One of the biggest events in Warner Bros. Records' history is the release this week of the original Film Track album from the up-coming film musical, "The Music Man," which opens nationally July 25th. Robert Preston, leading the parade across the above montage, repeats his Broadway role as Prof. Harold Hill in the film version of the Meredith Willson hit. TOP ROW: Left: Film Musical Conductor Ray Heindorf during pre-recording sessions for the film. Right: Co-star Shirley Jones and Preston leading a 150-piece boys' band during the film's finale sequence. MIDDLE ROW: Left: Hermione Gingold caught experimenting with one of the 76 Trombones from the film. Right: Preston leads the boys' band out of the River City High School gym. BOTTOM ROW: Left, Preston overhears the quartet, The Buffalo Bills, who perform in the film and sound track. Right: Buddy Hackett dreams of escaping the life of the livery stable and becoming a Music Man himself.
The Sound of Money
Columbia Singles Sell!
"My Fair Lady," now the ma-
tron of American musicals, is soon
to end its initial run on Broadway,
and those who believed it would
run forever can take comfort in
the knowledge that, in a way, it
will.

Having already given statisti-
cians a vast array of record-break-
data to come-up with, it is really
only the beginning for "Lady." An
IBM machine will even be put to the
test to project the number of per-
formances it is yet to receive from
both professional and amateur
groups all over the world in the
years ahead. And, to be sure,
there'll be many a revival of
the production in its hometown
—New York.

Perhaps it's easy to say at
this time that the run and various
financial records made by "Lady"
are never to be broken by another
musical.

Who thought that a musical—at
least in this century—would ever
better the various marks set by "Oklah-
oma!" the previous musical comedy
champ.

One came along—and we believe
that another—perhaps a production
being planned at this moment—
will in time best records set by
"Lady."

If records are made to be brok-
en, is there a more delightful way
to do it than to give the world a
lasting work of art?

Certainly the record industry
owes a "thanks" to the creators of
"Lady" Alan Jay Lerner, Frederick
Loewe (and, of course, George
Bernard Shaw).

The fortunate label that got the
original-cast rights, Columbia, was
not the only diskery to benefit from
the gem of a score. "Lady"s music
has been a gold-mine for a number
of regular-priced and low-priced
labels. Just the name "My Fair
Lady" on a record was (and still
is) enough to insure consumer in-
terest when such an album is dis-
played. Remember, too, that it was
"Lady" that began the very suc-
cessful jazz-goes-to-Broadway field.
Foreign language versions of the
score have also met with huge suc-
cess.

Cash Box believes it expresses
the feelings of music men every-
where when it hopes that the mar-
velous transition of Eliza Doolittle
into a "My Fair Lady" continues
to delight generations yet to come.
The new teen craze...

**VIENNESE WALTZES**

with a

**SNEAKY BEAT**

2 great sides by
Sweden's leading trumpeter
recorded and produced by Frank Guida

ARNE LAMBERTH & STRINGS

NEW ORLEANS

WALTZ

B/W

QUARTER TO THREE

WALTZ

45-3301

S.P.Q.R. RECORDS
ONE OF THE

THE **LONDON** AMERICAN GROUP
Goldner Named Volute Veep; Label Acquires Gone & End

NEW YORK—George Goldner has been named vice-president of Roulette Records, which has also acquired Goldner’s Gone & End labels.

Goldner will report to Roulette presy Morris Levy, with whom Goldner was associated years ago in the Tico, Rama and Gee opera-
tions. Goldner’s Gelves are part of Levy’s efforts in the A&R and promotion departments.

The Goldner-Roulette development was announced to surprised Roulette employees at the label’s annual sales meet in New York over the weekend.

RCA To Exhibit
At Chi Music Fair

CHICAGO — RCA Sales Corp. and RCA Victor Records will be major exhi-
bitions at the upcoming World’s Fair, according to John C. Fushman, Fair president, said the addition of RCA divisions brings the firm commitments for ex-
hibitions space close to the 20,000 square feet originally available.

RCA Victor, under management of Jack M. Williams, RCA Sales advertising and sales promotion veep, and Jack Bur-
nes, RCA Victor public relations veep, announced that, said that, “We are extremely pleased to take part in the new Fair since it will give RCA Victor an oppor-
tunity to reach an extremely large to an extremely large to the United States and of the entire world.”

RCA home-entertainment products to be displayed will include phonos, tape machines, AM, FM radios, rec-
ords and tapes.

In other Fair developments, it was announced that The National Feder-
aion of Music Clubs, comprised of ap-
proximately 5,000 music organizations with more than 500,000 members, will have an exhibit at the Fair, with a 50-foot square display and a band — “It’s our hope,” said Mrs. C. Arthur Bullock, NFMC, “that many of our members will come to Chicago for this all-exhibition exposition of music, it’s selected especially to create music and of music.”

According to Mrs. Bullock, NFMC is offering special advance ticket rates for the Fair to its members. Tickets may be purchased at FM stations in Chicago, Spectacular set in the 5,000-seat Auditorium Theatre for three performances daily during the Fair, as well as to exhibitors and entertain-
ment in the main exhibition hall.

(Continued on page 44)

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Victor To Release 9 Albums In July

NEW YORK—RCA Victor Records is releasing nine new pop albums in July.

Included are two soundtrack LP’s, “My Gelisha,” and “Belinda’s Adventures of a Young Man.”

Four jazz releases include Gary Burton’s “New Vibe in Town,” “The American Band” (featuring American, Americans Bill Smith (clarinet) and Johnny Eaton (piano) and Euro-
pean’s Erich Pfe (bass) and Pierre Ferre (drums), George Russell’s "The Jazz Workshop," originally issued in 1957 and now available in Electroni-
cally Reprocessed Stereo; Nat Pierce Orchestra and trumpeter Buck Clay-
ton in “Big Bang at the Savoy Ballroom.”

A country issue is “Country Music Hall of Fame” with Jimmie Rodgers. Two religious releases are: “We Thank Thee” with Jim Reeves and “Tony Fontane Sings the Songs from ‘The Tony Fontane Story,’” featuring the singer in 12 inspirational songs from his flick bio.

Capitol Deal On Sinatra Catalog

Hollywood—One of Capitol Recs.

biggest artist promotion ever in-
volves its catalog of Frank Sinatra LP’s, including a new LP, “Sinatra Sings Christmas Favourites,” and the re-
issues of two big successes, “Swing Easy” and “Songs For Young Lovers.”

From July 2 to July 25, dealers will be given one free Sinatra album, of the same prefix and selection number, for each one purchased at the usual price, a 3-foot display, retail price, and display and re-
issues of two big successes, “Swing Easy” and “Songs For Young Lovers.”

(see separate story on new Capitol re-
leases)

Columbia Inks Gary Graffman

NEW YORK—Gary Graffman is the latest classical pianist in the impres-
sive Masterworks stable of Columbia Records.

The inking of Graffman, at 33 one of America’s top young pianists, was announced last week by Gottlieb Leder-
son, label president.

Schuyler G. Chapin, director of Masterworks A&R, said that the per-
former would record his first album, “Pianist In Residence,” later this year. Produced under the direction of Paul Myers, it’s set for release in Nov.

Graffman is Columbia’s second art-
st to join Columbia’s Masterworks roster this year, the other being Vladimir Horowitz, who joined the label.

(Continued on page 44)
Distributors Prep To Take Over ARMADA; New Manufacturers Ass’n in Works

MIAMI BEACH, Fla.—At deadline time for this edition of Cash Box, ARMADA had not yet staged its big distribution show.

But word throughout the hotel clearly indicated that distributors were all set to take over the organization. A large contingent of key manufacturers who normally attended previous conventions turned out in force to increase the distributor strength in the association which would be of even greater importance in the years to come.

Aided by the change in contract of ARMADA, manufacturers hold a private caucus on the evening preceding the official convention meeting in Sid Frey’s suite (VP, American Record Corporation’s President) suite where Frey introduced a suggestion that an association of record manufacturers (designed primarily for Indie Manufacturers, but welcoming the majors) be formed to act in behalf of record manufacturers by protecting their interest via Congressional legislation, etc. (see separate story on Frey’s letter to manufacturers on page 44).

Frey used the “Compulsory Copyright Law Revision” as prime example of pending Congressional legislation which could be detrimental and perhaps completely destructive to the recording industry.

Speaking with sincerity and belief in the necessity of a manufacturer organization, Frey pointed out that there is great need for a lobby acting on behalf of indie manufacturers to have a voice in the Capitol of Congress. (Further details on this pending revision of the 1969 Copyright Law will be covered in subsequent issues).

Unquestionably, this was a key inducement for meetings of the hotel and it was agreed that such an organization was “urgent.”

The meeting was adjourned with the understanding that manufacturers would show their interest in attendance at the caucus would be contacted and asked to attend a subsequent meeting to be held the next day at which it was hoped more of the larger independents would attend.

Many manufacturers at the meeting were willing to contribute $1,000 each to a fund necessary to the formation of the new organization. (Complete details of the association with meetings and ARMADA Day activities will be reported in detail in next week’s issue of Cash Box).

“Butterfly” First Opera At RCA’s Rome Studios

NEW YORK—All roads lead to RCA Victor Records’ new Rome Studios during the next two weeks, as Victor personnel, led by George K. Marek, vice president and general manager, the cast, headed by Leontyne Price, the world’s leading soprano, and Japanese bards, all arrive for the recording of “Madame Butterfly” —the first opera to be recorded in the largest recording studio in the world.

“Butterfly,” which stars Miss Price, Richard Tucker, Philip Maer, Rinald Lindell, and Erich Leinsdorf conducting, was recorded at the Parmeggiani studios in Rome, Italy, and is directed by conductor Arturo Toscanini.

Stressed at the meeting was the importance of catalog albums such as those of Winston Churchill—The Valiant Years, for which Richard Rodgers and the label’s acknowledged ”Emmy” award, and four LP’s by the Les Djinns Singers (60 French Girls), and many others. The ABC-Paramount conflagration included eight new albums on the ABC-Paramount label and nine on Impulse!, the jazz subsidiary. Included are packages by Ray Charles, Percy Faith & Telcher, Roy Smock, a third volume of “Adventures in Paradise;” an “All-Star Cast” album featuring Ray Charles, Edmundo Ros, The Four Aces, Brian Hyland, Eydie Gorme and Steve Lawrence, Paul Anka and others; a gospel LP by The Stevens Singers; a sing-along LP by Sid Melman; a 12” record in a polka package by Lou Prohut; Impulse! jazz releases are by Count Basie, Jackie Paris, McCoy Tyner, Manny Albam, Curtis Fuller, Shelly Manne, John Coltrane, Max Roach and the Bay Haynes Quartet.

ABC-Paramount & Distributors Meet In Miami: New Albums

NEW YORK—ABC-Paramount Records execs hosted distributor meeting last week to introduce the new LP product at the Eden Roc Hotel in Miami Beach just after the ARMDA convention (July 1, 2).

A major feature of the convention was an information gathering of all distributors and label executives, followed by individual conferences arranged by appointments.

Execs attending the meeting from New York were: Sam H. Clark, president; Larry Newton, vice-president in charge of sales; Allen Parker, direct- ing the company’s subsidiary, Dave Berger, director of promotion; and Howard Stark, director of sales and the Westminster label, owned by ABC-Paramount.

Stressed at the meeting was the importance of catalog albums such as those of Winston Churchill—The Valiant Years, for which Richard Rodgers

Kapp “Concept” A Year Later: 5 Million Disks Sold

NEW YORK—Just a year ago, Dave Kapp, president of Kapp Records, launched what was termed the “Kapp concept,” which noted that the label’s products would be marketed on quality rather than quantity basis.

A year later, Kapp has a number of disk successes that have given public indication of a continuing “Kapp concept,” which in the past year has accounted, the label reports, for overall disk sales of 5 million. Besides the label’s rosy sales showing, there have been important by-products resulting from the label’s policy over the last year.

This has been a closer relationship with distributors, which Kapp attributes the overall success of 1961-62 to, that has mainly come about due to the marketing of better product.

Though there may not have been more product to work with, quality over quantity has led to the additions of key personnel to the label within the last year. Included are five promotion salesmen throughout the country, an national promotion director, art, the marketing of better product.

As for the label’s export picture, artists and product have helped to double the volume of the overseas market, which has been greatly aided by the concentration throughout the world by personal contact by the execs. (Continued on page 44)
Pick of the Week

“SO WRONG” (2:58) [Cedarwood BMI—Perkins]

“You’re Stronger Than Me” (2:36) [Pamper Publishing—Cochran, Key]

PATSY CLINE (Decca 31406)
Patsy, whose rapidly growing list of hits now includes “When I Get Thru With You” and “Imagine That,” should soon be adding “So Wrong” and “You’re Stronger Than Me” to the collection. Both are heart-rendering, easy-on-the-ears ballads that the velvety-voiced performer delivers with tender emotion. Warm, appealing, and lushly orchestrated works on both ends. It’s a toss-up for pop-country chart honors.

“LOVE ME AS I LOVE YOU” “THEY KNEW ABOUT YOU” (2:34) (3:12) [Marello BMI—Elas, Reid, [Dyner ASCAP—Allen, Koslaf]

GEORGE MAHARI (Epic 5229) The “Route 66” star, who was all over the charts with his initial Epic outing, “Teach Me Tonight,” should be in for more of the same with both halves of his new release. Both “Love Me As I Love You” and “They Knew About You” are extremely pretty ballads wrapped up in most attractive fashion by the smooth-toned actor-singer. Grade “A” or-choral couplets run to Robert Mersey on the former and to Glenn Osser on the latter.

“LIFE’S JUST A PLAY” (2:06) [Odin ASCAP—St. John]

“All I Want” (1:40) [Odin ASCAP—St. John]

DICK & DEEDEE (Liberty 55478)
Dick & DeeDee, who now have big hits in “The Mountains High” and “Tell Me” to their credit, could have their biggest date in this new Liberty offering. It’s a captivating, beat-ballad, nutter, “Life’s Just A Play,” that features a fascinating new vocal style for the duo. Surprisingly, though, it’s too coupled. Cooper’s a tantalizing rock-a-twist ditty tabbed “All I Want.”

“COME ON BABY” (2:10) [LeBill BMI—Channel, Cobb, Montgomery]

“MINE EXCLUSIVELY” (2:10) [LeBill BMI—Channel, Cobb, Montgomery]

BRUCE CHANNEL (Smask 1769)
Channel, who rode to the top of the charts with “Hey Baby” and followed it in hit style with “Number One Man,” is a good bet to make it three-in-a-row with this one. It’s a hard-driving, affairs, labeled “Come On Baby,” that Bruce and his band’s harmonics-spliced instrumental backdrop sounds in hit-making money-pop-r&b fashion. The bright-bouncy twistcouplet, “Hey Baby,” is what it takes for chordmelt. Intriguing instrumental work on both ends.

“YOU ARE MY SUNSHINE” (2:35) [Peet BMI—Davies, Mitchell]

“GIVE ME YOUR LOVE” (2:12) [Fast, Sehorn BMI—Dorsey]

LEE DORSEY (Fury 1966)
The “Ya Ya” man, Lee Dorsey, is back with another strong contender for the pop charts. This time it’s the oldie, “You Are My Sunshine,” that receives the infectious thump-a-shuffle-cha-cha-treatment found in his previous chart-riders. Attention-getting vocal and instrumental support for Lee’s easy-going chanteering. Backing’s a pulsating, beat-ballad pleader, tabbed “Give Me Your Love,” that can also make the chart grade.

WHAT GOOD ARE DREAMS “WHAT DID I DO” (2:05) (2:40) [Sea-Lark BMI—Schlade, Glazer]

KENNY DINO (Musicor 1021)
Dino, who kicked up a chart fuss recently with “Your Ma Said You Cried,” can again have hit on his hands as a result of his potent piping on this new Musicor release. On, “What Good Are Dreams,” is a touching, cha-cha-martial beat entry that the songstress delivers with heartfelt sincerity. Coupler, “What Did I Do,” is a crying twang, cha-cha-twister that the artist also decks out in coin-catching manner.

WHEN MATILDA COMES BACK” (2:33) [Rock Masters BMI—Guida, Royster, McCleese]

“SOME KINDA NUT” (2:40) [Rock Masters BMI—Royster, McCleese]

JIMMY SOUL (S.P.Q.R. 3302)
Soul, who broke thru the hit barrier with his happy rock sounds on “Twistin’ Matilda,” also makes his second time out on the London-distributed S.P.Q.R. label. This one’s a sequel, tabbed “When Matilda Comes Back,” that Jimmy & Co. rock-a-twist thru in teen-appalling manner. Lots, novelty-rock fun on the thumbs-up coupler, “Some Kinda Nut?”

GINY GIBSON (Charles 52277)

“(B-1) ‘THAT’S HOW LOVE COMES’ (2:31) [Kramer, Whitaker] Bouncy ASCAP—Charles, Wylde] Fine legit lark appealingly essays a very attractive ballad, declaring that true love takes time to occur. Dick Weiss directs the nice ork setting. Chorus, a good music-programing, Label is based in N.Y.

“(B) ‘AS THE WORLD TURNS’ [Hart BMI—Charles, Tishman] Light swinger also done in a legit manner.

LEON “PARKWAY 843” (2:18) [Cameo—Parkway BMI—Primitant] Zany storying about a guy who thought the barber cut too much hair until he heard from i.r.m. that he didn’t. The tune is expressed with an effective quick-beat rock sound by songster and his backing unit and includes deep-voiced chants. A novelty that could catch on with the kids.

“(B) ‘IT HADN’T BEEN FOR YOU’ (2:13) [Kalman & Lowe ASCAP—Mann, Lowe] Easy shoody-tody for a school crushed by too, not the old Eddie Fisher success.

THE WILLIS SISTERS (RCA Victor 8060)

“(B) ‘AIN’T GONNA BE NO SWISTIN’ (2:20) [Dancy Winchell, ASCAP—Semos, Shanky, Jonen] Catchy twist novelty is done with good rock back by Chapel and Chord disk larks, who are backed by a bouncey twang, “Ain’t Gonna Be No Swistin’,” and from the musicians, Joyful job could get lots of spins.

“(B) ‘IT HURTS ME MORE THAN YOU DO’ (2:12) [Chalee, ASCAP—Hughes, Luigl, Weiss, Gala] Gala display a pleasing teen-ballard sound on this end.

BUDDY KNIGHT (Liberty 54743)

“(B) ‘SHE’S GONE’ (2:30) [Bud- dorsey, ASCAP—Knock, Jackson] Vet rockster does a free speedy-beat stint on an infectious ditty. Given him a big sound asset is the string-included ork-chorus breakdown and orig-sounding date that could happen.

“(B) ‘NOW THERE’S ONLY ME’ (2:14) [Albatross BMI—Bark, Goodman] Easier rhythm about a fellows with two tickets to a show and the knowledge that he no longer has the girl.

NOEL ORPIAS ORCH./DAVE LYNNE (1:50/6063)

“(B-) “I’M A BEATLE” (1:42) [Bellophon BMI—Franklin] The Noel Orpías ork is featured on this end, as an exciting attack with a Spanish-flavored app- parental rock-chorus adds to the excitement. Dickery is a coast outfit.

“(C-) “YOUR GUSSS” (1:50) [Dinro BMI—Gino, Noe] Relaxed rock combo-chorus chart form.

MARTY PAICH (Groove 0022)

“ROCKABILLY” (2:20) [Miller ASCAP—Waxman] Victor’s Groove label is back with a (96c tape) hit. One of the two debut dishes is this attractive, soft triplet ork reading of a pretty theme from the new double movie Dr. gimmick Way Adventure Of A Young Man.” Appealing instrumen-

“(B) “LOVE IS IN THE AIR” (2:21) [Chappel ASCAP—Sondheim] Chorus is included in this engaging soft-shoe reading of a likeable tune from the hit musical, “A Funny Thing Happened On The Way To The Forum.”

WILLIE MITCHELL (Hi 2065)

“(B) “BUDDY BEAR” (2:15) [Jae BMI—Jackson, Mitchell, Hall] This combo shore beats the pants off that Clayton shuffle-beat rock sound associated with the label’s hit crew. The Bill Black Combo, Teeners will appreciate the spins on this.

“(B) “BUFFALO” (2:10) [Jae BMI—Mitchell] This rocker owes a lot to the boogie-woogie era.

CURTIS & DEL (Monument 463)

“(B-) “CEPHER BERRY LIPS” (2:09) [Accor-Rose BMI—Bryant, Vincent] You’ve heard the cheerful item with an exciting blend. Their instrumental backing is also in good rock-market spirits.

“(B) “(They Say) YOU CAN’T HAVE EVERYTHING” (2:12) [Combine BMI—Tanner] Cozy rock-a-cha-cha with a twisty storyline.

THE FOUR LADS (Dot 16373)

“(B-) “NEVER ON SUNDAY” (2:03) [Harra-Thomas BMI—Towne, Haddadkin] The delightful plop hit! Not more via a bright swing treatment by the popular song crew, who are backed by a punchy boy sound from their ork. Fine deejay side is from the team’s hit version of “Bill.”

“(B) “EXODUS” (3:08) [Chappel ASCAP—Gold, Boone] From the same LP, the boys express the beautiful song with a poignant blend.

THE SENTINELS (Ern 3082)

“(B-) “LATINA” (2:18) [Contrast BMI, Hilder] Musicians come-up with original Latin-styled rock sounds, espe-

“(B-) “(They Say) YOU CAN’T HAVE EVERYTHING” (2:12) [Combine BMI—Tanner] Cozy rock-a-cha-cha with a twisty storyline.

THE FLARES (Press 2803)

“(B-) “MAKE IT BE ME” (2:45) [Argo BMI—Collins] Songs empo
er good-natured gospel-flavored approach on the catchy ditty with Dickery is part of the London Group.

“(B) “MADHOUSE” (2:25) [Sym-

“(B-) “(They Say) YOU CAN’T HAVE EVERYTHING” (2:12) [Combine BMI—Tanner] Cozy rock-a-cha-cha with a twisty storyline.

DENNIS BANK (Iola 2)


“(B) “WALKING & WHISTLING” (2:31) [Savina BMI—Ep-

“(B-) “(They Say) YOU CAN’T HAVE EVERYTHING” (2:12) [Combine BMI—Tanner] Cozy rock-a-cha-cha with a twisty storyline.
THE BIG ONE

"LOLITA YA-YA"

THE VENTURES

B/W "LUCILLE"  #60

DOLTON RECORDS • A DIVISION OF LIBERTY RECORDS INC.
**RECORD REVIEWS**

B+ very good  B good  C+ fair  C mediocre

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

**Pick of the Week**

“CHILLS” (2:40) [Aidon BMI—Keller, Goffin]

“AT THE EDGE OF TEARS” (2:15) [Aidon BMI—Arthur, Kaufman]

TONY ORLANDO & BING CROSBY

Orlando should get right back on the winning track with either end, or both, of his newest Epic outing. One half, labeled “Chills,” is an inviting rococo country offering that could showcase the other half. As “At The Edge Of Tears,” is a twister wunder that sports an attention-getting arrangement by Mauer. Take your pick. It ends up like hot chart stuff.

“SAD STORY” (2:27) [Pack Wolf SESAC-Scott]

JACK SCOTT (Capitol 4796)

Scott can have one of his biggest noise-makers in quite awhile with either end of his newest Capitol track. One half, “Sad Story,” is a fast paced, sentimental tear-jerker (penned by Scott) while the other, “I Can’t Hold Your Letters (In My Arms),” is a softer, too-tappin’ weeper. Splendid choral and instrumental assist from the Bill Sanborn aggregate.

“SHO’ MISS YOU BABY” (2:30) [Kags BMI—Cooke, Lyons]

“WILDEST GIRL IN TOWN” (1:54) [Kags BMI—Cooke, Alexander]

JOHNNIE MORRISETTE (Sar 133)

Morriette, who also holds both pop and r&b hit credits with his “Meet Me At The Twistin’ Place,” offers another strong contender for the dual-mart charts. Titled “You Miss You Baby,” it’s a stompin’ shuffle-rock blueser that Johnnie knocks out in emotion-packed fashion. Screaming back-up voice and thumping musical assist are quite effective. Could be a house party. Enticing shuffle-twister on the lower end.

“CASTLE IN THE SKY” (2:46) [Roosevelt BMI—Berry, Corry]

“THE BOYS KEPT HANGIN’ AROUND” (2:33) [Dong Ding, Le Jean BMI—Miller]

DORSEY BURNETTE (Reprise 26,095)

It appears as the Dorsey Burnette’s first-time-out Reprise session will make the trip to hitville. Side’s a teen-camping ballad thumber, labeled “Castle In The Sky,” that the artist delivers in ear-arresting fashion. Excellent choral and vocal comments. Intriguing sound that should do well in both pop and r&b locations. The Baltic folk dance is set to a rock-twist format on the other end.

“JIVIN’ AROUND” (2:24) [Reese BMI—Dolphins, Freeman, Gray]

“DON’ THE SHOTISH” (1:33) [render BMI—Casey, Bauer]

AL CASEY (Stacy 935)

Casey, whose combo has Burnette’s first-time-out Reprise session will make the trip to hitville. Side’s a teen-camping ballad thumber, labeled “Castle In The Sky,” that the artist delivers in ear-arresting fashion. Excellent choral and vocal comments. Intriguing sound that should do well in both pop and r&b locations. The Baltic folk dance is set to a rock-twist format on the other end.

“ABIGIL” (2:50) [One O’Clock BMI—Washington]

“I WAS TOO CAREFUL” (2:32) [One O’Clock BMI—Malis]

THE EMBERS (Empress 107)

The Embers, of “Solitaire (Since You’re Gone)” chart fame, come thru with another lid that looks like a winner from every angle. It’s a hip-swinging beat-ballad, romancer, devoted to “Abigail,” that the crew carves out in ultra-commercial style. Great percussive-highlighted support and a deck that wrap up both the r&b and pop marts. More strong beat-ballad statements on the other end.

**Newcomers**

In an effort to call S.J. attention to Pick records by “Newcomers” (artistics never before on the Top 100) the editorial staff of Cash Box will list each record under this special heading.

“AND NOW” [Alexis ASCAP—Weiss, Peretti, Cretore]

“DON’T WORRY ‘BOUT ME” (3:05) [Mills ASCAP—Bloom, Koehler]

VINCENT EDWARDS (Decca 31413)

Theepsian Edwards, TV’s famed “Ben Casey,” starts his Decca association with one that looks like a real smash. It’s the white-back Dalla Reese click, “And Now,” that the ‘Doctor’ up-dates in superballad-with-a-beat fashion. Artist’s ready-made following oughta send the disk soaring in no time flat. Edwards’ fine featured voice is also heard to excellent advantage on the lovely oldie, “Don’t Worry ‘Bout Me.” Most appealing Bud Dant vocal-instrumental backdrops on two sides from artist’s “Vincent Edwards Sings” LP.

**Pick of the Week**

JACK EUBANKS (Monument 462)

“ANOTHER RAIN” (2:20) [Monogram BMI—Eubanks]

After the rain comes the comfort of a more soothing bottom-feet-stim帐 strip on a pretty tune seems to say. Combo outlook here. Includes soft femme chants. Inviting entry.

“SINCE I MET YOU BABY” (2:10) [Monogram BMI—Hunter]

Old click is done in relaxed fashion, including a reading of the lyrics in the gal.”

GAIL MANSFIELD (Fabor 111)

“I’LL DO THAT HOUSE” (2:45) [American BMI—Gibson]

This is an interesting, countrystyle stand by the lark and light-beat combo on a catchy item about a gal who almost falls for the sweet-talk of a fella—not her true-love. Could mean something.


