Fold-out Placeholder

This fold-out is being digitized, and will be inserted at a future date.
Current Album
E 4049 (Mono) SE 4049 (Stereo)

Current Single
“VACATION”
and
“THE BIGGEST SIN OF ALL”
K13087

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THE STARPWATER LABEL
HIGH FIDELITY

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(Phone: JUdson 6-6767)

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what's cookin'? 

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MARTY ROBBINS  

*GOODNIGHT, IRENE*  (4-42417)  
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*I LEFT MY HEART IN*  
SAN FRANCISCO  (4-42332)  
TONY BENNETT  
ON COLUMBIA
from the desk of...

JOE ORLECK
OF
Cash Box

Vol. XXIII—Number 49
August 11, 1962

August 11, 1962

Dear Friends:

In achieving its 20th birthday, Cash Box is proud to celebrate this most happy occasion with the largest, most comprehensive issue it has ever published.

This issue, Cash Box annual directory edition, which over the years, has become the foremost reference guide and an integral part of every firm in the industry, both as to editorial content and advertisements, is acknowledged as the most important single issue published during the year for the industry the world over.

That Cash Box has been able to attain the distinction as the World's Leading Publication in our industry is due only thru the fact that it serves the requirements of the trade... honest, fearless, progressive service, with understanding and awareness of the problems of its readers and advertisers.

We thank all of our many friends thruout the world for making it possible to reach this milestone, and we assure them we shall continue in the years ahead to serve them to our utmost.

Sincerely,

[Signature]

President and Publisher
Mr. Excitement!

IN PERSON

ON RECORDS

IN SALES

JACKIE WILSON

Just Released:
JACKIE WILSON AT THE COPA
BL 54108

Personal Management
NAT TARNOPOL
Sincere
Best Wishes
Cash Box
On Your
20th
Anniversary
and
Thanks To All
For Making It
A Wonderful Year
For Me Both
Here And Abroad

Sincerely

BRENDA
LEE

Exclusively Or.
DECCA

Personal Mgt.
DUB ALBRITTEN

Direction
WILLIAM MORRIS AGENCY

Cash Box August 11, 1962
Viel Glück
Meilleurs voeux
Bôa Sorte
Parhaat Onnittelut
Lycka till
Beste Önsker
Held Og Lykke
םּוֹלָה מַעְלָה
Buona Fortuna
Beste Wensen
Gakigenyô
Buena suerte

Best Wishes

Perry Como
Pacific Record Dist.
5663 West Pine Blvd.

Robert Field—DU 1-2034

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Peep Record Sales, Inc.
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Ronald E. Raskin, Bob Stein—RE 2-1287

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D. G. Porsch—RA 2-6661

(RCA Victor, RCA Camden)

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Sid Talmadge—DU 3-4357


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3818 West Pine Blvd.

All Sherman—RE 1-9747

(MGM, Sonnet, Stereo Fidelity, Audio Fidelity, Philips, Repriase)

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2575 W. Pine

All Roberts—DU 3-4117


OAKLAND

Chariton Dist. Co.
3807 San Pablo Avenue

R. M. Chastain—HI 4-5677

(Arko, Atlantic, Big Top, Cameo, Checker, Aces, Darn, Dev, Epi, Falor, Fine, Fury, Imperial, King, Legend, Liberty, Living Longevity, Futura, Surprise, Specialty, 20th Fox)

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Olive Harrison—UN 2-6674

(Arko, Arko, Atco, Juke Box, Loom, M Globus, Modern, Presto, Rarities, Raro, Rediff, Reo, Son, Spire, Sure, Swing, Topaz, Susquehanna, Surprise, Tempo, Victorian, Vis, Warner, Wheeling)

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Richard Field—DU 3-2322

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Bob Earl—UN 1-7040

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(RCA Victor)

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Julie London
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The Marketts
Johnny Mann
Matt Monro
Nick Noble
Earl Palmer
Gary Paxton
P. J. Proby
The Raiders
The Rivingtons
Ray Sanders
Sholom Secunda
David Seville
& The Chipmunks
Felix Slatkin
Warren Smith
Johnny Southern
Bobby Vee
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- 231 Laff Of The Party, Vol. 6
- 232 Laff Of The Party, Vol. 7
- 234 Laff Of The Party, Vol. 8, Pt. 1
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- 237 Burlesque Humor, Pt. 2
- 254 The Sidesplitter, Pt. 1
- 255 The Sidesplitter, Pt. 2
- 256 The Sidesplitter, Pt. 3
- 264 Laff Of The Party, Vol. B, Pt. 2
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- 272 The Sidesplitter, Vol. 2, Pt. 2
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- 276 Redd Fox, Pt. 1
- 277 Racy Tales, Pt. 2
- 278 Racy Tales, Pt. 3
- 286 Best Party Fun, Pt. 1
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- 288 The Best Laff, Pt. 1
- 289 The Best Laff, Pt. 2
- 291 Redd Fox Fun, Pt. 1
- 292 Redd Fox Fun, Pt. 2
- 294 Sly Sex, Pt. 1
- 297 Sly Sex, Pt. 2
- 299 Hawk & Me, Pt. 1
- 300 Have One On Me, Pt. 2
- 202 Laffarama, Pt. 1
- 203 Laffarama, Pt. 2
- 205 Wild Party, Pt. 1
- 206 Wild Party, Pt. 2
- 207 Wild Party, Pt. 3
- 211 This Is Foxx, Pt. 2
- 218 He's Funny That Way, Pt. 1
- 217 He's Funny That Way, Pt. 2
- 221 Foxx At Jazville, Pt. 1
- 222 Foxx At Jazville, Pt. 2
- 225 Foxx At Jazville, Pt. 3
- 230 Huddie Noel
- 246 House Party Songs
- 248 Sloppy House Party
- 252 Sloppy House Party, Pt. 3
- 257 Reddy & Turner
- 259 Laff Of The Party
- 260 George Kirby
- 257 Nite In Hollywood
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- 261 Allen Drew
- 260 Big Party, Pt. 1
- 261 Big Party, Pt. 2
- 262 Big Party, Pt. 3
- 263 Gene & Freddie
- 260 Party Record, Pt. 1
- 281 Party Record, Pt. 2
- 282 Party Record, Pt. 3
- 283 Catman Crothers
- 218 Comedy Sweepstakes, Pt. 1
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# MOST PLAYED RECORDS OF THE PAST 15 YEARS*

*The Top 10 Records of 1947 thru 1961 As Compiled by THE CASH BOX in its Annual Year-End Poll

## 1947
1. Peg O' My Heart—The Harmonicans
2. Near You—Francis Craig
3. Heartaches—Ted Weems
4. Anniversary Song—Al Jolson
5. That's My Desire—Frankie Laine
6. Mammas—Art Lund
7. Linda—Charlie Spivak
8. I Wonder Who's Kissing Her Now—Perry Como
9. Anniversary Song—Guy Lombardo
10. That's My Desire—Sammy Kaye

## 1948
1. My Happiness—Jon & Sondra Steele
2. Manana—Peggy Lee
3. Ballerina—Vaughn Monroe
4. Four Leaf Clover—Art Mooney
5. You Can't Be True, Dear—Ken Griffin—Jerry Wayne
6. Nature Boy—King Cole
7. Little White Lies—Dick Haymes
8. It's Magic—Doris Day
9. You Call Everybody Darling—Al Trace
10. Mickey—Ted Weems

## 1949
1. Forever And Ever—Russ Morgan Orch.
2. Riders In The Sky—Vaughn Monroe
3. Again—Gordon Jenkins Orch.
4. Forever And Ever—Perry Como
5. Cruising Down The River—Blue Barron Orch.
7. Again—Vic Damone
8. So Tired—Russ Morgan Orch.
9. Lavender Blue—Dinah Shore
10. Buttons And Bows—Dinah Shore

## 1950
1. Goodnight Irene—Gordon Jenkins & The Weavers
2. It Isn't Fair—Sammie Kaye
3. Third Man Theme—Anton Karas
4. Mule Train—Frankie Laine
5. Mona Lisa—King Cole
6. Music, Music, Music—Teresa Brewer
7. I Wanna Be Loved—Andrew Sisters
8. I've Baked A Cake—Eileen Barton
9. I Can Dream Can't I—Andrew Sisters
10. That Lucky Old Sun—Frankie Laine

## 1951
1. Tennessee Waltz—Patti Page
2. How High The Moon—Les Paul & Mary Ford
3. Too Young—Nat "King" Cole
4. Be My Love—Mario Lanza
5. Because Of You—Tony Bennett
6. On Top Of Old Smoky—Weavers & Terry Gilkyson
7. If—Perry Como
8. Sin—Four Aces
9. Come On-A My House—Rosemary Clooney
10. Mockin' Bird Hill—Les Paul & Mary Ford

## 1952
1. Cry—Johnnie Ray
2. Blue Tango—Leroy Anderson
3. Anytime—Eddie Fisher
4. Delicado—Percy Faith
5. Kiss Of Fire—Georgia Gibbs
6. Wheel Of Fortune—Ray Starr
7. Tell Me Why—Four Aces
8. I'm Yours—Don Cornell
9. Here In My Heart—Al Martino
10. Auf Wiedersehen Sweetheart—Vera Lynn

## 1953
1. Song From Moulin Rouge—Percy Faith
2. Till I Waltz Again With You—Teresa Brewer
3. April In Portugal—Les Baxter
4. Vaya Con Dios—Les Paul & Mary Ford
5. I'm Walking Behind You—Eddie Fisher
6. I Believe—Frankie Laine
8. Doggie In The Window—Patti Page
9. Why Don't You Believe Me—Joni James
10. Pretend—Nat "King" Cole

## 1954
1. Little Things Mean A Lot—Kitty Kallen
2. Hey There—Rosemary Clooney
3. Wanted—Perry Como
4. Young At Heart—Frank Sinatra
5. Sh-Boo—Creecut
6. Three Coins In The Fountain—Four Aces
7. Little Shoemaker—Gaylords
8. Oh, My Papa—Eddie Fisher
9. Secret Love—Doris Day
10. Happy Wanderer—Frank Weir

## 1955
1. Rock Around The Clock—Bill Haley & Comets
2. Davy Crockett—Bill Hayes
3. Cherry Pink And Apple Blossom White—Perez Prado
4. Melody Of Love—Billy Vaughn
5. Yellow Rose Of Texas—Mitch Miller
6. Ain't That A Shame—Pat Boone
7. Sincerely—McGuire Sisters
8. Unchained Melody—Al Hibbler
9. Crazy Otto—Johnny Maddox
10. Mr. Sandman—Chordettes

## 1956
1. Don't Be Cruel—Elvis Presley
2. The Great Pretender—Platters
3. My Prayer—Platters
4. The Wayward Wind—Gogi Grant
5. Whatever Will Be, Will Be—Doris Day
6. Heartbreak Hotel—Elvis Presley
7. Lisbon Antigua—Nelson Riddle
8. Canadian Sunset—Hugo Winterhalter
9. Moonlight & Picnic—Morris Stoloff
10. Honky Tonk—Bill Doggett

## 1957
1. Tammy—Debbie Reynolds
2. Love Letters In The Sand—Pat Boone
3. Bye Bye Love—Everly Brothers
4. It's Not For Me To Say—Johnny Mathis
5. Young Love—Sonny James—Tab Hunter
6. All Shook Up—Elvis Presley
7. So Rare—Jimmy Dorsey
8. Little Darlin'—Diamonds
9. Round And Round—Perry Como
10. Diana—Paul Anka

## 1958
1. Nel Blue Dipinto Di Blu—Domenico Modugno
2. It's All In The Game—Temmy Edwards
3. Patricia—Perez Prado
4. I Have To Do It Dream—Everly Brothers
5. Bird Dog/Devoted To You—Everly Brothers
6. Little Star—Elegants
7. Witch Doctor—David Seville
8. Twilight Time—Platters
9. Tequila—Champs
10. At The Hop—Danny & The Juniors

## 1959
1. Mack The Knife—Bobby Darin
2. Battle Of New Orleans—Johnny Horton
3. There Goes My Baby—Drifters
4. Venus—Frankie Avalon
5. Lonely Boy—Paul Anka
6. Personality—Lloyd Price
7. Three Bells—Browns
8. Put Your Head On My Shoulder—Paul Anka
9. Sleepwalk—Santo & Johnny
10. Come Softly To Me—Fleetwoods

## 1960
1. Theme From A Summer Place—Percy Faith
2. It's Now Or Never—Elvis Presley
3. Save The Last Dance For Me—Drifters
4. The Twist—Chubby Checker
5. It'sy Bitsy Teenie Weenie Yellow Polka Dot Bikini—Brian Hyland
6. I'm Sorry—Brenda Lee
7. Stuck On You—Elvis Presley
8. He'll Have To Go—Jim Reeves
9. Cathy's Clown—Everly Brothers
10. Running Bear—Johnny Preston

## 1961
1. Exodus—Ferrante & Teicher
2. Calcutta—Lawrence Welk
3. Will You Love Me Tomorrow—Shirley&Lee
4. Tossin' & Turnin'—Bobby Lewis
5. Wonderland By Night—Bert Kaempfert
6. Are You Lonesome Tonight—Elvis Presley
7. Travelin' Man—Ricky Nelson
8. Michael—Highwaymen
9. Runaway—Del Shannon
10. Last Date—Floyd Cramer
## The Big Three

### Winners in Each Category of Cash Box' Disk Jockey Poll

#### Most Programmed Record

2. *Big John* - Jimmy Dean - Columbia - Sigma BMI
3. *I Can't Stop Loving You* - Ray Charles - ABC-Paramount - Acuff-Rose BMI

#### Most Programmed Album

1. *Modern Sounds in Country & Western Music* - Ray Charles - ABC-Paramount
2. *Breakfast at Tiffany's* - Henry Mancini Ork - RCA Victor
3. *Blue Hawaii* - Elvis Presley - RCA Victor

#### Most Programmed Male Vocalist

(TIE)
1. Frank Sinatra
2. Elvis Presley
3. Ray Charles
4. Chubby Checker

#### Most Programmed Female Vocalist

1. Connie Francis (MGM)
2. Brenda Lee (Decca)
3. Doris Day (Columbia)

#### Most Programmed Vocal Group

1. Kingston Trio (Capitol)
2. Four Freshmen (Capitol)
3. Shirelles (Scepter)

#### Most Programmed Orchestra

(4-Way Tie - Names Listed Alphabetically)

- Henry Mancini (RCA Victor)
- Billy Vaughn (Dot)
- Lawrence Welk (Dot)
- Si Zentner (Liberty)

2. Les Elgart (Columbia)
3. Ray Conniff (Columbia)

#### Most Programmed Instrumentalist

(TIE)
1. Floyd Ferrante
2. Cramer & Teicher (RCA Victor) (United Artists)
3. Duane Eddy (RCA Victor)
4. Mr. Acker Bilk (Atco)

#### Most Promising Vocal Group

1. Lettermen (Capitol)
2. Peter, Paul & Mary (Warner Bros.)
3. Highwaymen (United Artists)

#### Most Promising Male Vocalist

(TIE)
1. Jack Jones
2. George Maharis
3. Gene Pitney (Musicor)
4. Johnny Crawford (Del-Fi)

#### Most Promising Vocalist

1. Si Zentner (Liberty)
2. Kenny Ball (Kapp)
3. Bert Kaempfert (Decca)

#### Most Promising Instrumentalist

1. Joanie Sommers (Warner Bros.)
2. Shelley Fabares (Colpix)
3. Sue Thompson (Hickory)

#### Most Promising Orchestra

1. Mr. Acker Bilk (Atco)
2. Peter Nero (RCA Victor)
3. Ace Cannon (Hi)
THANKS
Dee Jays!

THE LETTERMEN
(Tony, Bob, and Jim)

P.S. — And A BIG Thanks to our A&R man — Nick Venet

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JESS RAND

Publicity:
MICKEY FREEMAN ASSOC.

Capitol Records

Bookings:
WILLIAM MORRIS AGENCY

Cash Box—August 11, 1962
CASH BOX DJ POLL RESULTS

RECORDS PLAYED MOST

TIE—FRANK SINATRA (ELVIS PRESLEY)
RAY CHARLES
CHUBBY CHECKER
Jimmy Dean
Andy Williams
Brook Benton
Pat Boone
Nat Cole
Steve Lawrence
Johnny Mathis
Perry Como
Paul Anka
Vic Damone
Tony Bennett
Dion
Roy Orbison
Bobby Vee

MALE VOCALISTS

CONNIE FRANCIS
BRENDA LEE
DORIS DAY
Peggy Lee
Patti Page
Patsy Cline
Linda Scott
Ella Fitzgerald
Dinah Washington
Sue Thompson
Linda Scott
Eydie Gorme
Judy Garland
Della Reese

FEMALE VOCALISTS

KINGSTON TRIO
FOUR FRESHMAN

SHIRELLES
LETTERMEN
EVERLY BROTHERS
RAY CONNIFF
HIGHWAYMEN
BROTHERS FOUR
MITCH MILLER
JOHNNY MANN SINGERS
PLATTERS
FOUR PREPS
LIMELITERS

VOCAL GROUPS

ORCHESTRAS

HENRY MANCINI
BILLY VAUGHN
LAWRENCE WELK
SI ZENTNER

TIE—

BILLY VAUGHN
LAWRENCE WELK
SI ZENTNER

Ray McKinley
Ferrante & Teicher
Kenny Ball
Milt Gabler
David Rose
Les Brown
Henry Jerome
Acker Bilk
Les Henson
Nelson Riddle
Glenn Gray
Ted Heath
Don Costa
Benny Goodman
Richard Maltby
Maysa Fergersen
Warren Lovington
Andre Kostelanetz
Duke Ellington

Ray McKinley
Ferrante & Teicher
Kenny Ball
Milt Gabler
David Rose
Les Brown
Henry Jerome
Acker Bilk
Les Henson
Nelson Riddle
Glenn Gray
Ted Heath
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Les Henson
Nelson Riddle
Glenn Gray
Ted Heath
Don Costa
Benny Goodman
Richard Maltby
Maysa Fergersen
Warren Lovington
Andre Kostelanetz
Duke Ellington

(Continued on next page)
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CASH BOX DJ POLL RESULTS

INSTRUMENTALISTS

- (FLOYD CRAMER)
- (FERRANTE & TEICHER)

JANE EDDY

BILLY BILK

SLACK BLACK

GER man Williams

HIT

Ginn Nero

GEORGE SHEARING

BANDY NELSON

JOE CANNON

THE Fountain

Dave Brubeck
Kenny Bal
Henry Mancini
Jonah Jones
Billy Vaughn
Chet Atkins
Ventures
Lawrence Welk
Jimmy Smith
Andre Previn
Earl Grant
Bobby Hackett
David Rose
Benny Goodman
Errol Garner
Bee Bumble & Stingers

UP & COMING FEMALE VOCALISTS

ANNE SOMERS

BELLY FABARES

THE THOMPSONS

Marty Lester
Lee Dee Sharp
tina Scott
Cliff- Margaret
Jo Sloane
li Yuro
mita Jo
Way Wilson
Tina Trask
ley Mills

Patsy Cline
Connie Stevens
Carol Lawrence
Jennie Smith
Wanda Jackson
Mary Wells
Aretta Franklin
Robin Clark
Tina Turner
Leslie Uggams
Shirley Bassey
Barbara George
Anita Bryant
Julie Andrews
Helen Shapiro
Toni Harper

UP AND COMING MALE VOCALISTS

TIE-

JACK JONES

GEORGE MAHARIS

GENE PITNEY

JOHNNY CRAWFORD

Robert Goulet
Bobby Vinton
Victoria Dana
Ted Donner
James Darren
Matt Monro
Chuck Jackson
Paul Petersen
Bobby Lewis
Joe Dowell
Jimmy Dean
Bruce Channel
Vincent Edwards
Arthur Alexander
Tony Orlando
Buddy Greco

UP AND COMING VOCAL GROUPS

LETTERMEN

PETER, PAUL & MARY

HIGHWAYMEN

Chad Mitchell Trio
Johnny Mann Singers
Marvelettes
Limeliters
Journeyman
Castells
Crystals
Dovells
Dick & DeeDee
Sensations
Paris Sisters
Brothers Four
Joey Dee & Starliters
Anita Kerr Singers

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PETER NERO

ACE CANNON

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Jimmy Smith
Sandy Nelson
Kenny Ball
Floyd Cramer
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Valjean
Don Shirley
Bill Butler

EARL GRANT

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Lee Evans
Bill Black
Paul Desmond
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King Curtis
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Henry Mancini
David Carroll
Jack Marshall
Hugo Montenegro

Al Hirt
Billy Mexted
Ace Cannon
Valjean
Henry Jerome
Ferrante & Teicher
Champs
The Markys
Bill Hallman
Tuff Jack
Gerry Mulligan
Hutch Davie
Nelson Riddle
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PATTY LA BELLE & THE BLUE BELLES

TEAR AFTER TEAR

NEWTOWN #5007

CONGRATULATIONS ON YOUR 20TH ANNIVERSARY

Harold B. Robinson
### Past Winners Cash Box D. J. Poll

#### Most Programmed Record
- "Till I Waltz Again With You" — Teresa Brewer
- "Secret Love" — Doris Day
- "Melody Of Love" — Billy Vaughn
- "Sixteen Tons" — Tennessee Ernie Ford
- "Don't Be Cruel" — Elvis Presley
- "All The Way" — Frank Sinatra
- "Tom Dooley" — Kingston Trio
- "Mack The Knife" — Bobby Darin
- "Exodus" — Ferrante & Teicher
- "Moon River" — Henry Mancini

#### Most Programmed Album
- "Wee Small Hours" — Frank Sinatra
- "Songs For Swinging Lovers" — Frank Sinatra
- "Come Fly With Me" — Frank Sinatra
- "Come Dance With Me" — Frank Sinatra
- "G.I. Blues" — Elvis Presley
- "Modern Sounds In Country & Western Music" — Ray Charles

#### Most Programmed Male Vocalist
- Eddie Fisher
- Eddie Fisher/Perry Como (tie)
- Perry Como
- Perry Como
- Frank Sinatra
- Frank Sinatra
- Frank Sinatra
- Frank Sinatra
- Frank Sinatra
- Frank Sinatra/Elsie Presley (tie)

#### Most Programmed Female Vocalist
- Patti Page
- Patti Page
- Rosemary Clooney
- Jaye P. Morgan
- Doris Day
- Patti Page
- Connie Francis
- Connie Francis
- Connie Francis
- Connie Francis

#### Most Programmed Vocal Group
- Four Aces
- Four Aces/Hilltoppers (tie)
- Four Aces/McGuire Sisters
- Four Lads
- Four Lads
- Four Lads/Four Freshman
- Kingston Trio
- Kingston Trio/Everly Brothers
- Kingston Trio

#### Most Programmed Band
- Ralph Flanagan
- Ray Anthony
- Ralph Marterie
- Benny Goodman
- Les Brown
- Ray Anthony
- Ray Anthony
- Les Elgart
- Lawrence Welk
- Henry Mancini, Billy Vaughn, Lawrence Welk, Si Zentner (tie)

#### Most Programmed Studio Orchestra
- Les Baxter
- Hugo Winterhalter
- Billy Vaughn
- Ray Conniff
- Percy Faith
- Billy Vaughn

#### Most Programmed Small Instrumental Group
- 1953 — Les Paul & Mary Ford
- 1954 — Les Paul & Mary Ford
- 1955 — Bill Haley & His Comets
- 1956 — Bill Haley & His Comets
- 1957 — George Shearing Quintet

#### Most Programmed Instrumentalist
- 1958 — Roger Williams
- 1959 — Duane Eddy
- 1960 — Duane Eddy
- 1961 — Duane Eddy
- 1962 — Floyd Cramer/Ferrante & Teicher (tie)

#### Most Promising Male Vocalist
- 1953 — Bob Manning
- 1954 — Lou Monte
- 1955 — Sammy Davis, Jr.
- 1956 — Pat Boone
- 1957 — Johnny Mathis/Tommy Sands (tie)
- 1958 — Jimmie Rodgers
- 1959 — Bobby Darin/Brook Benton
- 1960 — Jimmy Jones/Adam Wade
- 1961 — Adam Wade
- 1962 — Jack Jones/George Maharis (tie)

#### Most Promising Female Vocalist
- 1954 — Kitty Kallen
- 1955 — Jaye P. Morgan
- 1956 — Gogi Grant
- 1957 — Betty Johnson
- 1958 — Connie Francis
- 1959 — Dodie Stevens
- 1960 — Connie Stevens
- 1961 — Linda Scott
- 1962 — Joanie Sommers

#### Most Promising Vocal Group
- 1954 — Four Knights
- 1955 — Hi-Lo's/DeCastro Sisters
- 1956 — Platters
- 1957 — Hi-Lo's
- 1958 — Four Preps
- 1959 — Kingston Trio
- 1960 — Brothers Four
- 1961 — Limeliters
- 1962 — Lettermen

#### Most Promising Orchestra
- 1954 — Les Elgart
- 1955 — Richard Maltby
- 1956 — Dick Jacobs
- 1957 — Ray Conniff
- 1958 — Ray Conniff
- 1959 — Henry Mancini
- 1960 — Si Zentner
- 1961 — Bert Kaempfert
- 1962 — Si Zentner

#### Most Promising Small Instrumental Group
- 1954 — Dick Hyman Trio
- 1955 — Dick Hyman Trio
- 1956 — Dick Hyman Trio

#### Most Promising Instrumentalist
- 1958 — Champs
- 1959 — Dave "Baby" Cortez
- 1960 — Bill Black's Combo
- 1961 — Jorgen Ingmann
- 1962 — Mr. Acker Bilk
Deeply Grateful

MOST PROGRAMMED INSTRUMENTALIST COUNTRY 1962
(In the Annual Cash Box DJ Poll)

VOTED #1 MOST PROGRAMMED INSTRUMENTALIST COUNTRY 1962

Current Album
“CARIBBEAN GUITAR”
LPM/LSP 2549

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Cash Box—August 11, 1962
Thank you DEEJAYS!

