As a result of the huge success of “Ahab The Arab,” a whole new world has opened up for Mercury’s Ray Stevens (left) as is quite obvious from the above photo taken recently at a distributor cocktail party celebrating the hit single. In addition to tremendous record sales, bookings have been pouring in for the singer. An extremely gifted composer who penned “Ahab” as well as his previous click, “Jeremiah Peabody’s Pills,” Ray’s creative ability in the field of original music and humor can now be appreciated in its many varied forms on the artist’s first and very funny Mercury LP “1837 Seconds of Humor.” The album has been subtitled “Ahab The Arab” in bold type for commercial reasons.
Get the picture?

Devil Woman (4-42486) by Marty Robbins is selling.

I Left My Heart in San Francisco (4-42332) by Tony Bennett is selling.

Goodnight, Irene (4-42417) by Jerry Reed is selling.

Columbia® singles are selling. Get the picture?
As you read this issue, we will be revving-up the presses for the first forms of our 1962-1963 World-Wide Directory being issued in conjunction with the 20th Anniversary of Cash Box.

Although there are still a few days left before the final closing of the very last forms, it has already become evident that the new directory will be the most impressive book we have ever published.

The International Section, almost complete at this writing, is already considerably stronger than last year's. Names and addresses of manufacturers, publishers, distributors, etc., from all across the world have been expanded and brought up to date in an effort to offer the reader the most complete reference source book available anywhere in the record industry. Our many world-wide clients, keenly cognizant of the shrinking globe and the many records that have crossed national borders and gone on to become international favorites, have helped make the forthcoming international section of our directory far more informative than it's been in the past with their institutional messages.

The same appears to be true from the domestic scene. Although we have until Thursday, August 2, before we prep the final form for the presses, it appears as though the domestic section also will be the biggest we've ever issued. The all important list of record distributors and the lines they handle (the most requested single feature each year from the domestic standpoint) has been completely revised and brought up to date. The record manufacturer list, million seller list, etc., all have been altered and expanded offering a wealth of information for everyone in the trade.

And we have just completed our annual poll of the nation's disk jockeys which will be announced in the Directory. The poll will report on which artists and records were most programmed during the past twelve month period and will offer the results of a survey which asked the jockeys "which new artists do you consider most promising?"

What we have tried to do is make the Directory as comprehensive as is physically possible.

We would like to call to our subscribers' attention the fact that last year, after the Directory was published, an overwhelming number of orders poured in for additional copies. Many companies ordered the issue in quantities of 25 and 50 as reference books for their entire staff. Requests were so heavy that greater than even we had anticipated, that our over-run of the '62 Directory was completely consumed during the month following the Directory's release. Therefore we urgently request that if additional copies are desired, please wire us immediately so you won't be caught short.
from London, England... to Broadway, New York... this fall...

a great new musical

STOP THE WORLD-I WANT TO GET OFF

starring ANTHONY NEWLEY

Emotional renderings by the star of the show
ANTHONY NEWLEY
What Kind Of Fool Am I b/w
Gonna Build A Mountain 45-9546

Lush instrumental... automatic air play
MANTOVANI
What Kind Of Fool Am I b/w
Someone Nice Likes You 45-9552

A swinging version by the star of "Oliver"
GEORGIA BROWN
Gonna Build A Mountain 45-9551

An artistic, melodic piano interpretation
RONNIE ALDRICH
Once In A Lifetime b/w
What Kind Of Fool Am I 45-9553

A sophisticated piano rendition
BURT FARBER
Once In A Lifetime b/w
What Kind Of Fool Am I 45-8652

A teenage natural
THE CORDIALS
Once In A Lifetime b/w
What Kind Of Fool Am I 45-8653

An exciting rockin' spiritual type vocal
ROBIN WILSON
Gonna Build A Mountain 45-060

Here are the hit singles*

*Release date for public performance and sale—August 1, 1962

The original Broadway Cast LP

Coming soon on

LONDON RECORDS
**Liberty Announces Fall Program**

**LOS ANGELES—** Armed with an abundance of product and the theme "You Get A Lot To Like With Liberty," Don Behanan, label's national sales manager, has announced dealer terms for the Fall program which begins August 1, 1962 and ends September 3, 1962. The new line as well as the firm's book catalog of regular Liberty-Dolton LP's (except Chipmunks), as well as Premier Series product will be available at a 15% cash discount taken off the face of the invoice, on the dealer's entire order which must have a minimum of 15 total LP units. A 100% exchange privilege is also featured with merchandise exchangeable anytime after February 1, 1963. Payment is scheduled for 1/3 November 10, 1/3 December 10, 1/3 January 10, 1963, 20% ROM.

Product runs the gamut from a Yiddish sing-a-long by Sholom Senda, "Singing Sleigh Ride," the title of his new LP (LP-3277/1ST-7257), and Eddie Heywood's "Golden Recorders" (LP-3280/1ST-7258), Matt Monroe's first album (LP-3240/1ST-7240) includes the new LP "Guest At Cash's," Walter Brennan's Old Rivershark, Premier acquired two previously issued Brennan LP's, "The President" and "A World Of Miracles" and will offer them re-packaged.

Part II of the program highlights Liberty's Premier Series with heavy emphasis placed on elegant packaging and flawless prestige. The line will have three additions: Felix Slatkin's "Fantastic Strings Play Fantastic Themes," a Si Zentner, "The Great Alfred Newman Suite" and Tommy Garrett on "50 Greatest Hits of the 20's".

Liberty's merchandising department has created dimensional casel displays with a three-paged color catalog insert and an eight-page catalog insert into LP's of this category. Because of Premier Series acceptability, Liberty finds itself in a position to exchange and display capable of completing the display line. Self-standing, it offers itself as an eye catching header and a take one business card case. In host-to-quality for the unit, retailers must stock it with an initial order of 90 Premier LP's, which, in return, illustrate return for merchandise, holds true.

President of the American Avail Electronics Corporation.

**HOLLYWOOD—** Capitol records has announced the release of seven new albums by some of its top recording artists plus the debut recording of Academy Award winner, George Chakiris, for the month of August.

George Chakiris, who won the award for the best supporting actor for his portrayal of a "West Side Story" singer some of the tunes from "West Side Story" along with some dramatic scenes are illustrated in "George Chakiris."

**ORDER DIRECTORY NOW!**

Last year Cash Box received an overwhelming demand for additional copies of the Annual Directory after it was published. Because of the many large orders, our over-run was considerably large, due to the publication of the issue. Therefore, we decided to forego the printing of large quantities of this year's Directory for your entire staff, please do not call Cash Box to order this issue. The Directory goes to press this week. The price per copy for subscribers is $1.00. For non-subscribers, $5.00.

**New Capitol Albums For August**

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**Dot's National Sales Meet in Nashville**

**SETS $5,000,000 Goal For August**

**HOLLYWOOD—** Dot Records Distributing Corporation, a division of Dot Records, recently held its first major national sales meeting ever attended in Nashville, at which time Randy Wood, president of Dot, announced that the company is going into a fullscale LP program with a quota of $5 million dollars to be sold through the August 1, 1963, deadline.

The fall program includes: (1) Optional discount—two free albums on the purchase of 10 making a total of eight for 10. Each album features a complete diversification of the Dot catalog.

**Columbia Intros Musical Coloring Kits For Kids**

**NEW YORK—** As one of the highlights of its 1962 summer season of sale conventions in Miami Beach last week, Columbia Records introduced Hi-Fi Fun Musical Coloring Kits and announced the release of the first six packages in the new product line.

Aimed at the toy market, the new product is one of the newest achievements of the Columbia Records companies in its diversification program. The unique character of the product lies in the fact that it has been advertised for hours of exciting, educational entertainment for children, ages 5 to 10. For color lovers only, the Columbia Harmony LP record features two musical features that are appropriate for the age.
New Pop and jazz LPs


Columbia's Anti-Juke Box Bill Hearing Postponed

WASHINGTON, D.C. — The hearing originally called for July 25 represents a significant victory for the record industry, as the Senate Judiciary Committee yesterday announced that the hearing would be postponed to September 17. The reason given was the Senate's busy schedule, due to the approach of Labor Day. Senator William Proxmire (D-Wis.), chairman of the Senate Subcommictee on Patents, Trademarks and Copyrights, which is leading the investigation into juke box operations, would be out of town for the Labor Day recess.

The new date set for the hearing will be September 17, with a follow-up hearing scheduled for September 24. The hearing will be held in the Senate Caucus Room. It is not clear at this time whether the Senate will hold a second hearing on the topic, or whether the committee will conclude its investigation with the hearing scheduled for September 24.

14 New Albums in Columbia's August-September Release


Naramic Mid-Year Meeting Set For Chicago

PHILADELPHIA—The 1962 Mid-Year Meeting and Sales Conference of the National Association of Record Merchandisers will be held at the Edgewater Beach Hotel in Chicago, August 10-13. The highlight of the conference will be the person-to-person meetings, which will be held at the Edgewater Beach Hotel on August 12 and August 13. This is the first time the meetings will be held exclusively through the hotel. The person-to-person meetings is to permit sales executives to meet face-to-face with key accounts and distributors, thus eliminating travel time and consumer travel. The person-to-person meeting will be held at the Edgewater Room of the hotel. The person-to-person meeting is to be held at the Edgewater Room, located at the Edgewater Beach Hotel, at 7 p.m. The meeting will be held on August 12 and August 13.

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S.C. Radio Station

Suspended For Obscenity

WASHINGTON—The Federal Communications Commission has refused the license renewal of radio station WDPK in Brevard County, Florida, for the broadcasting of obscene remarks and for not living up to the community standard. The action is based on the findings that the station has failed to meet the standards of decency and good taste.

Thomas H. Donohe, examiner for the FCC, recommended last December that WDPK's license renewal be denied. The commission upheld his recommendation, ruling that the station's broadcasting of obscene remarks and for not living up to the community standard.

In his decision, the FCC found that the station had broadcast obscene remarks on two occasions, including one in which a station employee was heard to say "I love you" and another in which a station employee was heard to say "I hate you." The FCC also found that the station had not met the community standard of decency and good taste.

The decision has brought criticism from some members of the community, who have accused the FCC of being too lenient. However, the FCC has defended its decision, stating that it must balance the rights of broadcasters to free speech with the rights of the public to be protected from obscenity.

The station had been in operation since 1969 but had been shut down for several months before the FCC made its decision. The station's owner, Robert W. Robinson, has appealed the FCC's decision to the court.

Cotton-Columbia And American Columbia

New Association In Japan

NEW YORK—Columbia Records, Y. Division of Columbia Broadcasting System, Inc., and Nippon Columbia Co., Ltd. have announced the formation of a joint venture in Japan, called Columbia Records Japan Co., Ltd. The contract was negotiated by Goddard Lieberson, president of Columbia Records and Dr. Kohji Tabuchi, president of Nippon Columbia Co., Ltd. Dr. Tabuchi was on a recent visit to Japan.

Columbia Records Japan Co., Ltd., will reproduce Columbia Records' repertoire in Japan, and will also manufacture and market records. The joint venture will be headed by Hikaru Kunzai, Sales Manager of International Repertoire of Nippon Columbia Co., Ltd. Dr. Nagamasa and Mr. Kunzai will conclude their visit with a transcontinental tour of the United States to study the recording studios and manufacturing facilities in the United States.
**Pick of the Week**

"EVERY NIGHT" (2:20) [Spank BMJ—Anka]

"THERE YOU GO" (2:25) [Spank BMJ—Anka]

PAUL ANKA (RCA Victor 5665)

This one looks like another fantastic smash for the multi-talented artist, who already owns a fantastic chain of smashers. Side, labeled "Every Night (Without You)," is a stompin', steady-drivin' romancer that Paul belts out in sping-tyling style. Fabulous Ral Ellis orch-choral backdrop. The broken-hearted "There You Go" makes for a sensational, beat-ballad companion deck.

"TEEN AGE IDOL" (2:25)

"I'VE GOT MY EYES ON YOU" [Nelson ASCAP—Lewis]

(1 Star Sales BMJ—Burgess]

RICK NELSON (Imperial 5684)

It's a cinch Nelson's next big chart-makers will come from both ends of the family: "Teen Age Idol" and "I've Got My Eyes On You (And I Like What I See)." Former's a touching soft beat soft cha cha tale of the lonesome life of a youngster in the spotlight while the latter's a delectable blue-oriented twistler. Two hit-makers-makers-next.

"SEND ME THE PILLOW YOU DREAM ON" (2:56)

[Four Star Sales BMJ—Locklin]

"WHAT'LL I DO" (2:37) [Irving Berlin ASCAP—Berlin]

JOHNNY TILLOTSON (Cadence 1421)

Chances are Johnny Tillotson will have two back-to-back-country-angled piano and the lyrics. The smoothing of the song's text, performed by 'It Keeps Right On A-Hurtin,' is back with the old Hank Locklin beauty, "Send Me The Pillow You Dream On." Stellar chalk-or-support here on this shuffle ballad winner. Warm, lilting revival of the Irving Berlin great, "What'll I Do," on the flip. Both ends are in Johnny's current hit LP.

"HULLY GULLY BABY" (2:31) [Kalman ASCAP—Mann, Appell]

"YOUR LAST CHANCE" (2:09) [Robinson, Cooper]

THE DOVELLS (Parkway 845)

The Doevs, who own now two solid chart-makers in "Bristol Stomp" and "Bristol Twinstin' Annie," can have their third dance-induce hit in a row with this one. It's an attention-getting winner, labeled "Hully Gully Baby," that the vocalists and instrumentalists pull across in ultra-commercial fashion. Same goes for the sizzling stomp-a-twister, "Your Last Chance," on the pot-pairing.

"IF I HAD A HAMMER" (1:58) [Ludlow BMJ—Seeger, Hays]

"GONE THE RAINBOW" (2:14) [Peppermaj ASCAP—Yarrow, Travers, Stookey]

PETER, PAUL & MARY (Warner Bros. 5296)

From the same LP, Peter, Paul, & Mary, that produced the trio's Warner Bros. hit, "Leaving on a Jet Plane," they're strong contender for hitdom. Tune, "If I Had A Hammer (The Hammer Song)," is a brisk folk-edged number that's got same pre-stylin'. Coupler, "Gone The Rainbow," is a haunting, easy-goin' entry.

"I'M GONNA CHANGE EVERYTHING" (1:58) [Tackeha BMJ—Zanetis]

"PRIDE GOES BEFORE A FALL" (2:38) [Tackeha BMJ—Payne]

JIM REEVES (RCA Victor 5990)

Reeves, who's been well represented on both the pop and country charts for a number of years now, can have one of his biggest two-market hits to date in "I'm Gonna Change Everything." It's a soft beat cha cha Beatbreaker that Reeves does dual-tracks in grade A fashion. Jim's at his mellow-toned best on the superb, crouping liltter, "Pride Goes Before A Fall." Great pairing.

"TILL THERE WAS YOU" (2:12) [Frank ASCAP—Meredith Wilson]

"THE EIGHTEENTH VARATION" (2:25) [David Jones ASCAP—Browne]

(Vaughn, Cooper]

VALEJAN (Carlton 576)

Now that the slick version of "Musie Man" will soon be making the rounds, it's a good bet that the lovely ballad, "Till There Was You," will do likewise. This time it's a beautiful, big-sounding instrumental arrangement with Vailejan (who made his chart bow with "Ben Casey's Theme") at the piano and the backing is a very attractive cut, with a very attractive finish. Pairing's a stellar adaptation of the famous Ramekinn man's work.

"YIELD NOT TO TEMPTATION" (2:32) [Don BMJ—Malone]

"HOW DO YOU CHEATING A WOMAN FEEL" (2:27) [Bob BMJ—Smith]

BOBBY BLAND (Duke 352)

Bland's long string of dual-mart, pop-rub coin-catchers should soon be adding both ends of his new Duke release. One half, "Yield Not To Temptation," has a fairly driving, chord-acted handclapping twisty twist format while the other, "How Do You Cheating A Woman Feel," is a striking, slow moving change-of-pace weeper.

**Best Bets**

THE PIPS (Fury 1067)

(B+)-"LINDA" [Fast BMI, Knight, Guest] Artists who've already come to the attention of dual-mart-money makers, come thru with another one that's loaded with hit potential. It's an infectious rock-a-cha-cha opus with a great vocal setup.

"DA RLING" (2:44) [Fast BMJ—Guest, Knight, Patten]

There's something about the vocal tricks on this striking beat-ballad romancer. Powerful two sider. Watch 'em both.

MIKE CLIFFORD

(United Artists 498)

(B+)-"CLOSE TO CATHY" (2:40) [Arial ASCAP—L. Goodman, Shuman, Mink] Clifford's potenti wax for UA is a sweet, slow-paced ballad. The tune has all the right ingredients. Great appeal.

"TEENAGE GIRL" (2:26) [Tri BMI — Leiber, Stoller] Another top-run sentimental lament. Side boasts a real pretty, lush orchestral backing.

CHARLIE SEDACCA (Smash 1778)

(B+)-"BUSY" (2:27) [Arkay BMI—Curtis, Sedacca] Curtis and Sedacca could zoom up the hitsville path with this clever self-penned dittie. The rhythm is always on the phone. Side has that money sound, you know.

"I DON'T WANT KNOW" (2:27) [Arkay BMI — Sedacca] Troubling a heart-tugging weeper's given a sensitive reading by the songster.

THE SPARRANS (Web 1)

(B+)-"YOU WADDLE!" [Trudy King, Rockie Barber]

The Spartans offer a lively vocal treatment of the new teen dance craze. The lyrics are good and instrumental backing here are first rate. This one's for the dance floor. Diamond distributes label nationally.

"YOU WADDLE!" (2:28) [Rockie Barber]

This side's an effective sassy-vocal reading of the above.

THE LIMELITERS

(RCA Victor 8669)

(B+)-"THE RIDE LIT LENDER" (2:23) [Amadalco ASCAP — Bruce, Rudd] The Limeliters come up with a better a steady ballad that still comes alive in this oldie taken from their latest LP, "A Night In Chicago." Should get plenty of airplay.

"I HAD A MULE" (2:29) [Amadalco ASCAP—Phillips] Another folk oldie from the group's album. Side effectively utilizes a group of kids for the chorusing.

BEAU-JIVES (Shepherd 2202)

(B+)-"I'LL NEVER BE THE SAME" (2:10) [Shat-Shop BMI—Gold] The Beau Jives is the A labels' based label with a most attractive-appealing appeal. Warm, appealing vocal, and instrumental sound on a deck that's loaded with hit potential.

"WHAT WOULD YOU DO" (Shat-Shop BMI—Warren) Ditto for this stereo-styled rock-o-string twister. Tremendous two-sided contender for hitdom.

PEGGY DURREL (Geof 101)

(B+)-"WASTED TEARDROPS" (2:46) [Merna BMJ—Birling, Weston] The big slinger gets a little bit slick with this appealing, chorus-backed, thumper. Side boasts some first-rate lyrics. Could busts.

"TROUBLE" (1:35) [Merna BMJ—Birling, Weston] This side's a power-packed, hard-driving weeper with effective shouts. Alsos a close look.

MCKINLEY MITCHELL

(One-Dorfe 4810)

(B+)-"I'M SO GLAD" (2:18) [Vas- pacs BMI — Mitchell] The chanter, who last time out had a pop-rub noisemaker in "The Town I Live In," could pull plenty of coin with this listenable, danceable shuffler. Potent item for spinners.