DONNA LEE ANNE (Dore 640)

“You OUL’ O’LOCK” (2:01) [Barnes BMI—Leeds]

Heartfelt teen-ballad appearances by the old Hawaiian twister. Catchy kick-back dropback. Flotilla is about a fella who doesn’t show up for a date because he’s found another flame. Could happen.

“DONNA’S THEME” (2:03) [Julian BMI—ibid]

This is a pretty easy-beat instrumental.

ANNETTE VITA (Vita 400)

“I’LL PULL MY GRASS SHACK” (2:09) [Miller ASCAP—Harrison, Cogswell, Noble] The old Hawaiian twister. Catchy blues-cut style that’s joyfully related by the soundtrack and sometimes swingin’ band setting. There should be a host of deejay action here.

“HUKILAU SONG” (1:56) [Stauffer ASCAP—Owens]

More good-natured fun on an Islands flavor. As you’ve probably guessed, side is handled by the performer’s LI, “Hawaiianette.”

HERMAN GRIFFIN (Moton 1028)

“SLEEP” (Little One) (2:39) [Weber BMI—Sanford, Korin, Bieder, Bideau, Kendall]

The theme is straight for this slightly milked instrumental.

LITTLE BOB & THE LOLLIPOPS (Dollar 1837)

“TWISTING HOME” (1:53) [Jamal & Jack—Cari BMI—Little Bop] A strong always-true-you number in commanding out-beat blues ballad style by the songster, who is accompanied by a telling rock-a-hula pluck. This display ought to be closely eyed.

“UPTIGHT” (2:30) [Jofette BMI—Adano, Adano]

This all-instrumental is infectious blues stuff.

ERNIE ADANO (Assault 1837)

“MIDNIGHT STAR” (2:01) [Hart BMI—Gallo, Adano] Ernie Adano puts loads of feeling into his countryish ballad twister. Romancer. Vocal range and instrumental support of a lid that should latch on to a heap of sales and spins.

“POULIN’ OVER” (2:02) [Hart BMI—Adano] Here Ernie and the chorus switch to a solid twist pace.

LINDA MARTELL (Fire 512)

“A LITTLE TEAR” (2:28) [Winddogg BMI—McCullough] I’ll let Newcomer Linda tell a first-rate r&b-pop lament with enough good stuff in it to quickly cause some excitement. A natural for airplay.

“THE THINGS I DO FOR YOU” (2:50) [Barnes BMI—C. H. Rees] This entry is a pleasing fastball with a too-loose rhythm and a rather safe but effective presentation.

REKENDO LUNA (Revolution 90)

“CALLIENTE TWIST” (2:09) [Col.-Jim BMI—Luna’s quintet offers a softie twist item with a South-of-the-border cow-pot approach. Good change-of-pace idea for twist spins.

“PRECIEZL TWIST” (2:35) [Col.-Jim BMI—Liveliner twistin’ in a more familiar rock vein, Hollywood-style labels of the type.

SUNNY GALE (Talent 7050)

“CRYING THE CHAPEL” (1:56) [Valley BMI—Glen] Songstress warmly conveys the sentiments of the title in a twister that is nicely supported by a soft-spoken, triple-led combo-chord sound. London handles the labels.

“I LOVE ME AGAIN” (2:03) [Jack Gold ASCAP—Gold, Kosloff, Sims, Perry] Nice good beat-laid listening mostly meant for the teen trade.

BOBBY FULLER (Yucca 144)

“MY HEART JUMPED” (1:52) [Rabin BMI—Koehler] Statement Title idea is conveyed with a bouncy combo sound backing Full- ler’s upbeat vocal.

COURT VICTIM (Coral 2224)


“TINY TIP & THE TIP TOPS” (Chaotic 1837)

“TWISTING HOME” (1:53) [Jamal & Jake—Cari BMI—Little Bop] A strong always-true-you number in commanding out-beat blues ballad style by the songster, who is accompanied by a telling rock-a-hula pluck. This display ought to be closely eyed.

“YOU DON’T HAVE TO TELL ME” (2:30) [Jamal & Jake—Cari BMI—Little Bop] A down-and-out blueser here.

TIFFANY & THE TIP TOPS (Chester 2224)

“SAY IT” (1:56) [Arco BMI—Williams] Pro R&B-styled song crew gives the teen-beat crowd a polished Latinish romancing. Colorful cut.

“MATRIMONY” (2:20) [Arco BMI—Williams, Madison] Understanding teen vocalizing here.
DATE: July 2
TO: Every DJ, one-stop, dealer, juke box operator
SUBJECT: George Maharis—New Single Release

Destined to be
one of the Biggest Records
of the Year !!!

LOVE ME AS I LOVE YOU c/w THEY KNEW ABOUT YOU 5-9522
AL MARTINO (Capitol 4797)

(B-+) "BECAUSE YOU'RE MINE" (2:00) [Lee Feist ASCAP—Brodyk, Cahn] Flick tune associated with Mario Lanza is sung with a breathy, big-voiced quality. Backing him is a schmaltzy orch. arrangement bathed by Monty Kelly, Lisa comes up with strong station exposure.

(B) "MAKE ME BELIEVE" (2:42) [Algren—Matt] More of the better brand of romantic warbling on singles.

MANTOVANI (London 9043)

(B+) "THEME FROM ADVISE & CONSENT" (2:30) [Chappell ASCAP—Boyce, Hart] Strings deal with the sweet pie theme with much sugar-coated aplomb. Music programming has a choice item here.

(B) "LET ME CALL YOU SWEETHEART" (3:47) Shar- piro, Bernstein & Shavone Peesse ASCAP—Friedman, Whitman] The track is from the best-selling LP, "American Waltzes."

THE BOBBETTES (Jubilee 5427)

(B+) "OVER THERE (Stands My Baby)" (2:25) [Teddy Vann BMI—Vann, Barnes] Larks, song on the teen-market scene, have been cut in very interesting light-beat fashion, mining a ditty about a gal who spiers her guy standing "over there" with a new, big-voiced instrumental. Interesting choice. Backdrop. Backing could make it.

(B) "LONELINESS" (2:40) [Teddy Vann BMI—Vann, Thomas] Overall feel of a gospel outing.

BILL BRYAN & GOLD TONES
(Pike 5915)

(B+) "ROCKING CHAIR" (2:17) [Flowers BMI—Bryan] There's loads of twang in this hot rocker that sports a "Bo Did- ley"-like beat. Side has the goods to put Bryan & Golden on top. Watch 'em do it. Watch 'em do it. Watch 'em do it. Watch 'em do it.

(B) "WASTED WORDS" (2:14) [Bryan ASCAP—Bryan] Complete change-of-phase in this fascinating beat-ballad stand that the crew carves out softly. Jay-Gee distributes the label nationality.

WILLIE J. CHARLES & LIONEL HAMPTON (Gland-Hamp 2005)

(B) "FEELIN' KIND A LONE-SOME" (2:05) [Swing & Temple ASCAP—Hamp, Charles] Songster Charles, backed by an interesting, organ-led, country-sound underWillie Hampton's direction, offers a fine, sometimes wailing survey of the blues. "Loneliness." Lyrically, some vibe work, too. Mostly R&B—market out.

(C+) "WHY DO I CRY" (2:52) [Swing & Temple BMI—Charles, Hampton] Speedy work from the combo backs the vocalist's stand here.

THE DEL-KNIGHTS (Bromko 502)

(B+) "SPEEDY GONZALES" (2:36) [Saxey ASCAP—Keay, Hill, Lee] This is a reliable reading of the old novelty hit, now making a chart come-up with Pat Boone's (2:28) new reading. Teen programming can make good use of this version, too. Label is distributed by Chicago's Stacy Records.

(B) "EVERYBODY POPEYE" (2:18) [Eicher BMI—The Del-Knights] Vocalists and their combo make it easy to kids to take up the title's invitation.

JOSE MELIS (Mercury 72006)

(B+) "MEADOWLAND" (2:08) [Emarcy ASCAP—Adapt. Melis, Melis, (Messinogly) Russian melody gets a very listenable, easy-to-grasp twist here. Remains popular and his rhythm support. Falsetto female is included.

(B) "ON TOP OF OLD SMOKY" (2:06) [Melody ASCAP—Melis, Singleton, Mooney] Off-beat, Rock-like, inclined reading of the folk favorite, including a pseudo-hillbilly chorus sound.

SHITTY WILLIAMS (MGM 13885)

(B+) "OH SEYMOUR" (2:05) [Mike ASCAP—Rich, Thomas] Novelty romance is a reminder of a recent release, "Seymour" a reference to the "Seymour" of the other label, though the approach here is far more up-tempo. Easy to pick up as the latter offering did. Humor jocks will dig.

(B+) "GOOD FISH" (2:35) [R.F.D. ASCAP—Deane] More laff doings, this time tying-in with Dr. Ben Carson.

THE ROYAL SPADES (Marques 702)

(B+) "COME ON & LOVE ME ME" (2:38) [Camarque BMI—Scott, Eason, Klein, Hart, Root] The Houston-based label gives the R&B the modern twist and it has something about it, an infectious upbeat romancer in the format. The song crew, who are also the readers and vocalists. Other vocalists and combo backup with a strong jumps into upbeat sound. Could move.

(B) "I'M GONNA VOODOO YOU" (2:14) [Camarque BMI—Scott, Eason] More catchy blues doings by the vocal-combo assemblage here.

JACK LA FORGE (Rio 1004)

(B+) "BLUE MOON" (2:08) [Saxey ASCAP—Keay, Hill, Lee] The mainstay is read with a light beat, a distinct feel to it, and one which has several clever, classical-like string sections—worthwhile instrumental outing.

(B) "MY FOOLISH HEART" (2:30) [Joy ASCAP—Young, Washington] A warm delivery throughout for the lovely oldie.

LENNE MILES (Groove 0001)

(B+) "HERCULES" (2:37) [Enf. folk BMI—Raleigh, Darlak] Miles hands-in a powerful vocal on a near-forgotten Chromatics, "Journey," the power of Hercules, thanks to his gal's love. Lively rock-a-string backing makes "Journey" back-up the Victor subaud.

(B) "STAY WITH ME" (2:37) [Suffolk BMI—Wayne, Moore] Tender expression by the artist.

BUD SPUD & THE SPROUTS (EM 1772)

(B+) "THE MASH" (2:57) [Renda BMI—Moore, Turner] Excavative R&B-styled approach to the current teen dance fad, the mashed potato. Sound-grooving sets the pace. The affair, with vocal shouts also around. Exciting dance-floor entry. Label's national distribution is by Smash.

(B) "BLOW ZAP" (2:20) [Renda BMI—Moore, Caldwell] Sound is about as funky as you can get.

THE STRANDS (Tri-Ode 101)

(B+) "NEVER" [Styletone BMI—Banton, Mcfadden] Vocal rockers offer a reversal of "Journey," "Silver" which still has teen-market merit. Lead does a good watchful wrap-up for the fellow warhorses offer chart comments.

(B) "PLEASE BELIEVE ME" (1:47) [LeBill BMI—Watson] This plaintive, vocalized presentation with a Latin feel.

TEAM MATES (Le Cam 906)

(B+) "JUST A DREAM" (2:33) [Zim BMI—Johnson] Excavative blues-styled ballad sound from the songsters and their instrumental support. Vocal and rhythm provisions make a strong case for an up-front guy using the rhythm to his ends. Like a girlie performance from the combo. Might break out.

(B) "OLD MAN RIVER" [ASCAP—Kern, Hammerstein] Tricky blues approach to the evergreen.

THE THUNDERBIRDS (Delta 1002)

(B) "LADY'S CHOICE" (3:00) [ASCAP—Mattassah] Vocal rockers offer a reversal of "Journey," "Silver" which still has teen-market merit. Lead does a good watchful wrap-up for the fellow warhorses offer chart comments. Lacks an ear-finalizing touch.

(B) "THUNDERBIRD TWIST" (2:55) [Zim BMI—Robinson] Vocalists are included in this blues romp on the dance sensation.

DON ROBERTSON (RCA Victor 8699)

(B+) "STAND IN" (2:51) [Ross BMI—Hart, Robert] "Gus's" "standing" status with a gal is understandingly ex- ploited by the Robertson combo. An interesting light-beat Nashville offering. "Standing" is the title, but Robertson himself doing the keyboard stomp.

(B) "YOU DON'T NEED ME ANYMORE" (2:56) [Benn Robertson ASCAP—Robertson, Blair] A more intimate plaintive pose by the performer. Touching cares.
ALL THE TRADES
ALL SEWED UP!!!
sensational new folk group...hitting big...
radio picks all over the country...tremendous sales reaction

The Springfields
"SILVER THREADS AND GOLDEN NEEDLES"
NO. 40038

PHILIPS RECORDS  35 E. WACKER DRIVE • CHICAGO 1, ILLINOIS
BILLY WOOD & THE SKY-LIGHTERS (Warner Bros. 5291)  
(B+) “LOOK A HERE” (2:08) [Bird-MI—Wood, Adair, Chrisman]  
The Billy Wood group performs in the manner of the Bill Black Combo’s “pizzicato” shuffle-beat instrumental, which has good-humored keyboard effects, a percussive rhythm, and Merits horn stylings.  
(B+) “HOLD ON” (2:20) [Beckle MI—Wood]  
Snappy rock session by the crew.

JAZZ

LOU DONALDSON (Blue Note 1830)  
“Gravy Train (Parts 1 & 2)”  
STANLEY TURRENTINE (5-Star 1178)  
“Gee Baby Ain’t Got a Good To You”  
“Blue Riff”

POLKA

EDDIE ZIMA (Dana 2926)  
“Farmer’s Daughter”  
“Mommy BORKA”  
“Freez Top Polka”  
“Let’s Dance”

RAY HENRY (Dana 2928)  
“Tony, The Bachelor”  
“My Buddy”  
FRANK WOJNAROWSKI (Dana 2138)  
“Over The Shoulder”

JOHNNY PECON (Dana 2524)  
“Ervilla”  
“A-OK Polka”

RELIGIOUS

SUNSET TRAVELERS (Pat Rock 1448)  
“You Are Blessed”  
“Couldn’t Hear Nobody Pray”

PILGRIM JUBILEE SINGERS (Capitol 4795)  
“Jesus, Come Help Me”

GOSPEL CONSOLATORS (Capitol 4800)  
“Woolsey’s Friend Jesus”  
“Lord Be My Guide”

GOSPELAIRS (Pentagon 1600)  
“A Prayer For Us”  
“Shout Here”

GOSPEL PACKERS (Tuxedo 942)  
“I Won’t Have To Cry”  
“Let The Light Shine”

REV. MARVIN HILLS (Hill 1000)  
“Make Me A Blessing”  
“Going Home To Jesus”

BLIND BOYS OF ALABAMA (Gospel 1607)  
“Jesus Loves Me”  
“Holy Ghost Fell On Me”

PROF. ALEX BRADFORD (Regent 211)  
“I’m Going To Work”  
“My Lord Is Going To Move This Wicked Race”

ROBERT ANDERSON (Savory 4179)  
“In Times of Trouble”  
“The Only Hope”

ELLISON SINGERS (Sharp 627)  
“Walking In Glory”  
“Willie’s Home”

GOSPEL MESSENGERS (Sharp 628)  
“Walking With Jesus”  
“Waiting”

MARION WILLIAMS (Regent 212)  
“I’m Glad To Know”  
“Calling For Me”

Cash Box—July 7, 1962
PATSY SCORES AGAIN!

on DECCA
Naturally!

PATSY CLINE

SO YOU'RE
WRONG STRONGER
THAN ME

DECCA 31406
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.

<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>
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<td>55 %</td>
<td>Things—Bobby Darin—Atco</td>
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<td>Little Diane—Dion—Laurie</td>
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<td>Ballad Of Paladin—Duane Eddy—RCA Victor</td>
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<td>Dancin’ Party—Chubby Checker—Parkway</td>
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<td>What’s A Matter Baby—Timi Yuro—Liberty</td>
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<td>It Started All Over Again—Brenda Lee—Decca</td>
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<td>Above The Stars—Acker Bilk—Atco</td>
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<td>Heart In Hand—Brenda Lee—Decca</td>
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<td>Poor Little Puppet—Cathy Carroll—Warner Bros.</td>
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<td>Ahab The Arab—Ray Stevens—Mercury</td>
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<td>The Bird Man—Highwaymen &amp; B. Lancaster—U.A.</td>
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<td>Oh! Carol—David Carroll—Mercury</td>
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<td>La Bombo—Tokens—RCA Victor</td>
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<td>I’ll Come Running Back To You—Roy Hamilton—Epic</td>
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<td>Climb Every Mountain—Norman Charles—Vee-Jay</td>
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<td>Sheila—Tommie Rae—ABC Par.</td>
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<td>You’ll Lose A Good Thing—Barbara Lynn—Jamie</td>
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<td>Welcome Home Baby—Shirelles—Scepter</td>
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<td>Summertime—Brothers Four—Columbia</td>
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<td>Don’t Let Me Stand In Your Way—Franke Avalon—Chancellor</td>
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<td>Silver Threads &amp; Golden Needles—Springfields—Philips</td>
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<td>Dance With Mr. Domino—Fats Domino—Imperial</td>
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<td>But Not For Me—Ketty Lester—Era</td>
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<td>Party Lights—Claudine Clark—Chancellor</td>
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<td>Tear After Tear—Blue Belles—Newtown</td>
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<td>You Belong To Me—Duprees—Cood</td>
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<td>Down On The Beach—Ernie Maresca—Seville</td>
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<td>Mary Jane—Ernie Maresca—Seville</td>
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LESS THAN 10% BUT MORE THAN 5%

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<th>TOTAL % TO DATE</th>
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<td>Steal Me</td>
<td>Jimmy Dean (Columbia)</td>
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<td>Send My Love</td>
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<td>Drifters (Atlantic)</td>
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<td>Little Red Rented Rawboat</td>
<td>Thank You Anyway Mr. DJ</td>
<td>Lou Johnson (Bigtop)</td>
<td>7%</td>
<td>I’m Tassin’ &amp; Turnin’ Again</td>
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<td>Joe Darrow (Smash)</td>
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<td>(Girls Girls Girls) Made To Love</td>
<td>Latina Sentinals (Era)</td>
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<td>Eddie Hodges (Cadenza)</td>
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<td>Why Did You Leave Me</td>
<td>Tell Tale</td>
<td>Anita &amp; So N’So’s (RCA Victor)</td>
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Cash Box—July 7, 1962
SUMMER SALES PROGRAM

TERMS:
• 15% cash discount
• 100% exchange privilege
• September 10, 1962 payment
Really Stepping Out!!

TOTO A-101

The Smash Hit By

FREDDIE HOUSTON

TOTO RECORDS 1650 Broadway New York, N.Y.

Tie-In Promotion With Thom McAn Shoes

Cash Box—July 7, 1962
<table>
<thead>
<tr>
<th>Artist</th>
<th>Record 1</th>
<th>Record 2</th>
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<tbody>
<tr>
<td>Wanda Jackson</td>
<td>BETWEEN THE WINDOW &amp; THE PHONE b/w</td>
<td>I MISUNDERSTOOD (#4785)</td>
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<tr>
<td></td>
<td></td>
<td>Wanda’s fourth hit in a row!</td>
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<tr>
<td>Ferlin Husky</td>
<td>STAND UP b/w</td>
<td>IT SCARES ME (#4779)</td>
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<td>Competition’s covered this record—but Ferlin’s got the hit!</td>
</tr>
<tr>
<td>Faron Young</td>
<td>THE COMEBACK b/w</td>
<td>OVER LONELY AND UNDER KISSED (#4754)</td>
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<tr>
<td></td>
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<td>High on the C&amp;W charts &amp; heading for Pop!</td>
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<tr>
<td>Nelson Riddle</td>
<td>ROUTE 66 THEME b/w</td>
<td>LOLITA YA YA (#4741)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>The hottest TV theme record of the year!</td>
</tr>
<tr>
<td>Beach Boys</td>
<td>SURFIN’ SAFARI b/w</td>
<td>“409” (#4777)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>This year’s smash “summer” record!</td>
</tr>
<tr>
<td>The Four Preps</td>
<td>ALICE b/w</td>
<td>GOOD NIGHT SWEETHEART (#4792)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Funnier &amp; bigger than “More Money For You &amp; Me”!</td>
</tr>
<tr>
<td>King Curtis</td>
<td>BEACH PARTY b/w</td>
<td>TURN ’EM ON (#4788)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>The fast-selling follow-up to King’s Top-10 hit, “Soul Twist”!</td>
</tr>
<tr>
<td>Ray Anthony</td>
<td>WORRIED MIND b/w</td>
<td>AL DI LA (#4742)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>The 1962 SOUND of Ray Anthony in the SOUL of country western blues!</td>
</tr>
<tr>
<td>Ernie Ford</td>
<td>RAGS &amp; OLD IRON b/w</td>
<td>WORK SONG (#4793)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Ernie’s back with his kind of fast-breaking hit!</td>
</tr>
<tr>
<td>Glen Campbell</td>
<td>HOW DO I TELL MY HEART NOT TO BREAK? b/w</td>
<td>TOO LATE TO WORRY—TOO BLUE TO CRY (#4783)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>His first single—and his first hit—on Capitol!</td>
</tr>
<tr>
<td>Jack Scott</td>
<td>I CAN’T HOLD YOUR LETTERS (IN MY ARMS) b/w</td>
<td>SAD STORY (#4796)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>JACK’S GREATEST! WATCH IT CLIMB!</td>
</tr>
</tbody>
</table>
Richard Chamberlain, who is currently riding the Top 100 with "The Theme From Dr. Kildare," is a perfect example of a star that has been unknown eight months ago. Today, in addition to the world of acting as a character, he is the star of one of the season's biggest TV hits, MGM's "Dr. Kildare." The versatile performer made his first professional singing appearance early this year as a guest star on the TV special, "Arthur Freed's Hollywood Melody." Chamberlain won instant critical acclaim and a recording contract with MGM Records.

His big step in the wax field, however, is no sudden one. He has been preparing for it for three years, studying voice at the Los Angeles Conservatory of Music. Chamberlain's ambition is to sing and dance in one of those big MGM musicals.

Vincent Edwards began his career as a recording artist. He is currently riding the album charts with "Vincent Edwards Sings" on Decca, after already having established himself as the star of the new hit medical TV series, "The Ben Casey Show."

Edwards was born in Brooklyn and attended Ohio State and Hawaii Universities where he distinguished himself as an intercollege swimming champion. Following college, he studied acting at the American Academy.

His thespian career was professionally launched with a small role in "High Button Shoes" on Broadway. This was followed with a road tour in "Come Back Little Sheba." As west coast television grew in stature Edwards went to Hollywood where he appeared in numerous programs. His ability caught the eye of James Mason, the producer of Casey, and Edwards was given the starring role in the show. The rest is history.

The chanter-actor doubles in creative writing, pilots an airplane and stays in shape by lifting weights and regular gymnasium workouts. Currently, he is putting his hopes in a new single tagged "And Now."

The broadcasting team which made WJZZ-FM-Bridgeport one of the most popular jazz broadcasting ventures in the nation, will be together once again on the Friday evening July 6 program of the Newport '62 Jazz Festival. Producer George Weis has announced that Mike Lawless, program director of the station and a veteran jazz spinner in the New England area will introduce the station's music director, Dave Borden. The outlet owned by WICC-Bridgeport recently ceased to operate as a jazz station and reverted to simulcasting with WICC. For more than two years WJZZ, under the guidance of Lawless and Brubeck, was the most popular FM jazz outlet in the greater Gotham area.

Dinner for ten people is the gimmick luring listeners to Paul Compton's KHJ-Hollywood spinner show. The new song of the week's charts will be selected to run for 13 weeks. At the end of the run, a dinner will be selected to dine with Compton. Musical celebs were all over KHJ's dial this past week. Steve Allen guested on Allen Rich's interview program "The Big Show." Walter O'Keefe's guests included Gary Crosby, Johnny Mercer, Russ Morgan and Javy P. Morgan.

School eminence was put aside recently when the KUBE-Oceanside, California deejays, in conjunction with the "Lites For Lancers" program, put forth to raise money to put lights and light standards in the Carlsbad California High School (Athletic Field) was held at the Carlsbad Guild Theatre. The show, which featured some of the best local talent on wax was an outstanding success. The KUBE music men served as MCs.

School students and adults from the station's listening areas turned out in large numbers for the two shows, one at 7 PM and one at 9 PM.

"Dinner a la Carte" will be awarded to 96 lucky Clevelanders in a new contest started today on WPEE-Cleveland. The contest is being presented daily on the Dex Card show, from 3 to 7 PM, Monday through Friday. For the next month and a half, two couples a day will win "Dinner a la Carte" at one of the six restaurants who are members of the Little Italy Restaurant Association.

Listeners are requested to send a king and queen of cards from deck to Dex Card. Each day the spinners will draw two entries. Each winner plus his guest will receive dinner for two with a bottle of wine at one of the six restaurants.

A personal greeting from President Kennedy, a special tour of the White House, and a red carpet treatment all around awaited the senior class of Glen Lake, Mich. High School when they arrived recently in Washington. All of this was made possible through the action of WWD-Washington, who spearheaded a drive to make it possible for the graduating class to come to the nation's capital, after having learned that members of the class had decided to abandon their trip and contribute $700 of their fund (saved since they were Freshmen) to a classmate who had to drop out of school because of cancer.

Rockin' Robin, who spins 'em on WHAT-Philadelphia is recuperating from a recent Ally. Or it seems--he will miss his broadcasting chores for a while.

WXYZ-TV-Detroit has been awarded a citation of merit by the Detroit Council of Churches for "outstanding work done by the station in presenting religious programs and all the auspices of the council." The citation was made to the station by the council's board of directors and the presentation was made at the board's annual meeting. Dick Fennell, news director of the outlet, accepted the award from the Rev. William A. Mer- cer, chairman of the council's department of radio and television.

Some lucky youngster's dream will come true this summer, when as the winner of the WGN-Chicago's Junior Baseball Announcer Contest, he joins Jack Quinn and Lou Boudreau in broad-casting the Chicago White Sox's exciting spring training games in Louisiana. The winner, Dave Borden, of Wooden Wares' Valentine Games on Sunday, August 6, disclosed his dreams. "I want to make the lay of every boy in America will be a weekend in the city of the 1962 World Series. Transportation, meals, hotel accommodations and tickets to a series game will be supplied by WGN for the boy, his parents and best friend.

Jim Price, KFMB newswoman, was granted a Fulbright Scholarship last week, according to George Whitney, deep and general manager of the station. The travel grant, issued by the Government of the U.S. as a grant for a study of broadcasting and journalism at the University of Caracas in Venezuela. Prior to his departure, Price will be required to participate in an orientation program at the State Department in Washington, D.C.

WJAS-Philadelphia recently broadcast an all-day Benny Goodman specialty featuring only music by the jazz impresario along with five minutes of radio logs by Goodman in his own home in Gotham.

Twenty-two deejays were insured for $7,500 each by Bill Spitzak, independent New York promo man, on his recent trip to L.A. Along with the insurance Bill enclosed an appropriate disk, "Air Travel" by Ray & Bob on the Lebo label.

