Call him Mr. In-Between, call him Big Daddy, call him anything you'd like. But you've got to call Burl Ives one of the hottest record salesmen in the country. At the age of 21 plus and with a lifetime of singing experience under his belt, Big "D" is experiencing a new-found success among the teenagers and has come up with two big singles to prove it: "Little Bitty Tear" and "Funny Way Of Laughin'". His latest effort, "(Call Me) Mr. In-Between," just released, has already broken onto the best seller list. The veteran's singles success has boosted tremendously interest in the entire Ives catalog, including two which clicked on the charts, "Versatile Burl Ives" and the "Funny Way" LP. Ives will be seen shortly in the 1963 flick "The Spiral Road," starring Rock Hudson.
In the short span of just three years, ARMADA has grown into an extremely important arm of the recording industry. Its convention, held in Miami last week, gave further evidence that the association can be of great benefit to the entire industry, now and in the future.

The distributor-manufacturer meetings held prior to and after the actual ARMADA business day, have proven to be very useful to both parties involved and is a driving force which makes it doubly worthwhile for many distributors to travel to a distant corner of the nation. The seven manufacturers who conducted sales meetings had excellent attendance from distributors and wrote huge orders on their product. And distributors who had more than one of the labels introducing new product and programs were able to "kill two or as many as seven birds with one stone." This phase of the convention has given the ARMADA the "productive" tag.

But the convention also proved that ARMADA has a great deal more to offer the entire trade. It offers what a group effort can accomplish as opposed to what would be prohibitive and almost impossible for any individual. ARMADA's legal counsel brought this to light in his summary of what ARMADA is acting on currently. (See separate story this week.)

Because of an urgent request, coming from a group, that Congress act immediately to eradicate bootlegging, and, of course, because of group finances, a federal bill suggesting a five-year jail term for convicted bootleggers, was ushered through the House of Representatives in almost record time. Only through group support can this fight be continued through the Senate and up to the President. The bill stands a good chance of eventually becoming law. And if it does, bootlegging will have been dealt a deadly blow and ARMADA will have scored heavily.

After agreement following last year's ARMADA meeting that the problem of trans-shipping be the next area looked into, counsel has aimed its efforts in this direction and significant results may be forthcoming shortly in the form of a Federal Trade Conference which we may be hearing about in a matter of days. Through a trade practices conference the FTC lends its assistance to industries where antitrust and trade regulation violations are prevalent with a view to getting voluntary compliance with the laws within the industry. By holding a conference the commission attempts to formulate and issue trade practice rules. (See other story this issue for more details on Federal Trade Conference.)

Although control of ARMADA is now in the hands of distributors, we are sure the Association will continue to work for the benefit of the entire trade. ARMADA had sufficient foresight not to separate manufacturers completely from the organization, but rather to welcome their support and advice as associate members.

With strong new officers and board of directors under the supervision of a highly respected new president in the person of Amos Heilicher, we can expect to witness continued growth of a most important industry organization.
For IMPACT
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ASK THE MAN
WHO'S RUN ONE . . .
You can stimulate
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It's the most exciting
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Music By C. DONIDA

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NEW YORK

Original Publisher
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MILAN

Cash Box—July 14, 1962
Lieberson Denies FTC Charges Of Monopoly Against Columbia Disk Club

NEW YORK—The Federal Trade Commission denied charges of 2 monopolistic practices and unfair competition by the Columbia Record Club early last week. John Lieberson, president of Columbia, was unmoved by the FTC's action.

The FTC's monopolistic complaint against the Club is based on the Club's practice of signing independent record dealers to sell their product through the Club's direct mail service.

The agreements (with Verve, Mercury, Capitol, Columbia Bros., and Bridgeport, among others), the FTC charges, have enabled the public to buy the finest records at prices lower than those charged by CBS for identical records sold through the public buying, and has isolated record dealers from the public.

The following is the complete statement by the FTC, which Columbia must answer within 45 days:

The Columbia Record Club, established in 1958, is a pioneer in the sale of records by mail. It has enabled the public to buy the finest records at prices lower than those charged by CBS for identical records sold through the public buying, and has isolated record dealers from the public.

The Columbia Record Club has charged to the public the prices of competitive manufacturers and has isolated record dealers from the public.

The record business continues to be one of the most competitive in the world. The FTC has not been able to demonstrate that competition is always effective and that the public is always benefited as a result. Columbia Record Club, Inc. has isolated record dealers from the public.

Second—The FTC's complaint is based on the Club's practice of charging prices $3 or more higher than those charged by other manufacturers. The FTC claims that the Club is a monopolistic monopoly.

Columbia's New Finance Vice Post To Lorenz

NEW YORK—Columbia Records announced the appointment of John J. Lorenz as vice president of finance, according to Goddard Lieberson, president.

Columbia Records believes that its music records business has increased substantially over the past several years. This extraordinary growth in many diversified areas has made Columbia's operation an extremely complex one, with many aspects, extremely complex.

For this reason, the look at the financial policy and planning of the Columbia Records division. He will assist in the assembly of financial results and handle the complex aspects of the division.

He will report to Norman A. Adler, executive vice president.

Lorenz, 42, is currently a controller, finance staff, of CBS and has held various financial positions with CBS since 1958. He was previously associated with Textron, Inc. and Sylvania Electric Products.

The New ARMADA; Its Structure And Goals

MIAMI BEACH—As was expected, the independent record distributors took over control of the Association, renaming it American Record Manufacturers Association, in order to retain the name ARMA, which has been in use for over 25 years. The ARMADA has now prepared an annual report from the president, Art Talmadge, treasurer Harvey Schwartz, chairman of the board, and ARMA's legal counsel, Simmonds (See separate stories).

The change in leadership took place last spring when the Board of Directors had authorized the annual report. The change in leadership took place last spring when the Board of Directors had authorized the annual report. The change in leadership took place last spring when the Board of Directors had authorized the annual report.

No Indie Label Ass'n Pet, Weigh Membership In RIAA

MIAMI BEACH—The formation of an Independent record manufacturers association, a major subject of discussion at the ARMADA meeting last week, never materialized.

Though the effect of such an organization came up last week at a meeting in New York, the meeting was not productive of any solution.

The Copyright Law Revision, an issue that has been a subject of discussion by the industry for over 20 years, was also discussed at the meeting.

The ARMADA, a group of independent record manufacturers, has been formed to protect the interests of the independents.

The RIAA, a group of major record manufacturers, has been formed to protect the interests of the majors.

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The RIAA, a group of major record manufacturers, has been formed to protect the interests of the majors.
Reprise Distribrs Hear Of New Program, LP's

MIAMI—An LP program and new product were unveiled to Reprise distributors Sat. morning, June 31, in Miami, following the ARMADA convention.

Details on the plan and new LP's won't be made known to the trade until July 25, the date on which the new releases are scheduled for distribution.

Cuts of six of the new albums were played with sidelong remarks by Reprise's Jay Lasker. Also, distri-

butions were made to Frank Sinatra on the new program.

Label topper Moe Ostin noted that further expansion plans at the label including the move to new quarters on the coast, negotiations for the purchase of two Broadway musicals, several

soundtracks, including Sinatra's "Manchurian Candidate," Sinatra's "OK for the signing of new talent and cutting of material in any area where there's potential sales possibilities.

Ostin also expressed his own best wishes as well as those of Lasker and Sinatra and wholehearted support of the new ARMADA.

Pickwick Earnings Jump 153% In Fiscal '62

NEW YORK—A 153% jump in 1962 earnings has been reported by Pick-

wick International, the LP producer. Chairman and president of the board, reported at the firm's annual meetings in New York June 28, that sales for fiscal 1962 were $149,152 with earnings of $58,474 or 15 cents per share.

Pickwick fiscal 1961 sales were $2,035,133 with earnings of $58,474 or 15 cents per share, and $203,000 in net income and $784 in sales.

Lehfeld stated that, "This marks six consecutive years of improved sales and earnings and Pickwick is pleased to be able to show this enviable record in fiscal 1963."

Lehfeld noted that the past year was one of the most eventful in Pickwick's history.

"We became a publicly held company... added to our 'instant' edu-

cation, the company has concentrated on building its distribution

network in the West Coast, which will broaden our appeal.

"Lehfeld noted that Pickwick is not only in the educational business.

We're also in the business of creating a network of distributors who

work for us to broaden our appeal.""""We were able to do this because

we were able to show an increase in sales and earnings.""

MGM Handles Vesuvius

NEW YORK—MGM Music has taken over the national distribution of Vesuvius Records, the Union City, N.J.-based label dealing mostly in LP's and singles cut in Italy.

Initial album merchandise under the banner negotiated by MGM with Chris Spina, consists of 12 LP's including one by Emilio Pericoli, got a smash on the Warner Bros. label, "Al Di La" (he's pacted to Vesuvius).

Pericoli set is tagged "Amorri D'Altri Tempi," and, along with two other LP's, is available in mono and stereo. The other mono-stereo albums are "This World We Love It," Gino Mosselli's "L'Armonia," and "Monsieur le Menu"

The mono-only product is: "Nostalgia," Nilo Ossani, "Girando Per L'Italia (Journey Through Italy)," various artists, "The World in Cha Cha Cha And Volcanic," Giuseppe Failla's "La Mia Città D'Italia (Memories of Italy)" and "Vesuvius Presents Corradini," "Italia Arti (Return to the Operetta)" (Vols. 1 & 2), "Gino Mosselli Presents the Vespri Solmi.

With Vesuvius, there are now seven labels being handled by MGM. They are, MGR, Verbe, Ch, Choro, Charlie Parker and DDG, the classi-

cally lined made in Germany.

Appell Named Mgr. Of Market Research At Col.

NEW YORK—Columbia Records has announced the appointment of Edward Appell to the post of manager of market research.

Responsible to John Wiley, director market research, Appell will assist Wiley with the expanding services of the market research department. Appell joined Columbia last Sept., as market research analyst after three years of market research experience with the Continental Insurance Co.

Replacing Appell is George Yeger, who will assist in all division market research studies, which include: industry trends, competitive market positions, consumer attitude studies, and economic trends.

Yeger joined Columbia in 1959 in the market research department. Sub-

sequently, he was transferred and promoted to manager of order processing and customer service.

See Federal Trade Practices Conference For Disk Industry

Talmadge's Farewell Address to ARMADA

Immediately following our last con-

ference, the ARMADA Board of Directors, at a meeting in New York, decided to join in a Petti-

son contract for a Trade Practices Conference at which representatives of ARMADA will meet with the FTC to discuss just what the problems affecting the business are. We have since heard our problems the Commission would lay down a set of rules, which we would have to follow. We would interpret the law, which would be interpreted by the industry from an undisciplined jungle to a normal business community. The oral proceedings could be course, transshipping, discounting and other unfair trade practices in the record industry. These came from individual deals, and we find

(Continued on page 30)
LITTLE JOE COOK (Furry 1060)  
(B+)  THESE LONELY TEARS (2:50)  [Fast & J. Little BMI]  — [Cook]  Little Joe Cook comes up with a very sensitive hard-driving pop-flavored r&b item with enough good stuff in it to grab plenty of spins. Watch it.  
(B+)  THIS I KNOW (2:04)  [Fast & J. Little BMI]  — [Cook]  On this one, the saxist renders a moving, blues wheeper in the tradition-oriented vein.  

LULU REED & FREDDY KING  
(Federal 2471)  
(B+)  (Let Your Love) WATCH OVER ME (2:53)  [R-T BMI — Toombs, Text]  Here's a delightful slow-paced, keep-away with the proven talents of Lulu Reed and Freddy King: one of the best commercial sound. Could develop into a major hit.  
(B+)  YOU CAN'T HIDE (2:52)  [R-T BMI — Toombs, King]  The duo unleash their wide-range vocal ability to full-hilt in this lively, low down blues item.  

TOMMY GENOVA (Bella 509)  
(B+)  FARMER JOHN (2:24)  [Venice BMI — Harris, Terry]  Felis's in love with the farmer's daughter in this rapid-fire novelty tune. Genova's belt gets colorful as he sings with the freckliness of the back-up boy. Label's hometown is Peckville, Pa.  
(C+)  THINKER AM I (2:44)  [El Rancho BMI — Genova]  Medium beat Latinish plainspoken.  

DOLORES JOHNSON  
(Carnival 505)  
(B+)  TRY ME ONE TIME (2:30)  [Pentagon BMI]  — [Davis, Sanders, Patterson, Baker]  A tough, forceful version of the Ikettes, of "I'm Blue" fame, goes solo in this strange coupling. Fantastic girl's vocal with a rich, strong romantic warble of a pro-light heartbeat affectation. Backing her is a fierce combo-chewin' group. Label, located in New York, could make noise with this one.  
(B)  WHAT KIND OF MAN ARE YOU (2:38)  [Bright Star BMI — Feagan, Evans]  Guy has turned his back on the chick and she pulls no punches in telling him off in this sometimes wailing display by the performer.  

THE MAGNETICS (Allrite 620)  
(B+)  THE TRAIN (2:21)  [Brent BMI — Philips, Johnson]  The Train is a new, twist-like step, which the songsters tell about with a concise bluesy style. A happy dance-time deck that could move. Label is handled by Don Gray.  
(D)  WHERE ARE YOU (2:09)  [Drexall BMI — Johnson]  Inviting blues wistful, Tune is not the standard.  

EUGENE CHURCH (King 5659)  
(B+)  THE RIGHT GIRL, THE RIGHT TIME, THE RIGHT BIRDY (MER TIME)  [Crest BMI — Gymly, Winn]  The R&B performer displays a dynamic vocal style on this. The bright looking BMI's blue gets virile blues-styled accompaniment from the musicians and gal vocalizer. Label is handled by Don Gray.  
(B)  PRETTY BABY WON'T YOU COME ON HOME (2:25)  [Crest BMI — Ochs, Johnson]  Mildly stuff with a fine shuffle-beat backdrop.  

JESSE POWELL QUINTET  
(Kapp 476)  
(B+)  A TASTE OF HONEY (2:45)  [Songfest ASCAP — Marlow, Scott]  Haunting tune —inpired by the acclaimed British flick of the same name. Suits both exclusively popular and jazz-oriented audiences. Lightly swingin' approach is topped by sax and keyboard vocals. Label is a big one.  
(B)  LOLLIPOPS & ROSES (2:55)  [Garland ASCAP — Velasquez]  Similar go for the recent hit number by the same label's Jack Jones.  

SUZANNE CAROL  
(Charlie Parker 286)  
(B+)  "I CAN'T HELP IT (IF I'M Still In Love With You) (2:07)  [Fred Rose BMI — Williams]  Old-timey vocalist with best creation is sincerely warped by the lass, who here is a most-likely straight-forward backdrop from the lush orki. Merits spars, MGM handles the mostly jazz label.  
(B)  I'LL TAKE YOU BACK AGAIN (2:38)  [Mayhew BMI — Williams](Annie] Another Hank Williams melody is done in a similar manner.  

THE METRONOMES  
(Challenge 915T)  
(B+)  TEARS, TEARS, TEARS (2:08)  [Madeley BMI — Cunningham]  Striking romantic survey by the blues vocalists, with the group's potently sung Spanish-flavored setting. Sound has a genuinely unusual label.  
(B)  HAT TIME (2:18)  [4-Star Sales & Madelon BMI — Cunningham]  Whacky partytime rocker.  

JERRY NORELL (Kama 1473)  
(B+)  TOOT - TOOT - TOOTSIE (2:05)  [Leo Feist ASCAP — Kahn, Grossman]  A very nice rock-garbo for the mainstream. Norell sings it with an interesting upbeat delivery, while the ork-chorus comes-up with a bright teen-market sound. Deserves a wide hearing. Label is a doozy.  
(B)  ITS GOODIES TIME (1:40)  [Nelson ASCAP — Tobias, Ballard]  Bouzy, genial session for the youngster.  

THE SCOTT BROS.  
(Parkway 841)  
(B+)  MEMORIES (2:20)  [Starling-Murd BMI — Scott, Scott]  Vocalists, with a strong lead, perform in pro style on the tale of a gal who was won over by the other guy. They are accompanied by a fine Latinish full ork arrangement. Deck has what it takes to be a hit.  
(B)  BEGGIN' FOR YOUR LOVE (1:58)  [Starling- Murd BMI — Scott, Scott]  Interestingly romantic on a ditty that's an adaptation of the old spiritual, "Standin' In The Need Of Prayer."  

LITTLE JOE (Eden 2)  
(B+)  (In The) GOOD OLD SUM- MERS (2:30)  [Joe & His Hazlewood BMI—Adapt, Nitzsche]  The summertime favorite’s cover is of a solid 1960's hit. Vocalist Little Joe heads the date, backed by busy twistin' from the combo. Label is handled by Era Records.  
(B)  LIES, TROUBLE, AND LOVE (2:27)  [Lee Hazle- wood BMI—Carriere, Hazlewood]  Off-beat blues wailing.
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JIMMIE RODGERS (Dot 10378)
(B+) "NO ONE WILL EVER KNOW" (2:49) [Alicene ASCAP— Forrester] Rodgers first outing for Dot—after a long stay at Roulette—is a touching reading of the very attractive countrified oldie. Supporting him is an understanding string of the blues-chicken-wire kind, a chart start with his new affiliation.

(B) "BECAUSE" (2:29) [Vin-Sun] A tina Mae Brown, Hall] The way down-the-alive favorite is done with taste.

RUFNECKS (LeCam 962)
(B+) "TALLY HO" (2:02) [LesBI BMJ-Maxine Mayhew, Sula-

(B) "BLACK DOG" (2:08) [Grand Prize BMI-Wright, Beninga, Strong] This is an interesting folk group vocal about the dreams that depend on finding oil.

THE INDIVIDUALS (Rendever 176)
(B+) "POTATO MASH" (2:50) [Chemistry & Pat & Lilly BMI-Vasquez, Vasquez] One of the most striking instrumental available on the popular teen step. Vocal shouts are included in this persuasive rock romp. Call for more than 100 copies.

(CRAZY HORSE" (2:12) [Chemistry & Pat & Lilly BMI-Vasquez, Vasquez] Kids have a good twister in this interesting, south-of-the-border-flavored rocker.

VINNIE MONTE (Jolibe 108)
(B+) "YOU CAN'T COMPARE WITH MY BABY" (2:35) [Alden BMI-Man, Weiler] Singer Monte and his rock-a-string & female chorus backing strongly the tribute to the fine music of the oldies. The harmony and commanding way the opus is put across. Could be a big winner.

(B) "MASHED POTATO GIRL" (2:20) [Benell BMI-Monte] The famous Mashed Potato Girl has a good-humored rock zest by the singer and his rockin' chorus-combo companions. Hops have a colorful issue here.

BOBBY D'FANO (Paletta 5099)
(B+) "I'LL NEVER CRY" (2:55) [Zodiac BMI — Kreuder, Scherber] Hand-in-hand a potent pop adaptation of a familiar sym- plastic theme by Tchaikovsky. Strongly enough by the ork-chorus. Session to eye.

(NOMAR CHARLES (Vessey 445)
(B+) "CLIMB EVERY MOUNTAIN" [Williamson ASCAP— Rodgers & Hammerstein] The wonderful inspiration from "The Sound Of Music" is portrayed in commanding style by the Warner, who's sup- ported by a pretty triplets-included ork-chorus stand. Tune can get the big hit 100 action it deserves with this date. Roy Hamilton (Epic) also has a fine triplets offering.

(B+) "I'LL NEVER WALK ALONE" [Williamson ASCAP— Rodgers & Hammerstein Similar handling of Riley's great numbers from "Carcasoul."

GENE THE HAT (Deauville 1007)
(B+) "PASS THE BUG" (Part 1) (2:30) [P.D. ASCAP—Spa-

(GENE THE HAT (Deauville 1007)
(B+) "PASS THE BUG" (Part 1) (2:30) [P.D. ASCAP—Spa-

BIBI RONO (Kapp 472)
(B+) "FORGIVE ME (For Givin' You Such a Bad Time)" (2:10) [Doll & Quartet ASCAP—David, Miller] This has the teen-market strength in the lark's reading of the drumbeats and a well-balanced sound. And she's backed by a fine-sounding Latin arrangement from the full ork-chorus.

(B) "IF I DIDN'T LOVE YOU SO MUCH" (2:08) [Alden BMI—Robinson] Exciting romantic for the youngsters.

THE WANDERERS THREE (Dalton 50)
(B+) "TOTO" (2:41) [Rozzo BMI — Follies] Folksy band enjoys a lucky account of a ballhight theme with a tragic ending. Exciting stuff in a folklore setup.

(B) "CRY I DO" (2:38) [Carnal BMI — Glasser] Boys maintain their folk-sounding on this upbeat pleasant date.

JOHNNY BERSIN (Hall-Way 1965)
(B+) "THIS LONELY ROOM" (2:13) [Big Bopper BMI—

(B+) "PLAY IT FAIR" (2:38) [Progressive BMI—Camplin] Backing is a more or less another minor-key romantic storying.

THE MERCED BLUE NOTES (Tri-Phi 1011)
(B+) "MIDNITE SESSION" (Part 1) (2:50) [Bursch, Colburn, Jazz-inclined combo sports a grow-on- you, groovy blues blend in this two- 

(B+) "MIDNITE SESSION" (Part 2) (2:55) [Bursch, Colburn] Harder more bluesy blues goings.

THE REFLECTIONS (Crossroads 402)
(B+) "ROCKET TO THE MOON" (2:20) [Zodiac BMI—Racshke, Dieter, Jay] Romantic with a bright Latin-styled ork arrange- ment.

NOMAR CHARLES (Vessey 445)
(B+) "CLIMB EVERY MOUNTAIN" [Williamson ASCAP— Rodgers & Hammerstein] The wonderful inspiration from "The Sound Of Music" is portrayed in commanding style by the Warner, who's sup- ported by a pretty triplets-included ork-chorus stand. Tune can get the big hit 100 action it deserves with this date. Roy Hamilton (Epic) also has a fine triplets offering.

BILLY TAYLOR (Citation 5002)
(B+) "LULLABY TO CAROLYN" (1:55)—Hit disks as a "flying Saucer" are few, but that can't be said in this novelty, narrated by a President Kennedy imitation by Tai-

(B+) "INCOME TAXES & YOU" (1:32)—Same idea here.

JUDY JAMES (Norman 525)
(B+) "I'M YOURS" (2:23) [Algon-quin—Mellin] Lass does a warm straight-forward vocal on the lovely oldie, String-filled ork arrange- ment is legit. Waxy is from St. Louis.

(C) "THE HEART THAT BROKE WAS SHINE" (2:04) [Wolf-Mills ASCAP—Folgore] Triplets enter the scene in this read-

ELLDRIDGE HOLMES (Album 10004)
(B) "POOR ME" (2:01) [JABB BMI—Holmes] Story of a poor-soul character is told in a catchy manner by Edd. Holmes, his piano-vocalist and his backing. The Instant label handles the diskery.

(C) "RIDER'S" (2:11) [Rush & Progressive BMI—Wills] A good reading of the old blueser.

KELLY TROY (Ted 102)
(B+) "ROCKAWAY PLAYLAND" (2:50) [Tad ASCAP—D&T View] As a song of an answer to "Playaway," this theme is a "Willm- utock special is saluted in good rock-fash distinction to the other good- bo-combo companions. Diskery is based in N.Y.

(B) "YOU'RE LUCKY IN LOVE" [Ward BMI, Johnson, Johnson] Artist and backup sound turn to a ballad-beat outing.

DEAN CHRISTIE (SWL 1607)
(B) "HEART BREAKER" (2:17) [Virtu ASCAP—Christie] This well-done teen-market affair is a reminder of Dion's current sounds (e.g. "You Wanderer").