And Thanks To Randy Wood

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**ALONG COMES RUTH**  
Ruth Brown
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**Important L.P.**
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*PHS 600-029  *PHM 200-029
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<td>VIK-BRO</td>
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<tr>
<td>VILLAGE</td>
<td>302 Box 104 Long Beach, Miss.</td>
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<td>VILLA-YORE</td>
<td>340 Hart Blvd. 1216 W. Olympic Los Angeles, Calif.</td>
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<td>VIVO</td>
<td>818 Broadway, N.Y.C.</td>
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<td>VIHON</td>
<td>1000 Hurstwell Bldg. Knoxville, Tenn.</td>
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<td>VISTA</td>
<td>4717 Madison Ave., N.Y.C.</td>
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<td>VIV</td>
<td>4625 N. 50th Dr. Phoenix, Ariz.</td>
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<td>V-L-WAY</td>
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<td>VON</td>
<td>720 N. 5th Ave. Glendale, Ariz.</td>
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<td>VOX</td>
<td>236 W. 5th St. N.Y.C.</td>
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<td>WALDORF MUSIC HALL</td>
<td>1611 Broadway, N.Y.C.</td>
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<td>WALL</td>
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<td>WAND</td>
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<tr>
<td>WARDER</td>
<td>4500 Warner Blvd. Burbank, Calif.</td>
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<td>WARDON</td>
<td>1210 Connally Dr. East Point, Ga.</td>
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<td>WARNOCK</td>
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<td>W.E.O</td>
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<td>WHALE</td>
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<td>WINLEY</td>
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<td>WINDSTON</td>
<td>P.O. Box 1632 Atlantic, N.J.</td>
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<td>WON</td>
<td>6117 Selma Ave. Hollywood, Calif.</td>
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<td>WORD</td>
<td>P.O. Box 1740 Waco, Texas</td>
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<td>WORLD PACIFIC</td>
<td>7119 W. 3rd St. Hollywood, Calif.</td>
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<td>WORLD WIDE</td>
<td>424 Box 109 Newark, N.J.</td>
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<td>WORTHY</td>
<td>556 35th Ave. New York, N.Y.</td>
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<td>WYE</td>
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<td>YALE</td>
<td>9 Jefferson Ave. Elizabeth, N.J.</td>
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<td>YORK</td>
<td>Sound Service P.O. Box 75 New York, N.Y.</td>
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<td>ZEFLY</td>
<td>800 Third Ave. New York, N.Y.</td>
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<td>YOUNG PEOPLE'S</td>
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<td>YUCCA</td>
<td>P.O. Box 641 120 26th St. Alhambro, N.M.</td>
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<td>ZAB</td>
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<td>51 Nick Rd., Bklyn, N.Y.</td>
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<td>ZIL</td>
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<td>ZIRCON</td>
<td>15 Pines Ave. W. Montreal, Canada</td>
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<td>ZONE</td>
<td>P.O. Box 4902 Memphis, Tenn.</td>
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CURRENT TOP CHART RIDERS!

THE WAH-WATUSI
C-218
THE ORLONS

GRAVY
C-219
DEE DEE SHARP

DANCIN’ PARTY
P-842
CHUBBY CHECKER

I’LL NEVER DANCE AGAIN
C-217
BOBBY RYDELL

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“WOLVERTON MOUNTAIN”
C-223

DONNIE ELBERT
“BABY CAKES”
P-844

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Currently Filming
"BYE BYE BIRDIE"
Co-Starring Role
(A Columbia Pictures Release)

Current Single
"I'LL NEVER DANCE AGAIN"
CAMEO 217

Current Album
"ALL THE HITS"
CAMEO 1019

BOBBY RYDELL

Personal Mgt. FRANKIE DAY
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KAL MANN

DIRECTION

CURRENT SMASH SINGLE DANCIN’ PARTY
P-842
CURRENT SMASH ALBUM DON’T KNOCK THE TWIST
P-7011

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BOBBY RYDELL C-1019

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BEST IN ALBUMS
PARKWAY

NEAREST SOUND ON RECORDS!

4:35
4 CHANNELS = Maximum Separation of Sound
35 MILLIMETER = Maximum Clarity of Recorded Sound

IF THE BIG BANDS WERE HERE TODAY...
VOLUME 2 C-4007

BROADWAY ORIGINALS
C-4006

SOUL OF HAWAII
C-4002

SOUL OF ITALY
C-4004

THE BIG ONES ARE ON CAMEO/PARKWAY
THE MILLION - SELLER RECORDS

A LIST OF MOST OF THE RECORDS WHICH HAVE TOPPED THE MILLION MARK

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<td>Believe What I Say</td>
<td>Imperial 1958</td>
</tr>
<tr>
<td></td>
<td>It's Late/Neve Anyone Else</td>
<td>Imperial 1959</td>
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<td></td>
<td>Bye You</td>
<td>Imperial 1961</td>
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<td>Travelin' Man/Hour Mary Lou</td>
<td>Imperial 1961</td>
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<tr>
<td>Orbison, Ray</td>
<td>Only The Lonely</td>
<td>Monument 1960</td>
</tr>
<tr>
<td>Page, Patti</td>
<td>Tennessee Waltzes</td>
<td>Mercury 1950</td>
</tr>
<tr>
<td></td>
<td>Mockingbird Hill</td>
<td>Mercury 1950</td>
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<td></td>
<td>I Went To Your Wedding</td>
<td>Mercury 1952</td>
</tr>
<tr>
<td>Phillips, Phil</td>
<td>Creeg In The Window</td>
<td>Mercury 1953</td>
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<tr>
<td>Phillips, Phil</td>
<td>Diggie In The Window</td>
<td>Mercury 1956</td>
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<td>Platters</td>
<td>Mockingbird Hill</td>
<td>Mercury 1956</td>
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<td>Playmates</td>
<td>Deep Deep</td>
<td>Roulette 1958</td>
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<tr>
<td>Prado, Perez</td>
<td>Cherry Pink And Apple Blossom</td>
<td>Victor 1958</td>
</tr>
<tr>
<td>Preston, Johnny</td>
<td>Summer Bear</td>
<td>Mercury 1960</td>
</tr>
</tbody>
</table>
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“LIE TO ME”
b/w
“WITH THE TOUCH OF YOUR HAND”

MERCURY 72024

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DUKE HAS THE HITS

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AND NO. 4 MOST PROGRAMMED VOCAL GROUP

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51 S. Kewalo Lane
Indianapolis 3, Ind.—Mary Lou Antibus

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Iowa News
115 7th St. S.E.
Cedar Rapids, Iowa—Stanley Seidler

Mid-State Dist.
1501 First Ave. S.E.
Cedar Rapids, Iowa

Quality Drug Co.
1234 Harding Road
Des Moines 14, Iowa
Ralph Anderson—Roy Perini

Record Service Co.
326 Sycamore
Waterloo, Iowa

KANSAS

Rack Sales
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Topeka, Kansas

Pioneer Dist. Co.
2955 S. Kansas
P.O. Box 2059
Wichita, Kansas
Alvin M. Orsicall—Charles Scherer

Pioneer Dist.
710 W. Douglas
Wichita, Kansas

KENTUCKY

A. J. Eyi Co.
Industry Road
Lexington, Ky.

Handleman Co.
1023 S. 21st St.
Louisville, Ky.

Payton's Inc.
716 W. Main St.
Louisville 2, Ky.

LOUISIANA

Record Rack Sales
P.O. Box 10386
Jefferson Parish, La.

#Modern Record Service
P.O. Box 2727
Lafayette, La.

Record Rack Service
108 Frisco Ave.
Manchite, La.

#Modern Record Service
755 Central Ave.
New Orleans, La.

MAINE

The Boyd Corp.
84 W. Cove St.
Portland, Maine—Bill Hill

Caron Co.
73 India St.
Portland, Maine—Jules Abramson

Diamond Corp.
279 Marginal Way
Portland, Maine

Joyson Co.
73 India St.
Portland, Maine

MARYLAND

Edgar Ellis Dist. Corp.
1810 Frederick Ave.
Baltimore, Md.

MASSACHUSETTS

Boston Merchandise
1387 Washington St.
Boston, Mass.

Boston Record Dist.
450 Harrison Ave.
Boston 18, Mass.

Temple Sales Inc.
1592 Tremont St.
Boston, Mass.

Handleman Co.
60 Rogers St.
Cambridge, Mass.—Jerry Greenberg

U. S. Records
130 Plymouth Ave.
Fall River, Mass.—Don Gittleman

Toy Dist.
634 Waverly St.
Framingham, Mass.

Lesley Sales Corp.
300 Reservoir St.
Needham Heights, Mass.

F & J Cigar
21 Con St.
Northampton, Mass.

Recordwagon Inc.
30 Nashua St.
Waban, Mass.

MICHIGAN

Handleman Co.
670 E. Woodbridge
Detroit 26, Mich.

David Handleman—David Strane

Ludington News
1600 E. Grand Boulevard
Detroit, Mich.—Joe Sandifer

Merchants Wholesale Service
10567 Grand River Ave.
Detroit 4, Mich.

Ken Sachs—Phil Jones

Manree Dist. Co.
100 Hall St. S.W.
Grand Rapids, Mich.—Herman Rubin

Manree Novelty Co.
338 Bridge St. N.W.
Grand Rapids 4, Mich.

Keego Dist.
12864 Woodward Ave.
Highland Park, Mich.

Confield Supply
1000 E. Grand River
Lansing, Mich.

Handleman Co.
1307 Turner St.
Lansing, Mich.

McGregor News
212 W. Michigan
Mount Pleasant, Mich.

Publisher News
U. S. Drive Grand Beach
New Buffalo, Mich.
MINNESOTA

MEMBER

Cash

Top Kansas 4931 Kansas Herbert 3625 Rapid Harold 701 Brentwood

Record Service Co. 1913 Plymouth Ave. N. Minneapolis 11, Minn.—Donald Belzer

MONTANA

Playhouse Inc. 1015ag Helena, Montana—Ben Hopkins

MISSOURI

Top Notch Record 1413 Babaliok Plaza Brentwood 17, Mo.

*K. C. Rak Sales, Inc. 701 W. 34th St.

Kansas City, Mo.

Rae Dist. Co. 4931 S.Benton

Kansas City, Mo.

*Rak Sales Inc. 3225 Delmar Blvd.

St. Louis 8, Mo.

Harold Goldman—Sanford Goldman

NEW MEXICO

Edge Ltd. 168 Glendora, N. J.

Akorn-Supermarket, Inc. 1601 W. Edgar Rd.

Linden, N. J.

Handlco Man. 1300 Elizabeth Ave., E.

Linden, N. J.—Frank Bernstein

National Merchandising Services Corp.

Stokes Road Medford, N. J.—Larry Goughan

Market Merchandisers Int.

907 Fellingham Ave.

Newark 12, N. J.—Frank Arace

Brands Inc. Div. of N. W. Moody

126 Leuming St.

South Hackensack, N. J.

Metropolitan Marketers

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South Hackensack, N. J.—R. Stevenson

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Melo-O-Lone Western Brands

1701 Williams, S.E.

Albuquerque, N. M.

W. W. Bivens

Western Wholesale Co.

P.O. Box 4210—Sta. A

Albuquerque, N. M.

NEW HAMPSHIRE

Sullivan News

9 Odd fellows Ave.

Concord, N. H.

Verham News

75 Main St.

W. Lebanon, N. H.

NEW YORK

Box Co. Dist. Co.

28 N. 3rd. St.

Albany, N. Y.—Tom Markowski

*Marschow Of New York Inc.

1078 B'way

Albany, N. Y.

Charles Schlang—Robert Dooley

+Almor Playtime Co. Inc.

10 Leonard St.

P.O. Box 111

Amsterdam, N. Y.—Albert Human

Magna Books Dist.

5 N. Grand Ave.

Baldwin, N. Y.

*Plattor Inc.

496 Chenango St.

Binghamton, N. Y.

J. Fein—S. Fine

*Akorn Housewares Corp.

502 Fitching Ave.

Brooklyn 5, N. Y.

Supermarket Housewares

389 E. New York Ave.

Brooklyn, N. Y.—Ray Feldman

Paramount Record Sales Co.

187 W. Burnside Ave.

Bronx 53, N. Y.

Service Housewares

429 Devoe Ave.

Bronx, N. Y.—B. Struble

Flashner & Co.

70 Strong St.

Bronx 66, N. Y.

DiCarlos Inc.

863 Washington St.

Buffalo, N. Y.—Carl Glazer

Marschow Of Western N. Y.

504 7th St.

Buffalo, N. Y.—S. Levey

Willard Record Mfg. Corp.

1783 Walden Ave.

Buffalo 25, N. Y.

Ed Joy—Ben Falk

Willard Rec. Dist.

640 Virginia

Buffalo, N. Y.

National Bag-O-Tunes, Inc.

224-09 Lindon Blvd.

Cambrio Heights 11, N. Y.

Tak-A-Toy Inc.

102-09 Northern Blvd.

Corona, N. Y.—Jack Israel

Bauer Sales

124 W. 10th St.

Deer Park, L. I., N. Y.

William Bernstein

*Service Housewares

104 4th Ave.

Garden City Park, L. I., N. Y.

Variety House

12 Copeland Ave.

Geneva, N. Y.

Variety Records

15 Bond St.

Green Village, L. I., N. Y.

*Feestwood Record Service Inc.

45-18 Court Square

Long Island City 1, N. Y.

Martin Zawringer

Eastern Record Sales & Dist. Inc.

751 Tenth Ave.

New York 19, N. Y.

National Record Dist.

111 8th Ave.

New York, N. Y.—Ed Stain

*Roy House Of Hudson Valley

Manchester Rd.

Poughkeepsie, N. Y.—Lou Kustas

Finger Lake Home Mfg. Co.

240 Homingway Dr.

Rochester, N. Y.

Statewide Record Sales

119 Rosewood Terrace

Rochester, N. Y.—Len Friedman

Universal Record Sales

1326 Clinton Ave. N.

Rochester, N. Y.

Superior Mfg. Co.

320 Nassau

Roosevelt, L. I., N. Y.

*Almor Co.

2100 Park St.

Syracuse, N. Y.

*Marschow Of N. Y. Inc.

468 S. Sutine St.

Syracuse 3, N. Y.

*Plattor, Inc.

1411-A. W. Genessee St.

Syracuse, N. Y.

Toyman

70 Parilade Ave.

Yonkers, N. Y.

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Alexander News Co.

25 Carolina Lane

Asheville, N. C.

Clarence Shuttle—William Alexander

*Dixie News Co.

2100 Freedom Dr.

Charlotte, N. C.

Tim Braswell—DeWitt Brown

Handleman Co.

320 Isley St.

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Racky Mount, N. C.

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Wilmingon, N. C.

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Valley Enterprises

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Chagrin Falls, Ohio

Joyce Dist.

1111 Paxton

Cincinnati, Ohio

K. C. Dist.

4058 Homer St.

Cincinnati 27, Ohio

Handleman Co.

5920 B'way

Cleveland 27, Ohio—Carl Lombardo

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Cleveland, Ohio

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Cleveland 8, Ohio

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M. P. Record Co. 5924 Beechwood Dr. Poland, Ohio

Service Dist. 24 Union St. Portsmouth, Ohio—Wilburn Carrington

Stark Record Rack 1231 Erie St. South Massillon, Ohio


Northwest Dist. 682 E. Woodruff Toledo, Ohio

Wells Market Service 5053 Stickney Ave. Toledo 12, Ohio

National Records Cedar Center Rd. University Heights, Ohio

Handelman Co. 4018 Simon Rd. Youngstown 12, Ohio

Sanco Co. 1483 E. Ave. Youngstown, Ohio—Sam Couch

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Mid Continent News Box 985 324 N.W. 11th St. Oklahoma City 2, Okla. Dan Byers—C. Albro

Southwest Dist. Co. 610 N. Hudson Oklahoma City 3, Okla. Ken Henley—M. Woodruff

Yeager Wholesale Co. 2050 N. 8th Wayne Oklahoma City 3, Okla.

Oklahoma News Co. 905 W. 23rd St. Tulsa 7, Okla. Glenn White—Stan White

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McDonald Candy Co. 2350 W. 8th Eugene, Ore.

Patty Day Inc. 326 N. River Rd. Milwaukee, Ore.

Austin Brothers 9300 N.E. Multnomah Portland, Ore.—John Turner

Julian Brown Enterprise 3560 N.E. Kinnings Worth Portland 11, Ore.—Wm. G. Blackburn

Record Mfg. Service 105 N.E. 62nd Ave. Portland 13, Ohio

Paul Jackson Co. 1308 N.W. Park St. Roseburg, Ore.

Hick Sndries Co. 3060 N. River Rd. Salem, Ore.

PENNNSYLVANIA


Record Bar Rack 1157 State St. Erie, Penna.

#Wambach Dist. Inc. 67 Colonial Park Plaza Harrisburg, Pa.

Endo Corsetti—P. Wambach


#Wambach Dist. 707 Horner St. Johnstown, Pa.

Lebanon News Agency 33 N. 8th St. Lebanon, Pa.

Triangle News Co. 301 Muson Ave. McKees Rocks, Pa.—George Fine

Richard Sales Co. 3800 N.O’Neil Blvd. McKeesport, Pa.—Robert Roche

Arco Playtime Sales Haymaker Road Monroeville, Pa.—Bob Roche

Handelman Co. 727 Sedgley St. Phila., Pa.


All Brands 1903 5th Ave. Pittsburgh 19, Pa.

Brux Co. 351 Freeport Road Pittsburgh, Pa.—Charles Wright

Handelman Co. 139-30 First Ave. Pittsburgh, Pa.

Mid-Penn News Agency 100 Eck Circle WillamSPORT, Pa.—C. Mayer

RHODE ISLAND

H. V. Papazian & Co. 380 Taunton Ave. East Providence, R. I. Harold V. Papazian

*Beacon Record Dist. 821 N. Main St. Providence, R. I.—Milton Israeloff

SOUTH CAROLINA

Brown Sales Co. 1423 Ehrberta St. Columbia, S. C.—Grady Brown

TENNESSEE

Knox Record Rack Co. 2505 Western Ave. Knoxville 21, Tenn.—Sam Morrison

*Bill City Records Co. 810 S. Walnut St. Memphis 10, Tenn.—S. I. Barnbaum

Handelman Co. 3556 Jackson Ave. Memphis 12, Tenn.

Memphis Crocker Co. 400 S. Main St. Memphis 5, Tenn.

Volunteer Dist. Co. 1108 17th Ave. Nashville, Tenn.—Weber Parrish

TEXAS

Western Merchandisers 1601 W. Third P.O. Box 1969 Amarillo, Texas Dick Williams—Ed Perry

Nueces News 414 S. Port Corpus Christi, Texas

*Record Dist. Co. Of Dallas 4770 Memphis St. Dallas 7, Texas James A. Guthrie—Robert Boren

*Record Dist. Co. 8805 Chandler Ave. Dallas 35, Texas

Records Of Dallas Inc. 4912 Vickburg Dallas, Texas

*Souvall Dist. Co. 1351 Canton Dallas, Texas

Julius Berg Sales Co. 412 San Francisco El Paso, Texas

Trinity News 1320 W. B’way P.O. Box 1806 Ft. Worth 4, Texas—Louis Page

C & H News 1400 W. Jackson Harlingen, Texas

Sundalv News Agency 400 E. Yandell El Paso, Texas—Hillary Sundalv

Broadway Records 2446 S. Blvd. Houston 2, Texas

Market Music Record Co. P.O. 19201 Houston 24, Texas

*Record Dist. Co. 901 Commerce Ave. Houston, Texas—Larry Rosamin

Rec Rec 3428 Sanland Houston, Texas

Lubemb News 1001 Ave B Lubebak, Texas

Melo-D-Lene 3422 Ave H Lubebak, Texas—Paul Brink

Rosen Wholesale 651 B’way Lubembak, Texas—Allan Rosen

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Johnson News Agency Inc. 300 E. Indiana Midland, Texas

Panhandle Dist. Co. 206 S. Main St. Perryton, Texas

Weiner News Co. 101 Menches P.O. Box 12903 San Antonio, Texas—Stan Weiner

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*Utah Sundries 1530 S. Redwood Rd. Salt Lake City, Utah—John Billinis

 Willow Wash Dist. Co. 324 S. 3rd West Salt Lake City, Utah

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Tidewater Toy House, Inc. 315 E. 23rd St. Norfolk 17, Va.

Turner Candy Co. 216 Raper Ave. S.W. Roanoke, Va.—Andy Turner


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*Northwestern Magazine 3629 1st Ave. S. Seattle, Wash.—G. F. Christman

Pacific Records 1541 Thornton Ave. Seattle, Wash.

Sauvall Dist. Co. 804 6th Ave. S. Seattle, Wash.—Harry Bradley

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Randle-Brewer Co. 106 W. Mead Yakima, Wash.

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Rapid Sales Co. 3702 Monroe Madison, Wis.—Rolf Voeglin

*Musical Isle Record Corp. 2429 W. Fond Du Lac Ave. Milwaukee, Wis.

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• Western Record Pressers Association
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A. A. Allen Revivals, Inc.
P. O. Box 8595
Dallas, Texas

• Alberti Record Mfg. Co.
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Montebay Park, California

• Also Research & Engineering
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Los Angeles 38, Calif.

• All Disc Records, Inc.
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Reston, N. J.

Allentown Record Co., Inc.
10th & Walnut Sts.
Allentown, Pa.

• Allied Record Mfg. Co.
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Allied Record Division of PRI
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Belleville, N. J.

• Amer. Record Pressing
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Chicago 25, Illinois

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Oakland, California

Audio Plating
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Los Angeles, Calif.

Banaba Music Co.
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Chicago 23, III.

Bestway
Globe Ave., Mountainside, N.J.

Brunswick Radio Corp.
Pinckneyville, Ill.

Brunswick Radio Corp.
80 Lincoln St.
Glensherville, N. Y.

Coad Record Pressing Co.
146 W. 37th Pl.
Los Angeles, Calif.

Capitol Custom
151 West 44th St.
New York, N. Y.

Capitol Custom
1750 No. Vine St.
Hollywood 28, Calif.

Covenish Record Mfg. Co.
5810 South Normandie
Los Angeles, Calif.

• Century Record Mfg. Co.
Poly Laboratories, P. O. Box 30
Seargs, California

Clarion Record Mfg. Co. Inc.
1021 Ridge Ave.

Coast Record Mfg. Co., Inc.
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*Patent pending

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<thead>
<tr>
<th>Company</th>
<th>Address</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mercury Records</td>
<td>35 E. Wacker Dr. Chicago, Ill.</td>
</tr>
<tr>
<td>Miami Pressers</td>
<td>2819 N. W. 7th Ave. Miami 37, Fla.</td>
</tr>
<tr>
<td>Miller International Co.</td>
<td>P. O. Box 45, Swarthmore, Pa.</td>
</tr>
<tr>
<td>Mission Aids, Inc.</td>
<td>100 East Monteclaro Sierra Madre, Calif.</td>
</tr>
<tr>
<td>Musical Products Company</td>
<td>561 West 16th St. Chicago 16, Illinois</td>
</tr>
<tr>
<td>Norman Record Pressing Co.</td>
<td>1486 N. Fair Oaks Pasadena, Calif.</td>
</tr>
<tr>
<td>Peacock Records</td>
<td>2809 Erasus St. Houston, Texas</td>
</tr>
<tr>
<td>Peerless Record Corp.</td>
<td>2820 W. Pico Los Angeles, Calif.</td>
</tr>
<tr>
<td>Plastic Products</td>
<td>1746 Chelsea Ave. Memphis, Tenn.</td>
</tr>
<tr>
<td>Plastylite Corp.</td>
<td>333 North Drive North Plainfield, N. J.</td>
</tr>
<tr>
<td>Presswell Records, Inc.</td>
<td>White Horse Pike &amp; Beattsville New Jersey 10, NJ.</td>
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<tr>
<td>Rainbow Record Mfg. Corp.</td>
<td>4335 West 147th Lawndale, Calif.</td>
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<td>Raleigh Records, Inc.</td>
<td>881-7 Ave. New York, N. Y.</td>
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<td>Ralph's Record Mfg. Co., Inc.</td>
<td>151 West 154th St. Gardena, Calif.</td>
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<td>RCA Victor</td>
<td>155 East 74th St. New York 10, N. Y.</td>
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<td>RCA Victor</td>
<td>445 No. Lake Shore Dr. Chicago 11, Illinois</td>
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<tr>
<td>RCA Victor</td>
<td>800-17th Ave., Sn. Nashville, Tenn.</td>
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<td>RCA Victor Co., Ltd.</td>
<td>1001 Lenair St. Montreal, Canada</td>
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<td>RCA Victor</td>
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<td>Research Craft Company</td>
<td>1011 North Fuller Ave. Los Angeles 46, Calif.</td>
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<td>Elite Records</td>
<td>3930 Spring Grove Ave. Cincinnati 23, Ohio</td>
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<tr>
<td>Remaico Records Co.</td>
<td>32 Thirty Fourth St. Brooklyn, N. Y.</td>
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<tr>
<th>Artist</th>
<th>Title</th>
<th>Label</th>
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<tr>
<td>MR. ACKER BILK</td>
<td>Above The Stars</td>
<td>ATCO 6230</td>
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<tr>
<td>BOBBY DARIN</td>
<td>Things</td>
<td>ATCO 6229</td>
</tr>
<tr>
<td>THE DRIFTERS</td>
<td>Sometimes I Wonder</td>
<td>ATLANTIC 2151</td>
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<tr>
<td>BENT FABRIC</td>
<td>Alley Cat</td>
<td>ATCO 6226</td>
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<tr>
<td>THE FALCONS</td>
<td>Lah Tee Lah Tah/Darling</td>
<td>ATLANTIC 2153</td>
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<td>THE IKETTES</td>
<td>Heavenly Love</td>
<td>ATCO 6232</td>
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<tr>
<td>BEN E. KING</td>
<td>Too Bad</td>
<td>ATCO 6231</td>
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<tr>
<td>APRIL STEVENS &amp; NINO TEMPO</td>
<td>Sweet &amp; Lovely</td>
<td>ATCO 6224</td>
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<td>BOOKER T. &amp; MG's</td>
<td>Green Onions</td>
<td>STAY 127</td>
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Hit Albums