VITAL STATISTICS: Joe Murray exits his deejay on WMFV-FM-Rochmond to assume the duties of music director and spinner on WTVT-Television Channel 16 in Philadelphia. The young man is now conducting "The Living Jazz Show" from uptown Buffalo. He will appear on WKNO 5:30 AM, 9 nights a week on KRNO-San Bernardino... Tom Collins, formerly a spinner on WVL-Lafayette, Louisiana, is now with WTVT-Mobile, Alabama. . . . John Peter now with WLOL-Minneapolis... Thomas Hartley has joined the WERB-Buffalo news staff.

Cash Box—July 7, 1962
JUST
WHAT THE DOCTORS
ORDERED!

THE CURE

B/W OH, SEYMOUR
BY
SMITTY WILLIAMS

K13083

MGM RECORDS
The Blues Away," Tribute topoder Edmondson, who adds that he has signed Sue Kennedy to a singles and LP pact and the Jeff Low will be on an extensive DJ-ho tour in behalf of his new, self-penned folk item, tagged "Reflections." "The Boys Of Syracuse," the '8 Rodgers & Hart musical, based on Shakespeare's "As You Like It," is currently playing at the American Theatre, with cast members among them are Evelyn Cooper and Robert Dow. The most recent hit from "The Boys Of Syracuse," the song "I Love You" is now being covered by many artists, including Sue Kennedy.

Reggie Tobin, Every Bro's rep, posts from Nashville, that he's got all new material this week, including a new LP called "Swingin' Gentle," featuring Reba McEntire, and new singles by Ray Price, Johnny Cash, and Charley Pride. The new "Swingin' Gentle" will be out soon, and it's got a big, powerful sound. Reggie also mentioned that he's working on a new album for Ray Price, which should be out later this year.

Capitol distributes' Roy Batschke (spoken it right?) items that there's a new release by The Pretzels, "Alice," and a new single by The Irons, "Alone." The new single, "Alone," is the follow-up to their previous hit, "Let's Dance," and it's getting a lot of radio play. The Pretzels' new single, "Alice," is a fun, upbeat song that's sure to be a hit.

On the recording front, there's been a lot of activity lately. RCA-Victor's Stan Pat was quite the busy man about town last week as he was busy recording new songs by various artists. The RCA-Victor label is known for its high-quality recordings, and this week was no exception. There were new singles from legends like Bing Crosby and Frank Sinatra, as well as up-and-coming artists.

Allstate's ABC's, Jay-Gee's, Frank and Buddy of the WCPO, and Evelyn (Spar), have all been busy recording new material. The WCPO's new single, "I'm Not A Woman," has been getting a lot of airplay, and the Spar's new album, "The Best Of," is scheduled to be released soon.

In Chicago, there's been some pretty heavy action at Ken Donegal, with singles "Coney Island Baby" by The Everly Brothers, "Blowin' In The Wind" by Bob Dylan, and "I'm Just A Postman" by The Beatles. The latter two songs are part of the new album "Revolver," which was released earlier this month. The Everly Brothers' single is a nice departure from their usual style, and it's sure to be a hit. Bob Dylan's "Blowin' In The Wind" is a classic, and it's timeless appeal is still evident today.

The country scene has been lively too. RCA-Victor's Stan Pat has still been busy, recording new songs by various artists. The label is known for its high-quality recordings, and this week was no exception. There were new singles from legends like George Jones and Loretta Lynn, as well as up-and-coming artists.

M. S. Dietz's sales mgr, Vic Faraci, in the running... He'll be working at some of the national guitar stores, including Bass (Music Dist.) until then, he'll be concentrating on new releases. RCA-Victor's Stan Pat is the fastest growing company, with their new album "Revolver," which features "Ain't Ain't Got No Twister," being recorded by The Beatles.

On the local scene, the new album by Willie Nelson, "The Troubled Man," has been getting a lot of airplay. The album features new songs by Willie Nelson, as well as covers of classic songs.

In Hollywood, Liberty Records' national promotion director, Bill Strohl, has been sending out fortune cookies, offering big things for Liberty's original soundtrack recordings of "Road To Hong Kong." 

Frank Sinatra currently has his new album, "Come Fly With Me," hitting the stands. The album features songs like "All The Way," "Diamonds Are A Girl's Best Friend," and "My Way." The album has been a big hit, and it's been praised for its catchy, upbeat sound.

In Nashville, the producers of "The Million Dollar Quartet," now starring Jerry Lee Lewis, have been busy recording new material. The new album, "The Million Dollar Quartet: Live At The Opry," features live performances of classic songs by Jerry Lee Lewis, Carl Perkins, Elvis Presley, and Scotty Moore.

The recording industry has been lively this week, with new releases from many of the biggest names in music. From classic hits to new releases, there's something for everyone. Whether you're a fan of country, rock, or pop, there's sure to be something you'll enjoy.

In New York, the music scene has been bustling. Capitol distributes has new releases from Roy Batschke, The Pretzels, and The Irons. RCA-Victor has new releases from Bing Crosby, Frank Sinatra, and Bob Dylan. The country scene has been lively too, with new singles from George Jones and Loretta Lynn. And in Hollywood, Liberty Records' national promotion director, Bill Strohl, has been sending out fortune cookies, offering big things for Liberty's original soundtrack recordings of "Road To Hong Kong." 

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JAY AND THE AMERICANS

THIS IS IT

COUPLED WITH
IT'S MY TURN TO CRY
UNITED ARTISTS NO. 479
PICKED BY ALL THE TRADE PAPERS

The Highwaymen

THE BIRDMAN

COUPLED WITH
CINDY OH CINDY
UNITED ARTISTS NO. 475
PICKED BY ALL THE TRADE PAPERS
Cash Box RAMBLINGS

(Continued from p. 22) this week to put together the original sound track recording of "Jumbo" for Columbia Records. . . . Wynew Stewart, consistent country seller, breaking into the pop market with his latest Challenge Records release, "Don't Look Back." . . . Reddy Wood, Dot Records proxy, on his annual vacation to Gallatin, Tennessee . . . Era's Donnie Brooks has been set to guest on the new 'dance party' type TV show emanating from Disneyland. Singer also guested on the 'Picnic Dance Party' from Burbank with Shelley Fabares and Paul Petersen.

Composer-conductor George Duning is playing the local i.d. jockey circuit to plug his score for the Columbia picture, "The Notorious Landlady." . . . Radio KBZ7 in Salem, Ore., voted Dick & DeeDee's Liberty album "Mountains High," one of the top albums in the nation. . . . The Lancers currently appearing at the Dunes Hotel in Las Vegas. New album release, "The Lancers At Harrah's" is on Coast-based Coda Records. Songstress Elaine McKenna back from a personal appearance tour in Hawaii. Chrip is being lined up for a string of nitery dates throughout the country. . . . Charlie Teegarden & his new group have been signed by Jack Eglash to join the star-studded roster of jazz greats, who will be appearing at the first annual Las Vegas Jazz Festival.

Producer-composer Julie Styne preparing for "An Evening with Julie Styne" at the Hollywood Bowl, 7/13. . . . Mike Conner lining up series of P.A.'s in northern Calif. for new client Shane, who is under pact to Unity Records. . . . Steve Wale, who records on the Admiral label, has side-stepped singing semianonymously and is making his legit stage debut locally. . . . Comic Paul Gilbert preparing another talkie album. His initial fun-making was for HiFi Records. . . . The Flatt and Scruggs show currently holding forth at the Ash Grove. . . . United Artists Records tying in release of their "The Bird Man" platter by the Highwaysmen, with the national release of "The Bird Man Of Alcatraz" picture starring Burt Lancaster. Lancaster is featured on narration on the disk.

Irwin Zucker is celebrating his seventh year of independent record promotion this month with a Lucky Seven Campaign. He's sending to DJ contacts special discs that always roll seven--together with his current plug list of seven top tunes: Dick Roman's "Summer Place" (Harmon), Bobby Vinton's "Roses Are Red" (Epic), Burt Ives' "Mr. In-Between" (Decca) Ray and Bob, "Air Travel" (Ledo), Joni James' " Tender And True" (MGM), Lester Lanin's "Give Me A Song" (Epic); and Ann Marie's " I Shouldn't Be Kissing You" (Reprise).

HERE AND THERE:

PHILADELPHIA—Columbia's Ted Kellem memos that Jerry Reed's "Goodnight Irene" broke wide in open in town and looks like it's headed for the top slot. Also moving out in solid style are Aretha Franklin's "Don't Cry Baby," Andy Williams' "Stranger On The Shore," Jimmy Dean's "Steel Men" and Marion Worth's "Lover's Hymn." . . . Barry Abrams, back at his Chips promo post, plugging away on the Browns' "Shake A Hand" and the Springfields' "Silver Threads And Golden Needles" (both Philips), Johnnie Mariotte's "Sho' Miss You Baby" (Sat) and the Sentinals' "LaDina" (Era).

MAY 3, 1966

SAN FRANCISCO—Paul McKimme of Independent Music Sales predicts a big Bay Area hit for Linda Scott's "Never In A Million Years." . . . "Little Bitty Pretty One" by Clyde McPhatter on Mercury garnering pick hits from practically every station according to Vicki Fenberg. . . . Don Graham, Warner Bros. Records reports "Poor Little Pal," by Cathy Carroll a complete landslide winner in KFYA battle of the new sounds. . . . Dot Records Judi Jacobson on a campaign to break "Where Have You Been" by Arthur Alexander into a hit in Northern Calif. . . . Mr. Harrison, Argo reports that the Blue Belles' latest, "Teardrop After Tear," looks like it'll outdistance their"Junkman" smash.

MIAMI—A pair of bulbs that should help light up that "Dim Dark Corner" by Mercury's Leroy Van Dyke) is the latest in the long list of attention-getting plugs from Florida Music Sales' Eddie Lambert.

ROCHESTER, N.Y.—Renato Perez, long-time associated with international acts, now specialized in unsigned acts Albert Schultz of N.Y., has been tapped for the post of musical director of the newly-formed Rochester Music Theatre, which opens 7/11.

SALISBURY BEACH, MASS.—Verree's Ella Fitzgerald has been booked to appear at the Frolics for a 7/8-10 stint.
Kenny
(Your Ma Said You Cried
In Your Sleep Last Night)

Dino

Breaks Through With

THE Big Ballad

"WHAT GOOD
ARE DREAMS"

MU 1021.

MUSICOR
RECORDS

1650 Broadway
N.Y. 19, N.Y.
JU 2-8810—LT 1-9880

This Is The One!
Make Like You Didn't See
Last Week's Issue...Thank You!

The Mixed-Up Management
**BLUE NOTE HAS THE HOTTEST Jazz Singles**

**ACTIVE with OPS TOP CHOICES!**

**JIMMY SMITH’S MIDNIGHT SPECIAL**

BLUE NOTE 45x1819

and

**1 O’CLOCK JUMP**

b/w **JUMPIN’ THE BLUES**

BLUE NOTE 45x1820

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**NEW ADDITIONS to TOP 100**

<table>
<thead>
<tr>
<th>Number</th>
<th>Song Title</th>
<th>Artist(s)</th>
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<tbody>
<tr>
<td>66</td>
<td>LITTLE DIANE</td>
<td>Dion (Laura 3134)</td>
<td></td>
</tr>
<tr>
<td>70</td>
<td>IT STARTED ALL OVER</td>
<td>Brenda Lee (Decca 31407)</td>
<td></td>
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<tr>
<td>72</td>
<td>HEART IN HAND</td>
<td>Brenda Lee (Decca 31407)</td>
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<td>78</td>
<td>THINGS</td>
<td>Bobby Darin (Atco 6229)</td>
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<td>79</td>
<td>MARY’S LITTLE LAMB</td>
<td>James Darren (Capitol 444)</td>
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<td>PARTY LIGHTS</td>
<td>Claudine Clark (Chancellor 1113)</td>
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<td>90</td>
<td>IF I SHOULD LOSE YOU</td>
<td>Dion (Capitol 1113)</td>
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<td>91</td>
<td>HOT PEPPER</td>
<td>Floyd Cramer (RCA Victor 8051)</td>
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<td>94</td>
<td>THEME FROM MATARI</td>
<td>Henry Mancini (RCA Victor 8037)</td>
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<td>95</td>
<td>SWEET AND LOVELY</td>
<td>April Stevens &amp; Nina Tempo (Atco 6224)</td>
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<td>97</td>
<td>LA BOMBA</td>
<td>Téodoro (RCA Victor 8052)</td>
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<td>98</td>
<td>MAKE IT EASY ON YOURSELF</td>
<td>Jerry Butler (VeeJay 451)</td>
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<td>100</td>
<td>MR. IN-BETWEEN</td>
<td>Earl Jives (Decca 31408)</td>
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**MOMENTS**

- Bobby Lewis (Belfane 2023)
- Roger Williams (Kapp 470)
- Roy & Bob (Leda 302)
- Timi Yuro (Liberty 35469)
- Jimmy Nolen (Liberty 5439)
- Bobby Bare (RCA Victor 8032)
- Ritchie Valens (RCA Victor 8044)
- Lenny Lasalle (RCA Victor 8045)
- Ike & Tina Turner (Savoy 765)
- Ike & Tina Turner (Savoy 765)
- T-Bone Walker (RCA Victor 8052)

**THE STRIPPER**

- Earl Jives (Decca 31408)
- Bobby Blue (RCA Victor 8032)
- Lenny Lasalle (RCA Victor 8044)
- Bobby Bare (RCA Victor 8045)

**FOUR GREAT HITS...**

- MOOD INDIGO
- BLACK AND TAN FANTASY
- 45TH & SPRUCE
- ST. JAMES INFIRARY

**IN THE MGM ALBUM...**

**THE STRIPPER**

- Featuring: DAVID ROSE AND ORCH.

**MILLS MUSIC, INC.**

1619 Broadway, New York 19
NOW AVAILABLE!

THE ORIGINAL MOTION PICTURE
SOUND TRACK FROM
“THE MUSIC MAN”

It’s just a bang-beat, bell-ringing, big haul, great-go, neck-or-nothing, rip-roarin’, ever’-time-a-bulls-eye picture sound track.

That’s THE MUSIC MAN

ORIGINAL SOUNDTRACK
WARNER BROS.
MEREDITH WILLSON'S
MUSIC MAN

ROBERT PRESTON · SHIRLEY JONES
BUDDY HACKETT · HERMIONE GINGOLD · PAUL FORD
SCREENPLAY BY MARION HANGENE
MUSIC SUPERVISED BY RAY HEINDORF · PRODUCED AND DIRECTED BY MORTON DACOSTA

THE FIRST NAME IN SOUND

EXCLUSIVELY ON WARNER BROS. RECORDS

Cash Box—July 7, 1962
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 press Friday, July 20.

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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 mond, Victoria, Australia; Paris, France; Montreal, Canada; Mexico City; Mexico; Sao Paulo, Brazil; Buenos Aires, Argentina; and Tokyo, Japan.

Cash Box—July 7, 1962
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<th>No.</th>
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<td>1</td>
<td>WEST SIDE STORY</td>
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<td>43</td>
<td>BEYOND</td>
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<td>MODERN SOUNDS IN COUNTRY &amp; WESTERN MUSIC</td>
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<tr>
<td>22</td>
<td>STRANGER ON THE SHORE</td>
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<tr>
<td>17</td>
<td>THE STRIPPER</td>
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<td>BREAKFAST AT TIFFANY'S</td>
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<td>4</td>
<td>MOON RIVER</td>
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<td>ROME ADVENTURE</td>
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<td>POT LUCK</td>
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<td>WALK ON THE WILD SIDE</td>
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<td>BEST OF THE KINGSTON TRIO</td>
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<td>LARRY, PAUL AND MARY</td>
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<td>GEORGE MAHARIS SINGS</td>
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* Also available in Stereo  * Also available in EP
“LUCK”—Elvis Presley—RCA Victor LSP 2523
The sales generated by Elvis Presley’s previous ventures must be called phenomenal. On this new session from Victor the chanter offers an interesting, varied collection of rockers, blues items and Latinesque tunes with all the polish and authority that has success for him in the past. Some top-notch sides include “Kiss Me Quick,” just for The Babe” and “Something Blue.” The package has the potential to pull astronomical returns.

“The Music Man”—Original Soundtrack—Warner Brothers BS1459
This Warner Bros. soundtrack album of Meredith Willson’s Broadway hit, “The Music Man,” will be heralded with an all-out promotion campaign which will tie in with the major screenings in key cities. The composer’s melodies, both lifting and evoking, come off in splendid style, particularly Robert Preston’s “Seventy-First Trombone,” and Shirley Jones’ lyrical renditions of “Waking,” “Being In Love,” which were written for the film. Buddy Hackett and Hermione Gingold also turn in winning performances. Impressive in stereo, this superb LP should hit the charts in nothing flat.

“Sinatra Sings Of Love And You”—Frank Sinatra—Capitol SW 1729
Here’s another dozen sides Frank Sinatra cut prior to his affiliation with Reprise. The singer is in superb voice as he goes through the studies and popular items on this Capitol outing with his expected verve and style. Some first-rate bands here are “The Nearness Of You,” “I Love Paris” and “I Got a Right To Sing The Blues.” The disk should spark chart action.

“Adam Wade’s Greatest Hits”—EPIC LN 21019
Adam Wade’s exceptional vocal talents are aptly showcased on this premiere album outing for Epic. The chanter ranks one of the most important among artists of his generation and this power-packed session of previous biggies should reap pleasant dividends. The collection includes such potent past triumphs as “Tell Her For Me,” “Ruby” and “I Can’t Help It.” The disk seems destined for rapid acceptance.

“Bewitching-Lee”—Peggy Lee—Capitol T 1743
Here’s a coin-catching bag of some of Peggy Lee’s biggest efforts grouped together on this top-notch Star Line offering from Capitol. The lark’s distinctive jazz-oriented delivery coupled with superb range and pitch are displayed on “I Don’t Know Enough About You,” “Fever” and “Alright, Okay, You Win.” The album has enough sure-fire built-in success ingredients to pull loads of loot.

“Boccaccio 70”—Original Soundtrack—RCA Victor International FOC-5
Carlo Ponti’s three-set “Boccaccio 70” was scored by Nino Rota and Armando Trovajoli, both of whom have won kudos for their screen efforts. Side one opens with “The Raffle,” cuffed by Trovajoli, and features Sophia Loren singing “Soldi, Soldi, Soldi (Money, Money).” The music is sonorously sweet, and at times reflects a carnivalesque flavor. Rota’s contribution is “The Temptation Of Dr. Antonio,” which begins with an untempo Latin theme and modulates with the mood changes. Thesimilarly services“Love Potion No. 3,” also by Rota, is a soulful jazz theme with excellent piano and guitar passages. Concurrent release of the film should spark sales.

“Roy Hamilton’s Greatest Hits”—EPIC LN 21009
Roy Hamilton has been winning critical and sales laurels for quite a while for his original, distinctive disk efforts. This new Epic entry which boasts a potent up-tempo chanteur’s hot singles should earn additional praise for the talented songster. Hamilton fans, who are legion, should appreciate the first-rate renditions of “Unchained Melody,” “I Believe” and “You’ll Never Walk Alone.” The album should reach the charts in no time flat.

“Another Day, Another World”—Jonathan Winters—Verve V 15002
The laughs come fast and furiously on this first-rate comedy set featuring the many voices and routines of Jonathan Winters. The laughman is set apart from the rest of the new-wave comedians in the fact that he is not sick. His bits of nonsense come straight from the mainstream of American life and Winters’s appeal is as broad as the nation itself. Some yolk-filled bits on this Verve album are “Igor And The Monster,” “The Love Island” and “Civil War.” Heavy sales potential here.

“The Best Of Redd Foxx”—Dooto DT 234
Redd Foxx has been winning admirers and converts for years with his trenchant brand of drawing comedy. In the past much of artist’s material has been wasted on the airwaves, but on this Dooto LP offering the laughman dishes up a dozen routines, culled from his night club routines, expertly tailored for broadcasting. Foxx displays a rare genius for delivering “off-the-top-of-the-head” humor, “Shoeshines” and “The Valentine Present.” The album should step out in the sales department.

“Big Band Bash”—Ted Heath—London SP 41017
Ted Heath, whose band is big, bold, brassy and bouncy, comes up with a pulsating and rhythmic package of evergreen done in his own flashy and flashy style. Featuring tunes of Miller and Kenton add to the excitement and inventiveness of John Reatig’s magnificent arrangements of “I Don’t Know Where I’ve Been.” Add to that first-rate bands are “A-Tisket A-Tukey,” “Casa chica,” “Harlem Nocturne,” and “Out Of Nowhere.” A must for audiophiles.

“Along Comes Ruth”—Ruth Brown—Philips PHM 200 025
Ruth Brown, who is currently hitting with “Stake A Hand” dishes up a powerful packed r&b item on this listenable set from Philips. The thrust gives each tune a dramatic, feelingful reading with that early Argel timing, and a deep soulful background adding a perfect, sincere touch. In addition to her chart-rider the lark renders impressive versions of “It’s Too Late,” “Love, Love, Love” and “The Treasure Of Love.”

“It’s Party Time With King Curtis”—Tru-Sound Tru 15065
King Curtis, who recently rode the charts with “Soul Twist” on another label, unleashes his potent, hard-driving instrumental talents full-boat on this attractive set of r&b dance items. Curtis’ rambunctious, wide-open tenor style is perfectly suited to the new-wave tempos. Delights of the disk. Best bets here are “Free For All,” “The Party Time Twist” and “Something Prance.” The artist’s admirers should flock to the package.

“Bye Bye Birdie”—Original London Cast—Mercury Wing SRW 17000
The fine Charles Strouse melodies and Lee Adams lyrics are aptly reproduced on this first-rate cast outing of the London production of “Bye Bye Birdie” on Mercury’s new Luminet Series. Chita Rivera, who drew rave notices for her Broadway version, is teamed up with Peter Marshall, Angela Lansbury and accomplished troupe of supporting players and chorus. Some superb items here include “The Telephone Hour,” “Put On A Happy Face” and “Kids.” Disk’s economical price should bring out show buffs in droves.

“Songs Of Italy”—Cesare Siepi—London OS 23405
The timbrous and powerful bass of Cesare Siepi is aimed at the romantic, lyrical melodies of his native Italy in this new London entry. The star of “Bravo Giovanni” delivers the songs in a warm, intimate manner with some of them in the flavorful Neapolitan dialect. The basso proves himself extremely versatile as he reads “Tu, Cu, Nun Chiastra,” “Piu Roli Dal Mondo,” “Luna Nova,” and nine other romantic Italian ballads. His success on the Italian operatic and popularity at the Met should make this a choice item.
TILL
Cry Baby Cry
Everybody Loves a Lover
Cotton Fields
And the Angels Sing
Sentimental Journey
A Moment Ago
My Devotion
Welcome to the Floor
That's All I Ask of You
River of Love
Blow Joe
Special Introductory Offer!

2 FREE ON 10

This Offer is limited so contact your local distributor now!

...and THE ANGELS sing

LINDA SCOTT

Featuring:

"I WONDER"
"I'LL WALK ALONE"
"GOODY GOODY"
"TO EACH HIS OWN"
"YOURS"
& others

Congress LP 3001/SLP 3001

Also Her Current Smash Single
"NEVER IN A MILLION YEARS"

JAMES RAY

"IF YOU GOTTA 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"

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 a 50% discount. Expires: July 31.

ARTIA
An introductory offer—distributors and dealers receive a 10% discount on all Artia, Parliament, M.T. and Supraphon products and a 15% discount on all "World's Greatest Music" series product. No termination date has been set.

ATLANTIC & ATCO
10% discount on the LP catalog of both labels. 30-40-90 days deferred billing. Expires: Aug. 31.

CAMEO/PARKWAY
A six-month discount program on all LP's, 12% through on any of 80 albums included in a program, 90 day deferral to qualified dealers. Expires: Aug. 31.

CAPITOL
Deal on Frank Sinatra catalog. Dealers get 1 free LP, of the same price and selection number, for each one purchased at the usual price. 3/4 third payments on Aug. 15, Sept. 15 and Oct. 15 on the first 50 LP's purchased. Every 5th return after July 15 is 10% free. Specials after July 25 may be paid for in equal amounts on Sep. 15, Oct. 15 and Nov. 15. Expires: July 15.

CAPRICE/CONGRESS
Deal on bare LP's by Linda Scott, James Ray and The Angels: 2 free LP's for every 10 purchased. Expires: July 31.

FIRE/FURY
4 LP's for the price of 3. All labels marketed by the firm are available on a buy-3-get-1-free basis. No expiration date has been set.

LIBERTY
Deal on these LP's: 'Stripper & Other Big Band Hits' by the Stan Kenton Orchestra, 'Someday My Love Will Find You' by Stan Kenton, 'Road To Hong Kong' (soundtrack) and 'Mashed Potatoes & Gravy', by the Ventures (Deluxe). Terms: 1/3 down, then deferred payments on the last day of the following month. 10% exchange privilege with merchandise exchangeable any time after Nov. 1, 1962. Payment scheduled for Sept. 15, 1962. Expires July 31.

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

PRESTIGE & BLUESVILLE
LP's available on a buy-3-get-1-free basis. Expires: Aug. 31.

REQUEST
LP catalog available on a buy-3-get-1-free basis. Described as a limited-time offer.

ROULETTE
Deal on bare LP's, including Tom and Jerry LP's, at 15% discount. No termination date has been set.

SONODOR
A buy-2-get-1-free offer on four LP's by the Orchestra Del Oro. Described as a limited-time-only deal.

VEE-JAY
Summer Special Plan—On 8 new LP's, buy 7 and get 1 free. Expires: July 31.

Operation Hitsville

BUFFALO—Personnel of Decca's branch here recently delivered a mammoth display piece of the chart-ridding "Vincent Edwards Sings" LP wearing stethoscopes and Ben Casey shirts. The "patient" (Edwards) just had two sides removed from the album, "And Now" and "Don't Worry 'Bout Me." Standing left to right the Deccanians are: Jim McGowan, Ed Terracino, Howard McGrath and Manny Bloom, branch manager.
"SPAIN"—Stanley Black—London SP 44016

This quality entry from the London phase 4 catalog features the orchestra of Stanley Black playing the music of Spain. The grandeur of "Valencia" is felt as the spirited strings of the orchestra begin with this melody. Included in the album are hush and beautifully arranged versions of "Mañanitas," "Ritual Fire Dance," "Granada," "Patricia," and the Popular "Canons Suite." As in the previous phase 4 sets, the stereo is top-notch.

"HANK WILLIAMS' GREATEST HITS" (Vol II)—MGM E 4040

Hank Williams, who left to country music his world a host of fine hit tunes, sings fourteen of them on this outing from MGM. The tunes range from the gentle joy to deep despair and he delivers them in his own feelingful style. Included are "Move It On Over," "They'll Never Take Her Love From Me," "Troublemakin' Man," and "A Mansion On The Hill." Country music buffs should come out strongly for this one.

"EXOTICA"—Ted Auletta—Cameo SC 4088

Cameo's newest offering in the 4:35 process has Ted Auletta and the liner listing a collection of Latin tunes with a jungle flavor. The orchestra's use of bongo, bamboo drums, and recorders is employed to bring an effective and authentic atmosphere. Conducted and arranged by Auletta, songs such as "Pamango," "The Break I'll Go," "Voodoo Moon," "Jungle Drums," and "Return To Paradise," gel in stereo, the disk is a choice item for audiophiles.

"A PARIS—VOL 23"—Yves Montand—King 771

The romantic balladeer adds to his repertoire of songs typically Parisian with this third volume of tunes "A Paris." Montand, who scored a triumph in this TV spectacular, should delight his many admirers with this excellent disk recorded in Paris. The highlights of this excellent album are "Rue D'Belleville," "Metro," "Les Salimbentes," and "Les Roulottes," all should score with all of the songster's many followers.