(B) "MASHED POTATO TWIST" (2:18) [Virtu ASCAP—Chris-

(C+) "THE GIRL WITH THE RA-

(C+) "THE GIRL WITH THE RA-

JOHNNY & THE AMBASSADORS (Hitcliff 1006)
(B) "TALK THAT TALK (Twist)" (2:05) [Regent & BMI—Wright] The old Jackie Wilson "Mashed Potato Twist" is given a Ricky Nelson-type touch by the song-

JOE QUIJANO (Columbia 2469)
(B) "MARIA" (2:13) [G. Schir-

(B) "DO YOU MIND" (2:18) [Records BMI—Monaco, Bur- 

(B) "LITTLE CHICK-A-DEE" (2:15) [Leon Rene ASCAP— Rene] Story of a twistin' bird.

KELL OSBORNE (Class 302)
(B) "IT'S GONNA BE YOU" (2:26) [Irving BMI—Mc-

(B) "YOU MIND" (2:18) [Records BMI—Monaco, Bur- 

(C) "ROCKAWAY PLAYLAND" (2:50) [Tad ASCAP—D&T View] As a song of an answer to "Playaway," this theme is a "Willm- utock special is saluted in good rock-fash distinction to the other good- bo-combo companions. Diskery is based in N.Y.

(C) "INCOME TAXES & YOU" (1:32)—Same idea here.

NOTHING BUT TRUTH (Deauville 1007)
(B+) "PASS THE BUG" (Part 1) (2:30) [P.D. ASCAP—Spa-

(B+) "PASS THE BUG" (Part 2) (2:30) [P.D. ASCAP—Spa-

CARLA PINZA (Berne 1002)
(B+) "FASCINATION DE AMOR" (2:01) [BBMI—Pinza] Thrust apparently renders (in Spanish) the pretty melody against a good arrangement by a cha- cha sound. Label is based in N.Y.

(C+) "UNA NOCHE DE AMOR EN JUNIO" (2:42) [Berne BMI—Berne] Pleasant waltzer sung in Spanish.
THE PERFECT TIME FOR HER NEW HIT!

CONNIE FRANCIS

SINGS VACATION

(CONNIE FRANCIS—HANK HUNTER—GARY WESTON)

B/W

THE BIGGEST SIN OF ALL

(BENNY DAVIS—TED MURRY)

MGMK 13087

Packaged in eye-catching four-color sleeve!
Best Bets

WILSON PUCKETT (Cobb 11937)
(B-+) "LET ME BE YOUR RIDE" (2:53) [Remick ASCAP-Cary, LaRue, Clark] The pro let-me-come-hack teen number is an appealingly hackneyed up beat bayou sound by the warbler, string-included erk and femurse. The MGM subsid had an active issue here.

CARROLL HROS. (Cameo 221)
(B+) "SWEET GREGORIA BROWN" (2:20) [Remick ASCAP-Cassey, Bernie, Pinkard] This is a buoyant rock view of the great perennial, including a charming whistle and soft-shoe percussion gimplick at various points. Tune could make teen-market news via this track.

(B) "BOOt IT!" (2:55) [Wood-crest BMI-Carrill, Collins] Hard rockin' from the group.

ANDREA CARROLL (Epic 5523)
(B+) "MISS HAPINESS" (2:07) [Larici, Sassi, Larici, Ot, Kash] Appealing teen softie from the songstress who tells a tale about a guy who just can't seem to do a thing. Tunes here to a Mr. Lonely. Ork-chorus support is attractive. Worth exposure.

(B) "TEEN SHADES OF PINK" (2:00) [Merrimac BMI-Lloyd] A novelty twister about a femur who turns various colors at various stages in her relationship with her guy.

THE AMBASSADORS (Red 117)
(B+) "FOOL OF LOVE" (2:44) [Brent BMI-Yeness, Bennett, Matus] Team's lead lark is a potent wailin' factor in the mix. sorry kinda strong romance. She's backed by a persuasive sound from her teammates and funky combo. The song too. It's a master purchase by the Time Records' affiliates.

(B) "I WONDER WHY" (2:21) [Brent BMI-Yeness, Bennett, Matus] Busy blues booder.

JOEY McCAIN & THE OHIO UN-TOUCHABLES (La Pines 6754)
(B+) "SHE'S MY HEART'S DE- SIRE" (2:30) [Thelma-La-Pine BMI—Levine] Striking Dr. DIRE directed romantic warbling by McCain, which is under a solid-standing sweetest-beat stunt from the combo and chantin' chorus. Deck, distributed by Atlantic Records, could get around.

(B) "WHAT TO DO" (2:15) [Thelma-La-Pine BMI— Schofield] Light blues attributes.

LOR CRANE (Randart 1452)
(B+) "REY E L EPATRA" (2:20) [Hilfart & Terri BMI—Steven, Haggan] Strong-sounding teen market hit in which Crane pro reading (sometimes multi-track) is backed by a muted sound, assisted by effective chain-gang-like chants from a male choir. Deck could.

(B) "WHEN I lay ME DOWN TO SLEEP" (1:56) [Hilfart Terri BMI—Haggan] Interesting touches in this inviting affections. Besides being over-dubbed, Crane is heard with a deep echo effect.

PAUL EVANS (Kapp 473)
(B+) "A PICTURE OF YOU" (2:05) [Bob Brill BMI—Oakman, Beveridge] Exciting teen performance of an afforestation by the vocalist and the big ork-chorus as accompaniment. It could mean a re- lease of the charts for the experienced hitmaker.

(B+) "FEELIN' NO PAIN" (2:45) [Bob Brill BMI—Bacharach, Hilliard] Disarmingly good-natured, pseudo-counrtit ditty about a fella head-over-heels in love. Femurse chorus is an engaging setting for this one.

GARLAND OWENS (LeMonde 1509)
(B+) "DANCING WITH TEARS IN MY EYES" (2:34) [Witmark ASCAP—Dubin, Burke] The ancient wailing blues is re-worked with original rock ideas by the songster and his combo-chorus, which includes an effective thump sound throughout and a deep-voiced, link Spots-like narrative section. Atlantic distributes this possible click.

(B) "I WANT TO KNOW IF YOU LOVE ME" (2:08) [Rock Masters BMI—Owens, Royster] Great twangin' things with a strong per- spective.

ARCHIE SEMPLE (Kapp 475)
(B+) "IT'S SO EASY TO SU- RENDERC" (2:30) [Gleam ASCAP—Alpert, Silver] A very attractive instrumental much on the lines of Mr. Acker Bilk's (Atoe) smash, "Stranger On The Shore." Aiding in the appeal of the deck—bedded by a sax—is a lush string-mandolin, chantin' chorus. Could happen.

(B) "YOU'RE FREE" (2:31) [Ludlow BMI—Wilders, Landman] A slow cha-cha beats back the group's buff. A choice recording.

LOU RAWLS & LES MCCANN (Capitol 4860)
(B+) "SWEETER LOVER" (1:55) [Tunel BMI—Alpert, Silver] Pianist McCann, loaned from the World Pacific label, are a strong, driv- ing blues-oriented team on this catchy Herman's production. A showing that can win over many folks.

(B) "STORMY MONDAY" (2:33) [Gregmark] Basic blues gets a swingin' blues performance.

JOHNNY MEYERS (Instant 3289)
(B) "I CAME TO BE WITH YOU" (Tunel BMI—Newville) A folio tells of his romantic plights to a waiter (not the usual bur-tender) in this spiffy blues-styled affair. Songster could have an active issue.

(B) "I'M A KILLER" (1:56) [Tunel-BMI—Newville] Novelty about a guy who loves his strange world of women. Here is the chick who not here too—much.

THE FOUR BUDDIES (Coral 62325)
(B+) "CIN CIN (Che Bel)" (2:09) [Hill, Larici, Rastelli, Whitcup] An Italian-ditty loaded with good cheer is done in a way that could proceed as an instrumental backin'. Good idea for surfban.

(B) "THE LIGHT" (2:40) [Cham- pion BMI—Rizallo, Melillo] Tender teen salute to the loved one from the boys.

LEE RANDY (Square 304)
(B+) "WORLD OF DREAMS" (3:00) [Mansion ASCAP—Edwards, Davis] Thrush pleasingly goes for a lush-choir, twangy beat-root rock manner from the combo backing. Label is a New York-based firm.

(B) "OH WHAT A NIGHT WITH YOU" (2:35) [Lamama BMI— Parker, Russell] R&B-styled song crew does well with a eddy ditty. Team is supported by an interesting, triple-deck combo. Teenagers will like the catchy proceeds.

DUTONES (Columbia 42487)
(B) "OH WHAT A NIGHT WITH YOU" (2:35) [Lamama BMI—Parker, Russell] Boys have a somewhat milder blend here. Stunties again. Come-up with a good-sounding setting.

THE CROWNS (Chordette 1001)
(B+) "AMAZON BASIN POP" (2:00) [Tone Forest BMI] A guitar-led combo outing with a medi- um beat coverup feel. Discery is kind.

(B) "PARTY TIME" (1:55) [Schiff] Another rock sound that makes for good teen-market lis- tening.

ALFREDO SADID (Seeco 6080)
(B+) "AH! CAMINADA" (2:34) [E. H. Morris ASCAP—Gra- ham, Schauer] Fine legit sounder, a Latin Rock star, offers a handsome account of the top ballad from the new album, "Bravo Ginny." Nic- kish cha-cha sound from the Joe Cairo ork.

(B) "GIANNINA MIA" (2:27) [Schiferma ASCAP—Harbach Primi] Sadel is also a strong vehicle for the lead and operaetta number from "Firefly."

JOAN AUBURN/JOSEPH L. PINK- STON (Roxie 325)
(B+) "CHECK UP" (2:41) [Mc- Gintry] Lark Joan Auburn sings a waltlin' against a bluesy com- bo backdor.

(B) "TELL THAT YOU LOVE ME" (2:00) [McGinty ASCAP Pinkston—Avery, L溥] L溥 as the warbler in this old-fashioned upbeat stinl.

JOY PAIGE (Moniter 1408)
(B) "I WALK THE LINE" (2:02) [Knob BMI—Cash] Speedy rock survey of the old Johnny Cash hit by the lark. Musicians and gas stations provide a bright backin'.

(B+) "BOLL WEEVLII TWIST" (2:38) [Jalo BMI—Galin, Gordon, Honkey] Relaxed twist nov- elty. Label does business out of Baltimore.

LYN FITZGERALD (Dot 16577)
(B) "IN THE MIDDLE OF A LOVE" (2:22) [Champion BMI—Alden, Melillo, Thrush] Blues thrush convincingly relate the wistful item. She's backed by a strik- ing teen group and a wistful ork-chorus stand. Effective slow-beat session.

(B) "LITTLE DID I KNOW" (Schopman BMI—Crutchfield) Another unhurried ro- mantic blueser.
“BREAKING UP” IS ZOOMING UP!

ANOTHER GOOD REASON FOR JOINING THE “SUMMER FESTIVAL OF HIT SINGLES FROM RCA VICTOR!” ASK YOUR DISTRIBUTOR FOR FULL DETAILS

RCA VICTOR

THE MOST TRUSTED NAME IN SOUND

A NEVINS-KIRSHNER PRODUCTION
Really Stepping Out!!

TOTO A-101

The Smash Hit By

FREDDIE HOUSTON

Tie-In Promotion With Thom McAn Shoes

TOTO RECORDS 1650 Broadway New York, N.Y.

Cash Box—July 14, 1962

Looking Ahead

A compilation, in order of strength, of up and coming records showing signs of breaking into The Cash Box Top 100 List is compiled from retail outlets.

1 A TASTE OF HONEY
2 BABY ELEPHANT WALK
3 DOWN AT THE BEACH/ MARY JANE
4 SHOUT AND SHIMMY
5 THE BIRDMAN
6 YOU SHOULD’A TREATED ME RIGHT
7 COME ON LITTLE ANGEL
8 DANCE WITH MR. DOMINO/ NOTHING NEW
9 YOU BELONG TO ME
10 POOR LITTLE PUPPET
11 THERE IS NO GREATER LOVE
12 TROUBLE’S RACK IN TOWN
13 ROMPIN’ AND STOMPIN’/ ALL NIGHT LONG
14 THE MASQUERADE IS OVER
15 MAMA, HERE COMES THE BRIDE
16 SHAME ON ME
17 YOUR HEART BELONGS TO ME
18 CUORE
19 SHIELA
20 CONEY ISLAND BABY
21 ALLEY CAT
22 SOMETIMES I WONDER
23 YOU’RE STRONGER THAN ME
24 JIVIN’ AROUND
25 I’M TOSSELL’N AND TURNIN’ AGAIN
26 TEAR AFTER TEAR
27 OUR FAVORITE MELODIES
28 A MIRACLE/DON’T LET ME STAND IN YOUR WAY
29 BEACH PARTY
30 COME ON BABY
31 REAP WHAT YOU SOW
32 I LEFT MY HEART IN SAN FRANCISCO
33 THIS IS IT
34 THEME FROM A SUMMER PLACE
35 TO LOVE AND BE LOVED
36 LITTLE YOUNG LOVER
37 HOUSE WITHOUT WINDOWS
38 BE KIND
39 DON’T CRY BABY
40 I’LL COME RUNNING BACK TO YOU
41 YOUNG AT HEART
42 GOODY GOODY
43 CHARLIE’S SHOES
44 THE BOYS KEEP HANGIN’ AROUND
45 SOFT WALKIN’
46 ALICE
47 A LOSING BATTLE
48 SILVER THREADS AND GOLDEN FEET
49 TOO LATE TO WORRY
50 GOODNIGHT IRENE
ATTENTION ONE STOPS!

JUBILEE’S SURE SHOT JUKE BOX DIME GRABBERS

5 GREAT RECORDS 10 GREAT STANDARDS 5 PACK

SPECIAL OFFER

2 50

ORDER FROM YOUR DISTRIBUTOR

THE MULCAYS
45-5426
CANADIAN SUNSET
b/w
LOVE ME FOREVER
THE MULCAYS
45-5431
VOLARE
b/w
FASCINATION

DICK RUEDEBUSCH
45-5425
MY FUNNY VALENTINE
b/w
AUTUMN LEAVES
DICK RUEDEBUSCH
45-5432
SUGAR BLUES
b/w
I CAN’T GET STARTED

PEPPY FIELDS
45-5006
BILL BAILEY
b/w
SOMEBODY STOLE MY GAL

EXCERPTS FROM THESE GREAT BEST SELLING JUBILEE ALBUMS:

MULCAY’S MAGIC MILLIONS (JG 5017) CANADIAN SUNSET • CRUISE DOWN THE RIVER • ON BLUE-BERRY HILL • TO EACH HIS OWN • VOLARE • MY HAPPINESS • LOVE ME FOREVER • BLUE MOON • MEET ME TONIGHT IN DREAMLAND • BLUE TANGO • ALLEGHENY MOON • FASCINATION

MR. TRUMPET!!! DICK RUEDEBUSCH REMEMBERS THE GREATS (JG 5015) WILD MAN BLUES • AND THE ANGELS SING • MY FUNNY VALENTINE • PEG O’ MY HEART • WHAT’S NEW • I’LL BE YOUR FRIEND • THIS IS ME • SUGAR BLUES • AUTUMN LEAVES • SINGING THE BLUES • I CAN’T GET STARTED • UNDECIDED

RED HOT & PEPPY FIELDS (JG 5006) I AIN’T GOT NOBODY • ALEXANDER’S RAGTIME BAND • SOMEBODY STOLE MY GAL • A GOOD MAN IS HARD TO FIND • HOW COME YOU DO ME LIKE YOU DO • YOU’VE GOT TO SEE MAMA EVERY NIGHT • WHAT CAN I SAY AFTER I SAY I’M SORRY • BYE BYE BLACK BIRD • BABY WON’T YOU PLEASE COME HOME • SOME OF THESE DAYS • BILL BAILEY WON’T YOU PLEASE COME HOME • AFTER YOU’VE GONE

INQUIRE ABOUT RUSTY WARREN’S E.P. 45-2039
(it’s money in the box)

JAY-GEE RECORD COMPANY, INC.
A Division of The Cosmat Corporation
318 West 48th Street, New York 36, N.Y. PL 7-8570

Cash Box—July 14, 1962
## RADIO ACTIVE CHART

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

(SURVEY COMPLETED TO JULY 3RD)

<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>Above The Stars—Acker Bilk—Atco</td>
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<td>Swingin’ Safari—Billy Vaughn—Dot</td>
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<td>To Love And Be Loved—Vic Dana—Dolton</td>
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<td>Locomotion—Little Eva—Dimension</td>
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<td>The Boys Keep Hangin’ Around—Dorsey Burnette—Reprise</td>
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<td>Too Late To Worry—Glenn Campbell—Capitol</td>
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<td>Heart In Hand—Brenda Lee—Decca</td>
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<td>Party Lights—Claudine Clark—Chancellor</td>
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<td>Goodbye Dad—Castle Sisters—Terrace</td>
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<td>Theme From A Summer Place—Dick Roman—Harmon</td>
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<td>A Wonderful Dream—Majors—Imperial</td>
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<td>Ahab The Arab—Ray Stevens—Mercury</td>
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<td>Come On Baby—Bruce Channel—Smash</td>
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<td>Goodnight Irene—Jerry Reed—Columbia</td>
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<td>Rinky Dink—Dave “Baby” Cortez—Julia</td>
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<td>Ballad Of Paladin—Duane Eddy—RCA Victor</td>
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<td>This Is It—Jay &amp; The Americans—United Artists</td>
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<td>(Call Me) Mr. In-Between—Burl Ives—Decca</td>
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<td>Sheila—Tommy Roe—ABC Par.</td>
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<td>Climb Every Mountain—Norman Charles—VeeJay</td>
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<td>What’s A Matter Baby—Timi Yuro—Liberty</td>
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<td>Sometimes I Wonder—Drifters—Atlantic</td>
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<td>Don’t Cry Baby—Aretha Franklin—Columbia</td>
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<td>Where Does The Clown Go—Wayne Rooks—Capitol</td>
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<td>Silver Threads &amp; Golden Needles—Springfields—Philips</td>
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### LESS THAN 10% BUT MORE THAN 5%

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<tr>
<th>TOTAL % TO DATE</th>
<th>LIFE’S JUST A PLAY Dick &amp; Dee Dee (Liberty)</th>
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<th>TOTAL % TO DATE</th>
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<td>Latte Ya Ya Ventures (Dolton)</td>
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<td>All I Want Dick &amp; Dee Dee (Liberty)</td>
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<td>(Girls, Girls, Girls) Were Made For Love Eddie Hodges (Casden)</td>
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<td>18%</td>
<td>Mister Bongos Preston Epps (Orig. Sound)</td>
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<td>Sally Was A Good Old Girl Hank Cochran (Liberty)</td>
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<tr>
<td>53%</td>
<td>Beach Party Dave Yank (P. K. M.)</td>
<td>6%</td>
<td>Down On The Beach Ernie Maresca (Seville)</td>
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</tbody>
</table>

Cash Box—July 14, 1962
NEW YORK:

Diamond top Joe Kolsky predicting that the label will have two Top 10 hits coming in the weeks—according to the soaring sales figures on Dickie Goodman's "Beyond Crazy" and Jerry Lee's "We're Back!" at Liberty, gay, by the way, flew in 7/14 from his headlining stint at the Con ODs in San Francisco to do the Dick Clark show.

Liberty's Rick Pepe up to tell us that Yvon, whose current chart-contender is "Love To Be Loved," is due in for his 1st week at Atlantic. Surely, Yvon's third residential doesn't bode well for the open-newies with the label including the recently released by Dickie Gluck of the West Coast country-pop artist Hank Cochran's "Sally Was A Good Old Girl!" from Dot ODs. Yes, indeed.

Connie Francis waxed her annual Christmas LP-in-print performing for the French Riviera to begin filming "Follow The Boys."... Here's hoping she may be a speedy recovers after a师资 crash, who's bedded down with a respite from Long Island's North Shore Hospital.

Chicago:

"... been much celebratein' at Dickie's local camp over the label's current crop of national hits which includes, among others, Brenda Lee's two-sider "It Started All Over Again" and United Record Dist., the big sides are "Till Death Do Us Part," with potential biggies "So Wrong," "Don't Worry 'bout Me," "Don't Take Care Of" and "Heavin' Up..."

"...a prisoner in 'Summer School'-help me get out," signed Bobby Wilde. "Sometimes I Wonder" and the "Palkone's" "Lah Tlee Lah Tab" (Bob Atlantic) are among the newies, and this latest for Seeco is "Ah! Youth." Bob Kornheiser notes that the winners of the deejay contest to determine the "Miss America Of The Alley Cats" will receive one yard of "Sunblock 160." Contest, of course, is in front of Bertie Franklin's "Alley Cat" on Arco.

Swan's Freddy Cannon and cleftier Chuck Berries were set to celebrate July 4th at Palisades Park with a presentation of a gold disk for Freddy's smashover (which Chuck voted tagged after the Park.)... "The Great God" of teen idols would be back on Chief with "Ruby Do Ruby". "Jailhouse Rock" on the tune, tagged "Susan," belong to January Bill and cleftier John Frenchie Glass of Dot ODs. Records has inked 19-year-old Russ Davis of New York, who's who's who's who's who's who's who's been managed by indie producers Pete Serra and Steve Lewis, was discovered when performing a side effect spot... Indie producer (and mgm.) Bob Rowland of the record company is no calf; who can appreciate hearing from his friends in the biz—while recapping at the Long Island Country Club, Nikon, L. N. Y. according to Alfredo Sadel, Latin movie music producer, is on the sparkling side of Camerina Cheese, set to open at the Galaxy Club here... Songstress Anne Murray of "Ski"/"I Ought To Be With Him" fame has signed a recording pact with B/w/"Hearts In Hand," Jackie Wilson's "I'll Be A Fool For The Love Of You" b/w/"Don't Worry 'bout Me," Bobby Graham's "Till Death Do Us Part," with potential biggies "So Wrong," "Don't Take Care Of" and "Heavin' Up..."

"...a prisoner in 'Summer School'-help me get out," signed Bobby Wilde. "Sometimes I Wonder" and the "Palkone's" "Lah Tlee Lah Tab" (Bob Atlantic) are among the newies, and this latest for Seeco is "Ah! Youth." Bob Kornheiser notes that the winners of the deejay contest to determine the "Miss America Of The Alley Cats" will receive one yard of "Sunblock 160." Contest, of course, is in front of Bertie Franklin's "Alley Cat" on Arco.

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Clyde McPhatter has really gone places since his release from the Armed Forces on April 19, 1962. His decision to go out into the music world as a single has proved the popular Mercury recording artist chose a step in the right direction. Currently, he is pulling coin with "Little Bitty Pretty One."

Clyde started his musical career before he was old enough to read. He was only five when he was the lead tenor in his father's church choir in Camden. At the age of twelve, Clyde reached thirteen, he had already organized his own gospel church group in New York, where his family lived. A few years later, he left the group and became a Dominoes and then organized another group, "The Drifters." Two months later, the group hit with "Money Honey" and "What You Wanna Do." "The Drifters" had begun to play in more and more clubs appearing with a much larger group—the U.S. Army. The day after his release from the Army his "Treasure Of Love" was released on his aborted record label and established Clyde as a solo performer. A long string of hits followed.

WXYY-Detroit listeners last week had the opportunity to reminisce over some of their favorite tunes when they featured the top record hits of 1959 through 1961 in a Saturday night annual "spectacular." The tunes featured all of the station's music personalities beginning with Fred Wolfe (6-10 AM), Paul Winter (11-3:00 PM), L.A. Sebastian (3-6:00 PM), and Alan (7:15-midnight), Don Zee (12 midnight-6 AM) and Fred Weiss during the week. The addition to hosting their favorite recording artists and tunes from the 1959-1961 era, Wolfe had the opportunity to win valuable prizes in a special memory test. Many of the nostalgic tunes were correctly identified with the wrong artist and the station played them on the top tune list. Listeners whose musical IQ's were sharp enough to spot these errors were awarded prizes.