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<tr>
<td>MOSE ALLISON</td>
<td>I Don't Worry About A Thing.</td>
<td>ATLANTIC 1389</td>
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<tr>
<td>SOLOMON BURKE</td>
<td>Solomon Burke's Greatest Hits</td>
<td>ATLANTIC 8067</td>
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<tr>
<td>RAY CHARLES</td>
<td>The Ray Charles Story</td>
<td>ATLANTIC 2-900</td>
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<tr>
<td>THE COASTERS</td>
<td>Coast Along With The Coasters</td>
<td>ATCO 33-135</td>
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<tr>
<td>JOHN COLTRANE</td>
<td>Plays The Blues</td>
<td>ATLANTIC 1382</td>
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<td>CHRIS CONNOR</td>
<td>Free Spirits</td>
<td>ATLANTIC 8061</td>
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<td>HANK CRAWFORD</td>
<td>From The Heart</td>
<td>ATLANTIC 1387</td>
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<td>SLIDE HAMPTON</td>
<td>Jazz With A Twist</td>
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<tr>
<td>JORGEN INGMANN</td>
<td>The Many Guitars Of Jorgen Ingmann</td>
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<tr>
<td>HERBIE MANN</td>
<td>At The Village Gate</td>
<td>ATLANTIC 1380</td>
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<tr>
<td>CHARLIE MINGUS</td>
<td>Oh Yeah</td>
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<td>MODERN JAZZ QUARTET</td>
<td>Lonely Woman</td>
<td>ATLANTIC 1381</td>
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<tr>
<td>MEL TORME</td>
<td>At The Red Hill</td>
<td>ATLANTIC 8066</td>
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<td>New York, N. Y.</td>
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<tr>
<td>Richcraft Recording</td>
<td>2814—45th St. Brooklyn, N. Y.</td>
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<tr>
<td>Rite Records Productions, Inc.</td>
<td>3930 Spring Grove Ave. Cincinnati 23, Ohio</td>
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<tr>
<td>Rockhill Recording</td>
<td>18 East 50th St. New York, N. Y.</td>
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<tr>
<td>Sanders Rec. Studios, Inc.</td>
<td>167 West 48th St. New York, N. Y.</td>
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<tr>
<td>Shelley Products</td>
<td>220 Broadway Huntington Station, L. I., N. Y.</td>
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<tr>
<td>Sonya Recording Studios</td>
<td>317 7th Ave. Nashville, Tenn.</td>
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Sound Rec. Inc. | 550—5th Ave. New York, N. Y. |
| Sound Recording Service | 218 East 12th St. New York, N. Y. |
| Stee-Phillips | 781 7th Ave. New York, N. Y. |
| Stereo Sound Studios | 238 East 26th St. New York, N. Y. |
| Starland Studios Madison, Tenn. |
| Ter-Mar Recording Studios | 2 120 S. Michigan Chicago 13, III. |
| Texas Sound Studios | 506 W. Highland Ave. San Antonio 12, Texas |
| Theater Masterworks | 30 Rockefeller Plaza New York, N. Y. |
| Tina Sound Corp. | 1600 Broadway New York, N. Y. |
| David Trimble | 205 West 37th St. New York, N. Y. |
| True Tone Rec. Co. | 160 West 73rd St. Studio 4-F New York, N. Y. |
| United Recording Corp. | 6052 Sunset Blvd. Hollywood, Calif. |
| United Rec. Labs, Inc. | 681 Fifth Ave. New York, N. Y. |
| Universal Recording | 46 E. Walton Chicago, Ill. |
| V & W Sound Transfers | Fort Lee New Jersey |
| Emil Velasco | 733—7th Ave. New York, N. Y. |
| Vito-Sonic Sound Studio, Inc. | 247 W. 46th St. New York, N. Y. |
| W.R.S. Recording Labs | 1479 Vine St. Hollywood, Calif. |
| Woyland Recording | 1697 Broadway New York, N. Y. |
| Western Recorders | 6000 Sunset Blvd. Hollywood, Calif. |
| Wye Productions | 623 Warwick Ave. Warwick, R. I. |

RECORD SLEEVE MFRS.

- Western Record Pressers Assn. |
- L. Andrews Andrews & Co. Middlesburg, L. I., N. Y. |
- Almen Ltd. | 737 Drake St. New York 59, N. Y. |
- Arlington Sales | 1234 Webster Ave. Bronx, N. Y. |
- Berle Press | 4852 Santa Monica Blvd. Los Angeles, Calif. |
- Chaliman Paper Co. | 517 W. 21st St. Chicago 8, III. |
- Cahn Envelope Co. | Cahn Envelope Co., N. Y. |
- Cole Corp. | 823 S. Wabash Ave. Chicago, Ill. |
- * * Container-Kraft |
- D & G Transparent Bag Co. | 550 Fifth Ave. New York, N. Y. |
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- Equitable Bag Co. | 45-50 Van Dam Long Island City, N. Y. |
- Gillis Albums | 1355 Oak Paint Ave. New York 59, N. Y. |
- Gordon Press | Ivory Hill 1 Ivory Hill Lane Mapshe, L. I. |
- Imperial Packaging Corp. | 733 W. Henry Indianapolis, Ind. |
- Imperial Paper Box | 252 Newport St. Brooklyn, N. Y. |
- Lew-Myles Assoc. Inc. | 40 W. 57th St. New York, N. Y. |
- Melrose Packaging | 61-48 Fresh Meadow Lane |
- Modern Album & Finishing Co. | 119-01 22nd Ave. College Pt., N. Y. |
- Polyflex Tubing Co. | 43 E. 43rd St. New York, N. Y. |
- Queen City Album Co. | 5907 Cheviot Rd. Cincinnati, Ohio |
- Queen Litho Kaltman Press | 52-25 Bannett Ave. Long Island, N. Y. |
- Renard & Royce | 285 S. Wabash Chicago 8, III. |
- Sherwood Press, Inc. | 204 E. 45th St. New York, N. Y. |
- Southern Envelope Mfg. | 794 Berry Rd. Nashville, Tenn. |
- Thompson Records | 143 Madison Ave. New York, N. Y. |
- Woyland Recording | 1697 Broadway New York, N. Y. |

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3. **SHE THINKS I STILL CARE** – GEORGE JONES – UNITED ARTISTS – GLAD – JACK BMI

**MOST PROGRAMMED ALBUM**

1. **GIRLS, GUITARS & GIBSON** – DON GIBSON – (RCA VICTOR)
2. **HANK THOMPSON AT THE GOLDEN NUGGET** – HANK THOMPSON – (CAPITOL)
3. **PATSY CLINE SHOWCASE** – PATSY CLINE – (DECCA)

**MOST PROGRAMMED MALE VOCALIST**

1. GEORGE JONES (UNITED ARTISTS)
2. JIM REEVES (RCA VICTOR)
3. JIMMY DEAN (COLUMBIA)

**MOST PROGRAMMED VOCAL GROUP**

1. WILBURN BROTHERS (DECCA)
2. LESTER FLATT & EARL SCRUGGS (COLUMBIA)
3. LOUVIN BROTHERS (CAPITOL)

**MOST PROGRAMMED INSTRUMENTALIST**

1. CHET ATKINS (RCA VICTOR)
2. FLOYD CRAMER (RCA VICTOR)
3. FLATT & SCRUGGS (COLUMBIA)

**MOST PROMISING MALE VOCALIST**

1. CLAUDE KING (COLUMBIA)
2. WILLIE NELSON (LIBERTY)
3. ERNEST ASHWORTH (HICKORY)

**MOST PROGRAMMED FEMALE VOCALIST**

1. PATSY CLINE (DECCA) (TIE) KITTY WELLS (DECCA)
2. JEAN SHEPARD (CAPITOL)
3. WANDA JACKSON (CAPITOL)

**MOST PROGRAMMED BAND**

1. HANK THOMPSON’S BRAZOS VALLEY BOYS (CAPITOL)
2. LEON McAULIFF’S CIMMARON BOYS (CIMMARON)
3. FLATT, SCRUGGS & FOGGY MTN. BOYS (COLUMBIA)

**MOST PROMISING FEMALE VOCALIST**

1. LORETTA LYNN (DECCA)
2. JAN HOWARD (CAPITOL)
3. JONIE MOSBY (COLUMBIA)

**MOST PROMISING VOCAL GROUP**

1. JOHNNY & JONIE MOSBY (COLUMBIA)
2. TOMPALL & GLASER BROS. (DECCA)
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Current Chart-Rider

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DL4225; 7-4224 (stereo)
Current Chart-Rider

“TROUBLES BACK IN TOWN”
31363

exclusively

Cash Box—August 11, 1962
**Cash Box**

**Country Reviews**

- "RAMBLIN' SON-OF-A-GUN" (2:05) [Pamper BMI—Howard]
- "I AIN'T GOT NOBODY" (2:27) [Mayfair ASCAP—Graham, Williams]

**Harlan Howard (Capitol 4513)**

A country tunesmith, Harlan Howard showcases the vocal side of multi-talented coin on this new destined-for-success Capitol outing. The top side here, "Ramblin' Son-Of-A-Gun," is catchy, hard-driving ditty with an effective pop-styled chorus sold with authority by Howard. Watch it zoom up the charts. "I Ain't Got Nobody" is a first-rate tradition-oriented, shuffle-beat, hillbilly lament. Merits a close look.

- "ACROSS THE WIDE MISSOURI" (2:16) [Jerro ASCAP—Drake, Shirh]
- "I CAN HEAR MY HEART BREAK" (2:19) [Acuff-Rose BMI—Howard]
- "GEORGE MORGAN (Columbia 12565)

Proof positive that good oldies never die, is this feelngful rendition of "Across The Wide Missouri" by George Morgan. The chanter dishes up the tune, called from his "Golden Memories" LP with an impressive country style. The side could move up the hitsville path in no time flat. The other end, "I Can Hear My Heart Break," is a slow-paced, real tender ballad essayed with loads of poise by the songster.

- "IF I CAN SLIP AWAY" (2:10) [Pacific Coast & Metric BMI—Roby, Hilton]
- "SEE ONE BROKEN HEART" (2:41) [Pamper BMI—Howard, Hart]
- "RAY SANDERS (Liberty 45456)

Ray Sanders could tear up the charts in weeks to come with this potent Liberty newie. In "If I Can Slip Away" the chanter unleashes his professional vocal abilities full-blown on a top-drawer uptempo, guitar-oriented, tear-jerker. The side has a great dual-market chance. The flip side, "See One Broken Heart," is a pleasant easy-goin' ballad with fine chorus assist. Wax could skyrocket.

Johnny Cash serves up another tempting pair of dual-mart pop-country Columbia dishes in "Bananaz!" and "Pick A Bale O' Cotton" [See Pop Reviews].

**Archie Campbell (Starday 500)**

- "ROOT BEER" (2:28) [Starday & Glsd BMI—Jones, Edwars] Archie Campbell could cause a real stir with appealing novelty-styled tune. It item all about his favorite non-alcoholic drink. The side is given a first-rate commercial send-off by the chanter. A natural for airplay.
- "FOOLS' SIDE OF TOWN" (2:51) [Starday & Window BMI—David, Davis] This end is a twangy, sentimental ballad on a traditional country theme.

**Del Reeves (Decca 31417)**

- "HE STANDS REAL TALL" (2:14) [Yonah & Champion BMI—Veale] Del Reeves could move up the chart path in no time flat with this catchy, real pleasing bluegrass-flavored item all about the eff ects love, and one shooting.
- "EMPTY HOUSE" [Champion BMI—Veale] Infectious, dual-track opus which effectively showcases the artist's commercial vocal abilities.

**Shelby Smith (Rebel 201)**

- "ROCKING MAMA" (2:00) [Sandra & Pure Gold BMI—Smith] Here's a fast-paced rockabilly item essayed with loads of high spirits by the chanter. Smith effectively utilizes the dual-track technique on the side. Could get air play.
- "SINCE MY BABY SAID GOOD-BY" (2:15) [Sandra & Pure Gold BMI—Smith, Russ] This time out Smith renders a fine, sentimental lament with a feelingful, professional vocal style.

**BOB JENNINGS (United Artists 446)**

- "ARE YOU FORGETTING" (2:07) [Tree BMI—Miller] Newcomer Bob Jennings could jump into the national limelight with this tender, shuffle-beat ballad penned by vet country songster Roger Miller. The songster has an impressive, wide range style which is aptly showcased on the side. Should bring the spinners put in droves.

- "KNOW THERE'S A CROWD" (2:20) [Four Star BMI—Begg] Easy-going, slow-moving tradition-oriented hillbilly romantic opus read with poise by Jennings.

**Sammie Marshall (Show 2244)**

- "LITTLE GIRL" (2:10) [Carrie Briggs BMI—Herron, Montgomery, Biggs] Sammy Marshall is teamed up with the Marsh-Mellows for this twangy, appealing folk-flavored ditty. Side boasts some top-drawer instrumental backing. With the proper exposure the wax could make some noise.

- "SQUARE DANCE SHUFFLE" (2:29) [Carrie Briggs BMI—Herron, Montgomery, Biggs] On this side Marshall and crew dish up a lively hard-clapping hillbilly square dance item.

**Jim Foster (Karen 1)**

- "PITY POOR ME" (2:19) [Sandra & Pure Gold BMI—Foster] Jim Foster has a good chance with this uptempo, dual-track country tear-jerker. The chanter's professional approach, coupled with some fine lyrics should pull some spins. The label is based in Waynesville, Missouri.

- "WANDERING STAR" (2:16) [Sandra & Pure Gold BMI—Foster] Listenable, familiar-sounding, self-penned ballad. Off chanting.

---

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**Kitty Wells**


---

**Direction**

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**Cash Box—August 11, 1962**
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JUDY LYNN

Current Hit Single
"FOOTSTEPS OF A FOOL"

"THE LONELY PILLOW"
UA 472

Her First Album
(Soon To Be Released)
"JUDY LYNN AT THE GOLDEN NUGGET"

Las Vegas, Nevada

GEORGE JONES

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(in the Annual Cash Box Poll)

Current Hit Single
"OPEN PIT MINE"
c/w
"GERONIMO"
UA 462

Current Hit Albums
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SINGS OF HIS
COUNTRY COUSINS"
UA 3218 (Mono) • 6218 (Stereo)

"HOMECOMING
IN HEAVEN"
UA 3219 (Mono) • 6219 (Stereo)

"GEORGE JONES
SINGS
HANK WILLIAMS
FAVORITES"
UA 3220 (Mono) • 6220 (Stereo)

GEORGE RIDDLE

Current Hit Single
"LITTLE HEARTBREAKER YOU"
c/w
"LET ME GO"
UA 394

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## COUNTRY D.J. REGIONAL RECORD REPORTS

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<th>JIMMY SIMS</th>
<th>WSBN</th>
<th>Belle Glade, Florida</th>
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<tbody>
<tr>
<td>&quot;Wolverton Mountain&quot;</td>
<td>C. King</td>
<td></td>
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<tr>
<td>&quot;The Thunder I Still Carry&quot;</td>
<td>L. Lynn</td>
<td></td>
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<tr>
<td>&quot;Crazy, Wild Desire&quot;</td>
<td>W. Pierce</td>
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<tr>
<td>&quot;Cold Dark Water&quot;</td>
<td>W. Walker</td>
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<tr>
<td>&quot;Devil Woman&quot;</td>
<td>M. Robbins</td>
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<td>&quot;Somebody Save Me&quot;</td>
<td>L. Lynn</td>
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<td>&quot;Adios Amigo&quot;</td>
<td>L. Reeves</td>
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<tr>
<td>&quot;On And On And On&quot;</td>
<td>B. Anderson</td>
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<tr>
<th>JERRY VAUGHN</th>
<th>KAMO</th>
<th>Rogers, Arkansas</th>
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<tr>
<td>&quot;Night Life&quot;</td>
<td>L. McAllister</td>
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<td>&quot;On And On And On&quot;</td>
<td>L. Reeves</td>
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<tr>
<td>&quot;Looking At The World Through A Tear&quot;</td>
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<tr>
<td>&quot;If You Don't Know&quot;</td>
<td>G. Hamilton IV</td>
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<tr>
<td>&quot;Your Love For Me Is Losing Light&quot;</td>
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<tr>
<td>&quot;Save The Last Dance For Me&quot;</td>
<td>G. Hamilton IV</td>
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<tr>
<td>&quot;I'm Gonna Be Crazy&quot;</td>
<td>L. Lynn</td>
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<td>&quot;Willy The W IMG Wagner&quot;</td>
<td>W. Walker</td>
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<tr>
<td>&quot;Everybody But Me&quot;</td>
<td>E. Ashworth</td>
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<th>CHARLIE HUCKABEE</th>
<th>WFXJ</th>
<th>Fort Jackson, S.C.</th>
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<tr>
<td>&quot;Everybody But Me&quot;</td>
<td>E. Ashworth</td>
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<tr>
<td>&quot;I'll Keep Right On A Mule&quot;</td>
<td>L. Tillotson</td>
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<tr>
<td>&quot;Wolverton Mountain&quot;</td>
<td>C. King</td>
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<tr>
<td>&quot;Open The Window&quot;</td>
<td>W. Bailey</td>
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<tr>
<td>&quot;Take Time&quot;</td>
<td>W. Walker</td>
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<tr>
<td>&quot;Big Boys Don't Cry&quot;</td>
<td>D. Hewitt</td>
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<tr>
<td>&quot;Tell Me What To Do About Today&quot;</td>
<td>J. Martin</td>
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<tr>
<td>&quot;Success&quot;</td>
<td>L. Lynn</td>
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<tr>
<td>&quot;Take Me Back Again&quot;</td>
<td>R. Maddox</td>
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<tr>
<th>DICK BONNER</th>
<th>KYCN</th>
<th>Wheatland, Wyoming</th>
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<tbody>
<tr>
<td>&quot;I May Fall Again&quot;</td>
<td>M. Marshall</td>
<td></td>
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<tr>
<td>&quot;I'll Fight The World&quot;</td>
<td>I. Meek/Mashay</td>
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<td>&quot;Leavin'&quot;</td>
<td>J. Jackson</td>
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<tr>
<td>&quot;Cameback&quot;</td>
<td>J. Young</td>
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<tr>
<td>&quot;160 Lbs Of Hurt&quot;</td>
<td>W. Smith</td>
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<tr>
<td>&quot;Success&quot;</td>
<td>L. Lynn</td>
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<tr>
<td>&quot;Now We Do Again&quot;</td>
<td>R. Maddox</td>
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<tr>
<td>&quot;In Charlie's Shoes&quot;</td>
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<tr>
<td>&quot;I Won't Be Number Two&quot;</td>
<td>D. C. Lewis</td>
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## COUNTRY TOP 50

<table>
<thead>
<tr>
<th>Week 1</th>
<th>Pat. Last Week</th>
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<tbody>
<tr>
<td>1</td>
<td>WOLVERTON MOUNTAIN</td>
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<tr>
<td>2</td>
<td>ADIOS AMIGO</td>
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<td>3</td>
<td>CRAZY WILD DESIRE</td>
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<tr>
<td>4</td>
<td>THE COMEBACK</td>
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<td>5</td>
<td>SUCCESS</td>
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Cash Box—August 11, 1962
Three, accompanied by his manager Saul Holif and June Carter will embark on a tour of the Far East on October 24th of this year, under the auspices of the USO. This jaunt is identical in nature to the tour that Danny Kaye undertook for the USO last year and marks the second time that a major artist has donated his services for an extensive trip, on behalf of the USO, to the Orient.

Jimmy Brodgon sent in word to kill the rumors that Rose Maddox is no longer in the business. Jimmy says the lack, who records for Capitol, has just come off the road where she played key dates in several states and has dates set well into September. Any promoter or booker interested in contacting Rose for engagements should contact Jimmy at P. O. Box 294, Oceanside, California.

Ernest Ashworth, telegram from Huntsville, Ala., that he's very excited about the reaction to his Hickory newie, "Everybody But Me." The deck is currently riding the Cash Box Country Top 50.

Perlin Husky has just completed an engagement at the Copa Club in Secaucus, New Jersey, where he performed "The story of his Hickory record, "Somebody's Hymn." The deck is currently riding the Cash Box Country Top 50.

Leaster Flatt and Earl Scruggs are proof positive of the rapidly rising star of country music. The bluegrass legends have some first-rate concert dates set for this fall. The duo will play Carnegie Hall Dec. 1; Jordan Hall Boston, Nov. 20 (their third straight year in the Hub); Town Hall Philadelphia, Dec. 2, and Studebaker Hall, Chicago Nov. 2.

Shorty Mason, program director on WTPZ-Hazelton, Penn., asks to be put on all-mailing lists to get all the new country bluegrass releases. Mason can also use gospel platters.

Due to the success of their recent bluegrass spectacular, WKW-Warrenton, Virginia, held another bluegrass show last week. The package featured Jimmy Martin, Don Reno & Red Smiley and Earl Taylor all in one show.

Judy Steinberg, who promotes country sounds in and around Gotham, has moved from 210 Commonwealth Ave., Mt. Vernon, New York to 26 Stone Cavern Road, New Rochelle. In addition to her other chores Judy is the proxy of the Jimmy Martin fan club.

George Kent, who works out of Dallas, mentions that his first Dial release of "Little Wheels" and "Long Songs" is his Mid-Vernon's are available to jockeys if they write to him on their letterhead at P.O. Box 4415.

Al Dexter, wishes to thank his many friends and Capitol Records, for making his first year back in the music business such a wonderful success, with his HIt ALBUM, AL "PISTOL PACKIN' MAMA" DEXTER—sings and plays his Greatest Hits and his hit single "I WON'T BE NUMBER TWO" and "MY LITTLE HEARTACHE"

And would like to say many, many thanks to Glen Campbell and Ray Anthony, for their smash hit recordings of my song, on Capitol.

"TOO LATE TO WORRY, TOO BLUE TO CRY"

Sincerely,
Al Dexter

AL DEXTER SONGS
Box 71, Denton, Texas
RAMONA KING (Eden 3)

(+) "ORIENTAL GARDEN" (2:49) [Hartman & Vail-Brierciff BMI—King] Feeling-
ful teen romantic is pretty portrayed by the vocal with the bridge back drop that
schole has an Oriental-like percus- sion chart from the records affiliate, has solid teen-market
value.

(B) "SOUL-MATE" (2:08) [Lee Hazelwood - Brierciff BMI — King] Happy gospel-type stilt.

THE VELVETs [Monument 46]

(+) "THE LIGHTS GO OFF" (2:32) [Arch ASCAP—Edwards, David] The pro
verse is backed by a sure-handed
Latin-style sound from the
rock. Might step out.

(B+) "LET THE GOOD TIMES ROLL" (2:00) [Atlantic & Aladdin BMI—Lee] Yet another rock
appearance for the blues standard. A version that catches the ditty’s vital-
ity.

ANITA BRYANT (Columbia 45175)

(+) "MOONLIGHT MELODY" (2:15) [ASCAP—Beggs, Harry] Max
man, Busch, Von Pinelli, Scharfenber-
ger] Thrush is multi-tracked in a very
diverse chorus that is pretty
sentimental. Nice easy footstep
form the chorus that could
With enough station time, side could

(B) "I’M GONNA BUILD ME AN-
MORE" (2:50) [Pamplin ASCAP—Jordan, Bass] More above-
par ballad material for the lass.

MANTOVANI (London 9522)

(+) "WHAT KIND OF FOOL AM I" (2:30) [Holiss BMI—New-
ley, Bricusse] The Mantovani strings
method catches the evergreen hook of
ballad from the "Stop The World. . .
revue" a hit offering that will
have to compete with various other vocal & instrumental
outings.

(B) "SOMEONE LIKE YOU" (2:15) [Holiss BMI
Newley, Bricusse] A keyboard is spot-
lighted in this one. A new reading of
another pretty opus from the same
show's score.

MARY JOHNSON (United Artists 483)

(+) "(That's Where) I LOST MY BAB-
(2:41) [Jobete BMI — Gordy] Guy lost his love at a party, but
you’d never know it from the
high digit of the young artist that could
bring Johnson back to the charts.

(B) "LET YOURSELF GO" (2:38)
[Jobete BMI — Stevens] More rockin’ cheer, Ditty is not the
Irving Berlin favorite.

LITTLE HERRIE/THE SANDABS (Bally 362)

(+) "BEACH BALL" (2:15) [Pat-
tern & Ballardasc BMI—Howard and
Ballardasc BMI—Den-Lor y] Little Hgressive makes narrative
story line and then against a big
harmonic, solo backdrop, a unique
combo, The Sandabs, and chanting
chorus. Good summertime novelty
for the young audience.

(B) "CRAB LOUIE" (2:22) [Pat-
ter & Ballardasc BMI—Cole, Van Winkle, Darian, DeLory]
The Sandabs, with vocal support, are
featured in this infectious blues lull-
aby.

BURT FARBER (Felsted 8652)

(+) "WHAT KIND OF FOOL AM I" (2:26) [Hollis BMI—Bri-
cusse, Newley] The big ballad from
"Stop The World. . ." scores a hit with the Mantovani groups, The
Farber reading the tune against an
exciting and forceful for- mat.

(B) "IN A LIFETIME" (2:54) [Hollis BMI—Newley, Bricusse] Another alluring go for
another item from the hit Lerner app.

BERNADETTE (Julia 1106)

(+) "MY HEART STOOD STILL" [Roosevelt BMI—Bour-
ers, Hart] The label's Bernadette, not
the same as the girl on Beach, dishes up a top-drawer, commercial dual-
track version of the famous standard. A
Wax that may win the dance-band favor. Watch it move fast.

"SWEET SUGAR SWEET" (2:30) [Jercy & Bailey] Fine, subtle, shuffling mlx.
Should bring out spinners in droves.

FIVE HITS & A MISS (Flamino 540)

(B+) "SHE WOBBLES" (All Night Long) (2:35) [Jercy & Top Ten BMI—Barrett] The Five Hits
& A Miss, accompanied by the Cen-
tury Strings, crib a Busby Berkeley blues-styled wobble. The side has
enough built-in success ingredients to
make it a fast hit. Top-notch teen dance

(B+) "DO IT" (2:45) [Jercy & Ten Ten BMI—White, Rodgers] This time the gang runs
an appealing, slow-paced tradition-
oriented bluesy with a potent atten-
tion-getting beat.