"THE LOVE THEME FROM LOLITA & OTHER MOVIE FAVORITES"—Lenny Holmes—MGM E 4064

The twist and motion picture and TV themes have provided a wealth of material for recording artists, and Leroy Holmes gets on the band wagon with this quality package of melodies from new and old disks. Swinging is the order of the day when the session with the love theme from "Lolita," and follows it with some beautifully orchestrated versions of the "Bistro Bounce," "Friendly Persuasion," "Tammy," and the "Katsumi Love Theme" from "Sayonara." Top notch easy-listening disk.

"THE WHISPERING VOICES, SING THAT MISTY FEELING"—Coral CRL 757413

An easy listening group of oldies are given an airing by the Whispering Voices on this new offering from Coral. With background music that remains in the background, the emotions and moods of the lyrics are emphasized by the group as they effectively read "Misty." "I Remember You," "You're The One," "I Don't Have To Dream," "Sanctuary," and the Ghost Of A Chance (With You). LP is fine lathours mood companion.

"GONNA FIND ME A BLUEBIRD"—Marvin Rainwater—MGM E 4946

Marvin Rainwater tags this pleasing session after "Gonna Find Me A Bluebird," his years back country and pop chart-riding and offers eleven other country items with his distinctive gimmick-free vocal approach. While accompanying himself on the guitar the songster dishes up some highly listenable renditions of "So You Think You've Got Troubles," "Brand Of Blues" and "Moanin' The Blues."
"JAZZ PICKS OF THE WEEK"

"CARNEGIE HALL CONCERT"—Dizzy Gillespie—CBS Y8423

Kicking off with a potent French horn and trombone-oriented updating of his own "Manteca," Dizzy Gillespie quickly sets the stage for the four other jazz pieces on this polished disc cut live at Gotham's Carnegie Hall. The keynotes for the session is vitality. Whether it is a variation of his "Night in Tunisia" tagged "Tunisian Fantasy" or his "Blues for Sale," the trumpeter and crew put on a showful, cornet-fusing touch to each number here. Excellent jazz fare.

"HOLLYWOOD JAZZ BEAT"—Ray Bryant—Columbia CS 8667

Ray Bryant, who has long been regarded as one of the best jazz pianists around today, offers proof positive of his keyboard artistry on this superior set. The songs pass through his hands against a full orchestra conducted and arranged by Richard Wes with his masterful, inventive style. The Bryan sound is at its best in some first-rate arrangements of "On Green Dolphin Street" and "Billie's" A worthy addition to the artist's catalog.

"A STUDY IN JAZZ"—Eddie Harris—Vee Jay LP 3022

For his fourth Vee Jay LP outing Eddie Harris showcases the composing side of his versatile soul. The tenor saxist wrote and arranged all of six among his many originals on this fine-sounding jazz disc. From a high-gear "Night in Tunisia" to an avant-garde experiment titled "Habibi" the instrument's mysteries and the spoken voice within the confines of modern established jazz practice. Highlights of the session are "No One," "Soft But Hard," and "Black Trumpeter's" The jazzman's many fans should come out in force for this top-notch package.

"SWINGIN' SINGIN'"—Les Double Six Of Paris—Philips PS 408 026

This interesting session showcasing the professional talents of the Double Six Of Paris reading eleven jazz studies in which the subtext voices for horns should generate healthy sales. There have been many attempts to shape the human voice as a jazz instrument but few have been so successful. The group's straight-forward, commanding style carries them in good stead on "Tickle Toe," "A Night In Tunisia" and "Boplicity." A natural item for spinnings.

"JAZZ IMPRESSIONS OF BLACK ORPHEUS"—Vince Guaraldi Trio—Fantasy 3337

Once in a great while a jazz version of a film has managed to capture the right spirit. Such is the case with "Black Orpheus." The S & F's are joined by bassist, Warren Hatfield and drummer Colie Baily put a new swingin' vitality in the flick's Latin and African-flavored melodies. The disc set of flick tunes "Go from a Grandspell" and "The Nyankos." Jazzophiles should come in for the set.

"CLASSICAL PICK OF THE WEEK"

WILLIAM WALTON: Belshazzar's Feast; The Roger Wagner Chorale, Royal Philharmonic Orchestra, Roger Wagner, Conductor—Capitol SF 8377

A double choir, the rich baritone voice of John Cameron, a brass presentation of the symphony orchestra, and the artistic skills of Roger Wagner make up the cast of this super performance of Walton's impressive composition. "Belshazzar's Feast." Considered by many to be a choral masterpiece, Walton proves himself to be both resourceful and intuitive in his interpretation of this dynamic work. The choral passages are majestic and the orchestral accompaniment is breath-taking. Album ranked as finest work in the Wagner catalog. Top-drawer classical entry.
TWO SWINGIN’ SINGLES

DUANE EDDY
#8047

“THE BALLAD OF PALADIN”

JOHN D. LOUDERMILK
#8054

“CALLIN’ DR. CASEY”

Join the “Summer Festival of Hit Singles from RCA Victor.” Ask your distributor for details.
Note to Dealers:
Hayley’s fan mail is coming in at a fantastic rate—day after day—her fans all ask for her picture—we suggest you display copies of her Buena Vista single F-401—pictured above—and her LP BV 3311 and stand back! . . . it will be a stampede!

BUENA VISTA RECORDS

Thanks to everyone for making my records such big hits in America.

Hayley
Atlantic-Atco Distrib Meets In Miami Get Top Orders

NEW YORK—The Atlantic and Atco labels termed last week’s distributor meet in Miami Beach as their most successful to date, following reports of doing over 1 million in album sales during the course of the program.

The meetings took place at the Fontainebleau Hotel in Miami Beach at which both labels announced a major album release and sales program. A full turnout of distributors and their managers was expected. Top executives of Atlantic and Atco Records on hand were Ahmet Ertegun, president; vice presidents Jerry Wexler and Nesuhi Ertegun; Bob Kornheiser, national sales manager; Len Sachs, director of merchandising; Larry Maxwell and Norman Rubin, national promotion representatives; Reid Blackley, West Coast promotion representative. Sachs and Kornheiser indicated the two labels wrote the largest orders that have ever been taken by the company under a single program.

The following details of the Atlantic-Atco programs were revealed: A successful showing was made on the new album releases as well as both catalogues. A 30-60-90 days deferred billing will be extended to qualifying dealers. The programs are to run from July 1 through August 31.

Details of the program were worked out to accommodate many of the normal distributor problems in order to help the distributor retain or expand his present customers. In his various retail outlets,” stated Len Sachs. “Similar accommodations were very much welcomed by the record buyers and the success of the last Atlantic-Atco program ran in some considerable manner, this year. The labels capitalized on over three-quarters of a million dollars in album sales.

Speaking of the reaction to the new releases was evidenced by the fact that in most cases distributor allocations were increased by more than 100%. A total of 18 new packages were made available for the release of a new LP of the Ray Charles program. The Ray Charles program was also released to the distributors on single LPs. Albums by Chris Connor—"Free Spirits" ("Mel Torme At His Best""); "Solomon Burke's Greatest Hits" (another first LP by an Atlantic artist); and "Solid Gold Groups" with an album from Mr. Acker Clossers, Clyde McPhatter & The Drifters, etc., numbered on the list of Atlantic LPs. Atlantic's top jazz program was represented with the release of The Modern Jazz Quartet with "Lonely Woman," as well as single packages of a previous 2 LP releases from the Jerry Jerome program by the musical director of The Modern Jazz Quartet.

The new release was on Atlantic's new "Milanese," which have been in the news, "Right Now," currently one of the labels hottest artists. There are also jazz sets by John Coltrane, "Coltrane Plays the Blues", Hank Crawford, "From The Heart," and The Red Mitchell-Harold Land Quintet, "Hear Ye!" Atlantic also offered a new LP by the recently signed singer, Myron Williams, "I Don't Worry About A Thing." Atco distributors learned of the label's release of seven new LPs, headlined by an album from Mr. Acker Bills, "Above The Stars." The label recently released the title single from this LP. Other Atco packages were offered with the release of "Singin' for Souffle Lovers!", "Coast Along With The Coasters!"; "The Great Group Goodies" (an old-but-goodie set with 14 tracks by the groups, The Ramparts, The Sensations, etc.). Other entries on the Atco list were "The Many Guitars Of Jorgen Ingmann," "Bobby Darin Presents the Three By Three Trio with "Like West Side Story"; and Doug Fowkes & The Airwaves.

At the meetings Atlantic and Atco introduced new permanent merchandising aids which allow various combinations of albums to be shown. These displays were designed to meet the specific needs of retail stores specializing in jazz, rhythm and blues, plus those stores that sell all types of album product. They are compact and mobile and will obtain maximum exposure within minimum amount and display space. The Atlantic display is a silk screen day-glo motion display in which the Atlantic logo rotates. The Atco display is a similar nature with respect to mobility, size and flexibility. Various other sales aids for distributor salesmen were created, such as an unprecedented sheet for the Atco LP releases to be used as permanent sales presentation. Atco a new sales book was introduced containing 3 x 5 item covers of the entire catalogue. Compact order forms and other salesmen's aids were made available at the meetings.

Roulette Racks Up Biggest Sales Volume At N.Y. Distrib Meet

NEW YORK—Using the theme, "Fall Harvest Of Hits For '62," Roulette Records racked up the biggest sales volume of the year for the label at its sixth annual distributors meeting here over the weekend of June 23-24.

With an almost 100% attendance on hand, roulette salesmen and promotion representatives, the meeting was held at the Park Sheraton hotel in New York, which was according to company officials, "the most \(\frac{1}{2}\) perfect ink, an "unqualified, stunning success."

Right from the start, after the usual introductory remarks by Bud Swain, president, Jerry Belson, vice-president, and Morris Levy, Roulette held the podium to introduce to the surprised distributors, George Goldner as a new vee-locity Orchesta; "Si Si M.P.", a new sale, previously only to be handled by Roulette of Golden's firms, Gone and End Records (see separate story).

The meeting was highlighted by an address from Morris Levy on the company's current position in the record industry. In his speech, Levy made a point that he had recorded the oldest of 1959 with this address being his 1960. Levy addressed plans to move forward in a tremendous expansion program. Following Levy's address, Katel gave a sales address and the meeting was opened for discussion.

At the sales meeting, 11 new Roulette albums, two Rook albums and one new Tico LP were unveiled and shown on slides and heard on tapes by the distributors. A full 15% discount and 120 days deferred billing on all new albums as well as the entire Roulette, Rook, and Tico catalogues, will be the terms of the labels "Harvest Of Hits program. Included in the new releases are: two new Joey Dee LPs, "All The World Is Twisting" and "I modified soundtrack from his second motion picture, Columbia's "Two Tickets To Paris," a Dinah Washington LP, "The Second Time Around," and "Soul With the Blues," with the remaining arrangements and orchestrations are by Don Costa; "15 Million Sellers"—Jimmie Rodgers, an anthology of all of the artist's biggest hits; "Come On Let's Play With Pearl Mae," a risque for adults item from Pearl Bailey; "The Legend" with Count Basie & His Orchestra, with Maynard Ferguson & His Orchestra; "Live, A Swingin' Night At Birdland featuring Joe Williams; "Big Band Jazz From The Summit" featuring Louis Bellson & His Orchestra; "La-la-Brilliance" with the piano of Lalo Schifrin; "The Dixie Sound Of Jack Teagarden"; and "Big Bang Big Melodies" with the music of Richard Malbey & His Orchestra. On Rook records, the label offers "Feelin's" with Sonny Stitt and "The Man With The Blue Guitar," "Mr. Great Train Robbery" was represented with "El Rey Tito—Bravo Puente" with Tito Puente & His Orchestra.

Another highlight of the Roulette meetings was the arrival of Dinah Washington, who stayed on to say a few words and lunch with the distributors and their salesmen.

For the past few months, the label began its series of private, in-person get-togethers with each distributor at a designated time. At the private meetings, personal area problems were covered and orders were taken for the new releases as well as catalog.

According to Katel, more business was written than ever before in the firm's history. Because of the initial orders on the new releases and the anticipated reorders, Katel indicated that for the first time the label's annual album merchandise in two plants was the east, one in the midwest, and one on the west coast. Prior to this, Roulette gave no more than one or two plants for pressing album product.

During the meeting, special incentive plans for both promotion men on single records, and salesmen on album merchandise, was announced. Also, a contest will be held on the "Two Tickets To Paris" LP with the winning distributor receiving, quite naturally, "Two Tickets To Paris.

The sixth Roulette distributors meetings was summed up by the label, "it was the most spirited and enthusiastically gathering we have ever had. Every distributor seemed raring to go, and the business was re-flectively scored in the orders that were placed at the meeting and in the re-orders that will be pouring in during the months ahead. Based on the sales meeting, we can safely predict that 1962 will be the biggest sales year in the history of the company.

The merchandise shown at the meeting will be delivered to the distributors during the first week in August.

It's Official: Columbus Gets "Mr. President"

NEW YORK—Columbia Records confirmed last week that it had obtained the exclusive rights to the hot Irving Berlin musical due this fall, "Mr. President."

It was previously reported in Cash Box that the label was a leading contender in the sweepstakes for the sensational show, which will be scored by Phil Lang. Show opens in New York at the St. James Theatre on Oct. 22, a change from the previously announced date. It's Berlin's first Broadway show since "Call Me Madam."
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Johnnie Taylor
131

2. “LOOKIN’ FOR A LOVE”
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(America’s newest Teen Idol)
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WB’s Biggest Advance Orders
On “Music” LP

NEW YORK—Orders to date on Warner Bros. soundtrack LP of “The Music Man” have resulted in the highest advance orders from distributors for any previously released LP in the label’s history, according to Joe Friedman, director of merchandising.

Mark was set after national screenings of the Meredith Willson musical were held in 35 major cities last week before selected audiences of deejays, record dealers and press simultaneous with the release of the soundtrack LP. Friedman said that as a direct result of the advance showings of the production, key rack-jockeys, major department stores and volume one-stop accounts had “substantially” increased their initial orders.

Plans for the national salute to “The Music Man” via radio celebrations of “Music Man Day” on July 25, gathered steam last week with stations throughout the country acknowledging their participating.

Radio station WFIL-Philadelphia will broadcast five hours of music and tape interviews with the film’s stars. Voice track recordings and open-end interviews with Robert Preston and Shirley Jones, film’s stars, will be delivered to all theatres showing the film, as well as to several thousand AM and FM stations this week.

Parade heralding the opening of “The Music Man” along with complete “Days” devoted to the film have been already set for Denver, Chicago and Los Angeles, while Lloyd Center big shopping mall in Portland, Ore., has been completely redecorated to tie-in with the “Music Man” motif.

Les Baxter To Reprise As Artist-Producer

NEW YORK—Les Baxter, who ended a 13-year stay with Capitol Records last May, has joined Reprise Records as an artist-producer. The maestro-arranger-composer’s initial Reprise LP’s, “Voices In Rhythm” and “The Primitive & The Passionate,” are both being released July 15.

With Capitol, he clicked with such singles as “Poor People Of Paris” and “April In Portugal” and had a number of successful, early “sound” LP’s.

Lately, he has been writing flick soundtrack music, including “Panic In The Year Zero” and “The Adventures Of Marco Polo.”

Fire/Fury LP Deal

NEW YORK—The Fire/Fury setup has bowed an LP deal.

All label’s in the group are available on a buy-five-get-one-free basis, including two new religious releases on the Revelation label. They are: “God Bless Our Home” by Dewey Young & The Flying Clouds, and “Who Will Wake Me In The Morning” by The Cross Jordan Singers.

Bobby Robinson, Fire/Fury head, said that Associated Distributors of Indianapolis, Ind., has been named the firm’s outlet in that area.

Disk dealers will shortly begin the installation of nearly 2,000 window and in-store display units.

The label is also tying in with Webo’s phonographs in its “Music Man” campaign. Webo recently staged a series of sales conventions throughout the country, screening the film for its distributors and dealers in conjunction with its new “Music Man” phone model. All Webo dealers will feature the soundtrack LP in their demonstration models and will display the album itself.

Garmisa Fetes Charles

CHICAGO — ABC-Paramount’s Ray Charles, who is currently pulling plenty of coin with “I Can’t Stop Loving You,” plans into the Windy City recently to be guest of honor at an afternoon cocktail party and buffet hosted by Lennie Garmisa (Garmisa Dist.) and his co-hosts Eddie Yalowitz, Kent Beauchamp and Jim Scully. The following shows were snapped during the affair: The top photo shows (left to right) Charles, Lennie Garmisa, Willie Barney and Ed Yalowitz. In the second pic are Ed Yalowitz, Jim Scully, the clasher, Jack Hilton of WGN-TV, Ben Wood, and Perry Marshall of WIND. The third shot pictures (left to right) Johnny Frigo, Stan Tankerly, Lennie Garmisa, Lee Brooks of Cash Bix, and Ed Yalowitz. Seated are Jesse Owens of WAFF, Norn Spaulding of WGES and Charles. In the bottom photo are (left to right) Tom Perrell, Ed Yalowitz and George Zebold of Sears Reoebuck with the songster.

Cosh Box—July 7, 1962
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"THE NATION'S BEST SELLING RECORDS"
Decca Rushes Out Single From Edwards’ LP

NEW YORK—In response to demands from consumers, deejays, operators and dealers, Decca Records has rushed into release last week a single from the chart-riding album, “Vincent Edwards Sings.” Edwards is TV’s “Ben Casey.”

After studying reports from field sales and promotion reps, mail from consumers and dealers and response from deejays, the consensus chose “And Now” and “Don’t Worry Boat Me” for a coupling.

Epic Rushes Vinton Album

NEW YORK—With Bobby Vinton’s “Rose Are Red” in the number 2 spot on the Top 100 this week, Epic Records has rush-released an LP, named after the performer. Label says the single is near the 1 million mark in sales.

Prestige & Bluesville Have Album Plans

NEW YORK—The Prestige and Bluesville labels are being made available under an LP discount program. Offers are the same for both, buy-seventeen-and-get-one-free. Program runs through Aug. 15.

Cademon Bows Sandburg, Scofield LP

NEW YORK—Poet Carl Sandburg and actor Paul Scofield are featured in two early July releases from Cademon Records, the spoken-word label.

Sandburg’s LP is a kiddie LP in which he reads his own “How To Tell Cars Fairies When You See ’Em & Others Of His Rootabaga Stories,” which he wrote for his own children. Scofield’s LP runs this year for his acting in the Broadway play, “A Man For All Seasons,” offers “The Poetry Of John Dryden.”

New Catalog From Univ. Speakers

NEW YORK—Hi-Fi products from University Loudspeakers are described in the firm’s new 20-page catalog, “Your Hi-Fi To Component Stereo High Fidelity,” available free from the White Plains, N.Y. operation.

Maharis Meets Deejays

NEW YORK—George Maharis recently made a tour of the local radio stations to promote his hit Epic LP, “George Maharis Sings” and his chart-riding single, “Touch Me Tonight.” In the top photo the chanter is shown with WNEW’s William B. Williams. The songster is pictured with Ted Steele, manager of WINS. In the second shot, Standing (left to right) in the bottom photo are Irv Fisco, head of the WCBS library, Epic’s Sol Rabinowitz, and Maharis.

Buy Disk Equipment Firm

GLENSIDE, PA.—Hamilton Manufacturing Co. of West Haven, Conn., has been acquired by Polymeric Devices Co. here, according to an announcement by Polymeric President Allen M. Shore. The Connecticut firm has long been active in the record field, as a producer of record molds, and accessories. Its vice president, Stanley Roczynski, has been a consultant to factories in the record business for many years.

Shore revealed that Hamilton had posted 1961 gross sales of more than $1 million, with pre-tax profits of $74,000. This was a substantial increase over 1960, when sales were $16,000, and pre-tax profits were $66,000.

Hamilton, Shore noted, specializes in designing tools for the disc manufacturing trade to match each producer’s specifications, which may differ from one pressing plant to another. Roczynski has long been active as a consultant within the industry, advising on equipment design and modification. In addition to its record manufacturing equipment, Hamilton produces the Barnaby line of screw machine and turret lathe tools and the Hameco line of portable-power electric generators.

New Colo. Diskery

DENVER — Russell Twiford, Jr., formerly associated with Lite Records, has organized Enterprise Records in Denver. The label’s initial wax features Jerry Savoy on “All That Really Matters.”

Berkshire Music Barn Announces ’62 Schedule

NEW YORK—Don Soviero, owner of the Berkshire Music Barn, has announced that the 1962 season will begin on July 8, with folk singer Pete Seeger. A total of 18 concerts will be given featuring some of the finest names in jazz, folk music, and flamenco.

Some of the performers appearing this summer are: Louis Armstrong, Carlos Montoya, Stan Kenton, The Weavers, George Shearing, Dave Brubeck, Miriam Makeba, Cannonball Adderley and Nancy Wilson, and The Modern Jazz Quartet.

Buffalo Rock Firm Names Execs

BUFFALO—Menahaw of Western New York, a rack-jobber which supplies over 300 stores, has announced the appointments of Lavern F. Fenton as general manager and Frank H. Thompson as sales manager.

Fenton has been associated with the disk business for 22 years, while Thompson’s eight year stay in the business included a stint as district representative for Tops Records.

According to Stewart M. Levy, president of the firm, expansion of the operation prompted the appointments.

Songster Who Wanders

NEW ORLEANS—Don is currently pulling plenty of coin with his chart-riding “Lovers Who Wander” on L Married, recently had an extremely successful engagement at the Blue Room of the Roosevelt Hotel here. Shown (left to right) above are Lenny Kunfer of the Blue Room, the chanter and Susan Hubert of Pelican Record Distributing Corporation. Artist is currently smashing through with “Little Diane.”
VeeJay's Miami Sales Meet Is Tops For Label; New LP's

MIAMI BEACH — VeeJay Records staged its most successful manufacturer-distributor meeting to date at the ARMAIDA convention, billing in over $500,000 on its 14 new albums and catalog, according to E. Aleen, VeeJay head.

The company also announced to its distributors that effective July 1, Vee Jay would begin extending a 15% rebate to its distributors on all bona fide sales to rack jobbers. Invoices must be submitted to Vee Jay and approved by the record company to receive the rebate. The rebate is designed to assist distributors who must supply a 10% functional discount with retailers.

Aleen also announced to distributors that Vee Jay has made two exclusive distribution agreements which he feels will result in many future hits.

Ace Records, the Johnny Vincent label, will be distributed exclusively by Vee Jay, effective immediately. Also Perri Records, the firm recently formed by Richard Oslin, will be distributed exclusively by Vee Jay. The product will be produced for Perri by Bob Crewe.

The 14 albums in Vee Jay's new release include seven pop LP's, three jazz, and four spiritual. Reading the the pop LP's in "Dick Gregory Talks Turkey," a new comedy LP, cut since his Colpix issue of last year. Other pops include "Best Of Deee Clark," "Best Of Jerry Butler," "Best Of John Lee Hooker," "Just Jimmy Milligan," "The Most Mysterious Flamingoes," and "The Unavailable 16 (All-Stars).

The jazz are "Juggin' Around" with the All-Stars, "Dixie/Chicago Style" by Dave Remmick, "Eddie Harris Gone To The Movies."

The spirituals are "Savior, Pass Me Not" by The Swan Silvertones, "The Best Of The Staple Singers," "O Lord I Pray" by the Highway QC's, and "Precious Lord" by the Sally Martin Singers.

The company also announced that it has signed jazz pianist Bill Marx and veteran Harpo Marx to Vee Jay contracts. Bill will do jazz albums for the label, and Harpo will do a religious album with his record album with a musical background.

Laurie's Schwartz Back From Coast

NEW YORK — Bob Schwartz of Laurie Records has just returned from a two week trip to the west coast, where he signed former Jay & Hirt.

Kirk, currently at the Five Spot in New York, will appear at the Newport Jazz Festival this week (6-8), where he will be recorded by Jack Tracy, Mercury A&R director. An LP, "Our Free Kings," was released by the label earlier this year.

Sugar Ray Robinson Launches Chanting Career

NEW YORK—Sugar Ray Robinson, seven-time middle weight boxing champion of the world, launched a singing career last week when he cut a Continental album tagged "Still Swinging" at the Regent Sound Studios here.

Robinson, who has been studying singing for the past several years, had never sung professionally prior to the Continental date.

Bandleader will feature the title song, "Still Swinging," a blues written especially for him by Don Jernigan.

Johnny Green Named MD Of "Birdie" Flick

BEVERLY HILLS — Johnny Green has been signed as musical director and conductor of the screen version of the hit musical, "Bye Bye Birdie."

He's also adapting, arranging and orchestrating all the musical numbers. Starring are Janet Leigh, Dick Van Dyke, Anne-Margret and Bobby Rydell.

Mogull Gets Rights Abroad For McPhatter Hit

NEW YORK — Ivan Mogull has obtained for his Ivan Mogull Music Ltd. the rights to the current Clyde McPhatter (Mercury) hit, "Little Bitty Pretty One," for the territories of France, Scandinavia, Benelux and Italy.

Acquisition was from Leon Rene of Records Music. Mogull also had foreign rights to McPhatter's previous click, "Lovin' Is Just A Part of Being Human," and said French rock star Johnny Holiday would cut "Bitty" in French.

Single's Flipside Reissued By Ace

NEW YORK—Ace Records, noting station exposure, has released the flip side of a single marketed several years ago. Side, "Desert Winds" by Roland Stone, reportedly has not southern attention in its early release after being recently made available in an LP by the singer, "Just A Moment."

Joanie Plugs "Johnny"

NEW YORK—Tammy Grimes is pictured above with Columbia A&R producer Mike Stoller, during the recent session for her new LP, "Tammy Grimes." Arrange-conductor Luther Henderson is shown at the left.

While Waxing Herself

NEW YORK—Tammy Grimes is pictured above with Columbia A&R producer Mike Stoller, during the recent session for her new LP, "Tammy Grimes." Arrange-conductor Luther Henderson is shown at the left.

Snapping Success

NEW YORK—Joe Henderson (right), who is currently riding the chart with "Snap Your Fingers" on Todd was recently congratulated by Jubilee toppier Steve Blaine on the success of his hit deck.

Lissauer Is Veep Of Youman's Pubbery

NEW YORK—Robert Lissauer has been appointed vice-president and general manager of The Vincent Youmans Co., publisher of the late clarinetist.

With the move, Youmans has acquired seven catalogs formerly controlled by Lissauer. Four ASCAP firms, Mode, Michele, Treble and Lad, will be incorporated into the present Youmans setup, while three BMI catalogs, Scope, Jason and Ampie, will all be in Scope Music, operating under the Youmans aegis.

The various pubbiers will be accepting new material after they move into their new offices at 157 West 57th St. later this month. Present quarters are at 1546 Broadway.

Spotlight Releases Initial Single

HOLLYWOOD—Sid Mobell, topper of Spotlight Records, last week announced the first release on the coast-based label. The single features Peggy De Castro singing "I Can Tell" and "He's Not My Love."

EL PASO—Joanie Sommers recently stopped by Johnny Fairchild's KROD-TV Dance Party here to promote her chart-riding "Johnny Get Angry" on Warner Brothers. The lark has just completed an engagement at La Montana Theater Restaurant in Juarez, Mexico.
Frey Raps End Of Compulsory Licensing; Calls For Indie Assoc.

NEW YORK—Sid Frey, president of Audio Fidelity Records, has come out strongly against proposed revisions of the Copyright Law, now before Congress, which would eliminate the compulsory licensing provision for material cut on disks.