Congrats to Clark Race. The KDKA-Pittsburgh spinner was married recently to Nancy Jean Barzeli in steel town. . . . Newsman Mike Levine of KDRA has received the self to be a sound citizen in the area Pittsburgh City Fire Fighters local 1. Levine has organized and provided several fire prevention shows, his organizational efforts were recognized by the District's major blazes since becoming mobile unit newsman for the station.

WWDC-Washington is now giving thousands of taxi drivers in and around the nation's capital, an opportunity to win money and prizes in the nation's number one radio game, known as the "taxi booster jackpot." WWDC mystery riders can make the loose all over the city and in addition to the regular fare and the usual charge for each trip driven, whose radio is tuned to WWDC, a silver dollar. Each driver's name and address is then entered in a contest. WWDC names drawn later, at random and announced over the air. If a cab driver telephones within the specified time, he receives a cash jackpot while increasing steadily until there is a winner.

Reggie "Dr. Jive" Lavon, WWRJ-New York's popular personality, has announced that he plans to move to California. Started as a radio pan, the gimmick has caught on and requests have been pouring into the station for membership in the "go-fy," of which Reggie is pretty. Membership cards are being sent to all listeners requesting admittance into this unique organization, such requests coming in from all corners of the country. When "go-fy" names are filled, they will be passed to two or any radio theater, a night at the Copa and a few of their favorite artists. The huge go-fy of the month will receive a transistor radio. The deejay is heard daily on WWRJ on the 5 to 7:00 P.M. station.

KALL-Salt Lake City is proving itself to be a sound citizen in the area by launching another top-downer community project which targets project Pride. The great Salt Lake council of Boy Scouts of America is in the throes of growing pains and need $450,000 to build new camping and administrative facilities in the mountain area. KALL is doing its part as a sound citizen by offering a drawing throughout the fall. The listeners win money and an equal amount of money goes to the Boy Scout project—so the more KALL's listeners win, the more money goes to the Boy Scouts. It's the station's way of returning the good turn.

Leading theatre and show-biz personalities have added their support to the efforts of WIBG-Philadelphia and WBIZ-Lit to raise $25,000 for the development of an area radio station. Occupational Therapy and Educational Department in the children's ward of the hospital on a campaign which kicks off July 9th, and runs through August 9th, will rally the aid of local youngsters. Funds will be raised through memberships and a weekly drawing, by Lit Delaware Valley Teenagers Merry Charter, and the Children's Council, through other station activities currently being developed. To date, ten ($25) prizes, provided by Eddie Fisher, Peggy Lee, Pat Boone, Sammy Davis, Jr., Debbie Reynolds, Tab Hunter, and almost a score of other leading show people have recorded messages especially for use on WIBG, urging support for the station's efforts. The campaign will be aired through the month-long campaign.

WAPT-Jacksonville recently presented their third annual Abe Club convention at the Coliseum and drew the largest crowd ever to attend any previous performance. The show program, which featured two performances to turn-away crowds and was headlined by Connie Francis, Bobby Vinton, Ernie and Petie, Boy Orbison, Leroy VanDyke, and Bobby Vinton.

VITAL STATISTICS:

Jerry Spinn exits his program director duties on KLVN-KLSD, and assume the operations director chair on KQV-Pittsburgh. . . . Ernie Favaro, prominent disc jockey, has left New York's newly-appointed music director, Don W. Owens . . . Steve Stone, formerly morning man on WKRS-Waukegan, now doing the same on WKST-Pittsburgh. . . . Perry Murphy exits his deejay duties on KLVN-KLSD and take over the 5-AM slot on KUDI-Kansas City. . . . Howie Leonard exits the WHEB-Portsmouth manager position. . . .
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WORLD-WIDE
RECORD-MUSIC
ENCYCLOPEDIA DIRECTORY

20th ANNIVERSARY EDITION

ALL

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

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Cash Box—July 14, 1962
NARM OffersCongrats
To New ARMDA

LOS ANGELES—NARM, the rack-jobsers association, has extended its wishes for every success to the newly-formed ARMDA distributors association.

A telegram was sent to Arlos Helli cher, newly-elected ARMDA presi dent, from a NARM board of direc tors meeting at the Beverly-Hilton Hotel in Los Angeles at the time of the first organizational meetings of the new ARMDA.

The following telegram was sent to Helli cher:

“The National Association of Rec ord Merchandisers extends its wishes for every success to the distributors’ newly-formed trade association and congratulates you upon your election as President. It is sincerely hoped that your new organization and NARM may in the future harmoni ously work together in the best in terests of the entire phonograph rec ord industry.”

Telegram was signed by Glenn C. Becker, president; Jules Malamud, exec utive vice president, and the board of direc tors of NARM.

Others attending the meet were Al vin M. Driscoll, veep; Kenneth Sachs, secretary; treasurer; George Berry, past president and director Edward M. Snider, director Larry M. Ros marin, Cecil Steen, and Carl M. Fore man, legal counsel.

Transglobal Expands

NEW YORK—Joseph E. Zenga, head of Transglobal Music Inc., new interna tional disk-publisher firm, has re ported that the operation is now “in high gear.” Rights have been obtained for several current hit singles, in cluding “Worl d,” “I Sold My Heart To The Junkman,” “I Love You,” and “Air Travel.” The company has also gotten some important musical copy rights for overseas subpub lication.

Transglobal now has 35 foreign re cord companies and 16 music publish ing firms as clients. Zenga also an nounced that more than one 100 sin gles and 20 LP’s have been imported for distribution to various labels in the States.

Choral Jazz LP From Impulse!

NEW YORK—Impulse! Records has just released an unusual choral jazz album by Max Roach, his Chorus and Orchestra, called “It’s Time.”

The unique LP was conceived, com posed and orchestrated by Roach and was recorded with drums, trombone, bass, trumpet, sax and piano, supplement ed by 16 voices. Although there are five s elections in the LP, and all include choral work, only one—“Lonely Lover”—makes actual use of lyrics, written and performed in the album by guest soloist, Abbey Lincoln. The Max Roach Quartet is sched uled to appear at the Newport Jazz Festival this week (7).

DeLuxe Packaging For
Top Wonderland LP

NEW YORK—Wonderland Records, Riverside’s kidde line, will release one of its best selling albums in deluxe packages this month.

The new sets will feature 8 pages of full color, illustrated text bound in the jackets and will retail at $2.50.

Albums slated for the deluxe treatment include Allee Templeton’s “Mother’s Day in May,” Paul Bunyan And Other Tall Tales, by Will Rogers, Jr.; “A Child’s Introduction To Jazz;” “A Child’s Introduction To Multiplication” and “A Child’s Introduction To Square Dancing.”

During July, the label will also un vel a “Young People’s Introduction To Famous Composers” series. Four individual albums will be released intro ducing young people to the works and history of Beethoven, Mozart, Tchaikovsky and Liszt.

Also slated and retailing at the regular $1.98 are: Tom Glaser’s “Sec ond Concert For and With Children,” “Want To Tell A Joke,” by TV star Sandy Becker; “Carnival Of Ani mals,” “Little Red Riding Hood,” “Tiggy Wiggle” and “Songs Children Sing In Israel” by Tom Glaser.

A second set in the Wonderland of Science series, “A Child’s Introduction To Atomic Energy and Outer Space.”

The latter also features full color illustrations and text and sells for $0.98.

Maxin In Europe

NEW YORK—Arnold Maxin, presi dent of MGM Records, is now over seas visiting distributors in London, Hamburg and Greece. While in Lon don, he will cut Connie Francis sing ing selections from her new MGM film, “Follow the Boys,” now shooting on location in Nice.

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Getting Into The Act

HOUSTON—Columbia Records re cently held a deejay-press dinner at the Continental Ballroom, with Tommy Dean, who is currently riding the Top 100 with his new wax of “Steel Men.” During the festivities laugh ingly host, Bill Bumby, anything ap pearing in town, dropped by to meet the chanter. The above photo shows (left to right) Dean, Paul Berlin, who spins 'em on KNUZ, and Ber man.

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<td>MODERN SOUNDS IN COUNTRY &amp; WESTERN MUSIC</td>
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<td>BREAKFAST AT TIFFANY'S</td>
<td>Harry Mancini (RCA Victor LSP 2563)</td>
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<td>Dave Brubeck Quartet (Columbia CL 7575; CS 8757)</td>
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**Also available in Stereo**

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Cash Box Best Selling Albums

COMPILATED BY CASH BOX FROM LEADING RETAIL OUTLETS—JULY 14, 1962

MONAURAL

STEREO
**POPULAR PICKS OF THE WEEK**

"THE RAY CHARLES STORY"—Atlantic 2900
Here's a power-packed two-disc featuring Ray Charles rendering two items cut during his days with Atlantic. The chaster is currently one of the hottest rates in the business and the impressive offering should zoom up the charts in no time flat. The development of the chaster's gospel-soul-junct style is interestingly traced by the selections. Some first-rate bands here include "What's I Say," "Me and the Big Fella," and "Hallelujah, I Love Her So." The set seems destined to score heavily in the coin department.

"ROSES ARE RED"—Bobby Vinton—Epic LP 21029
Bobby Vinton tags his premiere album on Epic after his smash single which is currently riding high on the charts. The young chaster has a smooth and pleasing delivery and handles a ballad with ease and assurance. For his first LP outing, Vinton reads the title tune, "Have I Told You Lately That I Love You," "I Can't Stop Loving You," and "True Love." Timely material coupled with the songster's popularity should make the disk a strong contender for the charts.

"LINDA SCOTT"—Congress LP 3901
Linda Scott, who is currently riding the charts with "Never In A Million Years," should pull plenty of coin with this album for Congress. The lady's bell-like voice and distinctive style carries her in good stead on an interesting group of studies and newies. In addition to her chart-rider, the thrust offers first-rate renditions of "Vesiree," "Goody Goody," and "To Each His Own." Kudos to Hutch Davie's ork and chorus. Sure-fire chart item.

"JOHNNY GET ANGRY"—Joanie Sommers—Warner Brothers 1170
Joanie Sommers cashes in on the success of her current chart-rider, "Johnny Get Angry," to tag this attractive bag of popular tunes from Warner Brothers. The lady does not carbon-copy other artists but brings her distinctive appealing style to each number on the set. In addition to her bing, the thrust turns in top-drawer versions of "The Piano Boy," "Mean To Me," and a delightful newie tagged "I Need Your Love." The album should step out in the sales department.

"COUNTRY SOUL"—King Curtis—Capitol ST 1756
For his premiere album session for Capitol, King Curtis adapts his hard-driving blue style to a flock of country hits and the effect is entirely pleasing. While playing a mean tenor sax, the artist goes directly to the musical heart of each item that he renders here. Curtis' distinctive "soul" sound is firmly evidenced on "Any Time," "Tumbling Tumbleweeds," and "Tennessee Waltz." The album has enough built-in success ingredients to quickly reach the charts.

"THE PLATTERS ENCORE OF BROADWAY GOLDEN HITS"—Mercury SR 60613
The best-selling pop group in the world is shown with ado in this album of Broadway show tunes which have been hitsville. The group is in fine form as they lend their distinctive vocal stylings to such goodies as "People Will Say We're In Love," "More Than You Know," "That Old Black Magic," "Poor Butterfly," and "My Heart Belongs To Daddy." The Platters' top-notch arrangements of these tunes make this a choice item for their many fans.

"BODY AND SOUL"—Buddy Greco—Epic LP 21010
Buddy Greco starts this Epic session off with a dynamic power-packed rendition of "Come Rain Or Come Shine" and immediately sets the pace for the other eleven tracks on the disk. On the first side the songster renders half a dozen up-tempo swingin' items with his exhilarating vocal style. The other side boasts Greco coming up with some straight-forward, feeling ballad entries. Some outstanding bands here are "Let Me Love You" and "Just Walk Away." The album should bring out all of the artist's many fans in droves.

"RONNIE ALDRICH AND HIS TWO PIANOS"—London LP 44918
Ronnie Aldrich, whose first London phase 4 outing, "Melody And Percussion For Two Pianos," scored heavily in the A&amp;M department, seems to have a repeat performance with this excellent LP. The 80 or so plays a set of overtones in his distinctive light-touch manner. Beginning with Liszt's "Liebestraum," he includes "Story Of Three Lovers," "Up And Away," "I'll Never Meet Again," and "Leave That Face." The teen crowd should go for this one in a big way.

"THE TWISTIN' FOOLS"—Hank Ballard—King 781
Hank Ballard and the Midnighters lash out with a set of rock twisters with a hard rock beat geared for the rock'n'rollers. The singer and his vocal group do favor of some of their oldies, some recent hits, and a collection of new tunes which include "Miss Tweetie," "Up And Away," "We'll Never Meet Again," and "Leave That Face." The teen crowd should go for this one in a big way.

"COUNTRY MUSIC HALL OF FAME"—Jimmy Rogers—RCA Victor LPM 2533
Fans of the late Jimmy Rogers, who are legion, should come out in force for this destined-for-success package of some of the singer's biggest hits. The original Rodgers style of yodels, fancy guitar runs and enriching vocals is aptly showcased on "Sweet Mama Hurry Home Or I'll Go Down," "When The Cactus Is In Bloom," and "For The Sake Of Days Gone By." The disk should attract a wide variety of record buyers.

"HERE'S THE MAN ... BOBBY BLAND"—Duke DLPS 25
Bobby Bland lets loose with some hard-driving rock tunes, some R&B items appeared on the R&amp;'B charts during recent months. The chaster displays a solid, rhythmic blue delivery as he assays "Ain't That Loving You," "Jelly Jelly," "Turn On Your Love Light," "Who Will Be The Next Fool," and seven other rock tunes. Bland's followers should step up smartly for this one.

"LOLIITA AND OTHER FILM HITS"—Orchestra—Oscor SP 445
Flick themes have proven to be a prime source for album material in the past year. Cashing in on the popular Del Oro release of a dozen movie tunes with some sparkling, fresh danceable Don Costa arrangements. The disk kicks things off with a top-rung version of "Theme From Lolita" and dishes up equally superior treatments of "Moon River" and "Till This Man Dies" that only the casual fans of the record business could be heard.

"STAN WILSON GOES TO COLLEGE"—Fantasy 331
Stan Wilson has built a loyal group of fans through his successful appearances at such first-rate rooms as San Francisco's hungry i and Goldam's Blue Angel during the past several years. Now the talented folk artist showcases his fresh, distinctive vocal and instrumental talents on this Fantasy album session. Cut live at San Jose State College with Lorin Edson accompanying Wilson on guitar, the set boasts such diverse items as "Jane, Jane, Jane," "Ghost Riders In The Sky," and "Trouble In River City." Superior listening pleasure throughout.

"STRINGS STAGED FOR SOUND"—Norrie Paramor—Capitol ST 445
Capitol's newest entry in the field of dynamic sound recordings is the Norrie Paramor orchestra playing a host of standards with emphasis on strings. The orchestra's unusual arrangements are designed to create a stereophonic brilliance and are especially effective in such numbers as "Dancing Diamonds," "A Little White Gardenia," "Love For Sale," "The Hawaiian Wedding Song," and "Dancing On The Ceiling." Audiophiles will find this an exceptionally good disk.
HEAR NOW, for the first time on Epic Records, the exceptional voice of Adam Wade. His debut single is "I'M CLIMBIN' (THE WALL)" coupled with "They Didn't Believe Me." And just released, his debut album, LN 24019/EN 26019—Stereo.
"WE THANK THEE"—Jim Reeves—RCA Victor LSP 2552
Jim Reeves, who has been winning laurels for years for his distinctive and feelingly vocal style, unleashes his professional talents full-blast on this tender package of country gospel items. The charter's wide-range, rich, full-bodied voice is perfectly suited to the religious selections on the set. Highlights of the RCA Victor LP offering are "We Thank Thee," "I'll Fly Away" and "Take My Precious Lord.

"HEMINGWAY'S ADVENTURES OF A YOUNG MAN"—Original Soundtrack 1074
Victor presents the original soundtrack recording of "Hemingway's Adventures Of A Young Man," which was composed and conducted by Franz Waxman, who won an Academy Award for "Sunset Boulevard," has written an impressive score for the film which reflects intense instrumentation, variety of mood and tempo, and a minor emphasis on melody. First-rate bands are "Rosanna," "The Major's Rescue," and the title theme. An excellent work which merits attention.

"THEY ALL SWUNG THE BLUES"—Glen Gray and the Casa Loma Orchestra 1078
Glen Gray and the band swing out with their fifth volume of "Sounds Of The Great Bands," this time playing the blues numbers of the great bands of a few years ago. Gray uses the original arrangements of the bands represented and comes with some authentic sounds. Stepping out with Benny Goodman's "Bugle Call Rag," the band also raps Tommy Dorsey's "Well, Git It," Buddy Morrow's "Night Train," Glen Miller's "Farewell Blues," and Gray's own memorable "New Orleans Jive." Potent band wax that should pull coin.

"UNDER ITALIAN SKIES"—Wayne King—Decca DL 7423
The oyster turns his talents to a bevy of familiar Italian airs in this new offering from Decca. Rich melodies enhanced by sweet strings, mellow reeds, and vibrant orchestrations have long been King's mark of musicianship and make for easy listening in this LP which includes "Non Dimenticare," "Summertime in Venice," "Innamorata," "Arrivederci Roma," "Freni Sui Day," "The Day." The disc is a pleasant mood companion with wide appeal for King's fans.

"THE 3 GUITARS OF SABICAS"—Columbia EX 2567
This unusual offering from Columbia showcases the talents of the Spanish guitarists Sabicas, playing a collection of Spanish, South American, and Mexican folk songs. The artist's gypsy background is much in evidence as he plays melodies with authority and feeling. Some interesting bands are "Recuerdo A Almeria," "Malagueña Mexicana," "Las Mananitas," "Noches De Cadiz," and the popular "La Cumparsita." Sabicas is a skilful musician who should win friends with this LP.

"ITALIAN AMERICAN FAVORITES"—Enzo Lombo—Coral CRL 75796
Enzo Lombo, a young Italian with a lyrical tenor voice, sings a collection of Italian melodies with English lyrics. The charter has a warm, sincere delivery that he uses to good advantage in such numbers as "In Dreams," (adapted from Mussi- ter's "Wait's," "Traveling Down A Lonely Road," "Some Day You'll Want Me," and "Arrivederci Roma." The songster has a way with a ballad that could spark sales for the LP.

"RECUERDE PANAMA"—Lacho Azzacara—Art ALP 2006
The Latin rhythms of Panama are played on the organ by Lacho Azzacara supported by members of his family on percussion. The chart is effectively pounded out on a collection of drums, the bones, and hongos to form an authentic background for the keyboard artistry of the organist. Some interesting tracks are "Que Vive Panama," "Mirando Una Estrella," "Patito," "Maria Luisa," and "Cafe Duran.

"A MILANESE STORY"—Original Soundtrack—John Lewis—RCA Victor LPM 2433
This LP by RCA Victor has come up with a potent, dramatic score for Erriando Visconti's "A Milanese Story." The 35-year-old composer has perfectly captured the mood and feeling of this flick with this first-rate score. Lewis does not rely on gimmicks but takes a completely professional straight-forward approach in "In A Crowd," "Winter Tale" and "Daniel's A M." The LP makes one's acceptance when the film goes into general release in the States.

"THE JAZZ MESSENGERS"—Art Blakey—Savoy MG 12171
Art Blakey's wide following of jazz buffs should read this LP and as a drummer's ten-year-old group. The album is a salute to the top musicians who have come from the ranks of the group. With his exhortative distinctive back-beats and extended rolls Blakey and crew read some top-rung renditions of "Casino," "Potted" and "Mirage." Loads of sales potential here.

"EASTERN SOUNDS"—Yusef Lateef—Prestige Moodsville MVLP 22
The obvious ties between American and eastern improvisational music is firmly evidenced on this free-flowing set from Moodsville. Playing the tenor, Lateef leads a first-rate group of jazzmen including 86'er Barry Harris, Dorough's inventive piano, and trombonist Ted Shion. The group's spontaneous sound is aptly showcased in "Don't Blame Me," "Love Theme From Spartacus" and "Ching Ming." A memorable set.

"BIG BAND AT THE SAVOY BALLOOM"—Nat Pierce—RCA Victor LPM 2433
Gobran's Savoy Ballroom has served as a proving ground for some of the biggest names in jazz history. All the greats from Louis Armstrong to Teddy Wilson have played the ballroom. One of the last greats to perform at this jazz landmark before it was torn down three years ago was the Nat Pierce orch. With Pierce acting as 86'er and Buck Clayton starring as guest trumpeter, the banders has some top-drawer, nostalgic renditions of "Love Letters," "Pepper Green" and "After Glow."

"IN DUG"—Jimmy Drew—Decca DL 7423
This unusual jazz package from Decca features the true-threat talents of Jimmy Drew playing and singing his own compositions. The first side has Drew singing a group of country-flavored numbers with a good, solid blues delivery. On the flip side he shows his talent on the piano in a series of jazz interpretations which include "Born To Be Blue," written by Mel Torme. Some first-rate bands are "Confessin' The Blues," "Society Red," and Earl Bud Powell's "A Parisian Thoroughfare." Potent jazz wax.

CLASSICAL PICK OF THE WEEK

"The Russian composers' masterpiece, "Scheherazade" is given a subtle and sensitive interpretation by the celebrated Eugene Ormandy and the Philadelphia Orchestra. Much of the music is inherently schmaltzy, but the maestro's rhythmic, free-flowing orchestrations make it delightful to hear. Aram Khatchaturian's "Masquerade" as a conductor has grown considerably during the past decade, and his fine performances with the Suisse Romande Orchestra have won him many plaudits. This economical package from Richmond merits the attention of classical devotees.

Cash Box—July 14, 1962
MIAMI BEACH.—In the event you think some of the tales you may be hearing about the ARMADA Convention are fish stories, the one about nine men hauling in 21 Wahoos, Kings and Bonitas is true. The nine arm weary gents who turned the trick are (standing L to R.) Neil Galligan, Art Freeman, Maxie Silverman, Jack Hook and Butch Carlock. Seated are; Jerry Shifrin, Marty Ostrow, Juggy Gayles, Pete Garris and on right, Sandy, one of the ship’s captains.

The Big Hits Are On Today’s Hit Trademark

The Springfields
“Silver Threads and Golden Needles”
Phillips #40038

Central Songs, Inc.
1483 No. Vine St., Hollywood 28, Calif.
Phones: Hollywood 9-2239
Gamble That Paid Off

LAS VEGAS—Mrs. James Sullivan, a polio victim from Springfield, Ill., recently had a dreamed fulfilled when she won an all-expenses-paid week in Las Vegas after copping first prize in "The Greatest Gamble Of My Life Contest" held by Columbia Records for Frankie Laine’s latest album, "Deuces Wild." The charter is shown above signing several copies of the LP for Mrs. Sullivan at the poolside of the Dunes Hotel. Looking on (left to right) were Mr. Sullivan, Mrs. Sherry Spencer, Mr. Spencer of Columbia, Mrs. Ken Spengler and Mrs. Spengler, station manager of WCVS, the radio station which received the winning entry.

Epic Cuts "Anything Goes" NEW YORK—Epic Records has just cut the original-cast LP of the hit Off-Bway revival of Cole Porter’s 1930 musical, "Anything Goes." Featured performers are Eileen Rodgers, Hal Linden and Mickey Deans. LP will be released as soon as possible.