"FAMOUS" (2:50) [Vaspacs BMI — Rice, Mitchell, Dodd] More top drawer dual-tracks. This one's a slow-paced, low-down blueser. Plenty of appeal here.

VERSATILE FOUR (Unite 4004)

(B+)-"EVERY OTHER NIGHT" (2:06) [Vann ASCAP—Snyder, Kaufman] Here's that tempo commercial-sounding affair done in a lively, vocal manner. Side by side thru by the group. Side lends itself to many tarpalchorean possibilities.

"NEVER SAY" (2:12) [Parkyan BMJ — Jordan, Wayle] This time out the gang bolts out an attractive, fast-moving blueser with plenty of appeal.

JIMMY SWEENEY

(Rocksky 1101)

(B+)-"WEARS MY RING" (2:50) [Acuff-Rose BMJ—B. & F. Bryant] Look at the new talent in this one for a hit. Sweeney has written himself a very nice new one and newcomer Jimmy Sweeney in a top drawer vocal bow on the new Nashville-ville ballad. This side's a standout beat-balling offering with a fine organic appeal.

"WHAT CAN I DO" (2:44) [Acuff-Rose BMJ—Sweeney] There's lots of happy, handclappin' twist fun on this end. Could also stir up attention.

RONNIE THOMPSON (Soozoo 113)

(B+)-"IF BY CHANCE" (2:15) [RSPV, David BMJ — Hag- gins, Thompson, Catalonia] This one is an extremely pretty, ballad-with-a-beat romantic weeper that features a tempting sound. Excellent vocal. Stick with it.

"COLD HEARTED" (2:30) [RSPV, David BMJ—Thompson, Kirk] Artist knocks out a weeper from the twist dept. on this end. Strong support from Lor Cranie on this pairing distributed by CIRCA.

TOMMY RIDGLEY (Rite 3504)

(B+)-"SHE'S GOT WHAT IT TAKES" (2:21) [J. Johnson] Tommy Ridgley has a good chance of creating a hit out of this one. His swanky, hard-driving dual-market affair. The side has potential to make big.

"MY ORDINARY GIRL" (2:20) [Ron BMJ—Ruffino] Traditional, multi-mart, handclapping weeper. Good air possibility opportunities.
TWO BIG HITS ON TOTO!

PLAY IT AGAIN
Pat Lundy  TOTO 102

SOFT WALKIN'
Freddie Houston  TOTO 101

TOTO RECORDS
(Div. Of Gerald Records)
1650 Broadway
New York, N.Y.
GLORIA DENNIS (Rust 5048)
(B-+) “RICHIE” (2:34) [Wiley BMI — Daryll, Richards]
Gloria’s vocals seem designed to get some national exposure with this first-rate, shuffle-beat, dual-track bal-
lad. Columbia should give this a real fast.

ASK (1:59) [Just & Wiley BMI—Daryll, Richards] An-
ergetic commercial slice of bar-
lard. This one’s a spirited, dual-track affair.

JOHNNY LOREN (Philips 4004)
(B-+) “SNAKE BRACELET, PAINTED EYES AND A CLEOPATRA Wig” (2:13) [Merma BMI—Stirling, Dawn] Loren could have a first-time-out on Philips with the shuffle-twist detonator that deals with a gal who’s obviously been in-
ferno. Energetic, much-anticipated Sock support from the Milestone Singers and Jerry Kennedy’s ork.
Could bust wide open.

(B-+) “DREAM OF HOME” (1:53) [Merrimac BMI — Ralston, Lloyd] The song is this one, a dual-track-
with-a-beat based on bugger’s taps. It, too, can step way out.

JO ANN CAMPBELL (Cameo 238)
(B-+) “I’M THE GIRL FROM WOL-
VERTON MOUNTAIN” (2:44) [Painter BMI — Daryll, King] Jo Ann Campbell’s debut for Cameo is a first-rate femm follow-up to Claude 
Reynolds’ hit, “Big Country.” The side lows as a sure-fire noise-
maker.

SLOFFY JOE” (2:06) [Kal-
mann Music ASCAP—Mann, Appel] This end is a lively, potent twister, ensnared with an eye out for 
teen acceptance by the lark.

ROBERTINO (Kapp 474)
(B-+) “OH! MY PA-PA” (2:01) [Shapiro, Bernstein ASCAP —
Parsons, Tarter, Burkhart] Rob-
etino is an English performer, 
Italian rendition of the while-back Eddie Fisher smash. The side is
culled from the young singer’s new album.

(B) “PARALMI A’DAMORE MA-
 CHE” (1:58) [T. B. Harman 

RUS Raymond (Amy 855)
(B-+) “PLAYING THE ROLE” (2:50) [Worthwhile BMI—
Sicora] Russ Raymond could jump into the national limelight with this warm, shuffle-beat teen-oriented bal-
lad. The singer, gives the tune a sincere, authoritative send-off. Should bring 
jockeys out in droves.

(THE CHosen FIE) (2:38) [Worthwhile BMI—Sicora] On 
this end the chanter dishes up a real pretty chorus-backed soft n sweet affair.

TEDDY RANDAZZO (ABC-Paramount 10350)
(B-+) “DANCE TO THE LOCOMO-
TION” (2:35) [South BMI—
Weinstein, Harrison] A mass launch. Teddy Randazzo could have a noise-
maker with this fast-moving teen-
tenter. Top-off like The Little Eva hit Top-
drawer dance item.

(COTTON FIELDS” (1:57) [Westside BMI—Fisher] The 
songster showcases his wide-range vocal talents on this short-white-bside Highwaymen cliché.

NELSON DUPRE (Big “L” 501)
(B-+) “COME ALONG & DANCE WITH ME” (2:07) [West-
Phil BMI—McMillan] Teenagers will want to take this cute invitation (to the love-one) in this good-feeling rock-
er. Gal shoo-shooing is sometimes un-
boundly assist, Shimmie & twist steps are mentioned. Label is handled by Mercury Records.

(B) “AT JOURNEY’S END” (2:58) [West-Phil BMI—Du-
pre, Howard, McCnamara] Kids can do romantic dancing to this easy-beat bleser.

BOBBY SCOTT (Mercury 71095)
(B) “I GOTA RUN NOW” (2:29) [Foundation ASCAP — Scott, Scott] The setting: The American Male.
Women do the same thing as a wailing blues stroll against an interesting, percus-
sion-highlighted combo chere. Good-
sounding Mercury debut for the per-
former.

(B) “HAVE MERCY ON ME” (2:51) [Rayven BMI—Barnes] Much of a gospel feel in this catchy catchy 
deliverance.

BADDIEDEE (Amber 208)
(B-+) “SITTIN’ HERE WON’-
D’LOVE” (1:58) [Popular 
ASCAP—Dixon, Darw] Lamb with 
blues-styled strength against an 
inhibited combo that’ll give the 
most talented twisters a run-for-
their-money, King-Kong sound from the new David Hasselhoff.

(B) “PRETTY EYES BABY” (Pickwick ASCAP—Williams, Johnson) A little heartbreak song, a good shuffle-beat outing on the old

JOHNNY ROCKEFELLER (Everett 531)
(B-/) “SUZAN’S THEME” (2:21) [Gil BMI—Shelton] Interesting, 
unhurried combo cut on a theme that’s beachey and reminiscent of “Blue Moon.” A pretty portion that’s jewel around.

(B) “POP GOES THE WAESL” (1:24) [Arrowhead BMI—
Familiar ditty figures in a solid twist fold, headed in a strong-dancing organ rockin’ Worthy twist take.

LOUIS PRIMA & GIA MAIONE (Capitol 4805)
(B) “BIG DADDY” (2:44) [Louis 
Prima Ent. ASCAP—Prima] 
Prima and his new band vocalist team in good-timed Prima style in this new 
look at the old “Bill Bailey” as a slick Rock & Roll solid box- 
station programming appeal.

OH, LOOK WHAT YOU’VE-done TO ME” (2:28) [Koessler BMI—Cole] An original item serves as similar vehi-
cle for the pair.

JERRI WINTERS (Charlie Parker 207)
(B+) “I’M AFRAID TO LOVE 
YOU” (2:56) [Plymouth 
ASCAP—Stride, Iden] There’s an engaging light-hearted 
song for the lady who’s afraid of an irresistible, old-fashioned-flavored romantic item. Mundell Lowe directs the slick Rock & Roll get-together. Can come-up with big airplay.

(B) “THIS IS OUR SONG OF 
LOVE” (2:41) [Jamon 
ASCAP—Stride, Wilson] Performance is more serious in this lush Latin ballad session.
we're in business

with

"ELIZABETH"

BY

THE HOLLYWOOD FLAMES

G-1101

and

"THE WATUSI WOBBLE"

BY

THE PROFILES

G-1103

GOLDIE

Records Inc.

145 WEST 57th ST NEW YORK, N. Y.

JUDSON 6-5253

OUR "GOLDIE" DISTRIBUTORS


Cash Box—August 4, 1962
A LITTLE THING” (2:03) “DON'T STOP NOW” (1:55) [Travis BMI—Lee] [Travis BMI—Lee] SHIRLEY & LE (Imperial 5868) Chances are Shirley & Lee will be putting in a chart appearance in the near future. And you, we hope, can do it with either and both. One half, “A Little Thing,” is a tantalizing, steady beat rhythm thumper while the other, “Don't Stop Now,” moves along with hot twist spirit. Dandy instrumental support on this dualartment double-head.

EVERY NOW AND THEN” (2:21) [Minit BMI—Neville] “I'M IN LOVE” (3:00) [Minit BMI—Neville] BERNY SPELLMAN (Minit 652) Spellman, who kicked up a chart fuss with “Lipstick Traces,” can do even better things with his new Minst session. It’s a captivating, eha cha beat thumper, dubbed “Just Love Me,” that sports an infectious musical backbeat. Keep close tabs on it. “I'm In Love” is from the beat-ballad dept. Side’s almost entirely a recitation.

SHERRY” (2:07) [Bobbo ASCAP—Gaudie] ‘I'VE CRIED BEFORE” (2:21) [Bobbo ASCAP—Gaudie] THE 4 SEASONS (Vee Jay 456) The sounds here are right up the teeners’ alley. Side, tabbed “Sherry,” marks the 4 Seasons’ Bone on Vee Jay and it’s a catchy ‘lopp-a-cha-cha’ that’s chock-full of those teen-appalling vocal and instrumental gimmicks. Terrific Sid Bass arrangements. Group switches to a feelingful, slow-ballad beat on the tender underset.


ALLEY OOP WAS A TWO DAB ”STOP TWISTIN’ BABY” (2:06) [Garphax BMI—MaeRae, Paxton] [Garphax BMI—MaeRae, Paxton] GARY PAXTON (Liberty 55485) Paxton can step into the solo spotlight (he was formerly with the Holly- wood Arrows) with either and both. One half, “Alley Oop Was A Two Dab Man,” is a delightful spoof of the hair preparation—done cha cha talk-sing style. The other’s a frantic U.S. Bonds-styled handclapper dubbed “Stop Twisting Baby.” Either end can step way out.

THE WATUSI WOBBLE” (2:13) [Armanda BMI—Spencer] “TAKE A GIANT STEP” (2:06) [Armanda BMI—Spencer] THE PROFILES (Goldie 706) Both the Profiles and the N.Y-based Goldie label can soon be making a chart impression with this twin bow. Artists combine two popular teen dance steps, on “The Watusi Wobble,” and come thru with a deck that the hooders oughta go wild over. More teen-appealing sounds on the thumpin’ lower lid.

RUDY & TRADEWINDS (Angeles 545) (B) “CARELESS LOVE” (2:44) [Philco BMI—Jackson] Team’s lead fella does a fine reading of the plaintive item, not the older. Other guys and organist contribute a nice-ly support. Sound deserves airtime.

UNEMPLOYED” (2:55) [Philco BMI—Jackson] Quick-paced laffblend by the boys.

GARY ANGEL & THE HALOS (Kapp 5868) “JUDY” [Peer Int'l BMI—Rayno] Name-song is presented with a busy-beat sound by the songster and his mixed chorus aid. Sax is featured in the colorful sett.

MEMORIES OF A SUMMER DAY’ [Peer Int'l BMI—Barry, Englander] This slow-beat has a deep feeling in it.

THE DELTAS (Philips 10023) (B+) “WORK SONG” (2:25) [Uran BMI—Addery, Black]; The “16 Tons”-type folkish is done with a suave, blues touch by the song team, which gets a jazzy, hammer-pounding highlighted combo setting. There are other readings of the ditty on discs.

MY OWN TRUE LOVE” (1:44) [Remick ASCAP, Steiner, David] Lead does a very capa-
table warble of the famed theme from “Gone With The Wind.

JIM MITCHUM (Reprise 1160) “TEARS OF LOVE” (2:18) [Diplomacy BMI—Mitchum] Lively rock-a-billy flavored remp from the songster and his full erk-chorus assistance. Catchy proceedings for the rock crowds.

TOAST OF THE TEARDROPS” (2:34) [Painted Desert BMI—Bettelot, Roberts] Because this item was critical to a girl, he met another who comforted him and won his heart, says Mitchum in this medium-fast rock-sectional.

THE DE-LIGHTS (Ad Lib 346) (B) “ONE, TWO BUTTON MY SHOE” (1:52) [Macdchen & Elsber BMI] The De-Lights could score with this rollicking, fast-moving op with a danceable, contagious beat. Merits attention.

“I'M COMIN' HOME” (2:48) [Macdchen & Eilser BMI] Familiar-sounding blues-flavored lamen here.

LEE RANDY (Square 364) “WORLD OF DREAMS” (Canting) [Mansion ASCAP, Edwards, David] Thrush appealingly recites the plaintive lorry-dovey. Musichot spot and soft triplets top the backing sound.

ONE OF THESE DAYS” [Duchess BMI—Williams] Upbeat romantic. Label is located in N.Y.

ALLEN STORY (CheckMate 1014) “WHY OH WHY” [Kapper BMI—Story, Davis] Wabber sings of a long letter about a cowboy who is heartened man against catchy accompaniment by the combo & chantin' female chorus.

CHUBBY CHUBBY” (Lobby Dove Dove) [Chevis BMI—Davis, Story] Guy digs his “chubby” gal in this genial affair.

JOHNNIE TINO (Creoby 199) “MY DREAM” (2:19) [Neve-gas ASCAP—Marascalco] Tino presentation revives the interesting ballad against a good Latinish rock-a-string sound. Diskery is based in Las Vegas. Nice.

SOME OF THESE DAYS” (2:07) [Vogel ASCAP—Brooks] Easy-beat reading of the sturdy.

TANGERS (A-965) (B) DON'T THE WADELE” (2:00) [Ruma BMI—Smith The vocal quintet heads a blues-styled attack on a ditty tailor-made for the teen dance-floor. Musicians back-up with an infectious sound. Diskery does business out of N.Y.

THE PLEA” (2:28) [Tang- ger BMI—Glassie, Meyers] Lead is an honest vehicle for the number, whose title speaks for itself.

TEX DRAKE BAND (B-Atlas 630) (C+) ONE KEY POLKA NO. 1 (No Sharps, No Flats) BMI—Vado ASCAP—Drake It’s a tag-sizes-up this off-beat polka sound from a Drake and a Vado. Label does business.

ONE KEY POLKA NO. 2 (No Sharps, No Flats) (1:40) [Vado ASCAP—Drake] More of the same nifty stuff.

JOHN CASSETTA ORCH. (Tru-Lite 112) (B) SCOTCH FLANDERS-TWISTE- R” (2:12) [Trulla ASCAP Cassetta] This is a twister with novel Scottish-styled statements from the home-assembled instrumental. Different instrumental twirl out. Label headquarters in N.Y.

BUES FOR THREE” (1:55) [Three BMI—Cassette] Nice relaxed blues sound from the band.

THE SCHOOL GIRLS (Express 712) (B+) “REASONS WHY I” (2:22) [Miltick BMI—maker BMI—Constantine, Colombi] Zeb and tri- rock-a-string setup come around with a generally orig-inal-sounding romantic date for the teeners. Merits spin-off. Label is distributed by Fargo Records of Lynn- brook, Long Island, N. Y.

GUESS WE'RE NOT IN LOVE” (1:07) [Instant BMI—Friedman, Colombi] A hop-and-a- skip approach here.

FREDDY & THE RAVENS (WED 124) (B+) THE BIG ICH” (2:05) [Valton BMI—Peyton] Songsters and their setting musicians offer an all-time rock-rock novelty date. Makes good twist-time sense. Diskery is located in Los Angeles.

ANOTHER ONE” (2:08) BMI—[Philco BMI—Boy]s have a chant role here against a medium-beat ballad sound from the combo.

JOHNNY ARAGON (Sound-O-Rama 105) “THAT'S ALL I WANT FROM YOU” (2:55) [Weil & Barry—Rodson BMI—Latinisk sound backs a so-so reading of the preetty evergreen.

WHY DOESN'T SOMEBODY WANT ME” (2:36) [Empire ASCAP—Hoffman] Plais-
live for the youngsters.

only those records best suited for commercial use are Cash Box

Cash Box—August 4, 1962

RECORD REVIEWS

B—very good; B good; C+ fairly good; C mediocre

Pick of the Week

Pick of the Newcomers

In an effort to call attention to Pick records by “Newspaper” artists never before on the Top 100 the editorial staff of Cash Box will list such records under this special heading.
ANKA'S BIG SINGLE!

