA (Japan Phonograph Record Association). Tunes checked by the association's standard committee were 3,949 in total (951-local originated and 2,548-international originated).

Philharmonia (Japan) Philharmonic Orchestra was recently cut on Columbia for a 10” LP. The ork, under Akio Watanabe's direction performs Tchaikov's "Symphonie Fantastique" and "Pytah" and "Bilby Blue/French Poodle" (Salmo Salvo) and 2 other singles.

Teichiku discarded 228 discs in its catalog (Teichiku and Decca). They include tunes from previous releases. Victor's investigation is under way.

Six August issues from member disc libraries were rejected by JPPRA (Japan Phonograph Record Association). Tunes checked by the association's standard committee were 3,399 in total (951-local originated and 2,448-international originated).

Japan's Sales (April 1/May 20, 1962) are as follows.

Sweden's Best Sellers

1. Good Luck Charm (Elvis Presley/RCA) Belinda (Scandinavia) (1)
2. Wilma (Owe Thörnyqvist/Philips) Reuter & Reuter
3. Dardanella (The Raiders/Liberty) Gehrman
4. Lasone (Conny Froboese/Columbia) Sweden Music
5. Wonderful Land (The Shadows) Ehrlich & Löfven
6. Young World (Rick Nelson/California) Stockholms Musikproduktion
7. Zwei Kleine Italiener (Conny Froboese/Columbia) Sweden Music
8. Walk On By (Leroy Van Dyke/Mercury) Ivan Mogull Music/Sweden
9. Luftlarsiva (Sven Ingvars/Philips) Sonoras Musikförlag
10. *Local Copy

SWEDEN

A new record company has announced its start. It is Dux Radio, which joins the field with the announcement of Philips-Sonora, and the latter company will handle distribution and publicity for Dux. Dux Radio has been in the radio manufacturing business for 35 years.

The first release will be an LP with Swedish folk songs in jazz rhythms, played by Bengt-Arne Wallin and his orchestra. The record will be released early in July.

All Philips-Sonora reports that it will reorganize its publishing department, Sonora Musikförlag, on August 1, Sture Borgedahl has been appointed manager general and Fred Ahlin is editor-in-chief. At Nordiska Musikförlaget, where he soon became assistant to the president and general manager, Ahlin had worked for 13 years. He got his start there as a top in "Luftrarsiva" (The Tramp Song), an old song which recently was recorded by Sven-Ingars Quintet at Philips and immediately went up among the best sellers.

Helge Roundquist, head of Cupol, told Cash Box that his company notes very good business in Swedish pop music.

The Cousins, recording artists, are a new and special group. The Cousins, a pop recording artists, is representing the American label Big Top in Sweden. It is not yet decided if the records will be released under the Cupol label or if they shall be released under the Big Top banner. Finally, Roundquist said that Cupol expects a lot from a newcomer, Laila Aslund, Norwegian-born, but living in Sweden for Zone Fines. She writes her own songs, and sings them in Norwegian and Swedish, and according to reports from Norway, her debut record looks like a smash.

The film, "Raggärgåget," a teen drama now been produced here, will have at least two well known recording artists in the cast. They are Britt Ekland and John Parish. Ekland, who has the leading female role, is also a Philips recording artist and has got three songs to sing in the film, Miss Damberg has also three songs, Tornche has two. Arkadi, who is the main character, has only one. The film is now under production in the Metrotone Studios, and is expected to be released in January.

Jacques Klapier Jr. of the Kluger Music Publishing Co. in Brussels expected to visit Stockholm around midsummer. The JASRAC and TV in Stockholm has resulted in a new so-called scandal in Sweden. Fontana recording artist Anita Lindblom was contracted for a program in Swedish TV Sat, June 16. However, the producer, Ake Falck, first heard in an interview that he expected that he could not accept her again. The two numbers from her recent records, which, if she had done so, would have been the theme of the Swedish TV program. Anita Lindblom is a member of the record company of Philips-Sonora, declared that when talking to Falck, he had suggested that she could sing one or two numbers from her recent EP, but this was absolute not possible. A report has been written that Miss Lindblom was contracted for the TV show without anything said about her contract. It was hoped to discuss this matter with BTC-TV, the station reportedly refused to pay her the sum she asked for. In her place, the TV viewers saw Monica Zettander, another artist from Philips-Sonora.

One of the new laws may result from the recent press conference in Stockholm, the new law makes it necessary for them to stop, it has been announced. Jack S. Kotschak, head of the station, has been on the headlines recently in combination with a car, given to Radio Nord by an automobile company. The idea was that a man should be walking around Stockholm, and the first one who found him would be entitled him with the words "Are You Mr. Poquet," would win the car. However, the car company never heard anything about any winner, and it started the thing to the OAs of not wished by Falck. Mr. Falck investigated. Kotschak first said that the car had been given to a winner, a girl, who had given him receipt. Later Kotschak gave the news agencies a bulletin in which he declared that the critical investigation was no longer necessary, as the car company had no more work. However, he had asked the girl to sign the receipt without giving her the car, and for her services, the girl had been presented with a vacation trip to the beach, the "winner," that is, for working at the time spoiled my judgment about good manners in this case." The car company was also in some interesting situation in order to prove to the Swedish people what will happen if commercial stations are accepted in Sweden.
DEAD DEAN

California

1. Waitman Mountain (C. King)
   2. Amigo (J. Reeves)
   3. Where My House Lives (W. Nelson)
   4. I've Just Destroyed (W. Fritz)
   5. Don't Know What to Do With My Heart (D. Gibson)
   6. Sorry Willie (E. Miller)
   7. Of All the Things (J. Newman)
   8. Look Out Heart (J. Austin)
   9. I Won't Feel At Home (W. Stewart)
   10. Shame On Me (D. Bare)

DEAN REED

KKOW

California

1. Waitman Mountain (C. King)
   2. Amigo (J. Reeves)
   3. Where My House Lives (W. Nelson)
   4. I've Just Destroyed (W. Fritz)
   5. Don't Know What to Do With My Heart (D. Gibson)
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JUDY LYNN (United Artists 472)

(B+) "FOOTSTEPS OF A FOOL" (2:36) [Glads BMI—Harrison, Carter] The lass comes up with pleasant bluegrass-flavored shuffle-beat ballad which perfectly showcases her authority-filled country delivery. Spinners should come out for this one in droves.

RAY HENDRIX (Cimarron 4055)

(B) "LOOKING AT THE WORLD THROUGH A TEAR" (2:49) [Central Songs BMI—Williams, Bare] Newcomer Ray Hendrix displays a fine wide-range feeling voice on this top-flight pop-styled lament. With the proper exposure this ABC-Paramount-distributed wax could make some noise.

(SMILE OF A CLOWN" (2:22) [Cedarwood BMI—Wilkin, Burch] This fine cut, soul-stirring shuffle gets a clever, moving uptempo happy blues item with some catchy lyrics.

MARTY ROBBINS (Columbia 42194)

MARTY ROBBINS, who is currently clicking with "Love Can't Wait," comes through with another pair of chart-bound performances with this destined-for-success coupling. In "Devil Woman," the singer delivers a pulsating, Spanish-flavored self-penned item with his expected superior vocal talents. The other end, "April Fool's Day," is a first-rate shuffle-balladally peer-jockey in the tradition-oriented style. Either end here can make it big.

"THAT'S MY MA" (3:03) [Channel ASCAP—Woolcy]
"THE LAND OF NO LOVE" (2:25) [Mayfair ASCAP—David, Hampton]

SHEB WOOLEY (MGM 13079)

Sheb Woolsey, who garnered dual market recognition with "That's My Pa" and more recently with "Laughin' The Blues," unleashes his professional vocal talents on the follow-up to the while big hit. Tagged "That's My Ma," the side features chaster in a moving, sentimental recitation about his dear old mom with a fine chorus backing. Watch it soon up the charts. The sweet, easy-goin' blueser, "The Land Of No Love," can also mean money-in-the-bank for Woolsey.

"GETTIN' EVEN" (2:48) [Cedarwood BMI—Hamilton, Walker]
"I VOLUNTEER" (2:41) [Cedarwood BMI—Wilkin, Hendrix]

CARL SMITH (Columbia 42590)

The chaster, who is currently riding the country chart with "Best Dressed Beggar (In Town)," has a potent follow-up stanzas in this new Columbia release. The tune's a galloping beat shuffler tagged 'Gettin' Even," that Carl renders with loads of country authority. The companion piece here, "I Volunteer," is a haunting bluegrass-styled weeper. Eye the wax for rapid sales.

"BACKWARD, TURN BACKWARD" (2:35) [Sheldon BMI—Coleman]
"I FORGOT MORE THAN YOU'LL EVER KNOW (ABOUT HER)" (2:27) [Travis BMI—Null]

SLIM WHITMAN (Empire 5859)

Whitman, who is still catching plenty of coin with his chart-riding "Valley Of Tears," comes up with another sure-fire triumph this time out. It's an infectious, real-pleasing pop-styled shuffle that "Backward, Turn Backward." On the other end I "I Forgot More Than You'll Ever Know (About Her)," the chaster aptly showcases his full-bodied voice on a real pretty lament.