UA Promo Men Meet In Miami MIAMI BEACH—United Artists flew in 17 of its distributors’ promotion men for a series of panel meetings and discussion sessions to search for new and better ways of promoting United Artists product. Herb Linsky, director of promotion for UA, supervised the meetings.

Philips Names New Denver Distrub NEW YORK—Philips Records has named Pan American Records Supply Co. of Denver to represent the label in the Denver territory. The firm, headed by Joe & Lou Orman, replaces B. K. Sweeney Co., also based in Denver.

Brown The King NEW YORK—James Brown (center) was all smiles recently when Damita Jo crowned him king of the rhythm and blues and rock ‘n roll singers on behalf of the Top Playhouse club of Philadelphia on the stage of Harlem’s Apollo theatre. Buddy Nolan (right), topi er of the club presented Brown with a special plaque. Currently, the singer is riding the charts with “Night Train” on the King label.

Atlantic Handles New Stax Single NEW YORK—Atlantic Records has taken over the national distribution of another single on the Stax label, Booker T & The M.G.’s “Green Onions.” Disk, which Atlantic says is making noise in some southern markets plus Oakland, Calif., remains on Stax. Among other Stax product handled by Atlantic was the click date by The Mar-Reys, “Last Night.”

Ira Howards’ Have Second Son NEW YORK—The Ira Howards—he’s editor of Cash Box—have further cause to celebrate each July 4. Beverly Howard gave birth last Wed. to a boy, Kevin David, 6 lbs., 10 oz., at Interboro General Hospital. The couple also have another son, Jamie Michael, who was born over the Memorial Day weekend in 1961.

Promo Tour For Stevens & Tempo NEW YORK—April Stevens & Nino Tempo are on a two-week tour to add further Top 100 steam to their click disk duet on Atco, “Sweet & Lovely.” Fast-paced schedule calls for stops in New York, Philadelphia, Boston, Pittsburgh, Baltimore, Chicago, Detroit, Milwaukee and Toledo.

Yves Montand To Cut At Philips NEW YORK — Yves Montand, the popular French entertainer who has succeeded here in TV, concert and film, and also on disks, will shortly cut his first sides for Philips Records, it was announced last week. His disks have previously been released in the U.S. by Columbia and King. His latest U.S. flick effort is “The Getha.”

Mercury Adds To Promo Staff CHICAGO—Don Bowman has been added to the national promotional staff of Mercury Records and will work out of Hartford, Conn., according to Chic Silvers, label’s national promotional director. Bowman will base his operations at the Mercury distributor, Seaboard Distributors, Inc., East Hartford, Conn.

SORE SHOTS

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

"MR. IN-BETWEEN" BURL IVES Decca 31405

"ABOVE THE STARS" MR. ACKER BILK Atco 6230

2 New Bookshelf Speakers From Univ. WHITE PLAINS, N.Y.—University Loudspeakers, a division of Lincoln Teisco-Vought, Inc., has introduced two new bookshelf systems, the Senator II 12”-speaker system ($99.50) and Companion II 10”-speaker system ($79.50). Prices are $10 less for unfinished cabinets.

IN-BETWEEN” BURL IVES Decca 31405

"ABOVE THE STARS" MR. ACKER BILK Atco 6230

INDIANAPOLIS—Associated Distributing Inc., the new Warner Brothers distribution in Indiana and Kentucky recently had a special showing of the “Music Man.” The purpose of the screening was to acquaint the dealers that Associated distributes the Warner Bros. line and to increase enthusiasm for the sale of the soundtrack.

Dealers See “Music Man”
UA's P-J-K Album Plan Brings Initial Orders Of $1 Million

NEW YORK — United Artists Records, following the presentation of its P-J-K Plan in Miami Beach last week, has received that new line in the 31 albums included in the plan, covering works in albums in the United Artists Jazz Series, and 10 albums in the new Tale-Spinners For Children Set. Each piece was sold for $1,000 minimum, and a $2,000 to $12,000 total. Reception to the new line's first, first in E.A.'s history, was above all expectations. Art Talmadge, president, said, and presentimg is now being rushed to get the 10 albums out as quickly as possible.

Issues in the initial release include “Robin Hood,” “The 3 Musketeers,” “Snow White,” “Sleeping Beauty,” “Pinocchio,” “The Ugly Duckling,” “Cinderella,” and the story of Chopin. packaged as a deluxe item, the Tale-Spinner albums will retail at $40, and the special rack holding 100 albums has also been designed, Talmadge stated.

The jazz series features five albums in the initial release, including “Col. Chocolate’s Time” by John Coltrane, “Blind Mice” by Art Blakey and The Jazz Messengers; “Undercurrent” by Bill Evans and Jimmy Hall; “Woman, She Was Born For Sorrow” by Danny Small; and “Wonderland” by Charlie Mingus. The new line is produced by Alan Douglas, and is packaged with its own logo and identification.

The 16 pop albums are headed by Ferrante and Teicher, The Highwaymen, George Jones, Bing Crosby, the musical comedy performer who debuts on the label, Mary Johnson, Steve Lawrence, Rydie Gorno, Tito Rodriguez, Gus Vai, Klaus Oberman and Ralph Mannes.

“This is the strongest release in the history of United Artists Records,” Morris S. Price, national sales director, stated, “and the plan — P for Pop, J for Jazz, and K for Kiddie — will be extended through Aug., 31 in order to allow distributors the full advantages of the plan. In addition we know the over-all release will offer distributors and their dealers a solid sales tool for Fall, and a major plus, via the kiddie line, for the holiday selling period.”

Kapp Grossed $5 Million

NEW YORK — In a story in last week's issue on the progress of Kapp Records, over the past year, it was noted that 5 million dollars has been sold. Finally, the 5 million figure represents a dollar sales gross.

Talmadge's Farewell Speech (Continued from page 9)

“Talmadge's farewell speech" (Continued from page 9)

“I realize what may become of ARMA’s from a structural and organizational standpoint; perhaps it is good, perhaps it is desirable—time will tell. All I know that it will not be as one who will not abandon the principles of the organization nor will I turn from the industry. We will all be laborers hard and too long, and the people, Talmadge standing industry representative. No matter what may happen the goals must remain the same—that which is for the best of the industry is best for all of us. Let no old interest become rampant in the organization. Our problems are common and their solution must of necessity benefit all of us.”

The New ARMA (Continued from page 8)

1. Will help perpetuate this industry.
2. Work out realistic quantity allocations of merchandise from manufacturer to distributor to minimize the possibility of over supply and unrealistic sales practices at the manufacturing and distribution levels.
3. To do whatever is possible with the FTC to legalize fair practices, to the advantage of the distributor.
4. To appoint a committee composed of ARMA’s officers, directors, and members who will be available to come into an ARMA member territory to arbitrate their problems.
5. To establish a clearing house for general ideas with a bi-monthly bulletin to be sent to all members and keep them further their business.
6. A full time competent assistant to the executive vice president to be hired to handle the details and working problems of our organization.
7. A minimum budget for the coming year to be established and to institute the program.

Don’t Forget Ritchie ADAMS

A M A S H!

The Miracles

“I’LL TRY SOMETHING NEW"

Melody 54059

TAMLA RECORDS

2648 W. Grand Blvd.

Detroit, Mich.

“LOVER'S PRAYER”

Janet Calloway

Enjoy 1003

ENJOY RECORD CORP.

271 W. 125th St., N. Y. 27

MO 6-8430

A Great New Teenage Song by A Big New Star!

“LOVER’S PRAYER”

Janet Calloway

Enjoy 1003

ENJOY RECORD CORP.

271 W. 125th St., N. Y. 27

MO 6-8430

“CLIMB EVERY MOUNTAIN”

NORMAN CHARLES

VEE JAY #445

1449 S. MICHIGAN AVE.

CHICAGO 16, ILL.

Ritchie ADAMS

Bursts with Sales . . .

“BUBBLES BUBBLE”

and

“ROSES ARE RED”

by Ellis & Fella

ZENITH RECORD #62236

ZENITH RECORDS

335 LINCOLN RD., MIAMI BEACH, FLA.

(johns., Ja. 5-1356)

DON’T FORGET Ritchie ADAMS

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2648 W. Grand Blvd.

Detroit, Mich.

ENJOY RECORD CORP.

271 W. 125th St., N. Y. 27

MO 6-8430
Breaking Big!

"IT SEEMED LIKE HEAVEN TO ME"

Elmore Morris
Crackerjack 4006
Crackercake RECORDS
725 Riverside Dr., N. Y.

No Indi Ass'n Yet

(Continued from page 3)

such comments, that Ernest Myers, RIAA counsel, appeared at a hearing before the Register of Copyrights on September 24 to support the present compulsory licensing provision (Section 1(e)) from the Congress. The group went on strongly in favor of compulsory licensing being retained.

It was probably true that the advocates of repeal come forward and state some things, rather than have the record industry defend a practice that Congress in 1909 had clearly sanctioned. The proof of this is that when the Sherman Act was in full effect, and the Roosevelt Administration could have pursued anyone, there is just a little more to Section 1(e) than the attack on monopoly. And it is interesting that while the Roosevelt Administration was active, the record industry had a real problem, rather than a problem to be exploited.

This is a Congressional grant governed by the public interest, and the Congress has the right to say — and the Congress did say and set forth — that the public interest requires that all authors and composers be entitled to a right, and nothing in this piece of paper prevents the industry from granting the compulsory licensing on the public interest. I agree that the public interest is much broader than the rights of the companies involved in the record business — of course, it's broader than the rights of any company, I might say, as far as I can say about the impact on the public interest of the repeal of 1(e).

It is also quite evident after the Indi manufacturer meetings that all members of the RIAA would not agree on this, and if RIAA were not the answer to settle manufacturer problems, ASCAP, BMI, and so forth could come together and raise money without a public interest. We believe that good music would not be just a good idea, but there should be an urgent need for such teamwork.

We therefore recommended to ARMADA's Board that ARMADA also petition the FCC to request a Trade Conference. After a full day's discussion and consideration of the subject, they decided that we should petitionized us to proceed, realizing that any move to repeal 1(e) of the FTC would probably be forbidden if a conference is held.

We have been in consultation with representatives of the FTC for the past several months. We have also had representatives of the RCA and other manufacturers, the Washington-Baltimore area. Since ARMADA is composed of manufacturers and distributors, ARMADA's request was given special concern by the FTC Bureau of Trade Practices Conference and Industry Guides is in favor of proposed trade practice conference, which could help keep the FTC Bureau of Restrains of Trade (the bureau that promulgates the conference) more enthusiastic. In this case, however, the conference might be held.

The Bureau of Trade Practices was concerned that a record industry conference would be a continuation of the taking. On the other hand, the Bureau of Trade Practices was concerned that it was a function of the FTC that the record industry was not concerned with the record industry nationwide to prevent interference.

Although NARM and RIAA were invited to join in our request, they have preferred not to do so. Nevertheless, we have been the authority that both the Bureau of Trade Practices Conference and Industry Guides will have to justify it to the Commission. We believe the trade practices are rejudged salaries.

Even if the industry were not under current FTC investigation it would not benefit from a trade practice conference. Being under investigation vastly increases the need.
Note Initial Gains In Atlantic-Atco Deals

NEW YORK—The Atlantic and Atco LP plans, introduced to distributors in Miami June 28, is off to an impressive start, the label reported last week.

Initial orders booked by the two labels are already in excess of $750,000 according to Len Sachs, album sales and merchandising director. Atlantic and Atco had originally anticipated reaching the one million dollar mark during the course of the program which will run through August 31.

“In view of the size of the first orders and the terrific reaction of distributors to the programs and new product, we expect to do considerably better than our initial prediction,” Sachs said last week.

Neuhi Ertegun, vice president of Atlantic, commented that “We are very pleased with the enthusiasm shown by the distributors at the Miami meetings. Jim Schwartz of Schwartz Bros. in Washington said that The new Atlantic and Atco LP’s are a great group of releases coupled with one of the best programs we have ever had.” Johnny Kaplan of Jay Dist., Atlantic’s Detroit distributor said that because of general business conditions he was very hesitant about buying merchandise before the meeting; however, he became so enthusiastic over the new Atlantic product and program that his first order easily filled his quota.”

The Atlantic and Atco programs include a 15% discount on both new album releases as well as the LP catalog. A 30-50-90 days deferred billing will be extended to qualifying dealers.

All of the top names on the Atlantic and Atco labels are represented with new albums in the current releases. A 29-track, two-LP set, “The Ray Charles Story” (the cream of Ray Charles on Atlantic) is figuring impressively in these figures. The album is also available on single LP’s. Albums by the Modern Jazz Quartet, John Coltrane, Solomon Burke, Mel Torme, Chris Connor, Hank Crawford, John Lewis, Mose Allison and the Solid Gold Groups, (an Atlantic all star package) are all being ordered strongly. The Burke, Torme, and Allison LP’s are among their first albums on Atlantic.

To head up the Atco release by Mr. Acker Bilk’s “Above The Stars,” along with new LP’s by Ben E. King, Jorgen Ingmann, The Coasters, Doug Fowlkes, and an Atco all star package, “The Great Group Goodies,” and Richard Behrke’s “Like West Side Story” are getting a big sales play.

In-Store Promo

DETROIT—Capitol’s Stan Kenton supplements his current concert schedule with regular appearances at leading record stores throughout the country. The orkestra is shown above at a recent album autograph session at J. L. Hudson’s Eastland Shopping Center here. Shown (left to right) in the picture are Al Flemming, Hudson’s record buyer; Mary Fisher, buyer for Hudson’s Eastland, Kenton; John Lewis, manager of Hudson’s Eastland record department; and Tom Gelardi, promo man for Capitol Records Distributing Corp., Detroit.

Choir To Guest At Chi Fair

NEW YORK—The 90-voice Robbinsdale Civic Choir and the West Winds Quartet will make special appearances at the upcoming World’s Fair of Music & Sound in Chicago (Aug. 31—Sept. 9).

Choir & quartet, from the Minneapolis-Paul suburb, were organized in the fall of 1956 for the purpose of providing an outlet for the people of the surrounding area who like to sing, and are composed of amateur singers.

They have won three first place trophies and one second place trophy in the Minneapolis Aquastennial Choral Festival, and three National Championships in the Chicago Music Festival. In 1959, the Robbinsdale Civic Mens Chorus was organized from the bass and tenor sections of the Civic Choir.

The choir and quartet will make appearances Sat., Sept.1, and Sun., Sept. 2.

Mike Hoffman,
Cadet Dist., Dies

DETROIT—Mike Hoffman, in the sales department of Cadet Distributing of Detroit, died on Thurs., June 28. He was with Cadet for 15 years, His wife, Sarah, survives.

Cash Box—July 14, 1962

L.A. NARAS
To Elect Board

LOS ANGELES—Voting members of the Los Angeles chapter of NARAS, the music awards society, have been received their ballots to select 20 new members to the board of governors. The Los Angeles chapter has noted that a recent constitutional amendment provides for an increase in the number of board members because of expanding duties and demands in the organization.

Members this year will elect two governors instead of one from each membership classification for customary two year terms, to join incumbents who have one more year in office.

Deadline date for return of ballots is Wed., July 11. Candidates in each membership classification are as follows:


Eastland Corp.,...
NAMM Music Show Sets Exhibitors, Buyers Records

NEW YORK—The 1962 Music Industry Trade Show sponsored by the National Association of Music Merchants (NAMM), set new highs in exhibitors (324) and buyers (4,210) at its recent gathering in New York.

Sizing up the turnout at the 61st annual trade show, William R. Gard, executive secretary of the National Association of Music Merchants, the show’s sponsors, noted: “Optimism seemed to be the prevailing keynote at the show, both at the retailing and manufacturing levels. Exhibitors generally were happy with the big turnout of buyers from the very first day of the show.”

Attendance figures reached 11,515 for the five-day show at the Hotel New Yorker, N.Y., and New York Trade Show Building, which opened for the first time at an early hour on Sun. and closed at midday Thurs. This figure was a new record for a New York show, but below the all-time high of 11,878 at the Chicago show in 1961. Buyers totaled 4,219 at the 1962 show, which was higher than the 4,028 buyers at last year’s show in Chicago and the all-time high for the music trade show.

Previous high in exhibiting firms was the 1953, topped this year by exhibitors this year. Biggest increases from past shows were in band instruments with 13 exhibitors compared to 4 in 1961, accordions with 34 compared to the previous 9, and stringed instruments with 46 in contrast to 33 in 1961. Radio and phonographs exhibited increased to 44 from 32 in 1961, tape recorders and sound equipment increased from 47 to 57 from 47 and television up to 20 from 14 in 1961.

A record number of foreign firms were exhibitors at the show, ranging from more than a dozen Japanese electronics firms to several European piano manufacturers.

Ted E. Korten of Korten’s in Longview, Wash., was re-elected president. Other officers reelected were Eldred S. Bryan of Bryan Bros. Music Co., in Pitts, Ill., as vice-president, and R. Gregory Durham of Lyon & Healy in Chicago, as treasurer, in addition to assuming the post of secretary.

Columbia Plants Keep Full Summer Sked

Columbia Records’ four factories will maintain a full production schedule throughout the summer months. This will enable Columbia Record Production to provide continuous service for its manufacturers, record executives, according to Floyd Ginlert, national sales manager of Columbia Record Productions.

For almost 10 years the plants—at Pitman, N.J.; Bridgeport, Connecticut; Terre Haute, Indiana and Hollywood, California—have maintained open for business through July and August.

The practice is based on Columbia Records’ belief that interruptions of plant manufacturing would severely hamper the daily service requirements of the record industry.


The annual trade show has been scheduled for Chicago’s Palmer House in 1963, with work continuing and through Thurs., July 25.

### Faith To Bat on At Rome Clash Feasting Contest

HOLLYWOOD—Arranger-composer-conductor Percy Faith has accepted an invitation from the Camerata Sinfonica del Ritmo Sinfonico to appe-

### Leslie Names Crespo Manager Of N.Y. Branch

NEW YORK—Bernie Boosert of Leslie One Stop, this city, has announced the promotion of Herman Crespo as manager of the New York branch. Crespo has been with Leslie for eight years. He replaces Harold Horner, who has left the firm.

Gravy Time

CHESTER, PA.—Dee Sharp, who is presently riding high on the charts with “Gravy (For My Mashed Potatoes)” on Cameo, recently guested on 21, one of Oaky Miller’s dance hops on WEZ. The event was attended by more than 4,000 fans.
NEW ADDITIONS TO TOP 100

75—ABOVE THE STARS
Mr. Acey Bikl (Acet 6320)
64—BALLAD OF PALADIN
Denny Dwyer (RCA Victor 8047)
92—SURFIN' SAFARI
Beach Boys (Capitol 4777)
94—SO WRONG
Patty Chinn (Doce 31406)
95—RINKY DINK
Davo "Rinky" Cartel (Julia 1829)
96—A SWINGIN' SAFARI
Bobby Vee (Vee 10347)
97—WHAT'S THE MATTER BABY
Tino Pumps (Liberty 55469)
99—WHY DID YOU LEAVE
Vincent Edward (Ross-Fi 7901)
100—BEN CRAZY
Dickie Goodman (Diamond 119)
100—LIFE'S TOO SHORT
Lavoyettes (RCA Victor 8044)

MEMORIES
Bob Knight Four (Jaco 899)
HATARI
Roger Williams (Kapp 470)
AIR TRAVEL
Roy & Bith (Leda 302)
TOUCH ME
Willia Nelson (Liberty 55439)
DIM DARK CORNER
Lavoy Ventures (Mercury 1979)
MORE THAN YOU KNOW
Platters (Mercury 1979)
RED TOP
Jerry McColl (Okeh 7150)
SHAME ON ME
Barry Bono (RCA Victor 8032)
PLEASE, MR. COLUMBUS
Lamont (Reprise 2008)
TICK TOCK
Ritchie Carroll (Roy 207)
DOWN ON THE BEACH/
MARY JANE
Bruno Mars (Atlantic 119)
YOU SHOULDA TREATED ME RIGHT
Joe & Tina Turner (Superst 1975)
JIVIN' AROUND
Al Casey (Jaco 936)
THIS IS IT
Joy & Americans (USA 479)
THE BIRD MAN
Highwaymen (USA 473)
CUORE
Tony DeFrance (Valena 18)
DING DING DING/
SIDE BY SIDE
Hayley Mills (Tirto 407)

The above feature is designed as an aid to retailers who have requested such a list to help them locate hot singles when consumers ask for them by artist name.
NEW YORK—Paul Hampton signed a long-term Warner Bros. recording pact last week and was immediately rushed into a waxing session in New York. His initial single on the label, just released, is "When Will Your Heart Change Its Ways?" The label is planning a big push in all directions with Hampton. Pictured at the signing are Stan Applebaum (left), east coast A&R director for Warners, and Hampton.

Change Name Of Pincus' English Pubbery

NEW YORK — Ambassador Music Ltd. is the new name of the British branch of the Pincus publishing interests. Former name was Gil-Pincus Music Ltd.

Change of name of the firm coincided with the firm's recent move into new, larger quarters at 23-24 Greek Street, London, W.1, in the heart of the music publishing district, to accommodate increasing tempo and flow of Pincus activities in London.

Lee Pincus heads up Ambassador Music and also directs operations of the Pincus catalogs and affiliates on the Continent of Europe. He expects a visit soon from George Pincus.

Mussolini's current British records include Doug Sheldon's (Decca) "A Big, Big Baby," and Andy Callahan's (HMV) "Hey There Cruel Heart." Ted Heath's recording of "A Taste Of Honey" is scheduled for Aug. release.

On the other side of the ocean, Pincus U.S. affiliates continue to give promotional efforts to songs acquired from English and other foreign sources. "Hey There Cruel Heart" has been recorded by Chase Webster for Dot Records. The Matt Munro recording of "Tafti" will be released shortly on the Liberty label. Also recording material is the German song "Exotique," which has been recorded by Bob Mersey for Columbia and the English song "Don't Forget" ("N'Ouille Pas").

AF Execs To Europe

NEW YORK — Erv Bagley, sales manager for Audio Fidelity Records, and Carl Shaw, general manager, left last week (2) for a three week business trip to Europe. Their itinerary includes stops in England, France, Holland and Germany, where they will confer with Phillips Phonographie Co.

New Trip Abroad Planned By Garner

NEW YORK — Erroll Garner, just back from an eight week concert tour of Europe, may go abroad again within the year, according to plans now in the works. Offers have already been received, it was announced, from Sweden, Israel, Denmark, Africa, Belgium, Scotland and Ireland, as well as the countries he recently played, including England, Germany, Holland, Italy, France and Switzerland.

A Sleeper Hit

PEEPIN' 'N HIDIN' COUNT VICTORS

Featuring DANNY HARRISON

Coral 62324

A GEM!

The Precious Jewel

Hickory 1169

Baltimore Breakout!

JIMMY JORDAN "TEENAGE TEARS"

#6201

New Phoenix Records

Holland, N. Y.

Lovers Who Wander........................................ 67
Make It Easy On Yourself.............................. 87
Mary's Little Lamb...................................... 71
Married Potato Time.................................. 72
Mr. In-Between......................................... 69
My Daddy Is President................................. 77
Never In A Million Years.............................. 50
One Who Realizes You Love........................ 30
Palisades Park.......................................... 6
Party Lights............................................. 38
Playboy.................................................. 9
Rinky Dink................................................ 93
Roses Are Red.......................................... 1
Sealed With A Kiss..................................... 7
Second Hand Love...................................... 66
Seven Day Weekend................................. 51
Sharing You............................................. 37
Snap Your Fingers..................................... 13
So This Is Love........................................ 73
So Wrong............................................... 94
Speedy Gonzales........................................ 11
Steel Men................................................ 60
Stranger On The Shore................................. 18
Stripper................................................... 3
Surf Song................................................. 92
Sweet And Lovely...................................... 86
That Greasy Kid Stuff................................ 76
That's Old Fashioned................................. 62
This Ain't That Short Liberty......................... 29
Valance.................................................... 15

* Asterisk indicates first appearance on Top 100

Cash Box—July 14, 1962
Klaus Oppein is now recognized as one of America's top pop arrangers having handled hits for many of his past few seasons. Just a few years ago, the young arranger, after just managing to establish his reputation, packed into a time that he gained access to the golden circle of hit arrangers through his work for such stars as Ben E. King, The Drifters, and many others. Klaus just visited Germany with his wife, as he also did some business for his Enohy Music Publishing house here.