Frey is seeking to continue the fight against this change and to protect indie labels in other matters. Frey suggests the formation of an organization composed solely of the indie labels with regular meetings.

Frey informed his fellow indie labels of his feelings by letter and was scheduled to discuss the matter in AP's suite at the ARMADA meet in Miami last week.

Noting, in the letter, that such proposed revisions "already have the sanction of the Register of Copyrights of the United States Government," he declares that "we cannot sit on our hands without making some effort to have our voices heard." Frey feels that with elimination of the compulsory licensing provision "... publishers could avoid the withholding of any popular copyright tune or could exact terrible conditions for such use and could thereby put us out of business by preventing the use of 'hit tunes.'"

Frey feels publishers could favor certain record companies and create a monopoly which the companies which now own the largest companies are already using.

Frey says that in the case of LP's "in many cases we are forced to pay 2½ per tune for every tune used which, in effect, is 24¢ per record."

Frey also says that some bigger companies are often granted a 1½¢ rate per tune plus an additional 25¢ club discount which brings the royalty for an LP album for them down to 18¢ less 4½¢ or a net royalty payment of 13½¢ as opposed to 24¢.

Further defending the compulsory licensing provision as regards competition, Frey feels that the tremendous growth in the phonograph record industry is directly attributable to the fact that, apart from public domain tunes, any newcomer to the field and all independent companies have the absolute right to employ previously recorded copyrighted material, thus enabling them to compete, at least in that one area, with the bigger record companies.


Sid Frey has sent many copies of this booklet to indie manufacturers throughout the country.

Kapp "Concept" (Continued from page 7)

port division at Kapp.

Label's top sellers over the past year have included Bill (Jose Jimenez) Dana, who scored with a single, "The Astronaut," which led to three successful LPs; The Chad Mitchell Trio, the folk-included songwriters who made strong Top 100 action with "Lizzie Borden" and went on to a chart LP with "Midnight Man On Campus;" Jack Jones, song of famed flick singer Alan Jones, who began his Top 100 career with a good-music side, "Lollipops & Roses," which won a NARAS Grammy this year as the best solo vocal by a male; Kenny Ball's "Midnight in Moscow," a smash as a single and the title of an LP and his single, "Green Leaves of Summer." Roger Williams' "Maria" LP, still a chart entry.

The label has also noted sales success for Miriam Makeba's LP, "The Many Voices of Miriam Makeba" and dates by such performers as Jane Morgan, Robertino, Freddy Martin, Warner Mack, Art Kassel, The Lincolns, Pete King and Emmanuel Vardi.

Label further notes current action on "My Daddy Is President" by Little Jo Ann; "Everybody's Got a Ya-Ya" by The Three Viscouts; " Ain't That Funny" by Jimmy Justice; and "Hatari!" by Roger Williams.

As for the new fiscal year, Kapp isn't divulging details yet, but the label says it's planning an "entirely different" type of fall merchandising program that is in keeping with the record industry's changing trends.

Phil Schaff, Kapp's sales director, is confident that the 1962-63 season for the label will see the top sales ever.

RCA To Exhibit At Fair (Continued from page 6)

The Fair has embarked on a big promotion campaign sending more than 100,000 stock-page, two-color brochures and advance registration forms to music and sound dealers across the country.

A second mailing will be made shortly to dealers giving them the completed program of business seminars scheduled during the show.

Mills Jazz Push Sees New Writer Pacts

NEW YORK—Mills Music’s renewed interest in jazz, under the direction of Irving Mills, moved ahead last week with the announcement of the pact of guitarist Al Caiola and Herb Ellis as jazz writers.

Caiola will do a folio for Mills, as well as Ellis, whose contract with Mills is on exclusive basis.

It was previously announced that The Dukes of Dixieland, Louis Prima and Sam Butera had also been added to the jazz writers’ stable at Mills.

It was also recently revealed that previously unreleased material by Fats Waller, discovered recently at Mills, would soon see the light of day on records via Columbia LP’s to be produced by the label’s jazz authority, John Hammond.

Hammond will also release jazz masters produced by Irving Mills in the 30’s for such classic labels as Vocalion, Okeh and others.

Details of the new signings were worked out by Irving Mills just prior to his departure to Europe, where he is seeking new jazz talent and recording international jazz artists.

He has reported back to the publisher that interest in jazz is still high in Europe.

Youngstein May Get Skouras Post at Fox

NEW YORK—The resignation of Sporos P. Skouras as president of 20th Century-Fox last week, after 20 years as head of the film studio, was quickly followed by reports on who would be his replacement.

Strongest contender for the job—to be selected before Sept. 30—is Max Youngstein, former vice-president of United Artists, who at present is an executive vice-president at Cinerama Corp. and the head of Cinerama.

Selection will be made by a committee, which includes Skouras, who stays at 20th Fox as a consultant, headed by Samuel I. Rosenberg, board chairman.

Skouras resigned last week in the face of big financial difficulties at the firm, which over the last two years has seen the loss of over $35 million from film production.

Columbia Inks Graffman (Continued from page 6)

last fall Feb. Both Graffman and Horowitz came to Columbia after associations with RCA Victor.

Graffman has worked extensively with Horowitz, and has been coached by another Columbia pianist, Rudolf Serkin.

Besides annual U.S. concert tours, Graffman has gone to Europe eight times during the past five years, to South America twice, to South Africa, Australia, New Zealand, the Philippines, Hong Kong & Bombay.

In addition to Horowitz and Serkin, Columbia and its sublabel, Epic Records, also record other such pianists as Alexander Brailowsky, Robert and Gary Casadesus, Ivan Davis, Philippe Entremont, Leon Fleisher, Glenn Gould, Charles Rosen and duo-pianists Arthur Goldberg and Robert Fizdale.

Cosk Box—July 7, 1962
Dalglish Gets Columbia Post

NEW YORK—Clipper D. Benfield, director of management services for Columbia Records, has announced the appointment of James Dalglish as director of management development and organization planning.

Dalglish will be responsible for the development of management manpower, executive recruiting, and college recruiting for training programs. The new Columbia exec has held similar positions with Sperry Rand and General Electric.

E. B. Marks Bows Billie Holiday Folio

NEW YORK—E. B. Marks has just published a new folio, “The Best Of Billie Holiday,” containing songs associated with the late jazz stylist.

Mercury Names Bonetti Western Sales Head

CHICAGO—Tom Bonetti has been appointed western regional sales manager for Mercury Records, it was announced last week by Larry Marks, Mercury vice-president in charge of sales. He will cover 11 western states and report to Myron Marks.

Bonetti has been a staff salesman for the past five years with Mercury's San Francisco distributors, C & C Distributing Company. He will continue to make his home in San Francisco. Bonetti replaces Lee Mandell in the regional sales position.

Glen Miller, Mercury midwest regional sales manager, has recently moved from Omaha, Neb., to Evanston, Ill., and will operate out of Mercury's Chicago headquarters.

Linda Scott Back From N.Z. Trek

NEW YORK—Songstress Linda Scott has returned to this country from a successful tour of New Zealand.

She played all the major cities in that country, as well as making numerous personal appearances along the way, including Wellington and Auckland. She will next work with the Congress Record's star stopped off for several days in Hollywood for a brief rest and a round of meetings and consultations with recording and motion picture executives. She will also be on hand to the press at several press parties.

She's in New York this week for a short vacation followed by her engagement at The Ship Pier in Atlantic City on July 8.

“Linda,” the title of her latest album, was just released, last week.

GNP Crescendo Has New Partner

HOLLYWOOD—Gene Norman, president of GNP Crescendo Record Company, announced last week that William A. Hall had joined the company as a partner in the position of vice-president-general manager.

Previously Hall was the west coast manager for Kapp Records, and formerly was a national sales executive with the Warner Bros. and Capitol labels.

Hall joining the firm coincides with the plans of GNP Crescendo Records to greatly enlarge its operations, starting with a July-August plan that is to feature seven new LP releases.

Hall stated, “In the next few months, to strengthen our distributor pattern domestically, we will be welcoming, and contacting, all aggressive distributors that are interested in growing with us during our new expansion program.”

Brown Band In Brazil

SAO PAULO—Roberto Corte-Real (left) is shown with lark Susan Maro and clarinet Les Brown during a “break” in a recent local TVprivate on which the Brown band appeared. Corte-Real booked the orchestra on the television program.

Pro Approach Helps Sell Home HiFi, Saxon Says

NEW YORK — A more professional approach to completely-assembled hi-fi stereo sound systems is responsible for the current success of home instrument manufacturers in the music and sound market, according to Raymond W. Saxon, vice-president of marketing for RCA Sales Corp.

“The introduction of improved and larger speakers, professionally styled record changers, and the development of FM stereo radio have enabled the so-called ready-to-play producers to achieve a greater success in the consumer sound market.”

Saxon issued his statement as the RCA Victor “Studiomatic” record changer was being demonstrated for the first time at the National Association of Music Merchants Show in the New York Trade Show Building last week.

The RCA-developed “Studiomatic” record changer, which Saxon termed “a major advancement in music reproduction,” will be used in the delivery models of the 1963 RCA Victor line of radio phonograph combination units, stereo portables and color television—stereo—FM-AM models.

This record changer incorporates a 12-inch turntable that minimizes vertical rumble, because of its larger mass, with more constant turntable speed to minimize wow and flutter. The new tone arm has been designed at a professional angle to insure accurate tracking and compliance. The four speed changer plays all sizes of same-speed records intermixed in any sequence.

Calling the phonograph market a “highly competitive field for all producers of sound equipment,” Saxon said current indications are that more than four million complete phonograph units, with an approximate retail value of $475 million, will be sold in 1962. “This figure could very easily go higher, depending on the public’s interest in FM stereo radio.”

Saxon said the combination of the “professional approach” in building components and the industry’s radically new cabinet styling “should mean an even larger share of the total sound market for manufacturers of complete sound instruments.”

“The 1963 RCA Victor phonograph line has more technical and styling improvements than we have thought possible a few years ago,” Saxon said. “Every type of consumer interest is covered in the portable line, for example, from a smart low priced portable to the ‘float down’ changer in the new stereo portable line.”

Saxon said the growing public interest in FM stereo radio is reflected in the fact that all thirteen stereo combination units will be offered with factory built-in tuners to receive the new type broadcasting now available in most areas. Last year’s line had only six models so equipped.
Acting Out “Speedy”

NEW YORK—When Pat Boone played a recent engagement at Freedomland offering his latest Dot chart-rider of “Speedy Gonzales,” he received a surprise visit from “Rosita” and “Speedy.” The songster asked them if they would help participate in the performance of the tune—which they agreed. In reality, “Rosita” was portrayed by Danny Crystal, director of eastern operations of Pat Boone’s corporation and the “Speedy” was portrayed by Mickey Addy, Dot’s eastern operations director.

Newport Talent Line-Up

NEW YORK—George Wein, producer for the 1962 Newport Jazz Festival, has announced the final roster of talent to be featured during the three day program beginning July 6. Wein also announced that several record companies, among which are Columbia and Mercury, will be on hand after a two year hiatus. The Voice of America will record the entire proceedings for rebroadcast around the world.

The Jazz all-stars will begin their programmed events on Friday evening of July 6, with Tony Tommaso and the Jewels of Dixie, the Dave Brubeck Quartet featuring Paul Desmond and Joe Morello, the Gerry Mulligan Quartet with Bob Brookmeyer, Coleman Hawkins, Roy Eldridge, Joe Williams, Harry Edison Quintet, and the Newport All-Stars.

The schedule for Saturday afternoon, July 7, is as follows: “A History of the Tap Dance and Its Relationship to Jazz,” featuring Buddy Briggs, Baby Lawrence, Pete Nugent, Honi Coles, Jo Jones, Roy Eldridge Quartet, and the Roy Haynes Trio with Yoshiko.

Saturday evening, July 7, will feature: Gene Hull’s Jazz Giants, Louis Armstrong and his All-Stars with Yank Lawson and J. C. Higgenbotham, The Newport Rebels, Charlie Mingus Sextet with Yoshiko, Max Roach Quintet and Abbey Lincoln, Coleman Hawkins and the Jo Jones Quartet, Bunny Briggs, Baby Lawrence, Carol Sloane, and Father Norman O’Connor as narrator.


The final performance on Sunday evening, July 8, will feature: The Wreckers, Warsaw, Poland Quintet; Duke Ellington Orchestra, Thelonius Monk Quartet with Charlie Rouse; Aretha Franklin; The Newport Jazz Festival All-Stars, with Jo Jones, Pee- wee Russell, Bud Freeman, Ruby Braff, Marshall Brown, George Wein, and Willis Conover as narrator.

Don’t Live For Future, Brief Warns Retailers At NAMM Meet Seminar

NEW YORK—The retailer shouldn’t be carried away with advancements in the present, regarded business that are years in the future. Instead, he should be more concerned with what he can do to sell today what is available today to the customers of today.

This was one of the observations made last week by Henry Brief, executive-secretary of the Record Industry Association of America (RIAA), who spoke as keynote speaker on the topic of “What’s Ahead for Phonographs & Records” at the Electronic Industries Association’s Symposium on “What’s Ahead for Consumer Products” during the NAMM music show in New York. Glenn Wallich, Capitol Records head and RIAA proxy, was originally scheduled to speak, but couldn’t due to a world-wide tour.

“You don’t stop selling automobiles today because something off in the vague future we will have new engines, new fuels, new types of propulsion,” Brief stated.

In any discussion of “What’s Ahead for Phonographs” it is therefore appropriate to talk about what we can sell today in order to reap tomorrow.

- Some of the guidelines listed by Brief for salesmen on the present include: how enterprising, how creative, how forceful, how imaginative shall we be; how can we make people want to buy phonographs; how can we make people want to listen to our equipment, to see it, to touch it.

Brief said today’s consumer is more interested in quality than gadgetry, in performance rather than conversation pieces, in simplicity of design and operation rather than a confusion of technical jargon.

Phil Allen Forms Talent Agency

NEW YORK—Phil Allen, formerly a deejay with WPAC and WGBB on Long Island, has formed his own entertainment and talent corporation, named after him, at Valley Stream, New York.

The spinner is currently handling the Aquareno’s, who have just played the Metropole in Manhattan, Dick Roman and Bernie Allen. Allen also has high hopes for a talented young tenor named Joe Disraeli, who will soon cut his first LP entitled, “Joe Disraeli Sings Caruso.” The label which will release the album will be announced later.

Fechner’s Wife Dies

NEW YORK—Ruth Fechner, wife of Joe Fechner of Laredo Dist., Newark, N.J. died of a heart attack last Mon. (25) while on a boat outing in connection with Command Records.
**BRAZIL**

**Brazil's Best Sellers**

**SAO PAULO**

1. *Amor—Silvana & Rinaldo Calheiros* (Copa)
3. *Loja—Miltinho* (RGE)
4. *Let's Twist Again—Chubby Checker* (Polydor)
5. *Confiança—Miltinho* (RGE)
6. *Gatita Solitária—Angela Maria* (RCA)
7. *Stella By Starlight—Ray Charles* (RCA)
8. *Gracias—Bienvenido Granda* (RGE)
9. *Amor Em Serenata—Carlos Nobre* (RCA)
10. *Lembranças—Lurdinha Pereira* (Chantelle)

**RIO DE JANEIRO**

1. *Let's Twist Again—Chubby Checker* (Polydor)
2. *Poema—Renato Guimaraes* (Atlantic)
3. *Confiança—Miltinho* (RGE)
4. *Virginia—Maria de Paula* (RGE)
5. *Protesto—Nelson Gonçalves* (RGE)
6. *Se A Vida Parasse—Anísio Silva* (Odeon)
8. *Amor Em Serenata—Carlos Nobre* (RCA)
9. *Meu Nome E Ninguem—Miltinho* (RGE)

**Sao Paulo's Top Ten LPs**

1. *Ovindo-Te Com Amor—Silvana & Rinaldo Calheiros* (Copa)
2. *Cantos De Aves Do Brasil—Johan Dauglas Frisch* (Copa)
3. *Os Grandes Sucessos De Miltinho* (RGE)
4. *Let's Twist Again—Chubby Checker* (Polydor)
5. *Dedicated To You—Ray Charles* (Polydor)
6. *S Different—Billy Butcherfield & Ray Conniff* (Columbia)
7. *Miltinho E Samba—Miltinho* (RGE)
9. *Perry Ribeiro E Seu Mundo Do Carnaval* (RGE)
10. *Nariz E Seus Cantores de Elano* (Odeon)

**Rio De Janeiro's Top Ten LPs**

1. *Miltinho E Samba—Miltinho* (RGE)
2. *Chubby Checker—Ferramata* (Polydor)
3. *Peco De Amor—Sarita Montes* (Ferramata)
4. *Os Romanicos De Cuba No Cinema—Romanticos De Cuba* (Musidisc)
5. *Nio E A Seresta—Nelson Gonçalves* (RGE)
6. *Isto E Dacone—Sidney* (Columbia)
7. *Dez De Ouro No 3—Nelson Gonçalves* (RGE)
8. *Incomparavel Angela Maria—Angela Maria* (RGE)
9. *Dedicated To You—Ray Charles* (Polydor)
10. *Your Twist Party—Chubby Checker* (Polydor)

**Cash Box—July 7, 1962—International Section**
Argentina

The visitor of the week is Julio Nieto Bernal, member of the Cadena Radial Colombiana (Carnelo) net and lawyer, who spent some days in Buenos Aires after reporting the World Football (soccer) Championship news from the South American countries. Mr. Bernal, who is also the representative of the Junta Presidencial of Radio Cadena in Colombia, as soon as its government gave the permission, in cooperation with four Mestres, probably the most important television man in Latin America. Mr. Bernal has visited the major broadcasters of Peru (Panamericana TV Channel 13) and Puerto Rico (WAPA) and is trying to arrange the representation in Argentina of the two TV channels, leaving Buenos Aires, Nieto Bernal went to Sao Paulo, Brazil and afterwards returned to Colombia.

The interesting visitor is Richard Anthony, the French twister, who came to Argentina to take part in the Second Twist Festival, planned by the Labour Ministry of Education. Anthony is also appearing on TV (Channel 13) and several dance parties.

The former manager of the representation in Argentina of the Ronnex and Teeny labels, from the old Philips firm, Jack Hammer, European twister and ex-member of The Platters, and another Compact 38 by Los Caribes, vocal trio, with titles as "La Nova," "La Hiedra" and "Dimeo." Michael Davis, of Ariel, reported that he is very satisfied with the new compilation which, in their opinion, is a very good catalog, covering the main international hits with very good artists.

Disc Jockey is continuing the release of low-priced Compact 38 records, this week various by the Latin jazz artists, Ernesto Bonino (recorded by Meazzi in Italy), and Juan Ramon, Disc Jockey's hit of the week, these records are priced at 130 pesos, while regular Compact 33's cost 155.

Philips is receiving very good promotion for the first Polydor record it produces in this country, an LP which, according to sources, is expected to become a good hit. The disc is now working on big expansion plans, that is, the sale of LP and 7-inch albums, as well as 45rpm records, a coupling appointed chief of Polydor and DGG records sales. Previously, he worked in the Mendoza Province branch of the firm.

The English weekly Music Magazine has ventured its coverage of today's hits, with the "Midnight in Moscow" version by The Big Ben and The Rivertons, to which the unstated writer has appended the comments: "Twist with the Trumpets" by Andre and his group, and "Nacida Para Mi" (Nata Perez) cut by Sony.

Los Serenadores of Music Hall reports that Los Santos, the well known vocal trio (recently inked by MH) will start his second tour of Europe next week, reporting that they play in the Swiss country of Ticino. Los Santos will represent Argentina at the Bendimor (Spain) and Pesaro (Italy) song festivals. Another Music Hall artist, Lito Escarso, has been inked by Splendid and Fawcett on his stay in this country, with possible background to the TV 13 programs. Los Cantores de alba, folk music group, has recorded a LP with the famous composer Pablo Alfano.

Maria Elena Cattelan of Surco Industries Music is working on the promotion of Spanish Harlem, the Ben E. King LP recently released by RCA, and Swiss artiste, an impressive project for some of that country, and it is believed that her work is much since Maria Elena's nomination to the post, and may be considered analogous to the one of "Spanish West Side Story" LP by Ferrante & Teicher and the Nick Perito orchestra.

RCA Victor has several new very good LP's: "Something for Everybody," the magnificent "Ode to Joy" under the direction of Sousa, "My Kind of Blues" by Sam Cook; a good album by Floy Crawford, with "On The Rebound," "The Legend," and "Rico"

"Spanish Harlem," "Love's The Last Chance," "Twist with the Trumpets," "Twist," "Spanish Harlem," "Rico" (also in Mexico) by Mexican director Pablo Beltran Ruiz.\n
The language of "Midinnete," German song which has achieved already eight versions in Argentina, and "Nacida Para Mi," recently waxed by Los Cuatro Plumas, the Argentine version of "Masquerade," and others, Los Cuatro Plumas record for Philips.

Jana Reza of Edami expects that "Adeleante" and "De Rositas," two new Mexican songs, become good sellers. Alberto Martine, head of Edami (Peer representative in Argentina), has been appointed coordinator of the Latin American operation in South America, and on tour of several SA countries.

Fernata Publishers working on several new tunes, recently inked: "Alessa," the "cante engranado" of the popular people in the country, of "Vino" (Guitar and a Glass of Wine), which will be recorded in Spanish by several artists, and "Gunny Casa Lately," which is qualified as the third Brian Hyland success. This tune will be titled "Nunca Es Tarde," and its Spanish, lyries are also being prepared.

The recent manager of the records informed Cash Box that his label has inked Los Hermanos Barrientos, Chilean folk music group. Los Barrientos have already cut their first waxing for the label, a Compact 33 containing the title "Para Ti Y Para Mi," which, according to the producer, has recorded "Medianos en Musica," the current best seller list number 2 spot. Los Barrientos are, with the director of the firm, Alberto Ariztegui, very happy with the contract.

Ricardo Korn, head of Julio Korn, publishers, had to pay $200 extra luggage charges because of the records and music he took to promote in Europe. Mr. Korn, who is visiting the continent, and his wife, traveling with him, has already presented his six LP records (Fernata), the big hit recorded by Waldo de los Rios and his orchestra, "Desagradecida," and the latest one, adapted and recorded by Roberto Yanes, "El Poeta Llorio" by Los Fernandos, and many others. It must be noted that "Desagradecida" is taken to France to be presented to the "Berceuse" label in Paris, and that the other LP's will be used successfully in Europe, with only slight changes to adapt it to the European tastes.

Los Hermanos Barrientos are scheduled to begin their first European tour next August. They will appear at the Paseo de Madrid, and afterwards will visit several cities in Spain, and on August 28, they will play on TV Channel 13, in the Patino Show, and on LRS Radio Belgrano. In their tour, they will present the same South American tunes they have some days ago in Buenos Aires, as well as the one that is working on the opening of new markets for Latin American recordings.

France's Best Sellers


Argentina's Best Sellers

1. Multiplicacion (Multiplication) (Adarri-Hil) & Range-Fernata) Bobby Shaftoe, Recorded by Herbie Amer—Bono Records, Argentina. Beltran Ruiz (RCA); Juan Ramon (Disc Jockey); Mauro Munoz (Odeon Pops); Los Salvajes (Columbia); Freddy Lociano (Music Hall).

2. Menta De Cien—E. A. Martin, Recorded by Jockey-Brandy (Tonodense); Los Mac Ke Mac's (RCA); Los Santos (Music Hall); Los Barbudos (Gris de Paris).

3. Luz Y Sombras (Pham-Edami) Los Panchos (Columbia); Marco Antonio Muniz (RCA); Roassell Araya (Disc Jockey); Los Fernandos (Odeon Pops).\n

5. Noche Que Llores (Pogo-Fernata) Brain Hyland (Ariel). Producer: Carlos Guevara. Inker: Los Caribes. Published by Through Branding (Tonodense); Los Mac Ke Mac's (RCA); Los Santos (Music Hall); Los Barbudos (Gris de Paris).

6. Que No Pasa Segunda Nota (Pham-Edami) Los Panchos (Columbia); Adriano Celentano (Microton); Tony Vilar (Columbia); Sonia, Los Cuatro Plumas (Phill).

7. Coincidence (Korn) Cauley Piedago, Horacio Deval (RCA); Los Fernandos (Odeon Pops); Francisco Fernandez, Costa Rica.

8. Imanes Y Astillas (Spanga-Fernata) Paul Anka (Ariel). Producer: Carlos Guevara. Director: Through Branding (Tonodense); Los Mac Ke Mac's (RCA); Los Santos (Music Hall); Los Barbudos (Gris de Paris).

9. Quierome Tiernamente (Spanga-Fernata) Paul Anka (RCA); Marta Cosas (RCA).
DENMARK

Latest recording with popular group The Cliffers on Philips is the top selling title. Danish artist, Dorthe, has just recorded the songs "Don Gaspar" and "Fer Nig Er". This was reported to Cash Box by Owe Wilschow, ad manager of Philips in Copenhagen.

Perry, who recently did very well with his Danish recording of "Happy Hour" (Clint, etc.) has made a new record for Matrone. The title is "The Sad Trumpet" and "Dream." Another new Mitroneme release is "Where Is My Love?" sung by Karen Case. German artist, Abba Abrams, also a Danish artist, has recorded "By the Pale Moonlight" (that's Debussy's "Clair de Lune" played hill-billy), and Beside the Windmill, also new.

New sheet music from Imadico (A/S, includes "Moskva Nettet" (Moscow Night), a new Swedish hit, and "La Dolce Vita", a new German hit with Danish lyrics by Allan Honde and Ronald Binds "Elisabeth Serenade" with Danish lyrics by Asa Gjødborg Krogh.

The Finnish song "Atlantis," composed by Toivo Kärki, veteran tunsmith in Finland, has recently been recorded in Germany by a new up and coming group called Vibel. They are in certain dance places, they just said by Paul Siegel for Teldtec and will be released within a short time by Decca in Italy, France, Germany and Finland, among others. The tape recording made by the French label The Funchat, at Finish Decca, will soon be released in the U.S.

Rusukainen, ad man of Musikkis-Fazer-Musik in Helsinki, to Stockholm for a week's bit talks.

Norway

Cash Box just received some new records from Norway. Monn Iversen A/S, here, recently back from a tour in United States, has recorded the Swedish song "Alpens Ros" (in Norwegian: "Alpens Fiol") by Ove Thörn, popular in Norway, "My Heart's in Alabama" by Perry Como and "Lemon Tree" with Peter, Paul and Mary, a record expected to do very well. A Swedish hit from Norak Musikforlag A/S includes "Hey Little Girl," words and music by Bill Shepherd.

Philip has released "I'll Be Bella Napoli," with lyrics in Norwegian by Anne Bendiksnes, sung by the quartet The torsene. The critics liked it very much.

Wentzel has recorded "Elisabeth Serenade" for EMIL. The song is published in Norway by Musikhus-Huset A/S, with Norwegian lyrics by Juul Hanssen.

Sweden

Newsmen, becoming a serious problem in Sweden. According to Peter Himmelstrand, columnist in local evening paper Expressen, it is recently, a record club known as Fortunklubben has been advertising its recordings via radio and TV. The newsvendor, who does not wish to be named, has admitted that for some time he has been always selling out of the same range, and he told his chief that "at the rate we're going, we'll be out of business soon." The man told his chief that the newsvendor is not a stockbroker, but a newsvendor who says that he is trying to make a living from the sales of recordings.