"STAND UP" (2:15) [Central Songs BMI—Crofford]
"UGLY DUCKLING" (2:02) [Pamper BMI—Hart]

FREDIE HART (Columbia 42491)

This could prove to be one of Freddie Hart's biggest chart outings in quite a while. The rich-voiced chaster turns in a top-flight vocal stint as he belts his way through a captivating, up-tempo opus tagged "Stand Up." The side should reach the charts in no time flat. The flip, "Ugly Duckling," is a catchy novelty item sold with plenty of high spirits by Hart. Merits a close look.
Cash Box

COUNTRY TOP 50

<table>
<thead>
<tr>
<th>No.</th>
<th>Song Title</th>
<th>Artist</th>
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<tbody>
<tr>
<td>1</td>
<td>WOLVERTON MOUNTAIN</td>
<td>Claude King</td>
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<td>2</td>
<td>ADIOS AMIGO</td>
<td>Jim Reeves</td>
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<td>3</td>
<td>TROUBLE'S BACK IN TOWN</td>
<td>Wilburn Bros.</td>
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<td>4</td>
<td>SHE THINKS I STILL CARE</td>
<td>George Jones</td>
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<td>5</td>
<td>CRAZY WILD DESIRE</td>
<td>Webb Pierce</td>
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<td>6</td>
<td>THE COMEBACK</td>
<td>Feron Young</td>
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<td>7</td>
<td>I CAN MEND YOUR BROKEN HEART</td>
<td>Don Gibson</td>
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<td>8</td>
<td>TAKE TIME</td>
<td>Webb Pierce</td>
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<td>9</td>
<td>THERE'S ALWAYS ONE</td>
<td>Roy Drusky</td>
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<td>10</td>
<td>SOMEBODY SAVE ME</td>
<td>Fats Winkie</td>
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<td>11</td>
<td>COLD DARK WATERS</td>
<td>Porter Wagster</td>
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<td>12</td>
<td>SUCCESS</td>
<td>Loretta Lynn</td>
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<td>13</td>
<td>WHEN I GET THROUGH WITH YOU</td>
<td>Patsy Cline</td>
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<td>14</td>
<td>OF ALL THE THINGS</td>
<td>Jimmy Newman</td>
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<td>IMAGINE THAT</td>
<td>Patsy Cline</td>
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<td>16</td>
<td>IN THE JAILHOUSE NOW</td>
<td>Johnny Cash</td>
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<td>17</td>
<td>WHERE THE OLD RIVER FLOWS</td>
<td>Jim Davis</td>
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<td>18</td>
<td>CHINA DOLL</td>
<td>George Hamilton IV</td>
</tr>
<tr>
<td>19</td>
<td>GET A LITTLE DIRT ON YOUR HANDS</td>
<td>Bill Anderson</td>
</tr>
<tr>
<td>20</td>
<td>EVERYBODY BUT ME</td>
<td>Ernest Ashworth</td>
</tr>
<tr>
<td>21</td>
<td>WALTZ OF THE ANGELS</td>
<td>George Jones &amp; Magpie Singleton</td>
</tr>
<tr>
<td>22</td>
<td>OLD RIVERS</td>
<td>Walter Braunan</td>
</tr>
<tr>
<td>23</td>
<td>IT KEEPS RIGHT ON</td>
<td>Johnny Tillotson</td>
</tr>
<tr>
<td>24</td>
<td>DIM DARK CORNER</td>
<td>Luey Van Dyke</td>
</tr>
<tr>
<td>25</td>
<td>ONE LOOK AT HEAVEN</td>
<td>Stonewall Jackson</td>
</tr>
</tbody>
</table>

Cash Box—June 30, 1962

COUNTRY ROUND UP

Looks like things are on the upswing. Toppaz Records, out of Covina, California, has plans to release several albums in the near future. Set for first premiere LP release will be a dozen sides by Johnny & Janie Mosby and spotlighting Ralph Mooney on lead. This will be followed with disks by Smokey Stover, Wade Ray and Adrian Rolland. Additionally, the diskery released last week singles by Smokey Stover and Adrian Rolland. The label cuts country material exclusively.

Ray and Adrian Rolland. Additionally, the diskery released last week singles by Smokey Stover and Adrian Rolland. The label cuts country material exclusively.

Rex Allen has been inked to appear at Pine Bluff, Arkansas, in the Southeast Arkansas District Live stock Show and Rodeo. On the bill will be his musical trio "The Men Of The West" and his famous horse Koko.

Bud Crowder, former spinner and long-time country musician now has his own band and is playing four nights a week at the Lakeside Hotel in Lakeside, California. Bud would like to express his thanks and appreciation to the many deejays across the country who gave his Toppaz platter "Another Pool Steps In" so many spins. Any jockey who would like a copy of the record should write to Crowder's personal manager Bill Boston, at 9029 Christians Street, Spring Valley, California.

J. Hal Smith, topizer of Curtis Artist's Productions, sends word that Jimmy Key has been elevated to the position of executive assistant to the firm. Key joined the talent stable last year serving as Smith's assistant. In his new position Key will be in charge of the complete directions of the agency. CAP represents Ernest Tubb, Ray Price, Jim Reeves, Buck Owens, Charlie Webb, Billie Tillotson Nelson, P.O. Box 19319, Hollywood 28, California.

Marion Worth, who is currently putting her hopes in her new Columbia release of "A Lover's Hymn" and "It's So Funny I Could Cry," items that she is quite busy these days with a slew of personal appearances and guest shots on the Opry.

Sheriff Tex Davis, who spins country letters on WCNX-Norfolk, recently sent out an urgent s.o.s for new wax. The spinner says that the record firms are neglecting them consequently the station's jockeys, Happy George, Hapalong Joe Hupp and Caroline Charlie have to beg, borrow or steal from local record stores for play.

"Ghost Of A Honky Tonk Slave" by Tex Williams on Capitol is breaking in several areas according to label A&R exec Ken Nelson. Nelson claims that it looks like the new chanteer's biggest in quite a while. The flip of the release is "You Gotta Have A License." Deejays who weren't serviced should write to Nelson's Capitol Records, P.O. Box 21931, Hollywood 28, California for a copy.


NASHVILLE—Leroy Van Dyke was a recent visitor to the new ultra modern WSIX broadcast center in Music City. The Mercury chanter dropped in for an on-the-air interview with the station's "Nightbeat" host, Bob Terry, to promote his latest chart riding entry of "Dim Dark Corner." Pictured with Van Dyke (center) and Bob Terry (right) is the outlet's night newscaster Chuck Adair.
TODAY'S EXPORT BUSINESS
Markets Change But Volume Is Constant

There is one thing that can be said for the coin machine export market—it's consistent. With the first quarter sales figures a matter of record, it immediately becomes obvious that we are on our way to another good export year. The $7 million volume points to a $28 million year similar to the 1961 period which ended in record form. It was the largest export year on record. However, the markets responsible for this volume are not the same.

Everyone remembers the tremendous flow of machines into Great Britain two years ago once the restriction on imports was lifted. The influx gave every indication of continuing forever but it ended just the same. However, the games business didn't stop with it but spread itself across other European countries with the results the same, but the importers changing. Belgium and West Germany beefed up imports and these countries became large volume games importers just as they had been phonograph takers all along. Now with the close of the first quarter, the United Kingdom figure is still down around the $300 thousand mark, and while the total phonograph figure has dropped considerably, the games total brings the overall volume back up to a healthy status because France, a newcomer, bought three times as many machines during this quarter than in '61. Again, the markets change, but the volume has remained constant.

This example is but a single instance of information being gleaned from accompanying statistics and analysis appearing in this First Quarterly Export Volume Report. However, there is a lesson to be learned from it.

The coin machine operator who is on a healthy basis doing business with a foreign customer is to be commended only if he is also aware of what is happening in other countries as well. Cash Box export reports have indicated trends with each passing year. While the overall volume in units and dollars has continued to grow the areas from whence this business is derived have continued to change. With new markets opening up constantly, and some of the big volume countries fading, and even the type of equipment changing in many instances, no coin machine exporter can afford to rest on his laurels. Tomorrow's big buyers may be absolute strangers today.

Good equipment, a reasonable price, constant promotion to the world's markets are about the best way we know of being ready for new business if and when it comes. Only in this way will the exporter continue to reap his fair share of this all-important segment of the coin machine industry.
GENERAL
As pointed out in the accompanying editorial, the export volume for the first three months of this year shows every sign of taking us through another record year. While total machines shipped dipped, dollar volume rose several hundreds of thousands of dollars to $7.4 million. The dollar volume loss was posted in phonographs, while games dollars increased somewhat—$700 thousand—thanks to France alone. Vending showed an increase of close to one half-million dollars, a healthy leap forward and one which certainly backs up statements from those traveling abroad who return optimistic over this potential growth. The big drop in phonos was centered pretty much in Europe while Asia accounted for most of the games increase. A $50 thousand games increase showed up in Canada for the most part, while Asia inched up due to a surge by Japan who is making a name in games for itself these days. Generally speaking, phonographs have about leveled off with the buyers becoming choosy and the market reaching its full potentials. The demand is therefore not as great. Games on the other hand will probably always bring the biggest demand and with the Government edicts hereabouts knocking out certain types of equipment in different areas, some of it finds its way into foreign ports. This situation will exist as long as the U.S.A. continues to make the art of amusement machine manufacturing. There has been no indication of any serious competition along these lines from Europe or elsewhere. The biggest growth potential is in the vending areas where this field is literally in its infancy. It has been said that the European may have pioneered the field before the American did but the Yankee is showing him how to merchandise it and sell more. This will continue especially as the Yankee plows into their own manufacturing of American machines.