LLOYD MAYERs (United Artists 497)

(B+) "STATE OF HONEY" (3:06) [Song Fst ASCAP—Scott, Marlow] UA spearhead their entry in this
genre with this spinning’ hard-driving reading of the flick theme featuring Lloyd Mayer and a striking arrangement. What’s more, here is straight-forward with plenty of impressive solo. Eye it.

(B) "MARINA" (3:30) [Paris AS-
CAP—Distill] The organist is spotlit-
icated on this end in an interest-
ing change-of-pace, slow-moving ballad
entry.

FELIX SLATKIN (Liberty 55487)

(+) "MY GIFTS" (2:27) [Famous ASCAP—Waxman] The
Slatkin orch again wares in big
strings section well, relies on a
routines, a pretty full ballad. Good-music-and/or mood
outlets have a solid entry here.

(B) "SHEM SEARCHING FOR A PICTURE" (3:24) [Metric BMI—Slatkin, Frank] Nice footstep
pose on a sentimental tune that will
have to do without the exposure value
of a hit flip.

SIMS, WOODS, CROW, LEWIS (Colpix 648)

(B+) "THE SOCI BOATMAN—
PART TWO" (2:46) [Gower BMI—Cohn] The side's in an impor-
tant key-continuation of the above.

Cash Box, August 11, 1962
MARKS A NEW BREAK-THROUGH IN THE ANNALS OF ENTERTAINMENT. IN SIGHT AND SOUND, SIZE AND BEAUTY, THIS IS THE MOST THRILLING OF MOTION PICTURE EXPERIENCES!

MGM RECORDS PROUDLY PRESENTS A RECORDING ACHIEVEMENT, THE THRILLING ALBUM OF MUSIC AND STORIES FROM THE FILM!

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MGM RECORDS
Johnny Southern (Liberty 55482)

B+ — "COME ALONG & DANCE"

WITH ME" (2:07) [West-PHIL] — Brent MI—Nash

A light-hearted fun track in the popblues-ballad
g of this cheerful bluesy outing.

Brent is assisted in pro upbeat fashion by a female chorus and band.

THE CAVALIERS with

LLOYD NASH (Gum 1002)

B+ — "PUT YOUR TRUST IN ME"

(2:29) [Gum MI—Bandle, Nash]

Artist's warm-fit beat

backed by a good unhurried rock sound by the combo. Waxery is in

Bandle's label.

B — "I WANTA' KNOW" (1:58)

[Gum MI—Bandle, Nash]

Lively session that makes twist sense.

Johnny Novello (Movietrack 123)

C+ — "BELL'S OF KOMA" (2:12)

[Gerard ASCAP — Colonna]

Legit singer renders a pretty Italian number with

Hawaiian flair with help of terrific rhythm and then in swingin' fashion. Label

is located in Burbank, Calif.

B — "DOWN BY THE RIVER" (1:54)

[Gerard ASCAP — Colonna] Novello is warm all-the-way in this scene, time is not the old

Rogers & Hart opus.

The Tallymen (Infinity 001)

B+ — "Good Old BOWLING GREEN" (2:10)

[Gerard ASCAP — Colonna]

Features a interesting warble of a striking roman-
tic by the lark, who's accompanied by a distinctive Latinish orch sound.

There should be some jock attention here.

Label hats from Chicago.

B — "READY TO GO STEADY" (1:59)

[Famous ASCAP — Fink/Silver & Stick,combo-backed swingin' by the performer.

The TBE Whispers (Dotlon 61)

B+ — "I'M A DAZE" (2:43)

[Bash MI—Wains, McKissack] — Shuman

A truly lego outfit offers an interesting warble of a striking roman-
tic by the lark, who's accompanied by a distinctive Latinish orch sound.

There should be some jock attention here.

Label hats from Chicago.

B — "READY TO GO STEADY" (1:59)

[Famous ASCAP — Fink/Silver & Stick, combo-backed swingin' by the performer.

Cash Box — August 11, 1962
DAVID ROSE HAS HIS SMASH FOLLOW-UP TO THE HIT ALBUM AND SINGLE "THE STRIPPER"... IT'S A DOUBLE-BARRELED WONDER FROM THE METRO-GOLDWYN-MAYER AND CINERAMA PRESENTATION OF GEORGE PAL'S PRODUCTION THE WONDERFUL WORLD OF THE BROTHERS GRIMM

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DAVID ROSE AND HIS ORCHESTRA K-13086

MGM

HIGH FIDELITY
**RECORD REVIEWS**

**Pick of the Week**

**Newcomers**

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

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

**Tijuana Border (Wolveton Mountain)** (2:47)

**JUNIOR GORDON** (Jay 0 Pee 1250)


(B) **“A BRIGHTER DAY”** (2:12) [At Last BMi—Montrell] Pop-flavored golden twister essayed with a potent 30’s-flavored big band style.

**MEL HENKE** (Warner Bros. 5295)

(B+) **“77 SUNSET STRIP”** (2:22) [M. Witmark & Sons ASCAP]—Living The Good Life! The Mel Henke ork comes up with an effective, fresh arrangement of the popular TV theme. The tune is a spinable gimmickish reason to support them.

(B) **“YOU SOMETHING ELSE”** (2:22) [Kansonna & Don BMi—Leake, Clark] A little too familiar-sounding, up-tempo item in the traditional blues vein.

**HENRY LUMPKIN** (Motown 1029)

(B+) **“MO JO HANNA”** (2:45) [Lo-Beta BMi—Leake, Clark] Paul strong shout-sounds blues rockin’ from the singer and his combo-chorus backing. Gal’s first name represents that infectious blues sound, the mojo.

Exciting attack.

(B) **“BREAK DOWN & SING”** (2:44) [Johete BMi—Paul] Ditzy with a happy philosphy is presented with cheerful blues feeling.

**JOHNNIE JACKSON** (Swan 4114)

(B+) **“DIG ‘EM ALL”** (2:12) [Johete BMi—Leake, Clark]—Phillip Tracy Storyline about a fella who’s escaped from the law and is on the run.

(B) **“WHERE ARE YOU”** (2:40) [Ben-Lee BMi—Antler] Jackson’s trio is in fine form. Up-tempo, lightly-styled ballard turn.

**MAC DAVIS** (Jamie 1227)

(B) **“LET HIM TRY”** (2:05) [Lo-Abeta BMi—Davis] giving out with lots of teen-market know-how. Davis, against a lightly-pounding rock setup, tells a tale about a boy who’s not listening to his father. Kids will like the pro.

(B) **“I’M A POOR LOSER”** (2:47) [Lo-Abeta BMi—Davis] and his backing carry a lost-love idea with beat-convincing authority.

**JANET CALLOWAY** (Enjoy 1003)

(B+) **“BANK OF LOVE”** (2:19) [Lo-Abeta BMi—Calloway] Freshens up with solid upbeat blues finesse on the catchy opus. A congenial combo & the femme chours support.

(B) **“LOVERS PRAYER”** (2:05) [Decca BMi—Calloway, Green] Artist does a semi-narrative bit against a bluesy waltz sound. Interesting session.

**PAUL TAUBMAN** (Epic 9525)

(B+) **“SEVENTY-SIX TROMBONES”** [Wilson] Paul Taubman offers a high-spirited rendition of the title track. The release of the flick should help spur sales. Side is taken from the orkester’s 1969 LP, Bondage.

(B) **“ST LOUIS BLUES MARCH”** [Handy] More good based harmonies. The title’s a fine blues shuffle with some smart lyrics. Good wax.

**BO DIDDLEY** (Checker 1019)

(B+) **“I CAN TELL”** (2:05) [Are BMi—Sammels, McDaniels] Vet blues performer puts on a personal effort. Diddle’s work against striking Latin-flavored shuffling from the combo. Solid, mostly R&B stand by the artist.

(B) **“YOU CAN’T JUDGE A BOOK BY THE COVER”** (2:43) [Are BMi—Diddle] Bouncy blues with a good-natured vocal by Diddle.

**FETULA CLARK** (London International 1015)

(B+) **“WHISTLINS’ FOR THE MOON”** (2:50) [Leeds ASCAP—Davis]—Birga, Fishman] The lark has good support, in its own tight dance, chorus backed, medium-paced ballad. English lark could start a successful career on the pops. Ork is a rarity.

(B) **“TENDER LOVE”** (2:59) [Leeds BMi—Davis, Palme, Corletto, Fishman] Pretty sentimental lament essayed with loads of professional authority by the thrush.

**CATERINA VALENTE & SILVIO FRANCESCO** (London 1016)

(B+) **“A DANCE”** (2:37) [Bethlehem]—[E. B. Marks BMi—Wayne, Cabot] The duo offers attractive swinging, in its broad-based theme, about the tune’s title. Side has an easy feeling.

(B) **“CORPORATION”** (2:05) [E. B. Marks BMi—Kissing] Jumpin’ jazz-flavored ditty showcased in the purview race-vocal talents of the artists.

**RUDY MARTIN** (Crystalotta 751)

(B+) **“RE-BOURINES AND BIG BRASS DRUM”** (2:08) [Carlo & Two Minute BMi—M. & D. Kilpatrick] Medium-beat master unleashes his vocal talents full-blast on this lively, rousing dance item. Should appeal to spinners.

(C+) **“OUR LAST DANCE”** (1:58) [Tani Lori BMi—Rand, Campos] Tender shuffle-beat, chorus backed, tear-jerker with a pretty melody.

**JAZZ**

**RICHARD HOLMES & LEO MCANN** (Pacific Jazz 347)

(B+) **“WHEN I LIVE ON THAT Apple”**—“Somethin’ Special”

**TRICKY LOFTON** (Pacific Jazz 346)

(C) **“Canadian Sunset”**—“Brass Bag”

**IKE QUEBEC** (Blue Note)

(M) **“Nature Boy”**—“Brother Can You Spare A Dime”

**BENNIE GREEN** (Bethlehem)

(l) **“Dribblin’ And Dabblin’”**—“Catwalk”

**ZOOT SIMS** (Bethlehem)

(B+) **“Changes Made”**—“Doggin’ Around”
ANY WAY YOU LOOK AT IT
IT'S THE WANDERERS
WITH THEIR BIGGEST HIT
THERE IS NO GREATER LOVE • K13082
b/w As Time Goes By
ANOTHER BEST-SELLER FROM
TODAY'S HOTTEST POP LABEL
MGM RECORDS
Cash Box

Best Bets

THE DUKE OF EARL (Vee Jay 4551)
(B+) "YOU LEFT ME" (2:10) [Blythe Sheppard, Davis] Recent hit per-
counter could get somewhere with his performance. Talk of a
desperate, lost-love item. Backing him is a solid string-
meets-Calloway worth listening.

SAMMY DAVIS, JR. (Reprise 20016)
(B+) "WHAT KIND OF FOOL AM I" (2:14) [Seligson, New-
ley] The singer turns up in his usual first-rate professional
performances on this leg-tall ballad from "Stop The World--I Want To Get
Off This Stage," which is coming to B'way this fall. Real hot item for groups.

"TILL YOU FOLLOW YOU" (2:27) [Cromwell ASCAP--Tark, Al-
bert] Oldie is done with an interesting blues-oriented delivery by the warbler.

THE BLUE CHIPS (Groove 4006)
(B+) "ONE HEN" (2:15) [Ross Jungenickel--Hugo, Lo-
ugi, Weingarten] The Blue Chips seem to have a sure-fire coin-puller with
clever, fast-moving novelty item. The "magnifying glass" conceit is led
sweeetly by Jerry Lewis & Hugh Downs on the "Tonight" show. Plenty of sales potential.

"PROMISE" (2:20) [Ross Hill BMI--Thumper] side's an appealing teen-angled blues-
flavored lament.

SAM PORFIDO QUARTET (Heartbeat 12)
(B+) "SUNNY VALENTINE" (1:38) [Chappell --ASCAP--
 Roger, Hart] Here's first-rate jazz-
flavored easy-cool rendition of the Rogers and Hart evergreen. With the
great exception of "Christmas Time," which is stuck like a
drone on a rocket. Good julep and deejay item.

"I LOVE PARIS" (2:43) [Bunton ASCAP--Porter] Another
fine oldie read with polish and verve by the group. Eye it.

JOHNNY WILLIAMS (Columbia 42316)
(B+) "TUESDAY'S THEME" (2:31) [Hastings BMI--Will-
 liams] Maestro Williams can make the whole world dance. It's an
ultra-lovely, string-filled waltzer that's sure to make the jocks sit up
and take notice. Has what it takes for a hit-doll.

"MONTREAL" (1:54) [Dutch-
 BMI--Knauer] The Can-
dian city could be an important
name on the wax map if this up-
tempo instrumental delirium with
sans lyric chorals charms.

THE APPLEJACKS (Come2 222)
(B+) "STRUTTIN' IN THE SUM-
MER" (2:38) [ASCAP--Mann, Appell] Employing a Muddy Waters-
to the beat, the rhythm section
play on this impressive little item.

"ANY TIME" (2:05) [Hall &
 Ringle BMI--Lowen] A
bright revival of the old Eddie Fisher
hit.

ROBERT GOULET (Columbia 50419)
(B+) "WHAT KIND OF FOOL AM I" (2:33) [Lucinda BMI --
Newley] One of the label's
big-ballad-guns--featured in "Came-
back," adds another strong reading of the oft-covered "Lo, How the
World." Full orchestra backdrop is
delightful.

"WHERE DO I GO FROM HERE?" (2:43) [Sunbeam
BMI--Newley] Bold new, jazz-
styled treatment of a song from
"Fiorello!" that deserves recognition. Denny's solid work as a
Track is from the performer's new LP, "Two Of Us."

TOMMY SENA (Valmont 905)
(B+) "THE WOBBLE" (1:50) [Val-
 mont BMI--Rona] The "new"
teen-step is represented with good
rock life from the performer and his
decent-sounding country-orchestral
backdrop. Pro reading of what may be the next teen-
step hit disk (there's) yet(?)--or
timing of coming out. Label has its
in-words.

"LATE NIGHT MINDE OF YOu" [Rona] Busy theme
with this lyric approach; onions rong--just like he
does when he thinks of the chick.

THE IVY LEAGUE TRIO (Coral 62207)
(B+) "THE BIG BLUE SEA" (2:45) [Northern ASCAP Arr:
O'Neill, Galloway, Hilder] The song-
sters apparently lack the base
(with an oldies-a-year-back success
for Jimmy Dean) in a manner the platter
man and label takes pains to
expose rating that rates close attention.

"LINKEN BINKEN AND
NOOG" (2:05) [Ryerson BMI--
Simon, Field] This end's haunting up-
dating job on the famous nursery
rhyme. Both sides are cut from their
"Folk Songs Rare And Well
Done" LP.

PHIL BO ( Smash 1741)
(B+) "MORNING STAR" (1:39) [Flowers BMI--Stevens]
There's a good deal of deft blues work by the
artist, and his interesting country-
combo backdrop, which includes a
novel trombone swing, can develop into
something.

"OH WHAT A MISTAKE" (1:58) [The Crazy Cajun BMI--
Boudou] This new infection entry
from the performer.

STU PHILLIPS ORCH. (Colpix 643)
(B+) "WILD PARTY" (2:10) [Seven-Eleven BMI--Stevens-
son] A theme from the upcoming
"The Interns," gets an exciting band
run-through with Latin touches. An
outstanding item, and a good sign of
commercial merit. Solid commercial band outing.

"INTERN BASH" (1:49) [Stevens BMI--Simon, Field] Notable
swinging on another item from the flick.

BILLY ECKSTINE (Mercury 72022)
(B+) "WHAT KIND OF FOOL AM I" (2:40) [Kapp BMI--
Wilson] Mr. "B" offers a choice rendition of the
strong romantic from the hit Lon-
gdon, and his instrumental long-
To Get Off," which will open on
Broadway soon. Tune's getting lots of play in the clubs.

"TIL THERE WAS YOU" (2:17) [Frank ASCAP--Will-
son] Missouri-folkie faves from the artist, who waltzes the hit ballad from
"The Music Man," whose score will be
getting exposure anew thanks to the
flick version of the B'way smash.

DANNY JORDAN (United Artists 491)
(B+) "EUNAROUND SUCE'S GET-
NING IN!" (2:32) [Catherine SESCAC--Colby] An
"answer" to the recent Dion smash that
figures to top the hit charts.
Should interest the kids who event for
the Dion outing.

SINGING SAMMY MARSHALL (TJB Brandes 101)
(B) "JINGLE MINT TWIST" (1:56) [Borority & Fraternity
BMI--Brandes, Norris] Singer de-

vers against spirited
combo-chords twistin' Homefront for the
label is N.Y.

(C+) "COME BACK TO ME" (2:36) [Borority & Fraternity
BMI--Mayhans] Wistful is done with a bounce rock sound.

LARRY MEADOWS (Regency 25)
(B) "SUCH A LONELY BOY" (2:26) [Voltage BMI--Vance]
Number is cut as a show item,
its make-up is done with a bounce
and full orchestra treatment,
instrumental accompaniment. Los-
angeles is the label's headquarters.

"DON'T HIDE YOUR LOVE" (2:33) [Voltage BMI--\nRhythmic romance pose by the
performer.

THE PARISIANS (Pavia 1004)
(B) "WHY (I Want To Know)" (1:57) [Poab BMI--Samuel]
A solid show-type romp from the
songsters and their sax-led combo backing.
The Discemaker's Group is
the label's new group.

"ON THE SUNNY SIDE OF
THE STREET" (2:50) [Santi-
Bennett, Bennett BMI--Hugh, Hugh] Happy blues feel for the
study.

BIG WALTER (Myr 469)
(B) "WATUSIS FREEZE"--Part 1 (2:57) [Starfile BMI--Har-
per, Price] A winner with the kids, too.
Fair. There are various uninhibited
dog animals in front of a wild
combo attack. Could be something.

"WATUSIS FREEZE"--Part 2 (2:23) [Starfile BMI--Har-
per, Price] More of the same.

ACE CANNON (Santo 113)
(B) "BIG SHOT" (2:17) [Studio
Moore, Edwards] Saxist, a
big character, ASCAP--Fields.
The label has its cut on a wild
Tutt," is the main attraction in this
interesting and highly commercial.
Rockin' that the kids will dig.

(B) "BEST" (2:09) [Studio
Moore, Mathews] Muted trump
is part of this "carrried" mood.

THE MULCAY'S (Jubilee 5425)
(B+) "CANADIAN SUNSET" (2:08) [Jubilee BMI--DeW-
wood] Established harmony team.
with a rambling rhythm accom-
paniment on the country-orchestral
reading of the standby. Fine good-
music (issue) from the LP, "The Mu-
layan" Magic Millions."

(B) "LOVE ME FOREVER"
(2:20) [Mulcy ASCAP] From the
same album a
more sentimental singling.

Cash Box—August 11, 1962
FROM MERCURY

ANOTHER GREAT RECORD BY THE MAKER OF PROFIT HITS

BROOK BENTON

"Lie To Me" / "With The Touch Of Your Hand"

72024
A survey of key radio stations in all important markets throughout the country to determine by percentage of those reporting which releases are being added to station play lists this week for the first time and also the degree of concentration combining previous reports. Percentage figures on left indicate how many of the stations reporting this week have added the following titles to their play list for the first time. Percentage figures on right include total from left plus the percentage title received in prior week or weeks.

<table>
<thead>
<tr>
<th>% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK</th>
<th>TITLE</th>
<th>ARTIST</th>
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<tbody>
<tr>
<td>44%</td>
<td>Every Night—Paul Anka—RCA Victor</td>
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<td>44%</td>
<td>Send Me The Pillow You Dream On—Johnny Tillotson—Cadence</td>
<td>64%</td>
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<td>39%</td>
<td>What Kind Of Love Is This—Joey Dee—Roulette</td>
<td>59%</td>
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<td>39%</td>
<td>Teenage Idol—Rick Nelson—Imperial</td>
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<td>37%</td>
<td>'Til There Was You—Valjean—Carlton</td>
<td>27%</td>
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<td>27%</td>
<td>Ramblin' Rose—Nat 'King' Cole—Capitol</td>
<td>42%</td>
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<td>25%</td>
<td>Green Onions—Booher T &amp; MG's—Stax</td>
<td>34%</td>
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<td>24%</td>
<td>It Might As Well Rain Until September—Carole King—Dimension</td>
<td>23%</td>
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<td>22%</td>
<td>Hully Gully Baby—Dovells—Parkway</td>
<td>54%</td>
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<td>19%</td>
<td>Your Nose Is Gonna Grow—Johnny Crawford—Del-Fi</td>
<td>46%</td>
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<td>18%</td>
<td>Papa—Oom-Mow-Mow—Rivingtons—Liberty</td>
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<td>17%</td>
<td>Venus In Blue Jeans—Jimmy Clanton—Ace</td>
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<td>16%</td>
<td>The Cure—Smitty Williams—MG M</td>
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<td>16%</td>
<td>Patches—Dicky Lee—Smash</td>
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<td>15%</td>
<td>She's Not You—Elvis Presley—RCA Victor</td>
<td>82%</td>
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<td>14%</td>
<td>There You Go—Paul Anka—RCA Victor</td>
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<td>13%</td>
<td>Rinky Dink—Dave 'Baby' Cortez—Chess</td>
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<td>13%</td>
<td>You Beat Me To The Punch—Mary Wells—Tamla</td>
<td>21%</td>
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<td>13%</td>
<td>I've Got My Eye On You—Rick Nelson—Imperial</td>
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<td>13%</td>
<td>I'm Gonna Change Everything—Jim Reeves—RCA Victor</td>
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<td>12%</td>
<td>I Keep Forgettin'—Chuck Jackson—Wand</td>
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<td>12%</td>
<td>Beechwood 4-5789—Marvelettes—Tamla</td>
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<td>12%</td>
<td>Come Back Into My Heart—Volumes—Chex</td>
<td>22%</td>
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<tr>
<td>12%</td>
<td>True Love—Bobby Vinton—Epic (LP)</td>
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<td>11%</td>
<td>Elizabeth—Hollywood Flames—Goldie</td>
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<td>11%</td>
<td>Dance To The Loco-Motion—Teddy Randazzo—ABC Par.</td>
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<td>10%</td>
<td>Devil Woman—Marty Robbins—Columbia</td>
<td>48%</td>
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<tr>
<td>10%</td>
<td>Love Me As I Love You—George Maharis—Epic</td>
<td>68%</td>
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<tr>
<td>10%</td>
<td>Silver Threads And Golden Needles—Springfields—Philips</td>
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<td>10%</td>
<td>You Don't Know Me—Ray Charles—ABC Par.</td>
<td>81%</td>
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<td>10%</td>
<td>Call Me Mr. In-Between—Burl Ives—Decca</td>
<td>78%</td>
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<tr>
<td>10%</td>
<td>There Is No Greater Love—Wanderers—MG M</td>
<td>20%</td>
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<td>10%</td>
<td>Ugly Ducking—Shelby Flint—Valiant</td>
<td>20%</td>
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<tr>
<td>10%</td>
<td>No One Will Ever Know—Jimmie Rodgers—Dot</td>
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**LESS THAN 10% BUT MORE THAN 5%**

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<thead>
<tr>
<th>TOTAL % TO DATE</th>
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<tbody>
<tr>
<td>Midnight Sun Whispers (Delton)</td>
<td>9%</td>
<td>I Cry And Cry Bobby Curtola (Del-Fi)</td>
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<tr>
<td>I Love You The Way You Are Bobby Vinton (Diamon)</td>
<td>17%</td>
<td>Life's Too Short Lafayette's (RCA Victor)</td>
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<td>The Boy's Night Out Patti Page (Mercury)</td>
<td>26%</td>
<td>Silly Boy Lettermen (Capitol)</td>
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<td>Glory Of Love Deedee Ford &amp; Don Gardner (KC)</td>
<td>15%</td>
<td>Jivin' Around Al Casey (Stogy)</td>
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<td>Come On Little Angel Belmonts (Sabino)</td>
<td>8%</td>
<td>Feeling No Pain Paul Evans (Kapp)</td>
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<td>I'm Tossin' N Tumoin' Again Bobby Lewis (Boltra)</td>
<td>5%</td>
<td>Softly As I Love You Matt Mono (Liberty)</td>
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<tr>
<td>I Wanna Be Loved Dinah Washington (Mercury)</td>
<td>5%</td>
<td>Shilo Tommy Roe (ABC Par.)</td>
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<td>Waddle Waddle Bracelets (Congress)</td>
<td>5%</td>
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<th>Pos.</th>
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<tr>
<td>1</td>
<td>MODERN SOUNDS IN COUNTRY &amp; WESTERN MUSIC</td>
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<tr>
<td>2</td>
<td>CAMELOT</td>
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<tr>
<td>3</td>
<td>WEST SIDE STORY</td>
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<td>4</td>
<td>THE STRIPPER</td>
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<td>5</td>
<td>PETER, PAUL AND MARY</td>
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<td>6</td>
<td>STRANGER ON THE SHORE</td>
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<td>7</td>
<td>VINCENT EDWARDS SINGS</td>
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<td>8</td>
<td>ROME ADVENTURE</td>
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<td>9</td>
<td>BREAKFAST AT TIFFANY'S</td>
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<td>10</td>
<td>MUSIC MAN</td>
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<tr>
<td>11</td>
<td>BEST OF THE KINGSTON TRIO</td>
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<tr>
<td>12</td>
<td>MUSIC MAN</td>
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<tr>
<td>13</td>
<td>IT KEEPS RIGHT ON A-HURSTIN</td>
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<td>14</td>
<td>MURRAY THE K'S GASSERS FOR SUBMARINE RACE WATCHERS</td>
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<td>15</td>
<td>RAY CHARLES STORY</td>
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<tr>
<td>16</td>
<td>BLUE HAWAII</td>
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<td>17</td>
<td>FOR THE NERO MINDED</td>
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<td>18</td>
<td>GOLDEN HITS OF THE EVERLY BROTHERS</td>
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<td>19</td>
<td>THE SOUND OF MUSIC</td>
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<td>20</td>
<td>HAMMED POTATOES &amp; GRAVY</td>
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<td>21</td>
<td>DRUMMIN' UP A STORM</td>
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<td>24</td>
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<td>25</td>
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<td>26</td>
<td>JULIE AND CAROL AT CARNEGIE HALL</td>
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<td>27</td>
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<tr>
<td>29</td>
<td>STEREO 35/mm Faux Light &amp; Orch</td>
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<td>30</td>
<td>SPIRIT</td>
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<td>31</td>
<td>CHAPEL BY THE SEA</td>
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<td>32</td>
<td>TONIGHT</td>
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<td>33</td>
<td>C'SONTOINAL</td>
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<td>34</td>
<td>THE SOUND OF MUSIC</td>
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<td>36</td>
<td>MUSIC MAN</td>
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<td>41</td>
<td>STEREO 33/mm VOLUME II</td>
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<tr>
<td>42</td>
<td>THE MAGNIFICENT SOUND OF THE PHILADELPHIA ORCH</td>
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<tr>
<td>43</td>
<td>GREAT THEMES FROM HIT FILMS</td>
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<tr>
<td>44</td>
<td>RONNIE ALDRICH AND HIS TWO PIANOS</td>
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<td>45</td>
<td>MOON RIVER</td>
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<td>46</td>
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<td>NO STRINGS</td>
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"GREATEST HITS"—Ray Charles—ABC-Paramount ABC 415
This year the "genius" has finally come into his own. His last LP, "Modern Sound In Country & Western Music," and one, from the album, "I Can't Stop Loving You," both met with tremendous success (the LP is still one of the biggest in the nation). In fact this new giant of the industry offers a dozen of his recent biggies with his distinctive, tender, pleasing vocal style. The dominating Charles voice is a delight in "Georgia On My Mind," "Unchain My Heart" and "Hit The Road Jack." The disk should skyrocket.