Aberdeen Music reports that a number of new hits, "Sailor Boy" (Soldier Boy) done in Germany by Monika Grimm for Polydor, "Hava Nagila" with Carmela Corren for Ariola and the new Ivo Robic recording of "You're Nobody Unless Sombody Loves You." 

Rudy Schroeder of Sponka-Meisel Music reports that the new Paul Anka hit "A Steel Guitar And A Glass Of Wine" is selling extremely well. Other top hits include Brian Hyland's "Ginny Come Lately" done in Germany by Brian as well as Jan & Kjeld for Ariola, Pirko Manola/Wyn Hoop for Decca. Other hits in German versions of "Absent Minded Lover" and "Lover Please.

Ever active Paul Siegel reports that Paul Kuhn, who wrote and performed "Frankfurter Polka" now on the German charts, to set for his own TV show. Kuhn is now in Sweden for personal appearances.

Paul's Hi-Fi music is also going strong with the new German versions done by Delphi Engel and Gerd Boettcher on Decca.

Electrola Records reports that its new Conny recording of "Lady Sunshine" and "Mister Moon" is selling like wild fire. The firm is out pushing "Sharing Your" by Bobby Vee and "I'm lookin' through the Window" with Cliff Richard.

Rolf Budde reports that his publishing home is going great guns with Heidi Brühl's music. Records of the new Pet Clark records are published by Hans R. Beirlein's Montana Music. Petula has had great success internationally with German songs "Sailor," "Calcutta" and "Romero" and her German top 10 remains "Good Luck Charm" by Elvis Presley in second place.

Walter Riechter of Reco One Stop and Record Distribution reports that he has bought the rights to the music of Pet Clark and Mayday in England and countries. Walter will handle the artists and the recordings of Pet and Mayday.

Petula Clark visited Germany to record five new songs in German and for TV shots as well. Vogue records is handling the waxings here. Vogue also lined up just theBelow 4.3% of the albums of the new Pet Clark records are published by Hans R. Beirlein's Montana Music. Petula has had great success internationally with German songs "Sailor," "Calcutta" and "Romero" and her German top 10 remains "Good Luck Charm" by Elvis Presley in second place.

Peter Meisel reports that he has formed a publishing firm together with Radio Luxembourg, Radio Luxemburg, Europe's most successful commercial station. The pop material already in their plans is expanding its publishing activities all over the Continent. The German branch will contain mostly pop material from the English catalog and will accept compositions from German song writers. They will also handle TV music contained in the many films that Radio Luxembourg is now producing and film. Peter's first hit on the German chart is done with Kitaic, Italian, Benelux, Scandinavia, France and South America, and the American hit "When You Say You're Smiling" both by Jimmy Justice and The Drifters with a German version in the works for Ariola Records. Other international hits enjoying active interest, include The String-A-Longs new biggie "Sunday" and "Esperanza" by marianas.

Hans Gerg reports action on three new Metronome singles. "Valencia" by Jacobi and "My Little Helen" (2 Little Italyans) and the flip side was written by Karl Goetz and Kurt Herta, who turned out the "Tanz Mi Mit In Den Morgen (Dance With Me In The Morning)" million seller.

Brigitte Bier and Marisa Rumpin from their Italian staff are coming to Germany in the near future for TV appearances.

France's Best Sellers

4. "Auf Wiedersehen Marlene/Boo Moos—London—Marla Maria Sieged (Heiko Klein) by diffen—Two and Two—Conn—Columbia—Peter Meisel.
5. "Begehr Der Schneucht (Little Ship)—The Blue Diamonds—Fontana—Aberbach.
8. "Tu Mi Nieht Weh (Don't Break The Heart That Loves You)—Conno.—Bill bilsky.
9. "Bleue Oise Aus Santa Monica (A Rose From Santa Monica)—Carmelita Corren—Ariola—Francis Day & Hunter.
10. "Original German Copyrights—

Germany's Best Sellers

1. "Trippin'" Promo
TORONTO—A real life stripper recently appeared in the window at the A & A Record Bar here. Miss Julie Taylor, headliner at the Victory Burlesque, was recently discovered in appropriate costume with Max Kerner, owner of the store, to create interest in David Rose's, "The Stripper" on MGM. In the single and LP are currently riding high on the charts.

Very important news this week is the decision taken by the EMI group, thanks to its sales director, M. Vallesi, to offer special buying conditions to the film and TV box distributors here. Apart from the practical implications of this move, which are extremely important for the operators, this is one more proof that the jive box serves a real purpose as a basic promotional medium, although some have denied this up to the present. To keep things nicely balanced in the record family, Philips has also rallied to this point of view. The Philips decision will come later, or rather, it will come when that firm's sales director Mr. Boullé agrees not to link this problem with another which bothers him, that is, how to get the general public to buy 45 singles. A resounding defeat with the experience of sales in the Monoprix chain stores seems not to have been enough.

And speaking of jive boxes, Vic Tahar, whose opinion always carries considerable weight, believes that the popularity of the good, old French Chanson is on the upgrade for sure. And when once again in his regular Chanson he must not forget to mention those who have done so much to keep it going—Gilbert Becaud and Louis Amade. Amade discovered Becaud while the latter was serving as accompanist for Jacques Fils during his tours. Becaud wrote the music for Amade's poem, "Les croix" and there it was—overnight—success, sudden and well deserved. And you couldn't fool the World of the Chanson. The profession was at a serious crossroads and "Les croix" tolled the bell for the sweet and sentimental type of chanson (to use two adjectives which are characteristic of the place of others which might hurt some feelings). And since that day, 10 years ago, the same vigor has continued to characterize the good chanson and the history of these years is marked with hits from the pens of Amade-Becaud, such as "La corrida," "C'était mon copain," "Les marches de Provence," "La balade des balladins," "L'absente" name only a few.

And every one of Becaud's recording sessions includes a future best-seller at least when Amade does the lyrics. (The latest to date, "Sur la plus haute colline.") But the duo doesn't stop with just the chanson. Paris hasn't forgotten the performance at the Palais de Chaillot for "Le Kanaky à l'Etoile," conducted by A. Wolf, who declared the cantata to be one of the most beautiful musical works he had ever conducted.

For the last five years, Amade and Becaud have been working on an opera entitled "L'Opera d'Arven." The work was completed in time for Sept. at the Théâtre des Champs Elysées with possibly Georges Pretre conducting (last year's conducting "revelation"). It's too early to give the names of the singers who will create the work for all of them have not yet been chosen. But it is certain not too soon to say that Paris is awaiting with impatience this new work which should be a major work and a brilliant one as a result of so many years of fruitful collaboration.

Finally, note that in addition to his talents as a poet and lyricist, Amade is a "Prefet" who occupies an extremely important post. There, too, he does whatever he can in order to have the Administration understand the problems of artists and performers and, on the other hand, try to obtain from the artists a better comprehension of the Administration's problems. And that is a difficult task.

As for Becaud, there's no need to comment on his career as a singer.

And with all that, some may say that a link is missing, and a major one at that. Indeed, it is true that Raoul Breton, France's most important post-war French chanson writer, has died. More, for it was he who always handled the Amade-Becaud works and helped to make them famous. But Madame Breton is on hand to maintain the tradition and keep things moving, and they do!

Edith Piaf has been obliged to abandon her current tour again because of her health.

France's Best Sellers

After the victory of Brazil in Chile at the 7th World Championship of Football Association, several records have been released by Brazilian record companies. Among the LP’s, four have had very good reception; RGE’s “Brasil Bi-Campeao Do Mundo,” Odene’s album with the same title, Copacabana’s “Brasil Bi-Campeao” and Phillips’ “Gaol Do Brasil.” The first one is leading Sao Paulo’s chart and the second one chart next week. The other two appear among the 15 best selling LP’s. A single by Jackson do Pandeiro, entitled “Prevo Do Bi,” is in second place in Sao Paulo. Another Phillips release, “Brasil Bi-Campeao,” with a vocal group, Os Pequenos Cantores De Guanabara, has had excellent sales. A compact by RGE called, “Guaçoa Do Mago” Garrincha,” with the description of the goals made by this sensational football player, undoubtedly the greatest star of the Brazilian team, is another smash hit. You can see that football is the most popular sports record here.

Great hit of the season among the international attractions is Peppino Di Capri, performing at Teatro Record and TV Channel 7. Peppino, who as you know sings only up to date modern music, is having an enormous success among teenagers.

Continental Records released the first 12” LP with the veteran songstress Zene Gonzaga. Zene is a very good singer, with a soft voice years ago had a great hit with the Brazilian version of “Song Of Delilah.” Excellent musical selection and arrangements by Severino Aranjo.

How many composers are there in the world? The other day, Cash Box spent a few hours visiting Copacabana’s office. In that small time we saw 32 future composers, showing hundreds of songs, Samba, boleros, rocks, twist and other local and foreign rhythms for boy and girl singers. Copacabana has a musical department with six persons: the director of the dept., two manuscriptors, the public relations head of the company, a girl from the sales dept., and a person from one of the most important retail stores of Sao Paulo. These people meet once a week and listen to songs sent by composers and make notes on each one. If the song is good, the musical department sends it to the producers and the singers of the company to cut immediately.

Genev’l Mello is the public relations head of Copacabana Records in Sao Paulo. Genev’l gave a big party on his recent birthday for 250 persons in the radio and record business.

Not showing yet in Sao Paulo is “Breakfast At Tiffany’s,” but “Moon River” is already a big hit. The Henry Mancini composition’s most requested versions are by Mancini’s orchestra, Billy Vaughn’s orchestra and Nathan Mancini just made.

Luiz Mora is a new Brazilian teenage singer. She’s now in Sao Paulo singing on the Tupi radio and TV stations. She’s waiting for her first record contract.

**Sao Paulo’s Top Ten LP’s**

1. *Brasil Bi-Campeao Do Mundo* — Pedro Luis & Edison Leite
2. *S Continental* — Ray Coniff
3. *Ouvindo-Te Com Amor-Silvana & Rinaldo Calheiros—(Copacabana)
4. *Brasil Bi-Campeao Do Mundo—Ouvaldo Cozzi—(Odeon)
5. *Cantos De Aves De Brasil—Juana Dalgas Frias—(Copacabana)
6. *Os Grandes Sucessos D Miltinho—Miltinho—(RGE)
7. Dedicated To You—Ray Charles—(Polydor)
8. *Nós E A Sereia—Nelson Goncalves—(RGE)
10. *Let’s Twist Again—Chubby Checker—(Fermata-Parkway)

**Rio de Janeiro’s Top Ten LP’s**

1. Let’s Twist Again — Chubby Checker —(Fermata-Parkway)
2. *Miltinho E Samba—Miltinho—(RGE)
3. *Secreto No Fubá—Ray Coniff—(Columbia)
5. Orde Está Coração—Silvana & Rinaldo Calheiros—(Copacabana)
6. *Lembranças—Miltinho—(RGE)
7. Brasil Bi-Campeao—Os Cantores Da Guanabara—(Phillips)
8. *Let’s Twist Again—Chubby Checker—(Fermata-Parkway)
9. *Confidencia—Miltinho—(RGE)
10. *Os Romanicos De Cuba—Românticas De Cuba—(Musidisc)

**Brazil’s Best Sellers**

**SAO PAULO**

1. *Amor—Silvana & Rinaldo Calheiros—(RGE)
2. *Prevo Do Bi—Jackson Do Pandeiro—(Phillips)
3. *Secreto No Fubá—Ray Coniff—(Columbia)
5. *Lembranças—Miltinho—(RGE)
6. *Brasil Bi-Campeao—Os Cantores Da Guanabara—(Phillips)
7. *Let’s Twist Again—Chubby Checker—(Fermata-Parkway)
8. *Confidencia—Miltinho—(RGE)

**RIO DE JANEIRO**

1. *Let’s Twist Again—Chubby Checker—(Fermata-Parkway)
2. *Miltinho E Samba—Miltinho—(RGE)
3. *Secreto No Fubá—Ray Coniff—(Columbia)
5. *Miltinho E Samba—Miltinho—(RGE)
6. *Os Romanicos De Cuba—Românticas De Cuba—(Musidisc)
7. *Confidencia—Miltinho—(RGE)
9. *Ya Ya—Joey Dee—(Phillips)
10. *Garota Solitaria—Angela Maria—(RCA—(Euterpe)

**Brazilian Music**
The recommendations of The Pilkinson Committee, set up by the Government two years ago to look into the future of British TV and sound radio, "are a welcome reminder that broadcasting is a potent factor in influencing the values and moral standards of our society," came down heavily in favor of the BBC while criticizing the "purer" private service应当 be."

Many other recommendations brought a storm of protest from the independent sector. "The Committee has failed to recognize the nature and need for parliamentary debate. Chief of these is the suggestion that independent tele-

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Cash Box

England's Best Sellers

1. Come Outside—Mike Sarne (Par-
laphone) (Southern)
2. Picture Of You—Joe Brown (Piec-
cadilly) (Michael Reine)
3. Good Luck Charm—Elvis Presley
(RCA) (Belinda)
4. I Can't Stop Loving You—Ray
Charles (HMV) (RCA)
5. I'm Looking Out The Window—
Cliff Richard (Columbia) (Ard-
more & Beechwood)
6. Ginny Come Lately—Brian Hy-
land (HMV) (Spagna)
7. Last Night Was Made For Love
Billie Fury (Decca) (Jack Good)
8. Stranger On The Shore—Acker
Bilk (Columbia) (Scherwyn)
9. Do You Want To Dance—Cliff
Richard (Columbia) (Scherwyn)
10. The Green Leaves Of Summer—
Kenny Ball (Pye) (Robbins)

English's Top Ten LP's

1. West Side Story—Soundtrack
(Philips)
2. It's Trad Dad—Soundtrack (Co-
lumbia)
3. Blue Hawaii—Elvis Presley
(RCA)
4. Beatles and White Minstrel Show
—George Mitchell (HMV)
5. The Young Ones—Cliff Richard
(Columbia)
6. South Pacific—Soundtrack (RCA)
7. The Black and White Min-
ister Show—Dorothy Proctor
(Virgin Bros.)
8. Pot Luck—Elvis Presley (RCA)
9. Chubby Checker (Columbia)
10. The ShADOWS No. 3—The Shadows
(Pye)

South Africa's Best Sellers

1. Lessons In Love—Cliff Richard
(Columbia)
2. Do You Want To Dance—Cliff
Richard (Columbia)
3. Good Luck Charm—Elvis Presley
(RCA)
4. Language Of Love—(D. Lovern-
skind) (RCA)
5. Wonderful Land (The Shadows)
(Columbia)
6. Love Me War—Cliff Richard
(Mike Brown) (RCA)
7. Lesson One (RCA) (Conway)
8. When My Little Boy Is Smiling
(Sherry Ray) (Ridge)

ENGLAND (Continued)

Aujourd'hui—The Shadows
Columbia (Pye)
The Shadows—The Shadows
(Columbia)
Kenny Ball's Hit Parade—Kenny
Ball (Pye)

Happy About "Al Di La"

MILAN—Record's staff met here recently to take the above picture for Cash Box to celebrate the success in the States of Al Di La by Emilio Pericoli. Both the tune and the chorus are on the television every week, the same, which is on the Warner Brothers label in the States, is occupying the number 8 slot on the Top 100. Standing (left to right) are Bruno Poza of Gruppo Ricordi Musica Leggera, Vittorio deMicheli of Cash Box, Mariano Rapetti, director of Gruppo Ricordi; Musica Leggera, Emilio Pericoli, Guido Bigano, general manager of Ricordi, Bob Weiss, Warner Brothers international director, Dona, composer of the tune, Mr. Ruggeri veep of Dischi Ricordi, Mr. Miocei manager of Dischi Ricordi and Mr. Minasi, Pericoli's manager.
DENMARK

The big smash in Denmark, as well as in the rest of the world, is Ray Charles' "I Can't Stop Loving You" on Karussel, a record which quickly jumped from nowhere to the top of the list this week.

Knut Mork, head of Morks Musikforlag, told Cash Box that the Royal Family of Thailand has expressed the wish that the Thai-teenage singer Robertho might give a performance for them. However, Robertinho had to say no as he is still hospitalized in his native Italy, where he has gone thru some serious sickness in his condition is better. Robertinho is under exclusive contract to Morks' Triola label.

FINLAND


Nanni Ricordi has left RCA Italiana. The same week RCA press office manager, Giorgio Motta, had to leave RCA Italiana. Nothing certain is known about this unexpected resignation of Ricordi from RCA, which was as sudden as his resignation from Ricordi one year ago.

Napoli Bariggi, back from the States, has cut a new single devoted to "Fiori, Scornellini Per I Turisti (Dilly for Tourists)."

Maestro Mazzocchi of Carinish announced that "Let's Twist Again" by Pappino Di Capri is on the point of reaching the 500,000 mark in sales. This latest by Pappino is responsible for the unbelievable twist success in Italy.

The last recording by Little Tony which could meet with success is "Lianza," new voice of Durum with possibilities of hitting are Silvio Bernini and Jo Garso. Especially the former is expected to become popular sooner or later.

Cash Box paid a visit to Mr. Bonaccina of Red Records, the firm that next year will move to its new home, a modern building to be built in Viale Ligarza in Milano. At the press conference (opposite page titled "La Pipa The Pipe") which could be a hit here. For each record sold, an actual pipe is given free. Banaccina plans a trip to the Americas in 1963.

She also informed it that Ricordi and the number could be smashed here. Former hits by the same chanter are "La Ballata Del Cerulli" and "Non Arrossire.

Italy's Best Sellers

<table>
<thead>
<tr>
<th>Week</th>
<th>Track</th>
<th>Artist</th>
<th>Label</th>
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</thead>
<tbody>
<tr>
<td>1</td>
<td>6.</td>
<td>Stai Lontana Da Me</td>
<td>Gene McDaniel</td>
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<tr>
<td>2</td>
<td>3.</td>
<td>La Ragazza Col Maghione</td>
<td>Pino Donaggio</td>
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<tr>
<td>3</td>
<td>10.</td>
<td>La Bella</td>
<td>Wilma Curci</td>
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<tr>
<td>4</td>
<td>5.</td>
<td>La Paloma</td>
<td>Elvis Presley/RCA</td>
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<tr>
<td>5</td>
<td>2.</td>
<td>Il Faust Sior</td>
<td>Charles Aznavour</td>
</tr>
<tr>
<td>6</td>
<td>14.</td>
<td>Twist The Twist</td>
<td>Catania Valente/Decca</td>
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<td>7</td>
<td>12.</td>
<td>Quando Calienta El Sol</td>
<td>Hermans Riguol/RCA</td>
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<td>8</td>
<td>11.</td>
<td>Mollendo Cafe</td>
<td>Italsidc/Marino</td>
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<td>9</td>
<td>13.</td>
<td>Abatour</td>
<td>Henry Wright/GC</td>
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<td>10</td>
<td>7.</td>
<td>Amor Amor</td>
<td>Tony Renis/VCM</td>
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<td>11</td>
<td>15.</td>
<td>Perry Como</td>
<td>Tony Dallara/Gurtler</td>
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<td>12</td>
<td>4.</td>
<td>Amor Amor</td>
<td>Ronny VCM</td>
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<td>13</td>
<td>9.</td>
<td>Operator</td>
<td>Bixio</td>
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Norway's Best Sellers

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<thead>
<tr>
<th>Week</th>
<th>Track</th>
<th>Artist</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>1. Good Luck Charm</td>
<td>Elvis Presley</td>
<td>RCA/Bellinda</td>
</tr>
<tr>
<td>2</td>
<td>2. I'm Looking Out The Window</td>
<td>Cliff Richard/Columbia</td>
<td>No Publisher</td>
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<tr>
<td>3</td>
<td>3. Elle Sa Ner Som A Ingeborg</td>
<td>Norske/Brodskart/Karussel</td>
<td>Musik-Huset</td>
</tr>
<tr>
<td>4</td>
<td>4. Zwei Kleine Italiener</td>
<td>Conny Froboes/Columbia</td>
<td>Swedish Music</td>
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<td>5</td>
<td>5. Schwartz Rose</td>
<td>Rosmarie (Peters/Kraus/Polydor)</td>
<td>Multitone</td>
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<td>6</td>
<td>6. Ginny Come Lately</td>
<td>Brian Hyland/Karussel</td>
<td>Bens Music</td>
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<tr>
<td>7</td>
<td>7. I Can't Stop Loving You</td>
<td>Ray Charles/Karussel</td>
<td>E1g Monn Iversen A/S</td>
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<tr>
<td>8</td>
<td>8. Who Is Ar Livet</td>
<td>You Can Have Her</td>
<td>Anita Lindblom/Fontana</td>
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<tr>
<td>9</td>
<td>9. Speak To Me Perfectly</td>
<td>Lee Pearson/Bruce Lewis</td>
<td>Bens Music</td>
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<td>10</td>
<td>10. In My Love</td>
<td>Clive McPhatter/Mercury</td>
<td>Ivan Mogull Music/Sweden</td>
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<td>11</td>
<td>11. Local Copyright</td>
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Cash Box—July 14, 1962—International Section
A. W. T. (Bill) Smith, head of Australian Record Company, is off soon on another trip to the United States. A.R.C. handles the Coronet (American Columbia) label together with the following American catalogs: Warner Bros., United Artists, Kapp, Chess, Checker, Argo, Hickory and Sue. Bill will first visit the West Coast of America, from there he goes to New York, then to Columbia's plant at Terre Haute and then moves on to Canada. He will also visit A.R.C.'s other American associates. While in the U.S., he will be investigating the latest manufacturing and merchandising trends in the record industry. He will return home through England to check on the current scene in the United Kingdom.

Mercury Records out with Clyde McPhatter's hot new single "Little Betty Prelud" which is his follow-up to "Lover Please" which was fairly successful in this area.

European bandleader Bert Kaempfert has a single out on the Phillips label which is doing excellent business salewise. It is "That Happy Feeling" which will undoubtedly be Kaempfert's biggest hit since his sensational smash of the year "Volare." Record Producers & Son Pty. Ltd. have the local publishing rights to "That Happy Feeling".

Disc-jockey Geoff Haynes with Station 3SU in Melbourne has had his programs extended and is now on from 8 p.m. to midnight five nights a week, plus several other DJ sessions at various times. Geoff plays mainly hot selling records at his 4 a.m. Sunday sessions.

RCA in Australia certainly got things moving quickly in regard to Elvis Presley's new album "Pot Luck." Within one week of its American release RCA had the package on the market here. This LP should score terrific sales for Elvis whose popularity is still as hot as ever in this territory. "Good Luck Charm" has had a long chart run in Australia and Elvis is now scoring solidly with the EP "Follow That Dream."

Top spot on our chart this week goes to "Southern 'Rors" an instrumental by The Joy Boys, Col Joye's group. It has reached this position after only two weeks on our list—last week it was in number four position for the first time. It is interesting to note that in addition to "Southern 'Rors" another instrumental, "Si Senor," is in number two slot this week. Both are local compositions and both are on the Festival label.