$800 thousand is a big drop for one quarter but when it's spread over West Germany, the U.K., and a tremendous drop in Italy (from $106,000 to a low of $9,000), the drop is more readily understood. Evidently imports from other European markets are depleting the U.S. export volume. North America dropped $70 thousand with the biggest loss turning up in little ole Jamaica ($50 thousand dip) and some $40 thousand in Canada. An $20 thousand dip in South America settled amongst Venezuela, Ecuador, Peru, and British Guiana. The Aussies posted practically the identical figure as last year's quarter with $30 thousand going into the phonograph purchases for this period. Africa remained constant. Greece increased from $8 to $18 thousand. A nice small market for exporters with service and interest in equipment to hotels and elsewhere in this section this week that the Tokyo Geisha Houses are taking in juke boxes to combat competition from the cabarets where customers are more down to earth. The Japanese figures indicate this trend and it's interesting to note that the juke box is thought of as a means whereby competitive entertainment can be offered. The juke box has paved the way to bigger things in many foreign lands.

PHONOGRAPHS
Everything was coming up roses for games exporters during the first quarter of this year judging from the record $3.1 million which was poured into this market. Last year's quarterly totals didn't reach $2 1/2 million, so there's much progress made in this sector in the U.K., Canada (mostly in Asia), another $30 thousand in Asia (mostly Japan), a constant figure remaining in So. America, a slight drop in Australia, and that fabulous rise in Europe where France tripled business. Switzerland doubled its take, and whether or not the machines remained there isn't known. Perhaps shipped from Switzerland to other ports. But the fact remains, the Swiss took $280 thousand in games and that in only three months. Germany dropped quite a bit from $279 thousand to $197 thousand, a big dip. Italy continued gaining and reached $80 thousand in games for the Jan.-March period. Belgium was up more than $100,000 for the quarter, Sweden dipped $20 thousand, the U.K. stayed at the $300-400 thousand almost two years after enjoying almost $1 million due to the gambling influx which took place immediately after the lifting of restrictions in 1960. While Australia remained the same on phonographs, games did dip and just about what was expected since the U.K. effects these imports with their own. It was indeed a bright quarter for the games business and if this trend continues look for games in the export market to keep moving from that $7 million figure in 1960, to $10 million last year and from all indications, $12 million in 1962. No predictions here but it seems to be moving that way.

GAMES
Everything was coming up roses for games exporters during the first quarter of this year judging from the record $3.1 million which was poured into this market. Last year's quarterly totals didn't reach $2 1/2 million, so there's much progress made in this sector in the U.K., Canada (mostly in Asia), another $30 thousand in Asia (mostly Japan), a constant figure remaining in So. America, a slight drop in Australia, and that fabulous rise in Europe where France tripled business. Switzerland doubled its take, and whether or not the machines remained there isn't known. Perhaps shipped from Switzerland to other ports. But the fact remains, the Swiss took $280 thousand in games and that in only three months. Germany dropped quite a bit from $279 thousand to $197 thousand, a big dip. Italy continued gaining and reached $80 thousand in games for the Jan.-March period. Belgium was up more than $100,000 for the quarter, Sweden dipped $20 thousand, the U.K. stayed at the $300-400 thousand almost two years after enjoying almost $1 million due to the gambling influx which took place immediately after the lifting of restrictions in 1960. While Australia remained the same on phonographs, games did dip and just about what was expected since the U.K. effects these imports with their own. It was indeed a bright quarter for the games business and if this trend continues look for games in the export market to keep moving from that $7 million figure in 1960, to $10 million last year and from all indications, $12 million in 1962. No predictions here but it seems to be moving that way.

VENDORS
No matter how you look at it, the vending machine export business just increased by a fat 50% during the first three months of this year. From $1 million to $1.4 and that's progress. Biggest increase was measured in Canada where vending is growing almost as fast as it is in Europe and in the USA. The European imports were about the same with a slight increase for the three-month period, but Asia moved up, once again thanks to Japan, who bought no less than 623 machines valued at $55,951. We heard as far back as two years ago about the arcade business increase in Japan but didn't realize that phonos and vendors would follow. The Japanese are evidently continuing the rise to prosperity without a slowdown in the coin machine field, as has taken place in the overall economy of Japan. Perhaps the old adage that coin machines do even better in a deflated economy is holding true. In any event, Japan is no longer facing many of the problems it was facing a few years ago and is certainly reaping the benefits of the economic recovery. For us, the industry is concerned. Australia tripled its comparatively small $11 thousand total into $34 thousand for three months. West Germany reached $319 thousand for the quarter. Switzerland $133 thousand, the Netherlands $71 thousand. Finland continued a climb to just under $20 thousand, and Belgium held the status quo.

TOTALS FOR 1ST QUARTER—1962

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<td>$7,361,968</td>
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</tbody>
</table>
### Phonographs

**COUNTRY** | **1st QUARTER VOLUME (Jan.-Mar. 1962)** | **No. of Units** | **Dollar Volume**
--- | --- | --- | ---
**NO. and CENTRAL AMERICA**
Bahamas | 5 | 6,125
Barbados | 7 | 906
Belize | 3 | 188
Br. Honduras | 17 | 6,447
Costa Rica | 7 | 5,563
Domin. Rep. | 4 | 3,280
El Salvador | 4 | 600
Fr. West Ind. | 2 | 1,408
Guatemala | 11 | 1,688
Haiti | 14 | 6,438
Honduras | 5 | 544
Jamaica | 10 | 13,064
Le. W. I. | 34 | 13,878
Mexico | 35 | 13,260
Neth. Antilles | 10 | 3,930
Panama | 15 | 10,031
Trinidad | 17 | 3,000
**TOTAL** | **149** | **$ 283,466**

**SOUTH AMERICA**
Argentina | 6 | 1,719
Bolivia | 8 | 4,939
Brazil | 9 | 1,948
Chile | 3 | 900
Colombia | 26 | 32,106
Peru | 8 | 52,833
Surinam | — | —
Uruguay | 10 | 37,841
Venezuela | 3 | 56,345
**TOTAL** | **109** | **$ 110,908**

**EUROPE**
Austria | 80 | 57,336
Belgium | 175 | 703,408
Denmark | 46 | 1,320
Finland | 36 | 67,416
France | 105 | 12,277
Greece | 3 | 10,716
Italy | 14 | 9,977
Malta | 14 | 11,174
Netherlands | 13 | 65,714
Norway | 16 | 11,160
Portugal | — | —
Spain | 15 | 11,119
Sweden | 157 | 118,392
Switzerland | 253 | 120,215
Turkey | 201 | 32,107
United Kingdom | 1417 | 824,164
**TOTAL** | **1858** | **$ 2,188,681**

**ASIA**
Arabia | — | —
Cyprus | — | —
Ceylon | — | —
Formosa | — | —
Hong Kong | 7 | 2,632
India | 2 | 780
Iran | — | —
Jordan | 3 | 106
Japan | 94 | 35,324
Korea, Rep. | — | —
Kuwait | — | —
Lebanon | — | —
Malaya | 234 | 124,901
Manila | 94 | 22,440
Philippine Rep. | 7 | 12,303
Singapore | 3 | 1,025
Syria | 7 | 2,100
Taiwan | 6 | 500
Thailand | 7 | 600
Vietnam | 3 | 168
**TOTAL** | **331** | **$ 187,587**

**AUSTRALIA**
Australia | 94 | 29,670
New Zealand | 3 | 110
T. Pac. Is. | 4 | 221
**TOTAL** | **94** | **$ 31,971**

**AFRICA**
Br. East Africa | 17 | 4,564
Egypt | 15 | 4,644
Ethiopia | — | —
Fr. S. Africa | — | —
Ghana | — | —
Libya | 6 | 4,005
Lybia | — | —
Morocco | — | —
O. W. Africa | — | —
S. Congo R. | — | —
South N. Y. | — | —
Tunisia | 12 | 3,650
**TOTAL** | **31** | **$ 5,390**

**GRAND TOTAL** | **1884** | **$ 3,557,881**

### Amusement Machines

**COUNTRY** | **1st QUARTER VOLUME (Jan.-Mar. 1962)** | **No. of Units** | **Dollar Volume**
--- | --- | --- | ---
**NO. and CENTRAL AMERICA**
Bahamas | 3 | 2,500
Barbados | 2 | 1,561
Br. Honduras | 105 | 217,577
Costa Rica | — | —
Domin. Rep. | 105 | 12,845
El Salvador | 4 | 1,560
Fr. West Ind. | 15 | 2,500
Guatemala | — | —
Haiti | 115 | 12,421
Honduras | 14 | 2,500
Jamaica | 34 | 14,033
Panama | 15 | 2,500
Trinidad | 34 | 14,033
**TOTAL** | **1060** | **$ 352,421**