"LET'S SIT THIS ONE OUT"—Paul Anka—RCA Victor LPM 2575
Paul Anka's disk career is comparatively short but impressive anyway for a dozen careers. The young chanter has rolled up a list of hits that has made him one of the hottest names in the business today. For this his second Victor album, Anka directs his attention to evergreens and comes off, as per usual, in winning style. The songster turns in top-drawer Ray Ellis-arranged versions of "I Only Have Eyes For You," "Let's Fall In Love," and "Teach Me Tonight." Sure-fire chart item.

"THE BUTTON-DOWN MIND ON TV"—Bob Newhart—Warner Brothers WS 1466
This satirist has a propensity for turning out LP's which inevitably make it to chartville. This seems sure to go up the same success path. Each disk of hits taken from his last-season TV'er, tremely funny routines are tagged "Introducing Tobacco," "The Siamese Cat," and "General Chariot Corp." Newhart is still chipping away at the armor of the advertising bête—-and doing it effectively. Many laughs to be had here.

"JIMMY SMITH PLAYS FATS WALLER"—Blue Note 4100
Jimmy Smith has, in recent months, become one of the few commercially successful jazz artists. His last Blue Note album, "Midnight Special," was a long chart-rider and he is currently pulling coin with an LP out for another label. On this new session, Smith offers seven standards associated with the late Fats Waller. The impressive lyrical style of his organ coupled with professional control carry him in good stead on "Squeeze Me," " Ain't She Sweet," and "Honey Suckle Rose." The disk has enough built-in success ingredients to make a chart appearance in no time flat.

"A YOUNG MAN'S FANCY"—Johnny Crawford—Del-Fi DLFP 1223
The young actor-singer from the TV'er "The Rifleman," who recently rode the charts with "Cindy's Birthday," is doing it again with "Your Note Is Gonna Grow," both of which are included on this LP routing. The lad also gives top-drawer readings of "Moon River" and "Young At Heart." Album is sure to be go-getter in sales and has strong chart potential.

"DID YOU EVER"—Dave Gardner—RCA Victor LSP 2498
No other laughman in the business has a delivery quite like Dave Gardner's—with a mile-wide Southern drawl, he hauls his laugh laden bars at the North, the President, and Astronauts. Werner Von Braun, and Texas. His wit is as sharp as a rapier, and he uses it to puncture the spectrum of traditions and social groups, but does it so bemingly that no one can seriously take umbrage. Powerful humor that could enlist a regiment of new fans for the comic.

"COME WALTZ WITH ME!"—Steve Lawrence—Columbia CS 7869
Steve Lawrence kicks off this, his premier album entry for Columbia, with a tender ballad, "Come Waltz With Me," written especially for him. The songster's wide-range, feeling vocal abilities are artfully showcased on this carefully selected bag of evergreens. Best listening bets here include "Eternally," "For All We Know" and "Till We Meet Again." A powerful package.

"OH YOU KID!"—Dorothy Provine—WARNER BROS 1466
The big voice of the TV actress-singer is teamed with the husky tenor Joe "Fingers" Carr in this tune-laden outing on Warner Brothers. The songstress belts out two dozen biggies from the flapper era in an authoritative and entertaining manner. Some are: "I Don't Care," "Frankie And Johnnie," and "The Boxtwepper." Excellent fare for adults.

"THE BEST OF JOLSON"—Decca DXA 169
Although Al Jolson has been dead almost 10 years, the magnetism of his unique talent has been eloquently preserved on his recordings. The universality of the Jolson style, is perfectly captured on this colorful two-disk set from Decca containing 28 of his most memorable performances. All the big ones are here including "Swanee," "April Showers," and "California, Here I Come." The package has enough good stuff in it to cause plenty of sales excitement.

"IN PERSON"—Brothers Four—Columbia CS 8628
In recent years folk artists have taken to the campus to find what is one of the most appreciative audiences. The Brothers Four offer a warm-dish of new pop-folk items on new session cut "live" at the Naval Academy and Vanderbilt University. The applause of the colleagues lends a spontaneous nature in the group's rendition of the Midnight Special, "Across The Sea" and "Greenfields." The disk is attractively packaged in a colorful eye-catching sleeve which should help it score heavily in the coin department.

"GIFT OF LOVE"—Jack Jones—Kapp KL 1292
Jack Jones cashes in on the success of his recent chart-rider single of "Gift Of Love" to tag a session of eleven other melodic items. Plenty of choice ballads here as the baritone talents of the singer are ably rendered in "Fly Me To The Moon," and "I Wish You Love." The chanter's voice and delivery have an appealing quality that should attract a wide variety of buyers.

"THE HANK WILLIAMS SONGBOOK"—Connie Stevens—WARNER BROS 1460
With tunes to her singles such as the "Hawaiian Eye" lark could score again with this new item from Warner Brothers. Her current approach, and potently delivered these fine Hank Williams tunes is evidenced in her readings of "Hey, Good Lookin'" "Girls" "Cheatin' Heart" and "I'm So Lonesome I Could Cry." Disk should appeal to a host of country and pop fans.

"BARROOM GOLDEN FAVORITES"—Big Tiny Little—Coral CRL 75497
Big Tiny Little's coterie of loyal fans should beat a path to the counters for this package of goodies by the master of the tinkling piano. As an added plus, the 88'er is joined by Josephine whose lively and lusty vocals are a solid contribution. Some spirited sides are "The Darktown Strutter's Ball," "There Is A Tavern In Every Town," and "I Wish I Could Shrink Like My Sister Kate." A happy happening destined to pull plenty of loot.

"PARADE OF HITS"—Various Artists—MGM E 870
This talent-filled bag of recent and current hits from MGM boasts the talents of a host of top-notch performers singing and playing their best sellers. Heading the line-up is David Rose with "The Stripper," which soared to the top of the charts a few weeks ago. Also included are Elmer Bernstein's "Walk On The Wild Side," Richard Chamberlain's "Three Stars Will Shine Tonight," and Sheb Wooley's "That's My Pa." Disk has wide appeal.
CINDY'S BIRTH
Sittin' And A Watchin' - FANCY
Little White Cloud - Young
Mr. Blue - Something
Debbie - In The Wee Sm
I'm Walkin' - Your Nose Is
"GREATEST HITS"—Ray Charles—ABC-Paramount ABC 415

This year the "genius" has finally come into his own. His last LP, "Modern Sound In Country & Western Music," and the single from the album, "I Can't Stop Loving You," and "Greatest Hits," both met with tremendous success (the LP is still one of the biggest in the nation). In this new session the artist offers a dozen of his hits that will be a delight to his distinctive, tender, pleading vocal style. The dominating characteristic in "Georgia On My Mind," "Unchain My Heart," and "Hit The Road Jack". The disk should skyrocket.

"THE BUTTON-DOWN MIND ON TV"—Bob Newhart—Warner Brothers WS 1467

This satirist has a propensity for turning out LPs, which inevitably find their way to chartville. This seems sure to go up the same success path. Exhibit of hits taken from his last-season TV series, extremely funny routines are tagged "Introducing Tobacco," "The Siamese Cat," and "General Charlot Corp." Newhart is still chipping away at the armor of the advertising biz—and doing it effectively. Many laughs to be had here.

"JIMMY SMITH PLAYS FATS WALLER"—Blue Note 4100

Jimmy Smith has, in recent months, become one of the few commercial成功 jazz artists. His last Blue Note album, "Midnight Special," was a long chart-stopper, and he is currently pulling coin with an LP cut for another label. On this new session, Smith offers seven standards associated with the late Fats Waller. The impressive lyrical style of his organ coupled with professional control comes in good stand on "Squeeze Me," "Ain't She Sweet," and "Honeysuckle Rose." The disk has enough built-in success ingredients to make a chart appearance in no time flat.

"A YOUNG MAN'S FANCY"—Johnny Crawford—Del-Fi DFLP 1223

The young actor-singer from the TVer "The Rifleman," who recently rode the charts with "Cindy's Birthday," is doing it again with "Your Nose Is Gonna Grow." The tracks which are included on this LP routing. The lad also gives top-drawer readings of "Moon River" and "Young At Heart." Album is sure to be go-getter in sales and has strong chart potential.

"DID YOU EVER"—Dave Gardner—RCA Victor LSP 2498

No other laughman in the business has a delivery quite like Dave Gardner's—with a mile-wide Southern drawl, he hurls his laugh laden bars at the North, the President, and Astronauts. Werner Von Braun, and Texas. His wit is as sharp as a razor, and he has the touch to parry the spectrum of traditions and social groups, but does it so slyly that no one can seriously take umbrage. Powerful humor that could enlist a regiment of new fans for the comic.

"COME WALTZ WITH ME!"—Steve Lawrence—Columbia CS 8670

Steve Lawrence kicks off this, his premiere album for Columbia, with a tender ballad, "Come Waltz With Me," written especially for him. The songster's wide-range, feelingful vocal abilities are aptly showcased on this carefully selected bag of evergreens. Best listening bets here include "Eternally," "Face Of Love," and "Till We Meet Again." A powerful package.

"OH YOU KID"—Dorothy Provine—Warner Brothers WS 1468

The big voice of the TV actress-singer is teamed with the honky tonker Joe "Fingers" Carr in this tune-laden outing on Warner Brothers. The songstress builds out two dozen biggies from the fopper era in an authoritative and entertaining manner. Some prime tracks here are "I Don't Care," "From Here to Eternity," and "Ra Ra Bumm D E F." Excellent fare for adults.

"THE BEST OF JOLSON"—Decca DXA 169

Although Al Jolson has been dead almost 10 years, his popularity has been eloquently preserved on his recordings. The universality of the Jolson style is perfectly captured on this colorful two-disk set from Decca containing 28 of his most memorable performances. All the big ones are here including "Swanee," "April Showers," and "California Here I Come." The package has enough good stuff in it to cause plenty of sales excitement.

"IN PERSON"—Brothers Four—Columbia CS 8628

In recent years folk artists have taken to the campus to find what is one of the most appreciative of audiences. The Brothers Four offer a warm collection of pop-folk items on new session "In My Time" at the Northwest University. The appeal of the collegiates lends a spontaneous flavor as the boys render "Swimmin'," "Just The Two Of Us," "Greenfield." The disk is attractively packaged in a colorful eye-catchin sleeve which should help it score heavily in the coin department.

"GIFT OF LOVE"—Jack Jones—Kapp KL 1292

Jack Jones cashes in on the success of his recent chart-riding single of "Gift Of Love" to tag this session of eleven other love items. Plenty of choice ballads here as the baritone talents of the songster are showcased in "Time After Time," "Moon Of My Life," and "I Wish You Love." The chanter's voice and delivery have an appealing quality that should attract a wide variety of buyers.

"THE HANK WILLIAMS SONG BOOK"—Connie Stevens—Warner Brothers WS 1466

With several singles successes to her credit, the "Hawaiian Eyed" singer-from Texas comes from Warner Brothers. Her honest approach, and potent delivery of these fine Hank Williams' hits stuns in her renditions of "Hey, Good Lookin','" "Your Cheatin' Heart," and "I'm So Lonesome I Could Cry." Disk should appeal to a host of country and pop fans.

"BARROOM GOLDEN FAVORITES"—Big Tiny Little—Coral CRL 7574

Big Tiny Little's coterie of loyal fans should beat a path to the counters for this package of goodies by the master of the tinkling piano. As an added plus, the 88'er is joined by Josephine, whose lively and lusty vocals are a solid contribution. Some standouts here are "Darktown Strutter's Ball," "There Is A Tavern In The Town," and "I Wish I Could Shimmy Like My Daddy." A wealth of happy offering destined to pull plenty of loot.

"PARADE OF HITS"—Various Artists—MG M-14678

This talent-filled bag of recent and current hits from MGM boasts the talents of a host of top-notch performers singing and playing their best sellers. Heading the line-up is David Rose with "Spinning Wheel," which soared to the top of the charts a few weeks ago. Also included are Elmer Bernstein's "Ride The Wild Surf," Robert Stolz's "Sister" and "Chamberlain's Three Stars Will Shine Tonight," and Sheb Wooley's "That's My Pa." Disk has wide appeal.
This fold-out is being digitized, and will be inserted at a future date.
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"THE McGuire SISTERS SING SONGS EVERYBODY KNOWS"—Coral CRF 75714
The McGuire Sisters are on strong with their honied harmony on this top-flight package of oldies and newies. The gals' arrangements are mellow, their delivery smooth, and the tunes are melodic delights. Some highly listenable bands here are "Make Someone Happy," "Little Things Mean A Lot," and "I Really Don't Want To Know." Set could pull coin for the trio.

"MEMORIES OF MARIA"—Jerry Byrd—Monument M4008
The steel guitarist taps this LP after his recent best-selling single and adds to it a bevy of beautiful ballads. Byrd effectively makes a solo instrument of the steel guitar, and his fronting with full orchestra is lush sounding. Top tracks are "Orchids In The Moonlight," "Golden Earrings," and "Barber Lights." His recent singles success could encourage album sales.

"AMORI D'ALTRI TEMPI"—Emilio Pericoli—Venustus LP 4104
Emilio Pericoli, a comparative newcomer to the American scene, is still bagging coin and making friends with his chart-riding "Steve Do." On set from Venustus the tenor voice of romantic ballads gives feelingful readings of sixteen love songs of his native Italy. His voice is emotional without being schmaltzy, and his delivery straightforward as he uses "Scettico Blues," "Cuendolo D'Oro," and "Capinera." Pleasant wax.

"HUGO WINTERHALTER GOES ... CONTINENTAL"—RCA Victor LPM 2182
This latest entry in the "Winterhalter Goes ..." series finds the orchestra playing a set of melodic items from Europe. An augmented string section and lots of brass and tympani add a symphonic quality to such favorites as "A Swedish Rhapsody," "Wonderland By Night," and "Mademoiselle De Parce." First-rate orchestration and lush arrangements make for easy-going listening. Stereo version has concert-hall quality.

"ALL STAR CAST"—Various Artists—Paramount ABC 223
Here's a powerhouse package of Paramount/Paramount boasting the talents of such stellar performers as Ray Charles, Paul Anka, Steve Lawrence, and Ferrante & Teicher. Some stand-out tracks here include "Stella By Starlight" by Ray Charles, and Paul Anka's rendition of "Just Young." Although many of the artists here are no longer with the label, their name value should help spark sales.

"FIFTY YEARS OF DANCING"—Hal Mooney—Mercury SR 66720
Hal Mooney has come up with an appealing package of dancing music on this new Mercury LP outing. The orchestra-arranger spans fifty years of American dances starting with the turkey trot and ending with a twist. The Mooney crew turn in top-drawer renditions of "Footloose" (lindy), "Sweet And Gentle" (cha cha cha) and "Tropical Merengue" (merengue). Many terpsichorean delights to be had here.

"SWING LOW, SWEET CHARIOT"—Leontyne Price—RCA Victor LSC 2616
The powerful operatic voice of Leontyne Price is beautifully showcased in this top-quality package of spirituals from Victor. The soprano displays a natural, emotion-packed feeling for these deep-rooted songs which she delvers in a feelingful, moving manner. Included are "Let Us Break Bread Together On Our Knees," "Were You There," "It's Gone The Whole World In His Hands," and "Ride On, King Jesus." The Metropolitan star's host of admirers will want to have this excellent disk.

"COUNTRY GOES TO TOWN"—Claude Gray—Mercury SR 60718
The deep-voiced charmer lends his talents to a collection of pop standards and gives them an enjoyable country flavor. Effective backing by guitar, piano, rhythm section and a good vocal group add a bit of sophistication to the songer's efforts. Gray's delivery is warm and intimate as he surveys "Mona Lisa," "The Twelfth Of Never," and "Why Don't You Believe Me." Country buffs will like this set.

"THE VERY BEST OF STEVE LAWRENCE"—United Artists UAL 3190
The warm, vocal Steve Lawrence is at its very best on this LP outing which boasts some of the charmer's best sellers coupled with a fine selection of oldies. The songer launches the session with his past biggie "Portrait Of My Love" and includes "Begin The Beguine" and "Second Time Around." Cut during his affiliation with UA, disk offers prime material for spinners and Lawrence fans.

"THE VERY BEST OF EYDIE GORME"—United Artists UAL 3189
The power-packed thrust sings her way through a set of evergreen and artistry on this set made during her time with United Artists. Her latest treatment of "Granada" and "You'll Never Know," and slips easily into tender and sensual readings of "I Don't Know Why" and "The Nearness Of You." Disk is one of her best and should appeal to her legion of admirers.

"THE YOUNG ITALIAN SINGING SENSATION"
—Robertino—RCA Victrola KL 1293
Robertino, a young lad from Italy, displays an amazing vocal dexterity and artistry on this set. His premiere outing for Rapp. Possessing an infectious, warm, trilling quality, Robertino turns in professional renditions of "Oh! My Pa-Pa," "La Paloma," and "Torna." If this set is any indication, the songer should have a promising career.

"WE SPEAK THE SAME LANGUAGE"—James Shigeta—Choreo A-7
This collection marks his debut on Choreo with this easy to listen to collection of standards. Shigeta kicks things off with a fine Dick Hazard arranged rendition of "I Saw You Yesterday," which aptly displays his rich, wide-range vocal abilities. The crooner turns in highly listenable versions of "My Ship" and "This Funny World." Impressive showing.

"THE AIRDALE WALK"—Doug Fowkes & The Airdales—Atco 33 145
Although the twist has lost some of its former sales intensity, there is still an almost endless barrage of new twist albums released each month. On this Atco disk Doug Fowkes and the Airdales offer an extremely danceable bag of hard-driving, rollicking tunes. Strong instrumentation, vocal talents and vocals make for many terpsichorean delights as they read "Airdale Walk," "Hey Let's Twist," and "I Can't Sit Down."

"IN THE DUCHIN MANNER"—Peter Duchin—Decale DL 74 7291
The pianist, talented and versatile in his own rite, is not just a carbon copy of his late father, Eddy Duchin. His style is sophisticated with a free-swinging freshness that is appealing. Backed by his own band, the 88'er is exceptionally good on "You're My Everything," "Too Close For Comfort," "No Strings" and nine other old and new stalwarts. Disk is sure to increase Duchin's stature as a performer.
You can still sales at the rack jobber one-stop let to the arrive your sales Check into Cash Box approach a out for you It's the mon and most it to let the know simu that you a big new
"THE McGUIRE SISTERS SING SONGS EVERYBODY KNOWS"—Coral CRL 757445
The McGUIRE SISTERS, one of the most popular groups with their honied harmony on this top-flight package of oldies and newies. The gals' arrangements are mellow, their delivery smooth, and the tunes are melodic delights. Some highly listenable bands are here as "Make Someone Happy," "Little Things Mean A Lot," and "I Really Don't Want To Know." Set could pull coin for the trio.

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The steel guitarist tags this LP after his recent best-selling single and adds to it a bevy of beautiful ballads. Byrd effectively makes a solo instrument of the steel guitar, and his fronting with full orchestra is lush sounding. Top tracks are "Orchids In The Moonlight," "Golden Earrings," and "Harbor Lights." His recent singles success could encourage album sales.

"AMORI D'ALTRI TEMPI"—Emilio Pericoli—Vesuvius LP 4494
Emilio Pericoli, a comparative newcomer to the American scene, is still bagging coin to make his friends with the chart-riding "Al Di La." On this set from Vesuvius the tenor-voiced singer of romantic ballads gives feelingful readings of sixteen love songs of his native Italy. His voice is emotional without being schmalzy, and his delivery straightforward as he essays "Scettocie Blues," "Giolondi D'Oro," and "Capinenra." Pleasant wax.

"HUGO WINTERHALTER GOES . . . CONTINENTAL"—RCA Victor LPM-2482
This latest entry in the "Winterhalter Goes . . ." series finds the orchestra playing a selection of melodic items from Europe. An Attractive string section and lots of brass and tympani add a symphonic quality to such favorites as "A Swedish Epilogue," "Wonderland By Night," and "Mademoli De Paree." First-rate orchestration and lush arrangements make for a good album. Stereo version has concert-hall quality.

"ALL STAR CAST"—Various Artists—ABC-Paramount ABC 129
Here's a package-production from ABC-Paramount boasting the talents of such stellar performers as Ray Charles, Ferrante and Teicher, and Fogerty & Ferrante & Teicher. Some standout tracks here include "Stella By Starlight" by Ray Charles, and Paul Anka's "The Best Thing About Me." Although many of the artists here are no longer with the label, their name value should help spark sales.

"FIFTY YEARS OF DANCING"—Hal Mooney—Mercury SR 60726
Hal Mooney has come up with an appealing package of dancing music on this new Mercury LP outing. The orchestra-arranger spans fifty years of American dance music with the turkey trot and ending with a twist. The Mooney crew turn in top-drawer renditions of "O'Clock Jump" (lindy), "Sweet And Gentle" (cha cha cha), and "Tropical Merengue" (merengue). Many terpsichorean delights to be had here.

"SWING LOW, SWEET CHARITY"—Leontyne Price—RCA Victor LSC-2380
The powerful operatic voice of Leontyne Price is beautifully showcased in this top quality package of spirituals from Victor. The soprano displays a natural, emotion-packed feeling for these deep-rooted songs which she delivers in a feelingful, moving manner. Included are "Let Us Break Bread Together On Our Knees," "Were You There," "He's Got The Whole World In His Hands," and "Ride On, King Jesus." The Metropolitan star's host of admirers will want to have this excellent disk.

"COUNTRY GOES TO TOWN"—Claude Gray—Mercury SR 60718
This delectable chanter lends his talents to a collection of pop standards and gives them an enjoyable country flavor. Effective backing by guitar, piano, rhythm section and a good vocal group add a bit of sophistication to the singer's efforts. Gray's delivery is warm and intimate as he surveys "Mona Lisa," "The Twelfth Of Never," and "Why Don't You Believe Me." Country buffs will like this set.

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The power-packed thruh song her way through a set of evergreen with her usual verve and artistry on this set made during her time with United Artists. Eydie gives full-voiced treatments of "Granade," "You'll Never Know," and slips easily into tender and soulful readings of "I Don't Know Why" and "The Nearness Of You." Disk is one of her best and should appeal to her legion of admirers.

"THE YOUNG ITALIAN SINGING SENSATION"—Robertino—Kapp KL 1293
Robertino, a young lad from Italy, displays an astonishingly pure voice style on this LP outing for Kapp. Possessing an infectious, warm lyrical quality, Robertino turns in professional readings of "Oh! My Pa-Pa," "La Fama," and "Forza." If this set is any indication, the singer should have a promising career.

"THE AIRDALE WALK"—Doug Fowkes & The Airdales—Ato 33 145
Although the twist has lost some of its former sales intensity, there is still an almost endless barrage of new twist albums released each month. On this Ato disk Doug Fowkes and the Airdales offer an extremely danceable bag of hard-driving, rollicking twist items. The group's rousing instrumental talents and vocals make for many terpsichorean delights as they play "Airdale Walk," "Hey Let's Twist," and "I Can't Sit Down."
“THE ROMANTIC SOUNDS OF TOOTS THIELEMANS”—MGM E 4014
Backed up by a full orchestra with swelling violins, soft reeds and piano, Toots Thielemans (a Belgian who began in America with George Shearing) soles expertly on the harmonica in this session of warhorses from some of this country's composing greats. Leading off with "Stairway To The Stars," he includes such goodlies as "Love Walked In" and "A Pretty Girl Is Like A Melody." Excellent programming fare and late hours mood companion.

"DIXIELAND"—Pete Fountain—RCA Camden CAL-72
Dixieland jazz with an authentic New Orleans touch is the keynote of this top-rung LP by Pete Fountain. It's the kind of record which forces with Tony Almerico (trumpeter), Jack Delaney (tromboneist), Roy Zimmerman (pianist) and others to come up with some real low-down Dixie. Easy listening bands are "Darktown Strutters' Ball," "Muskat Ramble," "12th Street Rag," and "Ballin' The Jack." Dixieland buffs and Fountain fans will like this one.

"ORGAN SOUNDS AND PERCUSSION"—Eddie Layton—Mercury PPS 6029
Too often, albums of organ music bow to the more commercial demands of an orchestral LP. From time to time they lose the excitement and color that would make them a buyer's item. This entry by Eddie Layton on a three-disc package is an exception. The organist is masterful at the console and it reverberates with rhythm and melody. "Organ Blues," "Ebbtide," and "March Of The Siamese Children." Could be a sleeper in the sales department.