8068 BRAND NEW, BIGGEST EVER! ANKA WROTE IT... ANKA SINGS IT! WATCH IT SKY-ROCKET TO THE TOP!

RCA VICTOR
THE MOST TRUSTED NAME IN SOUND
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 25th)

<table>
<thead>
<tr>
<th>% of Stations Adding Titles to Prog. Sched. This Week</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
<th>Total % of Stations to Have Added Titles to Prog. Sched. to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>67%</td>
<td>She's Not You—Elvis Presley—RCA Victor</td>
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<td>67%</td>
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<tr>
<td>38%</td>
<td>Call Me Mr. In-Between—Burl Ives—Decca</td>
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<td>68%</td>
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<td>34%</td>
<td>You Don't Know Me—Ray Charles—ABC Par.</td>
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<td>33%</td>
<td>Silly Boy—Lettermen—Capital</td>
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<td>32%</td>
<td>Hully Gully Baby—Dovells—Parkway</td>
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<tr>
<td>26%</td>
<td>Vacation—Connie Francis—MGM</td>
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<td>27%</td>
<td>Mr. Songwriter—Connie Stevens—Warner Bros.</td>
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<td>27%</td>
<td>Your Nose Is Gonna Grow—Johnny Crawford—Del-Fi</td>
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<td>22%</td>
<td>Theme From A Summer Place—Dick Roman—Harmon</td>
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<td>20%</td>
<td>Ramblin' Rose—Nat 'King' Cole—Capitol</td>
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<td>Send Me The Pillow You Dream On—Johnny Tillotson—Cadence</td>
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<td>18%</td>
<td>'Till Death Do Us Part—Bob Braun—Decca</td>
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<td>15%</td>
<td>Silver Threads &amp; Golden Needles—Springfields—Philips</td>
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<td>15%</td>
<td>Lolita Ya Ya—Venture—Dolton</td>
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<td>13%</td>
<td>Beechwood 4-5789—Marvelettes—Tamla</td>
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<td>12%</td>
<td>What Kind Of Love Is This—Joey Dee—Roulette</td>
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<td>12%</td>
<td>Cry—Paul Anka—ABC Par.</td>
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<td>Four O'Clock—Donna Lee-Anne—Dore</td>
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<td>12%</td>
<td>I Keep Forgettin'—Chuck Jackson—Wand</td>
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<td>I'm Comin' Home—Paul Anka—ABC Par.</td>
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<td>Mama, He Treats Your Daughter Mean—Ruth Brown—Philips</td>
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<td>Green Onions—Booker T &amp; MG's—Stax</td>
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<td>Ugly Duckling—Shelby Flint—Veldiant</td>
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<td>Shame On Me—Bobby Bane—RCA Victor</td>
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<td>10%</td>
<td>Beach Party—King Curtis—Capitol</td>
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<td>10%</td>
<td>Come Back Into My Heart—Volumes—Chex</td>
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<td>10%</td>
<td>Devil Woman—Marty Robbins—Columbia</td>
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<td>10%</td>
<td>Point Of No Return—Gene McDaniels—Liberty</td>
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<td>10%</td>
<td>Life's Too Short—Lafayettes—RCA Victor</td>
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<td>10%</td>
<td>Make It Easy On Yourself—Jerry Butler—VeeJay</td>
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<td>40%</td>
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<td>10%</td>
<td>Love Me As I Love You—George Maharis—Epic</td>
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<td>58%</td>
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<tr>
<td>10%</td>
<td>Don't Break The Heart That Loves You—Bornea Lefton—Colpix</td>
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<tr>
<td>10%</td>
<td>Rinky Dink—Dave &quot;Baby&quot; Cortez—Chess</td>
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<td>10%</td>
<td>Sweet Georgia Brown—Carroll Bros.—Cameo</td>
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<td>10%</td>
<td>There Is No Greater Love—Wanderers—MGW</td>
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<td>10%</td>
<td>He Hit Me—Cystals—Philles</td>
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Less than 10% but more than 5%

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<th>Title</th>
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<th>Total % to Date</th>
<th>Total % to Date</th>
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<td>Dancing Shadows</td>
<td>9%</td>
<td>Venus In Blue Jeans</td>
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<tr>
<td>Carsains (Tuff)</td>
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<td>Jimmy Clinton (Ace)</td>
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<tr>
<td>Sally Was A Good Old Girl</td>
<td>24%</td>
<td>Glory Of Love (Decca)</td>
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<td>Hank Cochran (Liberty)</td>
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<td>Decedee Fdr &amp; Dan Gardner (KC)</td>
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<td>I Love The Way You Are</td>
<td>8%</td>
<td>Tennessee Waltz (Mercury)</td>
<td>7%</td>
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<tr>
<td>Bobby Vinton (Diamond)</td>
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<td>Damon Ja (Mercury)</td>
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<tr>
<td>You Beat Me To The Punch</td>
<td>8%</td>
<td>The Good Times (Nat Cole)</td>
<td>7%</td>
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<tr>
<td>Mary Wells (Tamla)</td>
<td></td>
<td>Not Cole (Capital)</td>
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<tr>
<td>Old Love</td>
<td>8%</td>
<td>1 Mile &amp; A Quarter</td>
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<tr>
<td>Mary Wells (Tamla)</td>
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<td>Sonny James (Dat)</td>
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<tr>
<td>Dancing Shadows</td>
<td></td>
<td>Just Tell Her Jim Said Hella</td>
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<tr>
<td>Carsains (Tuff)</td>
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<td>Elvis Presley (RCA Victor)</td>
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<td>Majors (Imperial)</td>
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<td>I Love The Way You Are</td>
<td></td>
<td>Pope-Om-Maw-Maw</td>
<td>22%</td>
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<tr>
<td>Bobby Vinton (Diamond)</td>
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<td>Rivingtons (Liberty)</td>
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<tr>
<td>You Beat Me To The Punch</td>
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<td>The Boy's Night Out</td>
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<tr>
<td>Mary Wells (Tamla)</td>
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<td>Patt's Page (Mercury)</td>
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<tr>
<td>Old Love</td>
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<td>If I Had A Hammer</td>
<td>5%</td>
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<tr>
<td>Mary Wells (Tamla)</td>
<td></td>
<td>Peter, Paul &amp; Mary (Warner Bros.)</td>
<td></td>
</tr>
</tbody>
</table>

Cash Box—August 4, 1962
HIT AFTER HIT

PAPA-OOM-MOW-MOW

#55427
The Rivingtons

SOFTLY AS I LEAVE YOU

#55449
Matt Monro

A SUBSIDIARY OF AVNET ELECTRONICS CORP.
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.

A Novelty SMASH!!

"I'M CRYING IN MY BEER"

by BOBBEJAAN

PALETTE RECORDS PZ-5098

Distributed nationally by JAY GEE DISTRIBUTING CORP.
HIT AFTER HIT

POINT OF NO RETURN

#55480
Gene McDaniels

WHAT’S A MATTER BABY

#55469
Timi Yuro

Flash Box—August 4, 1962
An innocent little Friday the 13th contest turned into a panic session for WHHI-Tidewater, Virginia. Station advertised that any listener born on any Friday the 13th would call in upon proof of birth—a black cat and a year's supply of cat food. Program director Jack Becker hit the panic button at 3 PM Friday, July 15, when nine black cats had been claimed and calls from additional winners began to pick up at an alarming rate. Neal SICA's supply of six black cats was quickly exhausted and station newsmen appealed to listeners to contribute unwanted cats to the cause. The outlet's "big red" thunderbird news unit, rebilled the "cat-mobile" for the weekend, was pressed into service collecting cats from donors. Monday morning, the WHHI staff was neck deep in cats and hoping the number of contestants able to prove their Friday birth date would balance out the number of cats collected over the weekend.

MGM Records' promo exeN Handwerger infos that he kicked off Dell Richardson's "Boys Night Out" slice last week at the St. Michael Recreation Center in Brooklyn. WINS-New York spinbin Bob Lewis was also present at the hop.

WHAT-FM-Philadelphia is now presenting a two-hour program of folk music each Sunday evening. Tagged "Folklore" the show occupies the 9 to 11 PM stanza and is hosted by Gene Shay. "Folklore" is currently the only regularly scheduled program of its type in Philly. It features recorded folk music, interviews and news items of interest to the folk-oriented audience.

A new promotional twist was taken by the nationally-famous "Musical Val-

val" with the scheduling of two Jim Stagg Night performances recently in honor of KTYW-Cleveland's new after-
noon air personality. Listeners to the Jim Stagg show (2 to 6 PM, Monday through Saturday) were able to pur-
chase special half-price tickets to per-
formances of "Bye Bye Birdie," meet Stagg and the cast during intermission;

and then participate in a twist contest on the Musicalcarnival after the show—either with their own partner or a member of the cast.

"The Genius," Ray Charles, packed the house for two swinging shows re-
cently at the Alan B. Shepard Con-
vention Center, Virginia Beach, WGH-
Norfolk sponsored the appearance of the artist. Keith James, one of the sta-
tion's air personalities, was the host and introduced other members of the WGH air staff.

KALL-Salt Lake City cashed in recently on the jazz scene by winning the "Most In-

triguing Jazz Band of the Year" for the annual jazz workshop at the University of Utah. The one-week workshop featured George Shearing, Count Basie, Flip Phillips, Don Stroud, etc. KALL highlighted the music of jazzmen in the city and interviewed them in various segments during each broadcast day.

Eleven radio stations throughout the state of Michigan have requested tapes of WXYZ-Detroit's "New Con-

stitution Pro and Con," an hour-long public affairs program on Michigan's proposed new constitution produced by the WXYZ news department. The contest is expected to be a major issue in Michigan's Guber-
natorial Campaign in November; and

in the interest of reaching most of Michigan's voters with the program, WXYZ ordered tapes of the documentary to radio stations throughout the state.

WWDC-Washington is continuing its "Wonderful Things Happen" cam-
paign by providing free express from the Carter Barron and South Capitol Street fringe parking lots. Station will pay the tab for all passengers who board D. C. transit express busses.

Dick Stephens and Don Hansen, deejays on WNHC-New Haven, now can be found doing the emcee chores on WNHC-TV "Connecticut Band-
stand" while Mike Warren enjoys a two-week vacation away from the cameras.

A nostalgic semi-documentary pro-
tagram tagged "1941-Year of De-
cision," was broadcast recently over KJH—Hollywood and proved so popu-
lar that it was repeated one week later. The station's news head Allen Moll, along with eight other news-
casters, did the narration. "Live" voices of FDR, Churchill and Hitler were heard on the show. The program also brought back portions of actual broadcasts of Glenn Miller and the Dorsey bands, plus music from great Broadway shows and movies of that fateful year.

WAVA-Arlington last week donated a billboard for year round free use of public service organizations. Located on the Lee Highway the purpose of the sign is to provide support of edu-
cational, charitable and similar non-
profit community projects. It is the first such undertaking by a Wash-
ington area broadcasting station.

VITAL STATISTICS:

Jerry Miller given the green light as Pacafic director of WGTN-Portland. . . . Jack Par now holding down the 6-midnight slot on KEX-Portland.
HIT AFTER HIT

BOOGIE WOOGIE MAXIXE
Si Zentner
#55476

SALLY WAS A GOOD OLD GIRL
Hank Cochran
#55461

LIFE’S JUST A PLAY
Dick & Deedee
#55478

TO LOVE AND BE LOVED
Vic Dana
Dolton #58
ALBUM PLANS
Deals, discounts and programs being offered to dealers and distributors by record manufacturers.

ANGEL
Label's entire catalog of 35 Otto Klemperer LP's offered to dealers on a buy-two-dals-get-one-free basis during August and September.

ARTIA
"Summer Division Days"—Distributors and dealers receive a 25% discount on all Artia, Parliament, LPK and Supraphon product and a 15% discount on all "World's Greatest Music" series product. Dating terms. No termination date has been set.

ATLANTIC & ATCO
15% discount on the LP catalog of both labels, 26-65-90 days deferred billing. Expires: Aug. 31.

BETHLEHEM
Three free bonus albums for each ten purchased. Applies only to new LP's. Expires: August 31.

CAMEO/PARKWAY
A six month discount program on all LP's. 15% discount on any of 80 albums contained in a pre-pack, 90 day dating to qualifying dealers. Expires: Aug. 30.

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

DOT
Optional discount—two free albums on the purchase of every ten or a 15% straight cash discount. Dated billing with 25% to be paid Sept., Oct., Nov. and Dec. No expiration date has been set.

FIRE/FURY
All labels marketed by the firm are available on a buy-5-get-1-free basis. No expiration date has been set.

KING
Three free bonus albums for each ten purchased. Applies only to new LP's. Expires: August 31.

LIBERTY
New LP's, as well as the back catalog of regular Liberty-Dolton albums (except Chipmunk) as well as Promo Series product will be available at a 15% cash discount taken off the face of the invoice. On the dealer's entire order which must be a minimum of 15 total LP units. A 10% exchange privilege is also with merchandise exchangeable anytime after February 1. Payment is scheduled for 1/3 Nov. 16, 1/3 Dec. 16, 1/3 Jan. 16. 15% ROM. Expires: Sept. 1.

PHILIPS
Label's catalog is available on a 1-free-for-every-3-purchased deal. No termination date has been set.

PRESTIGE & BLUESVILLE
LP's available on a buy-7-get-1-free basis. Expires: Aug. 15.

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

ROULETTE
Entire LP catalog, including Time and Room LP's, at 15% discount. No termination date has been set.

SONODOR
A buy-10-get-2-free offer on four LP's by the Orchestra Del Oro. Described as a limited-time offer only deal.

STARDAY
Over 100 LP's in the label's catalog offered to dealers on a three-free-for-every-ten-purchased deal. Expires: August 30.

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

U.S. Answer To England's Ya-Ya Girls

NEW YORK—Proof positive that ya-yas girls are not indigenous to England alone is this picture above showing some State-side gals with short skirts dancing to Kapp's "Everybody's Got A Ya-Ya."

Cash Box—August 4, 1962
Add up sale after sale with four big chart action LP's
NANCY SINATRA  BORELLA  BARBARA RUSSELL

GAC tells us that, contrary to re-
cent reports, their arrangement with the new label has not broken up. Fellas have just completed a tour of one-nilers, and are currently back in New York taping shows and commercials... Linda Ronstadt is making the singer-chipmunk skit for the upcoming TV show The Flipper Panel, which debuts on ABC.

BERNADETTE

Linda and Robert, the singing duo, are planning a tour of Japan, possibly in the fall. They have been regulars on the TV show The Flipper Panel, and are currently working on a new album for their label, Amigo.

N.Y.

Nancy Sinatra's "June, July & August" (AHK's) has sold over 500,000 copies and is still climbing the charts. The song was written by her husband, Frank Sinatra Jr., and produced by her father, Frank Sinatra Sr.

BRAMBLEJAN

Eastern Records has announced the signing of new artist, Bramble Jan. The signing comes after several months of negotiations and is expected to benefit both parties.

BARBARA RUSSELL

Barbara Russell is currently working on a new album for her label, Atlantic. The album is expected to be released in the fall and will feature a mix of pop and rock tunes.

JOHNNY MILLS

Johnny Mills is currently working on a new album for his label, Capitol. The album will feature a mix of country and rock tunes and is expected to be released in the fall.

MGM Records

MGM Records has signed a new artist, John Mills, to their label. The signing comes after several months of negotiations and is expected to benefit both parties.

Continued on page 24
Valjean at the piano

TILL THERE WAS YOU

from the W. B. Film Production
“THE MUSIC MAN”

with concert orchestra
under the direction of Ernest Freeman

b/w
THE EIGHTEENTH VARIATION

CARLTON 576
Gordon MacRae will team with Dorothy Kirsten to make new recordings of "The Student Prince" and "The Desert Song" on the Capitol label. . . . Singers Dick & DeeDee with another Canadian tour on their agenda beginning this month. The duo's latest single is "All I Want" and "Life's Just A Play" on Liberty. . . . Ella Fitzgerald opens a limited engagement 8/3 at the Seattle "Loco-Motion" (Dimension) adding that Carole King will have a Dimension debut smash hit "Will Rain Until September," A & L has taken on the Glad-Hampton, Eyer-Bennett, HIP and Follows lines. . . . The hot newies with Bob Heller are: Gloria Deni will produce and two shows, spotlighting name talent at Pandora's Box starting this week, Liberty artist, Jackie de Shannon tees off as first guest singer . . . CIRCA chief Mike Elliott's promo-phonk in mailing 1000s copies of "Money" by Jennell Hawks (Amazon Records) caused a small furor at some radio stations. Rubber-stamped on the envelope was: "Money enquanto... Answering a query...

RICK & LANCE

World's Fair following a one-nighter in Portland. . . . Tony Richter of Paramount currently plugging the chart-climber, "Make It Easy On Yourself" by Barry Butler. Ed Adams will be chairman of a dinner honoring Nat "King" Cole on his 25th anniversary as an entertainer, 8/5 at the Ambassador Hotel . . . Paul Horn, Columbia's recording artist, has completed taping the new Steve Allen Show, in addition to Allen's "Jazz Scene USA," series.

Hank Levine has been signed by RCA Victor to arrange-conduct a new album for Frankie Carle, Neeley Plumb will produce session, . . . Marion Colby will feature her latest, Roulette disk, "Where Does A Dream Go To Die," during her four-week Las Vegas engagement at the Flamingo, starting 8/5. . . . Ted Knight and Claude Stroud are recording a come-as-you-wish Crystalma Re cords, using material they wrote for their night club set. . . . The Irwin Zucker promo firm sent out special red vinyl copies of Kip Walton's disk, "Happiness Is A Thing Called Joe," to 122 deejays named Joe. . . . Jimmie Haskell has been set to score and conduct the new TV series "Mr. Smith Goes To Washington" for Pro ducer Hal Stanley, starring Fess Parker.

HELDE AND HERE:

PHILADELPHIA—Lambert, Hendricks and Bavan open at the boat, 7/30, for a one-week run. . . . Joe Baskin happily announces that he's now the new promo man, at David Rossen'sbook. . . . Bobble and Wendy at the Repulse, Chess, Checker, Argo, Checkmate, Cub and KC lines, . . . The "Chips" of Harry Abrams' promo block include Chris Montez "Let's Dance," Monty Norman, Ruth Geared, "Mama, He Treats Your Daughter Mean" (Philips), Little Herb's "Beach Ball," (Bamboo) and Jimmy Clanton's "Venus In Blue Jeans" (A & L). A & L's Harry Phineas notes that he's setting his vacation back due to the tremendous orders pouring in on Little Eva's "Pony Express." (Check One)

(Cash Box) 1790 BROADWAY NEW YORK 19, N. Y.

Enclosed find my check:

$15 for a full year (26 weeks) subscription
$30 for a full year (Airmail in United States)
$30 for a full year (outside United States)
$45 for a full year (Airmail outside U. S.)

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STATE

Be sure to check Business Classification Above!
RICK NELSON'S

New 2 Sided Smash!!

“I’VE GOT” MY EYES ON YOU”
(And I Like What I See)

“TEEN AGE IDOL”

#5864

IMPERIAL RECORDS


IN CANADA • LONDON RECORDS, Ltd.
CHICAGO — This is the story of a summer sleeper that suddenly awakened.

It’s the story of a Smash Record — “Patches” by Dickey Lee.

Released by Smash on May 9 of this year, it received little or no response and apparently was fast heading for obscurity.

Suddenly, it received a shot in the arm late in June when Radio Station KTRM, Beaumont, Tex., gave it a spin. Within two weeks “Patches” spurted to the No. 2 position on the station’s charts.

It started to snowball. Next to get “on” the disk was KNUZ, Houston, and within ten days it was No. 16 on that station’s charts.

Immediate action followed in Dallas, Memphis and Nashville not only on air play but on sales.

Most important is sales. Bob West’s Texas Distributors, Inc., alone has already moved over 10,000 “Patches”.

This in itself is a big figure for a “regional hit.”
LAST CALL...

THE ORIGINAL

WORLD-WIDE

RECORD-MUSIC

ENCYCLOPEDIA DIRECTORY

20th ANNIVERSARY EDITION

ALL

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

DOUBLE Advertising Exposure

(Domestic-International)

52 WEEKS

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

Rush your advertisement NOW!

ADVERTISING FORMS
Being Prepared
RIGHT NOW!
SEND IN YOUR AD IMMEDIATELY
First Forms (Preferred Position) go on the presses Friday, July 27.

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

LONDON
9a NEW BOND ST. (Phone: HYDE PARK 2668)

OTHER OFFICES:
The Hague, Holland; Frankfurt, Germany; Milan, Italy; Stockholm, Sweden; Heid-"en; Victoria, Australia; Paris, France; Montreal, Canada; Mexico City, Mexico; Sao Paulo, Brazil; Buenos Aires, Argentina; and Tokyo, Japan.
1. **MONOALURAL**

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ALBUM REVIEWS

POPULAR PICKS OF THE WEEK

"THE NEW ORLEANS SCENE"—Pete Fountain and Al Hirt—Coral CRL 75711

Here is a wax masterpiece of two of the top names in instrumental music today—Pete Fountain and Al Hirt, who have combined their best-selling talents on this new release from Coral. The trumpeter and the clarinetist play the blues, swing out on the Dixie numbers, and coast easily into times with modern jazz overtones. Both artists have had considerable success in the sales department and this LP looks as a sure-fire contender for the charts.

"EARL GRANT AT BASIN STREET EAST"—Decca DL 74299

Earl Grant, who has been making it big with "Swingin' Gently," comes up with a fine album with the same ingredients for success that could send it up the chartville path. Recorded "live" at Basin Street East, the organist also doubles on the SS and sings with verve and feeling in such goodies as "Moon River," "Gotta Be This Or That," "Too Close For Comfort," and "Fever." LP is one of Grant's best to date.