**SOUTH AMERICA**
Argentina | 101 | 10,050
Bolivia | 103 | 12,561
Brazil | 40 | 4,548
Colombia | 87 | 9,999
Ecuador | 22 | 2,250
Paraguay | 15 | 2,250
Peru | 15 | 2,250
Uruguay | 10 | 2,250
**TOTAL** | **253** | **$ 54,955**

**EUROPE**
Austria | 80 | 8,000
Belgium | 98 | 22,981
Bulgaria | 137 | 21,878
Czechoslovakia | 150 | 21,878
France | 293 | 4,999
Greece | 93 | 2,250
Ireland | 39 | 4,448
Italy | 295 | 3,148
Lithuania | 16 | 1,561
Netherlands | 213 | 27,440
Norway | 258 | 19,950
Portugal | 228 | 19,950
Sweden | 225 | 26,938
Switzerland | 622 | 262,245
Turkey | 6 | 2,575
United Kingdom | 92 | 12,140
West Germany | 202 | 19,140
**TOTAL** | **708** | **$ 2,668,774**

**ASIA**
Arabia | — | —
Ceylon | — | —
Formosa | — | —
Hong Kong | 3 | 115
India | 3 | 115
Iran | 3 | 115
Japan | 67 | 11,564
Korea, Rep. | — | —
Kuwait | — | —
Lebanon | 4 | 1,080
Malaya | 36 | 5,854
Malaysia | 15 | 5,854
Philippine Rep. | 4 | 1,080
Singapore | 4 | 1,080
Taiwan | 8 | 1,080
Thailand | 4 | 1,080
Vietnam | 5 | 1,080
**TOTAL** | **144** | **$ 115,785**

**AUSTRALIA**
Australia | 110 | 23,990
New Zealand | — | —
T. Pac. Is. | 3 | 110
**TOTAL** | **113** | **$ 23,990**

**AFRICA**
Algeria | 9 | 4,426
Br. East Africa | 17 | 4,644
Egypt | — | —
Ethiopia | — | —
Fr. S. Africa | 2 | 2,140
Ghana | — | —
Libya | 6 | 1,500
Lybia | — | —
Morocco | — | —
O. W. Africa | — | —
S. Congo R. | — | —
South N. Y. | — | —
Tunisia | 12 | 3,650
Union So. Africa | 28 | 3,650
**TOTAL** | **58** | **$ 11,700**

**GRAND TOTAL** | **991** | **$ 3,146,794**
<table>
<thead>
<tr>
<th>COUNTRY</th>
<th>1st QUARTER VOLUME (Jan.-Mar. 1962)</th>
<th>Dollar Volume</th>
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<td>No. of Units</td>
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<tr>
<td>TOTAL</td>
<td>794</td>
<td>64,064</td>
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<tr>
<td>AUSTRALIA</td>
<td></td>
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<tr>
<td>Australia</td>
<td>166</td>
<td>34,344</td>
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<tr>
<td>New Zealand</td>
<td>-</td>
<td>-</td>
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<tr>
<td>TOTAL</td>
<td>166</td>
<td>34,344</td>
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<tr>
<td>AFRICA</td>
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<tr>
<td>Algeria</td>
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<tr>
<td>Br. East Africa</td>
<td>-</td>
<td>-</td>
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<tr>
<td>Egypt</td>
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<td>-</td>
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<tr>
<td>Eritrea</td>
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<td>-</td>
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<tr>
<td>Fr. Somaliland</td>
<td>-</td>
<td>-</td>
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<tr>
<td>Ghana</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Libya</td>
<td>13</td>
<td>1,360</td>
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<tr>
<td>Libya</td>
<td>13</td>
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<td>Namibia</td>
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<td>Rep. Congo</td>
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<td>Rhodes, Y.</td>
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<td>Somaliland</td>
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<td>Union So. Africa</td>
<td>7</td>
<td>716</td>
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<td>TOTAL</td>
<td>73</td>
<td>8,350</td>
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<tr>
<td>GRAND TOTAL</td>
<td>3605</td>
<td>1,455,998</td>
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All statistics prepared for Cash Box by the U.S. Department of Commerce
1961 Vending Shipments Decreased; Dollars Rose 4%

NEW YORK—According to a statistical study prepared by the Bureau of Census for NAMA, vending machine manufacturers in this country actually shipped less machines during 1961 than in 1960 when unit sales were up over the previous year. Total dollar volume for the year was up approximately 4% however. (CB June 16.) Total dollar value was pegged at $171.1 million. The 1960 figure was $165.1 million. While the value was less than 4% for ’61, the ’60 figure was 29% more than 1960. Below is a breakdown and comparison of the two years indicating that coffee machine shipments increased, drink machine doubled, and bottled drink vendors dropped considerably both in unit sales and dollar volume. Statistics was prepared by the Bureau of Census.

VENDING MACHINES: QUANTITY AND VALUE OF SHIPMENTS, 1960 AND 1961

<table>
<thead>
<tr>
<th>Item</th>
<th>1961</th>
<th>1960*</th>
</tr>
</thead>
<tbody>
<tr>
<td>VENDING MACHINES, TOTAL</td>
<td>7</td>
<td>621,572</td>
</tr>
<tr>
<td>Vending machines for beverages, total</td>
<td>36</td>
<td>203,456</td>
</tr>
<tr>
<td>Coffee</td>
<td>14</td>
<td>14,882</td>
</tr>
<tr>
<td>Instant or liquid concentrates</td>
<td>7</td>
<td>6,185</td>
</tr>
<tr>
<td>Fresh-brew (batch)</td>
<td>6</td>
<td>15,561</td>
</tr>
<tr>
<td>Fresh-brew (single cup)</td>
<td>4</td>
<td>1,708</td>
</tr>
<tr>
<td>Canned beverages (refrigerated)</td>
<td>12</td>
<td>133,925</td>
</tr>
<tr>
<td>Soft drink:</td>
<td>8</td>
<td>16,180</td>
</tr>
<tr>
<td>Bottle</td>
<td>6</td>
<td>9,839</td>
</tr>
<tr>
<td>Cup (pre-mix)</td>
<td>10</td>
<td>5,176</td>
</tr>
<tr>
<td>Package milk (indoor)</td>
<td>25</td>
<td>170,841</td>
</tr>
<tr>
<td>Other vending machines for beverages</td>
<td>1</td>
<td>30,085</td>
</tr>
<tr>
<td>Vending machines for confections, foods, total bulk</td>
<td>36</td>
<td>157,828</td>
</tr>
<tr>
<td>Candy bar</td>
<td>3</td>
<td>98,518</td>
</tr>
<tr>
<td>Mat canned foods and soups</td>
<td>8</td>
<td>44,085</td>
</tr>
<tr>
<td>Multi-purpose (refrigerated and nonrefrigerated)</td>
<td>4</td>
<td>3,300</td>
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<tr>
<td>Pastry</td>
<td>11</td>
<td>5,076</td>
</tr>
<tr>
<td>Other vending machines for confections and foods</td>
<td>44</td>
<td>247,275</td>
</tr>
<tr>
<td>All other vending machines, total</td>
<td>13</td>
<td>80,511</td>
</tr>
<tr>
<td>Cigarette</td>
<td>4</td>
<td>3,437</td>
</tr>
<tr>
<td>Ice</td>
<td>10</td>
<td>3,070</td>
</tr>
<tr>
<td>Postage stamp</td>
<td>27</td>
<td>155,827</td>
</tr>
</tbody>
</table>

*Revised.
*These products are primarily coffee vending machines though they may also vend hot chocolate and/or hot soup from the same cabinet.
*Included with “Other vending machines for confections and foods.”
*Includes packaged milk (outdoor); milk (bulk or cup); canned soft drinks (for 1960); beverage combination (hot and cold); hot beverages such as hot chocolate and/or hot soup (except canned soup) not sold in a combination machine with coffee; and packaged dry ingredients for mixing into beverages.
*Includes “Other vending machines for confections and foods.”
*Represents “Sandwich and pastry machines.”
*Includes vending machines for such commodities as apples; cookies, crackers, and biscuits; popcorn; ice cream; and packaged chewing gum.
*Includes vending machines for such products as cosmetics and toiletries, novelties, detergent, newspapers, and stationery supplies.
Urban’s Movie Machine Gets Strong Export Mkt. Support

LOUISVILLE—Nat Bailen, advertising manager of Urban Industries, this city, manufacturer of the new ‘Kiddie Kolor Kartrons’ coin-operated movie machine, advised Cash Box last week that foreign sales have been responsible for much of the enthusiasm in the firm’s plant since the machine was originally introduced to the trade at the MOA Convention last May. Bailen, who was leaving for a six-city trip on the east coast including stops in Philadelphia, Boston and New York, said that Europe and several cities in Latin America have found the machine to be highly satisfactory in these respective markets. Orders have been received from Spain, Puerto Rico and the Hawaiian Islands, according to company execs.

The machine is currently receiving broad support from US distributors, now being appointed by sales manager Charlie Katz, who is in the eastern section of the country lining up franchised representatives. Katz will call on Canadian distributors this week.

‘Kiddie Kolor Kartrons’ features a continuous film system which enables the viewer to see one of three color films from start to finish. The film repeats itself showing one movie following another until each movie has been viewed one complete turn. The film does not begin or end before a movie has been completed.

Urban has had the benefit of a two-year test in the Louisville area since its owners, the Berman Brothers, owners of a half dozen arcades here, have been in a position to field-test the machine on their own locations. Additional export programs are currently being set by the firm, according to Bailen.