"EVERYBODY'S DOIN' IT"—The Souvenirs—Reprise R-6027
A dozen contemporary rhythms are given an air- ing by the Souvenirs on this dance package from Reprise. In addition to the popular twist, the waltz, and the mashed potatoes, some new ones included are the raccoon and the mop. A few rackin' tracks are "(Do) The New Continental," "The Bump," and "The Special-Gull." They get some action from the rock 'n' roll enthusiasts.

"SONGS OF PORTUGAL"—Os Bambinos—Re- quest RLP 8046
This unusual offering from Request is devoted to the native melodies and rhythms of Portugal as played by Os Bambinos. The tunes are country and folk-flavored, some of them with pulse-quickening tempos that reflect a Mooreish-like quality. Eddie Layton on organ, "Da Corridinha," "As Senhor Da Serra," and "Rabelo Da Douro," gives an evocative response among folk music admirers.

CLASSICAL PICKS OF THE WEEK

"GREATEST HITS"—Cannonball Adderley— Riverside 9116
The altoistry of Cannonball Adderley has earned many laurels in the past and this new Riverside outing should win additional praise for the talented jazzman. This new Adderley dishes up seven potent items, many of which have created pop attention. The wide appeal of the Adderley also is evidenced in first-rate "soul" arrangements of "This Here," "Work Song" and "Africa Winds," loaded with the potential live.

"MILDRED BAILEY—HER GREATEST PER- FORMANCES"—Columbia CL 32
Mildred Bailey belonged to that select handful of artists known as "Jazz singers." Her rich legacy of her recorded efforts is magnificently displayed on this special three-disc set from Columbia. The tunes cover the 1929-46 period and team the jazz lark up with the ork's of Red Norvo, Benny Good man, Teddy Wilson and Eddie Sauter. A hand some booklet with candid photos and liners by persons who knew Miss Bailey is included in the pack age. A splendid album.

"BIRD SYMBOLS"—Charlie Parker—Charlie Parker PEP 407
The significance of Charlie Parker to the jazz world was never fully grasped during his lifetime. The Parker discography, dedicated to the preservation of the "Bird's" sounds, has done a remarkable job in acquainting the public with the impressive efforts of the great alto saxist. This set includes sides cut when Parker was at the top of his powers and of some accompanied sideman as Miles Davis, Erroll Garner and Max Roach. Some first-rate tracks include "Moose The Mooche," "Cool Blues" and "Bird Of Paradise." A collector's item.

"JAZZ MISSION TO MOSCOW"—Various Artists—Capitol CDP 724
Here's an all-star jazz package featuring such great names as Eddie Condon, Benny Goodman, Jo Jones, parked De Forest, strings of Louis Armstrong's band and a host of lesser figures. The crew, who accompanied Benny Goodman on his recent tour of the Soviet Union, cut this upon their return. It is apparently why the Russians dug the U.S. jazzmen as they turn in first-rate performances of Mission To Moscow" and "Midnight In Moscow" and "Russian Lullaby." Superior listening enjoyment throughout.

"THE JAZZ VERSION OF NO STRINGS"—Coleman Hawkins—Monarch M-720
Jazz versions of Broadway musicals have been quite popular for years. With this direction they can inject additional dimensions to the original tunes. On this Monodiac set Coleman Hawkins has rights to seven selections from Richard Rodger's smash ve nue "No Strings." The distinctive big band style on the tenor sax effectively makes jazz statements of "Look No Further," "Maine" and "Be My Host." Set should score with all the jazz fan's many admirers.

"COUNT BASIE AND THE KANSAS CITY J"—Impulse A 15
Here's an interesting set presenting Count Basie in an off-limits. The Skee Wee Basin has given considerably greater freedom here to make his distinctive, personal statement.Count Basie and crew will effec tively on "Oh, Lady Be Good," "Secrets" and "Shoe Shine." Some of the most inspired s that the pianist has cut in quite a while. Disk should appeal to a hoast of jazzophiles.

"SYMBOLS"—Jascha Heifetz and Symphony Orchestra of New York Philharmonic—Colpix 350
Although over fifteen years old an Jascha Heifetz’s "Symbolic Spring" has not lost its initial charm under the professional baton of Leon ord. The New York Philharmonic Orchestra through the plays of the selection with a firm, traditional approach. The famous "El Salon Mexico" is read with sure assurance by the orchestra that it sure to delight a host of classical fans.

"THE JAZZ VERSION OF THE WEEK"

COPLAND: Appalachian Spring; El Salon Mexico; Leonard Bernstein, conductor; New York Philharmonic—Columbia MS 635
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Jascha Heifets attacks the complex Virustemps concerto with such superior musicianship and tech nique that even the most intricate passages, which make strong in greatest technical mastery, by no means seem to confuse. The violinist evidences a firm control and understanding of the music throughout the piece. The disk also includes an first-rate Heifets-read performance of Bruch's "Scottish Fantasy." A magnificent classical showing.

BEETHOVEN: Symphony No. 5 in C Minor, Op. 67; "Egmont Overture," Berlin Philharmonic Orches tra, Wilhelm Furtwängler—Deutsche Gramm aphon LPM 18 72
Recorded live in 1947, this performance of Beethoven’s Fifth and SymphonyOm "Egmont Overture" was conducted by Wilhelm Furtwängler, the celebrated German maestro. Schooled in the German-classical tradition, interprets the composer's two immortal works with such understanding and firm control that each movement is a distinct achievement. This memorable recording by one of the world’s fine symphony orchestras merits the attention of all classical devotees.
Roger Williams / Mr. Piano

Album includes:
- Stranger on the Shore
- Al-Di-La
- Three Stars Will Shine Tonight (Dr. Kildare Theme)
- Lollipops and Roses
- Theme from Ben Casey
- Misty
- The Lorelei
- Brahms' Hungarian Dance #5
- The Sweetest Sounds
- Intermezzo
- Niagara Theme
- Hatari

KL-1290/KS-3290
Kapp Records, Inc., New York 22, N.Y.
NEW YORK:

Canadian-American topper Bernie Lawrence back in town following a successful trek thru the mid-west with newly-signed thrush Judy Miller. Bernie reports excellent acceptances, on the distrib and deejay levels, to the gal’s bow, “That’s What I Call Heartaches.” With the Sabina affiliate, the big news centers around the Belmonts’ chart-rising “Come On Little Angel.” Latin maestro Tito Rodriguez & his band follow their South American tour, which starts in Caracas, 9/11, with a trip to Japan.

All the excitement up at Gene Markowitz’s promotion office is due to the soaring pop-sales figures on the Embers’ latest, “Both.” (Empress). One of the real hot areas, notes Gene, is Pittsburgh (and Fenway district).

Congrats to Reprise’s Jay Lasker & Harry F. Steiner on the 7/21 birth of a baby boy, Scott. . . . Bob Kornheiser happily notes that he has a pair of instrumental sales-giants in Bent Fabric’s “Alley Cat” (Alto) and Bennie T. & the MG’s “Green Onions” (Stax).

Earl (“The Duke”) Glicken, national sales mgr. for Del-Fi and Don- na’s “For a Crooked Mile” in behalf of Johnny Crawford’s newest single, “You’re Nose Is Gonna Grow” and “A Young Man’s Fancy” LP. Bobby Curtola’s “I Cry And Cry” and Preston Epp’s “Mr. Bongo” top Ten Music of N.Y.C. (Steve Lewis & Tom Falcon) and Jersey Music of Elizabeth, N.J. (Tom De Collins), co-publishers of “Wobble” and “Give Love A Long Doin’,” have cited the chart prospects of the tune—which marks the flamingo bow of the Four Hits & A Miss. . . . Bob Corcoran’s promo-publicity crew is now located at 101 W. 55th St. . . . Ken Coleman, former staffer at Goodman & Toeman’s casting dept., now turned pro singer, has been inked to a mgmt. pact with the Program Service offices and begins a 2-week gig at La Bistro in Atlantic City, starting 9/11.

Glad to see indie promo man Mickey McFall is making the plug rounds once again, following his recent illness. Among his current plugs are the Leoders’ “There Is No Greater Love” and David Rose’s “From My Attic” Theme (both MGM) and Al Casey’s “Jivin’ Around” (on the UA-distributed Stacy label). . . . Sarah Vaughan, who has just completed another package for Roulette, is in a 3-week gig at Hollywood’s Crescendo—followed by a 3-weeker at the Fairmount in Wash. D.C. . . . One of the salutes to Winkler reports that Bill Baker’s “To The Alice” (Al-cove) is busting thru in the New England area—especially in Boston and Hartford. . . . Joan Berg, of Congress and Capriole, and Capitol’s Lois Brooks currently on a tour of Europe—which includes visits to London, Paris, Monte Carlo, Cannes and Nice. . . . Hilda McDaniel’s Rems that Doc Greene has been signed to a Blue Note wax pact and that her initial LP, “My Hour Of Need,” has been set for a release date.

. . . Bonded topper Dave Robnick excited with the reaction to Tommy Sena’s Valmont version of the new teen dance craze, the “Wobble.”

ABC’s Eddie Thomas notes from the road that he is particularly proud of Maxine Brown’s “Kneel At Your Throne” and Lloyd Price’s “Counterteit Friends.” . . . Press agent Joyce Becker, just back from a 3-month trip to Japan, is greatly excited about the chart prospects of Danny Jordan’s UA session, “Runaround Sue’s Getting Married.” . . . We hear that because of their success on a recent “Talent Scout” CBS-TV’er, the Kenlones have had severaliskers after them.

Verve’s Shelleyerman, currently out with “A Personal Appearance,” does just that on the ABC-TV network, Aug. 14. . . . Nettie (The Troubadour) Mayhams (who Wells/Build a Bungalow among others) the co-founder of the “Ain’t It A Twit” along with Brandes’ Terrence J. Brandes, Royalties on the tune, cut by Sammy Marshall, will go to accredited charities in the name of the James Dean Fan Club—of which Brandes is prexy.


Dёjà know that this year marks the 90th anniversary of the birth of tenor Enrico Caruso—an event to be marked by a host of concerts to be held this October, the month of Fidelity Music Show this Oct. (2-4) at the New York Trade Show Build- ing? One of the salutes to Winkle reports that Bill Baker’s “To The Alice” (Al-cove) is busting thru in the New England area—especially so in Boston and Hartford. . . . Joan Berg, of Congress and Capriole, and Capitol’s Lois Brooks currently on a tour of Europe—which includes visits to London, Paris, Monte Carlo, Cannes and Nice. . . . Hilda McDaniel’s Rems that Doc Greene has been signed to a Blue Note wax pact and that her initial LP, “My Hour Of Need,” has been set for a release date.

(Continued on page 160)
The hits keep turning up on...

THE AMERICAN LONDON GROUP

11 Hits In a Row
BILL BLACK'S COMBO
SO WHAT

A Wild Teen Sound That's Catching
DAVE YORK
BEACH PARTY

PKM 6700

Ernie Maresca
DOWN ON THE BEACH
Seville 119

Jimmy Soul
WHEN MATILDA COMES BACK
S.P.Q.R. 3302

The Velvets
LET THE GOOD TIMES ROLL
Monument 464

Curtis and Del
CHERRY BERRY LIPS
BW YOU CAN'T HAVE EVERYTHING
Monument 463

Just Released...3 hits by famous TV Stars

Gene Barry
(Bat Masterson)
MOONLIGHT GAMBLER
Polystar 8648

Burt Farber
(Famous TV Conductor)
WHAT KIND OF FOOL AM I?
Polystar 8652

Cynthia Pepper
(Margie)
A FIRST TIME LOVE
Polystar 8651
Pianist singles Jack—two up couple Damita Summit's Bob Here's Glowing Dorothy mint tionally.
areas recently Split Cover Gonna group. The buffet with its turnover Bar. Open "Show line Milwaukee..."

Gene McDaniel's & Freddie Houston

Birdman by The Highwaymen (UA) and "Venus In Blue Jeans" by Jimmy Clanton on the Vee-Jay distributed Ace label... Here's a Brat: On September 2 WSBC-FM will begin airing a Japanese language radio show... The first of its kind east of the Rockies, featuring recorded folk and classical Japanese music... Garien's Jim Scully is racin' all over town with the new Ruth Brown offering "Mama" on the Phillips label... Dorothy Dunegan bows at the new Brandy Lynch& of the wild 8/1... With cromie man Marlie Waak of Midwest Mercury, the big deck to watch is Damita Jo's "Tennessee Waltz." Jack Kayry is being highly praised for his efforts as "commentator" of the Grant Park Concert series... Ed Yalowitz of Garmsia has a slew of big ones going for him, namely... "I'm The One" by Good Lightfoot (ABC), "Miracle" by Frankie Avalon (Chancellor), "Dance The Loco Moton" by Teddy Randazzo and "There Goes A Girl" by Terry Nolan (Apt)... Jack Benny helped swell Ravitch's fund to build a new stage by performing a benefit concert last weekend.

HOLLYWOOD:
A reception and testimonial dinner was held last week at the Ambassador Hotel, honoring Nat Cole on his twenty-fifth anniversary in show business... Hank Levine by Dolton Records topper, Bob Reisfeld to arrange-conduct single session for The... 

One-derful Records' topper George Leener, enjoying much success with his very fine workshop facilities for studio auditioning of talent and on location recording, advised that the label's current entry "The Flea" was waxed remote from a southsidetwistery and only really catching on with the teens... Julie London is slated for an upcoming date at Mr. Kelly's... Big news from Big Town; Kent Beauchamp, elated over Jerry Butler's chart progress with "Make It Easy On Yourself" (Vee-Jay), is predicting much of the same for movers "The... 

Lovely Jane Darwin, whose latest Ronko outing couples "I'm In A Dream" and "Ready To Go Steady," returns to the Playboy Club for a four weeks engagement... Summit's Jack White happily notes that Peter Paul & Mary, riding high with their current WB package, have a singles seller in just out effort "If I Had A Hammer" (WB); and that Bobby Vinton is making his mark in the album picture with Epic LP "Roses Are Red" tagged after his smash single.. Glowing reports from Potter Dist. on spiritual effort "Hammer And Nails" by The Staple Singers (Riverside) and, in a more pop vein, David Thorne's "If You Should Ever Need Me" (Riverside)... Bob Newhart, doing a bang up job at Mister Kelly's, could add another to his chain of album winners with latest entry "Button Down Mind On TV." In last week's column the artists on the Columbia waxing of "Fire Weeks In A Balloon" should have been the Brothers... 

One of the happiest guys in Chi the past week was Smash's Charlie Pech who's celebratin' the fact that Dickey Lee's "Patches" deck, after breaking so big in Houston, is now topping "battle of sounds" honors on stations all over the country. This could be to the Plack's club time biggie Liberty Dist.'s Harvey Goldstein tops his list of sellers with Martin Denney's "Taste Of Honey," Gene McDaniel's "Point Of No Return" and Vic Dana's "To Love And Be Loved" (Dolton). Incidentally, Harv will be off the scene for a couple of weeks fulfilling his annual Army Reserve stretch.

Cash Box—August 11, 1962
Cash Box—August 11, 1962

and here is...
Lori and Lee, teen-age vocalists from Northern Calif., were signed to an exclusive contract by Columbia Records. One of the sides from the duo’s first (self-penned) single is titled, “Little Things.” . . . The Marathons cut their first two sides for Plaza Records under direction of Dave Axelrod, A & R Topper for the label. Vocal group was recently paced by Harry Weiss, Plaza proxy, to a two-year contract . . . Jack Jones, Cash Box and Grammy-award winner as most promising vocalist of year, making the dj circuit to plug his new Kapp disk, “Poetry.” He’s booked into the Cal-Nova Lodge, Reno, in Aug. . . . Choro Records v.p. Jackie Mills disclosed that label has decided to use top jazz musicans as the instrumentation for the label’s first gospel album, which spotlight singer Gine Baker. . . . Kenny Dino’s latest for Musicor, “What Good Are Dreams,” currently hitting charts in Southern Calif.

Jerry Lanning, son of Roberts Sherwood, signed by Liberty’s Snuffy Garrett to a recording contract. Youngster is currently making his debut in “Desert Song” at Sacramento’s Music Circus. Bobby Vincent’s latest single “Roses Are Red” hit a million, marking the first gold disk for Epic Records. . . . KC Records has acquired rights to Don Gardner Dee Dee Ford’s newest single titled “Glory Love,” which is scheduled for immediate release . . . “Big” Miller, Columbia Records artist, has recorded jazz classic Leonard Feather’s newest tune, “A Whole Lot Of Woman.” . . . John Dara has returned from the East to launch promotion on “Bonnville Stomp,” new instrumental by the Bonnville on Q.M. label.

**HERE AND THERE:**

**PHILADELPHIA—**Fran Murphy, of Ed Barry’s place, informs that the new singles there include Smitty Williams’ “The Cure” (MGM), the Wanderer Three’s “Cry I Do” (Dolton) and Gene McDaniels’ “Point Of No Return” (Liberty). Fran adds that Sm Zeiter’s been breaking it up at the Steel Pier and that David Rose has been getting great reaction; to both sides of his MGM newbie, “Wonderful World Of The Brothers Grimm” and “Black And Tan Fantasy.” . . . Happening with Joe Bazzell, promo mgr. at David Rosen distr, are Esty James’ “Stop The Wedding” (Argo), Dorsey Burnette’s “The Boys Kept Hanning Around” (Reprise), Nancy Sinatra’s “June, July And August” (Reprise), the Pyramids’ “I’m The Playboy” (Cub)

Red Baldwin reports a San Diego break-out on “Alley Cat” by Ben Fabric and says disk seems to be following the pattern of Atco’s big hit “Stranger On The Shore.” . . . Los Angeles composer-conductor Felix Slatkin’s 17 year old son, Leonard, has been awarded a musical scholarship at the University of Indiana . . . Jose Granston, Acama Records proxy has scheduled recording sessions this week for Darla Hood and Zen Fuller. . . . Champion Butler signed to Run-FI Records and set to record an album of Christmas Ballads . . . Lionel Hampton, now appearing at The Flamingo in Las Vegas dedicated his new Glad-Hamp single “Glady’s” to his wife Gladys. They’ve been wed 20 years.

**SEATTLE—**Sandy Siler of C & C Distributors set a lawrence Welk week to welcome the maestro to his one-week stand at the Seattle World’s Fair July 15 through 20th. Sandy and all stations cooperated, spinning Welk albums and extending greetings to the orchestra.

**ST. LOUIS—**Telegrammes from Sid Carson, Joe’s One-Stop, and Harry Brockman, Uptown One-Stop, to the effect that Jerry Reed’s “Goodnight Irene” (Columbia) is busting loose in the area.

**RECORD RAMBLINGS**

**ODO GREENE**

**CHAMP BUTLER**

**NORRIS MAYHAMS**


**SALT LAKE CITY—**The recent lineup at the Lagoon, notes that Robert Freed included the Mills Bros., Peter, Paul & Mary, Bill Haley & His Comets, June Christy, Erroll Garner and Nat "King" Cole.

**NASHVILLE—**Loweuek, vet coin machine op, owner of Buckley’s Discount Records, operator of the record dept. at Harvey’s and top purveyor of the new Buckley label, thrilled with the initial reaction to Jimmy Sweekey’s bow, “She Wears My Ring.”

---

**Thanks To Everyone Who Helped Make “PALISADES PARK” A Hit**

**FREDDIE CANNON**

**New Hot Single**

“What’s Gonna Happen When Summer’s Done”

b/w “BROADWAY”

S 4117

**Current Album**

“FREDDIE CANNON AT PALISADES PARK”

SWAN 507

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A NEW SMASH!

ABIGAIL
The Embers
Empress 107
<table>
<thead>
<tr>
<th>Title</th>
<th>Publisher</th>
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<tbody>
<tr>
<td>A GOOD LOOK AT THE BIG THINGS</td>
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<tr>
<td>BABY WASHINGTON</td>
<td>Crackerjack</td>
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<tr>
<td>&quot;A HANDFUL OF MEMORIES&quot;</td>
<td>Sue 767</td>
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<tr>
<td>BARBARA GEORGE</td>
<td>&quot;SEND FOR ME IF YOU NEED SOME LOVIN'&quot;</td>
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<td>ELMORE MORRIS</td>
<td>Crackerjack 4006</td>
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<tr>
<td>&quot;SEEMED LIKE HEAVEN TO ME&quot;</td>
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<tr>
<td>JIMMY MERRITT</td>
<td>&quot;I'LL FORGET ABOUT YOU&quot;</td>
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<td>Crackerjack 4007</td>
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**6 BIG ALBUMS FOR BIGGER SALES**

- Ike & Tina Turner's *Kings of Rhythm* (LP-5001)
- "Thank You Lord* (LP-1011)
- "The Soul of Ike & Tina Turner* (LP-3001)
- "Stick Shift Twist* (LP-2002)
- "The Duals* (LP-3001)
- "HAVING MORE OR LESS CALL* (LP-3001)

**CASH BOX TOP 100's PUBLISHERS**

<table>
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<th>Title</th>
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<td>A TASTE OF HONEY</td>
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<td>A WOND ERFUL DREAM</td>
<td>(Travis &amp; Writhe—BMI)</td>
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<td>BABY ELEPHANT WALK</td>
<td>(Famous Music Inc.—ASCAP)</td>
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<td>BALLAD OF PALLADIN</td>
<td>(Time—BMI)</td>
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<td>BEACHES</td>
<td>(Jabo—BMI)</td>
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<td>BEN CROZ</td>
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<td>*BIGGEST SIN</td>
<td>(Framon—BMI)</td>
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<td>BIRD IS IN</td>
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<td>BONGO BEACH</td>
<td>(Pray—BMI)</td>
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<td>BOYS NIGHT OUT</td>
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<td>BREAKING UP IS HARD TO DO</td>
<td>(Aldon—BMI)</td>
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<td>BRING IT ON TO ME</td>
<td>(Kapo—BMI)</td>
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<td>CARELESS LOVE</td>
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<td>CINDY'S BIRTHDAY</td>
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<td>COME ON LITTLE ANGEL</td>
<td>(Glenda—ASCAP)</td>
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<td>DANCIN' PARTY</td>
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<td>DEVIL WOMAN</td>
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<td>(Girls, Girls, Girls) MADE FOR LOVE</td>
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<td>GRAVY FOR MY MASHED POTATOES</td>
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<td>*GREEN ONIONS</td>
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<td>HAVE A GOOD TIME</td>
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<td>HAVING A PARTY</td>
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<td>HEART IN HAND</td>
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<td>I CAN'T STOP LOVING YOU</td>
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<td>I DON'T LOVE YOU NO MORE</td>
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<td>&quot;IF I HAD A HAMMER&quot;</td>
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<td>I JUST CAN'T HELP IT</td>
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<td>I KEEP FORGETTIN'</td>
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<td>I NEED YOUR LOVIN'</td>
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<td>&quot;I WILL NEVER DANCE AGAIN&quot;</td>
<td>(Aldon—BMI)</td>
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<td>IT KEPS RIGHT ON A-HURTIN'</td>
<td>(Tangent BMI)</td>
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<td>IT STANDS AHEAD NEVER AGAIN</td>
<td>(Aldon—BMI)</td>
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<td>JIVIN' AROUND</td>
<td>(Ringo—BMI)</td>
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<td>JOHN LOMA CAVALRY</td>
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<td>JOHNNY LOVES ME</td>
<td>(Aldon—BMI)</td>
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<td>JUST LIKE JIM SAID HELLO</td>
<td>(Dali—BMI)</td>
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<td>LET'S DANCE</td>
<td>(Kandis &amp; Sherman—ASCAP)</td>
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<td>LIMBO ROCK</td>
<td>(Wester &amp; Bal—BMI)</td>
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<td>LITTLE LONE</td>
<td>(Rex—BMI)</td>
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<td>LITTLE RED RENTED ROWBOAT</td>
<td>(Rex—BMI)</td>
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<td>Loco-Motion</td>
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<td>*LOLITA YA YA</td>
<td>(Clerget—BMI)</td>
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<td>LOVE ME AS I LOVE YOU</td>
<td>(Meriden—BMI)</td>
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<td>MAKE IT EASY ON YOURSELF</td>
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<tr>
<td>MARY'S LITTLE LAMB</td>
<td>(Alden—BMI)</td>
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* Asterisk indicates first appearance on Top 100
I want to say thanks......

...... to the nation's DJ's for voting me "MOST PROMISING MALE VOCALIST"
...... to Cash Box and best wishes on 20 great years
...... to Kapp Records for making it all possible

Winner of The Grammy Award "Best Solo Vocal Performance (Male)"

Jack Jones

HEAVENLY LOVE
Ratten (Alco 6232)

BLUE TOLD IVOX

"^VhICAGO HAD KEEP 1,

JUKE

I want to say thanks

SILLY BOY
I TOLD THE STARS
Letterman (Capitol 4810)

RHYTHM SING-A-LONG
MICH MILLER PACK (5 Singles)
(Columbia MM 5)

DON'T WORRY 'BOUT ME AND NOW
Vincent Edwards (Decca 37473)

OUR FAVORITE MELODIES
Gary Griss (Diamond 114)

RIGHT STRING, WRONG YO YO
Dr. Feelgood (Epic 7156)

I'M CLIMBIN' (THE WALL)
Adam Wade (Epic 9327)

AT THE EDGE OF TEARS
Tony Orlando (Epic 9319)

OH! WHAT IT SEEMED TO BE
Costals (Era 3083)

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

SO WHAT
Blues for Red Boy
Bill Black's Combo (Hi 2055)

NOTHING NEW/
DANCE WITH MR. DOMINO
Fats Domino (Imperial 5863)

71—TEENAGE IDOL
Rick Nelson (Imperial 5864)

84—YOU BEAT ME TO THE PUNCH
Mary Wells (Motown 1032)

86—SEND ME THE PILLOW YOU DREAM ON
Johnny Tillotson (Cadence 1424)

88—A TASTE OF HONEY
Marvin Gaye (Motown 55670)

99—LET ME BE THE ONE
Eddie Conn (Rhythm 20075)

97—GREEN ONIONS
Boozer T. & MG's (Stax 127)

1962

50—YOU'LL NEVER KNOW
Jenny Lewis (Beltone 55477)

89—THE BIGGEST SIN
Connie Francis (MGM 13087)

94—POINT OF NO RETURN
Gene McDaniels (Liberty 55480)

95—I KEEP FORGETTIN'
Chuck Jackson (Word 126)

96—MR. SONGWRITER
Connie Stevens (Warner Bros. 5389)

101—IF I HAD A HAMMER
Peter, Paul & Mary (Warner Bros. 5996)

100—YOU SHOULD TREAT ME RIGHT
Ben E. & The Teen Turners (Sun 705)

100—LOLITA YA YA
Ventures (Debuton 60)

AIMED AT OPS

HEARTBEAT

SAM PORFIRIO QT.
"My Funny Valentine"
"I Love Paris"
(Heartbeat 12)

ART WALUNAS
"Seven Beers With The Wrong Woman"
"Dutch Boy Polka"
(Heartbeat 16)

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"3 FOR THE MONEY"
(MIDSUMMER SALES PLAN)

Starring

James Darren

LOVE AMONG THE YOUNG
James Darren — Hello Young Lovers; Too Young; You Make Me Feel So Young; Young At Heart.