"RECORDED LIVE!"—Kenny Ball—Kapp KL 129

Kenny Hall, whose last LP venture "Midnight In Moscow" developed into a runaway best-seller, should duplicate that success with this new Kapp cutting cut "live" at Liverpool's Empire Theatre. The trumpeter and crew deliver some first-rate, swingin' instrumental and vocal tracks on this power-packed disk. The band really shines on "Old Miss Rag," "Saturday Night Function," and "Dinah." Set seems destined to pull loads of coin.

"JACKIE WILSON AT THE COPA"—Brunswick BL 75410

Here's first-rate album effort from Jackie Wilson cut "live" at Gotham's Copacabana and boasts the musical backing and arrangements of Sy Oliver. The chanter, currently riding the charts with "I Just Can't Help It," lends his inimitable stylings to a fine collection of standards which include "Love For Sale," "This Is My Beloved," and "St. James Infirmary." The album has enough built-in success ingredients to become a real hot item.

"THE WAH-WATUSI"—The Orioles—Camgo C-1020

The Orioles tag their premiere album after their current hit single which has climbed to the top of the charts, and has made them one of the country's hottest vocal groups. The group delivers each number with a good solid beat that is bound to keep the teen set jumping. Swingin' tracks are the title tune, "Mashed Potato Time," "Let Me In," and "I Met Him On A Sunday." A powerful package.

"THAT HAPPY FEELING"—Bert Kaempfert—Deca DL 74105

Tagged after his recent biggie, theocker comes on strong with a session of swinging tunes in this new cutting on Decca. Kaempfert, with several chart items to his credit in recent months, has gathered together a collection of unusual melodies geared for his special brand of orchestration and arrangement. Intertwined with are "That Happy Feeling," "Wimoweh," and "Sunday In Madrid." LP should score heavily in the coin department.

"1:57 SECONDS OF HUMOR"—Ray Stevens—Mercury SR 60732

Ray Stevens, who is currently riding high on the charts with "Ahah The Arab," unleashes his potent vocal and folk-infused on this laugh-filled novelty-styled package from Mercury. The chanter penned all the items on the disk and renders them with enough good spirits to attract a wide variety of record buyers. In addition to his biggie, Stevens comes up top-notch renditions of his own "The Rock And Roll Show" and "PFC Rhythm And Blues Jones." Bye the album for rapid sales acceptance.

"ROY ORBISON'S GREATEST HITS"—Mercury MG 26720

Roy Orbison, who has earned many laurels in the past for his best-selling chart entries, comes out with a power-packed disk of previous triumphs on this new Monument LP outing. The charter's rich full-bodied voice is perfectly suited to such coin pulling merchandise as "Only The Lonely," "Crying," and "The Crying Game." The disk has enough built-in success ingredients to score heavily in the coin department.

"SHOUT! SHOUT! (KNOCK YOURSELF OUT)"—Ernie Maresca—Seville SY 7701

Ernie Maresca, who jumped from obscurity to stardom with the title cut of this LP, tags this first album session after the biggie. The singer's wide-range vocal talents and professional range and pitch carry him in good stead on such potent self-penned R&B items as "They Don't Know," "Mary Jane" and "Subway Blues." Surefire chart item.

"TWELVE GREAT SONGS OF ALL TIME"—Clebanoff—Mercury MG 26719

"Clebanoff Month" is the theme of Mercury's new promo plan to feature the many albums of the orchestra, and offer to the new ones as part of the campaign. Clebanoff and the orchestra play a collection of evergreen cliches by some of the best in the business. Fine musicianship, lush strings and mellow horns combine to make easy listening in all numbers. "I'm In The Mood For Love," "Deep Purple," and "In The Still Of The Night." The disk is an excellent late hour mood companion and should step out saleswise.

"CARIBBEAN GUITAR"—Chet Atkins—RCA Victor LSP—2549

Chet Atkins, who has successfully invaded both the pop and country fields, plays sets a Latin-flavored tunes in his own best-selling manner. The guitarist shows off his versatility to good advantage in such numbers as "Yellow Bird," theme from "Come September," "Come To The Mardi Gras," and the classically oriented "Maya" Dance." The disk seems to be destined to go the success route.

"THE FABULOUS DIAMANN CARROLL"—United Artists DUL 5229

Diabann Carroll, who is currently starring in Richard Rodgers' hit Broadway show, "No Strings," offers a first-rate set of evergreens on this Victor LP. She has teamed up with Andre Previn's orch and piano on the disk. The songs feature some fine fresh modern-styled renditions of "I Should Care," "Summertime" and "It's Alright With Me." Pack age should spark strong sales.

"NO STRINGS-STATE FAIR"—Arthur Fielder & Boston Pops—RCA Victor LSC—3637

The beautifully lyrical melodies of Richard Rodgers' "No Strings" and "State Fair" are given a symphonic airing by Arthur Fielder and the Boston Pops Orchestra in this new release from Victor. The maestro's treatment of "No Strings" is reversed in that the songs are played by a host of vibrant strings that adds a lush quality to their beauty. From "State Fair," the two new tunes "Willing And Eager," and "More Than A Friend" are included. Excellent bands are "The Sweetest Sounds" and "Love Makes The World Go." The Boston Pops loyal following should make the disk a sure noisemaker.

"SOMETIMES I FEEL LIKE CRYIN"—Odetta—RCA Victor LSP—2573

On her premiere outing for Victor, Odetta makes a logical departure from folk music to the blues, and she sings these blues tunes like she has never sung anything else. The songstress displays a sincere emotional feeling for the lyrics and carries the melody in classic style. First-rate tracks are "I've Been Living With The Blues," "I Just Can't Keep From Crying," "If I Had Wings," and "House Of The Rising Sun." The lark's recent success on TV, her other fine recordings, and this excellent disk could mean some heavy sales.
A NEW BIG ALBUM FROM THE NO. 1 SINGLE

*Ahab the Arab*

Saturday Night at the Movies * A Hermit Named Dave * Further More
Jeremiah Peabody's Poly Unsaturated Quick Dissolving Fast Acting
Pleasant Tasting Green and Purple Pills * The Rockin' Boppin' Waltz
Julius Played the Trumpet * PFC Rhythm and Blues Jones * Popeye
And Olive Oil * The Rock and Roll Show * Scratch My Back (I Love It)

Ray Stevens / 1,837 seconds of HUMOR

* with The Merry Melody Singers

Ray Stevens' Laugh Sensation

Stereo 60732  MG 20732

Cash Box—August 4, 1962
"ODOETTA AND THE BLUES"—Riverside RLP $11.75

Odetta, long thought of as a folk artist, demonstrates a moving communicative feel for the blues on this top-notch offering from Riverside. The thrush covers a wide range and dramatic and emotional effects as she dishes up some passion-filled renditions of "Believe I'll Go," "Yonder Come The Blues" and "Go Down, Sunshine." An impressive disc.

"I'LL WALK WITH GOD"—Mario Lanza—RCA Victor LM-2567

Despite the Preminger death in 1959, the voice of Mario Lanza is still much in demand, and Lanza has responded with this LP of songs of love and devotion. Some of the tunes have been taken from other albums, but Victor has added some new ones taken from Lanza's radio series. The dynamic voice is at its best in "I'll Walk With God," "Guardian Angels," "Somebody Bigger Than You And I" and "Addio Alla Madre." The tenor's legion of admirers will surely want this one.

"MY FAVORITES OF HANK WILLIAMS"—George Jones—United Artists UAS 6220

George Jones, who is currently riding high on the country charts with "The Things I Still Cannot Offer" offers a dozen musical tributes to the late Hank Williams on this new United Artists session. The selections include songs which were written by Williams and others which have become standards as a result of his performances. The songster's feeling vocal style is aptly suited to such old favorites as "Wedding Bells," "You Win Again" and "Your Cheatin' Heart." Plenty of sales potential here.

"GEORGE JONES SINGS FROM THE HEART"—Mercury SR 60694

Here's a top-drawer package of country love songs from George Jones cut during his days with Mercury. The chanter has the ability to inject the necessary conviction and authority on all the tunes he dishes up here. Jones' professional, wide-range voice is firmly established on "Aching Breaking Heart," "Candy Hearts" and "Cold, Cold Heart." The set should prove popular with the country spinners. A fine showing.

"MOODY AND MAGNIFICENT"—Harry Robinson—Riverside 9528

The music of Harry Robinson is characterized by rich instrumentation, a soaring string section, inventive arrangements, and adherence to the melodic line. This entry from Riverside features the orchestra from Ennio Morricone playing a set of ballads intended to set a mood, and does it effectively in "Me And My Shadow," "I'm In Love Again," and "All In The Game." Potent wax for spinners.

"SONGS BY JIMMY NEWMAN"—MGM E4015

Jimmy Newman gives some soulful readings to a bevy of country-flavored ballads on this new outing from MGM. The chanter has a sincere, feelingful delivery that comes off well on such numbers as "I'd Just Be Fool Enough," "What'cha Gonna Do," "You're Makin' A Fool Out Of Me," "Living Over You," and "Please Accept My Love." The country singer's loyal coterie of fans will want this enjoyable session.

"RUSIAN SONGS AND CHORUSES"—Don Cossack Choir, Serge Jaroff, Conductor—Deutsche Grammophon SLPM 136 235

The Don Cossack Choir, under the very capable direction of Serge Jaroff, has been a favorite of the American concert stage for many years, and the choir's legion of admirers will want this new offering for their shelves. The Cossacks sing a group of Russian folk songs which are not well known, but they are delivered with the same verve and power that has become a trademark with the choir. Included are "Song Of The Brave Major," "Marching Song," "On The Hill," "The Broken Heart," and "Along The Road."

"THAT'S ALL"—Herman Chittison—Elegant LPS 1989

Herman Chittison unleashes his talents on the piano and comes up with some sparkling arrangements in this potent bag of oldies. As a box man, he is not only nimble-fingered, but fleet-footed too as he peddles and pedals his way through wonderful versions of "Little Girl Blue," "Smoke Gets In Your Eyes," "My Funny Valentine," and "Dancing On The Ceiling." Playing sans accompaniment, the 88'er proves himself a keyboard artist of the first order.

"JAZZ PICKS OF THE WEEK"

"SONNY'S TIME"—Sonny Rollins—Jazzland DL-2000

Sonny Rollins, whose return from a self-imposed retirement last year was greeted with apprehension by the jazz world, offers proof positive that he still has an imaginative, harmonie tenor style. On this Jazzland set the artist is teamed up with an accomplished group of sidemen including Oscar Pettiford on bass, Max Roach on drums and Sonny Clark on piano. The sounds here are free-flowing, impressive and professional. Some first-rate tracks include "The Last Time I Saw Paris," "Cuts" and "My Old Flame." Jazzophiles should come in droves for the package.

"CHAZZ!"—Charles Mingus Quintet—Fantasy 6002

Here's a top-drawer experimental set cut seven years ago at Gotham's Club Bohemia spotlighting the controversial talents of Charlie Mingus. The bassist's amazing control and technical skills are aptly showcased on such adventurous works as "Septemberly," "Jump Monk" and "Serenade In Blue." All the set's many admirers should come out in strength for the set.

"COLTRANE PLAYS THE BLUES"—John Coltrane—Atlantic 1382

John Coltrane, who has established a solid reputation as one of the leaders in the avant-garde jazz tradition, reverts to his early musical roots for this first-rate set of six blues selections. The soprano saxist does not rely on gimmicks but utilizes a fresh, straightforward approach on the self-penned items on the set. Each track is a dramatic, personal statement in the best Coltrane style. Best listening beta are "Blues To Elvin," "Blues To You" and "Mr. Day." Powerful jazz package.

"CLASSICAL"

"DANZING THE GOLDEN 20's GERMAN STYLE"—Philips PHS 600-230

The syncopated rhythms of the roaring twenties are rejuvenated in this new offering from Philips which features a host of tunes of that era—melodies that were popular on both sides of the Atlantic. The band has a bouncy, catchy beat and employs the banjo, tinkling piano, and an organ to recreate the musical spirit of the 20's. Playing 24 melodies in medley form, the band includes "Whispering," "Maed The Knife," "San Francisco," and "Valencia." Disk is a pleasant late hours companion.

"Puccini: Madame Butterfly; Andro Kostelanetz Columbia CL 178"—

The orchestra of Andre Kostelanetz plays the music of Puccini's most melodic opera, "Madame Butterfly," in a pleasing, straightforward manner. A chief among the most discerning opera fans. For those whose likes are limited to pop music, the Kostelanetz treatment of the Puccini score should be a sheer delight. The orchestra plays the entire first act, and the first part of the second act, and the second part of the third act. A very enjoyable session.

Cash Box—August 4, 1962
The NEW JIMMY CLANTON!

"VENUS IN BLUE JEANS"
ACE #8001

BOB CREWE
does it again
with
“SHERRY”
by the
4 SEASONS
Vee Jay #456

Number 1 in England!

“I REMEMBER YOU”
by FRANK IFIELD
Vee Jay #457
NOW DISTRIBUTED BY VEE JAY RECORDS IN THE U.S.A.

Now Soaring Up The Charts!

JERRY BUTLER’S
“MAKE IT EASY ON YOURSELF”
Vee Jay #451

“YOU ONLY WANT ME WHEN YOU NEED ME”
IVORY JOE HUNTER
Vee Jay #452

HOT OFF THE PRESS!!

“SHE’S MINE”
JOHN LEE HOOKER
Vee Jay #453
(Remember Boom Boom!)

“MR. BIG HEARTBREAKER”
MARILYN BRITTON
Vee Jay #454

“YOU LEFT ME”
THE DUKE of EARL
Vee Jay #455

VEE JAY RECORDS
1449 S. MICHIGAN AVE., CHICAGO 5, ILL.
**Top 50 in R&B Locations**

2 - Ray Charles (ABC Paramount 10330)
1 - Little Walter (Chess 1131)
3 - Baby Beatles (Crest 1829)
2 - Welcome Home Baby (Mercury 3256)
3 - I Don't Love You No More (Melba 293)
IT'S D DAY ON ROULETTE

DINAH WASHINGTON / JOEY DEE

set to invade the charts!!
WITH THEIR LATEST RELEASE:

I WOULDN'T KNOW
WITH THEIR LATEST RELEASE:
WHAT KIND OF
LOVE IS THIS?
c/w WING DING
FOR ALL WE KNOW

R-4444
R-4438

FROM HIS NEW
COLUMBIA PICTURES
SOUNDTRACK ALBUM
TWO TICKETS
TO PARIS

DINAH'S NEW
LP HIT
DRINKING
AGAIN
WITH
DON COSTA

R-25183 (S)R-25183
R-25182 (S)R-25182

Cash Box—August 4, 1962
Angelo To Release 7 LP's In August

HOLLYWOOD—Seven albums, including four featuring Dr. Leopold Kleeperger conducting the Philharmonia Orchestra, comprise the Angelo Records release for August.

Also featured on the release are an album of Spanish songs by Victoria de Los Angeles, a recording of the Mozart violin concerto by Yehudi Menuhin with the New Bach Festival Orchestra and Shostakovich's "Symphony No. 5" with Concerto Teneri conducting the Vienna Philharmonic. Another LP with the Vienna Philharmonic under the baton of Rudolf Kempe and an album of music for recorders complete the release.

Sinatra Gets Humanitarian Award

HOLLYWOOD—Frank Sinatra has been awarded a trophy from the American Recordings and Distributors Association as the recording artist who did the most for a humanitarian standpoint during the past year. The award was accepted last week in Hollywood for Sinatra by Morris Ostlin, executive vep of Reprise Records.

Tommy Falcone Named A&R Head For Julia

ELIZABETH, N. J.—Indie producer Tommy Falcone has been appointed A&R director for Julia Records, this company announced last week.

It was also announced by Falcone that Thomas De Gisli, topper of the New York-based M/MG Music, is responsible for all arrangements and production. Falcone will also help establish a country department for the diskery.

Fowley Sets Foreign Deals

HOLLYWOOD-Kim Fowley, recently on the Top 100 with "Nut Rocker," and "Why Did You Leave Me," announces that he will now take up with his new tune "Like Bluegrass," is being released in several foreign countries.

Written and published by Fowley, the tune is being sold in Holland through the efforts of Editions Altoon, in the Philippines through Luis Trias, in New Zealand through the facilities of Viking Records, and in Austria, Germany, and Switzerland through Peter Meisel's Publishing Enterprises.

Cimarron & Sims Merge

ROGERS, AR.—Russell Sims and G. Don Thompson of Cimarron Records, this company announced last week that they will be merging their respective labels, the new company to be called Cimarron-Sims.

Both will have consistent releases on their respective labels. Sims will release nothing but Johnny Lee Wills and Dub Dickerson, and Cimarron will release all of James "Teddy" Hayden, and the recently signed Floyd Tillman.

Fowley also announced that production is underway for albums by all the artists.

Cash Box—August 4, 1962
Music Fair Plans Clinics For Radio Program Dir.; Expands Exhibitor List

CHICAGO—A special clinic program of interest to radio program directors, covering a wide variety of pertinent subjects ranging from program planning, the automated station to selecting a music pattern, has been scheduled for the World’s Fair of Music and Sound to be held at McCormick Place in Chicago, August 31 thru September 9. Program directors will attend person-to-person clinics, with subjects specifically chosen for their field of interest. The clinics will run concurrently, and participants may attend the clinic whose subject is of most interest.

Coleman Finkel, director of business seminars for the Fair stated that each clinic has been designed to pinpoint the most important problems facing stations, programming and billings.

John W. Brennocks, director of exhibits, also announced that Motorola Consumer Products Inc, Mosley Electronics Inc, Amber File and Ind. Company, The Revere Camera Company, The Sampson Company, and Packard Bell Electronics, and Jensen Manufacturing Company have been added to the list of exhibits.

The seven companies will show their newest products in music and sound, and many of them in natural home settings to attract the eyes of the buyers.

The Fair will have exclusive trade hours from 10:00 A.M. to 2:30 P.M. daily. A series of hard hitting and meaningful seminars for dealers and distributors have been planned for special evening and afternoon trade sessions.

W.B. Distracts “Danny”

HOLLYWOOD—Nacio Brown, producer of Roma Records and Jimmy Hilliard, A&R exec for Warner Brothers Records, last week armed a deal for WB to handle the distribution for Roma’s “Danny.”

NARAS Elects L.A. Board And New Officers

LOS ANGELES—The Los Angeles Chapter of the National Academy of Recording Arts and Sciences has elected twenty new members to its board of governors, and new officers for the chapter at meetings held last week.

The officers elected were: Van Alexander—president, Vevie Gilmore—first vice-president, Jesse Kaye—second vice-president, Benny Carter—secretary, and John T. McCarron—treasurer.

Alexander, conductor and arranger, has served as a board member and as secretary of the chapter for the past two years. He will step down immediately. Gilmore, retiring president, was elected to the board as first vice president, with Kraus re-elected as treasurer. Kaye is one of the founders of NARAS and Carter served on the first L.A. chapter board.

The newly elected members to the board of governors are: Jimmy Joyce, Jo Stafford, Les Brown, Axel Stordhal, Jesse Kaye, Alan Livingston, Lou Adler, Don Robertson, Al Schmitt, Ralph Valentin, Henry Herfurt, George Roberts, Lou Busch, Pete King, Murray Garrett, Geo. S. Whitney, Mickey Katz, Soupy Sales, Richard Jones, and John Scott Trotter.