Aussie Artist Visits AMI Distrib

PAYNEHAM, SO. AUSTRALIA—Associated Amusements Ltd., local AMI distributor here, recently had the pleasure of visiting several of the record artists who keep the jukeboxes spinning down under. W&S’s Frankie Davidson’s latest single, “Have You Ever Been To See King’s Europe” was one of the disks which received attention from the column who served as hosts. Above, L to r, technician Bill Chilton, AMI representative Bob Philpot, Frank Sebastian, program manager, Palmina Rossi, secretary, Davidson, and W&S rep Elmer Davey prepare to program the disk on an AMI ‘Continental’ phonograph. Australia is credited with $30,000 in phonograph imports during the first quarter of this year. (See export figures elsewhere in this section.)
Keeney Sees Marked Increase in Export Orders
Releases ‘Rainbow’ Pingame This Week

CHICAGO—An exciting trend in the cabinet design of pinball games was presented this past week at J. H. Keeney Company, which has been debuting in the Chicago based firm’s new “Rainbow” amusement pinball game, according to Paul Huebsch, executive vice president.

Huebsch expressed the fact to the Cash Box reporter that “Rainbow” has been extremely styled in the most colorful and eye-appealing manner to easily induce maximum play—consequently maximum coin collections in all types of locations throughout this country and in many foreign markets.

“Incidentally,” Huebsch stated, “acceptance of J. H. Keeney’s coin-operated amusement equipment in foreign markets has risen markedly over the past month period, or thereabouts.

“Many factors are responsible for this obvious increase in overseas export business. Chief, of which, is the superb engineering and designing factors in manufacturing games here.”

“In other words,” Huebsch added, “we here stress quality throughout all phases in our production of games. Keeney’s new games certainly has everything it takes to go places—in all types of locations!”

“The cabinet is tastefully styled for compactness, durability, attractiveness—and, with an array of accessories to appeal to pinball players everywhere for exciting play and scoring.”

“This game will also appeal to the nation’s operators as it assures them of highest possible collections. Also, the “hinged picture frame door” swings open easily for inspection or for the replacement of light bulbs. Furthermore, ‘Rainbow’ has an instantly responsive scoring mechanism.

“This time tested principle of scoring, combined with the ultra design styling, offers convincingly proof that Keeney’s ‘Rainbow’ has what it takes to make its forerunners second to none to the money making power of this mighty newcomer.” Huebsch said. It is electronically-mechanically precise—offering quality throughout.”

“Rainbow” is an 80-line amusement game featuring six cards of vertical and horizontal numeral columns on the backglass. It is, for the sake of clarification, a straight six-card, six coin game, with the rotation principle of scoring and playing.

It has rich chrome side and front rails, a strong steel door at the front of the cabinet, and “press” buttons to select plays.

Huebsch advised that sample shipments are going out to Keeney’s distributors this week, and production is being keyed for maximum sales in domestic and foreign markets.
World Wide Holds
Seeburg Phono
Session In Springfield

CHICAGO—Fred Skor, general sales manager of World Wide Distributing Company, of this city, hosted a service school class featuring the Seeburg "DS100" and "DS160" (Directional Stereo) coin-operated model phonographs for music operators in the wide area surrounding Springfield, the Illinois State Capitol, Friday, June 15, in the beautiful Governor Hotel, in Springfield.

Skor advised that more than 20 area operators attended the sessions, which were conducted by "professors" Newell Bellamy, of World Wide Distributing; and Charles (Chuck) Gates, Seeburg's phonograph field engineer.

Bob Dunlap, Seeburg's midwestern district sales manager, was also on hand to speak to the guests about Seeburg's ever popular "Artist of the Week" album (of the week) promotion, which, he says, has maintained ever increasing popularity over the past few years.

Art Wood, World Wide's district manager of the phonograph division, made all of the preliminary arrangements, and also assisted Skor in hosting the affair.

Both Skor and Wood expressed their delight over the enthusiasm of the visiting operators and their lively interest in every phase of the sessions.

First Coin's Export
Biz Mushrooms

CHICAGO—Sam Kolber, general manager of the Export Department at First Coin Machine Exchange, of this city, asserted this past week that the midwest based coin machine distributing firm is stepping "fantastic expansion strides" in export business now. And, that this steady growth has been developing over the past several years.

He further stressed the happy fact that response has been tremendous of late from foreign—as well as domestic markets—in reply to First Coin's 1962-63 amusement games, music equipment and parts catalog, which was distributed to the world markets several months ago.

"Of course, the availability of good reconditioned amusement equipment is essential, along with the proper promotion to world markets," Kolber said.

"We have been on our toes' in both of these vital export essentials. In other words," he added, "our constant search for the best available coin-operated equipment is keyed to our extensive needs."

"Also, we have the finest, most modern facilities in our large shop for reconditioning and refurbishing coin-operated amusement and music equipment for domestic, as well as export shipping."

Joe Kline, popular president of First Coin Machine—a coinway of many years standing in this area, interspersed at this point to advise that First Coin's popularity in export business is so pronounced overseas that visiting coinmen from foreign countries usually manage to stop over in Chicago to spend some time with Kline and Kolber at First Coin Machine Exchange.

Among the most recent visitors at First Coin were: A. L. Green, R. J. Thomas and J. W. Thomas, all from Australia, and William Wong, from Kingston, Jamaica, B.W.I. There were many more too numerous to mention in this limited space.

Both Kline and Kolber pointed up the fact that First Coin will continue to spark the extensive growth of the firm's expanding export activities.

Cash Box—June 30, 1962
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WORLD'S LEADING DISTRIBUTOR and EXPORTER offers the world market the finest in reconditioned coin-operated equipment

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Bally
Chi Coin • United

SHUFFLE ALLEYS
Bally
Chi Coin • United

PIN BALLS
Williams • Gottlieb

BINGOS
Bally

UPRIGHTS
Bally • Keeney

ARCADE
Ridiculous Bills/Shea Balls

RIFLE GALLERIES
Bally • Chi Coin
Genco • Midway
United • Exhibit

PHONOGRAPHS
AMI • Rock-Ole
Seeburg • Wurlitzer

VENDING
Cigarette Vendors
Cold Drinks • Coffee

DISTRIBUTORS IN NEW YORK, NEW JERSEY AND CONNECTICUT FOR BOWLING, BALLY, WILLIAMS, KEENY, KEENY and AMERICAN SHUFFLEBOARD.

CONTACT MYRON SUGERMAN, President
RUNyon INTERNATIONAL INC.
221 FREILINGHUYSEN AVE., NEWARK 14, N.J.—Bigelow 3-8777
Office: New York, N.Y., and Hartford, Conn.
Cable Address—RUNYONEX NEWARKNEWJERSEY

"Kissin' Kupids" Gains Export Acceptance; Munves-Mencuri Named "Mr. Quik Draw" Distributor

NEW YORK—According to AVI vice-president Frank Mencuri, sales on the firm's recently introduced 'Kissin' Kupids' are continuing to increase in export markets as well as the domestic areas here. The firm, headed by Joe Munves, and a division of Munves-Mencuri Corporation, introduced its first novelty machine at the MOA Convention recently and the 'Kupids' got the nod from many wholesalers and operators as a result.

Mencuri has advised that an export sales campaign is taking hold with sales reported in Latin America and Australia. The firm recently appointed eight distributors in this country and intends to offer the machine to franchised distributors overseas.

In addition, the firm has been appointed Eastern Regional distributor for "Mr. Quik Draw," an arcade machine which features a life-size cowboy who reacts to a gunfight in a realistic manner. Coins activate a recording which invites the 'challenge' to shoot him down. Three shots from a distance of about ten feet either 'hit' or 'miss.' An electric eye permits scoring. The machine is on location in Ashbury Park and in Atlantic City, as well as several local arcades here in NYC. The machine is manufactured by Dynamic Devices, a California firm, and is distributed by this firm in the West. AVI has distribution rights in the East with the exception of a New England area which has been appointed to a Boston firm.

Distributors for the firm's 'Kissin Kupids' are as follows: General Vending, Baltimore; Roanoke Vending, Richmond; Redd Distributing, Boston; Mike Munves, NYC; Banner Specialty, Phila.; Bilotta Enterprises, Newark, N.Y.; Culp Dist. Co., Oklahoma City; King Pin, Detroit; and Empire Coin in Chicago.

Joe Munves, AVI presxy, advised that Mencuri will leave for an extended sales trip next week appointing distributors for the 'Kupids' machine and sub-distributors for "Mr. Quik Draw." Munves also inferred that plans are underway for expansion of the present Tenth Avenue premises.

ANNOUNCING
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ANNUAL World Wide DIRECTORY 1962-1963
20th Anniversary Edition
The Official Guide To The Coin Machine Industry
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The Sellers Advertise In Cash Box

Cash Box—June 30, 1962
Export Volume Continues Growth

NEW YORK—The coin machine export volume for each passing year has grown to record proportions. Below are the annual figures for the last four years showing an increase in dollar volume from $20 million in 1958 to more than $230 million last year. Quarterly figures can be found elsewhere in this section. (Pages 78, 79).