Newsmen, a group of young artists from the United States, have just released a new album for Philips. The album includes the following songs: "Don't Let Me Be Misunderstood," "My Way," "The Sound of Silence," "A Change Is Gonna Come," and "Born to Run." The album has been well received by the critics and is expected to do well on the charts.

Italy

Recent outstanding event was a "full meeting" of all people involved in the current movement. The event was called "Little Big World," and it was held at the Palazzo della Musica in Rome. Among those in attendance were the original publishers of the song and the record. Aiding was John Lennon, who periodically visits the city.

This time the news about his visit concerned the success of "Al Di La" and he did not want to be尺. In December, 1966 he heard "Saxo" recorded by Gino Paoli on Ricordi. Two months later, while he was in California, he learned the words of "Al Di La" which were written by Emilio Pericoli for Warner Bros. Records. WC recorded "Al Di La" with Pericoli with "La Catena" (a song written by Pericoli). During those months later the producer of the Warner Bros. picture, "Rome Adventure," heard "Al Di La" as sung by Pericoli and he wanted him singing the song in the picture. Pericoli then met the producer and they signed a contract, Pericoli had just found out that the song was going to be used in a film. Through the guarantees of the group Pericoli modified the song and eventually the group sold the record. The success of the film internationally, it is hoped that the Pericoli-WB record of "Al Di La" will enjoy world-wide success. All WB's record distributors are tying in with WB to expect "Al Di La." Next NP by Emilio Pericoli to be released on the US market by WB is "Romantik & Amore" backed by "Tango Italiano" (the song of San Remo 1962). At 1 PM, the meeting moved from Ricordi's offices to a restaurant, where the following people attended the Ricordi lunch: Guido Rignani, Ricordi general manager; Bob Weiss, WB international director; Mariano Rapetti, Gruppo Ricordi music leggera director; Angelo M. Piccione; Emilio Pericoli; Paolo Rogeni, vice manager of Diichi Ricordi; maestro Caro Donato, the composer of "Al Di La," Mario Minasi, the impresario of the singer; Vittorio Demmeci of Cash Box.

RCA Italiana just held in Rome a dinner party at the Bridgeman in honor of Emilio Pericoli, whose "Al Di La" was the book published and in the recent "Al Di La" was given a golden medal for reaching the one million mark in sales in Italy with all his record product. Cash Box reported that the event was attended by Pericoli's former manager, Giuseppe Cattaneo. "Al Di La" has been sold in the US market by WB is "Romantik & Amore" backed by "Tango Italiano." The song is on the market now the last. Caterina Valentino single with two songs by the Romanian composer Jobim "Samba Di Una Nota" and "Corcovado:"

Decca released the first record by latest big English discovery Jet Harris (pseudonym for the hot title is "I'm Buzza Maco."). On the other side, Jet signs "Chill and Fever."

Among the latest release of London albums worthy of particular mention is "I'm a Man of Skill" (Dot) by I'm Portland Deon. Bobby Darin, Ann-Margret and Alice Faye; also Volume No. 2 of "A Million Sellers" with "All That's Wrong With O'Wang" by Duane 

Dan Fisher, musician publisher from New York, was in town, this week. He made all the rounds of the music publishers his the Galleria Del Corso. The last night he spent here, Carlo Alberto Rosso asked him to dinner along with Ricordi's general manager, Alfredo Riccardi. As Fisher was back in Milan, he said: "I... the food in Milan is so great, I may sell out and buy a restaurant and move there." In the same restaurant was American publisher Irving Berlin. "I'm a Man of Skill" was written by the Roman-ricdi of Curiel and his wife.

Charles Aznavour, Barclay best seller, this week in Italy, with "Sad Swallow," and "Il Faro," with sales of over 100,000 copies. The album includes songs from "A Man of Skill," "Two," "Il Faro," and "Il Faro." Aznavour is in Italy-as well. On Barclay another interesting release: "All Baba\n
Mina's "Renato" doing very well on the charts, making the Number 7 spot in its initial appearance this week. Sheet music was originally copyrighted by Chet Baker and Carl Davis in and in Italy by Docale, the music publishing company of Mr. Matalon (Ilducel).

Italy's Best Sellers

This Week

1. Stati Lontana Da Me/Ariano Colenato/Clari/Ricordi
2. La Paloma/Elvis Presley/RCA/public dominion
3. Low Price For You/Cliff Richard/VG/Columbia
4. Let's Twist Again/Poppino Di Capri-Carisch/Chuckie Checker-Parkway
5. I'll Call You/Charles Aznavour-Barclay-Gurtier
6. Twisting The Twist/Caterina Valente/Decca
7. Una Canzone/Umberto Tozzi/Mara/Ricordi
8. Quando Calienta El Sol/los Hermanos Riquel/Southern Music
9. Moliendo Cafe/Mina-Italdis
10. Movin' On/Tom Jones/RCA/Italdis
11. Ciao Amore/Caterina Valente/Decca
12. Fiebre/Toni Tamburini/Ricordi
13. Abajour/Henry Right-CDG
14. Caterina/Perry Como-RCA/Dallara-Gurtier
15. Una Canzone/Poppino Di Capri/Italdis

Sweden's Best Sellers

1. Lesson One (Russ Cowen/Columbia) Edition Odeon
2. Good Luck Charm (Elvis Presley/RCA) Belinda (Scandinavia) AB
3. Chattanooga Choo Choo (Floyd Cramer/RCA) Reuter & Reuter
4. The Best Man/Universe/Decca
5. Where Have All the Flowers Gone (The Kingston Trio/Capitol) Musikforlag
6. Young World (Rick Nelson/California) Stockholm Musikproduktion
7. Lufera Viessi (Sven Ingmars/Payola) Sonora Musikforlag
8. Twisting The Twist/Caterina Valente/Decca
9. Follow That Dream (Elvis Presley/RCA) Belinda (Scandinavia) AB
10. Letter to My Baby (Boy Canda/Germany) Gernahms

Local Copyright
England's Best Sellers

1. Come Outside—Mike Sarne (Parlophone) (Southern)
2. Good Luck Charm—Elvis Presley (RCA) (Belinda)
3. Picture of You—Joe Brown (Piccadilly)
4. Picture Of You—Joe Brown (Piccadilly)
5. Oh Lonesome Me—Dolly Parton (Columbia)
6. Love Me Tender (Paul Anka/RCA) (Sparks/Brussels)
7. Of course I love you—Leslie Cheek (Columbia) (Parlophone)
8. Spanish Eyes—Chubby Checker (Columbia) (Parlophone)
9. The Last Waltz—Jimmy Wakely (Columbia) (Pye)
10. My old Flame—Brenda Lee (Columbia) (Parlophone)

England's Top Ten EP's

1. West Side Story—Soundtrack LP (Philips)
2. Hawaii—Elvis Presley (RCA)
3. South Pacific—Soundtrack LP (Philips)
4. It's a Trad Dad—Soundtrack LP (Philips)
5. Black And White Minstrel Show—George Mitchell (HMV)
6. The Great Eighteenth Century—Dorothy Provene (Warner Bros.)
7. The Shadows—The Shadows (Coventry)
8. Another Black & White Minstrel Show—George Mitchell (HMV)
9. The Sound Of Music—London Cast (HMV)
10. Follow That Dream—Elvis Presley (RCA)

England's Top Ten LP's

1. Nothing—Listening To The Shadows—The Shadows (Columbia)
2. The Magic Of Sean Connery—Sean Connery (Columbia)
3. The British Film Industry—Vaughan (Parlophone)
4. The Last Waltz—Jimmy Wakely (Columbia) (Pye)
5. My Old Flame—Brenda Lee (Columbia) (Parlophone)
6. Unusual Dance—Dave Brubeck (CBS)
7. Follow That Dream—Elvis Presley (RCA)
8. The Sound Of Music—London Cast (HMV)
10. The Shadows—The Shadows (Coventry)

Belgium's Best Sellers

1. Lessons In Love (Cliff Richard) (Columbia)
2. Good Luck Charm (Elvis Presley/RCA) (Belinda/Brussels)
3. Norman (Hue Thompson/Funkler, Wilkieo) (Acous-Rose/Belgium)
4. You Do You Want To Dance (Chilly, Richard/Columbia) (ESP Int. Base/Amsterdam)
5. The Shadows—The Shadows (Columbia)
6. The Last Waltz—Jimmy Wakely (Columbia) (Pye)
7. It's A Trad Dad—Soundtrack LP (Philips)
8. The Sound Of Music—London Cast (HMV)
9. The Shadows—The Shadows (Columbia)
10. The Great Eighteenth Century—Dorothy Provene (Warner Bros.)

South Africa's Best Sellers

1. Lessons In Love (Cliff Richard) (Columbia)
2. Good Luck Charm (Elvis Presley/RCA) (Belinda/Brussels)
3. Norman (Hue Thompson/Funkler, Wilkieo) (Acous-Rose/Belgium)
4. You Do You Want To Dance (Chilly, Richard/Columbia) (ESP Int. Base/Amsterdam)
5. The Shadows—The Shadows (Columbia)
6. The Last Waltz—Jimmy Wakely (Columbia) (Pye)
7. It's A Trad Dad—Soundtrack LP (Philips)
8. The Sound Of Music—London Cast (HMV)
9. The Shadows—The Shadows (Columbia)
10. The Great Eighteenth Century—Dorothy Provene (Warner Bros.)
BELGIUM
Taking the opportunity of the Tour de France and the participation of the Belgian teams, the Belgian Phonogram released a record, entitled “Rik van Looy” by Franky Bodet, which promises to become a big success.

S. A. Gramophone, who has just released its first record in Belgium at the request of the Rubens' Hall, has offered to music lovers a new series of old Italian sung and also the English sung versions of the song. Already before Gramophone had the Dutch sung version on the market! Same firm also just released on phonograph record the song “The Grapes of Wrath.”

S. A. Gramophone just introduced on the Belgian market its new label S. A. Gramophone. The label has a deep blue background with the title “Laissez-Nous Twister” and “Gosine-Cousine” are drawing big attention.

HOLLAND
A Dutch TV program (“At Sight”) recently devoted 15 minutes to a subject entitled “The Responsibilities of the Recording Industry.” Invited for an interview was the formidable figure of the artist who also is a world-famous French singer, Miss Jeanne Moreau.

Some small records, recorded in the “Holland Festival,” have also found a big success in Holland for the ten-inch classical LP records. The recordings are released by the well-known firm of Philips.

MEXICO
MEXICO’s Best Sellers
2. Adrián Zarazaga (RCA). Mario Frideberg, the label's general manager, told Cash Box of the signing of the contract of representation of the recording firm La Jockey. Mario wrote to this company to send him immediate records of Rosselló and Jimenez. Don Pablo believes that if La Jockey signs to the Mexican firm only Mexican songs, Captelia signed a contract to perform in Mexico.

Asma de Llano, Columbia's commercial manager, reported that his company will release soon the first recording with The Carreño Bros., one of the best-selling artists in Mexico at the moment, and who used to belong to Orfeon Records. This recording contains the song item in the last column which noted that the Carreño Bros. signed again with the label of Columbia. Some of Orfeon's best-selling artists groups, Los Tribunos and Los Carrién and arranger Chico Carril will return to Columbia, and one Columbia artist, Ricardo Rico, went to Orfeon. Speaking about Ricardo, he is starring in a show at the Liceria Theater. Rumors are flying and it is almost a fact that single records will cost $1.50 and 25 cents more ($1.75 in American money).

Marcel Antonio Muñiz, the only bolero singer who is still on top, recorded a new LP in which he includes songs like “Porque Me Gano”, “Mal Ley”, “Al Di La”, “Adelante” (the name of the LP), “Andrajos” and others. News from Columbia Records that Enrique Guzmán, the most popular singer in Mexico, made some recordings in his own Mexican songs.

Al Suarez, another new popular singer, recorded at Columbia Records the Mexican song named “Adios, Adios” and Perry Como’s hit “Caterina”, this last one under the name of “Amorcito.” The accompaniment was made by the Chicago Symphony Orchestra.

Artists from Lido de Paris will debut this week at Los Globos night club, while another first class cabaret, Cupri, closed its doors because business went down.

From Madrid, Cash Box received post card from Tina Conterras and his new LP “Ivan” was announced that he will return to México in a few weeks, but will leave immediately for to Mercado. In México, a new LP, a song called “El Gran Tomás” (Norman), the number one song in México by Maya, also cut by the Pablo Beltran Ruiz orchestra in a twist-ch-a-ch arrangement.

Also recently at the Palace of Fine Arts, conductor Andre Vanderoot and with the National Symphony orchestra, having as piano soloist Maria Teresa Pueeta. The program included Ravel's G Major Concerto and Beethoven's 7th Symphony.

Fabrice, another young singer of “the new wave”, has on RCA his first long play, with Spanish readings of “Multiplication”, “Wheels”, “Walk, Don't Run”, “When I Fall In Love”, “Twistin’ The Night Away.”

In the Bachzaal of the Amsterdam Conservatory, the young Polish pianist Adam Hesazy has just concluded recording the 24 Preludes Op. 28 by Chopin. His recording of the complete Chopin etudes was released some weeks ago.

Goslow Souza will make a tour from the U.S. to Mexico from 14th October on. A label manager for this artist is Mr. Juan Casas. He has also concluded recording the 24 Preludes Op. 28 by Chopin. His recording of the complete Chopin etudes was released some weeks ago.

BENELUX (Continued)
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Cash Box—Canada

Cash Box—Japan

Brand new inclusions into Columbia’s international catalogs are the Gong, Opera, Cottas, Music Seminar, Mit Bildzeichen Grief labels, which are all control artists from Germany. A new Columbia label this year will be Teichiku. After the departure of Berlin Phil., Europscheer runs classical versions by Berlin Phil., and others and some of them will be out in the coming weeks. They will be tagged here under the Columbia-Japan label. James Last, London’s first rendition of 'Hand in Hand,' (see June 16 issue), is issued here in Japan. Labels now handled by Columbia-Westminster are: Columbia (here with associated Columbia labels, Pathé-Marconi), MGM, Verre, Voice-ôr (Palette, GC, Hispavox), Pye (Pye group), Disneyland, Columbia International (Editions Lostallat’s products, Oriole, Europhizer and others), Epic (Okoh included).

Meanwhile, Victor started to distribute the Reprise label with eight LP’s (five in stereo and three in regular) and six singles. The releases cover such artists as Frank Sinatra, Sammy Davis Jr., Calvin Jackson orb., Tony Williams (now in Japan), Francisco Casador and his Baserons Cabaletors, De Martin, Narciso Viglietta, and Bill May.

Brief look at Okinawa disk retail selling stores appeared in JFRP (Japan Phonograph Record Association’s) monthly organ, “Record,” July issue. On the main island (Okinawa), there are seven stores operated by the islanders, those who were once Japanese nationals along with what they call Plaza House. The house is located at Kokaz City. It was originated from ex-US Army P.V.O. Castaways, and drop in and buy what they want. People still call it B.X. (Base Exchange) today. As it sells not only disks but also other imported materials of every kind, some people drive from the island’s capital, Naha. It is reported that some LP disk’s sell for $1.80 both for stereo and mono and others are $1.50 for a mono LP. No discounted Japanese disks are sold there.

Four tuned records and released on Toshiba Records by Q Sakamoto in 1961-1962 were recently recut and put on sale as a film record series edition. Toshiba had been the first company to release the same material on regular LP disk in Japan.

Also, the radio station FEN-Tokyo (Far East Network), affiliated with the U.S. Armed Forces, is going to distribute the regular TV’s jams through the FEN-Tokyo radio network. As the announcement, the disk is scheduled for October, and only two time are available at $9.75 as a regular wax (single).

Haruo Oku, who came back to the wax scene recently with his current “Mimini-Teichiku-ni Yuki-ga Furu (Snow On A South Island)” on King, will be represented this early fall with his very first album (12”). Oka is not a very popular singer in the 1940’s and made a host of national smash then. “Shanghai-no Hanaturi Musume,” one of his biggest hits, will be there as well, included among others. “Mimini-no Shima-ni Yuki-ga Furu,” now on sale, is included as one of the two in question.

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Japan’s Best Sellers

1. Pretty Little Baby—Too Many Rubs/Cookie Francis, MGM; Kayoko Moriya—Try Me, Columbia; Riko Sato—Columbia; Yukari Itou—(side-only) King; Kiko Sawa, Telchiku (top-side only); Mie Nako, Victor/Shinko—JASRAC (68+side/MP-JASRAC)

2. Blue Hawaii/Ellis Presley, Victor; Kaoru Minami, King; Masahori Horie, King/Potest

3. Don’t Be Long/Naome Mo/Jane Lato, Victor; Shigeru Katsuori, Toshiba; Teisshii Kanai, King/Potest

4. Tonight/Richard Baymer, Columbia; Ferrante & Teicher, UA; Don Mackey, Anthony Peggi Haymen, King/Double Edge; King International; I. George, Telchiku; Mavatonsi orb., London/Potest

5. Rock-a-Hula Baby/Ellis Presley, Victor; Aberbach-JASRAC

6. Rubber Ball/Bobby Vee, Liberty; Yamaha/JASRAC

7. Stompin’ at the Savoy/Teichiku

8. Midnight In Moss/Kenny Ball, Pye; The Peanuts, King/(no authorized publicity confirmed yet)

9. Tokyo/Tokyo, Together/Hayley Mills, London; Teishii Kin, ibor, King/Emp/JASRAC

10. Happy Birthday Sweet 16/Nell Sedaka, Victor; Mieko Hirota, Toshiba; Isao, King/(no publicity)

(LOCAL)

1. Oshe/Ido Murata, Columbia; Ichiro Mayama, King; Mitsugaro Teppo, reportedly selling

2. Hoshikuzo-no Machi/Michihana Ishibashi, King

3. Garasus-no Johny/I George, Telchiku

4. Eriko/Yukie Hashi, Victor

5. Yoko/Suzuki, King

6. Katsuya-ni Yuki-ga Furu, Mato Marks, King; Mitsuo Sagawa, Victor

7. Samui Asa/Sayuri Yoshinaga, Victor

8. Aizen Ka (Tabi-no Oyakue)/Kazuo Takashiba, Columbia

9. Nakayama Shihiru/Yukie Hashi, Victor

10. Akashia-no Ame-ga Yamu-Toki/Sachiko Nishida, Polydor

The Beau-Marks, sporting a brand new release on Quality, opened at The Ottawa House in Hull, Quebec (6/25). A pair of strong sides on this latest out- ing for the Montrealers, but it appears the more commercial of the two will turn out to be “Tender Years.” As usual, the songs were penned by the partners. Joey Frechette, spokesman for the group, spent some time with this reporter just prior to their opening at the Quebec-side spot. Asked if the Beau-Marks have any intention of doing another LP in the very near future, this time in Nashville. They hope to do 12 original items in the new LP, and have yet to come up with a suitable material. According to Joey, all should be ready by roll call. Early Fall. Lee Farley, Quality singles toppper, calls the new deck by the Beau-Marks an “early fall release date.”

Radio-press-TV annual golf tournament held in the Capital (6/21) didn’t do much for the grand old game of golf, but it did give most of the distributors in the visible back seats a head for a change. Not only could they manage a day in the sunshine, but where else would they find most of the city’s platter spinners at the same time. Gilles Aubin, London’s national field rep, put up a handsome trophy for the deways-turnders-shoot to shore. Only trouble is, nobody’s quite sure who is entitled to the trophy as scores are just not made that big. General consensus of opinion was that CFA’s Les Lye should win the trophy for displaying the handsomest pair of lines that the event has ever seen. They looked a bit like one, decked out in black Bermuda shorts. Also on hand for the tournament was Phonodisc’s Bill Fisher. Bill combined golfing with business as he spent several days in the area. He reports tremendous reaction on the Kapp single by Little Jo Ann, “My Daddy Is President.” Bill also announced that “Thousands Through the Window” of London’s CKSL “Kiss,” in Canada. Phonodisc picked up the item through its New York as- sociate, Woody Hindering.

Hall Bass at Compo is convinced that the new Vince Edwards set on Decca is slated to be one of the hottest packages of the year. Desseys across the country are busy setting out their press for this one. This, plus the exceptional popularity of the Ben Casey TV, will toll a strong sales story. After spot-lighting selections from the new Edwards LP on the first day it was available here, the item sold a fabulous number. The tape was cleaned again. In two days the mail count swelled to well over a hundred copies.

Al Allbud of Leeds Music is very excited over a new London release by Georgie Brown, entitled “Broken Doll.” Flip side is his baby, “It’s Dolly Daily.” Report has it that the cockney accent the thrush uses in her presentation of the “Daily” side might hold considerable appeal for Canadians, a matter for which there is some doubt as to whether the sides will even be released in this country.

Lori Brunner of Astral Records advises of a new release. The red hot item by the Brooklyn based group “The Vagabonds,” headings the package. Also included is an item by The Three Viscounts, originating with Pye in England, entitled, “Love Is a Game.” This, plus the exceptionally strong “Shes Gonna Love Me Across the Country’s” in Canada, is making a big splash. It’s safe to say that there are many more than one in question.

All of Lee Mendell’s friends and former associates in The Dominion are more than happy to hear of the progress he is making in the industry since his departure from the OM. More and many more Canadians increasing country music programming. CKLB, Oshawa, Ontario now spotlights Slim Gordon with country music for his local audience. Slim’s appearance there will prove as popular as they come.

Mack Kingston, himself a country recording artist, pilots a daily country segment over CHOW, Welland. Jack, informs Connie Chiccoli of CHOW, has just returned from Nashville where he cut two sides for the Star label. They’ll be released here “soon enough.” Mack’s appearance there was from time to time, more so of late, that many of the top items on the Cash Box chart are from this segment. One complaint that is that American stations beaming into Canada are playing the disks, and Canadian dealers seem to ignore their popularity and sales poten-
tial. Pat Hervey, beginning to click in a big way with her Chateau outting, “Mr. Heartache,” appeared on the CBC-TV’s “Country Hoedown” (6/23). The coast to coast exposure of the gal and her song along with the added cash register ringing merrily.

Two Canadian deejays became “June Grooms.” Both boys went on honey, moon trips that took them far afield. Bob Dell of CFCC Radio’s “Like Young,” and his bride sailed for Rome early in June. Before they return to Montreal Mack will spend some time getting to know his bride and their home for their honeymoon. As a matter of fact, they will be home in The Netherlands, as Mike has signed a three year contract with a Dutch station.

Jay Woods exits CHOW, Welland and heads west to Alberta and CHAT in Medicine Hat. Young people are the target here, and Jay’s knowledge of the under monkey, John Woodbridge. Montrealer George Morris, who has been spinning ‘em on Canada’s west coast for the last couple of years, has come on board to this station. According to reports reaching Cash Box. He’s now located at CJIX in The Lakehead.

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Stockholm 1, Sweden

WASH—President John Godlief of Brazil pre-
senting President Kennedy with "Casino De-
Estado" Award at Prexy's Office.

Cash Box—July 7, 1962—International
With the hot summer months coming up, the record industry in Germany is preparing itself for a well earned summer rest. Production is slowing down to a virtual standstill as the orchestras take their vacation, and sales have also slowed down considerably.

German orchestra leader A&R-man Werner Muller, who still sells 80% of his records as an orchestra leader in foreign countries, is just back from England where he did some sides for the English market. Werner is also working on signing up a few German top stars to record in Germany. Some of the people being considered include Billy Fury and Eden Kane. Werner leads the HIAS (Radio in American Sector) orchestra and has recently added some of Europe's top side men to the band including Scandinavia's Ake Persson, who did a stint with the Quincy Jones band. His future instrumental productions will carry the mark "Swing Made In Berlin" and his pop productions will bear the heading "Music Made In Berlin." Werner, who formerly recorded under the name Peter Kalos, did an excellent job of making the orchestra records of the last couple of months and is starting to build up a list of future recordings and recently guested in Munich at a special concert with Chet Baker.

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Paul Vetter reports that he's back in the charts as a publisher with the "Frankfurter Polka" by Paul Kuhn on Columbia. Kuhn also penned the song "Swing Songs To Siegel's Hi-Fi" Music publishing house. Siegel has already signed Kuhn for management in the U.S. as far as TV is concerned. A-Rep Music controls the "Frankfurter Polka" sides. Another German song written by Klaus Hugo in Paul Siegel's publishing house has been recorded by Chris Barber in England under the title "Yvette." Chappell Music controls the production of the song. Siegel has also signed a contract with his own manager for the next future recordings and recently guested in Munich at a special concert with Chet Baker.

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Latin Television Fare

1. *Heisser Sand (Hot Sand)—Mina—Polydor—Gerry
2. Ich Schau Den Weissen Wolken Nach (Every Day Will Blow Away) (I Look At The White Clouds The South Wind Will Blow Away)—Klaus Weiss (Philips)
3. Schau Mir Nach In Die Augen/Schlaeft Du Schon (Look Me In The Eye Again/Are You Asleep)—Gerhard Wendland—Philips—Melodie Der Welt
4. Auf Weidenschein Marlene—Bob Moore—London—Ralph Maria eigel
5. *Da Kleine Italianer (Two Little Italians)—Conney—Columbia—Peter Meisel
6. *Alte Ab—Freddy—Polydor—Enplande
7. *Rueempfer—Peter—Eden Kane
8. *Blauer Boot Der Schusscht (Little Ship)—The Blue Diamonds— Fon- tana
9. *Eime Rose Ai Santa Monica (A Rose From Santa Monica)—Carmela Corren—Arias—Francis Day & Hunter
10. Geld Wie Hee (Johnny Will)—Gerd Beutcher—Decca—Reef Budde
11. *Original German Copyright

Spinning For States

**Germany**

Cash Box has received a letter from an Australian retailer giving his views on what the record business is doing in Australia. The retailer is Ron Andrew, of the Disk Shop in Adelaide, believes that one of the prime reasons is the lack of cooperation between radio stations and labels, pointing out that the same hit song may be on the air in the U.S. and Australia, and practically cease airplay when the records are available in stores. In line with this, station lists are placed in stores to be used as a guide by the public, but many of the songs are not available in the stores.

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10. *Original German Copyright

**Australia's Best Sellers**

1. *I've Been Everywhere (Lucky Starr—Festival) Johnny Devlin Music
2. West Of The Wall (Tom Fisher—London) Belinda Music
3. Have You Ever Been To See King's Cross? (Frankie Davidson—WeG) Woomena Music
4. *Southern Bora (The Joy Boys—Festival)
5. *Is Your Swing New? (Johnny Segal—BBC & Son
7. Do You Want To Dance (Cliff Richardson) Columbia Robert Millin
8. *Caterina (Perry Como—RA) Southern Music
10. *Made In Germany

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11. *Original German Copyright
Con a mediocre ZONE (2:17)
Leona BANJO "Still Can Still folk-fla-
SING"

CHUCK BROWN
WJNL
South Hills, Va.

Little Ole Lovermaker (I.W. Ray)
King Of Feels (I.W. Own)
A Little Heartache (J. Arndt)
The Cornbread (J. Young)
Snow Poison (Johnny & Jack)
Mister Ten (B. Band)
Old Farmer Home Flowers (J. Dave)
You Dream About Me (W. Nelson & S. Collie)
Sweet Lips (I. Fallah)

PAT SHIELDS
KWOU
Omaha, Neb.

1. Walverton Mountain (C. King)
2. It's My Way (W. Ray)
3. Darkness On The Face Of The Earth (J. Newton)
4. Take Time/Crazy Wild oats (W. Place)
5. I'm Right The World (J. & J. Mark)
6. I Thank You My Friend (W. Williams)
7. Me Talk To W. Nelson
8. Mister Ten (B. Band)
9. Bricks And Mortar (J. Burns)
10. You Dream About Me (W. Nelson & S. Collie)

RALPH BERBEAU
KTCR
Minneapolis, Min.