Chapin-Styne Pacts Six New Writers

NEW YORK—Chappell-Styne Music Company, of which producer-composer Jule Styne is president, has announced the signing to long-term contracts of six outstanding composers and lyricists, all of whom will turn over to Styne various segments of new musicals for Broadway which Styne will produce over the next two seasons.

The new writers are Sammy Fain, Marilyn Keith and Alan Bergman, Stanley Styne, son of the composer, Ketti Fringen, and Bob Merrill. All of them are members of ASCAP.

The writers will enter into preparation of such new musicals as “Portofino PTA,” “The Spirit Is Willing,” “A Very Special Person,” and “The Unfair Sex.” Also acquired by Chappell-Styne is the yet untitled musical for Henry Mancini and another by Lou Senece.

Here is the BRAND NEW SMASH RELEASE BY

DON GARDNER & DDI DEE FORD are exclusive recording artists for FIRE & FURY RECORDS Since November 1961

“DON’T YOU WORRY”

Fire 513

.... and Now—
Their NEW BIG ALBUM!

“NEED YOUR LOVIN’”

Fire FLP 105
Columbia Dists
See New Product And Label's Artists At Miami Convention

MIAMI BEACH—Columbia Records' annual international sales convention held here recently was the largest in the label's history with over 500 delegates from all over the world in attendance. Themed to a slogan, "Your Future Is In The Line," the diskery played up and stressed the importance of their massive LP catalog by dramatically spotlighting their entire line in release in two wall displays. Shown at the right are some of the happenings at the meet: (1) Goddard Lieberson, top of Columbia, awarding 10 gold LP's to Mitch Miller for the success of sales-shattering "Sing Along" series; (2) Lieberson greeting Dr. Koki Naganuma, chairman of the board of Nippon Columbia Ltd. and Hiroshi Kaneko, sales manager of international repertoire for Nippon Columbia; (3) Eugene Ormandy, conductor of the Philadelphia Orchestra, and Lieberson; (4) Mexican chanter Ceo Sanchez and actor Elvira pictured with Felike Valdes Lead, A&R director for the label's Discos Columbia de Mexico; (5) Ben Griffith of E. F. McDonald greeting Mitch Miller and Gene Weiss, sales manager, northeastern region, Columbia Records Sales Corp.; (6) shown relaxing at the American pool are (left to right) Dave Wynshaw, manager of special projects, Columbia Record Distributors in New York, Bob Murphy, manager of regional promo, mountain Pacific region, and David Kapralik, director pop A&R for Columbia and Epic on the east coast; (7) more poolside relaxers are Morris Baumstein, operations director in charge of advertising and promo and Bob Cato, art director; (8) taking it easy in the sun are orchster Percy Faith and Israeli folk-singer Geula Gill; (9) Faith pictured greeting Norma Beatriz, Miss Universe of 1962; (10) new saxophone artist George Young; (11) lark Carol Sloane who is shown entertaining the convention; (12) the Brothers Four introducing their new LP and single for the label's salesmen; (13) Marty Robbins "going Hawaiian" at the big country and western show; (14) Jimmy Dean accepting three gold guitar awards from Lieberson; (15) Jack Loets, director of sales, watching Joe Lyons (far right), national field sales manager, presenting a special performance award to Morley Murphy Company, Columbia Distributors in Milwaukee; (16) Johnny Cash taking bows after his performance in the Grand Ballroom of the hotel; (17) Robert Goulet pictured at poolside with Bob Austin of Cash Box; (18) new singing discovery from Nashville Sandie Belles; (19) folk singer Pete Seeger shown entertaining at the Saturday night show; (20) rebel-capped Claude King offering his big pop-country chart-riding "Wolverton Mountain;" (21) Frankie Laine shown breaking up the label's sales force; (22) surprise sensation at the convention, laughman Dave Astor shown treating distribs and sales personnel to some of his routines; (23) Tony Bennett appearing with the musical backing of the Dave Brubeck Quartet.
Lolita in Town

NEW YORK—During her recent stay in Gotham Sue Lyon was interviewed in the offices of Warner-Williams' top-rated NEW deejay show. In the above photo the actress-lark and the spinner are getting to know each other looking MGM tax of "Lolita Ya Ya.

Reprise Inks Jim Mitchum

HOLLYWOOD—Jim Mitchum, eldest son of Robert Mitchum, has been signed by Reprise Records. It was announced last week by Mo Ostin, Reprise's exec veep.

Mitchum will be associated with Reprise for a number of years as regional sales rep and was national sales manager of Time-Life Records prior to joining UA. In his new post he will headquarter in New York.

Ford To Exhibit "Concert" Auto

NEW YORK—The Ford Motor Company will exhibid a "concert hall on wheels" at the New York World's Fair. The exhibit will featuri the "Fiddlers," a popular American group, and will be presented by Royalton Records, the label sponsored by the Ford Motor Company. The event, which will be held in a large hall adjacent to the exhibit, will include a series of concerts by the "Fiddlers" and other musical groups featured on Royalton Records.

Epic Answers "Epic"

NEW YORK—Epic Records has announced the immediate release of an answer song to "Aces Are Red," the greatest single release in the company's history. The new song, "Long As The Rose Is Red," was written by Bobby Vinton, who recently sang the hit single "miss Darlin'" on one of the label's records. The new single, featuring a new female vocalist, promises to become a hit on the hit parade. Epic Records has set the stage for the success of this new release by promoting it heavily in the music industry and by placing it in key radio stations.

Longfleder To Europe

NEW YORK—IL. J. Longfelder, A&R head of ABC-Paramount Records, left for a recent trip to Europe. He will visit Switzerland, Austria, Italy, Germany, France, Yugoslavia and Holland to discuss new recording projects with distributors and associates in the European countries.

2 HOT NEW CHART-BOUND RELEASES!!!

"HELLO HEARTACHES"
LINDSEY BRO. Nasco 4502

"SAKA"
LIONEL TORRENCE Excello 2218

NASHBOURNE RECORD COMPANY 177 3rd Ave., N. Nashville, Tenn.

L.A. Names Piconc eastern Regional Sales Mgr.

NEW YORK—Maurice Piconc, Sales artist director of sales, announced last week the appointment of William Piconc as eastern regional manager for the label.

Piconc was associated with Mercury records for a number of years as regional sales rep and was national sales manager of Time-Life Records prior to joining UA. In his new post he will headquarter in New York.

LOS ANGELES—Mayor Sam Yorts (center) officially declared the week of July 30 as Lionel Hampton Week in Los Angeles. The week-long celebration was held in honor of Hampton, the city's most famous musician. During the week, various events were held to celebrate Hampton's achievements and contributions to the music industry.

Mr. Hobbs' Theme

Said By HENRY MANCINI

Written By

"Mr. Hobbs' Theme" was written by Henry Mancini as the theme music for the popular television show "Mr. Hobbs Takes A Vacation." The theme features a memorable melody that captures the essence of the show's character, Mr. Hobbs, and his family. The music is known for its catchy and nostalgic quality, making it a favorite among viewers of all ages.

The Birdman

THE HIGHWAY MEN

UA 475

United Artists 729/7th AVE.-N.Y. 19, N.Y.

"I LOVE JUST YOU"

ADAH WILSON
ARRAWAK-P1002

ARRAWAK RECORDS
761 Elton Ave.
Bronx, N.Y.
**Starday Offers Discount In Country Music Spec**

MADISON, TENN.—Don Pierce, top-  
pair of Starday Records, announced  
that the label's district manager  
will offer discounts on annual  
country music spectacular  
noise over 100,000 copies,  
sacred and gospel albums  
offering dealers three free albums  
for every ten purchases.

The sales plan will extend to Aug.  
30 and will offer many new selling  
ideas to make the new plan even  
bigger than the previous merchandising  
program that was employed last year.  
Brand new gospel albums  
for the firm's use will be the  
utilized to enhance the appearance  
of Starday product and enable  
buyers of LPs to become acquainted  
with sixty other albums in the label's  
line. A further selling aid  
the firm has made color posters  
for salesman and dealer use.

For the first time, the diskery is  
offering dated billing lists to the districts  
where the plan will be passed on to qualifying  
dealers. Starday product has  
always been 100% exchangeable.

A similar plan is being offered  
in Canada through Spartan who  
manufactures and distributes the entire  
Starday lineup.

Spotlight new album for the sales  
is a double-pocket issue tagged  
“Hit Parade Of American Country Music”  
consisting of top songs recorded by  
top name artists. The package will  
retail at $4.98. Other album projects  
announced by the label are:  
Billy Brow Charlie, Holiday  
Rexy Wiggins, Bas-tul Brother  
Oberl, Arthur Smith, the Opry  
Ole Timers and Pete Drake.

**Reprise Pacts Joey Sherrill**

Hollywood—A record beat was  
made by Frank Sinatra's Reprise  
Records with the signing of vocalist  
Joey Sherrill who caused a recent sensation  
throughout the U.S.S.R. in her  
appearance with Bobby Goodwin's  
Orchestra and subsequent publicity  
throughout the world.

It was announced by Morris Ottin,  
the company's executive vice president.

Reprise's A & R director Chuck  
Slepow to New York Monday (July  
23) to record Miss Sherrill singing  
her new number, "Queen administrator  
(single platter) in Russian on one side  
and English on the other. Plans to  
be announced within 68 hours.

According to Ottin, Reprise is also  
placing a heavy campaign for  
her new album featuring "Joey Sherrill  
On Tour in the Soviet Union."

**New Gardner-Ford LP Single On Fire**

NEW YORK—Bobbi Robinson, head  
of Fire and Fury Records, last week  
announced that his new Fire label is issuing  
the first LP by Don Gardner and  
Dedee Ford, exclusive Fire recording  
artists who are currently riding the  
best seller charts with their hit single  
"Please Don't Leave Me." Robinson  
also announced the  
release of a new single by the  
team: "Don't You Want Me?"  
"I'm Comin' Home To Stay." The LP  
includes the new release as well  
as the chart single.

To dispel rumors to the contrary,  
Robinson stated that Gardner and  
Ford were exclusively pacted to the  
Fire company having signed a contract  
that is a major contract with the Fire label  
in November 1961.

**Philips Signs Bob Newkirk**

NEW YORK—Soneter Bob Newkirk,  
who has just completed a four-week  
stint on the Don McNeil's "Breakfast  
Club" on the ABC network, has been  
signed by Philips Records. This will  
be his first affiliation with a national  
recording company.

Newkirk is currently appearing  
the main room of the Dunes Hotel  
Las Vegas, Nevada. His first Philip  
booking session has been scheduled  
for September, immediately following  
his Las Vegas engagement which  
ends on August 22.

Newkirk joins Dave Montalb,  
Patrice Munsel, Robert Finneron  
and Georgie Auld who have, in recent  
months, been signed by Philips  
Records.

**Nancy Sinatra Tours Major Cities For Reprise**

CHICAGO—Reprise Records' Nancy  
Sinatra is due in the Windy City  
August 5, accompanied by the label's  
national promo director Ernie  
Farrell, to give the fullest possible  
exposure to the newest Reprise  
project "June, July And August" and  
"Think Of Me."  
Farrell, who was in Chi last week  
to lay the groundwork for the lick's  
arrival, advised Cash Box that the  
label is going to change its  
name from Italian to American  
to capitalize on the trend  
in this direction, and to use the  
name Reprise in all advertising  
and Announces Distribs Changes  
BURBANK, CALIF.—Disneyland  
and Buena Vista Records have announced  
some drastic distribution changes.  
In Canada, effective July 1, the Walt Disney labels will be  
manufactured and distributed by RCA Victor in Canada under  
the leadership of Leonard Headley.

Domestic RCA Victor distributors  
taking over the Disneyland and Buena  
Vista lines, are the Hamburg Brothers  
Company in Pittsburgh, and the Walther Bros-  
chers in New Orleans.

Disneyland and Buena Vista Records  
sales executives have recently completed  
six weeks of an intense selling campaign during which sales  
meetings were held with distributors  
and their salesmen in thirty key cities.  
Sales figures showed a substantial 54  
percent increase over 1961 as a result  
of the strength of the Disneyland  
children's catalog and the promotional  
items tied in with Walt Disney's  
ination picture and television release in  
the Fall of this year.

**Surprise!**

HOLLYWOOD—Marvin Deane, Warner  
Brothers Records' genial Gotham  
man, was thought of guard  
during his recent trip to the label's  
office. The above shot shows Deane  
speaking several new long-term distribution  
agreements with the company  
who, in the midst of the firm's  
sales meetings.
Columbia Releases 15
New 4-Track Stereo Tapes

New York—Columbia Records announced last week the release of 15 new 4-track stereo tapes, including eight Masterworks Tapes. Featured in the release are two low-priced all-star sampler albums which contain many of the label’s best-selling items.

Included in the release are 4-track tapes which afford the greatest selling potential for the present stereo tape market. New popular tapes are: “Now Hear This” by the Dukes of Dixieland’s “Great Themes” by Percy Faith and his Orchestra; Andy Kirk and His River and Other Great Movie Themes”; Gordon Jenkins’ “Hawaiian Wedding Song”; Andre Previn’s “Star Spangled Marches” from the conductor’s new LP; and Frank De Vol’s “The Old Sweet Waltzes” featuring his Rainbow Waltz Orchestra.

The new All-Star Festival popular LPs feature 22 selections of twelve popular stars in complex selections from best sellers; the Brotherhood; Gene Krupa; Artie Shaw; Steve Allen; Joe Pass; Frank De Vol; the Duke of Dixieland; Les Elgart; Percy Faith, Andre Previn and the New York Philharmonic, and Artie Shaw’s Orchestra.

New Masterworks stereo tape releases include Bruno Walter’s “Beethoven’s 9th Symphony No. 9 In C Major”; Prokofiev’s “Alexei” featuring the New York Philharmonic conducting the New York Philharmonic and featuring Lilli Chookasian, soprano; and NBC Symphony conducting the New York Philharmonic in Prokofiev’s “Peter and the Wolf” and Stravinsky conducting his ballet; “Petrushka” (Complete); Eugene Ormandy conducting the Philadelphia Orchestra in a recording of Debussy’s “Prelude To The Afternoon Of A Faun”; and the Philadelphia Orchestra of Tchaikovsky’s “Symphony No. 2”; and the New York Philharmonic in performances of Shostakovich’s “Symphony No. 1” and Prokofiev’s “Peter and The Wolf” featuring Mr. Bernstein as narrator. The new Columbia Stereo Tape Sampler, also available in stereo and mono at the retail price of $12.95, includes “Battle Hymn of the Republic” and “America the Beautiful” featuring the Mormon Tabernacle Choir; the New York Philharmonic Orchestra, Eugene Ormandy conducting; Aaron Copland’s “Rodeo” and “Appalachian Spring” conducted by Leonard Bernstein and the New York Philharmonic Orchestra under Ormandy in performance of Gluck’s “Russo’s Sailor’s Return Home” and Vaughan Williams’ “Fantasia on Christmas Candle.”

Columbia Records has inked with Michael De Vito, the Philadelphia Orchestra in De Falla’s “Ritual Fire Dance” and the American Symphony Orchestra in a program of Widor’s “Firebird Ballet.”

Ambassadors Names Reg Sales Rep.

New York — S. Gordon Strenger, vp and sales manager of Ambassadors Corporation (formerly Synthetic Plastic Records Corp.) announced the appointment of Chris Prost to handle sales in Georgia, North and South Carolina and Mississippi at his company’s “Symphony No. 4” branch staff on the road to a total of 12.

The annual sales convention will be held in New York on August 4th and 5th at which time Ira L. Lamont will address the company and direct an extensive expansion program.

Circo To Handle Eastman

Hollywood—Newly-formed Eastman Records has inked with Columbia’s (Consolidated International Record Co. of America) for national distribution and promotion. The first release is “Joe Bad” by the Outsiders.

Onondaga Supply Discontinues Record Div.

New York—Cash boxed last week that Onondaga Supply of Syracuse, New York, one of the nation’s leading appliance suppliers and record distributors, will discontinue its record department. The firm will concentrate its activities in the appliance field.

Broido Named

To ASCAP Post

New York—Stanley Adams, prexy of ASCAP, last week appointed Arnold Broido of Frank Music Corp., to serve on the Publishers Advisory Committee.

Broido has held the post of editor and production manager of Boeony and Raikes and was the executive veep and general manager of the company and Mercury Music Corp. His most recent post prior to joining the firm was with E. B. Marks Music Corp.

Jay-Gee Buys Master

New York—Mauray Deutch, veep and national promotion director of Jay-Gee Records, announced last week the acquisition of a master for world-wide distribution. The country record from the Goodland, N.Y.,-based producer has been tagged “Under Cover Of The Night,” by Eddy McCloskey.

Arrangements, finalized by Jimmy Key, top of New Star, and Deutch, are expected to be released on the Jubilee label.

Julia Releases

New Bernadette Wax

ELIZABETH, N. J. — Julia Records, this city, last week rushed the Bernadette wax of “My Heart Stood Still” to the nation, but the label sent special delivery to several stations for a preview program. The reaction to the disc from distros and deejays who auditioned the record was incredible. Bernadette’s first LP, priced the disk up to release the date originally planned for September.

74 Columbia Lp’s

(Continued from page 7)

and Sept. is as follows: “Carnival In Venice; Wagner’s “Brunnhilde’s Song” and “Richard Strauss’ ‘Der Rosenkavalier’ with the Philadelphia Orchestra; Wagner’s “Brunnhilde’s Song” and “Richard Strauss’ ‘Der Rosenkavalier’ with the Philadelphia Orchestra; Wagner’s “Wesendonk Lieder” and “Wagner’s ‘The Ring’ with the Philadelphia Orchestra; Eugene Ormandy conducting; Aaron Copland’s “Rodeo” and “Appalachian Spring” conducted by Leonard Bernstein and the New York Philharmonic Orchestra under Ormandy in performance of Gluck’s “Russo’s Sailor’s Return Home” and Vaughan Williams’ “Fantasia on Christmas Candle.”

Zanuck Is New Prexy

At 20th Century Fox

New York—Darryl F. Zanuck has been elected president of 20th Century Fox Film Corporation, it was announced last week after a stormy three and a half hour board of directors meeting. Zanuck succeeds Spyros P. Skouras who recently resigned. Skouras will take over as chairman of the board replacing Samuel I. Rosenman.

The eleven man board was also increased to fifteen with the naming of four new members who are: Zanuck, William Wyler, Arnold Grant, and Francis Leven.

Zanuck, who was appointed for an eighteen month term, was formerly head of the 20th Century Fox studios and recently has headed his own production company in Paris for 20th Century Fox. It is expected that he will formulate a plan to extricate the corporation from any possible financial difficulties. It is believed that Zanuck, who is a powerful personality in the industry, will discontinue his work as a producer.

It was also a defeat for the board faction headed by directors Milton S. Gould and John L. Loeb who were seeking the election of a president from outside the ranks of the company.

Two major film productions have been the cause of much recent contention. The “Longest Day,” reputed to be costing production $40 million; and “Cleopatra,” which Mr. Skouras has reported will cost more than $30 million before it is completed, were cited as examples of production extravagance.

Zanuck, the last shareholder of the corporation, helped form the company in 1938, has been active in films for more than forty years, and has three times been the recipient of the Academy Award and the Irving Thalberg Award.