YEARY COMPARISON

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<thead>
<tr>
<th>YEAR</th>
<th>UNITS</th>
<th>DOLLARS</th>
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<tbody>
<tr>
<td>1961</td>
<td>91,762</td>
<td>$28,567,553</td>
</tr>
<tr>
<td>1960</td>
<td>88,288</td>
<td>21,581,194</td>
</tr>
<tr>
<td>1959</td>
<td>85,336</td>
<td>19,185,043</td>
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<tr>
<td>1958</td>
<td>82,510</td>
<td>20,653,085</td>
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Federal Judge Found Guilty Of Conspiracy In Moore Case

NEW YORK—After three days of deliberation a jury found Federal Justice J. Vincent Keogh guilty of attempting to fix a Federal Court sentence aimed at former coin machine distributor Sandy Moore. The Judge was found guilty along with assistant US Attorney Elliott Kahaner and Antonio Corallo, alleged labor racketeer. Keogh and Kahaner shared $35,000 in pay-off money which was raised by Corallo, according to the jury's verdict. Federal Judge Edward Weinfield set July 17 for sentencing. The men face a maximum five-year sentence and fines of $5,000 each. Keogh stuck to his original plea of "I am innocent" upon hearing the verdict. An appeal will be made.

Moore originally pleaded guilty with two others to having defrauded a bankruptcy trustee of $100,000. The payoff was aimed at having Moore receive a light sentence. He was sentenced to three years after the bribe attempt was exposed but the three years was shortened to one year after Moore cooperated with the Government in the Keogh trial. Moore testified that he paid Keogh and Kahaner the money, through Doctor Robert Edelman, a mutual friend.

No Toll Now On Welland Canal Seaway Link

NEW YORK—The Canadian Government has dropped the tolls on the vital St. Lawrence Seaway link through the Welland Canal. An early drop in rates is expected as well as cuts in bulk commodity prices on goods moving between the United States and Canada.

Shipping lines have fought for four years to have the tolls removed in order that rates be reduced accordingly thereby increasing the shipping volume.

JUNE 30th END OF FISCAL YEAR CLOSEOUT!
All Prices Slashed
VENDORS — COMPLETE — OFF CALL-LOCATION
(Add approx. $50 shopping cost)

COFFEE

<p>| | | |</p>
<table>
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<tr>
<th></th>
<th></th>
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<tr>
<td>3 IVY Balmers</td>
<td>$395.00</td>
<td>2 Bally Medal 183</td>
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<tr>
<td>4 Apeco St.</td>
<td>$200.00</td>
<td>2 Apeco 100DL</td>
</tr>
<tr>
<td>1 Vendo Ht 900</td>
<td>$395.00</td>
<td>8 Storer 1000</td>
</tr>
<tr>
<td>1 Cole Freshfit</td>
<td>75.00</td>
<td>5 Storer 81</td>
</tr>
<tr>
<td>5 Cole Ht-Spr</td>
<td>$85.00</td>
<td>1 Apeco Jr. 500</td>
</tr>
</tbody>
</table>

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Sundury 201
Sundury LS200
Sundury 2205

SPECIAL! 1 POKERINO Set-Up Complete!!!

WILL TRADE FOR . . . OR PAY CASH FOR:

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64 PAGES—Fully Illustrated
Radio Program Highlights Coin Exports; Runyon Featured

Sugerman Outlines Business Over Station WSOU-FM
NEWARK, N. J. — “World Export
Very Special” was recognized by a New Jersey
radio station last month when Sta-
tion WSOU-FM aired a discussion on export. The industry discussed was the coin machine industry, and the firm chosen to do the exporting was none other than Runyon Sales Company. Myron Sugerman took part in the hour-long discussion. The purpose of the program was to inform the lis-
tener in a way that would show how a
firm enters the export field, and suc-
cceeds in developing this field to where it is a profitable adjunct of an already successful business. Actually, this re-
sulted in the history of Runyon itself which was fine with the station personal.

Sugerman, president of Runyon In-
ternational, Inc., discussed the subject with Anthony D’Amato, presi-
dent of D’Amato Int'l. Freight Forwarders, who is also a professor at Seton Hall University. Sugerman outlined the firm’s initial approach to export, stat-
ing that old mailing lists were revital-
ized, the name “Runyon” was regist-
ered as a bona fide exporter, the firm too undertook an advertising campaign, issued a parts cata-
logy and catalogue, and followed up with a personal visit to Europe for a two-month period. The result was the start of equipment fo-
ders on specific machines which led to the develop-
ment of hardware which ships all types of equipment to all of the export markets.

Sugerman had the neophyte jobber
in mind while discussing much of the subject matter. He outlined the im-
portant of a shipper’s inform-
ance, he scheduled shipments, accom-
plished documents, consigned invoices, letters of credit and other methods of payment. “The shipper is an invaluable sale to the shipping indus-
ty,” said the Runyon proxy.

Runyon has four rules which the
firm adheres, according to Sugerman: 1) no mmmomemedium price; 2) copies sent in language of inquiry when-

Joe Ash says...

Contact active for pinballs

The largest distributor of pinball games in the world!

Includes Gottlieb and Rock-Ola machines.

We buy, sell, trade, and save....

active Amusement Machines Co.

PHILADELPHIA — Dave Rosen, president, David Rosen Inc., factory coin machine distributor and exporter of coin-operated equipment, returned last week from Europe after visiting with export clients in four countries, and also attending the Annual Con-
vention of the Variety Club Interna-
tional, of which he is an official.

Rosen talked with coin machine offi-
cials in Ireland, London, Israel and Paris and concluded that the trip “was more an education than a vaca-
tion.” He said that the future of the export market for American coin
coin as well as the foreign buyers appears
very optimistic.

In conjunction with his Variety Club duties, Rosen is currently em-

barking on a drive for funds which will save the way for a $100,000 Children’s Hospital.

Joe Ash

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SHOOT-A-LINES (used two weeks)

BARREL O'FUNS (62)

BARREL O'FUNS (61)

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Cash Box—June 30, 1962
CINCINNATI—Clint Shockey, manager of Royal Distributing, Inc., this city, advised Cash Box last week that the firm recently acquired Century Music, Inc., a Columbus coin machine distributing firm owned by C. L. Hopkins of Galien, Ohio. Shockey stated that the Royal firm will distribute the Rowe-AMI line in this area just as in other franchised territories approved by the AMI phonograph manufacturer. The deal was consummated by president Joe Westerman and Harold Hoffman after a final meeting with Hopkins several weeks ago. The new offices will be managed by Dick Gilger and Paul Hett. All personnel will be retained, according to Shockey. In addition to the Rowe-AMI line, which includes the vending machine line, Royal will distribute in the new territory. Bully, Chicago Coin, Gottlieb, Williams, Fischer, Campbell and the Keeneys lines.

"We expect the new office to increase our sales by 40%," said Shockey last week, "and we are looking forward to doing business with the many fine operators in the Columbus, Ohio, area."

Royal Distributing's main offices are located in Cincinnati where the company recently opened new quarters located at 2070 Seymour Avenue.

BILL COOPER KILLED

NEWPORT NEWS, Va.—Billie H. Cooper, Newport News Amusement Co., this city, was killed last week when a stock car he was racing topped off a track. He died in Duke Hospital, Durham, of head injuries, on Monday, June 18. Cooper leaves a wife, two children and several brothers and sisters, MOV Directors and members attended the funeral. "Bill will be missed by many as a fine father, perfect gentleman, outstanding operator and a good businessman," said MOV prexy Hy Lestrieck.
DAVIS has a "HIT RECORD" in the used equipment export field...

The Davis World Export Corp. guarantees top quality used music and vending equipment worldwide. An exclusive Seeburg factory distributor, Davis offers:

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B Kyle-44B
1455
205.00

B Kyle-44C
1456
375.00

SEEBURG R900
$325.00

SEEBURG-1000
205.00

SEEBURG V20
175.00

SEEBURG V200
200.00

GOTT WORLD CRAMP
95.00

WHL "S" 175.00

WHL "R" 75.00

UNITED ATLAS B/A
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UNITED REGULATION
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UNITED CLIPPER
85.00

KEELEY "S" MONO
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KEELEY LITTLE BECKER
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With many of the ops and distributors planning a weekend at the Laurels Country Club, as part of the annual CMA shindig this week (June 22-24), it looked as though all we had to do was attend one party after another. Not so! Take a look at this issue and you'll get an idea of the time spent making news, preparing ads, and taking inventory of current equipment—to say nothing of handling sales, trades and deals with incoming buyers and customers. We must remind ourselves from time to time that we hustle all week long for those social weekends and party affairs. So please, believe those items that make us out to be pretty soft-living guys! In any event, you can bet that one guy—Tiny Weintraub—CMA managing director, isn't taking it easy tonight. He's been up at the Laurel's all weekend and the big weekend affair and the way he runs an outing you bet we will have had an excellent time by the time you read this.

Surprise guest in town—Arnold Silverman—Seeburg's Western Regional Manager. What's he doing in the East, you ask? Well, everyone's entitled—to a vacation that is. Arnold's trip east covered Philadelphia, and then into New York where he spent moments with the Rock-ola district, and some time with Cash Box, "I wouldn't miss seeing your new offices for anything." Arnold just made the Twentieth Century-Fox Studio tour for a conference with bossmen Jack Gordon, phone v.p., From there back to Los Angeles and more meetings with the likes of Bill Hoppal, Lou Wolcher, and others—all with one thing in mind, of course—increased phonograph sales. Stop by again, Arnold!