JAZZ MISSION TO MOSCOW
Various Artists — This should be a big one for the label. The set comes hard on the heels of wide press coverage and record sales. The album is comprised of musicals and record sales. The album showcases the first-class talent, playing arrangements by all artists that are touched with the same thrill of this era. In Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, Moscow, 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An interesting development in broadcasting, which could have significant industry-wide implications came last week from the Twin Cities market. WMIN-St. Paul launched a new concept in radio when they dropped all music programming and began broadcasting nothing but news. The station now has a continuous all-news format from 6:00 AM to midnight. WMIN is the only station in the U.S. with an all-news format. The outlet broadcasts internationally, national and local news along with special on-the-spot reports from wherever the news is made.

Lin Renfrew recently interviewed surprised Gene McDaniels for an Armed Forces radio show which was aired last week. The two have been good friends since 1957 when McDaniels worked as a jazz club vocalist. John F. Box, Jr., manager of WIL-St. Louis, announced last week that companion station WIL-FM took to the airwaves. The new facility operates with 35,000 watts of radiated power. The station is the only St. Louis FM outlet to broadcast 24 hours a day, seven days a week.

Listeners to WHH-Norfolk have a chance to win a "tropical paradise" in fact, their choice of "paradises." New audience contests will award winners a choice between two developed building lots near Florida's Gulf Coast, or a larger Ranchoette investment tract near Daytona Beach. Winner will be the listener first identifying the location of mythical golden key that opens the door to "the tropical paradise." Clues to its location are broadcast hourly on the station. The contest is preceded with teaser spots billboard ing the WHH "tropical paradise," identifying it with a permanent summer of fun for station listeners.

Congrats are in order to WXYZ-Detroit's Fred Wolf who recently marked his twelfth year as the station's wake-up personality. A special anniversary program was aired in which the spinner spotlighted all the music he featured during his first year with WXYZ.

WWD-Cleveland's current good will promotional campaign, known as "wonderful things happen to people who listen to WWD-C," has taken a romantic twist. Last week the station played cupid by offering to pay for all marriage license fees issued throughout the greater Washington area. Only requirement was for applicants to send station a receipt, or a copy of license, and some other proof of performance.

Irv Liechtenstein, WWDC veeep, tried to have the court clerks bill the station direct, but the clerks said it can't be gotten in for a "court fee and billing" system. WWD汉堡 turned down one listener who wanted to know if station would help pay for his divorce.

WGL-New York deejay Joe Columbo is planning a summer spectacular record hop on August 17th starring Errol Hook, Linda Chanter and other international talent search to be conducted by KYW-Cleveland personality Jim Stagg will be judged by Meredith Willson, creator of "The Music Man," the upcoming musical. The winning quartet will win a special audition for Warner Bros. Records. The talent search is being conducted by the station in cooperation with Warner Bros. Records. A separate promotional effort for Stagg and the soon-to-be-released film, "The Music Man." The contest is based on the updating of the involvement of the barbershop quartet in the story. All vocal quartets composed entirely of teens (13 through 19 years of age) are eligible to participate. Each will prepare a modern presentation of a selection of their choosing from the score of the film. Entrants will be narrowed down to five for final judging by Willson.

Vet cletter Jimmy McHugh recently guested on Paul Compton's KJH Hollywood one-hour interview standa plaguing his tunes and telling of his career. The spinner also spotlighted recordings penned by McHugh.

John Bennett, WNNJ-Newtown, New Jersey, is again publicizing the station's "nutty nine" baseball team that plays the Hamilton Police Department team in a benefit game at Ford's Park. More than 7,400 people attended the game to see the WNNJ team, made up of air personalities and staff members, defeat the "law" by a score of 13-11.

Nat "King" Cole and his musical revue is coming to Salt Lake and Lagoon the first week in August. So, the wheels of promotion at KALL-Salt Lake City went to work and came up with a Nat "King" Cole day. On July 28th nothing but Cole records were played all day. The artist's LP's were given away every hour as were special signed serigraphy. The Lagoon concert, KALL advertised the occasion in newspapers and TV spots.

VITAL STATISTICS:

Mark Olds, formerly program manager of WNWE-New York, has been named general manager of WINS-New York. . . . Bob Breen is now spinning 'em on WINS. Another new member of the WINS staff is Anthony Stagg, formerly host of WNTA-TV-Newark's "Record Wagon." . . . William Paine exits the news department of WCCR-Miami to take the same position in Philadelphia in a similar spot. . . . Bill Clark given the green light as program director of WGBK-Charleston, W. Va. Clark previously held the position of promotion director at WTMF-Hartford. . . . Hal Raymond exits his spot as KAYO-Seattle program director to take over the program director duties at KBOX-Dallas.
| 1 | HULLY GULLY BABY | Donnells ( Parkway 445) |
| 2 | I LOVE THE WAY YOU ARE | Bobby Vinton (Diamond 121) |
| 3 | POOR LITTLE PUPPET | Cesty Carroll (Warner Bros. 5384) |
| 4 | SO WHAT | Bill Black's Combo (Hi 2055) |
| 5 | SILLY BOY | Lettermen (Capitol 4810) |
| 6 | THERE IS NO GREATER LOVE | Wanderers ( MGM 13082) |
| 7 | HE HIT ME | Crystals (Philles 105) |
| 8 | HOUDINI | Walter Brennan (Liberty 55477) |
| 9 | I WANNA BE LOVED/AM I BLUE | Dinah Washington (Mercury 72015) |
| 10 | DOWN AT THE BEACH/MARY JANE | Emilie Marchese (Seville 118) |
| 11 | BEACH PARTY | King Curtis (Capitol 4788) |
| 12 | EVERY NIGHT (WITHOUT YOU) | Paul Anka (RCA 8068) |
| 13 | COME ON BABY | Bruce Channel (Smash 1769) |
| 14 | THEME FROM HATARU | Henry Mancini ( RCA Victor 8037) |
| 15 | A MIRACLE/DON'T LET ME STAND IN YOUR WAY | Frankie Avalon (Chancellor 1115) |
| 16 | FORGIVE ME | Della Lena (Kapp 477) |
| 17 | OH WHAT IT SEEMED TO BE | Castells (Era 3081) |
| 18 | SWEET GEORGIA BROWN | Carroll Bros., Canno 221 |
| 19 | I LEFT MY HEART IN SAN FRANCISCO | Tony Bennett (Columbia 42322) |
| 20 | LOOKING FOR A LOVE | Volumes (Sat 132) |
| 21 | HANDFUL OF MEMORIES | Baby Washington (Sun 976) |
| 22 | SWEET AND LOVELY | April Stevens & Nina Tempo (Atco 624) |
| 23 | I'M TOSSSIN' AND TURNIN' AGAIN | Bobby Lewis (Biltmore 2023) |
| 24 | THIS IS IT | Joy & The Americans (United Artists 479) |
| 25 | SHOUT AND SHIMMY | James Brown (Kay 5657) |
| 26 | VENUS IN BLUE JEANS | Jimmy Clanton (Ace 8081) |
| 27 | THE BOYS KEPT HANGIN' AROUND | Darvey Burnett (Reprise 20,093) |
| 28 | TENNESSEE WALTZ | Demita Jo (Mercury 7349) |
| 29 | DON'T BREAK THE HEART THAT LOVES YOU | Benjie Leighton (Culpix 645) |
| 30 | PATCHES | Dickey Lee (Smash 1758) |
| 31 | SALLY WAS A GOOD OLD GIRL | Hank Cochran (Liberty 55461) |
| 32 | THREE FOOLS/ PATTI PAES | Mercury 72013) |
| 33 | YOU'LL NEVER KNOW | Jerry Wallace (Challenge 9132) |
| 34 | POETRY | Jack Jones (Kapp 477) |
| 35 | SOFT WALKIN' | Freddie Houston (Toto 101) |
| 36 | WHAT KIND OF LOVE IS THIS | Jojo Du & Stelliters (Roulette 4456) |
| 37 | I'M CLIMBIN' (THE WALL) | Adam Wade (Epic 9321) |
| 38 | NO ONE WILL EVER KNOW | Jimmie Rodgers (Dot 16278) |
| 39 | THE CURE | Smitty Williams (MGM 13083) |
| 40 | SUMMER TIME GUY | Eddie Rabbio (Smash 4712) |
| 41 | I'LL COME RUNNIN' BACK TO YOU | Roy Hamilton (Epic 9520) |
| 42 | COME BACK INTO MY HEART | Volumes (Chex 1005) |
| 43 | TIL THERE WAS YOU | Val Jean (Carlton 576) |
| 44 | YOUR HEART BELONGS TO ME | Supremes (Motown 1027) |
| 45 | SOFTLY AS I LEAVE YOU | Matt Monro (Liberty 53449) |
| 46 | AT THE EDGE OF TEARS | Tony Orlando (Epic 9519) |
| 47 | I'VE GOT MY EYES ON YOU | Rick Nelson (Imperial 5864) |
| 48 | BROKEN HEART | Fentons (Old Town 7122) |
| 49 | WELCOME STRANGER | Wade Freeman (VeeJay 472) |
| 50 | TO LOVE AND BE LOVED | Vic Dana (Dalton 58) |

**LONG AS THE ROSE IS RED 5-9529**

**the answer to ROSES ARE RED FLORRANA DARLIN**

**CHILLS 5-9519**

**TONY ORLANDO**

**I'M CLIMBIN' (THE WALL) 5-9521**

**ADAM WADE**

**LOVE ME AS I LOVE YOU 5-9522**

**GEORGE MAHARIS**
New Singles Push At Columbia Leads To Staff Realignment

NEW YORK—There has been a major realignment of the singles merchandising and promotion set-up at Columbia Records, according to Mort Hoffman, national sales manager.

Hoffman said that the organizational changes were part of a major program to establish the "same sales leadership in the singles market which Columbia has achieved and maintained in the LP market."

The realignment includes the assignment of additional responsibilities to W. Robert Thompson, national product manager of pop promotion of Thomas Catalano to the newly established post of singles merchandising manager, and the promotion of David Roener to succeed Catalano as singles product manager.

Thompson will continue to report to Hoffman, with the additional duties of liaison with national TV and radio stations. Donald Curry, manager of radio station services, has been reassigned to report to Thompson.

As merchandising manager, Catalano will have responsibility for the merchandising of Columbia's singles product as well as for the development and coordination of singles trade advertising. He will continue with Thompson in co-ordinating the exposure of the label's large roster of major artists through all forms of TV and radio.

Roener joined Columbia last April after several years of promotion stints with other disc companies. As merchandising manager, he will prepare merchandising communications to the field sales organization.

He will report to Catalano and assist him in the development of special advertising campaigns. Roener joined Columbia last April under the label's management services trainee program. Previously, he had been associated with WNTA radio.

Richmond Offers Its "Sound" LP's

NEW YORK—Richmond Records, the budget line division of London Records, has just marketed a regular-priced series of "perusasive" albums.

Made and processed in England, the line bows with 12 LP's. They are: "Standards With A Latin Beat" by Migninella; Ralph Kennedy's "A Big Band Goes Broadway"; Fred Hartley with "The Twin Pianos Of Fred Hartley"; "Swing Low Swing Easy" by Tony Cumbler; Roger Eriksen in "Disney Meets The Wizard"; Raines and Lawer's "Two Pianos Play Strauss"; "Ballin' The Jack" by Allen Smirke; "Benny and the Agate Scotch" in Frank Loesser's "For The Young At Heart"; "Softly For Lovers" by Fela Somade; Mark White's "6 Guitars 5 Fingers"; and "Band Concert" by Roland Shaw.

Atlantic Pets TV's "Beaver"

NEW YORK—Jerry Matthers, star of TV's "Leave It To Beaver," has been linked to a long-term disc pact by Atlantic Records for the next 13-year-old performer, "Wind-Up Toy" and "Don't Cha Cry," was issued last week by the label. Mathers has been equivalence of "Keely Smith" since the show went on the air six years ago.

Mercury & Its Label's Brings Distributors To Chicago Meet

CHICAGO—Mercury Records will host the distributors of its three labels—Mercury, Philips and Smash—at the firm's first national corporate meeting to be held here Aug. 30 and 31.

"Platform For Progress" will be the basic theme of the two-day meeting, which will be held at the new Sahara Inn in suburban Schiller Park, prexy Irving Green pointed out.

Ambassador To Issue 75 LP's In Fall

NEW YORK—Ambassador Records (formerly Synthetic Plastics Corp.) plans to release 75 albums this fall from among its various lines.

The Peter Pan label is introducing a series of "deluxe" packaged 12" LP's presenting such TV kids' favorites as Sonny Fox, Captain Kangaroo, "The Magic Land of Allakazam, Deputy Dawg, Mighty Mouse, Popeye and others. Mrs. Selma Broady, A&R director of Peter Pan, will appear on 20 TV programs to promote the new line as well as the 7" disks available in either 78 or 45 rpm.

The Guest Star label will include dates by such top performers as Julie London, Sarah Vaughan, Steve Lawrence, The Platters, Joshua Johnson and Billy Eckstine, while the Magic Palm label plan a heavy release.

The new Christmas label includes nine albums on the Diplomat label, and 12 Peter Pan 7" disks.

S. Gordon Stronger, v.p. in charge of dealer sales, has just returned from a three states sales trip during which time he increased the firm's road sales force to 12 men.

A national sales meet was set in New York on Nov. 4 at the Ambassador Hotel.

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NEW YORK—The first formal gathering of one-stop operators to form what will be tagged the One Stop Or- ganization will be held at the Palmer House on Aug. 30, 31 and Sept. 1.

For the past several months, the drive to organize one-stop operators, by Irving Perlman, publisher of the Co. of Philadelphia, has been con- tinued through the mails. The Chicago meet will bring face-to-face 35 one-stop operators.

Highlighting the gathering will be the election of officers. Each day will see panel discussions, designed to lay the groundwork for the association's goals and other organizational matters.

The first meeting will be held Thurs. (29), from 2 to 6 PM; the Fri. (31) meeting will be conducted at the same time, while the Sat. (30) meet is set for 9 AM to 12 noon.

**DG Sets 13 LPs’ For Aug. Release**

NEW YORK—The Aug. release from the Reprise Records division, by the classical division of MGM Records, consists of six new yellow label items and seven “Archive Pro- ductions.” This is the first “Archive” release since MGM assumed the distributorship of Deutsche Grammophon product in April.

The “led” item on the release is the first classic onto stereo in recording of Verdi’s “Don Carlos.” The recording was made in cooperation with La Scala, Milan. The cast is headed by Agnello, Stolz, Benarossi, Flaviano Labo and Attore Bastiani, all of whom have had long associa-
tions with the roles they portray in this recording. Gabriele Santini con-
ducts.

Shortly before the Berlin Wall went up Von Karajan and The Berlin Philharmonic moved into Christ Church in Dahlem, West Berlin to record an emotionally taut performance of the “Mozart Requiem.” The recording, a re-recording of “Beethoven’s Fifth Sym- phony” conducted by Ferenc Fricsay which is available this month, Fricsay is again accompanied by the famous Konrad Schnieder-
han, James Starker, and the Berlin Radio Symphony perform the “Brahms Double Concerto”; Another LP is “Oratorio Arias” sung by Mario del Monaco, and accompanied by the Munich Bach Orchestra, Karl Richter conducting. Last LP is three “Beethoven Piano Sonatas” performed by Arturo Benedetti Michelangeli.

Of the seven records on the August “Archive Production” release, three consist of music of J. S. Bach; one is by Debussy; one is by Brahms; one and J. G. Goldberg; and the last a collection of French music from the 17th and 18th centuries. This is the first record by J. G. Goldberg who was immortalized by Bach when he dedicated his great variations to him, (e.g. The Goldberg Variants).

**One-Stop Execs Set Chicago Meet For Association Plans**

**Reprise Sets 6 LP’s For Aug. Release**

NEW YORK—Reprise Records has scheduled the release of 16 albums this month. Productions will include Frank Sinatra’s “Sinatra & Swingin’ Brass,” Flanagan’s “Big Band & Swing,” “The Sammy Davis Jr., Jr. All-Star Spectacular,” organist Dick Leibert’s “The Great Jazz Organ fantasies,” Travis Ed- monson’s “Travis On His Own,” and Ed Mathews’ “Laurie’s Gen. Mgr.”

NEW YORK—Ed Mathews has been appointed general manager of Laurie Records, the label announced last week.

Mathews, recently national promotion and A&R director of United Artists Records and its affiliate, Musicor, has been directed to strengthen and change Laurie’s dis-
tribution where necessary and to in-
stitute new promotion and program-
ing methods.

Before joining UA, Mathews was associated with Pickwick Records and distri-
butors in Chicago and Mercury Records as artist relations manager and copywriter for Wing Records, Mercury’s low-priced Libra label.

Included in the Laurie operation are the Rust and LeGrande labels. In 1962, the label issued “I Remember Mama,” number 16 on this week’s Top 100.

**Reprise Films Major Sales Posts**

HOLLYWOOD—Reprise Records has made two exec sales appointments this week: John Richard Salvador, formerly with David Rosen, Inc., the philanthro-
pist, has been appointed the label’s national promotion manager, and Chris Saner has been promoted from assistant to eastern divisional sales manager of Reprise Records. Salvador will handle merchandisers. Both will headquarter in New York.

**Chi Fair To Tackle Problems Of Instrument Retailers; Talent Inked To Appear**

CHICAGO—Musical instrument re-
tailers are being invited to meet other segments of the music industry in a series of Business Conference Programs geared to their special interests during the World’s Fair of Music & Sound at McCormick Place, Aug 31-Septem-
ber 9th.

Morning conferences will be on a series of topics of interest to all re-
tailers will be held on Wednesday, Thursday and Friday, from 9:30 AM to 12 noon. These meet-
ings, to be held concurrently, will con-
stitute presentations by industry ex-
erts and discussion groups on sub-
jects of the day. This will be a series of specific and practical suggestions on how to attract new business, increase sales and maintain sales methods.

The schedule of exclusive trade sessions at the fair will be comple-
mented by showing of the most diver-
sified array of equipment and mer-
chandise by leading national manufac-
turers ever assembled at one in-
tersection.

Eddie Fisher, Rosemary Clooney and Peter Nero are among the stars in the Arie Crown Theater music spectacles it was announced last week, will be featured for the dur-
der of director of entertainment.

**Georgia Gibbs To Epic**

NEW YORK—Songstress Georgia Gibbs has inked a term deal with Epic Records. "It was learned last week the vet performer will soon cut her first side for the label in Nashville, will move into producing the selected}

Ethel Merman’s “Merman — Her Greatest,” “The Hi-Lo's Happen To Be On The Left” and The IGe Group’s “Almost Authentic Folk Songs.”

The albums are; Neal Hefti’s “Jazz Pops,” Billy Byrd’s “Lonesome Country Songs—Play it by Billy Byrd,” Ken, Mr. The Darkest Things with the High Hopes Girls, Jo Stafford’s “Mello’s orchestra & chorus” “Hawaii — Land Of Enchantment,” Seastones “B Movie Westerns,” Walter Sokol and his orchestra’s “Po- licewoman Partie, Barbara Bax, "Bossa Nova" and a Shorty Rogers album.

**“Stop The World…” Kicks-Off New Show Season For Disks**

NEW YORK—A hit London revue, “Send Me No Novels I Want To Get Off,” set for a bow on Broadway this fall, has initiated a big way disk cover- age of scores from the new crop of shows for the fall season.

First off, London Records—which has the original cast-LP has re-
 leased seven singles from its shows’ songs—co-authored by the pro-
tuction's composer, Anthony Newley—so far. They include four singles carrying the London tag itself, and three from the London has been “William Tell,” “The Man From New York” and “All About Eve.”

Newbury wavers “What Kind Of Fool Am I” and “Gonna Build A Mountain” while Georgia Brown, star of another London hit, “Or- igin to London, also being introduced this year to Ameri-
can audiences with the thru- wheel repeating her role, sings “Gonna Build A Mountain” in vocal versions from London. London also has two instrumen-
tal singles of “Stop The World…” melodies. They are Mantovani’s “Hollywood,” Joe Loss’ “Someone Nice Likes You” and pl-
 anist-maestro Ronnie Aldrich’s “Once In A Lifetime” and “What Kind Of Fool Am I.”

Two Related releases are: pianist Bert Farber’s “Once In A Lifetime” and “What Kind Of Fool Am I” and The Cordials’ vocal of “Once In A Lifetime” and “What Kind Of Fool Am I.”

Other labels that have released “Stop The World…” material in-
clude Mercury with Bill Eckstein's reading of “What Kind Of Fool Am I,” Reprise with Sammy Davis Jr. 's wharble of the same tune, also done by Robert Goulet on Columbia, and Julee with Billy Daniels’ vocal on “Gonna Build A Mountain.”

**5 Philips Albums Get Special Aug. Discount**

NEW YORK—Philips Records is of-
fering a 10% discount on five of its top-selling LP’s in a special Aug-
program tagged “Take 5.” Included are; The Righteous Brothers’ “The Cotton Pickers,” “Along Comes Ruth,” Ruth Brown, “Stowaway In The Sky,” soundtrack from the King Kong film, “Mousey & German Children’s Songs” and “Sing Low, Sweet Clarinet,” Woody Herman.

According to Lou Simon, sales manager, a re-emphasis is being made on merchandising of the albums through the use of additional point-of-purchase materials, ads and pub-
licity.
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### THANKS FOR THESE WORLD WIDE HITS

**AHAB THE ARAB**

**SHEILA**

**WALK ON BY**

**MILE AND A QUARTER**

**1,837 SECONDS OF HUMOR**

**YOUNG LOVE**

**BE BOP A LULA**

**THAT'S ALL YOU Gotta DO**

**BILL LOWERY MUSIC, INC.**

P.O. BOX 9687, Atlanta 19, Georgia
PITTSBURGH—KDKA spinner Clark Race recently played host to a bevy of top wax stars when he broadcast his regular afternoon stanza from the swimming pool of a local amusement park. The deejay is shown above with Epic's Bobby Vinton (left), who is currently hitting with "Roses Are Red," during the broadcast. Eddie Rambeau, Freddy Cannon, Jan & Dean, the Dovells and Bobby Curtola also participated in the event.
Frank I. Hill

Waiting Home

SEVEN

RCA

YOU

English

ish

"Hillousville, plans, manufacturer, 710056 Menuhin stein, E. PRi's Power Publishing the the Concerto Medeival IS)

—

Gluck-Moltl: Favorites

—

Shubert Piano Quartet

—

Kapp

HALL AND RANG SONGS, INC. BRACKENRIDGE ST.

August Album Releases

Mercury

"Wagner: Overture to "Die Meistersinger von Nürnberg"—London Symphony Orchestra. Antal Dorati conducting—M 50858/89 09387/3.4


MCA

"Swing Low, Sweet Charriot"—Leonty Price. LM 19620 (M). "Messiah, " —

MCA

"Symphonic Fantasies"—Boston Symphony. Charles Munch conducting—M 50288/89 09304/9-3

"Great Tems Sing Neapolitan Songs Courtoise —

RCA

"Wagner: Overture to "Die Meistersinger von Nürnberg"—London Symphony Orchestra. Antal Dorati conducting—M 50858/89 09387/3.4


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MCA

"Symphonic Fantasies"—Boston Symphony. Charles Munch conducting—M 50288/89 09304/9-3

"Great Tems Sing Neapolitan Songs Courtoise —
Roping Some Hits

Exhibitors Prep For N.Y. Stereophon Show

NEW YORK—Raymond V. Pepe, president of the Institute Of High Fidelity Manufacturers, has announced that negotiations are underway to have the world's first "stereophon" take place at the 7th annual New York High Fidelity Music Show, Oct. 4-6.

Plans for the show include an FM Stereo radio station broadcasting directly from the N.Y. Trade Show Building, for 72 consecutive hours. A guest celebrity will host the "stereophon," which will highlight the show's observance of "FM Stereo Week." and the first anniversary of FM Stereo Broadcasting in the United States.

Also set for the show is its first "Ladies Day," with numerous special events for the ladies to be held in the second floor auditorium on Thurs., Oct. 4. They will include demonstrations by noted home decorators showing how hi-fi components can be used in furnishing typical rooms; a new line of "High Fidelity Fashions For Women" and clinics on how to assemble hifi components.

The manufacturers will display several million dollars worth of new hi-fi components.

Exhibitors have been reserved displaying space at a record rate, and latest figures indicate that manufacturers have reserved more than 25 percent more space than was needed last year.

The Institute predicts record attendance, with more than 30,000 persons for the October show. The theme of the show will be "A New Dimension In Sound—FM Stereo."

London Group Names Cerami To Post As Midwest Sales Head

CHICAGO—Sam Cerami, the veteran Chicago disk exec, has taken over as regional sales manager in the Midwest for the London Group, which recently announced last week by Wait Maguire, national promotion manager. Cerami will cover the greater Chicago area, Milwaukee and Minneapolis.

Cerami was previously regional salesman for Potter Record Distributing, Chicago, and before that he was regional manager for Top Rank Records. He also worked for Decca, Coral and Mercury. He will head quarters in Chicago.