Opportunity Knocks" is the title of a new half-hour television show from the ABC. This program is being released by the Network in a syndicated package with a syndicated package with a syndicated package. The series will feature famous disc jockeys from throughout Australia and will include a variety of programs from around the country.

The local ASCAP/ERMAD affiliate, EMI, has had a successful promotion of its client, The Everly Brothers, whose single "Let It Be Me" has been a top seller during the past few weeks.

On the record charts the new album by The Beatles, "A Hard Day's Night," has been a best seller, particularly in the older age groups. The album has sold over 100,000 copies in Australia to date.

In other news, the new single by The Rolling Stones, "Paint It Black," has been a huge hit in Australia, topping the charts for several weeks.

In the music industry, there have been several changes in management positions. At EMI, Robert Cockett has been appointed managing director, replacing Ralph Davidson, who has retired after many years of service.

In the film industry, "The Great Gatsby" has been a surprise hit in Australia, breaking box office records. It has been released by United Artists and has captivated audiences with its lavish visuals and music.

Cash Box—July 14, 1962

—International Section

Israel's Best Sellers

1. I Can't Stop Lovin' You—Ray Charles.
2. Wonderful Land—The Shadows.
4. Don't Play That Song—Ben E. King.
5. Soldier Boy—The Shirelles.
6. Hey Baby—Brooklyn Channel.

Australia's Best Sellers

2. "Same Old Song" (Don Bennett—B. W. E. Peterson) B. W. E. Peterson.
3. "Do You Want To Dance" (Cliff Richmond—Columbia) Robert Mellin.
4. "If I Ever Fall In Love Again" (Gene Pitney—A. R. C.) Gene Pitney.

Sinatra Cuts In England

LONDON—Frank Sinatra recently cut an album for British release by Pye on Reprise tagged "Great Songs From Great Britain." The shot at the left shows the singer going over one of the numbers with conductor-arranger Robert Farnon. In the right photo, Sinatra is pictured with impresario Harold Davison (second from left) and Pye execs (left to right) A&R chief Alan Freeman, assistant general manager Les Cocks and general manager Louis Benjamin.
BELGIUM

Simon is expecting very good sales on a new record, "Heart In Hand," by his popular quartet, the "Les Fennecs." In its first week in the shops, "Les Fennecs" sold more copies than any other Belgian group. "Heart In Hand" beat the Canadian hit, "The Stripper," by Jackie Wilson.

Saskia, a new Belgian hit by the Swingin' Jazzmen, is also expected to do well. The Swingin' Jazzmen, a popular Belgian jazz band, have been gaining popularity in recent months.

JAPAN

The newest classical work is just being heard in Tokyo with strong potential. The composition is by the Japanese composer, Yoko Shimizu. "Sinfonia in Memory of Tsukuba" is being played by 12 different top European and American orchestras, in collaboration with the Walt Disney Picture "The Parent Trap," where the principal melody is used.

The Walt Disney Picture "The Parent Trap" is widely popular, and the composition in question is based on a theme from this movie. Yoko Shimizu, a promising young composer, is expected to make a significant contribution to the world of classical music.

JAPAN's Best Sellers

**INTERNATIONAL**

1. Pretty Little Baby (Too Many Rules; flip: Connie Francis, MGM; Kayoko Matsuyama, Toshiba; With Paul Anka, Philips; With Akashia-Ni, Nichigeki; With Hayley Mills, EMI-JASRAC; With Emi, Columbia; With Jack Teichiku, SAGE & Sand Oldies LP's in the c/w field featuring Spade Cooley's "Devil's Dreams," Jeong Yeon-Carmela's "Each Minute," Johnny & Sally's "One's Got to Find a Way," The Fabulous Wonders' "Can't Keep From Crying," The Great Collection..." Series already available on Columbia.)


3. A New Morning From Tokyo/Ike & Tetra, Victor/Tokyo, Victor/Hisamitsu.


5. Akashia-no Ame-ga Musubi/Tochiko Ishikawa, Victor/Hisamitsu.

6. Akashia-no Ame-ga Yuru-Koto/Takashi Kita, Victor/Hisamitsu.

7. Akashia-no Ame-ga Musubi/Takashi Kita, Victor/Hisamitsu.

8. Akashia-no Ame-ga Musubi/Takashi Kita, Victor/Hisamitsu.


10. Akashia-no Ame-ga Musubi/Takashi Kita, Victor/Hisamitsu.

**LOCAL**

1. Hoshikuzu-no Machi/Michiyahi Mikami, King; Haylii Ikeda, Toshiba.

2. Osho/Hide Murata, Columbia; Ichiro Hyama, King; Mitusaburo Teppo, Teichiku.


4. Akashia/Shinobu Kiyotsuki, Victor.


8. Aka-kuri-no Mame/I. George, Teichiku.

9. Akashia-no Ame-ga Musubi/Takashi Kita, Victor/Hisamitsu.

10. Akashia-no Ame-ga Yuru-Koto/Takashi Kita, Victor/Hisamitsu.

BENELUX (Continued)

The presentation, complete with texts and essays on Schoenberg and his contemporaries, is expected to be a significant addition to the current record industry. The book is available in two parts, the first part being a comprehensive overview of Schoenberg's life and work, and the second part focusing on his influence on contemporary music. The text is written in French and English, and the book includes numerous illustrations and musical examples.

Peter Fellemann, head of Artoe's Funkenrichter Dept., reports that Frank Sinatra's 4th Reprise LP is now on sale in the U.S. for quite a while now, and is, comparatively speaking, expected to do well in the Benelux countries. "The Record"
ARGENTINA

Raúl Matas, the well known Chilean disk jockey, was the "visitor of the week" in Buenos Aires, after spending three weeks in Santiago de Chile, reporting about the Football (Soccer) World Championship. Matas is the only Latin American disk jockey who has traveled to the United States, and is also working in Spanish TV and radio. "Discomania" was started by him in Santiago. In 1956, he left to Madrid, Spain, leaving the direction to Ricardo Garcia and beginning a new edition on WRLU. Tapes of these programs were sent to 40 South American stations and to 50 radio stations in the United States. Shortly after, Matas went to Spain, where he is currently living, and started producing programs with the company Argentina Grafico and Colombia, while Garcia continues the Chilean editions. Matas is considered a big reason for the growing popularity of Latin American artists in Spain and the United States. Matas has also been giving seminars about his radio and TV programs.

In Buenos Aires, the pianist, is back in Buenos Aires after spending a year in Puerto Rico and another one in the States. He plans to stay about twelve months in Argentina, working on arrangements and new tunes. In Dec., he will go to New York, where he will stay about one month. He will return to Buenos Aires in June, 1963, in Puerto Rico.

Ricardo Luque of Disc Jockey reported to Cash Box that his label has arranged the representation of Artones Records of Holland in Argentina. The first release is a Compact 33 cut by Willy Schobben and his orchestra, containing "Mexico," "Balada De La Tromba," "Napoli," and "Mailorca." Thus, the number of labels represented by Disc Jockey is raised to eight. Regarding the representations, Ricard Luque said it was very interesting for every representative to receive from the label schollen fast information about new recordings and releases. It happens very often that a domestic company spends a lot of money and time in promotion, while the label does not release enough promotional material, which is available through the representation, in another version made some time ago.

The following new releases and offers are for the preceding month; Other Disc Jockey releases are "Urgente" by Leo Belloc (sung in Brazilian and Spanish), "Dende Hay Un Mango" by Jorge Sobral, and a compact 33 "Tu Me Tiene" by Disc Jockey Artists (Argentina), which was released. There are also releases by Korn (Sung in French), "La Copa De La Vaca," and a new low priced series.

Latest United Artists' releases are two versions of "Jessica" by Maurice Chevalier and Perito, "Sergeants Three" by Al Calota and "Cerango Panchos" by Tito Rodriguez. In the Atlantic line, there are new LP's by "Romana & Manolito (Romanas y Manolitos)" and "Coltrane Jazz" by John Coltrane. Both labels are released by Surco.

Columbia Records plans the release of a new LP by Los Amed, with some of his old hits, "La Bauza," "A Media Luna," "Cuesta Abajo" and others. The idea is to promote this good vocalist and to export his records to all Latin American countries. The LP promises to be a success. Los Patos have been recently in Buenos Aires, and afterwards made a new tour of Japan.

It is reported about Columbia: the "West Side Story" LP is showing extraordinary sales, and is in top of the LP's Best Selling lists. Although the record was released a couple of months ago, it is still gathering sales. It was the most accepted by the customers. The only other version in the market is an album by Ferrante & Teicher and Nick Perito, released some time ago by United Artists. The Columbia LP, containing "Lila," "Paco (Sung in Spanish)," and "Maria," haven't received special promotion. "Maria" has been put on sale at 29 and 33 cantina.

Phillips reports that Los Cantores de Quilla Huasi (who ran very well during the last twelve months with "Angelica" and "Del Tiempo 'I Mama") is now available in the LP's version. The LP promises to be a good seller for Angelica's way to success. The Quilla Huasi version is reported strongly.

More about Philips: The first Polydor release list includes "Africano Beat" by Bert Kampsfett, "Cigaran" (tune from Venezuela) by Huito Blanco, "Alo" and "Hoy Solemos." The label plans a new Polydor LP, which contains "Argentina." Besides, the diskery has put on sale an album cut by Yaffa Yarkoni and The Americas, containing "Hambre," "Los Patos," and others. The LP is in version Fernando. It must be noted that the Polydor releases (and especially "African Beat") are receiving strong promotion, according to Cash Box's radio surveys.

Ricardo Luque of Disc Jockey has released a new LP by Los Cabellos del Corazon, a tango cut recently by Hector Varela for Music Hall, and "OK. A Medio Camino" by Los Muñecos de Oro with "Maria" and the promotion of "Jessica" and "Multiplication," which is still running with force. Antonio Prieto has recorded the Spanish version of "Aria Di Neve," "La Noche," "A Nuestro Sueño." The original recording, made by Sergio Endrigo, has been already released by RCA.

Musical organizations are getting ready for the Festival at the Luna Park, starring Frente Fitness. The event included a twist contest, with a jury whose president was Ben Molár, the composer. Pianist and arrangee of the contest, is back in Argentina after a successful tour in the United States. Lila Nunes of Tonodisco Records reports about the first Time releases, by Al Mosey and Hugo Montenegro. Lila pointed out to Cash Box that "special care was taken to arrange the good material, with the best possible arrangements, to sell in the United States. Even the labels' colors are inspected in detail before being shipped. The LP's contain the best music and are well received by the public. The prices will be slightly higher than regular LP's; they will cost $49 for 599 and $50 for 300, while regular albums cost $450. The volume will be released in August, and later new albums will be released every month.

Ricard Durero of Disc Jockey has released three singles: "Midnight In Moscow" by Leda Montes, "No Exser Timida" by Mariano Roque, and "Los Quince Años." The last single is one of the few that contain "Ballada De La Tromba" and "La Muchacha De La Valija," have proved to be good sellers.

Reports inform that there are already twelve recordings of "Paloma," which seems to be a good chart rider. Some of them are: Roberto Arias with "Paloma," "Salta La Paloma," "Paloma," "Paloma" (Las Americas), "Paloma" (Conga), and "Paloma" (Romar). The record is distributed by "Polifonía," and others. The publicity is preparing the Spanish lyrics for "I Can't Stop Loving You," the Ray Charles hit, originally published by "Cuban Jazz." Luís Calvo of Sicamericana (Music Hall) informs that the Los Santos record label will release an LP by Los Santos (Music Hall) soon, and that the label is preparing a LP by "Paloma" (Romar). (Music Hall), and others. The publicity is preparing the Spanish lyrics for "I Can't Stop Loving You," the Ray Charles hit, originally published by "Cuban Jazz." Luís Calvo of Sicamericana (Music Hall) informs that the Los Santos record label will release an LP by Los Santos (Music Hall) soon, and that the label is preparing a LP by "Paloma" (Romar). (Music Hall), and others. The publicity is preparing the Spanish lyrics for "I Can't Stop Loving You," the Ray Charles hit, originally published by "Cuban Jazz." Luís Calvo of Sicamericana (Music Hall) informs that the Los Santos record label will release an LP by Los Santos (Music Hall) soon, and that the label is preparing a LP by "Paloma" (Romar). (Music Hall), and others. The publicity is preparing the Spanish lyrics for "I Can't Stop Loving You," the Ray Charles hit, originally published by "Cuban Jazz." Luís Calvo of Sicamericana (Music Hall) informs that the Los Santos record label will release an LP by Los Santos (Music Hall) soon, and that the label is preparing a LP by "Paloma" (Romar). (Music Hall), and others. The publicity is preparing the Spanish lyrics for "I Can't Stop Loving You," the Ray Charles hit, originally published by "Cuban Jazz." Luís Calvo of Sicamericana (Music Hall) informs that the Los Santos record label will release an LP by Los Santos (Music Hall) soon, and that the label is preparing a LP by "Paloma" (Romar). (Music Hall), and others. The publicity is preparing the Spanish lyrics for "I Can't Stop Loving You," the Ray Charles hit, originally published by "Cuban Jazz." Luís Calvo of Sicamericana (Music Hall) informs that the Los Santos record label will release an LP by Los Santos (Music Hall) soon, and that the label is preparing a LP by "Paloma" (Romar). (Music Hall), and others. The publicity is preparing the Spanish lyrics for "I Can't Stop Loving You," the Ray Charles hit, originally published by "Cuban Jazz." Luís Calvo of Sicamericana (Music Hall) informs that the Los Santos record label will release an LP by Los Santos (Music Hall) soon, and that the label is preparing a LP by "Paloma" (Romar). (Music Hall), and others. The publicity is preparing the Spanish lyrics for "I Can't Stop Loving You," the Ray Charles hit, originally published by "Cuban Jazz." Luís Calvo of Sicamericana (Music Hall) informs that the Los Santos record label will release an LP by Los Santos (Music Hall) soon, and that the label is preparing a LP by "Paloma" (Romar). (Music Hall), and others. The publicity is preparing the Spanish lyrics for "I Can"...
WILLIE THE WEEPER (2:20) [Pamper BMI—Walker, Hart]
"BEGGIN’ FOR TROUBLE" (1:45) [Lowry BMI—Reed]

BILLY WALKER (Columbia 42492)

Billie Walker, who is still catching plenty of coin with his chart-riding "Charlie's Shoes," comes up with another sure-fire triumph this time out. The side's an infectious, duo-track chorus-backed, pleasing, uptempo number that ranks up there with "Charlie's Shoes." Watch it zoom up the charts in no time flat. On the other end, "Beggin' For Trouble," the songster delivers a catchy fast-moving shuffler which aptly show-cases his full-bodied style.

COLD, COLD HEART" (3:13) [Acuff-Rose BMI—Williams]
"YOU'RE STILL ON MY MIND" (2:34) [Starrlie BMI—McDaniel]

GEORGE JONES (Mercury 72018)

George Jones, who is currently riding the country chart with "She Thinks I Still Care," comes up with another sure-fire coin-catcher with "Cold, Cold Heart," an up-tempo Hank Williams-penned (the cut during his days with Mercury. The charter gives the tradition-oriented weeper his expected superior send-off. Eye the wax for rapid sales acceptance. A sure-beat, in-the-bank, blue-ray, "You're Still On My Mind," can also mean money-in-the-bank for Jones.

CAJUN JOE" (2:05) [Acuff-Rose BMI—R. & D. Kernshaw]

SWEET SWEET GIRL TO ME" (1:50) [Acuff-Rose BMI—Gibson]

RUSTY & DOUG (Hickory 1177)

The boys, who haven't had a hit in quite a while, come up with a pair of chart-bound recordings on this new Hickory country cut "Joe," the duo deliver the goods on a pulsating, self-penned folk-flavored item with enough good stuff in it to keep the country boys spinning in the coin department. The companion piece here titled, "Sweet Sweet Girl To Me," is a lively, pop-styled rocker with loads of teen interest. Side's a natural for the professional instrumental talents of the crew.

MARGIE SINGLETON (Mercury 7002)

(8+1) "CHAINED TO A PROMISE" (2:36) [Alton BMI—Kolker, Keller] The lark, who is still pulling coins with "Walsh Of The Woods," is chart-riding teaming up with George Jones, should go the success route with this fast-moving, sweet-sounding ballad entry. Watch it.

(8+1) "LIVING IN THE DANGER ZONE" (2:40) [Ted Weiler BMI—Kilgore] On this side Margie turns in a first-rate performance on a pleasant, shuffle-beat, chorus-backed tear-jerker which boasts some fancy guitar work.

BOBBIEJAN (Paulette 5068)

(8+) "I'M CRYING IN MY BEER" (2:30) [Compton ASCAP — Worth] [Alton BMI—Kolker, Keller] The lark, who is still pulling coins with "Walsh Of The Woods," is chart-riding teaming up with George Jones, should go the success route with this fast-moving, sweet-sounding ballad entry. Watch it.

(8+1) "A BAR IN THE WINDOW" (2:14) [Zodike BMI—Parsons, Fredric] On this end the songster renders another catchy novelty-styled item. Also deserves exposure.

RAMBLIN’ RED BAILEY (Bithlohem 2)

(8+) "PRETTY JUKE BOX" (2:38) [Howl-Yonah BMI— Bailey, Howell] Ramblin’ Red Bailey delivers a real rousing up-tempo hillbilly item all about a juke box that plays a sad tune. With the proper exposure the side could make some noise.

(8+) "OPEN THE WINDOW" (2:40) [Howl-Yonah BMI— Bailey, Howell] This time out the charter reads a tradition-oriented, shuffle-beat weeper with loads of authority and style.

BILL MONROE (Decca 31409)

(8+1) "DANNY BOY" [Rooscy & Hawkes ASCAP—Weatherly] Bill Monroe and his Bluegrass Boys give the pretty oldie a moving, sentimental send-off. A top-notch arrangement coupled with a superior chattering job by Monroe make the tune a logical candidate.

(8+) "TOY HEART" [Peer BMI—Monroe] Pleasant, fast-moving bluegrass item which showcases the professional instrumental talents of the crew.

OZARK PLAYBOYS (Nashville 5067)

(8+) "DON'T LOOK AT ME" (2:34) [Sure-Fire BMI—Mullins] The Ozarks' Boys could make some noise with this fast-moving folk-flavored hillbilly in the tradition-oriented vein. Side looms as a natural for airplay.

(8+) "MOST BROKEN HEART" (2:39) [Toone BMI—Mullins] Here the group turns in a top-drawer performance on a sweet-sounding, up-tempo lament.

GEORGE HEFTON (Kangaroo 24)

(8+) "TENNESSEE OLA" (2:39) [Les Kangas BMI—Hefton] George Hefton comes on real strong with this self-penned bluegrass-flavored opus about his favorite state. A pleasing vocal background is supplied by Martha & Dickery. Was could create some excitement with jockeys.

(8+) "SHIP OF THE BLUES" (2:43) [Les Kangas BMI—Hefton] Here the songster reads a pretty, slow-paced hillbilly lament with loads of authority and finesse.
1. WOLVERTON MOUNTAIN
2. ADIOS AMIGO
3. TROUBLE'S BACK IN TOWN
4. THE COMEBACK
5. CRAZY WILD DESIRE
6. TAKE TIME
7. SHE THINKS I STILL CARE
8. IN THE JAILHOUSE NOW
9. I CAN MEND YOUR BROKEN HEART
10. SUCCESS
11. DIM DARK CORNER
12. A LITTLE HEARTACHE
13. IT KEEPS RIGHT ON A-HURTIN'
14. EVERYBODY BUT ME
15. WHEN I GET THROUGH WITH YOU
16. SOMEBODY SAVE ME
17. WILL YOUR LAWYER TALK TO COD
18. WHERE THE OLD RED RIVER FLOWS
19. SAVE THE LAST DANCE FOR ME
20. DARKNESS ON THE FACE OF THE EARTH
21. COLD DARK WATERS
22. KING OF FOOLS
23. ONE LOOK AT HEAVEN
24. THE BIG LETDOWN
25. STEEL MEN

26. OF ALL THE THINGS
27. WE WERE GONNA GO FISHIN'
28. WALTZ OF THE ANGELS
29. IMAGINE THAT
30. CHINA DOLL
31. THERE'S ALWAYS ONE
32. WELCOME HOME, ME BLUES
33. LEONA
34. GOSSIP OF A FRIEND
35. SLOW POISON
36. HITCH HIKER
37. MR. IN-BETWEEN
38. GERONIMO
39. TOUCH ME
40. I'D FIGHT THE WORLD
41. LITTLE BITTY BIG JOHN
42. SALLY WAS A GOOD OLD GIRL
43. I MISUNDERSTOOD
44. GHOST OF A HONKY TONK SLAVE
45. BRICKS AND MORTAR
46. SHOW HER LOTS OF GOLD
47. SOLD THE FARM
48. IT'S MY WAY
49. TIL DEATH DO US PART

Cash Box — July 14, 1962

The staff at KCUL-Fort Worth is mighty proud with their new studios. The country outlet recently expanded and moved to new studios which are equipped with the newest modern equipment. This is just another indication of the rapidly-rising status of country music... The station’s Big-O Jamboree in Dallas is having capacity crowds these days. Ernest fair and rodeo on September 17 through 19, when Allen will throw the highest price ever paid by the rodeo association. It’s the horse rodeo and the Men of The West will share the bill with him.

Dale Smith, librarian on WMRF-Lewiston, is back home in Burnsville, Alabama, from shows in Charlotte, North Carolina. Plans are in the making for the coming month, including return engagements in July and again in September. Ashworth is also setting up a booking in Carolina in the immediate future. His bookings are handled by Jim McConnell of Acuff Rose Artists Corporation, P. O. Box 9157, Nashville, Tenn.

Minnie Pearl and George Morgan have just returned from Germany and France after playing a 39 day tour of the NCO clubs at the Air Force bases in those countries. Proof positive of the popularity of the country artist in Germany are Billy Grammer, Johnny Bond and Johnny Tuba who left last week for an extended tour across the Rhine.

Bill Reid, formerly with the Bill and Mary Reid team on Columbia, has been persuaded to re-enter the recording field. Bill signed with M Records last month and his first record, "Back On 44" is out now. Anyone who wants to purchase a copy of the record should write to the label at 111 Main Street, P. O. 977, Salem, Vt.

Roy Price and the Cherokee Cowboys are currently on the road playing a slew of key dates in Ohio, Indiana and Michigan. The group is hitting the road to support a national tour that will see them in Florida, Alabama, and Georgia.

Webb Pierce and his wife are vacationing in Daytona Beach, Florida. The songstress has just finished a very successful tour through the Lone Star State where he appeared in Dallas, Lubbock and Odessa.

Charlie Phillips winged into Nashville last week for a big Columbia session. At the end of the date, the charter signed a professional talent contract with Bob Noel of the William Agency.

Jimmy Martin and the Sunny Mountain Boys have just completed the first successful engagement of the new Golden Nugget in Las Vegas and have been scheduled for return engagements in the fall and throughout 1963. Kirk Hamsand and Lois Johnson, who are featured with the Martin show, have just cut a session for King Records. Singers who haven’t received a copy of Jimmy’s newest LP, “Country Music Time” can get one real fast by writing to the Barbara Martin Agency, 713 Eudale Avenue, Martins Ferry, Ohio.
Psychology, the science of the mind, is defined as a study of human behavior. And with this elementary definition we will leave the subject, lest we get ourselves into a barrel of trouble. Before we depart, however, suffice it to say that psychology is not an exact science and therefore the student cannot expect guaranteed reactions from human beings to certain effects. And upon leaving the business of science we enter the business of coin machines, something we know just a little more about.