More visitors to this New York "Summer Is A Festival" City include Mr. and Mrs. Lou Casola, MOA District Manager, who brought their four boys with them on a holiday and sightseeing tour. Intend to see NYC, Wash., D.C., Virginia, the Carolinas and finish up at Birmingham to visit Grandma Casola. Lou's boys are Richard 11, Ron and John (the twins) 14, and Dennis 15. Some protection, Lou. Before leaving, Lou infers that the MOA Board has made much progress in siphoning talent from across the nation with every new item and the best of the crop for the MOA executive secretary. Casola said that the boys have four or five good men on tap but are continuing with the international coin ops they were in the first place?

Stop by and say hello to Joe Munves and Frank Mencuri who had just returned from a midweek trip through Asbury and Atlantic City when we met them early Monday the 20th. The boys have a lot of items in their stock and are preparing to add a question machine and are lining up distributors. They have eight top-notch wholesaler representatives on the new coin machine and although the Munves-Mencuri team have hit with their first try. Couldn't happen to nicer guys, that's for sure. During the boardwalk sales campaign of last weekend Joe Munves, an old carnal-arcade veteran, made the fullest of his resis-

sion to another, selling still another new item which the boys are now dis-

tributing. "Arcade machine used here last week, seems to be just the thing arcade ops are looking for. Sales were good, and distributor appointments on this machine will be announced as they are made.

Perry Wachtel, Depner Agency prax, is acting like a Madison Ave. man who just landed the General Motors account! "No new account," quotes Perry, "just that my daughter, Stephanie was asked to help out with a musical for the Fall called 'Stop The World I Want To Get Off' and I couldn't refuse the mission." Perry's daughter has been training for the theater for years in summer stock, local shows, and church choirs. She has a beautiful voice and a brain to go with it. The pretty lass will certainly attract notice since she does the Maurice Evans role. Perry says she'll be a star in August. (April 18)

When Myron Suggerman isn't selling runyon's export market, he can be heard on the radio. At least that's what it appeared to be last month when an inquiry was made of a four-year-old who turned into a national sensation when all of a sudden the bandwagon began to take a ride on the coin machine export trade. Myron was picked to discuss runyon's points with the man of the hour, John Easton, of the West Coast. The complete story which appears elsewhere in this issue outlines Myron's interview with Station Manager Anthony D'Amato. We're proud to say that Sue has used the keen judgment to quote from several of the Cash Box Export Editions?

Charlie Katz hasn't changed! He's on the road this week for Urban In-

ternational and is about to throw the nation's' media off the track. As the firm's ad director, Nat Baill, called to tell us that Katz is doing a remarkable selling job with the movie unit. Charlie called on column in Boston and then moved on to Cleveland to talk about the result that the firm now has several strong distributors representing the machine and a quantity of units already out on location earning money. Charlie Buckenstein, arcade owner and pro-

nector of the National Showmen's League, takes Tenth Avenue in search of equipment, remarks that business could be better. How much better, Charlie?... "Bally and pool games continue to draw wide interest in the nation's press. Our Chicago man, Lee Brooks, heading out to Omaha this week for a television session with the Nebraska ops, Hymie Zorinsky and Bill Weikel, Fischer's exec. The TV show which was outlined here several months ago features a pool table tourny.

Dave Rosen, Philly distributor, back from Europe after touring with the Vampire Club International, attended the Depner Dinner and tells us that he, Mrs. Rosen, Philly Broad St. Trust exec. Ray Erie and his Mrs., all were greeted with bangle bracelets everywhere. Dave is doing a great job with many coin machine people while in Israel, London and Paris and is optimistic about the export market's future. "It was more an education than a vacation," Dave says.

MONY's announcement for the September 14-16 laurels affair are out and with the NY State Guild and the Westchester Ops participating you can bet we'll be in the house. ... "If you've got a head, it's Hot Dog Month." So what else is new? ... Vic Haim, RIL Belam's proxy back from Puerto Rico. Sales exec. Moe Nahman over in Europe developing the firm's export biz on vending... Bill Resnick and Bob Conover on the new Ray Charles 33 pack—"Modern Sounds In Country & Western Music," the number one LP in the business.

Perry Lomgrub looking forward to some rest and relaxation after a hectic selling spree during the months of April, May and June that netted the run-

yon firm $1 million business on the Atlantic Coast. Perry's father, Sam, United East Coast proxy, will spend the weekend on his boat taking it easy after swinging hurried deliveries from United on the new baseball game, "Baseball Shuffle." Mike Munves is attracting more attention than his dog 'Rusty'. And if you don't think people notice 'Rusty', ask the postman.

Cash Box—June 30, 1962
The growing expansion and steady development of EURO-MART (the European Common Market) is a lively topic of conversation in this coin machine hub city—pro and con (political aspects excepted). The one factor that is universal in the coin machine circles is the exceptional export activity being enjoyed by American manufacturers and wholesalers throughout this country. The growing into the export act—and the stress is being laid on making available to overseas buyers the best reconditioned equipment excellent service facilities can process. In keeping with this growing trend Cash Box has been presenting an accelerating pace as the "International Eyes" of the coin machine industry.

Phil Glover, Rowe-Ami sales chief, entrained with his lovely wife, Beverly, and sons, John and Johnny, from Grand Rapids for a vacation trip to the West Coast. Phil & Co. stopped over in Chi (enroute) for a brief visit and dinner with Rowe-AC vice presy Tom Sams last Friday, June 15, before continuing on Phil's first stop on the west coast will be Frisco where he'll rent a car for the duration of his vacation.

There were smiles aplenty last week between Automatic Canteen founder-CEO, Joel Leverone, president and chief executive of his company, and board chairman Frederick L. Schuster over Past's appointment. He heads up a new management team to all attonent. We all look forward to the local scene when he departs for New York where he'll concentrate on corporate financial matters.

Bill DeSelm, vice presy of United Mfg, info's the northwestern territory has been strengthened by United People's North-west Sales Co., in Seattle to handle distribution in a wide area including Mfg, ex-Mort Jones, Don Moloney and sales chief Bill O'Donnell are happier these days, especially since the new "Goldene Gate" inline amusement game has already acquired such powerful operator acceptance wherever it is sold.

A powerful export exponent of biz is Alvin Gottlieb, of D. Gottlieb & Co., who has been fairly eloquent in his praise of Gottlieb's accomplishments in the export game. It seems as how Dave, Alvin, Nate Stein, Judd Weinberg and their families so much time for Gottlieb Memorial Hospital's children's ward. This top gambling game is coming to the factory. Norwood E. Veatch and Charles L. Karges, heads of Central Distribut in St. Louis, recently hosted a gala, heavily attended showing of the new "Empress" coin-operated photo to ops from all a wide area.

Summer business is humming along nicely at Chicago Dynamic Industries, according to Mort Secure. Happily all Chicoamusement game are selling well. High on the charts are "Variety Roll Down" bowler, "Gold Crown" hair bowl alley and "Starlite" shuffle alley bowler.

Sam Stern, presy of Williams Electronice Mfg, and vice presy and president Art (genial Art) Weinand are a very happy duo about the high sales of Williams' new hit, "Summer" amusement game... The good news at Al. Keesey's Co. comes in double dosage this week (from the lips of vice presy Paul Huebsch). Firstly, Paul's son "Red" Huebsch is feeling much better. In fact, the good doctor has even cleared my way for a visit to the hospital this week. Secondly, Keesey joined the new "Rainbow" in-line amusement game to the coinhabit trade last week.

Export biz is the keynote at Empire Coin Machine Exchange of late (and it is very timely). Empire owner Gil Knit tells us out the fact that export sales are rapidly on the upswing. Joe Robbins are keeping the Empire's staff on their toes constantly. Some of the foreign countries Robbins lists are: Africa; Asia; Australia, Belgium, France, Japan, Panama and Uruguay... We received a nice note from Ewald Fischer, president of Fischer Sales & Mfg., who is feeling great these days. Especially so since he and Fischer's sales director Bill Weikel are enjoying such heavy sales of the new Fischer billiard table line. We'll join Hymie and Ed out in Chicago this coming Saturday, June 23, in watching the Omaha television show featuring the Fischer tables at the TV station.

One of the busiest firms in these parts of late is Empire Supply, where Chet Gore has so many irons in the fire he barely has the time to take in breath between sending out some hot export news for early morning.

Hevy sales of Seeburg phons and "Ice-O-Vend" cold drink machines are reported at World Wide Distrib by presy Joel Stern, Fred Skor and Howie Frey. Also the Brn's "World Wide" export sales are keeping up with this action.

This is generally the time of year at Atlas Music Co. where most of the thoughts are on vacations, gof, golf horseshoe (and we guess there are a new fishermen about). However, Nate Feinstein, Eddie Ginsburg, Harold Schwartz and Irv Oritz are far too busy to think of anything but Rowe-Ami phons and the Rowe vending line. Nice to see Eva Feinstein around at Atlas. Eva is spelling the vacationing girls at the busy distrib these days.