DALLAS—Phillips Records chart-riding single “Silver Threads And Golden Needles” by The Springfields got an all-out push recently at a special promotional get-together attended by dealers and jockeys. Pictured at the party (from left to right) Bill Caldwell, owner and manager of Phillips’ Dallas distributor, Calmar Distributing Co.; Morris Diamond, the label’s national promotion director; Miss Phillips Records, who is distributing sewing kits; and George Steiner, the firm’s western field manager.

YOU DON’T KNOW ME
RAY CHARLES
Bill & Bella Songs, Inc.

JUST TELL HER I'M SAD HELO
ELVIS PRESLEY
RCA

I’M NEVER GOING ALONE ANYMORE
JOHNNY MATHIS
Columbia

THREE FOOLS
PATTY PAGE
Hill & Range Songs, Inc.

SEVEN DAY WEEKEND
GARY (US) RODS
LEONARD & BREDY Songs, Inc.

YOU CAN'T GO BACK
JANE MONTGOMERY
Kalti Music

THE MY HEART CRIES FOR YOU
BE N. KING
A & M

YOU NEVER TALKED ABOUT ME
DEL SHANNON
New York Music, Inc.

ANY DAY NOW
CHUCK JACKSON
Wand Music

KANDY KISSES
TONY BENNET
Columbia

CANDY KISSES
HILL & RANGE SONGS, INC.

WAND
3639 Broadway, New York, N. Y.

SWEET GEORGIA BROWN
The Carroll Brothers C-221

Starting To Move

Climbing Higher!

TEAR
Patty LaBelle & The Blue Belles
Newtown 5007

NEWTOWN RECORDS
6600 N. Broad St., Phila., Pa.
Belgium

S. A. Fonior's bestsellers during the month of June 1962: 1. "Quando Quando (Pat Boone); 2. "Le Twist Du Canotier" (Maurice Chevalier & Leon Delamarre); 3. "J'Adore Ma Diamantina" (Bobbejaan Schoepen); 5. "Madison Go" (James Curtis & The Madisons). Best sold EP was "Le Twist Du Canotier" (Maurice Chevalier & Les Chauves Souris). Dutch Delabelay label has reactivated CNR, which is owner of that label. Delabelay released their first Delabelay label, which CNR will distribute in Holland. First new Delabelay killers are "The Stripper"/"Mulberry Jam" by The Stray Cats from America/Dolce Vita" by Benny Martin, considered as Belgium's strongest vocal discovery since Jean Walter. First new Delabelay record is a fabulous Swedish disk "Orange Blossom Special"/"Spotnick Theme." This accordion guitar group The Spinettes, now in the English charts and expected to become a hit in Benelux.

Holland

The Blue Diamonds, are having a top-hit in their recent repertoire with "Marching Along With The Blue Diamonds," are most popular in Germany. For that reason, Mr. John Ros of Dutch Decca told us, a new single was released: their brand new hard-rock Italian single "Lassie"/"Il Nostro Dante" by Frankie Avalon, Nat Adderley, Yusef Lateef, Herb Keller, Kenny Drew, Larry Ritchie, Len Bennett and Eldon Brooks from the U.S., the Dutch Swing Machine, and Delia Swing Machine. It's an old tango jazz band from Germany, Donna Hightower, Benoit Kiefer, Jimmy Johnson, Daniel Jeananin, Nadine Kiefer and Michel Gaudry from France, and many other jazz musicians and bands from Denmark, Italy, Switzerland, England, and other countries.

England's Best Sellers

1. "I Remember You"—Frank Ifield (Columbia) (Famous-Chappell).
5. "Words Of Love"—Bobby Bovema's Box (London) (MacMangles-Budd).
6. "Saria"—Boudewijn (Dixieland) (Ton/Pan Alley).
7. "Have Come To Feel"—Brenda Lee (Brunswick) (Doral).

England's Top Ten LP's

7. "The White Album"—Dorothy Provin (Warner Bros.).

Holland's Best Sellers

2. "Good Luck Charm" (Elvis Presley/RC. (Belinda/Amsterdam).
3. "Zwei Kleine Italiener" (Conny/H.M.V.) (Uitgeverij Portenga/Haarlem).
5. "Brandend Zand/Heisser Sand" (Anne Grönkel/Philips, Mina/Polypodium).
6. "Tanz X Mir In Der Morgen" (Gerard Wendland/Philips) (Benelex/Amsterdam).
7. "Wonderful Land" (The Shadows/Columbia) (Melodin/Amsterdam).
8. "Ginny Come Lately" (Brian Hyland/Artone) (J. Uitgeverij Portenga/Amsterdam).

Belgium's Best Sellers

(WALLOON)
2. "Un Clair De Lune A Mauveau" (Bourvil/Patée) (Ed. Moderny/Mousson).
5. "When The Cousins Come Twistin' In" (The Cousins/Palette) (World Music/Brussels).
6. "It's Trad Sound"—Soundtrack (Coventry). (Philips) (Benelex/Amsterdam).
7. "Visanara" (Nino de Mecila/Festival) (Peter Plum Publications, Brussels).
8. "Retiens La Nuit (Johnny Hallyday/Philips) (Peter Plum Publications/Brussels).

BENELUX (Continued)

Columbia's volume label already sold more than 50,000 copies of Chubby Checker's "Let's Twist Again," with Acker Bilk's hit parader "Stranger On Shore" is selling steadily. The Every Brothers labels are The Every Brothers' "That's Old Fashioned," "Al Di La" (by Emilio Pericoli, San Remo Festival winner 1961) and both are top sellers in The Every Brothers' NL("Big Beat Hammond) and Conny Froboess' HMV hit "Lady Sunshine Und Mr. Moon.

The Every Brothers are expected to make their first public appearances in Holland during November. Holland's Jazz Season 1962/63 will start with an exclusive concert at the Amsterdam Concertgebouw on 22nd September by the George Shearing Quintet. It is the very first time Shearing will play in this area. Other artists, expected next concert season include the Gerry Mulligan Quartet plus the Horace Silver Quintet in October. Dave Brubeck Quartet in November, Eddie Fitzgerald & Oskar Peterson in February and Art Blakey & The Jazz Messengers in March.
Excellent news from René Desmartz, director of Editions Paul Beucher, who is indeed happy to say he has just signed with MHPIC for the French language territories. This is indeed big news for it assures us that the enormous MHPIC repertoire will at last be successfully released. It must be admitted that MHPIC's policy to go now in the French language territories has been difficult to understand. In other words, it has always seemed more strange that the MHPIC repertoire was reduced to being nothing more than a machine for recuperating the musical rights to film music. Thanks to Desmartz’ contract, it can now be assumed that the repertoire will at last receive the rational and financially beneficial distribution it deserves. Finally, the same form of contract has also just been signed between Leeds and Beucher. Which only goes to prove that hard work is justly paid with the long awaited release of

Meanwhile, to solidify the Leeds-Beucher collaboration, we have thus far had “Twistin’ the Night Away”, which in French became “Laissez-nous tourner”, thanks to the pen of André Pascal, which has already been recorded by Johnny (National) Hallyday on Philips, by Les Chats Sauvages on EMI, and by Bob Azam on Barclay. In addition, another Leeds-Beucher success “Meet Me At The Twistin’ Place”, becomes “Madison Twist” thanks to a translation by Georges Aber, has thus far also been recorded by Hallyday, and was, left to right:

Fernand Bonifay, who seems to be returning to the field of song writing, has just adapted “The Young Ones.” French title: “De Tout Mon Coeur.” The Pirates (Bel-Air) have recorded this. Also by Bonifay is the adaptation of “Got A Funny Feeling Now” titled in French, “Avoue C’EST Céramide.” We prefer to see what success the tune will have before deciding whether or not the song gives rise to its title. Finally, “J’ai Tout D’amour A Donner” by Maurice Tézé, will be recorded by Sacha Distel.

On other items: Les Compagnons de la Chanson have just received a firm offer from Polydor for 120 million (1) Sounds like a dream! And Pathé, who must give its own answer to Les Compagnons is having no little worry over this—nightmare of 120 million. How well we understand them.

Another rumor making the rounds of the industry has to do with the new international agreements Polydor is busy signing. While there are relatively few details available as yet, it would seem the conflicts already existing between Polydor and Pathé in so far as recordings go is far from ended. Mexico will be represented at the Juan-les-Pins Jazz Festival in the person of Tino Rossi. Anthony’s compilation “A Night in the Honig” has been recorded for Festival which is good news for both parties. The youngest twist group around (a total of 28 years for all three members), called the Touloustatis, has just recorded four tracks for EMI for children written by Googie Dann and Gray ... Gloria Lasso just back from Cologne where she recorded for Teldec and has just released a 12” LP called, “Claveau Chante Ferte”. True, but nonetheless impressive, thanks to the pen of André Pascal, which has already just released a recording by Kyo Sakamoto, the well-known Japanese singer ... Richard Anthony has returned from Argentina where he enjoyed tremendous popularity, while in Valbonne they’re celebrating the sale of Anthony’s 5,000,000th record ... This latter fact probably means a cocktail party in the offing.

France’s Best Sellers

Party for Della

LONDON—RCA Victor’s Della Reese, in town recently for a series of TV appearances, was honored by RCA with a cocktail party. Among the guests on the scene was former Governor Biggs.

Johnny Maddox back at Toronto’s Club 76 for an eight week stay. He has added a drummer to his set. Johnny is a favorite with Toronto night clubbers, and Quality’s Stan Darling has the sales figures on the artist’s dot records to prove it. Stan adds special attention to a new LP release by Andy Stewart, which he has added to his repertoire. Biggs. Fred says any and all duets will be supplied with samples, simply by asking the manager at Chateau. Ted

New P.D. at Oshawa’s CKLB is Terry Mann. Terry was associated at one time with WNDRE in Syracuse, N.Y.

New Phonodisc rep. in Alberta is Neil Armstridge. He can be reached at 122114-92 St., Edmonton.

Ron McKee formerly at London’s CKSL has relocated, moving to CHML, and is now doing sales for Jott of A Non souls Stuka. “And the Love One Knew” feature Howard Yokes and originated on Del Ray in the U.S. The second disc is already getting heavy airplay in the C&W segment over the Windsor-Detroit powerhouse, CKLW. It features an instrumental side entitled, “Swingin’ Swanee Rock” and a vocal disc, “There’s No Excuse.” Featured performers on the show is a boy on the band, Hal Biggs. Fred says any and all duets will be supplied with samples, simply by asking the manager at Chateau. Ted

Bobby Cartlone’s latest, “I Cry And Cry” out only two weeks and already headed for hitville. A great session with a winning sound, it is bound to do well in Canada. A special 12” single is being prepared for the Eastern Canadian F.A. tour which will bring him to Ottawa on August 4th. Bookings for the young singing star in the East are handled through Maria R. Perry of Ottawa.

“I Cry And Cry” is being picked by deejays and stations across Canada.

C&W sounds are spreading rapidly to some of the outposts of North America; and Bobby Cartlone is the most recent to sign a long term engagement entitled “Western Wagon.” The show is produced and taped in Montreal for distribution throughout the Northern areas of Canada including the Yukon, B.C. and R.C.A.F. stations, is also shipped to Canadians serving with NATO forces in Germany, John sends out an S.O.S. for records and good things are sure to follow when he is included in the package.

Also, a request has arrived from the R.C.A.F. for a dub of the daily Ted Duque Show broadcast over Ottawa’s CKLB, as a stunt to send to Canadian air men in Germany. Incidentally the address for the aforementioned Western Wagon show is: P.O. Box 153, Bathurst, N.B.

Pleasant surprise for Phonodisc’s Bill Fisher, occurred a short while ago while the record man was vacationing in Maine. He and his family were watching the “Here’s Hollywood” into a TV, when the young singer was asked how he got his start in the record business. Paul replied that he had a fellow by the name of Bill Fisher of Phonodisc in Montreal to thank for his fortunes. This fellow went on to explain that he offered a record to the R.C.A.F. label in the U.S. and Regency in Canada with an effort called “Blau Wilder Fountain.” This was well before Paul began his climb to international prominence with his singing of “Diana.” By the way, ask Bill Fisher to tell you the story of how “Roses Are Red” came to be. It’s one of those “truth is stranger than fiction” stories.

CKBB in Barrie, Ontario produced a live show (6/30) at the arena in that city that packed in over two thousand spectators. Show in the star were Pat Paulsen and his horse, Sonny and the Canadian Folk Festival. The bill also featured The Beatles, The Rolling Stones, the Rolling Thunder and the Rolling Thunder. The tour was produced by the Barrie Civic and the Barrie Civic Band to help finance their trip to the Seattle World’s Fair.

Gord Lightfoot’s good ballad, “Remember Me I’m The One Who Hurt You” was recently released by Le Chateaux. The first listener of the rights were released to the American firm by Chateau’ Art Sandler. Chateau retains the rights to the song in Canada. There has also been leased for British Columbia the 45 to the Emperor label. Viking will retain the rights to the disc in Australia and New Zealand. Meanwhile, the song is rapidly developing into a hit in Sweden.

The Mersey Brothers, who had a reasonably successful release on Chateau a while back, have been signed by RCA Victor. Their first release, a song written by the group, was just recently released.

Deejay George Morris exits GLX, Fort William after a short stay and heads for a radio TV position at Sudbury’s CKSO.

CGM, Montreal deejays are solidly behind a new item on the Admiral Label. The disc, “A Bit Of Bittersweet” by John Newell, has been picked by deejays at the Montreal Outdoor as their “GM Best Bet.” Ac yet the disc hasn’t put in an appearance at stations in other Canadian cities.

Jack Weathermax as National Sales Director for Radio and TV.

Cash Box enjoyed a visit with Montreal musician, Nat Raider recently. Nat said he is most interested in the recording session by the veteran Montreal musician makes some excellent sounds on the new LP. The band is currently featured at the Montreal area where they are playing regularly at the Queen’s Arms in Quebec. Every Monday night the group features the Dixie sounds exclusively.

Visiting recently was Ray Lawrence, the one time CROY, Ottawa deejay is now moving into the Washington area. He has received much praise for some of the new Canadian discs. He took several of them, including Chateau items by Gord Lightfoot and Pat Harvey back to New Britain with him. Pat Harvey also was the artist who created his star program, and he celebrated his show’s first year on the station with a contest over the air with a trip over with a week end spent in Washington. Ray also asked us to guess the number of records played on his program since its debut. Response: 200.

Gary Lambert, late of CKYE, Toronto, now on staff at CHOW in Welland joined the ranks of the happily wedded (7/28). John Rourke of Montreal’s CKLB was best man at the ceremony held in Quebec City.

Apologies in order to Fred Roy of Frontier Music Publishers for misspelling the name of the firms record label in a recent column. It’s ACADIA, Acadian Records, not Acadia Records, a new Dixieland LP released on the label. The seven piece band recorded a session for the recording session for Quebec. It features the Dixie sounds exclusively.

Visiting recently was Ray Lawrence, the one time CROY, Ottawa deejay is now moving into the Washington area. He has received much praise for some of the new Canadian discs. He took several of them, including Chateau items by Gord Lightfoot and Pat Harvey back to New Britain with him. Pat Harvey also was the artist who created his star program, and he celebrated his show’s first year on the station with a contest over the air with a trip over with a week end spent in Washington. Ray also asked us to guess the number of records played on his program since its debut. Response: 200.

Cash Box—August 4, 1962—International Section
Dify Wolfe, one of the biggest names in the history of Australian television, is anybody who's anybody. He is a living legend, and has been for more than four decades. His fans are loyal and passionate, and are always eager to see him perform live. Wolfe's career has been marked by a number of significant milestones, and he has received numerous awards and accolades for his contributions to music and entertainment. Wolfe's latest album, "The Best of Wolfe," was released last year and has received critical acclaim, with many reviewers praising Wolfe's continued ability to deliver high-quality music. It is a testament to Wolfe's enduring talent and popularity, and it is clear that he is one of the most beloved and respected musicians in Australia today. Wolfe's next project is a new album, which is set to be released later this year. Fans are eagerly awaiting its release, and are excited to hear more of Wolfe's signature style and sound. Overall, Wolfe remains one of Australia's most beloved and respected musicians, and his influence on the music industry continues to be felt. Wolfe's legacy is sure to continue for many years to come.
It's a Lennon Survey.

Most of the leading publishers in Japan are expected to release at least one new release of songs by John Lennon during the next fiscal year, it was reported in Tokyo today.

Acutely aware of the political implications of recent events in the United States, international publishers in Japan are focusing on Lennon's music as a means of expressing anti-war sentiments. Several new releases by Lennon are being planned for the coming months, including a new album, a compilation of his earlier work, and a live concert recording.

A Lennon survey recently conducted in Japan revealed that his music is popular among a wide range of listeners, from teenagers to senior citizens. The survey also indicated that Lennon's message of peace and social justice resonates strongly with the Japanese public, particularly in light of the current political climate.

Publishers hope that Lennon's music will continue to inspire and unite people around the world, and that it will contribute to a more peaceful and harmonious society.

This survey is just one example of the ways in which international culture is being supported and celebrated in Japan today. As the country continues to grow and develop, it is clear that there is a vibrant and diverse cultural scene that is rich in creativity and innovation.

In conclusion, the Lennon survey serves as a powerful reminder of the enduring impact of his music on people around the world. As we look to the future, it is clear that his legacy will continue to inspire and motivate us all.
This Cash Box representative had the pleasure of visiting Peter de Rouge- mour, manager of MCA International in Argentina. He arrived in Buenos Aires on a visit from New York, Paris and Rio de Janeiro, Brazil. One of the main points in De Rouge-mour's tour was the study of the possibilities of export for MCA International through CBS. Regarding Columbia's activities in South America, he reported that:

(a) "A new area is completed and the equipment is being installed. We have already made some trials which show that the Studio has an excellent sound and we expect to make our first recordings in the near future." The Studio is equipped with the latest stereo equipment and is designed for recordings with 2 and 8-track recording machines and two echo chambers.

(b) "The new mastering equipment has finally arrived and is being installed. It consists of a Scully lathe and Westrex system for Monaural and Stereo complete with automatic variable pitch, etc. This equipment should be set up soon and we are doing our best to have a plane to be put in our plant and we shall be glad to offer our Studio and mastering equipment to other customers.

(c) Correlating plans for exporting our records under new CBS label to Europe.

d) Since Mexico City is the nearest point to Japan in Latin America, I have appointed Manuel Villareal to activate the exploitation of our whole Latin America catalogue in Japan. He has recently been to Tokyo and now we are talking about what more can be done."

Eladio Mejia of RCA reports that the recordings made by Neil Sedaka (two LP's, one sung in Spanish and another playing the piano) have spurred a lot of interest in other RCA branches. According to Mejia, several months ago RCA received 20,000 orders in Argentina alone, but has not received any new orders in the last month. "A total of 500,000 copies have been sold in Argentina so far," Mejia adds.

Rogelio Giménez, Ediciones smart boss, has Bobby Vinton's "Roses Are Red" in hand, and plans to turn it into a hit in Argentina. The tune, which sold "like crazy" in the U.S., is also being recorded in Spanish version.

"El Grillo" is releasing several 45's, starring Los Abreles (local group), Carlos Argenito, Johnny Hallyday and Sandy Nelson. There are also new LP's by Los Cantores de Quilla Huasi (who are hitting the air in Canada and the U.S.), Maynard Ferguson, Bert Kaempfert and Los Frontones de America. Regarding the recording for the "World's Tallest," the LP must be made regarding Tito's new band, "Rondomino," Adolfo Orozco.