1. Ada's Amigos (J. Reaves)
2. Walverton Mountain (C. King)
3. She Thinks I Still Care (I. Jones)
4. Charlie's Blues (I. Walker)
5. Old Evans (W. Brennan)
6. Troubadour (W. Brennan)
7. Under Cover Of The Night (J. Dudley)
8. Do You Know Who I Am (J. Young)
9. I Can Mend Your Broken Heart (I. Gibson)
10. She's Got You (J. Cline)

SMILEY MONROE
KTVF
Igloofield, Calif.

1. Walverton Mountain (C. King)
2. She Thinks I Still Care (I. Jones)
3. Ada's Amigos (J. Reaves)
4. I Can Mend Your Broken Heart (I. Gibson)
5. Trouble's Back In Town (Wilmot Bros.)
6. SUCCY (J. Jone)
7. Ada's Amigos (J. Reaves)
8. Taka Time (W. Place)
9. Sounds Like My Baby (W. Brennan)
10. Old Rivers (W. Brennan)

TEX JUSTUS
WBNL
Boonsville, Ind.

1. Ada's Amigos (J. Reaves)
2. She Thinks I Still Care (I. Jones)
3. Snow Poison (Johnny & Jack)
4. Mister Ten (B. Band)
5. Old Farmer Home Flowers (J. Dave)
7. Sweet Lips (I. Fallah)

COLEMAN O'NEAL
Albemarle, N.C.

1. Big Rays Don't Cry (O. Stevens)
2. King Of Feels (I.W. Own)
3. The Cornbread (J. Young)
4. Crazy Wild oats (W. Place)
5. The Big Little Down (W. Walls)
6. China Doll (G. Hamilton)
7. Little Wheels (I. King)
8. Tell Me What To Do About Today (J. Strong)
9. Some De, Some Don't (I. Furr)
10. Get A Little Bit On Your Hands (I.B. Anderson)

GEORGE JAMES
KINT
El Paso, Tex.

1. Walverton Mountain (C. King)
2. She Thinks I Still Care (I. Jones)
3. I'm Gonna Go Fishing (K. Mize)
4. Jitladee Now (I. Craft)
5. Crazy Wild oats (W. Place)
6. I Keep Right On Atchinson (I. Tillotson)
7. Sells West A Bird (I. Gett W. Creek)
8. The Cathedrals (I. Pavan)
9. Old Rivers (W. Brennan)
10. Funny Way Of Laughing (I.B. Irwin)

Thank you for providing the complete text. If you have any questions or need further assistance, feel free to ask!
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<th>Cash Box</th>
<th>COUNTRY TOP 50</th>
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<td><strong>1</strong> WOLVERTON MOUNTAIN (Claude King)</td>
<td><strong>26</strong> CHINA DOLL (George Hamilton IV)</td>
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<td><strong>2</strong> ADIOS AMIGO (Jim Reeves)</td>
<td><strong>27</strong> ONE LOOK AT HEAVEN (Stewarall Jackson)</td>
</tr>
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<td><strong>3</strong> TROUBLE'S BACK IN TOWN (William Drane)</td>
<td><strong>28</strong> KING OF FOOLS (Buck Owens)</td>
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<td><strong>4</strong> CRAZY WILD DESIRE (Webb Pierce)</td>
<td><strong>29</strong> DARKNESS ON THE FACE OF THE EARTH (Howard Hawkins)</td>
</tr>
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<td><strong>5</strong> THE COMEBACK (Faron Young)</td>
<td><strong>30</strong> WE'LL GONNA GO FISHIN' (Hank Locklin)</td>
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<tr>
<td><strong>9</strong> IN THE JAILHOUSE NOW (Johnny Cash)</td>
<td><strong>34</strong> VALENTINE OF TEARS (Jim Whitmam)</td>
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<td><strong>10</strong> WHEN I GET THROUGH WITH YOU (Fats Domino)</td>
<td><strong>35</strong> HITCH HIKER (Roger Miller)</td>
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<td><strong>11</strong> SUCCESS (Loretta Lynn)</td>
<td><strong>36</strong> GOSSIP OF A FRIEND (Silly Putman)</td>
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<td><strong>12</strong> SOMEBODY SAVE ME (Fats Hucks)</td>
<td><strong>37</strong> GERONIMO (George Jones)</td>
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<td><strong>13</strong> WHERE THE OLD RED RIVER FLOWS (Jimmy Davis)</td>
<td><strong>38</strong> CHARLIE'S SHOES (Billy Walker)</td>
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<td><strong>14</strong> DIM DARK CORNER (Royce Van Dien)</td>
<td><strong>39</strong> P.T. 109 (Jimmie Davis)</td>
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<td><strong>15</strong> IT KEEPS RIGHT UP ON A-HURTIIN' (Johnny Tillotson)</td>
<td><strong>40</strong> SLOW POISON (Johnny &amp; Jack)</td>
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<td><strong>16</strong> EVERYBODY GET ME (Ernest Ashworth)</td>
<td><strong>41</strong> LEONA (Stewarall Jackson)</td>
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<td><strong>17</strong> COLD DARK WATERS (Porter Wagoner)</td>
<td><strong>42</strong> WELCOME HOME, MR. BLUES (Harvey Duncan)</td>
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<td><strong>18</strong> OF ALL THE THINGS (Jimmy Newman)</td>
<td><strong>43</strong> ODE LONELY AND UNDER KISSED (Faron Young)</td>
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<tr>
<td><strong>19</strong> A LITTLE HEARTACHE (Eddy Arnold)</td>
<td><strong>44</strong> BEST DRESSED BEGAR (in TOWN) (Curt Smith)</td>
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<tr>
<td><strong>20</strong> THERE'S ALWAYS ONE (Ray Drussy)</td>
<td><strong>45</strong> BORN TO LOSE (Johnny Cash)</td>
</tr>
<tr>
<td><strong>21</strong> IMAGINE THAT (Pete Cline)</td>
<td><strong>46</strong> 'I'VE JUST DESTROYED THE WORLD (I'M LIVING IN) (Ray Price)</td>
</tr>
<tr>
<td><strong>22</strong> WILL YOUR LAWYER TALK TO GOD (Billy Wills)</td>
<td><strong>47</strong> LITTLE BITY BIG JOHN (Jim Dean)</td>
</tr>
<tr>
<td><strong>23</strong> WALTZ OF THE ANGELS (George Jones &amp; Margie Singleton)</td>
<td><strong>48</strong> TOUCH ME (Wilie Nelson)</td>
</tr>
<tr>
<td><strong>24</strong> SAVE THE LAST DANCE FOR ME (Buck Owens)</td>
<td><strong>49</strong> FUNNY WAY OF LAUGHING (Bill Hargis)</td>
</tr>
<tr>
<td><strong>25</strong> THE BIG LETDOWN (Ritter Wills)</td>
<td><strong>50</strong> IF I CRIED EVERY TIME YOU HURT ME (Buck Owens)</td>
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<th>Cash Box</th>
<th>COUNTRY ROUND UP</th>
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<td><strong>&quot;Pappy&quot;</strong> Daily has just closed a deal with Tommy Jackson to represent Glen Campbell's Music in the Music City. Within a few days, Jackson will have the two complete catalogues of tapes, films, and music for the wax artists to review. Jackson also has unpublished material to the catalogue as he sees room for development, and will assist Daily in all work done in Nashville.</td>
<td><strong>SHIRLEE HUNTER</strong> BILL ANDERSON <strong>FARON YOUNG</strong></td>
</tr>
</tbody>
</table>

Barbara Allen, in addition to Shirlie Hunter and the Vandergrift Brothers, will be featured in the New Dominion Barn Dance show, which has been set for the Blairstown, New Jersey, and Fairly Fair on July 13, 15, and 16 as the country music part of the Barn Dance road show. The date was set by Cooke and Rose for Jim Gimmell Promotions of Richmond, Virginia, promoter of the Barn Dance road show. Gimmell also sends along word that he has arranged for the biggest lineup of acts and celebrities yet for the 1962 Barn Dance schedule including full weeks of the usual great entertainers.

Bill Anderson informs that the copies of his Deeen newie, "Mama Sang A Song"/w "On And On And On" is available for the deejays if they write to him on their station's letterhead at Box 929, Nashville, 4, Tennessee.

Jim Sullivan, program director of WATR-Waterbury, Connecticut, requests all the country music he can get for the station's Saturday, "Country-Western Round Up," Sullivan asks that all records be sent to the pro-am's Bill Nettleton c/o WATR-Waterbury.

Don Pierce, topfer of Starday Records, reports that last month was extremely active for the deejays. During the month Moon Mulligan, Archie Campbell, Minnie Pearl, the Stoneman Family, Cowboy Copas, plus a large group of artists from other States who came to Nashville to see the Opry, cut sides at the Starday Studios. The label's William Bros, while on tour in Germany, recently did a live segment on Woody Grossen's Armed Forces Network work in Frankfurt. The boys knocked them dead. The shot was the first live interview by a touring Grand Ole Opry act.

Billy Deaton telegram from San Antonio, to which he is really pleased with the fine response that his "Gossip Of A Friend" on Smash has been getting.

Jim Reeves and the Blue Boys have just finished a tour through Oklahoma. The chanter and crew left New York, traveled to Tulsa and Houston, and then with the purchase from "Harveys" of Young's "This Is Faron Young Album." Bob Conners, who recently started a new country show on WYRE-Pittsburgh, is in dire need of platters both old and new... Ditto for Tommy Sutton, a deejay on WARG-Cannonsburgh.

Slick Norris types word that Smokey Stover, who spins 'em on KMCP-Tucson, stopped by his headquarters. Texas office recently to screen material for an up and coming LP session at the new Gulf Coast Studios in Beaumont, Texas. Stover is taking time away from the turntable to promote his Toppa release of "Some Time You Can Win" and "On The Way." Buck Owens has to cancel Louisi-ana dates recently because of illness. The chart was replaced on the tour by Charlie Walker and the Larry Butler band. Curt's Artist's Productions now has Owens scheduled for appearances in Colorado, Minneapolis and Illinois during July.

Walt Breeland is hard at work pushing Sonny Burns' "And Then Some" and Country Johnny Mathis, "I'm Still In Love With Ray." During July Breeland plans to cover approximately 10,000 miles by auto in behalf of these two releases. The promo man plans to visit the Missis-issippi Gulf Coast, the Pacific North- west and various points in California.

Ernest Tubb and the Texas Troubadours left last week for dates in Oklahoma, Texas, Missouri, and Indiana. Tubb will appear on the big Country Music Special in Minneapolis on July 28 along with Jim Reeves, Buck Owens, Tiny Davis and many other top names.

**Reece-Rawson Inking**

**OKLAHOMA CITY**—Bob White, a Cosmos installer, has been on the road. Tommy Thompson, recently signed a contract with the Reece-Rawson chain, has organized his own band featuring the vocal talent of 19-year-old Larry Faye. The first release couple "Heart Of A Clown" with "Rangaroo." Seated (left to right) above are White and Joe Reece, a veep of the deejaying, standing is Dade Rawson, the firm's A&R chief.
Ever have the feeling someone's looking over your shoulder?

**Artist of the Week**

**Album Packages**

Week of June 25—
RAY CHARLES SINGERS
Something Wonderful
Ray Charles
Command.
RAY PRICE
San Antonio Rose
Ray Price
Columbia.

Week of July 2—
DEAN MARTIN
French Style
Dean Martin
Reprise.
SAM COOKE
Twistin' The Night Away
Sam Cooke
RCA Victor.

We get it every once in a while—every time a Seeburg innovation is imitated by someone else. For instance, look what happened after Seeburg introduced the built-in automatic intermix so operators could capitalize on the growing popularity of the 33 1/2 record. Take the case of “Artist of the Week,” devised by Seeburg to put modern merchandising into the music business. Or consider that popular Seeburg invention, the phonograph personalized for every location. So what’s new for 1962? SEEBURG DIRECTIONAL STEREO. No one else has that one this year!
After three years of research, a Twentieth Century Fund team has come up with a few surprises concerning the average American and his available leisure time. It seems that he doesn’t have much more time than his counterpart of 100 years ago who worked seventy hours each week. Thus, to the dismay of practically every business marketing leisure-time products or services, the much publicized shorter work weeks do not necessarily leave more time for play. The fact of the matter is, once the typical seven day week is analysed realistically, the average thirty-nine hour work week doesn’t leave thirty-one free hours as compared with the seventy-hour week of the 1900’s, not when we must add $\frac{8}{2}$ weekly hours commuting, an average of 5 hours consumed performing household chores, and other factors which tend to cut into the leisure time leaving “a few hours each week for leisure-time activities,” according to the report.

The philosopher who wrote the report has termed leisure as “the time spent thinking—doing what you want to do for no other reason than the satisfaction of doing it.” American industry vitally concerned with helping the average citizen enjoy his leisure time would rather he sail a boat (a deluxe model), or bowl a ball (preferably his own), than to “lean back under a tree and meditate,” as advanced by the author (unless of course he is sporting an electric-eye camera).

All of which leads us to the conclusion that a coin machine operator who is so vitally concerned with the leisure time of the citizenry, should think of how he can win these precious few hours away from the “competition”–the manufacturers and suppliers of leisure time products. Obviously, the race seems more competitive in view of the findings of the research team.

Individual operator effort at the location level or through organized association presentations are certainly roads which should be explored by the coinmen. Perhaps a combined effort with other suppliers to the nation’s locations—such as the brewers—e.g. National Tavern Month, etc.—will stimulate location business and benefit the machines. We can’t argue too convincingly with the young married who spends his “leisure” time painting the house. Let’s keep the women happy, too. But if the guy is “sitting under a tree” somewhere, perhaps the enticement of a cool brew and a fast game of shuffle will get him up on his feet and off to the local taproom.
Westchester Ops Re-Elect Entire Slate

PORT CHESTER, N. Y.—The Westchester Operators Guild held elections here last week conducted by President Carl Pavesi, veteran coin machine operator from this area and one of the forefathers of the Westchester Operators Guild.

The election included Harold Rosenberg to the post of Vice-President, Seymour Pollak, Secretary; and Lou Tartaglia, Treasurer. The re-elections brought about an identical slate as had been in office during this past business year.

Dick DiCicco was elected to the Board of Directors joining Nathan Benasky and Walter Swanson, holdovers. Ed Goldberg occupied DiCicco's post last year.

Of the officers elected, Pavesi and Pollak have served continuously in office since the Guild was founded in 1961.

Secretary Pollak advised the membership that there will be no meetings scheduled during the months of July and August although Board meetings will be scheduled when deemed necessary.

N.Y. Music Ops Get Underway With Plans For Silver Anniversary Program

Will Join With NYS Guild, Westchester, In Laurels

NEW YORK—Al Denver, President of the Music Operators of New York, Inc., this city, announced last week that plans have been set for the music machine association's 25th Anniversary Celebration which will take place during the period of September 14-16. The affair, the second consecutive one here, will be conducted by MONY and will be held in the resort regions of New York State, with the Westerners to meet in Club, on Sackett Lake, near Monticello, New York. Formerly, the policy of MONY was to hold a banquet in a metropolitan hotel in New York. After the initial weekend affair of the Laurels last year, it was decided to repeat the affair in the same manner this year.

MONY will be joined by the New York State Operators Guild, headed by operator Jack Wilson, as was the case last year. Carl Pavesi, President of Westchester Operators Guild, advised that operators from his association will join socially this year, and officially in 1963 when it is expected that all three NYS groups will join together for one statewide get-together.

Program for the silver anniversary event was released in a mailing by business manager Nash Gordon last week. The Friday registration time will continue until early evening when a cocktail party will be held, immediately followed by a special dinner and a show.

Golf tournaments, softball contests, tennis, swimming and other activities will take place Saturday, with prizes awarded for various events. Cocktails and the Banquet will proceed on Saturday evening, followed by a Night Club Show on the resort's grounds.

The outing will end on Sunday afternoon.

The MONY Souvenir Journal applications for advertising were released to the trade last week with the same page rates as were in effect during 1961.

Tickets for the weekend affair are now on sale, according to Denver, and the price has been set at $39.00 per person—$78.00 per couple, for the Friday through Sunday stay. Accommodations include all meals, deluxe rooms, and private showers, according to Gordon.

Reservations are being accepted on the first come-first served basis at MONY offices, 250 W. 51 Street.

'Clonebox' Headed In L.A.

LOS ANGELES—Angelo Bottani of Milan, Italy, visited Los Angeles last week demonstrating the latest model of the 'Clonebox'. This is a coin operated machine which projects 16mm color motion pictures with sound on a 19 in. screen. The purpose of Bottle's visit is to establish a franchised distributor for the Clonebox in American. The color films will be manufactured by the Technicolor Corporation. A similar machine was introduced to the trade last year, when 'Scopitone', a French-made juke box-motion machine was shown to coinmen in New York. Since that time the machine has been used for commercial purposes by industry.
Kleiman Forms Pioneer in Milwaukee

Pioneer, located at 3110 West Fond Du Lac Avenue, in Milwaukee—on the premises of the former Faster Distributing Company, is handling the Rowe line of vending equipment as well as Rowe-AMI coin-operated phonographs and Rowe background music units.

Kleiman retained all of the Faster personnel in his distribution, including Sam Cooper, who previously handled Faster Distributing’s Milwaukee branch.

At a recent showing of the Rowe hothouse at High Springs, Ark., the new developments at Rowe were returned to one’s home in Houston. . . . David Harrington, son of C. O. (Red) Harrington and active with H & H Distributing Co. in civilian life, was due for release from armed service in August but decided to remain in school there two months longer in order to qualify for promotion to rank of captain.

Most attractive display of Seeburg products in showroom of H. A. Franz & Co., composed of coffee and chocolate, cold drinks, candy, cigarette vending machines. Display will be complete in very near future after pastry and cold milk vendors have been added.

If outward appearance means anything Bob Davenport, owner Active Automobiles, is doing right well. He recently got himself a late model Cadillac sedan, Fleetwood body and automatic controls that do about everything except coffee.

Ladies who grace recent CMOA of Houston meetings with their presence included Anna Stanisla, Marie Hammond, Mary DeNina and Mabel Boult. . . .

As long as people can remember, John E. Williams, and his sons, John E. Jr., William and John F., have been a part of the Houston scene.

Kurt, who was elected vice president of the regional association’s new panel of officers in a surprise move, was also the pleasantly surprised recipient of a Rock-Ola “Princess” coin-operated phonograph, which was donated as first prize at a drawing during the banquet Sunday evening by LeRoy Davidson, owner of Davidson One-Stop Record Stores and Phonocast, Inc., in Omaha and Kansas City, Mo.

A happily smiling Ed Kurt is shown (at left) in the photo being congratulated by Mr. & Mrs. LeRoy Davidson, shortly after his name was announced as the winner in the drawing.

Mangan’s Passport Recognized


Frye’s assignment is to spread goodwill over the entire Universe by sending a “passport to the Moon” to his friend, Herbert Marnstein, an industrial agent for the E. F. Mac- Negan in Frankfurt, Germany.

On a business trip last week, Herr Marnstein took an airplane from Frankfurt to the Orient and thence to Paris, France. It was necessary to go through Customs. Marnstein had his regular Passport, but he kept it in his pocket and presented only his Passport to the Moon.

The customs inspector, with aStartled look on his face, glanced at Marnstein, stared at the Moon Passport, hurriedly grabbed his rubber stamp and stamped it: ADMITTED, (according to Jim Mangan).

UNITED NAMES SANDLER AND SUTHERLAND

CHICAGO—C. B. (Bill) DeSelm, executive vice president in charge of sales for United Manufacturing Company, announced the appointment of two new distributors for United’s amusement games this past week. Ivy Sandler’s Sandler Distributing Company in Minneapolis, Minnesota was named to handle sales distribution and servicing for United Mfg. throughout Minnesota and North and South Dakota.

Active with Sandler in his firm are his son, Warren Sandler, and Sol Rose, the sales manager. Both Ivy Sandler and Rose are coin machine veterans of many years standing.

Warren Sandler, came to the firm with an envious record as a graduate of Grinnell College, in Grinnell, Iowa. Along with his exemplary scholastic record he also excelled as a star of the football team at Grinnell. He is also a 1st Lieutenant in the United States Army Reserve. Sandler distributes Wurlitzer in the area.

Also Dave Sutherland’s Sutherland Distributing Company in Kansas City, Missouri was appointed to handle distribution for United Mfg.’s products throughout the State of Kansas. Sutherland is the distributor for the Seeburg Corporation in that territory.

Houston Happenings

John M. Williams, student at University of Houston and son of local coin man John E. Williams, and Miss Vona Gale were married June 22nd. After a honeymoon at Hot Springs, Ark., the newlyweds returned to their home in Houston. . . . David Harrington, son of C. O. (Red) Harrington and active with H & H Distributing Co. in civilian life, was due for release from armed service in August but decided to remain in school there two months longer in order to qualify for promotion to rank of captain.

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OPERATE Williams TRADE WINDS

40–Panoramas—40 FOR SALE

For Amusements—Arcades—Export

Mills 110mm RCA Projectors. Original mechanicals, ready for conversion to transparent projection. Converting to full view vision unit from 110mm film. Safety glass fronts. Also parts, large selection of art film.

R. GORDON
BAY AREA FUN CENTERS, INC.
1012 BROADWAY
OAKLAND, CALIFORNIA

FOR SALE SPECIAL ON
8’ SHUFFLE ALLEYS

BALLY
Each $ 75.00
3 Mystic $ 85.00
Blue Rock $ 125.00
17 ABC Regular $ 100.00
17 ABC Deluxe $ 175.00
1 ABC Super Deluxe $ 125.00
1 Star $ 140.00
1 Top Star $ 143.00

SPECIAL THIS WEEK

6 Rock-Ola Red Gull 12 weeks on location
$445.00

RUNYON SALES COMPANY

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Newark 8, N. J. Bigelow 3-877


CABANA AMUSEMENTS—BUNNY NEEDWERTHEMEN

SUMMER SPECIALS

AMI I-200E . . . . $395.00
AMI M-120 . . . . . 365.00
Wurlitzer 2150 . . . 245.00
Seeburg U200 . . . . 225.00
Chicoin Red Pin . . . 275.00
Chicoin Pro Bowler . . 495.00
Chicoin All-Star Galago
Chicoin Long Range
Jalco Pro Basketball
Bally Bank Bait

BRAND NEW! NEW MODEL!
WRITE FOR PRICES!

WE NEED FOR EXPORT

SEEBURG 100A-78, R, J, 161, 222, ROCK- OLA 1468 and later; Wurl. 1700 and later; Gottlieb and Wms. Pin; Bally Lucky; Triph- ey 14—“CALL BOB JONES”

REDD DIST. CO., INC.

CABLE ADDRESS: REDDING
125 Convention Hall
Boston (Brighton) 35, Mass.
Phone: Algomaquin 4-0404
SEEBURG DIST. IN 5 STATES—DIAL DISTRIBUTORS—CHICAGO FACTORY REPS.

European Representative—Mr. Walter van der Pol, 2500 Wilton Avenue, Dept. 302, Wilton Company, tel. Inglewood/Elm 2558

Cash Box—July 7, 1962
California Clippings

Most operators & distributors mentioned an enjoyable 4th of July holiday, and are looking forward to their respective vacations. . . . Hank Tronick of C. A. Robinson & Co. informs, Midwest game arrival & is creating quite a bit of excitement among the op’s, who feel that this is the “different” piece of equipment that they have been waiting for. Hank added, since the release of the Huron here has been a tremendous spurt in used equipment sales, particularly for some of the older arcade type of equipment. . . . The shop is busy at Duarte International Sales Co., dealing export orders for shipment, to Naha and Yokohama. Joe Duarte returned from a 3 day buying trip to Phoenix, Ariz., . . .

Paul Laymon in, furnished all of the amusement games for the Mark Kepple High School graduating party. Jim Wilkins reports pool tables & bowling equipment good action, and are busy supplying arcade action, and the arcades in the mountain area of Idyllwild. . . . Billy Weldon Plaza Records prexy, & Bob Holladay brought Mae West to the Leutenhagen “Record Bar,” to join her new cast, “Is He Too Young.” Jay Swift of Smash Records also paid a visit with Connie Holiday, who is currently causing action with “Who’ll Be The Boy This Summer.” . . .

John Scavarda of the Wurlitzer Factory Branch informed that business has been bustling and is looking better, than last year at this time. John Lewis Hicks has been holding service schools in various areas, and Clayton Ballard & Cliff Nugent are busy cashing checks. At American Am. Machacek’s shop has been actively employed this week with repairs on phonographs. Nick Lanny & his wife, Cathy are in Chicago on a two weeks vacation, and will be attending the Elks convention. . . . Lanny’s wife, Jula is home from the hospital recuperating from her recent operation. . . . Export orders are being processed on all types of equipment for shipment to Australia, at Simi Distributing Co. Sonny Lomberg reports Valley pool tables still moving faster than they can stock them. Jack Simon will have an announcement soon pertaining to something new.

Mae West also paid a visit to the Calif. Music Co., while making the “rounds,” introducing her current release. A new employee, Guy Cook, has been added to the staff at California, and Angie Rojas returned from vacationing in Europe. . . . Harold Leiberman of the Los Angeles Sun, visited Los Angeles, spent some time at the Badger Sales Co., conferring with Bill Happe. Security Dept. at the School held for the last week of the annual Motel, Marshall Ames and his family will be spending a weeks vacation at the Guerneville Dude Ranch, and Jack Leonard of the parts dept. is vacationing in Chicago . . .

Jack Harper, gen. sales mgr. of Rowe AC Services, Chicago, was on an extended trip West visiting the various Jones offices, & reports all the shows of the new Rowe AMI phonograph throughout the past month, proved very successful. Ralph Cragan of the Seattle office informed their showing were held at the Desert Caravan Inn Spokane, Wash, Dorie Portland Motel, Oregon’s & The Grand Lakes Hotel, Yakima, Wash. Service Dept. of the phonograph was held for the op’s last week, by Jack Laflue. Johnny Holt attended the Rowe Vendors school in Chicago and reported it to be a successfuful educational program, with many helpful service hints. Chuck Kinsey’s daughter, Suzanne, received a certificate award for achievement, from James Madison Junior High. Her report card is straight A’s for the second semester of 61-62. Chuck and his family took possession of their new home in the Sepulveda area, last week.

Some of the visiting op’s seen on Pico Blvd. were: Bill Bradley, Covina; Frank Gotsch, Azusa; Anahim, Leo Beach, Long Beach; S. I. Griffin, Pomona; Cecil Ellison, Lancaster; Humberto Abdo, Mexico City; Jim Taylor, Monterey, and Manuel Ramirez, Mexico City.