We can only attribute the happy smile on Clarence Schuyler's well tanned face to the immediate success of Games, Inc.'s "Skill Race" pingame. ... On the line of export business Joe Schwartz and Mort Levinson, of National Coin Machine branch, are very learned, Actually the only problem that seems to plague them constantly is the dire need of good used amusement and basic equipment to fill export orders.

Edward G. Doris, executive vice presy of Rock-Ola Mfg., ad chief Ralph Wyckoff and regional sales manager Los Rieck are so busy these days they scarcely have the time to chin with us, however, they always manage to greet us with a big smile and into a very profitable business year at Rock-Ola, with sales of "Princess" and "Empress" coin-operated phons leading the root in sales, big and small. Production of electrical scoreboard is rolling along at a heavy pace at Marvel Mfg., Co., where president Ted Rubey and Estelle By are already wondering how they'll manage to take vacations this summer.

One of the happiest reports of this week emanated from First Coin's offices, where Joe Kline and Sam Kolber mixed no words in reporting that First is "in" the export biz, and has been for several years. Success is attributed to First's 1962-63 export catalog.

Clint Pierce, chairman of the board of MOA, advises that no decision was made as yet regarding the first group of interviews of likely applicants for the vice presy of Empire post, held Friday, June 15. The bicameral committee will meet at the Chi headquarters sometime in July. ... We're setting down to Omaha this weekend for the Music Guild meeting with Howard Ellis & Co., and look forward to greeting the host of operators and distributors expected for the big meet. We're told there will be a fair share of coin manufacturers looking about in the house of the Cornhuskers.

Cash Box—June 30, 1962
With the closing of the schools for the summer session, distributors & operators are fearing the usual increase in activity & sales in the used & new equipment & coin-operated machine areas. John Scavarda reports sales on new equipment at the Wurlitzer Factory Branch, are continuing to move along at a good pace. Clayton Ballard & Cliff Nugent have been covering the local areas, and Gary Sinclair, reg. sales mgr., returned from a business trip to Alaska. Clayton's daughter Beth, graduated with honors from Herbert Hoover High, Glendale, & was awarded an American University Woman's Scholarship. She will be attending the University of Calif. in Santa Barbara, this Fall.

Sumney Lembert informs since school is out there has been good action on used equipment moving to the arcades, at Simon Distributing Co. Jack Simon returned from a combination business and pleasure trip to the Bay Area.

At American Coin Machine Bill Lanney mentioned at the present time they are attempting to locate newer quarters. Bill's Wife Julia, will be entering the hospital soon for a minor operation.

Lee Simons was happy to announce that Badger Sales Co. has received the new Bobbie Gordon stereo pack. "New Sounds Of The South," Mio Hamaguchi, office mgr., will be flying to Japan with her husband & daughter, for a two week vacation.

Lots of action at California Music Co. this week, due to the special sale running on all LI's.

Don Edwards, Bill Gray, & Jack LaFleur were co-hosts assisting Ed Wilkes at the showing of the new Rowe AMI phonograph in Bakersfield. Ed reported it to be the most successful showing yet of the new phonos. He went on to say, it was very enjoyable renewing old acquaintances in the Northern territory, on his return trip home. Chuck Klein commented, they feel very fortunate to have Vinny Lanyz formerly with American Coin Machine employed in their service dept.

Irwin Zucker, local disk promoter, in at Leuenhagen's "Record Bar" with a bunch of goodies, topped by Lester Lanin's new Epic single, "Give Me A Swing" also to confirm sales of the Little Red Rented Rowboat," off the Smash label. The Solle girls report "Mr. Sun," by Johnny Bond, also on Smash, getting good sales action.

A burglary was attempted at Duarte International Sales Co, and Joe Duarte is happy to announce the effort was unsuccessful except as it is the alarm & the police dept. The shop is readying export shipments for Melbourne and Sydney, Australia.

Hank Trellick of C. A. Robinson & Co. informs, Williams 'Trade Winds' pinball amusement game arrived, and is being very warmly accepted by the op's, who are intrigued with its beauty, and with the improvements that have been added. United's new shuffle Baseball is now on display, and is also meeting with operator approval.

Russell Early of the shipping dept. at Paul Laymon, Inc., is on a week's vacation, and Jim Wilkins was absent due to illness with the flu. Britt Adelman, secretary, is quitting for the summer, but plans to work a day now & then. Don Peters' daughter, Linda, graduated from South Gate High and plans to attend UCLA, in the Fall.

In town visiting Distributors and One-stops this week were: Frank Lamb, Metallic Coin Co., Shippensburg, Ray Brandenberg, La Habre; Dick Kanold, Oxnard; Bill Vessel, Arvada; Noble Craver, Enid; S. L. Griffin, Pomona; Bob Hathaway, Ventura; Cecil Ellison, Lancaster, and Tex Nowka, San Bernardino.

Midwest Musings

Mr. and Mrs. Forrest Dahl and their son Vic, Fergus Falls, Minn. are leaving for the Worlds Fair on June 10th for a two week vacation. L. F. LaFleur, Sr. and his grandson Boyd are vacationing in Canada and doing a lot of fishing. Mrs. J. F. LaFleur, Jr. is expecting her parents who are driving from Pittsburgh and will spend a few weeks in Devils Lake, N. Dakota. C. H. Clarey, Jr. and Mr. & Mrs. Stan Rees, of Rapid City, are expecting their daughter Barbara from high school June 7th. Johnny Morton, Bismarck, N. Dakota, is running for State Legislature and may have a chance of making it. Jack Backus, Jamestown, N. Dakota is feeling better and is getting around pretty good. Mr. & Mrs. Bob Addington, Bismarck, N. Dakota are leaving Sunday June 10th for Seattle and the Worlds Fair. Expect to be gone for about 2 weeks. Count Basie and his band appear for one nite at the Pom, Friday, June 15th. The Edmond Sisters and Arnie Lawrence 4 at the Fuddled Cell. The Brothers Four, June 27th for one night at the Metropolitan Stadium. Rusty Warren at Freddie's Cafe. With niece weather George Melius Minot, is out in the 70's. Congratulations are in order for the new mayor of Mankato, No. Dakota, His Honor Ernest Weytossen. Connie Kahlra and the family are vacationing in Las Vegas for a few weeks until Monday 11th.

Happy Birthday This Week To:

Japanese Geisha Girls
Aided By Juke Boxes

NEW YORK—The Geisha Girl, long renowned for her necessary part in every Japanese businessman's life, is giving way to the cabaret hostess. Night club openings in Tokyo have been on the upswing this year while the geisha restaurant business has declined 10% in number and even more in dollar volume over the last two years.

The reason for the seemingly eventual demise of the cultured female companion appears to be the different temperament of the young Japanese man who seeks, not culture, but excitement and music. Both items can be found in the cabaret—and the music is provided for by the juke box, a fast growing business in Japan along with games, arcade and vending machines.

The Wall Street Journal reported an increase in the number of juke boxes finding their way into geisha houses these days. It seems that the owners figure they'll try and beat the cabarets at their own game. Hence, a juke box is installed and pop music replaces the classics. (First Quarter Export Volume Report figures for Japan indicate a rise in dollar volume from $28 thousand to $35 thousand for the three month period. See figs. elsewhere).

The Japanese businessman today evidently looks for fun and female companionship under different circumstances than his culture loving predecessor—and the juke box is helping provide the necessary background music for this amusement.

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• Wide range of questions can be chosen periodically to maintain interest...and to keep customers!
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• Constant change of questions keeps interest alive! For weeks, months, even years!
• Colorful little game you've never seen!

HOW IT WORKS:
After inserting coin and selecting one of twenty questions, figure out answer and punch it in. Yes or No? Answer Yes, they stay apart times each other. The answer is arrived at randomly...the same answer does not always come up for the same question.

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Cash Box—June 30, 1962
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Whatever number of selections you program, you get the Orbital Sound of Stereo Round, the proved and self-contained stereo system — modern styling and moving colors — Top Talent Tunes — full-width backlit location identification — new "now playing" record indicator — new easy-play keyboard — plus a host of other design and engineering advancements to increase revenue, decrease costs.

See the new Rowe AMi at your distributor now.

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DIVISION OF AUTOMATIC CANTEEN COMPANY OF AMERICA
18 So. Michigan Ave., Chicago 3, Illinois
As John Says to Andy

Wurlitzer With Its Ten Top Tunes Has Really Got It Made

The phonograph in The Little Bar at 1874 East 9th Street, Cleveland, Ohio used to take in $7 a week. Then they installed a Wurlitzer 2600 with Ten Top Tunes for 50 cents at the press of a single button.

What happened is hard to believe, but collections proved it! Earnings took off like a moon rocket from its pad. Last weekly report as this went to print, patrons had poured $92 into this phonograph.

More positive proof that a Wurlitzer 2600 with the exclusive Ten Top Tunes feature is the industry's unchallenged leader. It's paying off the operator and the location owner as no phonograph ever did in history.
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Delivers all sound power to the two built-in monaural speakers.

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Delivers all sound power to the two separate stereo extension speakers.

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Position on the TRI-FONIC SWITCH
Delivers all sound power to the two main unit speakers and also supplies monaural music to the two extension speakers.

Only from a Rock-Ola Phonograph with its "Tri-Fonic" switch do you get these advantages or none.

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