9. "The recording of "Jazzin' Up the Waltz" is being delayed because the music is from the province of Corrientes, Maynard Ferguson, Bert Kaempfert and Los Frontones de America. Regarding the recording for the "World's Tallest," the LP must be made regarding Tito's new band, "Rondomino," Adolfo Orozco.

RCA is putting all its efforts in the promotion of "La Pomada Explosiva," number eight in the pop charts. The LP is released in this "explosive" type (Sedaka, Floyd Cramer, Anka, TNT Pablo Beltan de Ruiz) and are also available on single records. The LP is priced at 295 pesos, with the single at 20 pesos.

More about RCA: the diskier has released several other albums, like "Moon River" (Harry Mancini), "Riquelmeando" (by the Kigual Brothers, cut by the Variet de Vida), "Girl from Ipanema" (by Antonio Carlos Jobim) and "Tiempo de Dios" (by the Luis Fuentes Group). RCA is also planning to release a new LP by the famous Spanish singer, Antonio Carlos Jobim, and a new LP by the Mexican singer, Irma Alvarado.

Venezuela's Best Sellers

1. Antes Hansel Lander (Velvet).
2. Perdomo Due Dinamic (Orca).
3. Evidencia Tri (Vida).
4. Sed de Carilo Hector Cabrera (Velia).
5. Julio Stradella (Velia).
6. Peral Luchu Gatuna (Oxida).
7. El Son Se Fue De Cuba (Pepino Pirela (Discodoma).
8. Destrujado Con Mi Amor (Al BY-2).
9. Lamento Campesino Americo Montero (Discodoma).
10. Morena De Espanto Y Brinco Neutro Zavare (Falace).

South Africa's Best Sellers

1. Do You Want To Dance (Cliff Richard) (Columbia).
2. Amigos (Jim Reeves) (RCA).
4. Quando, Quando, Quando (Paf Boone) (Dot).
5. Language Of Love (John D. Loudmundo) (RCA).
6. I'm Looking Out The Window (Chiff Richard) (Columbia).
7. I'm Not The Marrying Kind (Elvis Presley) (RCA).
8. We'll Be Together (Par 1) (Ride).
10. Railroad Bum (Jim Reeves) (RCA).

Mexico's Best Sellers

1. El Gran Tomas (Norman) (MAYT). (RCA), Pablo Beltran Ruiz (RCA).
2. Edi, Edi (Eddie, Eddie) (Angelia Maria (Musiart)) (EMMI).
3. Cuando Volvemos (Ginny Came Late) (Paco Canedo) (BRAX BIA).
5. Los Laredo (Ariel) (EMMI).
6. Nena, Balamos Twist (Los Reyes De La Bule) (Orfeon).
10. Adios Mundo Cruel (Good Gaye World) (Enrique Guzman) (Columbia). El Loco-Javier Solis (Columbia). (PHAM)

Argentina's Best Sellers

1. Multiplicacion (Adarias-Hill) & Range-Fermata) Bobby Darin (Atlantic), Los Mac Ke Ma's, Pablo Beltran Ruiz (RCA); Freddy Luciane (RCA); Manolo Murias (Odeon Pops); Los Salvas (Columbia); Los Jet (EMMI).
2. Medianoche En Mexico (Tula-Meloda Traxel-Novel) Stirling Brand (EMMI), Los Santos (Music Hall); Mike Ramon (Disc Jockey); River Town Dzlrael Band, Los Big Ben (Philip); Julio Cesar (Odeon Pops); Leda Montes (Mac's).
3. Los Laredo (Ariel) (EMMI). Hugo Diaz (Philip); Los Cava Benga (RCA); Roberto Yanes (Columbia); Vicente Qrroz (TK); Siro San Roman, Julio Molina Cabrall (Mac's). Los Laredo (Ariel) (EMMI).
4. La Noche Que Llore (Pogo-Fermata) Brian Hyland (Ariel); Juan Raul (EMMI).
5. El Poeta Lloro (Korn) Cauby Peixoto, Horacio Devall (EMMI); Los Nervios (Odeon Pops).
6. Joven Invincible (Edi Yelordi) Los Zos Sudamericanos (Columbia); Amba Lox (Odeon Pops).
7. La Noche Que Llore (Pogo-Fermata) Brian Hyland (Ariel); Juan Raul (EMMI).
8. Luz Y Sombras (Pham-Fermata) Los Panchos (Columbia); Rosamel Ayra (Disc Jockey); Marco Antonio Muniz (Columbia); Los Nervios (Odeon Pops).
9. Quiereme Tienamente (Spanka-Fermata) Paul Anka, Marty Cooper (Bassist); Los Zos Sudamericanos (Columbia); Amba Lox (Odeon Pops).
10. El Jel Del Twist (Fermata) Chuckie Cheeky (Fermata) ; Los Zos Sudamericanos (Columbia); Amba Lox (Odeon Pops).

Brazil's Best Sellers

1. Nacida Para Mi (Ricord-Fortalos) Los Santos (Music Hall); Adrian Hernandez (EMMI). Marcello Gelos (RCA); Robero Yanes (Columbia); Los Laredo (Ariel) (EMMI).
2. Dile Dile (Pham-Fermata) Emilio Muno (Odeon Pops); Luiz (Columbia).
3. Rodiles (Pham-Fermata) Roberto Yanes (Columbia).
4. Tierra De Amor (Spanka-Fermata) Paul Anka (Ariel).

Local Product.
A tip of the hat to Joe Martin of Apex-Martin Distributing Co., New- 
ark, N. J. for getting Gotham its first 
look at plastic records devoted to 
the world of Country Western 
Beginning July 30 between the 
hours of 7 PM to 8PM, six nights a week, 
WJRW-Newark will beam country 
sounds to New York like WSM goes 
into Nashville. The following things should be noted: all wax compa 
ies

should add Norman Reslin, record li 
brarian at the outlet, to their mailing list to receive country singles and al 
bume; country artists are requested to make station breaks and other add 
tional material for the call letters; anyone recommending a top jockey for 
the show should direct the atten 
ction manager at WJRW; and all 
friends of country music who have in 
fluence with sponsors should try and 
place advertisers to buy some time 
on the program so that it can be ex 
tended.

George Jones and the Jones Boys 
featuring Georgie Riddle opened re 
cently at the El Dorado Club in Las 
Veep. The crew then took off for 
new markets in Houston and Glendale and some dates in Iowa and 
Indiana. The chanter is boasting of 
his being named an honorary 
deputy sheriff in his own Orange 
County Texas. The event took place 
a while back when he played a benefit for 
the sheriff's department of Vidor, Texas.

Wil-Heim's Bob Neil telegrams word that the agency has inked Hank 
Locklin to an exclusive pact for all 
bookings and personal appearances. 
The talent's stable has also recently 
set up an extensive series of dates for 
the Johnny Cash show. Neal went on 
to mention in his wire that Augus 
tbookings for artists represented by 
Wil-Heim have reach a new high for 
the young agency.

Cliff's Stone, vet west coast impre 
sario, and mentor of many of show 
business' leading personalities is back 
in harness after an extended hiatus from 
the microphone and television. 
Cline is now doing a one 
hour show daily on KFOX-

1170 Long Beach. The show emanates from 
the executive offices of Central Songs 
Inc., a successful BMI publisher of 
which Stone is the owner. Southern 
Californians have responded by the 
thousands, indicating their enthusi 
atastic approval of his return to the air. 

Bennie Harville, Jr., of the Windy 
River Band's band, has recently 
filed for a country version of "Save The Last 
Dance For Me" by Merle Ray is now 
in being distributed nationally by 
Jay -Gee Records of New York. Merle and 
brooked out in the Pittsburgh, Miami, 
Detroit and Cincinnati areas. 
Billy Walker's mighty pleased at 
the response that his Smash record 
ing of "Gonna Be A Friend" has 
been received. That songster says any spinner 
missing copies of the wax can obtain 
same pronto by writing to him at 
KMUN San Antonio.

Add another full-time country sta 
tion to your list. KCAD-Alliene takes 
to the air on August 6th. The outlet 
can use loads of country placers both old and new. Ben Landis will be 
among the air personalities on the 
station.

What are the in-between names of 
"Mr. In-Between"? That's what deal 
iers are asking listeners in an off 
beat name-seeking contest created 
by Buri Ives' west coast promo man, 
Irwin Zucker. Since the chanter's 
latest dual-market Decca smash is 
"Mr. In-Between", it is only befitting 
that the entire world know that the 
in-between' names of the entertainers 
are Icle Ihanov. Dealies are furnish 
ing interesting clues to these hitherto 
non-publicized middle names. Winning 
contestants are receiving Ives' albums. 
Interested dealers should contact 
Zucker at 6515 Sunset Blvd., Hollywood 
28, Calif.

Liberty Inks Terry

HOLLYWOOD—Liberty Records has 
signed Gordon Terry to a long-term 
est contract. Picture above at the 
integral end of band, label, Art & exec, and the 
chanter, Terry will cut his first sides for 
the diskery later this month for early 
fall release.

Cash Box—August 4, 1962
Why chance future trading at pawn-shop prices?

When you put your money in, you want some assurance you can get it out. A home, a car, a phonograph—it goes for all of them. You want the best value while you've got it, and the highest "blue book" value when you trade it. Seeburg has long built in these values. A quick check on re-sale prices is proof. In the new SEEBURG DIRECTIONAL STEREO phonographs for 1962, Seeburg is delivering such values today. Everything that's good for your future business is built into them—everything except fast depreciation.

Artist of the Week

Week of July 23—

ANDY WILLIAMS
Moon River and Other
Great Movie Themes

WYNONA CARR
Wild, Wonderful Wynona

Week of July 30—

DUKE ELLINGTON/COUNT BASIE
First Time

HANK THOMPSON
At The Golden Nugget

(Columbia)

(Reprise)

(Columbia)

(Capitol)

The Seeburg Sales Corporation, Chicago 22

Directional stereo in 33½ right at the phonograph
Summer Business Is What You Make Of It

After speaking directly with no less than one hundred distributors this week in conjunction with the research that goes into our Annual Coin Machine Directory, we can't help but think that "summer doldrums" are purely a matter of the mind. If you go into June looking for a slowdown and do nothing whatever about it then sure enough things will slow down, and eventually stop altogether if you really wait for them to do just that. This doesn't seem to be the case, however, with a large majority of distributors in every part of the country.

As a matter of fact, business is good, to put it bluntly, and we're saying that sitting here at the tail end of July, and we're echoing the response most distributors gave to the question, "how's business?" Business is good because most of us don't have the wherewithal to sit back and rest on laurels awaiting the oncoming boom. There are lots of things to be found in the crystal ball but even 20-20 eyesight can't spot a boom. And perhaps that's the reason business is good. It's psychological.

When a boom has passed and things settle, everyone looks at each other and things never look so bad for the future. Then sure enough we realize that business isn't so bad really, it's just normal. And then we proceed to do something to make it better. And the fact that it happens to be July is really of no consequence. Lots of wholesalers we know couldn't wait to start pushing around September or so. And with complete disregard for the weather and the temperatures many coin machine outlets went to work with the extensive array of new equipment that has come from a seemingly endless assembly line in Chicago and they went right out and sold it. The operators must have lost that slack-season feeling too, because they went right out and bought it. The results of course, are plain to see. The people who patronize coin machine locations are spending all right and they don't care about summer doldrums either. Many of them are on vacation and many just act as though they were. As we said a few weeks ago, the man on the street continues to spend and you'd better be ready to do business with him.

This summer season slump idea must have cost this country a fortune when you look back on it. Think of all the business that's done today in retail stores that could have been done years ago if the stores remained open evenings instead of shutting down for the summer nights. How many lightweight suits, how many appliances, how many phonographs could have been sold if they were promoted in July? And speaking of phonographs, have you noticed how records sell these summer days? There was a time when the manufacturers wouldn't release a disk 'til September! But we live and learn. And one thing we've learned is that you can do a lot of business in July. And August isn't a bad month either. It's all in the mind and the amount of energy expended.
MOA Names Managing Director
Robert Blundred Broad Experience
With Business, Trade Groups To Natl. Assoc.

CHICAGO—The executive committee of the Missouri Operators Association (MOA) headed by their board chairman, Charles W. S. Pierce, convened in Chicago's Morrison Hotel, in this city, on Saturday, July 27 and 28, and appointed Robert H. Blundred national managing director, to replace Ed. R. Ratajak, who resigned earlier this year.

There were certain in other subjects for discussion, but these were practically set aside to place the greatest stress on the appointment of the new managing director to steer the course for MOA. After several months of scrutiny and unwillingness of the ratification employment association, some 20 applicants were singled out for their background and ability.

The object of last week's meeting was to make a selection from among this group of applicants. This, according to Pierce, was due to the unanimous satisfaction of the entire executive committee in attendance, in appointing Blundred.

The new managing director was interviewed by the Cask Box re- porters of the MOA's Chicago (and new national) headquarters last Wednesday, July 25.

Prior to this challenging new appointment Blundred was for nine years the executive secretary of the Illinois Screen Process. Selectors, which headquartered in Chicago. Previously he was associated in executive capacity with the American Baker's Asso. (wholesale bakers of the U.S.) in Washington, D.C.

Blundred was before that Blundred was with the American Municipal Asso., also in the nation's capital.

Other prior organizations he was associated with in executive capacity were the Trenton Chamber of Commerce (Trenton, N.J.), and the Ham- mond (Indiana) Chamber of Commerce.

Blundred has spent more than 15 years in an executive capacity in the organizational field of enterprise, and is one of the most active persons in public affairs in the association activities, membership drives, and numerous other phases of organizational work, according to Clinton S. Pierce. He is, Pierce stated, considered by a fine speaker and knows how to make a good delivery and deliver his message to his listeners.

Robert Blundred, who is married and the father of an 8 year old boy was born and raised in Syracuse, New York. He started in the industry system there, and is a graduate of Syracuse University. He was a researcher at the University of Illinois in Champaign-Urbana where he met and married his wife, Pauline.

A point of interest in his appointment is the fact that Blundred has successfully conducted trade shows for the Screen Process Industry annually with exhibits ranging in number from 100 exhibits or more at each trade show.

United Intros 'Action' Shuffle and 'Sahara' Ball Bowler
Both Games Feature Dual Scoring Flashing

Celler Bill Hearings Postponed
Committee Chairman Willis Hospitalized

WASHINGTON, D.C.—The hearing originally called for July 25 between representatives of the copyright societies, the proponent of the new Celler Bill (HR 1460), which represents the jockey box industry, was postponed last week. The reason given was the sudden illness of Congressman Edwin W. Willis, chairman of the House Judiciary Subcommittee on Patents, Trademarks and Copyrights. Willis was hospitalized last week. The hearing was called two weeks ago when Celler introduced his new bill (CB July 23 PG 531) calling for the payment of royalties by jockey box operators to copyright owners of songs recorded and played on the nation's jockey boxes. The bill also outlines a system whereby the monies are to be collected through an Office of Performance Rights Trustees appointed by the Attorney General and consisting of three trustees who would handle the executive duties. A staff, to be paid for out of the royalty money, would conduct surveys, as would the United States Government, which would lead to a plan to set a collection program and also decide on the amount of royalties to be paid by the jockey box operator. The initial amount, should the bill pass, would call for $5 per machine per year, and increase over four years to $25 per machine per year. After that, the rate would evidently be unaltered. The bill was introduced on July 11.

The anti-jockey box exemption bill calls for distribution of royalties to copyright societies after deduction of the Office expense, “on a pro rata basis.” The music manufacturers, Rock-Ola Manufacturing Corp., Raving Automatics, the Seeburg Corp., and the Wurlitzer Co., were all reported to be opposed to the bill and had, along with Maxon Operators, presented their legal counsel, officially requested a postponement of the hearing before the sub-committee, before Willis was hospitalized.

Rep. Emanuel Celler has introduced several other anti-jockey box exemption bills in the past, as have other legislators, but each of the bills has been defeated. The new bill, however, is the first one to outline a plan whereby the collection of said royalties would be supervised by the Attorney General of the United States and who would entail surveys and census by the Bureau of Census, a government agency.

Cash Box—August 4, 1965
CINCINNATI—Harold Hoffman, Sales Manager of Royal Distributing, Inc., phonograph, amusement machine and vending distributor here, advised Cash Box last week that the firm will hold a grand opening celebration at its new Columbus showrooms on August 12. Royal bought Century Music Company in June from C. L. Hopkins.

The new showrooms will be located in the old E. C. Warner building at 530 West Broad and will manage the sales branch. Clint Shockley, in a statement last month, advised that the acquisition should not affect existing relations with the dealers.

The firm will go into the territory with its Rowe-AMI phonograph line, the Rowe vending line, Bally, Chicago Coin, Goldline Wire, and Wells-Gardner Keene lines. Gilger will manage sales while Hott supervises the office duties. Century personnel have remained with Royal.

Royal’s sparkling new showrooms are in a fine location, not far from the city's newest coin machine plants in the country. “We intend to carry out the sexy pink colors in our Columbus showrooms,” said Hoffman.

The last move was to welcome the new showrooms to the site to supervise the decorating. The Cincy showrooms are bright and cheerful in good taste. Wesley C. Ticer, the master, used lavender chairs, to rust furniture, and turquoise wall. “Must do something to the operators,” said Hoffman. “We will be in the new showrooms in those surroundings.”

Royal also has a special room on the premises which is decorated in early New York city style. It is the place for those who are interested in spending their evenings there. Drinks are served guests who drop in. “We sell lots of equipment in there, too,” said Hoffman.

**“Cover Girl” Is A One-Man Gal!**

CHICAGO—Last week’s news story announcing the release of “Cover Girl,” D. Gottlieb & Company’s latest pinpage, stated that the amusement machine manufacturer has produced “Fashion Show,” the model which preceded the July release.

“Now!” stated Nate Gottlieb, executive at the Chicago factory, “No, no, one thing at a time. And, he added, “don’t let the word out that there’s more for one man or we’ll never hear the end of it from her.” (Ed. note: At the Gottlieb factory the machines are referred to as women, though they were human). (Second Ed. Note: Now that we’ve thought about it, some of them (canned names are human!)) But Nate Gottlieb continued at length. “’Cover Girl’ is a 1-player, and there’s no doubt about it. It is a beautiful as a full-color box, which she always has with her when on location, she will take a slight nudge from a friend but don’t push her too far. It’s her! She’s the original, and if you’re the kind of guy who doesn’t want to get involved, you had better not look into her white rollovers, or you’ll be a dead duck. She’s a beauty.”

“Cover Girl” really is a one-player pin and not a two-player as we incorrectly noted in our story last week.

We must take shelter in excruciating.

We were spending more time looking into her rollovers than we were looking into her specifications. If you doubt us take a look yourself. She decorates page 59 in this week’s issue.

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- Seeburg’s Silverman Cites Success Of 33 Singles On Juke Boxes
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- Wurlitzer Sales For Qtr. Up 2.3%
Wurlitzer “Musical Notes” Win Bowl Trophy

NORTH TONAWANDA, N. Y. — Mark Blum, President of United Distributors, Inc., in Wichita, Kansas proudly displays the 1962-63 Bowling League Championship Trophy in a recent presentation. Mark sponsors the ladies’ bowling team that won the trophy at the Bowl-O-Rama. The champions shown in the picture are Frances Blum, Winnie Lovett, Bonnie Mann, and Virginia Beaver. In uniform these lovely ladies call themselves the “Musical Notes.” They prove it by having a large Wurlitzer emblem displayed on the back of their shirts. Even out of uniform the team could appropriately be called the Musical Notes—United is a Wurlitzer Photographic Distributor and each champion is the wife of a United Distributor employee, with the exception of Virginia Beaver. She is secretary to Mark Blum and Mel Hammer, partners of the company.