Midwest Musings

Mr. & Mrs. John Trucano, Deadwood, S. Dakota, are vacationing at The World’s Fair for two weeks. They are looking forward to the trip and enjoying it . . . Mr. and Mrs. Ray Schultz and the family were in town for the day. Mrs. Schultz getting in a little shopping while Ray was getting parts and supplies for their home in Pella, Iowa. Earl Porter and friends were in Canyons for fishing, Earl manages to get away twice during fishing season to make a trek to Canada for the big ones . . . Mr. & Mrs. De Sundem, Montevideo, Minn, in town for a couple of days for some shopping and business . . . Mr. & Mrs. Lloyd Ellingston, Spring Grove, Minn, in town overnight, . . . a day off to do some shopping. The Ernie Fights will be moving into their new home in about three weeks and are they ever excited. It has been in the process of building the past seven or eight months . . . Mr. & Mrs. Jerry Lawler, had a wonderful three weeks vacation in Reno, Las Vegas and at the World’s Fair. They spent several days visiting with many friends . . . Mr. & Mrs. Albert, their son and daughter are driving to Los Angeles and the World’s Fair. They will be gone for three weeks. . . . Earl Ackley, Spooner, Wis., extended this week end the trip to Cleveland, Ohio, and C. L. & Mrs. E. W. Wise . . . and Amos Miller is running on the Republican ticket for sheriff of Washburn County. . . . Bob LeClair, Chippewa Falls, Wis., in town for a few hours and on his record order, and his record order is getting in his picks on the golf course and his favorite fishing hole.

Happy Birthday This Week To: 


Cash Box—July 7, 1962
Now being prepared!

Cash Box

1962-1963

Annual
World Wide
Coin Machine Directory
and
20th Anniversary Edition

Every manufacturer, supplier, distributor and jobber serving the industry with a product or a service should be represented in the Cash Box Directory in order to benefit from the vital need for this Guide at all levels of our industry during the next twelve months. This valuable Directory to our industry has brought about an ever-growing demand from all corners of the world. There is no other source of information available which compares with the Cash Box Directory.

Manufacturers are continually probing the distributor lists. Exporters find tremendous aid in using the foreign representative listings. The International Section serves as the only comprehensive guide to the coin machine export business available in our language. A complete and concise history of the coin machine industry during the past twelve months fills a growing need for reference to the constant changes taking place within our industry. Nowhere else can this important information be found in one complete Trade Directory designed for use by members of the coin machine industry.

This year's Edition will enlarge on the vital information which has always been a part of our Annual Directory. New listings, new features and additional information concerning specific areas of the coin machine business will be presented for reference, during the business year. Former features, such as the comprehensive illustrations of current and past coin-operated equipment will, of course, be continued. This feature alone is responsible for orders for additional copies at every level of the industry. The coin machine salesman and buyer finds a daily need for the Cash Box Directory.

Be Sure Your Firm Is A Part Of This Milestone In Our History As Cash Box Enters Its Twentieth Year Of Service Celebrating An Anniversary Which Recalls Accomplishment And Service To The Coin Machine Industry And Promises Continued Leadership During The Years Before Us.

Advertising Rates and Deadline Information Available on Request

Call Judson 6-2640 Today

Cash Box

1780 Broadway, New York 19, N.Y.

*When Mailing Material Please Note New Address
SAN FRANCISCO—Plans are al-ready underway for the forthcoming National Automatic Merchandising Association Convention scheduled to be held here October 13 through 16 in Civic Auditorium. Brooks Exhibit Hall, NAMA officials have been work-ing on the giant Convention details almost since the close of the Chicago NAMA show last October in McCor-mick Place. At that time, the record 12,500 attendance indicated that early plans for a huge amphitheater, the size of a McCormick Place and now Brooks Hall were warranted, Civic Auditorium is used here by the largest industrial conventions and can hold more than 10,000 persons.

Exhibitors eligible to show merchandising at the NAMA Convention must meet certain requirements, ac-cording to Tom Hinegardner, Execu-tive Director of the national organiza-tion. The classifications include: com-panies, firms, or individuals manufac-turing merchandise and service ma-chine component parts and equip-ment supplied to the vending indus-try; manufacturers of products sold through merchandise machines; and suppliers of products or services per-tinent to the industry. Amusement machines will not be acceptable once again this year. It is doubtful if Jake boxes will be permitted, although sev-eral of the vending machine manufac-turers also manufacture the auto-matic music machines.

Exhibit space costs range from $1000 to multi-booth installations costing $35,000. Twenty-five percent deposits are necessary with all exhibit space in a suitable space to show their wares to the expected thousands of visitors. NAMA's Chicago offices at 7 South Dearborn Street. According to Gerald Whaley, Assistant Director of Public Relations, reservations will be made on a first come-first served basis.

Literature currently in the mail offers a floor plan and exhibit break-down to enable prospective exhibitors to decide on the best space to show their wares to the expected thousands of visitors. NAMA's San Francisco office will do away with, temporarily, the annual West Coast Conference which is generally held to accommodate West Coast vending representatives.

NAMA has built a reputation for being one of the most rewarding Conventions ever seen in the auto-matic merchandising business. Last year's Convention in Chicago was loaded with informative panels, guest speakers, informal discussion, and an exhibit filled with every conceivable new idea in the trade. This year's con-vention is expected to feature many of the ideas which were in the proto-type stage in 1961 but are now ready for location.

Among the many varieties of new machines, it is expected that inroads in the grocery and non-food vending fields will have been made and equip-ment to launch this merchandise into new-type vending locations will be displayed. Various services and new products for machines will also be present.

The site, San Francisco, is expected to draw an even greater num-ber of visitors than a typically good convention city since the glamour and worldwide publicity attached to the West Coast city has helped the Cham-ber of Commerce enjoy gleeful exist-ences. No other city in the world, with the possible exception of Paris, en-joys such a top-flight press.

San Francisco is, at its furthest point, seven hours away by jet air-liner. Many visitors will no doubt ex-tend or elongate the Weekend-Monday-Tuesday session to at least one day, since Columbus Day, October 13, a holiday, falls on the day before the start of the big press.

Last year's show drew a record 12,500, according to estimates made at the close of the show, and featured 145 exhibits. An international seg-ment was especially prepared for foreign visitors and Drew Pearson, syndicated columnist spoke to the General Meeting audience.

President Herbert Geiger has since followed former-first-first served basis.


CHICAGO—Richard Cole, vice-presiden-t of Cole Vending Industries, this week conferred with the firm's pastry vendor, noting the quick acceptance given this new machine by the nation's operators. "Though it seems a contradiction in terms," said Mr. Geiger, "Cole's pastry vend-ing machine is already an established winner to the industry. One of Cole's pastry lines of vending ma-chines, the pastry vendor has found its way into new accounts by the consumer with a record perform-ance in sales.

The conditioned-air feature of the pastry vendor keeps baked goods oven-fresh and increases the sale of this type of merchandise to 12 months a year, according to Cole. An advantage of the pastry machine is the gum and mint "add-cessory." It is a straight 5-4-4-column opera-tion which takes 142 packages of gum if mints are not used and 150 of gum if mints are used. "All in all, the pastry vendor by Cole has held up during the year's inflation and profit production," concluded Cole.

HOFFMAN INTL. QTR. GOOD

NEW YORK—For the three months ended March 31, 1962, Hoffman International Corporation showed net sales amounting to $3,615,064 as against $2,879,566 in net sales for the same period a year earlier. Net in-crease of $735,498 was amounted to $144,484 as against $95,784 extraordinary item for the first quarter, 1961.

COLE NOTES ACCEPTANCE
OF FIRM'S PASTRY VENDER

CHICAGO—Richard Cole, vice-president of Cole Vending Industries, this week conferred with the firm's pastry vendor, noting the quick acceptance given this new machine by the nation's operators. "Though it seems a contradiction in terms," said Mr. Geiger, "Cole's pastry vend-ing machine is already an established winner to the industry. One of Cole's pastry lines of vending ma-chines, the pastry vendor has found its way into new accounts by the consumer with a record perform-ance in sales.

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**Cash Box**

**VENDING NEWS**

The Vending Machine Industry's Only Newsweekly

**CMA Serves Up Gala Resort Weekend For 500 As Ops Celebrate 26th Annual**

Las Vegas Nite, Ladies' Revue Highlight Affair

SACKETT LAKE, N.Y.—Approximately 500 operators and their wives and daughters attended the Second Annual Outing of the Cigarette Merchandisers Association at the Laurelwood Manor, here July 22-24. The all-day outing event was termed a huge success by everyone in attendance.

The affair, which was planned and conducted by Morris Timy Weintraub each year, began on Friday afternoon when a large segment of the guests arrived. Registration was followed by a dinner in the dining room and the long-awaited Ladies' Revue was staged. This year's show was written by Phyllis Bruck and Selma Weintraub and was cast with wives of CMA officers. The show featured popular songs re-written with lyrics appro- priate to the theme of vending and the response indicated unanimous approval from everyone within earshot.

The dining hall remained filled immediately following the dinner and the show went on. In addition to solo, chorus refrains, and some sing-alongs, an extra added attraction came about when five-year-old Amy Weintraub, daughter of the CMA managing director delivered a solo that brought down the house.

The diner and show was preceded by a cocktail and hors d'oeuvres party in the resort's Riviera Club.

A golf tournament sponsored by Philip Morris was conducted Saturday with prizes offered for low net men's 1st, 2nd and 3rd place, plus women's low net 1st prize. Bingo was conducted for the ladies not participating.

Saturday afternoon was spent by many at poolside when the weather held out just long enough for everyone to enjoy the water and the sun. Continental Vending Machine Corporation sponsored a portable bar which was set up at the side of the swimming pool and Continental officials served drinks to the guests during the late afternoon.

A Las Vegas night was held Saturday evening, before the late evening Show Time got underway. The event, planned and executed by Weintraub and his staff, was held for three hours in the Riviera Club and featured every known gambling game. Chips were sold in denominations "worth" $5000 for each $1 purchase. The event drew capacity crowds from start to finish with all winnings turned over into prizes ranging from televisions sets and luggage. Players with an insistent number of chips have to opportunity to draw on a select array of appliances and other gifts.

The Saratoga Show The featured recording star Barbara McNair and the comedy team of Marty Allen and Steve Rossi, top-flight TV and night club entertainers who were recently signed to an exclusive contract with the Gary Moore show for next season. The comedians broke up the house as did Miss McNair whose brand of blues is tailor-made for night club audiences. Golf awards were made during the evening to winners.

In addition to dance contests, free beach bums for the ladies, and a variety of finest activities, the CMA group was treated to a cordial weekend of hospitality and all-around good fellowship.

President Jack Bloom in his President's Message, noted that members should judge the value of CMA today in direct proportion to the value of an individual's own operation, citing the progress made during the past twenty-six years of organizational work. Bloom is one of the founders of CMA.

The cast of the Ladies' Revue included: Mrs. Alva Kahn, Mrs. Harry Goesch, Mrs. Sam Schwartz, Mrs. Larry Schuster, Mrs. Sol Leventhal, Mrs. Myron Bruck, Mrs. Morris Weintraub, Mrs. Jack Rothstein, Mrs. Martin Dorfman, Mrs. Mel Chasen, Mrs. Alva Kahn, Mistress of Ceremonies is not in picture.

LADIES' REVIEW: Left to right, Mrs. Harry Goesch, Mrs. Sam Schwartz, Mrs. Larry Schuster, Mrs. Sol Leventhal, Mrs. Myron Bruck, Mrs. Morris Weintraub, Mrs. Jack Rothstein, Mrs. Martin Dorfman, and Mrs. Mel Chasen.

**Sked Hot Beverage Meets In 38 Cities**

**Name Safety Chairman For NAMA Program**

Chicago—A safety chairman is needed in each of the 38 cities where hot beverage machine safety mass meetings of vending operators will be held this fall, according to A. Geiger, national chairman of the NAMA Safety Standards and Education program.

Geiger said all hot beverage ma- chine safety meetings will be held to at- tend and bring their supervisors, maintenance and route service personnel.

"The Safety Mass Meetings are de-   signed to acquaint as many operators as possible with the NAMA Safety Program and the safety practices and training which NAMA is making available," Geiger said. "We wish to have a close working relationship with operators in every city in the United States, but for practical rea- sons we have to restrict these meet- ings to the 38 larger cities."

NAMA staff members will present the new hot beverage machine safety slide film "An Ounce of Prevention," as well as the new NAMA Safety Manual, machine safety record forms and other materials at the meetings. Dates for the other meetings will be offered to all vending operators by mail, covering both the NAMA and the N.C. section. Operators will also be contacted through the field sales and service offices of hot beverage machine manufacturers and suppliers companies.

Several earlier safety meetings have al- ready been held in Indianapolis, San Diego and Los Angeles. Dates for the other meetings will be announced soon, but all will be held locally and paid for by the operator, Geiger said. Meetings are tentatively scheduled for the following cities: Atlanta, Baltimore, Birmingham, Ala., Boston, Buffalo, Charlotte, N. C., Chicago, Cincinnati, Cleveland, Columbus, Ohio, Dallas, Denver, Des Moines, Detroit, Harrisburg, Pa., Hartford, Conn., Houston, Jacksonville, Fla., Kansas City, Louisville, Memphis, Milwaukee, New York, N. Y., New Or- leans, New York City area, Omaha, Philadelphia, Pittsburgh, Portland, Ore., St. Louis, San Antonio, Tex., San Francisco, Seattle, St. Paul, Minn., St. Louis, N. Y., and Washington, D. C.

**Cash Box—July 7, 1962**
IMMEDIATE DELIVERY

AMF Continental 2-100
Write
AMF Continental 2-200
Write
AMF Krause 2 Strokes
$595.00
CRD Red Dot 5 A
$495.00
CRD Triple Gold Pin 5 A
$595.00
CRD Double Feature 5 A
$695.00
Bally Official Junior S/A
$395.00
Bally Deluxe Club 5 A
$525.00
Bally Lucky Shuffle 5 A
$425.00
Bally Super Deluxe ABC S/A
$525.00
Un. Sunny S/A
$495.00
Un. Line Up S/A
$495.00
Un. Handle-Up S/A
$525.00
Un. Regulation S/A
$125.00
Un. Flash S/A
$575.00
Un. Clipper S/A
$145.00
Un. Venus Targette
$125.00

CHICAGO—Bill O'Donnell, general sales manager of Bally Manufacturing Company, this city, announced the appointment of Martin and Snyder as Bally regional distributors for southern Michigan, as Bally regional distributor for southern Michigan.

"We are very happy," O'Donnell said. "We have been in contact with Frank Martin and Jerry Snyder into the Bally family. The excellent job they have done as distributors of Seeburg and matic equipment! "It is the suggestion they made, as a result of their recommendations, that Bally has made the move to southern Michigan.

Eric Peterson and Joe Auten of King Pin Distributing Company are discontinuing their distributor business in order to devote all of their time to their very successful kiddie ride and other amusement operations. King Pin was one of the oldest names on the roll of Bally distributors, and all of us at Bally wish Pete Pieters and Joe Auten every success in their new field."
Chicago Chatter

Regional organizations banding coin machine operators in cooperative to- 
ments may be, of necessity, small in number but this doesn't constitute 
weakness. In fact, they're generally welded into tight little groups. A great 
American once said, during a critical period in this country's history:—"In 
unity there is strength." Likewise, there is considerable strength in coin ma-
chine units especially when small dedicated operator groups wherever 
they exist. A case in point is the Omaha contingent.

During a meeting of the Nebraska Music Guild last week in Omaha, there 
was much lively comment among the members about the prospects of the Music 
Operators of America. The unanimous opinion voiced urged complete coopera-
tion by all manufacturers, distributors and operators everywhere— to help 
build a strong national voice for the country-wide coin machine industry. 
Very much in demand by the operators in this community is the great need for 
a successful annual MOA convention.

Bill DeSelms, United Mfg., planned to Kansas City to meet with Dave Suther-
land, Sutherland Distributors, last week. Another United Mfg. out-of-towner was 
exec vice prezxy Herb Gettinger.

The news at D. Gottlieb & Co., is that the plant is presently closed for a two 
week vacation period. Gottlieb's "Fashion Show" 2-player pinball amusement 
game is a rousing success everywhere according to Alvin & Nate Gottlieb. 
Dave Gottlieb is overjoyed at the fine work the Gottlieb Memorial Hospital is 
doing in the West Township suburban area.

Herb Jones and Bill O'Donnell, Bally execs, can't say enough about Bally's 
new "Golden Gate" amusement game. O&Ps seem to agree with Herb & Bill 
"cause they're buying heavy. While in Omaha we chatted with Bally distribs, 
Lou Singer, of Central Distributors.

Sam Stern, president of Williams Electronic Mfg. Corp., wished his factory 
and office employees a pleasant vacation, and then put a lock on the plant until 
July 16, when production resumes. Vice prez Art Weiland and his staff will 
be on hand to handle emergencies during the two week vacation period.

Gil Kitt, owner of Empire Coin Machine Exchange, is flipping over the fantac-
tastic growth over the past few years of Empire's export business. Joe Rob-
bins, general sales manager, info's that both domestic and foreign business are 
booming at Empire Coin. . . . It was nice to chat with Omaha Bill Phillips, 
an Atlas Music vet of many years. Bill heads up Atlas Music's Des Moines 
branch distributorship. Barney Luchman, Atlas Music's Omaha representative, 
is feeling fit these days. Barney, who purrs like a kitten whenever he hears 
any things about the new Rowe-AmI phono, had the blood pressure blues 
some moons ago. . . . Sorry we couldn't fly back to Des Moines with the always 
endearing Phil Moss, owner of Philip Moss Distribs there, to watch his 
athletic son play in a crucial baseball game last Sunday. Phil raves over pop-
ularity biz firm with the Seeburg "SDS" phonograph, and the Seeb-
burg vending line of equipment.

The traffic is heavy at World Wide Distribrs with operators visiting to look 
over the Seeburg music and vending lines, with Joel Stern, Fred Skor and 
Howie Freer. Business in general is excellent at World Wide, according to Joel.

We're happy to report that Little Johnny (Red) Huebsch, Keeney vice prezxy 
Paul Huebsch's youngest son, is now in very good health, after a lengthy, pain-
ful bout acquired more property in downtown Omaha, and a nice slice of real 
pitcher, Bobby Huebsch (we think he'd better wait a few more years). On the 
busines side Clayton Nemeroff tells us export biz is booming mightily at 
J. H. Keeney & Co.

Sam Wollberg, Sam Gensburg, Jerry Koei and Mort Secore are well on their 
way to their vacations as of this week, and the huge Chicago Dynamic In-
dustries plant closed down for the annual vacation period. (Have fun, fellows 
—and gal). . . . One of the local distribs that is enjoying big business as 
usually these summer days is First Coin Machine Exchange, where Joe Kline, 
Sam Kelber and Fred Kline are just rolling up their sleeves (with short 
sleeves yet?) and doing a terrific business in domestic and export biz. Joe is 
absolutely delighted by the constant heavy sales and shipping load daily.

The query—"Who'll beat McCoy?"—was finally answered in Omaha last Sat-
day, June 23. To the uninformed we may as well advice that Jim McCoy is 
the chap who best 10 successive challengers in the Omaha operators' TV show, 
"Behind the Ball." (played on Fischer Sales & Mfg. Co.'s, coin-operated 
packet billiard tables). Folks in Omaha picked up the chant—"Who'll beat 
McCoy??? On this eventful Saturday afternoon we visited station WOW-TV 
with Eddie Zorinsky and the show's producer and emcee, Norm Gendler, and 
actually saw McCoy, the invincible, conquered by a close-mouthed young chap, 
Joe Garcia, who was loaded with confidence and obvious ability.

Our cigar chomping friend, Hymie Zorinsky, H-Z Vending & Sales Co., in 
Omaha, bought acquired more property in downtown Omaha, and a nice slice of real 
estate in sultry Palm Springs, California. Hymie and Eddie avow as business 
just couldn't be better these days, especially with the kind of acceptance 
they're enjoying with Rock-Ola phonos, Gottlieb pinball games, United Mfg.'s 
amusement equipment, and all the merchandising lines.

Cash Box—July 7, 1962

区域组织中的硬币机运营商在合作中可能存在困难，但这种情况下却不会造成弱点。事实上，他们通常会紧密地聚集为几个小团体。一位伟大的美国人曾说过，在国家历史的关键时刻："团结就是力量。"同样，在硬币机行业，这种力量是必不可少的，尤其是在全国范围内。

在奥马哈市，音乐协会组织了年度音乐大会，这是一个很好的场合让人们了解硬币机行业的前景和机会。

比尔·戴塞尔姆，美国中央机械公司，计划前往堪萨斯城，与戴夫·萨瑟兰会面。另一位从美国中央机械公司来的人是执行副总裁赫伯特·戈丁格。

戴夫·戈丁格在奥马哈的吉夫利伯格医院的建设中感到非常高兴。他感谢了奥马哈的同事们。

比尔·奥多内尔，巴利公司的执行副总裁，对巴利的最新"黄金门"游艺机感到非常满意。很多经销商说他们正在大量采购。

吉尔·基特，帝国硬币机交易所的老板，对他在这个国家出口业务的快速增长感到高兴。乔·罗宾斯，通用销售经理，表示国内和国际市场正在复苏。

吉姆·菲利普斯，一个有着多年经验的亚特拉斯音乐的代表，正在芝加哥的德梅因分部从事业务。巴尼·卢查曼，亚特拉斯音乐的奥马哈代表，正在为这一个月的轻松而感到满足。巴尼·胡布斯，一个对高保真音响的热爱者，有血压问题，但最近已经好转。我们没能飞回德梅因，与总是令人愉快的菲尔·摩斯会面，他是菲利普·摩斯分部的老板。

乔·皮特，小约翰·（红）·胡布斯，基恩尼公司的副总经理，是胡布斯兄弟最小的儿子，现在身体状况良好，经历了一段漫长的痛苦。

塞姆·奥尔伯格、萨姆·根斯巴赫、杰瑞·科伊和莫特·谢科正在计划他们的假期，芝加哥动态工业公司暂时停工。

乔·史特恩、弗雷德·斯科和霍华德·弗里尔感到非常高兴，因为他们在世界范围内看到了业务的良好发展。

我们很高兴地报告说，小吉米·（红）·胡布斯，基恩尼公司的副总经理，是胡布斯兄弟最小的儿子，现在身体状况非常好，经历了一段漫长的痛苦。

我们建议大家不要担心这个问题，因为我们已经有10个连续的挑战者在奥马哈运营商的电视节目"幕后之球"中被打败。这是一场硬币操作的弹子球游戏，由菲舍尔销售和制造公司提供的，可以安装在娱乐中心、酒吧和其他场所。

我们询问了"谁会打败麦考伊？"这个问题，并得到了回答。在奥马哈市，我们参观了WOW TV，与埃迪·佐林斯基和节目的制作人和司仪诺姆·根德尔谈话，实际上我们看到了麦考伊，这一不可战胜的对手被一位年轻的长发高手乔·加西亚击败，乔·加西亚对这种信心和明显的能力感到非常满意。

我们的香烟伙伴哈米·佐林斯基，在奥马哈市，他购买了更多的市中心房产，并且在棕榈泉买了一块土地。哈米和埃迪表示，虽然他们的业务并不总能像现在这样好，但在这种情况下，他们得到了硬币机、巴利的弹球机、联合制造公司的娱乐设备，以及所有的商品分类。
DELIVERING THE HOTTEST RIDES IN THE BUSINESS!

INDIAN SCOUT

Sensational combination galloping horse-gun game ride that was the hit of the recent MDA Convention.

Also the following All-Tech kiddie rides—all available for immediate delivery:

- SATELLITE EXPLORER
- TWIRLYBIRD
- CHUCK WAGON
- HIGHWAY PATROL
- STAGE COACH
- FIRE ENGINE

If it's an ALL-TECH ride, it's got to be good and profitable!

BILOTTA ENTERPRISES

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BOCK-OLA 1454 $325.00
BOCK-OLA 1455 295.00
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SPECIAL 5 BOCK-OLA 1475 $495.00

SEEBURG 10100 $325.00
SEEBURG 1005 250.00
SEEBURG VDO 175.00
SEEBURG VDO CONVERTED 200.00
GRT. WORLD CHAMP 95.00
WWL 5 D 75.00
WWL REDO 70.00
UNITED ATLANTIC 5A 375.00
UNITED CLIPPER 85.50
KEENEX LITTLE RUGGED 120.00
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BAILEY - BOCK-OLA DISTRIBUTORS

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AMERICANS IN PARIS: Lou Bousberg (left), New Orleans Novelty Co., and Henry Konrad, AP news correspondent, on the Champs Elysees, during Bousberg's current export business trip.
IRVING HOLZMAN Says:

“What UNITED Makes The World Takes!”

. . . . AND THE ENTIRE INDUSTRY IS TAKING TO

UNITED’S NEWEST 1-2 POWERHOUSE!

UNITED’S SILVER ROLL DOWN BOWLING ALLEY

Player’s Choice Of FIVE WAYS To Play

UNITED’S Shuffle Baseball

Newest Type Targette Game

Already FIRST In EVERY League

Major League Baseball

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MAKE THIS SUMMER SEASON YOUR BIGGEST SEASON WITH THESE TWO MONEY-MAKERS FROM THE ORIGINATORS OF COIN-OPERATED SHUFFLES AND BOWLERS!

OUR SPECIALTY: Used Games, Factory Reconditioned • TRADES ACCEPTED WITH PLEASURE!

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“United Operators Are Successful Operators”

Cash Box—July 7, 1962
UNITED'S NEW SILVER ROLL DOWN BOWLING ALLEY

DESIGNED FOR FASTER PROFITS AND LONG LIFE ON LOCATION

PLAYERS' CHOICE OF FIVE WAYS TO PLAY

- ALL SPARES
- ALL STRIKES
- HIGH LINE-UP SCORES
- REGULATION SCORING
- BONUS SCORING

New Quiet Ball Return

1 to 6 Can Play 10¢ PER PLAYER

HIGHEST RESALE VALUE

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

NO-STOOP Shuffle-Alley Height

- New Size
  - 9 ft. 2 in. long
  - 2½ ft. wide

SHIPPING WEIGHT (CRATED)

465 lbs.

- Chrome Rail

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Now at your Distributor

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QUALITY
DEPENDABILITY
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COMPLETENESS

and most important of all...

A GOOD CUP OF COFFEE!

SINGLE CUP FRESH BREW COFFEE VENDOR

ROCK-OLA MODEL 1400-S. Brews the best cup of fresh-roasted coffee ever, a single cup at a time. Serves it four ways. Dispenses delicious hot whipped chocolate and tasty tempting whipped soup, too! All dry ingredients—no refrigeration. Ideal for average location, has a cup capacity of 420 squat designed cups. Requires only 15 amps. of power and 5 pounds of outside water pressure. May be installed practically anywhere. Serviced from the front with ease—full swing out door—self-cleaning brew system. All metal construction, colorfully illuminated, has gleaming metal appointments. Styled to stop 'em. Serves a cup of coffee that keeps them coming back again and again. A proven profit maker! Cabinet measures 72-inches high, 29-inches wide and 23-inches deep. Shipping weight—500 lbs.

Model 1400 (same as Model 1400-S without Hot Whipped Soup).

ROCK-OLA offers all this plus product versatility that enables you to build up your locations to maximum efficiency... which means maximum profit!

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

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

Model 1400  Model 1300  Complete Product line
Model 3400  Model TRLB-M Please have Salesman call

Name______________________________ Address______________________________
City_____________________  Zone______  State_______________________

ROCK-OLA 1300. SINGLE CUP FRESH BREW VENDOR. Brews fresh roasted coffee a cup at a time, served with refrigerated fresh cream, liquid sugar. Also dispenses delicious hot whipped chocolate.

ROCK-OLA 3400. COFFEE AND HOT DRINK VENDOR. Serves soluble coffee, powdered creme, granulated sugar. Also serves delicious hot whipped chocolate.

MODEL TRLB-M. BATCH BREW VENDOR. Batch brew, using freshly roasted coffee, refrigerated fresh cream, liquid sugar. Also serves delicious hot whipped chocolate or soup.