In the face of international crises, a stock market slump, and general conversational overtones that the economy of the country is slipping, Mr. Average Consumer has been spending right along as though he couldn’t care less about the stock market and had no time for South American revolutions. Well, Mr. Average happens to be the prime patron of coin machine locations, and while the experts tell us that economic indicators are cause for a pessimistic attitude, we prefer to listen to an operator from Nebraska who recently voiced the opinion—“crops, weather and employment never looked better from the standpoint of my locations. I don’t care what the stock market says!” And well said, too. The point of this observation is that unless the people who play our machines stop spending their dimes and quarters, we shouldn’t take too much of what we read in the newspapers to heart, insofar as our own business is concerned. The business executive who decides that his family will have to choose between a third vacation and a third car—not both mind you—in view of recent quotations on his privately owned stock, is not exactly the fellow who supports the local juke box. Our kind of guy is still buying ears at a rate that has Detroit smiling broadly. The trouble over Berlin is a serious problem of our day, but the father of four soon forgets it when the kids want to go out to the nearby playland for some fun. Business publication surveys show that the average family places education, medical care and taxes uppermost in their minds because they stand in the way of a very important annual event—vacation time, Thailand or no Thailand. The second ear is leading to dinner table talk about a possible third car. The tv set owner is contemplating a color set. Newspaper headlines do not necessarily reflect the thinking of the man in the street.

In the words of one family man, “my thoughts really don’t stray too far from my family—responsibilities, the kids, the cost of living, and vacation time.” Right or wrong, this is the thinking of America—the man who plays the shuffle alley and drinks a beer to the tunes of a location’s juke box as supplied by the local operator in town. He doesn’t own a share of stock and sees the recent decline in values as a just reward for those who “were looking to make a killing.”

All of which leads us right back to the psychological effect that pessimistic news, such as the Asian conflict and the Wall St. reports, has on a nation. Most surveys indicate that the mere mortals (the patrons of coin machines) either don’t care or do not have the time to weigh the seriousness of such complex issues. Mr. Average is too busy raising a family and spending his money to be concerned about atomic warfare ending all and reports of a coming recession. And while you, as an operator, may have lost a farthing or two via the stock dip, and you do keep an eye on Algeria and Vietnam, remember that much of the pessimistic talk today stems from the upper echelons of Government and business. The talk in your locations is still centered around the family and vacation time. At least that’s what recent interviews with people indicate. And we think the results of the surveys sound accurate. One such interview was with the midwestern businessman who was the first to build one of those $600 atomic bomb shelters last year. “I’d sure like to have that cash today,” explained the regretful soul. “I’d buy a color tv.”
Gordon Named Exec V.P., To Direct Seeberg Sales For All Divisions; Gross V.P. Operations As Pres. O’Brien Realigns Firm’s Sales Heads

New Natl. Sales Mgrs: Claffey, Phonos; Howle, Vending; Burrows, Parts

CHICAGO — Frank B. O’Brien, President of The Seeberg Corporation, has announced several executive appointments. J. C. Jack Gordon has been elected Executive Vice President and Director of Sales and Distribution. In this capacity he assumes responsibility for all sales functions relating to the Company’s three product divisions—Phonograph, Vending and Background Music.

Gordon started with The Seeberg Corporation in 1945 as a District Manager and became Vice President, Phonograph Sales, in the fall of 1959. He is a native of Chicago, attended Hillyer College in Hartford, Connecticut and was formerly an executive in Sales and Promotion capacities with General Mills and RCA Victor.

Leonard Gross has been elected executive Vice President in Charge of Operations. In this position, the Engineering, Production, Purchasing and all other operating divisions of the Company will be under his direction.

Gross, a native of Philadelphia, joined Seeberg as Vice President and Sales Manager of the Vending Division in September 1960. He was formerly General Manager of the Radio-Phonograph Division of the Philadelphia Corporation. He attended Temple University and was a Naval Officer during World War II.

Gordon has also announced that the following were appointed National Sales Managers in their respective Divisions: Edward F. Claffey, Phonograph Division; David P. Howle, Vending Division; and T. H. Burrows, Parts Division.

Wurlitzer Will Close For Vacation July 23-Aug. 12

NEWBURGH, N.Y.—Mike Mulqueen, M&M Amusement Company, was elected President of the New York State Operators Guild at an association election meeting two weeks ago following nominations for office posts presented last month. Mulqueen succeeds Jack Wilson, owner of Modern Cash Company, who held the post for several years. Mulqueen, a well-known golfer in the State, will assume his new responsibilities immediately.

An informal meeting was called to discuss matters pertinent to the future of the organization. Following the meeting, the new executive committee, composed of the various regional managers, adjourned to the adjoining restaurant for a dinner.

The New York State Operators Guild has enjoyed much success during the past few years, primarily due to the fact that the organization is well established, has a large membership and is able to carry out its objectives effectively.

At the meeting, the new officers were installed and announced:

Marty Brown, President; and David Rockola, Secretary-Treasurer.

Al Adickes and Dr. David Rockola

Congratulations, Doctor! 10 years

NY State Guild Elects Mulqueen

Kupyeh 1st VP; Haley 2nd VP; Gert Browne, Sec-Treas.

HANNOVER, GERMANY—When Al Adickes, President of Nova Apparatus, and Adickes Kolor Kard Company, visited the Hannover Trade Fair recently, he was surprised to see an old friend, Dave Rockola’s student son, David Rockola, Jr., and in addition to the warm reception given an old friend, congratulations were also in order for David. The son of the phonograph manufacturer is now Doctor David Rockola, having recently received his Doctorate Degree from the University of Munich.
Cash Box — VENDING NEWS
The Vending Machine Industry's Only Weekly

105 Companies Sign For Exhibit Space
As 80% Of NAMA Convention Sells Out

New Marketing Opportunities To Be Among Panel Topics,
Officials Sked Business Around San Francisco Sightseeing Trips

CHICAGO—A total of 105 companies already have secured exhibit space for the 1962 National Automatic Merchandising Association (NAMA) exhibition. The exhibit space includes the 100,000 square foot Exhibit Hall and Civic Auditorium. (CB July 7)

The National Automatic Merchandising Trade Show is managed by National Automatic Merchandising Association (NAMA).

Of the $1,000,000 square feet of available exhibit space, only 19,000 square feet remain to be sold, reports Convention General Chairman, William W. Dennin, Pacific Niki-Lok Co., Inc., Los Angeles.

Expect 100% In Several Weeks
He said he expects all space to be taken by October 1, a week earlier than the original schedule. He reminded potential exhibitors that the sooner they reserve their space, the closer they will be to the initial decision of the show's producers.

Dennin also reported that NAMA will have advance registration forms in early July to vending executives throughout the country.

NAMA members may register free of charge while non-member operators and their employees may charge $15 to admittance to the Exhibit and the Program Sessions.

These registration fees are subject to a 10% reduction for registrations received by NAMA before September 30. The deadline for advance registration, Dennin said.

Non-member manufacturing and suppliers must pay a $50 registration fee for the first person registered and $15 for each additional person registered.

All Convention registration fees may be made payable to NAMA or DIXIE Cupples, Dennin added.

Business programming for the San Francisco show will stress new market opportunities for vending, according to Convention Chairman, John H. Reilly, Chicago Vending Co., Chicago.

In an attempt to fill program limbo, he said, next week, we expect to schedule events to allow the greatest possible time for visitors and their wives to enjoy the many attractions of San Francisco,

Kopel added: To eliminate travel time between the conventions, the first two sessions will be conducted at the Civic Auditorium and the Exhibit Hall.

Free Time Planned
"We are planning to have evening workshop sessions only on Sunday and Monday evenings. Our timing will follow Exhibit hours and last from 7 to 7:30 p.m.

"Visitors will then have the rest of the evening free," Kopel added.

In addition, no business sessions are planned for Saturday night and Sunday afternoon.

NAMA's Annual Banquet will be held at the Fairmont Hotel, Tuesday night, July 3, according to Kopel.


List of Exhibitors
Exhibitors as of June 27 are:


New Combination Currency-Coin Changer

TOLEDO—Announcement has been made of a new combination vending machine which will accept both $1.00 United States Currency, Half Dollars and Quarters. The vendor is going to market with this machine which rejects bills of other denominations, counterfeit and streamers for substitutions. It is available in three models with different combination changers.

The vault type cabinet 23 x 23 x 11 1/2 constructed of 3/16 boiler plate steel with metal tamperproof access plates to the coin and dollar bill sensor and coin changer with single slug ejector, is mounted on door for ease of service. Optional insurance coverage is reported to be available.

Straight $1.00 bill changer also available. Equipment can be adapted to many pricing, many other applications. Available on sale or lease basis. Complete details are on request from Hamilton Scale Company, 3350 Secor Road, Toledo 6, Ohio.

Jack Low Resigns From Wittenberg
Diederich Will Head Universal Match Div.

ST. LOUIS — Albert F. Diederich, president of National Vendors, Inc., has been made vice president and operating chief of Wittenberg, Inc., Nashville, Tenn., a subsidiary of Universal Match Corporation, announced yesterday.

He replaces Jack B. Low who resigned effective June 30. Both National Vendors, Inc., and Universal Match Corporation, are subsidiaries of Universal Match Corporation.

Diederich had to take leave of absence from his vending industry for many years, will continue as president of National Vendors, Inc., Universal Match Corporation, and will be in charge of the operation of Wittenberg.

During an interview with Cash Box last week, Low stated that he expected to leave for a European vacation shortly "to rest and relax." Those who know the vending exes expect him back in the business before too long, however.

15 'Valterias' Under Construction
Hoffman Intl. Holders Hear Glowing Reports

NEW YORK—It may take a while before Webster will accept Hoffman International's novel new cleaning centers as a generic dictionary item but American housewives already are bringing "Valteria" into their everyday vocabulary; according to company officials.

Shareholders at the Company's annual meeting, held last Tuesday, (July 3), at the Delmonico Hotel, also learned that "Valteria" is the first cleaning center to combine automatic coin-operated dry cleaning and laundry facilities with professional, manually operated pressing and spotting services.

The concept, according to Hoffman International President Revius L. Stephenson, may mark the beginning of a new attitude for American enterprises, which soon may realize that automation alone cannot provide extensive enough services to fulfill consumer needs. Stephenson believes that machines combined with human resources will provide the way for future economic advances.

American housewives, whose initial enthusiasm for automatic drycleaning's time saving and cost savings ebbed within a few years, are seeing improvements from machines at one center to be pressed and finished elsewhere. "Valteria" can "one step" daily clean and wash for the first time. Several pieces of Valteria equipment were displayed for the share-

holders during the meeting. Among them were an operating garment wash presser, a single automatic vacuum bag model conveyor, and a "Coat-O-Matic," one of the best automatic equipment-dollars bill changers, and even hair dryers with automatic equipment to help customers while away their "waiting time."

During the meeting Hoffman International provided financing, building location, equipment, and other needs in distinctive marketing areas.

Financing arrangements usually call for an electronic cash sensor, with the balance paid from profits over short three years, and other equipment ranges from $25,000 to $120,000, with construction of some centers starting as early as next year.

But of all the information passed along to the company's shareholders, one of the best pieces of facts was this—sales and earnings have consistently increased and are again anticipated for 1962.
Bidenkap Brings Knowledge Of Distributing, Operating To New ChiCoin Sales Post

Experience Includes Wurlitzer, DeGrenier Sales Positions

CHICAGO—Sam Wolberg and Sam Genzburger, heads of Chicago Dynamic Industries, Incorporated, this city, announced the appointment this past week of Herb Bidenkap to the sales staff. The addition of Bidenkap, they stated, was necessitated by the continuous heavy sales the Chicago based coin machine manufacturing firm has been enjoying with its popular line of Chicago Coin ball bowlers, puck shuffle bowlers, grab and other coin-operated amusement games.

Wolberg and Genzburger asserted that this optimistic sales picture created the need for a very heavy production and shipping schedule to anticipate the demands of ChiCoin’s distributors through next Fall and Winter seasons. Bidenkap, who joined Chicago Dynamic’s sales force several weeks ago, works directly with Mort Secore, the director of sales.

He has been making brief sales trips throughout the midwestern territory to meet ChiCoin’s distributors in their home area and to familiarize himself with their territories. He expressed his happiness in his return to the coin machine industry, “and specifically to Chicago Coin.”

Bidenkap came into the coin machine industry shortly after the termination of World War II. He was connected with the coin Industries of America and games equipment in Chicago’s resort and lake region for a while.

Then he was a sales representative for DuTrentier and the Wurlitzer Company calling on distributors throughout the wide midwestern region.

Before coming to Chicago Coin Machine Company he stepped out of the coin machine business briefly and represented the BeechCraft Aviation Company, selling airplanes to business firms and private parties.

During World War II Bidenkap was a fighter pilot in the Royal Air Force (R.A.F.). He was then mustered into the United States Army Air Force (U.S.A.F.) when this country entered the war. His hobby is still centered around flying. His son, Terry Bidenkap, is presently awaiting his pilot’s license. A younger son has future plans, and Bidenkap’s two daughters have made plans to become airline stewardesses.

Rock-Ola’s Ricke Sees Broad Mkt. For Wall Phone

CHICAGO—On a recent visit to Omaha, Nebraska, Leon Ricke, midwestern regional sales manager for Rock-Ola Manufacturing Corporation’s Phonograph Division, dropped into the Players Lounge, a restaurant and bar, and talked with Eddie Zorinsky, H-Z Vending & Sales Company, Rock-Ola’s distributor in that territory, to get a glimpse of a novel phonograph installation.

Ricke is shown here with Irene Spain, manager of the Players Lounge, flanking a Rock-Ola model model #1494 Custom Wall Model coin-operated automatic phonograph recessed into the wall, thus taking up no floor space at all.

H-Z Vending & Sales Company is headed by co-owner Hymie Zorinsky.

Ricke has found a definite need for the firm’s wall model throughout the midwest area where many new locations are necessarily cramped for space owing to the heavy rentals and much needed booth space in eating places.

Hurvich Back From Europe After 3 Mos.

BIRMINGHAM—Mr. & Mrs. Hurvich, of Birmingham Vending Co., Birmingham, Alabama, returned on June 20, via the Airline, from Le Havre, after a three months extended tour of Europe and Israel. As they spent seven weeks in Israel, they had an opportunity to visit from one end of the Country to the other, and spend considerable time with the people. They were amazed at the progress they found since they were there nine years before.

In addition to seven weeks in Israel, they visited Lisbon, Madrid, Copenhagen, Vienna, Athens, Istanbul, Amsterdam and Paris.

Hurvich is now back at work and looks forward to seeing his many friends again. Max and Harry Hurvich, known for years as the Gold Dust Twins, distribute the Rowe-Ami phonograph line, as well as several leading amusement machine factory lines.
Henry Slavis, NY Mechanic, Dies

NEW YORK—Henry G. Slavis, veteran coin machine parts man and top flight music and amusement machine mechanic, died on July 6, in his home in White Plains, New York. Slavis was approximately 63 years of age at the time of his death. He had recovered from surgery late last year and had returned to his position as Parts Manager for the Lipsky Distributing Company after a short rest. His death came as a shock to a vast number of coin machine operators who were friendly with the coin machine engineer for as long as thirty years, the approximate time Henry spent in this business.

Most of Slavis’s career was spent in the employ of various New York Wurlitzer distributors over the years and to the day he died Slavis was considered expert in this phase of the business. He was called on to cure the ills of the New York coin machine trade, many times on location in the heart of Times Square or in the hinterlands of the upstate regions. Slavis could be counted on to solve the problem and return the machine to working order practically on a guaranteed arrangement. He took pride in his work on reconstructing machines, almost from scratch. His genius was founded on efficiency stemming from the knowledge of parts necessary as well as the hands on ability to do a job properly. Only last year Slavis supervised the construction of a parts department within the Lipsky Distributing Company showrooms which was capable of serving all types of equipment as well as serving as the official Wurlitzer parts center, in lieu of a factory appointed distributor in this area.

Henry G. Slavis was a craftsmen, a man who kept abreast of the radical changes which have taken place in the design of machines over the years. He has been a proud owner of the complexities of the coin-operated machine, but many times improved on its efficiency. The industry has changed vastly since Slavis began servicing machines, but to this day, with all of the improvements and technical factors enhancing the jule box and the coin-operated game, no machine on location is secure unless a mechanic is on call to service it in time of need. Henry G. Slavis was on call for a generation and it is doubtless he was ever failed in his mission. He will be sorely missed by an entire industry. Slavis leaves his wife, two daughters, a son, and several grandchildren.

Slavis’s body will be walked at Memorial Funeral Home located at 491 Mamaroneck Avenue in White Plains.

Funeral services will be conducted from St. John The Evangelist Catholic Church, Hamilton Ave., White Plains, N. Y., on Monday, July 9, at 10 a.m.

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Dispute Closes Seaway

WELLAND, ONTARIO—Three frequent congestion at the entrance to a Welland Canal lock on Thursday, the Welland Canal Commission authorities to close a section of the Seaway stretching from Lake Erie to the mouth of the Welland Canal and length of waterway, thereby closing of the entire part of the Seaway, which flows the waterway to the Atlantic Ocean. The action came about over an Interna- tional Seaway Corporation’s dispute and bitter feud between the Canadian government and the Seaway’s International Union of Canada. A boycott of Canadian shipping by the Seaway’s workers was in effect at press time.

Houston Ups Discuss Pool Table Ban, Cig Thefts, FABA Locations

HOUSTON—Three Coin Machine Op- erators Association of Houston meet- ing here the day before the opening of its annual, June at Knights of Columbus hall on Dennis St., drew higher than average attendance. No new members were en- rolled at this meeting. Those present are expected to preside over June 26th meeting.

Recent ban on pool tables in Bea- mont, a city some 80 miles from Houston, has been centered around a discussion on that subject at May 29th meeting. No official action was taken. New locations and locations in open and pending adoption of table have been discussed. Resolu- tion adopted that names of and in- formation concerning such locations be given only to members with dues paid up to date. Police department de- ported difficulty in identification of stolen cigarettes put on market for re-

A Night At The Races

NYSOG To Meet At Track

NEW YORK—Maybe the industry’s new infiltrations coming from poor at- tendance at meetings ought to look to the New York State Operators Guild for guidance. It seems as though the problem of operator attendance at regular monthly meetings—they sometimes hold em at the local racetrack or horse betting barn, while the operators horse between voting, discussions, or reading of the minutes. Mike Mul- quen, recently elected proxy of the committee, will be on hand to hold the Monticello Raceway in Monticello, N.Y. A trade announce- ment which has gone out to members that all guests should go to the general parking area near Gate C-2 at about 6:30-7:00 PM on July 18.

The announcement continues to advise those committees will be on hand to escort all guests to the main dinning room where dinner will be served promptly before the racing starts.

The off the interesting meeting will be a seventh race honoring the operators, called the NYSOG Pre- sentation, after which members will present the winner with a blanket appropriately inscribed with the association’s official title.

Now that many industry annual meetings have moved out of the metropolitan area into resort areas with weekends replacing solo evenings, it figures that the monthly meeting is being held in a restaurant in A Night At The Races. Beasts those staying hotel meetings on Main Street.

Runyon Skeds Five July AMI Schools First One Mon., July 9

NEWARK, N.J.—Myron Sugerman, President of Runyon International, this city, advised last week that the Runyon Sales Company AMI Phono- graph Service School Program for July will get underway on Monday, July 9 with a service session sched- uled for the firm’s Tenth Avenue showrooms at 6-6:30 P.M. Refreshments will be served.

The session will be repeated the following evening, Tuesday, July 10, in the Newark offices, with a return to New York’s showrooms on July 16. Back to Newark for the July 17 session with another and final school for the month scheduled for Newark on July 24. Operators and servicemen will be invited to the regular Newark address on or around July 16 when Runyon will oc- cupy temporary offices awaiting the completion of a new building now under construction.

Previous sessions have been held under the supervision of Art Seglin, Chief Instructor. Each session program is analyzed with each function explained "from A to Z." All opera- tors and mechanics are invited to at- tend. Enrollments are always served at the Run- yon schools. Attendance is usually in the neighborhood of approximately thirty persons, as enrollees are limited to ten at each session. Those expecting to attend can advise the firm in ad- vance by calling Sugerman at 3-9777 in Newark.

The Buyers' Guide - July 14, 1962
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.

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 find a daily need for 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 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.

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.

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Cash Box
1780 BROADWAY, NEW YORK 19, N.Y.
New 33 Stereo Packs

NEW YORK—Atlantic New York Corporation, Seeburg Distributors here, made available last week, through standard Seeburg record release channels, four new 33 stereo disk packs for juke box programming. The 33 rpm seven inch singles include: The Ray Charles Singers, "Something Wonderful"; Ray Price's "San Antonio Rose"; Dean Martin's "French Style"; and Sam Cooke's "Twistin' The Night Away." The LP selections are in keeping with the firm's Artist of the Week program which is responsible for programming material for use on late model phonographs featuring the 33-45 dual speeds.

California Clippings

Operators and Distributors were pleased with the decided 'pick-up' in the business trend this past week, along 'coin machine row'. John Hale, pres. of Rowe AC Services, and Sandy Hardy, assistant, were visiting R. F. Jones & Co. and report the new Rowe AMI phonograph is going great guns nationally, since its introduction in May. Chuck Klein informed the service fox held by Jack Luee was very successful, with strong in attendance representing 80 different OP's. Ed Wilkes mentioned it was necessary to order another carload of Celebrity line coffee and soft drink vendors, due to a recent increase in sales. Beverly McKeon and her husband, Malcolm, are vacationing for 3 weeks, a through Canada. At Simon Distributing Co., the shop has been busy readying an export shipment for Australia, which is due to arrive at the Bay area. Gary Sinclair, regional sales mgr., was in town and paid a visit to the Wurlitzer Factory Branch. John Scavarda reports sales action on new product line is holding firm. For several weeks, we have seen a continued increase. Royce Garris is in Denver and will be in the Montana area, billing on OP's. The employees of the California Music Co. are attending the preview showing of "Make Mine Man." Freida Woods is vacationing in New Orleans. Don Eseff of the American Discount Corp, in Seattle, spent a few days in town. In the last few weeks, we have seen a considerable rise in sales.

Midwest Musings

Nik and Bob Berquist, Ironwood, Michigan, in the cities for the day making the rounds picking up parts and records. . . Mr. & Mrs. Con Kaluza, Browerville, Minn, returned last week, made a long vacation at Las Vegas, also visiting some in Los Angeles. Mr. & Mrs. John Trucano and children have returned to Dewdrop, So. Dakota from a two week vacation at the World’s Fair in Seattle. . . Mr. & Mrs. Bob Addington, Bismarck, No. Dakota have returned from a trip to the World’s Fair in Seattle; vacationing from the World’s Fair after spending three weeks travelling through Washington were Mr. & Mrs. Gordon Chester of Bismarck, No. Dakota. . . I. F. LaFleur Jr. in Canada for some fishing. . . Nils Peterson, Osceola, Wis. in town for the day looking pretty fit and trim since his illness some weeks ago. . . L. Schillinger, Knapp, Wis. in town for the day picking up records and parts. Conditions look very good up North in the vacation land of Minnesota and Wisconsin as the weather has been perfect and the fishing never better. Tourists are coming in droves . . . Dennis and Joe Weber, Blue Earth, Minn, in town for the day picking up parts and records, also Jack Keefrey for the same reason.