Omaha Pool Tourney May Go On Nat'l. TV

OMAHA.—An item appearing in the “Winner’s Circle,” publicity sheet released in conjunction with the currently popular “Behind the 8 Ball” TV show here, advised last week that the show is moving with universal acceptance and may very well go national in scope in the fall. The tourney is conducted on coin-operated pool tables and has bopped tailes in this area as well as collections to record heights.

NEW ROWE AMI hottest phone in years!

Programs 200, 160 or 100 selections. Sensational self-contained Stereo Radio.* Sophisticated design, moving color. Outstanding engineering developments for simplified operation.

* Patent pending

On display now at your Rowe AMI Distributor.
Cash Box—August 4, 1962

The Vending Machine Industry’s Only Weekly Newsly

**Brass Rail Automatic Restaurant Will Seat 250, Serve 60 Special Meals Through 20 Interstate Venders**

**Chicago—The nation’s largest fully automatic public restaurant will open in Chicago by October on the Wrigley Building.**

Ronald Wolff, president of the Interstate Vending Company, which is headquartered in Chicago, has announced plans to open the new facility, a type of public dining facility to be called The Brass Rail Automatic Restaurant. The Brass Rail, widely known for its expanding system of restaurants and food catering services, is the food service division of Interstate.

The new restaurant is over 5,000 square feet and will seat 250 people. It will serve a complete menu through a bank of 26 vending machines. Everything from hot entrees, salads, sandwiches and desserts, to freshly brewed coffee and tea will be served automatically. The largest automatic restaurant, until The Brass Rail, is located in New York City and seats 160 people.

In addition to the automatically served dinners, there will be a buffet style carving table where a chef will serve freshly sliced corned beef, long a Brass Rail specialty. Later, roast beef, turkey and ham may also be served.

This is the first public automatic restaurant in the country to be operated by Interstate. The company also signed an agreement with NRI Names Sokol.

**Macke Qtr. Sets New High**

**Income Hits $8,650,000 For 3 Months**

WASHINGTON, D.C.—Macke Vending Company reported that sales and other operating income for the quarter ended June 30, 1962 exceeded $8,650,000, compared with $8,275,000 for the same quarter a year earlier.

Aron Godman, Macke president, predicted earnings of 90-85c per share on sales of $33 million for the fiscal year ending September 30th. Comparative figures for 1961 were earnings of 84c per share on sales of $29.6 million. Higher profits have been achieved, he said, from increased operating efficiencies and from a reduction in the cost of goods sold.

New Shelf-Type Vender

A new shelf-type, single-coin machine, Model EB30, has been introduced by E. B. Metal Products Co., Inc., of Whitehall, N.Y.

Model EB30 was designed for vending soft drinks packaged in a 32 oz. side-by-side package, and is available in a wide variety of coin acceptors and dispensing mechanisms. It is equipped with automatic change-making facilities and is designed to dispense a wide variety of products, including soft drinks, candy, gum, and children's. E. B. Metal Co. has been selected by the New England Vending Association as the exclusive vendor of this new machine for the state of New York. It is the owner of a quick-press refreshment for men, women, and children. E. B. Metal Co. is located in New York City.

**Advertising Deadline For Annual Directory Is Wed., Aug. 1st**

Call JDson 2-6240

Hoffman Machines

**To Austria, Luxembourg**

NEW YORK—Austria and Luxembourg will be next in line to get American-made coin-operated dry cleaning and laundry centers.

This was revealed when Dynamic Vending Corp. was named as the Borg-Warner Corporation as its exclusive distributor for Gurtner and Borg-Warner dry cleaning and laundry equipment for the two European countries.

This appointment is a followup to Dynamic Vending's success in the establishment of similar Borg-Warner equipment centers in West Berlin, Frankfurt, Mainz, and several other West German cities.

The installation of Dynamic Vending last February of a coin-operated, American-style center in West Berlin marked the first time that this type of equipment was available in the

**Macke, headquarters in Washington, D.C., operates more than 300 merchandise vending machines in the District of Columbia.**

**BIGGEST PROFIT-MAKER IN THE MACHINE!**

15c Profit on a 30c vend-package

CINCH Instant Shoe Shoe is packaged three-to-a-pack, the size of a big-name cigarette package, which fits neatly into the two pockets. However, CINCH shoes are not a ‘niche’ product. They are made for the everyday shopper, and the CINCH shoe is a product designed specifically for the CINCH shoe shop.

Macke, through its excellent service, has built up a large base of satisfied customers. This base is increasing daily, and Macke is confident that it will continue to grow.

LIST PRICES:

- 1 to 3999 copies @ $4.50 per case
- 40-9999 copies @ $4.25 per case
- 10,000 and over @ $4.00 per case

ALL ABOUT “CINCH”:

- CINCH is manufactured by K. J. Boley, Inc., manufacturers of ““FOOD OF THE DAY,”” the world famous vending container line.
- CINCH is the official shoe of the New York Yankees and the Detroit Tigers.
- CINCH has been designed to help the shoemaker meet the needs of the modern consumer.
- It is the answer to a quick-press refreshment for men, women, and children.
- K. J. Boley, Inc., is located at 500 W. 46th St., New York, N.Y.

DISTRIBUTOR TERRITORIES AVAILABLE!

WRITE:

REDD DISTRIBUTING CO., INC.

126 LINCOLN STREET, AUBURN, MASS. 01501

Cash Box—August 4, 1962
We're coming around the bend in our big-year-end celebration, and there is—as a result—a big treat in store for Cash Box viewers—the big, gala 1962-63 Coin Machine Directory & 20th Anniversary Edition. Which incidentally, will be of particular interest to all manufacturers, wholesalers and operators of coin machines. We've put in a kind of information you will want handy on top of your desk all year long!

Big news last week emanated from the headquarters of the Music Operators of America, where Clinton S. Pierce, chairman of the board of directors, announced the appointment of Robert H. Blundred to the very vital position of managing director, replacing Ed R. Ratajak, who resigned right after this year's MOA convention, last May. On hand, along with Pierce, when we met Blundred, was Horace Casola. Blundred, we're advised, is loaded with organizational talent, and has never had any affiliation whatsoever with any of the coin machine industry prior to this appointment.

Despite heavy vacation schedules the coin machine industry came out en masse to attend the Requiem Funeral Mass for John R. (Jack) O'Donnell, former production control manager, and younger brother of Bill O'Donnell, at the St. Francis Xavier Catholic Church in Wilmette, Ill. With a heavy heart we extend sincerest condolences to the grieving O'Donnell family.

There was considerable talk and oodles of chuckling over a recent White Sox vs. Detroit Tigers night baseball game when the "Monster" (pinball type scoreboard) gave out with mournful 'goons' and a huge `believe it or not' display. Miss Chico Fernandez hit a home run for Detroit. Since this game was televised widely the comments (humorous) came to us from a vast area. This "monster," which graces considerable area and height over the centerfield bleacher section, is indeed very popularly referred to all over the country. (Who says pinballs aren't popular?)

Bill DeSela is back at his busy (and how) desk at United Mfg., and the first order of business he tackled was the release to the trade of United's new "Action" shuffle bowler and "Sabara" big ball bowling alley. Bill and Herb Oettinger are thrilled over the initial results and comments from United's distributors across the nation, and in many foreign markets, over this handsome, new duet of bowling games.

Mort Secore, director of sales for Chicago Dynamic Industries, elatedly inform us that Chicago Coin's new "World's Fair" long range rifle gallery is proving to be a sensation wherever it is placed on location. This is a particularly ideal time of the year for this type of arcade equipment. . . . Joe Kline and Sam Kolber are so busy at First Coin Machine Exchange that they aren't harboring any thoughts as yet about vacations. The big reason, according to Fred Kline, is the big expert boom.

An interesting, yet little known fact about Gottlieb Memorial Hospital is a procedure that is quite an idea. When a patient is admitted to the hospital the doctor will take the usual case history, but instead of writing it on a chart at the bedside, he will pick up a telephone and dictate the history into it. His message is then recorded on one of two units located in the medical room on the ground floor. If one unit is busy, the equipment will automatically switch the doctor's message over to the other recorder. This method of charting excites Dave, Nate, Alvin Gottlieb and Judd Weinberg, of D. Gottlieb & Co.

"Yup, 'Operation Tiek Tock' is a terrific success!" asserted Joe Robbins, general sales manager of Empire Coin Machine Exchange. Joe and Gil Ktt, Empire Coin's owner, are thrilled over initial results with the firm's new give-away promotion whereby every operator who buys a Rock-Ola's "Princess" phone gets an "Omagis" omni watch for (a lady or a man). In fact, the operator who buys two phones gets a watch for each phone purchase, according to genial Joe.

As soon as the Williams Electronic factory personnel returned from their vacations (the plant was shut down for two weeks) production was stepped up to heaviest possible action to ease the heavy order backlog on Williams new "Friendship 7" pinball amusement game. Prexy Sam Stern and vice prexy Art Weinand always enjoy receiving visitors from all over this country and from foreign shores at the spacious Williams Electronic Mfg. plant on the west side of the city.

J. H. Kenney & Co. is shuttered through this week (employees return to action on Monday, August 6). Meanwhile Paul Hubsch, vice president is on hand with two other Kenneyites to channel some of the action on Kenney's "Rainbow" in-line game.

**OPERATE WILLIAMS FRIENDSHIP 7**

**IMMEDIATE DELIVERY FOR SALE**

**WILLIAMS**

**ELECTRONIC Mfg. Corp.**

4242 W. Fullmore St., Chicago 24, Ill.

**SPECIALS**

Reconditioned, Complete and Ready To Go

**ROBSON SPECIALS**

Loaded with New Play Features

**WRITE—WIRE—PHONE**

**WILLIAMS**

**IMMEDIATE DELIVERY FOR SALE**

**WILLIAMS**

**ELECTRONIC Mfg. Corp.**

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**SPECIALS**

Reconditioned, Complete and Ready To Go

**ROBSON SPECIALS**

Loaded with New Play Features

**WRITE—WIRE—PHONE**

There were exciting events at the recent Rock-Ola Convention in Detroit. First, two Pinball manufacturer's conventions were held on the same day, with Rock-Ola's big crowd attending both. Second, the famous "Big Star" pinball machine was displayed, featuring a new "wall" on which eggs were dropped, and a new game on which you could play, " spaceman". Third, Rock-Ola's new "Friendship 7" pinball machine was shown, and a new "Spaceman" game was also displayed.

We managed to get Harold Schwartz on the phone at Atlas Music Company, despite the hubbub of busy excitement at the Rowe-AC distributor. Naturally, Harold informed us that business on Rowe-AMIs terrific pinball and on Rowe vending machines is great. Nate Feinstein so busy these days he hardly has the time to think about golf, Irv Ortiz tell us he spends most of his time with operators on the showroom floor and on the telephone.

Business (sales specifically) is on a 'world wide' basis at World Wide Distributors for these days, according to Howie Feyer. While Howard is the World Wide Distributors' president, Joel Stern, is burning the midnight oil rushing orders to customers Fred Skor is currently on the last leg of his vacation and due back in his office by Monday, July 30. . . . We join Tony Galgano, Galgano Distributors, in his joy over the return home from the hospital of his lovely wife, Ursula, and son, Johnny Galgano. They underwent surgery recently. Johnny, we recall, is the diligent, young shipping clerk at Galgano Distributors.

There's a heavier load of work on the already heavily burdened shoulders of Edward G. Doris, executive vice prexy of Rock-Ola Mfg., since Ralph Wyckoff, the firm's advertising manager, took off on his vacation last Monday, July 23. Other busy Rock-Olaites are Donald Rockola, Les Riek, Jack Barash and Art Janousek. . . . We join Rowe-AC's Phil Glover in his delight over his successful acquisition of a home in Glenview for his family. Phil was equally fortunate in being able to sell his home in Grand Rapids, Michigan to complete the move with his family to Chicago. Tom Sams, Jack Harper and Jack Dunwoody are on the road covering the markets.

The word from Herb Perkins, Pin Em Distributors, is that business couldn't be better despite the hot summer weather. . . . Reminder: we got to pop out to Marvel Mfg., and visit with old friends, Ted Rubey and Estelle Bye. We did get the word from Ray Kotrba that business is good out Marvel way. . . . Here's a lesson in genealogy: "The six ages of man are: Beef broth, ground steak, sirloin, filet mignon—ground steak, and then BEEF BROTHER!"
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.

DEADLINE Wed. Aug 1st!
DATED AUGUST 11, 1962
Call JUdson 6-2640 Collect!
California Clippings

Business activity continues good along Pico Blvd. this week, with both new & used equipment moving at a steady pace. . . . Don McGowan sales rep for the R. F. Jones Co. gave a very interesting demonstration of the entire Tele-Norm system, pointing out the many advantages over anything else in the communications line today. A large export order of phonographs is being prepared this week for shipment to the Far East. Tom Sams of the phonograph div. and Jack Dunwoody of the vending div., Rowe A C Services, Chicago, were in town and paid a visit to the Jones Boys. Mr. & Mrs. Chesney of the Atlas Distributing Co., in Chicago were vacationing, and also stopped by. Chuck Klein announced that Vinny Lanzy's many friends will be happy to know that Vinny has been made Assistant shop foreman, & will be working with Johnny Hotz. . . . Bill Rappel informed that Badger Sales Co. is the exclusive local distributor of the Kiddie Color Cartoons, which is now on display and is enjoying good operator acceptance. Leo Simone is in Las Vegas for 3 days calling on OP's, and Pete Ley is in Arizona.

Slim Gaillard was at California Music Co., this week spinning new platters, and Gloria Gray was also in plugging her new disc on the Warner label, "Chapel Up In Heaven." . . . Mr. & Mrs. Ben Snyder of San Diego paid a visit to Simon Distributing Co. Another export order is being processed for shipment to Australia, and Valley pool tables continue to receive good sales action. . . . Jim Wilkens reports that business remains excellent with all types of equipment moving steadily, at Paul Laymon Inc. He also mentioned that Mr. & Mrs. Paul Laymon are looking forward to again winning the Rock-Ola contest sales in the Fall, and taking the prize Caribbean Cruise. Raymond Cheong from the Hawaii Service Music Co. paid a visit while there, at Laymons.

John Scavarda of the Wurlitzer Factory Branch commented that they are completely out of new phonographs, as sales have been unusually active the last few weeks. Leonard Hicks has been busy conducting service schools in Orange County and Seal Beach.

Nick Lancy at American Coin Machine is back from vacation and informed the train en route to Chicago, hit a weed burning rig and burned 3 of the 4 engines. They were stranded in Syracuse, Kansas for 5 hrs., and with the exception of the accident, had a wonderful time!

Julie Rikind national promo man for MGM, stopped by the Leuenhagen "Record Bar" promoting "There Is No Greater Love" by the Wanderers. Barbara Chandler will be back at Leuenhagen's for the month of August, helping out while the Solle girls are vacationing.

The shop at Duarte International Sales Co. has been busy readying an export order for shipment to Lima, Peru. Gale Atlas of the shipping dept. reports a successful week-end at the Agua Caliente race track, in Mexico. . . . Hank Tronsick of C.A. Robinson & Co. commented that used equipment is down to a minimum and bowlers have picked up considerably, which spells a healthy situation at the present time.

Some of the visiting operators seen on Pico Blvd. this week were: Ralph Bouch, San Diego; Johnny Miller, Long Beach; Mel Sniderly, Compton; Cliff Jones, Long Beach; Frank Navaro, Mexicali; and Charlie Cahoone, Long Beach.
RPM OHIO inc.

WATERYARD FOR $150—

LEXINGTON CLUBMASTERS—

SPB SALE ORLEANS, 124-126 ORLEANS N.Y.

Williams Ski Lite (Tel. 244-1125)

FLIPPER—

Nuggets, Aristocrat DISTRIBUTORS, (Reserve, $60. Spot, $75.00)

COOK/RED—

Bally—

Ball Markers 77x45 rpm record

AMT, INC.

MFRS. NEW EQUIPMENT CURRENTLY IN PRODUCTION

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

ROCK-OLA I V CORP.

Model 1005—Hot Chocolate, Soup—Batch fresh brew, modular door, manual or automatic. Includes 4 ways extra cream and sugar, whipped powdered chocolate, gravy, chocolate, and coffee. Model 1005B—Hot Chocolate, Soup—Single cup brew fresh, 600 cup capacity with automatic. Includes 4 ways extra cream and sugar, whipped powdered chocolate, gravy, chocolate, and coffee.

Model 1100S—Coffee, Hot Chocolate, Soup—Single cup brew, 600 cup capacity with automatic. Includes 4 ways extra cream and sugar, whipped powdered chocolate, gravy, chocolate, and coffee.

TENNESSEE CORP.

Model 1350—Beverage, Coffee, Punch—Batch fresh brew, modular door, manual or automatic. Includes 4 ways extra cream and sugar, whipped powdered chocolate, gravy, chocolate, and coffee. Model 1350B—Beverage, Coffee, Punch—Single cup brew fresh, 600 cup capacity with automatic. Includes 4 ways extra cream and sugar, whipped powdered chocolate, gravy, chocolate, and coffee.
UNITED’S SAHARA BOWLING ALLEY

TOPS 'EM ALL IN BOWLING PROFITS
Offers Players Choice of Seven Ways To Play

DUAL-FLASH SCORING
- Strikes: 30, 40, 50, 60, 80
- Spares: 20, 30, 40, 50, 60
  If strike is missed, flashing lights permit player to pick-up
  BIG 60 SPARE VALUE

FLASH SCORING
- Strikes: 30, 40, 50, 60
- Spares: 20, 30, 40, 50

REGULATION SCORING

ADVANCE SCORING

SPECIAL SCORING

BONUS SCORING

ALL SPARES SCORING

Available in 13 FT. and 16 FT.
Standard Lengths

1 to 6 Can Play
DIME COIN MECHANISM
2 for 25¢ COIN MECHANISM
OPTIONAL AT EXTRA COST

13 FT. Shipping Weight (Crated) 740 lbs.
16 FT. Shipping Weight (Crated) 775 lbs.

HIGHEST RESALE VALUE

ORDER FROM YOUR UNITED DISTRIBUTOR TODAY!

UNITED OPERATORS ARE SUCCESSFUL OPERATORS

UNITED MANUFACTURING COMPANY • 3401 NORTH CALIFORNIA AVE., CHICAGO 18, ILLINOIS • CABLE ADDRESS: UMCO
SINGLE CUP FRESH BREW COFFEE VENDOR
ROCK-OLA MODEL 1400-S. Brews the best cup of fresh-roasted coffee ever, a single cup at a time. Serves it four ways. Dispenses delicious hot whipped chocolate and tasty tempting whipped soup, too! All dry ingredients—no refrigeration. Ideal for average location, has a cup capacity of 420 squat designed cups. Requires only 15 amps. of power and 5 pounds of outside water pressure. May be installed practically anywhere. Serviced from the front with ease—full swing out door—self-cleaning brew system. All metal construction, colorfully illuminated, has gleaming metal appointments. Styled to stop 'em. Serves a cup of coffee that keeps them coming back again and again. A proven profit maker! Cabinet measures 72-inches high, 29-inches wide and 23-inches deep. Shipping weight—500 lbs. Model 1400 (same as Model 1400-S without Hot Whipped Soup).