New fast money-making Golden Game feature . . . plus popular Red Letter Game feature . . . plus all the time-tested, profit-proved features of the greatest Bally games . . . all add up to the greatest gold mine of earning power in pinball history. Join the gold rush . . . get GOLDEN GATE now.
Vacations are the order of the day with many of the factories closed down and employees looking to close in the coming weeks. With many of the dealers and manufacturers having their desks and many ops have already started the long weekends to resort retreats. . . . D. Gottlieb & Co. are closed until July 16th; The Wurlitzer Company will be closed until July 23 and building the Great Lakes in a planning a visit to Johnny Billota's place on Lake Erie. There's generally a lot doing at the Billota household. For years in the past, John and Deborah have been having family reunions during the summer and they marvel at how nice the kids grow up and become fine parents, all of whom get along so well, and the older generation of announcers and grandstands making his plant's vacation asked, advised that he would take it easy, but knowing Bob, he's probably happier keeping busy. . . Mike Munves' keeper of the books, Dave, has returned from doing his job and he has been using the extra time to do some fishing, and just plain relaxing. The fishing is good, with the lake providing some nice, fat fish “except for the early morning hours when those fishes boats insist on leaving.” . . . Late summer season biz continues to trickle through the Munves show. The Fourth of July doesn't seem to be stimulating a lot of standard 3-day weekend fare, when equipment orders are generally larger, but overall the cartridge biz has been very good, year after year, for Mike and the crew.

Mike Mulqueen, newly elected pres of the NYS Guild, tells us that NYS helps was very well received. It is planned that there will be more of these types of events held in other towns in the near future.

Another new elected pres, from these parts, Carl Pavese, beams upon reading that he has been a part of the Westchester Guild ever since its inception. And doing a fine job, too. . . . MONY prez Al Denver, delaying vacation pleasure for the moment. He's been working on an important combi-ined meet at the Laushe. Advises that reservations are about the same as for regular meetings, and that attendance has been great. . . The National will elect its Board of Directors at the next meet, after nominating the candidates during this past election meeting. Incidentally, Mulqueen told us that the next topic to be discussed will be the effect that the new NYS rules will have on the industry. A committee will be at Gate C-2 to greet all guests between 9:30 and 7:00 PM. Dinner will be served and the 7th Race will be called the "Yuksie Bobo Machine Race" in honor of that event.

The TV viewing audiences in Omaha are still dazzled by station WOW-TV's weekly "Everything's 8-Ball" show which features the 8-ball pocket pool game in the city's population. The stunt, sponsored by the members of the Nebraske Guild, has done wonders for the sale and acceptance of coin-operated pool tables.

Speaking of pool tables: Howard Kaye, sales chief at Irving Kaye Co., is off on a ten-day vacation trip with his daughter and wife. Howie will vacation at the family home in Maine where he expects to see some good fishing while dad Irving, and brother Arnold, "mind the store.

Irv Kemper pitched a 3-2 ten inning softball game on Sunday for his Westmont Country Club and spent that evening enjoying family reunions. "It's been a real rush," Kemper said. "I have never been all over," cried Kemper, "but it was worth every cent." Morris Rood, usually something of a tardy one to comment on such remarks, was busied with an order via telephone, or else he'd have had some choice remarks for the athlete. Kemp, who planned a late August vacation, can't wait to take off. "We're not sure when we'll take this year's trip," said Kemper. Last year's motor trip to New York was a success, and he's invited. A committee will be at Gate C-2 to greet all guests between 9:30 and 7:00 PM. Dinner will be served and the 7th Race will be called the "Yuksie Bobo Machine Race" in honor of that event.

Gertrude Brown, sailed on the Tenth Avenue wholesalers, in complete dis-charge of the holiday. Business is always first with Mrs. Brownie which is why she's probably a favorite with location owners upstate. . . . Irv Holzman, United East Coast, still waiting for delivery of United's new pool table and so we called. He sold three samples of the new roll-game, but delivery on the game hasn't been made yet. Probably will have been shipped by the time you read this. The pool room was kept well and we left a good cheer over the holiday.

Joe Memo and Frank Mosciuri are still dazzling over the recent re-order from California Arcade in Seaside Heights, N.J. The owners have two "Kissin' Kupids" on location, but ordered more two. "They must be doing very well," commented Joe, an arcade hand himself.

Charlie Katz, Urban Industries Sales chief, announced three new distributors for the "Kidde Kolor Karton" movie machine last week—Joe Ash, Active Amuse-ments, Box 102, Newark, NJ; Sam Weisman, Stats Sales & Service, Baltimore, and Roanoke Vending, Richmond, Charlie also landed a 5 & 10 chain for the kiddie unit with operators in the territory handling it. Al Simon up in New Haven, has a big employment family vacation, while Al D'Onofrio has spent the past few weeks at the lake, receiving visitors, callers, and ops alike. Of one whom is Rock-Ola's regional man, Art Biddus, in from the West Coast on the progress of the "Princess" and "Empress" phonos. Several ops drop into Simon's from England, in search of equipment and they relate that business in merry old England is going quite well, and that there is a lot of interest in the machines, we failed to get their names. . . Al D will vacation during the end of August. Al Simon and Harry Kemper made lengthy calls on the resort jukes, filling orders from ops picking up rentals, etc. Al Harry tells us brother Hymie is doing okay in Arizona.

We've had one thing in the past that we've missed during the 4th holiday, and one thing only —"golf" that's all. Meyer Parkoff down in Florida, combining a two-week vacation with a Bar Mitzvah date for his nephew. The staff at Atlantic City NY has been busy booking over 500 accounts so far, their main focus being in the "Princess" and "Empress" phonos. Several ops drop into Simon's from England, in search of equipment and they relate that business in merry old England is going quite well, and that there is a lot of interest in the machines. . . .

A lady who wants to get back into New York now, Jack Lonz of the AMA Convention which doesn't open until October 13 in San Francisco and the way in which the exhibit booths are selling? 106 exhibits sold out already with 10,000 of the 50,000 sq. ft. of space left for later exhibitors and three and one-half months to go!
Since coinbizz is presently in the midst of the annual vacation period several large Chicago coin machine manufacturers are operating on a skeleton crew. This has turned off many of the customers who place orders only in the off season. Coinbizz is on a roll at the moment, however, with the emphasis on the heavyweights (leaders) in Chicago predicted last week that this second holiday would be the best so far in years. We would predict that coinbizz also may have a repeat performance in August.

We welcome Herb Biddenkopf back into coinbiz. Herb was named by Solberg and Sam Gensh, heads of Chicago Dynamic Industries, to join their sales force. Herb will work with Mort Secore, Chicago Coin's director of sales. It seems that Herb was a fighter pilot during World War II in the R.A.F. Well, he ultimately was mustered into the U.S.A.A.F. as a pursuit pilot. He did all quiet on the Bally front, but only because this is vacation time. The way the "Golden Gate" in-line amusement game is selling, according to Herb Jones, production will be at peak when the factory crew reverts to 

It's dills! Manufacturers plans are for stepped up production and shipping schedule come July 16. Bill DeSelm is hard at work at Seeburg to get the orders turned around.

Joe Robbins and his wife Marian spent a long weekend in Sault Ste. Marie last week. They went with coin machine operator Bill Cleary, of Soo Coin, an oldtimer around the Upper Peninsula of Michigan. Despite Empire's vacation period, sales are terrific in United Mfg.'s, "Silver Roll Down" and Midway's new "Interactive Gallery.

To further indicate that coinbiz is booming this summer, the D. Gottlieb & Co. plant is on vacation. But you wouldn't believe it when you see the orders pouring in on the desks of Nate Gottlieb, Alvin Gottlieb and Jud Weinberg. The reason is, of course, Gottlieb's "Fashion Show." . . . And, Mort Levinson of National Coin, Gottlieb's distrib in this area, concurs wholeheartedly that "Every show has been an operators (and distributors) dream." To hear him from Art Weinand, Williams Electronic Mfg. Corp., you'd think the plant is on the verge...of becoming a one-man business. But this isn't business is that great. Prexy Sam Stern, et al are on vacation, and Art is at the plant as a skeleton force.

We heard some interesting comments about the pic in Cash Box showing the attractive deco of your "Tiny" Warren. Some fellows say we're kidding. (Honestly, fellas, he's an op—and a darn good one, we're told. But "Tiny's" a growing boy—only 7 feet tall—and needs his rest!) He operates out of Roswell, New Mexico. . . . Tom Sams, vice pres of Rowe-AC Services, hiked himself to Chicago for the Fourth of July, expected back in his office by Thursday. A very busy exec at Rowe-AC last week was Jack Dunwoody, veepee in charge of the vending division.

The gang was all here at Rock-Ola Mfg. Prexy Dave Reekola, executive vice president Ralph Wycko and Les Reek were all at home for the Fourth of July. Business is really booming at Rock-Ola with emphasis on the "Princess" phonograph and the Rock-Ola "IV" drive machine lines. . . . It's off the cuff" to Jack Gordon and Leonard Gross, recently named new executive vice president of Seeburg Corporation. "Congratulations, fellows. We couldn't have a veepee open to two nicer guys!" And, lest we forget Stanley Jarocki, Jr., congratulations on your appointment as national sales promotion manager.

The news is definitely good at J. H. Keeney & Co. Paul Huebsch, head of the firm, relates that little Johnny "Red" Huebsch (and we mean "RED" hair!) is feeling much better after his recent illness. Also, biz is booming at the Keeney plant. Sales of the "Rainbow" in-line game are excellent during this vacation period, according to Paul and Clayton Nemeroff.

We sometimes get a letup business (don't you?) except at Atlas Music Co. for a very long time, according to Nate Feinstein. The action is heavy on both the Rowe-AMI coin-operated phonos and the Rowe vending line of equipment. Harold Schwartz and his lovely wife enplaned for New York on their wedding trip. Joe Kline and Sam Kolber relate that export business is enjoying the heaviest action at First Coin Machine Exchange. Fred Kline spends the greatest part of his work day on the phones trying to acquire the much needed good used equipment for orders to overseas customers.

It seems like we're the "keynote" at World Wide, where both vending and music operators know they'll get all the help they need to keep their equipment in working order. Seeburg "SIDS" phonos and Seeburg's "Ice-cream" and "rain" drink machine are having a heathy sales campaign these days, according to Prexy Joel Stern and sales chief Fred Skor.

Although Games, Inc. is shut down for the holiday vacation period, prexy Clarence Schuyler is in the plant with a skeleton crew to keep shipments of "Willie Row" phonographs rolling out to customers' games. . . . Hymie & Eddie Zorninsky, H-Z Vending & Sales Co., of Omaha, info that there'll be a "knock'em-down-drag'em out" match via WOW-TV with champs Jim McCoy and Joe Garcia fighting it out with cue sticks to determine the winner of the Omaha Open, to be played on the Fischer 6 pocket billboard table Saturday, July 7. The winner gets a $500 Sunday fund through the courtesy of the Omaha Operators' Assn.

We herald the recent verdict handed down by Judge Donald S. McKinley, Superior Court of Cook County, who lifted the revocation of a liquor license held by Kenneth Shoest and his Ridge Club, for operating an op during the vacation period on the premises. Judge McKinley stated that Rule 20 of the Illinois Liquor Control Commission is "unreasonable, arbitrary, unjust and not a reasonable rule within the authority of the Commission." He further stated that said rule is therefore invalid." His Honor then reversed the Commission's ruling forthwith.

The interesting thing about Midway Mfg.'s new "Target Gallery," according to Ralph Sheffield, general sales manager, is that several of the best, most experienced coin operators were invited to inspect and incorporate into it. Sales, he says, indicate that the thinking of Hank Ross and Marcine (Iggy) Wolverton was accurate in designing "Target Gallery.

John M. Gurtler, president, and John S. Bowman, executive secretary of N.A.A.P. & B., and membership chairman Jack Ray of Belmont Park, San Diego, are driving hard to increase the membership of the association. They urge members to join their "July Get-A-Member Campaign." Bowman says: "Don't delay—invite that prospective new member today!"

BARGAINS GALORE—BIG WAREHOUSE CLEARANCE SALE

Help Us Clear Our Warehouse

For Sale

<table>
<thead>
<tr>
<th>SPECIAL ON 8 SHUFFLE ALLEYS</th>
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<tbody>
<tr>
<td><strong>Bally</strong> Each</td>
</tr>
<tr>
<td>Rocket</td>
</tr>
<tr>
<td>Blue Pin</td>
</tr>
<tr>
<td>Dog</td>
</tr>
<tr>
<td>6 Blue</td>
</tr>
<tr>
<td>13 ABC</td>
</tr>
<tr>
<td>5 Speed</td>
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<tr>
<td>56 Speed</td>
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<tr>
<td>Equipment is in working order.</td>
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</tbody>
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<table>
<thead>
<tr>
<th>SPECIAL THIS WEEK</th>
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</thead>
<tbody>
<tr>
<td>6 Bally Bank Ball</td>
</tr>
<tr>
<td>2 weeks on location</td>
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<tr>
<td><strong>$445.00</strong></td>
</tr>
</tbody>
</table>

FOR DOMESTIC & EXPORT

**ARCADE**

<table>
<thead>
<tr>
<th>Vendor</th>
<th>Model</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Chicago Coin World Series</td>
<td>$85.00</td>
<td></td>
</tr>
<tr>
<td>BC Bull's Eye Drop Ball</td>
<td>$85.00</td>
<td></td>
</tr>
<tr>
<td>DeGruenier 20 Col. Cigarette Vendor</td>
<td>$125.00</td>
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<tr>
<td>9 Col. National Cigarette Vendor</td>
<td>$175.00</td>
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<tr>
<td>Unlim. UPD 100 Phone</td>
<td>$265.00</td>
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<tr>
<td>Unlim. G-200 Phone</td>
<td>$350.00</td>
<td></td>
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<tr>
<td>Bally ABC Shuff.</td>
<td>$150.00</td>
<td></td>
</tr>
<tr>
<td>Unlim. Regulation Shuff.</td>
<td>$150.00</td>
<td></td>
</tr>
<tr>
<td>Williams Shuff.</td>
<td>$175.00</td>
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</tbody>
</table>

**CENTRAL DISTRIBUTORS INC.**

For Our Price

**$10.00**

**$15.00**

**$20.00**

**$30.00**

**$50.00**

**$60.00**

**$75.00**

**$100.00**

**$150.00**

**$200.00**

**$250.00**

**$300.00**

**$400.00**

**$500.00**

**$750.00**

**$1000.00**

**$1500.00**

**$2000.00**

**$3000.00**

**$5000.00**

**$7500.00**

**$10000.00**

**$15000.00**

**$20000.00**

**$30000.00**

**$50000.00**

**$75000.00**

**$100000.00**

**$150000.00**

**$200000.00**

**$300000.00**

**$500000.00**

**$750000.00**

**$1000000.00**

**$1500000.00**

CLEVELAND COIN Machine Exchange, Inc.

6000 Proctor, Sales-Branch, Cleveland, Ohio

Cash Box—July 14, 1962
WANT—Attention: Distributors and record shops. Need some new 45s and 78s. Write for details. WANTED 45 rpm records to 16 years old. Highest per record, cash. JOHN RECORDS, 418 WASHINGTON ST., BOSTON, MASS. (TEL: 358-7251).

WANT—Call Collect! Want for immediate ex- press. Bella Binga, Golfie Fingalines. All Types of Seeck, AM, Wollier music. All types of 45's NM. 45's NO. BROAD STREET, PHILADELPHIA, PA. (Tel: 543-8470).

WANT—45 rpm Records, new or used. No quantity too large or small. Highest prices paid. H. J. HANCOCK, 459 S. CALIFORNIA AVE., 1/2 BLOCK FROM S. 8TH, DALLAS, TX. (Tel: 236-2776).

WANT—Biggs Games, Golfie Fingals 1937. Lotta Floss, Wire, write or phone. SCOTT CRAWFORD (Selections of Golfie Fingalines). 2935 KENILWORTH AVE., PHILADELPHIA, PA. (Tel: 684-4444).

WANT—Records, 45's, and LP's, new or used. Please give full details first contact to avoid delay and useless costly deals. HARRY WARD, KICKEROCREER MUSIC CO., 1/4 MÑOLN AVE., YONKERS, N.Y. (Tel: 482-6776).

WANT—New or used 45rpm records that have ap- peared in the last 6 months. Write or phone. We pay fast for cash. 5-1359 N. 27TH STREET, WILMINGTON, DELAWARE, DEL. (Tel: 2-1456).

WANT—New or used 45 rpm records, not over 4 months old. Write for prices. KIRK RECORDS, 1125 N. 8TH PLACE, MIAMI, FLA.

WANT—Eclipse's 10U, Selectem and Har- norables. Fair or better, singles in first letter, N.Y. LIDO, 412 EAST 96TH STREET, BALT- MORE, MD.

WANT—Wm. & Gottlieb used 1, 2 & 4 pley, and all types of music. 6718 Marshall St., N. LOS ANGELES, CALIFORNIA. (Tel: 773-6183).

WANT—Am. 128 and 269 Photographs, Hideaway, sandwiches, or any other music, used or new. $10 CASH FOR GOLDFINGER PIN GAMES; $15 & Country Cameras, cash paid for pin games. We will pay cash prices. ST. THOMAS SALES 1715 CENTRAL AVENUE, NEW YORK, N.Y. (Tel: 512-5091).

WANT—To buy in quantity for resale—National 111 and 112 Cigarette Machine, For sale—Tag, Tchell-Binga, Big Ten, Com- pie, Shuffle-A-Lee, Pin Filter, or any other Reply, Box 1768, BROADWAY, NEW YORK 19.

WANT—Artificial hair bob money, 45 rpm, Golfie, Fingalines, original car, pay dollars cash in advance. 1142 DAUPHIN ST., NEW ORLEANS, LA. (Tel: TR-3215).

WANT—Sellers—Selling new operators sig- natures, also all types of music. Jack Bond, 343-11 DURHAM AVE., ORLANDO, FLA. (Tel: 214-5356).

WANT—Art's new bob money, Golfie, Finga- lis, 2-4-8, 1937, Double Scotch, Big Ten, Com- pie, Shuffle-A-Lee, Pin Filter, or any other Ex- tra Travel State. We pay top commission. One man owns over 1000 car. All mail orders shipped. THE GENERAL, AUTOMATIC 40, 20 Van Dyke, 307 43RD ST., NEW YORK 18, N.Y. (Care of: Jeumate-Brussels).
MFRS. NEW EQUIPMENT CURRENTLY IN PRODUCTION

Prices shown are list prices f.o.b. factory. Mfrs. have not authorized price changes where no price is shown.

ROCK-OLA IVI CORP.

Model 701 "The Cream of Chocolate, Sour Vend°-

Bach fresh brew, molded door after style, coffee 4 ways, extra cream and sugars, whipped powdered chocolate, sundaes, chocolate, coffee 4 ways, extra cream, with change.

Model 601 "Chocolate, Sour Vend°-

Single cup fresh brew, 100 cup capacity, coffee 4 ways, extra cream, sundaes, whipped powdered chocolate, granulated sugar, chocolate, coffee 4 ways, extra cream, with change, optional (extra charge).

(Pre-heel Models)

Model 1400G-"Coffee, Hot Chocolate, Sour Vend°-

Single cup brew, 200 cup capacity, coffee 4 ways, extra cream, sundaes, whipped powdered chocolate, granulated sugar, chocolate, coffee 4 ways, extra cream, optional (extra charge).

(TOP SHEET)

D4550-Directional stereo, 100 selection phono.

D4650-Directional stereo, 160 selection phono.

All models have the following as standard equipment:

Personalized feature

Universal printing

Select 1000 rpm from records

Intertwined, Half dollar changer

HY1008R-"Stereo, 100 selection, hideaway.

5200-"Stereo, 100 selection, hideaway.

SW100-"Wall-Mnt "008", Single phono.

SW1456-"Wall-Mnt "008", Single phono.

TR-100-"Single phono.

TC-1-"Single phono.

TM-1-"Single phono.

WC-12-"Single phono.

PBV-45-"Powerized remote volume control

CC 01-"Coin counter—Phono—Power supply

B52-"Coin counter—Phono—Power supply

CM-1-"Coin counter—Phono—Power supply

CMC-"Coin counter—Phono—Power supply

B56-"Coin counter—Phono—Power supply

SM-1-"Coin counter—Phono—Power supply

Phono—Powerized remote volume control

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Phono—Powerized remote volume control

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SW100-"Wall-Mnt "008", Single phono.
NEW FOR YOU...
YOUR LOCATIONS...

YOUR LOCATIONS' CUSTOMERS

- New Moving Color
- New Record Indicator
- New Lighter Mechanism
- New Top Talent Display
- New Styling
- New Location Identification
- New Stereo Round*
- New Front Access
- New Adjustable Tone Arm
- 200, 160 or 100 Selections

NEW Rowe AMi PHONOGRAPHs

See the only “Three-in-One” phonograph that fits every location.
See the smart, entirely new design and engineering features that build play, make operation more profitable.
See the smart new Rowe AMi phonograph at your distributor’s now.
See it! Hear it! Try it! Buy it!

ROWE AC SERVICES
DIVISION OF AUTOMATIC CANTEEN COMPANY OF AMERICA
18 So. Michigan Ave., Chicago 3, III.
OWNER OF LAS VEGAS SPUD-NUT SHOP SAYS...

"I wouldn't have any phonograph without the Ten Top Tunes Feature"

The Spud-Nut Shop replaced its former Wurlitzer Phonograph with a Wurlitzer 2600 offering the TEN TOP TUNES FOR FIFTY CENTS AT THE PRESS OF A SINGLE BUTTON.

Here's what happened. Where the older Wurlitzer was taking in $40 to $55 a week ($20 a week in half-dollars), the Wurlitzer 2600 jumped earnings to $90 to $100 a week (as high as $76 of it in half-dollars).

Is there any wonder that Spud-Nut owner Paul Harr says he wouldn’t have any phonograph that didn’t offer the Ten Top Tunes musical bargain?

Don’t you think you should replace your present instruments with this fantastic Wurlitzer money-maker? Ask your Wurlitzer Distributor for details. Then move fast and start making more money in every location you serve.
UNITED'S Shuffle Baseball
New Type Fun-to-Play
BASEBALL TARGETTE GAME

Fascinating New Scoring

**BONUS and RUNS SCORES**
Flashing Lights Skill-Timing
Plus Accurate Pocket Shots
Build Up RUNS SCORES 2 Ways

**BASES SCORES**
TRANSFER TO BONUS SCORES EACH SHOT

**15 SHOTS PER GAME**
Single Player

**10c PER GAME**

**ANIMATED BASE-RUNNERS**
**SINGLES**
**DOUBLES TRIPLES HOME RUNS**

**CHROME RAILS (BOTH SIDES)**
Extremely Quiet Operation

**FAST PLAY**

**8½ FT. LONG**
**2½ FT. WIDE**
**SHIPPING WEIGHT (CRATED)**
**465 lbs.**

**DESIGNED BY THE ORIGINATOR**
**OF COIN-OPERATED**
**SHUFFLE ALLEYS and BOWLING ALLEYS**

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

UNITED MANUFACTURING COMPANY • 3401 NORTH CALIFORNIA AVE., CHICAGO 18, ILLINOIS • CABLE ADDRESS: UMCO
NEW COMPACT DESIGN. A totally new concept in "compact design," measures only 48 1/4" high and 29 3/4" wide and 21 1/4" deep. The Princess has an uncluttered, crisp appearance in any location.

COMPACT MECHANISM. Now for the first time in the history of Coin-Operated phonographs, Rock-Ola has produced an entirely new Compact Revolving Record Magazine designed specifically for use in a small phonograph. The NEW Rock-Ola compact mechanism has fewer moving parts for faster cycling and maximum ease of servicing, while preserving the traditional Rock-Ola Revolving mechanism design and operating dependability.

PERSONALIZED LOCATION PANEL. Now you can personalize the Princess Phonograph for each location, by quickly and easily snapping into place the Title bar letters provided. A full set of snap-in letters provides you with full Location, Personalization Flexibility.

The Princess — Compact — Versatile — Daring.

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

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

Maximum earnings and complete location satisfaction are assured.

look to ROCK-OLA for advanced products for profits!