"Marvelous World Of Music" Set For Seattle Fair

HOLLYWOOD—Jane Powell, Vic Da mone, and Stan Kenton have been signed by James Fitzgerald, executive vice president of C.A.P. Enterprises, to star in "The Marvelous World Of Music," which begins a week's engagement at the Seattle World's Fair Opera House Sept. 11. The finale of the show will include the appearance of composer Jimmy McHugh.

After the Fair, the show will do a series of one-nighters on the coast, and will wind up at the Hollywood Bowl on Sept. 21.

Leslie In Newark Moves To Bigger Site

NEW YORK—The Leslie One-Stop operation in Newark, N.J. has moved to new and larger quarters at 129 Clinton St. The branch, already serving more customers than its original location, has a new manager, Mr. Pat Cawley. Parking facilities are one of the features of the new address. The firm is consequently changed to the Runyon Sales Corp., which is vacating the building for new offices at the end of the year.

Bennett LP Gets San Francisco Promo

PHILADELPHIA—John T. Edgerton, buyer-service manager for Pic-A-Tune, Inc., of Oakland, California, came up with a novel sales promotion idea for the new Tony Bennett LP, "I Left My Heart In San Francisco." The retail outlets in which the promotion was featured were the tourist spots in San Francisco, action locations during the peak summer tourist season. The tourist attractions which were utilized included the San Francisco International Airport, Fisherm men's Wharf, and Cliff House. Displays in these locations prominently featured a provocative sign reading, "Send an album to an unprivileged friend who lives elsewhere."

ABC-Par's Garr In N.Y.

NEW YORK—Irwin Garr, a 35-year-old West coast operations head for ABC-Paramount Records, arrived in New York last week for business conferences that followed an extended tour of the label's coast distributors. Garr spends more than 50 percent of his time traveling throughout the west coordinating activities of the label's 10 western distributors. Garr, who'll be in New York for about 10 days, says that ABC-Par's coast offices are always interested in hearing masters. Label is releasing two masters from the coast, "Tribute," by The Delanceys and "Page 77" by Rick and Johnny.

Krasnow Exits Del-Fi

HOLLYWOOD—Bob Krasnow has resigned as national promotion director of Del-Fi Records, Cash Box learned last week. It's understood that Krasnow served in a similar capacity with another label—not named—around Sept. 1.
NEW YORK—The winner of London Records’ nationwide Mantovani Contest is a supermarket clerk from Milford, N. J. The prize, a trip to England, went to Angelo Ruggiero.

His entry choosing the songs and title for Mantovani’s next LP was selected from thousands of entries. The title of Ruggiero’s LP is “Rhapsody Rendezvous” and includes “Siboney,” “Granada,” “Amapola” and nine other popular Latin American melodies.

Contest entries were screened by London’s A&R staff with the final choice made by Mantovani.

The Mantovani contest was featured in a broad national advertising campaign, trade advertising and at point of sale. The only way a person could enter the contest to recommend Mantovani’s next LP was to buy his current release, “American Waltzes,” and use the official entry blank enclosed in the LP. The contest ended June 30.

Every contestant who submitted a qualified entry to the Mantovani Contest received a special six selection Mantovani LP including some of the performer’s most requested items. Ruggiero and his wife will depart for England via BOAC 15. They will be greeted upon their arrival in London by Maestro Mantovani. Subsequently they will attend the actual recording session of Ruggiero’s LP.

The webpage will be hosted by Mr. Joe Bott and his wife, Mr. Bott is a London Records’ national advertising manager. Their itinerary includes shows, night clubs and tours. Mr. Ruggiero is an avid Mantovani fan owning 32 LP’s by the famous British conductor. Until now his favorite LP has been Hallia Miss.

The contest winner has attended every local Mantovani concert and has his autographed photograph.

**Circa Names Execs**

HOLLYWOOD—Circa, the national distributor setup, has named Hollis Hall as administrative assistant to prez Max Elliot. In another appointment, Les Champion is now credit manager of the firm. Circa has added two new labels to its representation roster. They are Amco, debuting with Terry Clark singing “You Better Change Your Ways” and “I’m Going Travel”; and Soothe Records, bowing with Ronnie Thompson’s reading of “If By Chance.”

**Bond Salesman**

NEW YORK—Johnny Mathis, who helped sell millions of dollars of government bonds in the past year, recently accepted a certificate “for service to the nation” from U. S. Treasury Department official Phillip Littman and his assistant, Dona Pellicci, at the St. Moritz Hotel here. The chanter is currently putting his handsome tenor head on recently-relaunched Columbia’s coupling of “I’ll Never Be Lonely Again” and “That’s The Way It Is.”

**Apollo Benefit For “Freedom Fund”**

NEW YORK—A star talent lineup has been set for a benefit concert here Sat. (11) at the Apollo Theatre to raise funds for the Southern Student Freedom Fund. Appearing will be Tony Bennett, Sonny Bollins, The Caravans, Thee-Adyous, Alfa, Brian, George, Brent, Bill, Henderson, Lloyd Price, Momus’: Maltese, Billy Taylor and Lambert, Hendricks & Baran.

Set up by the U. S. National Student Association, SSSF seeks to aid those students in the south who have been expelled from school because of their leadership and/or participation in civil rights activities. Funds are also being used for bail and jail fines for sit-in students and freedom riders and will also be applied to voter registration projects in the south. Producing the benefit is C. B. At-kins, head of Progressive Talents management office, this city.

**New ASCAP Pubbery In Tannen Set-Up**

NEW YORK—Natan Music, an ASCAP pubbery, has been formed here by Paul Tannen.

New firm is the only ASCAP firm in the Tannen set-up, which also includes Tannen Music, Ridge Music and Tamazi Music, all BMI firms. According to Tannen, Natan’s catalog will be varied, covering pop, country and show business.

Additionally, Tannen said that he was on the lookout for writers who were clear through either BMI or ASCAP. Paul Tannen took over the operation of Tannen Music—which has one of the top country catalogs—after his father, yet music man Nate Tannen, died in March, 1962.

Tamazi Music, formed last Jan., is currently hot with Johnny Tillotson’s smash on Cadence, “It Keeps Right On A-Hurtin’.” All Tannen firms are located at 146 W. 54th St.
Pye Ups Benjamin To Director

LONDON—Louis Benjamin has been promoted to director of England’s Pye Records and its subsidiary companies. It was announced last week.

In this week’s edition of the England column devoted to Top Twenty Congratulations—printed before word of Benjamin’s new post—Benjamin’s old post is stated.

Connie’s A Cleaver

NEW YORK—A new song, “Italian Lullaby,” from the MGM flick “Follow The Boys,” was written by Connie Francis, the star of the film. Although it was composed for the film, director Richard Thorpe heard Connie singing it to herself and liked it so much that it was written into the picture.

Kapp Names Ganim As Midwest Promo Rep

NEW YORK—Phil Skaff, sales chief for Kapp Records, announced last week the appointment of Dennis Ganim as midwest promo rep for the diskery.

For the past two years Ganim, 22, was associated with M. S. Distributing Co. of Ohio.

HEADED FOR THE TOP!!!

“HELLO HEARTACHES”
LINDSEY BROS.
Nasco 6032
A SWINGIN’ INSTRUMENTAL!!!

“A SAKE”
LIONEL TORRENCE
Excello 2218

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

NEW YORK—Victor Arden, a top orchestra leader and pianist in many entertainment media, including disks, during the 20’s, 30’s and 40’s, died here last week (31) at the age of 69. Arden, whose real name was Lewis J. Pullik, cut for such labels as Victor, Brunswick, Vocalion and Okeh.

With Phil Ohman, he formed a duo-piano act that performed in some of the most successful musicals of the 30’s, including many by the Gershwin Bros., and was featured in the Roxy Theatre broadcasts.

He also conducted many radio shows, made movie shorts in the 30’s and 40’s and wrote arrangements for hundreds of orchestra-piano roles.

A wife and two sons survive.

Kapp “Reflects” Sunshine

NEW YORK—The newly formed merchandising division of Kapp Records has come up with a sales promotion idea which features a novelty LP bag and sun reflector. The bag, designed to hold six LP’s, can be used as a sun reflector when opened.

“The reflector” is being shipped in quantity free to all Kapp distributors.

Why Pay More For Records?

60¢ is our price for all 45 rpm singles—free title strips for all records—including country-western and rhythm & blues.

Why not cut your expenses? Order everything from us! Receive all your records in one shipment.

L & F
1277 Spring Street, N. W. Phone: 875-5656 Atlanta, Ga. All albums, all labels at distributor prices ($2.47, $3.09, etc.)

Delayed Inking Session

NASHVILLE—The Wilburn Brothers, who are currently pulling plenty of coin with their dual-market Decca click of “Trouble’s Back In Town,” recently signed an exclusive booking contract with the Wil-Helm Agency, this city. Inking new artists is not an unusual thing for the growing Music City talent stable but this particular case made it a little bit different. The Wilburns and Don Helms formed the agency primarily to sign their own booking but never got around to signing a contract themselves. With the success of “Trouble” everybody decided that it was about time to get the boys’ names on the dotted line. Shown above (left to right) at the ceremonies are Bob Neal, Doyle Wilburn, Joe Taylor, Teddy Wilburn and Don Helms.

World Pacific To Handle Horizon, Folk Diskery

LOS ANGELES—An agreement has been finalized whereby Jazz-inclined World-Pacific Records has become the exclusive domestic and foreign distribution of Horizon Records, which features a folk-music line.

Dave Hubert, president of Horizon will act as an independent producer with complete control over creative decisions concerning artists, material and packaging.

The first Horizon LP release under the distrib deal, set for Aug. 16, consists of six LPs, which will be available on a two-free-for ten plan.


A single, “Greenback Dollar” by Hoyt Axton, is also part of the initial release.

Brandes Label Formed In N.Y.

NEW YORK—The Brandes label has been formed here by Mrs. Therese J. Brandes, president of The Jamps Den Memory Club. Initial release from the diskery is “Jingle Mint Twist” by Sammy Marshall, written by Mrs. Brandes and Norris Mayams, yet clever and performer. Circa is doing national distribution for the label.

As president of the Club, Mrs. Brandes has collected large sums of money and distributed it to various accredited charities in the name of the Club. She also holds weekly parties in her home for teenage fans of the late star. All royalties from the initial Brandes release will be donated to The Sally Joy Brown Christmas Toy Chest and other registered charities in the name of the James Dean Memory Club.

More Jingle Chores For Les Baxter

HOLLYWOOD—Les Baxter, the maestro-arranger-writer, has been signed to compose and arrange the music for five TV commercials, three for AC Spark Plugs and two for AC Oil Filters. Baxter, whose disc sessions are recorded weekly, has recently completed four commercials for TW.

Congress 103
CONGRESS RECORDS
101 W. 35th St. N.Y.

Joey Dee
“WHAT KIND OF LOVE IS THIS”
R-4438
ROULETTE RECORDS
NOTHIN' BUT HITS AND SMASHES FROM STACY

AL CASEY FOR STACY
STACY 936

Jivin' ' round

Thanks Radio Internationale for your help

STACY RECORDS
DISTRIBUTED BY UNITED ARTISTS, 729 SEVENTH AVE., N.Y., N.Y.
Cash Box

ANNUAL
World Wide
INTERNATIONAL SECTION
DIRECTORY
1962-1963

20th Anniversary Edition
The twelve months that have passed since the last issue of "The Cash Box" annual directory have been year of considerable progress for Electric & Musical Industries Limited (E.M.I.). Total turnover is expected once again to be up to the quarter-billion dollar mark. Records will represent a very big share of this though much of it comes from E.M.I.'s activities in the electronics and domestic appliances fields.

In a recent interview, E.M.I. executives disclosed that, world wide, E.M.I.'s sales of records for the year ending June 30 1960 look like being a satisfactory advance over the year 1959-60. In view of troubled conditions in many overseas territories, this continued over-all improvement is particularly encouraging.

E.M.I.'s position has been exceptionally strong in Britain—on the official government statistics for January/March 1962, the total U.K. industry showed an improvement of 10% over the previous period. For the same period, E.M.I.'s sales increased by considerably more. For further details about E.M.I.'s U.K. record business, please see the separate article in this issue.

Other important territories where results have shown an exceptionally good improvement over the previous year's trading include Australia, New Zealand, Spain, France, India, Greece, and Chile. In certain other markets, the record business generally has taken a considerable fillip partly because of the temporary set-back that occurs as television really gets into its stride.

One such country is Sweden, but even there, E.M.I. has been able to show a considerable increase in its share of the market and from the latest official publicity. For the period available for 1962, the E.M.I. company was holding a bigger share of the market than at any time since the Second World War.

E.M.I. continues to expand by the establishment of new manufacturing subsidiaries. The latest addition to the family is a company in Nigeria, which will record plant and recording facilities. Headed by Mr. J. R. Wyngaard, it is expected that this new production unit will provide a very useful base for expanding sales in the newly created African States generally.

Another area where a considerable change in organisation has taken place is the Far East, E.M.I. have been transferring the considerably the activities of their Hong Kong branch, which has taken over many of the functions previously done by the branch in Singapore. The Hong Kong centre co-ordinates supplies from a variety of sources, including Australia, the U.K., as well as distribution from E.M.I., to distributors in Malaya, Singapore, Borneo, the Philippines and various other South East Asian States.

On the continent of Europe, record business also has been very good indeed, to a large extent because of the general prosperity and the beneficial effects of the Common Market on the countries forming that Group. The interchange of finished products in the record field is increasing rapidly throughout the Common Market area and when this association is extended by the inclusion of Britain and the other European countries who are not yet members, this trend is likely to be intensified. Needlessly to say, development presents many problems, and E.M.I. have appointed Mr. Roger Degoy, formerly head of their Italian company, to study and co-ordinate policy on Common Market questions (the top post in the voice of the adrone, the Milan affiliate, has been taken over by Mr. Francois Minchin, well known to many American record men from his long association with Pathe Marconi in France). A

American readers of "Cash Box" will be particularly interested to know how these various developments are going to affect the American record industry. One thing seems fairly certain— in Europe, with rapidly increasing interchange of product and movement of population from one country to another, the European recorded material is gaining ground at the expense, to some extent, of American pop product. This is not surprising, as more and more European musicians and performers are continually moving around and getting exposure through personal appearances, both live and on T.V. To some extent, the same tendency can be seen in certain overseas markets such as Australia, New Zealand and Latin America, and is attributed to those areas to the spread of T.V. which favours local performers.

This trend should not be interpreted as implying any catastrophic decline in the interest for American pop material. The enormous success enjoyed by "The Twist" is ample proof of this. Another highly successful personal appearances of Chubby Checker, has swept like wild fire through many countries—but even so, some of the big selling twist recordings have been of European origin, in particular those made by Richard Anthony in France, and as regards American pop material generally, the public has undoubtedly been growing increasingly be influenced by records which have appeal can still sell a million copies in Europe—but the run of the mill rock and roll or ballad recording is not going to make a fortune for anyone in Europe even though it may have achieved high ratings in the American charts.

Another important development is the organisation of E.M.I. in a particularly fav

vourable position for keeping its finger on the pulse of the demand for American repertoire. The main American line handled by the E.M.I. companies is of course Capitol. E.M.I. companies are also handling Liberty in all important territories outside the U.S.A. and Canada. They are also distributing M.G.M. in a wide range of countries. In addition, the Group companies distribute many other American recordings, hitherto mainly under the E.M.I. trademark "His Master's Voice," "Columbia," "Parlophone," "Odeon," Electrola," etc. However, to bring about a closer co-operation in the mind of the purchasers with American material, the E.M.I. companies are now pressing much of this material on a newly-created Group label "Stateide" which has already been launched in England and is in the process of introduction in all other major markets.

Organisationally, the E.M.I. record business has not undergone any striking changes over the past year. Sir Joseph Lockwood, as Chairman of the parent company, E.M.I. Ltd., continues to direct the activities of the Group as a whole, seconded by Richard Dawes as head of the Records and International Division. Supervision of E.M.I.'s operations outside the U.K. is now in the hands of Geoffrey Bridge as head of the Overseas Division, to whom the managers of the various overseas companies are responsible (his predecessor in the post, Graham Hurst, has moved on to a top executive post with our company, E.M.I.'s company in the household appliances field). Contact with the American record industry is maintained by the English side by Leonard G. Wood, managing director of E.M.I. Records Ltd., and on the international side by Peter Gardiner-Hill, head of the International Commercial and Repertoire Department, seconded for the Group repertoire by George Alexander.
Wherever you're going...

... you are almost certain to find records of the E.M.I. Group of companies on sale. We reckon that, outside the communist countries, one record in four throughout the world is sold through E.M.I. In all the major record markets you will find E.M.I. companies with their own, up-to-date pressing plants and recording studios, and aggressive distribution and promotional organisations.

Here are the names of the E.M.I. companies in the record field:

**ARGENTINA**: Industrias Electricas y Musicales Odeon S.A.I.C. Cornetones 485, Buenos Aires.

**AUSTRALIA**: E.M.I. (Australia) Ltd., Box 352, Haymarket P.O., Sydney, N.S.W.

**AUSTRIA**: Oesterreichische Columbia Graphophon, G.m.b.H., 1/F, Furichgasse 2, Vienna 1.

**BELGIUM**: S.A. Gramophone N.V., Boulevard Maurice Lemonnier 171, Brussels.

**BRAZIL**: Industrias Electricas e Musicales Fabrica Odeon S.A., Caixa Postal 2759, Rio de Janeiro.

**CANADA**: Capitol Records of Canada Ltd., 635 Queens Street East, Toronto, Ontario.

**CHILE**: Industrias Electricas y Musicales Odeon S.A., Casilla 195-D, Santiago.

**DENMARK**: Skandinavisk Grammophon Aktieselskab, Haffingsgade 18, Copenhagen-Vlyby.

**EIRE**: The Gramophone Co. Ltd., 23, Lower Dominick Street, Dublin 1.

**FRANCE**: Les Industries Musicales et Electriques Pathé Marconi S.A., 19, Rue Lord Byron, Paris (9e).

**GERMANY**: Electrola G.m.b.H, Maarweg 149, Cologne.

**GREECE**: Columbia Graphophone Co. of Greece Ltd., P.O. Box 267, Athens.

**HONG KONG**: Electric and Musical Industries Ltd., P.O. Box 14684, General Post Office, Hong Kong.

**INDIA**: The Gramophone Company Ltd., P.O. Box 48, Calcutta 1.


**NEW ZEALAND**: “His Master’s Voice” (N.Z.) Ltd., P.O. Box 296, 160/172, Wakefield St., Wellington, N.Z.

**NIGERIA**: E.M.I. Nigeria Ltd., P.O. Box 641, Jos.

**PAKISTAN**: The Gramophone Co. of Pakistan Ltd., P.O. Box 451, G.P.O., Karachi.

**SOUTH AFRICA**: E.M.I. (South Africa) (Pty.) Ltd., P.O. Box 11254, Johannesburg.

**SPAIN**: Compania del Gramofono-Odeon, S.A.E., Apartado de Correos 588, Barcelona (11).

**SWEDEN**: Skandinaviska Grammophon AB, P.O. Box 27053, Stockholm 27.


**TURKEY**: Gramfon Limitlet Sirketi, Halkali, Caddesi 65, Yesilkoy, Istanbul.


In addition, E.M.I. records are manufactured under licence in 16 other countries and are distributed on the basis of imported product in well over 100 more.
The year ended June 30th 1962 was the biggest ever in the history of E.M.I. Records Limited. During the year E.M.I. averaged over 40% of the Top Twenty Pop Charts and almost 50% of the L.P. Charts.

In the "New Musical Express" poll for 1961 E.M.I. won 10 out of a possible 10 first positions and a total of 28 out of 49 of the top 3 positions.

In the "Melody Maker" poll for 1961 E.M.I. obtained 9 out of a possible 10 first positions and out of a possible 30 top three positions E.M.I. won 22.

In February 1962 The Gramophone Record Dealers' Association sponsored jointly with "Record Retailer" an award scheme for various classes of records. There were a total of 15 awards, of which E.M.I. won 9. A special award was made for the best promotion of the year and this was also given to E.M.I. Records Limited. A further special award was made to the most promising newcomer of the year and this went to Columbia's young singer Helen Shapiro.

E.M.I. were also fortunate in winning an Ivor Novello Award for the top selling British "A" side with their record of "Walkin' Back To Happiness".

During the year three Columbia albums won top five positions in the magazine's Gold Discs for sales exceeding one million copies—these were Cliff Richard for "The Young Ones," Acker Bilk for his single of "Stranger On The Shore" and Shadows for their record of "Apache."

At the time of writing (May 1962) E.M.I. have sold over 15 million Discs for sales exceeding a quarter of a million. This is higher than any other company's figures in the year.

During the year under review 2 Silver L.P.'s were awarded to E.M.I. artists for album sales exceeding a quarter of a million. These were Cliff Richard and to George Mitchell's Billy Fury Silver Discs.

In January 1962 Mr. Acker Bilk with his "Stranger On The Shore" was the first traditional jazz musician to win a Silver Disc for 250,000 sales in the history of the U.K. Charts.

Amongst the 15 E.M.I. Record Limited unit sales of 45 r.p.m. Singles have increased by almost one-fifth. Album sales have continued to enjoy the steady growth percentage of the past years. The strong repertoire of Capitols Records Inc. continues to secure a high percentage of E.M.I. Records Limited total album sales. Amongst the best selling Capitol albums are such favourites as "Carousel", "The King And I", "Oklahoma."

One of E.M.I. Records Limited greatest strengths is its formidable Luxembourg shows. Radio Luxembourg is a commercial advantage which is widely heard in the U.K. E.M.I. Records Limited sponsored 17 programmes each week with a total air-time of over 100 hours. This is an increase of 2 hours over 1960/61 and it is planned that further 4 programmes will be taken within the next 12 months to bring the total air-time up to 104 hours. E.M.I. employ many of Britain's top disc jockeys and are achieving ever increasing listening figures. Many of the programmes are broadcast on over two million. David Jacobs, who is an E.M.I. disc jockey, was awarded the Top Disc Jockey position in the "Melody Maker" at the "New Musical Express" Awards this year.

The "Monday Spectacular" which was introduced last year has proved so successful that it has now been shifted to a peak time on Friday evenings and consists of an hour's show recorded live before a teen-age audience. The majority of Britain's top recording stars contracted to E.M.I. make regular appearances on this show and many American visiting artists have appeared on the show this year.

The popularity of traditional jazz has reached a new peak during the year under review and E.M.I.'s enormous success with a new show on Radio Luxembourg called "Trad Club." With the fantastic success of the "Twist" the show has now been changed to the "Twist And Trad Club." This show recorded before a teen-age audience at E.M.I.'s headquarters in London's Manor House continues to attract large audiences.

During the year E.M.I.'s vast Ex- ploitation Department has increased by two additional exploitation men and the British and American repertoire shows were all timed to give the maximum concentration to be given to each show. These two important sectors of E.M.I.'s business are.

There can be no doubt that E.M.I.'s Promotion Department is still head and shoulders above all other companies' promotion departments in the British music industry. The people who have close personal links with the entertainment industry, thus ensuring that E.M.I.'s records receive maximum radio, television and press exploitation.

The combined circulation of E.M.I.'s two monthly newspapers, "Record Mail" for E.M.I. and "Record Times" for classical repertoire—now exceeds 30,000.

On June 16th E.M.I. sponsored a new monthly magazine devoted entirely to jazz records. "Jazz Scene" is not an obvious advertising medium but it is edited independently by a well known jazz personality Peter Lewis. The paper consists of 32 pages and retains at 1/6d. E.M.I. feels that the magazine is a very large untapped market for jazz in the U.K. jazz.

Exploitation and promotion "stunts" are one of the specialties of E.M.I.'s General Marketing Department. During the year tie-ups were arranged with Interflora to promote "Say It With Flowers"; a carousel imported from the zoo for "Sahara;" the Temperature Seven and create quite a stir when it was moved among London's sedate Manchester Square, the Arthur Murray Dance School co-operated with E.M.I. to promote the Joe Loss version of "Twistin' The Mood" by providing all purchasers of the record with a free 5 grain voucher to help customers to perfect the "Twist." E.M.I.'s full facilities were made available to the Rank Organisation to assist them to promote a film in their "Look At Life" series featuring Helens 250,000 times.

"Walkin' Back To Happiness" The film was made in the E.M.I. Studio.

TWO-WAY TREAT....
Hurrying both ways with a stack of Hits from and for the American Record Market.
GREETINGS To Cash Box on its 20th Anniversary
FROM:-

FRANCIS, DAY & HUNTER Ltd.
FELDMANS
ROBBINS MUSIC CORP. Ltd.

PUBLISHERS OF WORLD HITS FOR OVER 80 YEARS!

6, Port Rd, International Section
Cash Box, August 16, 1963
The Past Twelve Months

charity tour created tremendous public interest and the demand for tickets far exceeded the supply.

Crazy wise it has been a year of twist and of trad jazz. At first it looked as if the twist would slip more dials than it would sell and flop in the same way as its predecessor the Madison had done. But Chubby Checker's dials aimed by personal appearances and promotion gimmicks in the national press started off a twisting snowball which is rolling still. The sad has not produced any new British stars and although a formidable flood of twist dials of all kinds and speeds dragged on to the market Chubby Checker and Sam Cooke have been the only ones to score substantially. The craze, has, however, provoked a lot of activity in dance halls and ballrooms which has not been limited to the teenage generation.

Trad jazz—a music midway between the Stateside New Orleans and Dixieland styles had a bumper year spearheaded on dials and on tour by the bands of Acker Bilk, Kenny Ball, Dick Charlesworth, Terry Lightfoot, Alex Welsh and others. Indispensable Mr. Acker Bilk and Kenny Ball are the two exponents most deserving credit for the transatlantic chart success of trad jazz. First to climb the American Top 100 was Kenny Ball with "Midnight in Moscow" reaching the No. 2 position. A few weeks later Mr. Acker Bilk with "Stranger On The Shore" became the first artist to spend a year on the charts to reach the No. 1 slot.

There was a considerable amount of label activity and changeover during the year between record companies. United Artists and Liberty Records passed from Decca to EMI where the UA repertoire now appears on HMV and Liberty material is distributed by the EMI organisation. Officially launched in February by the company's President Al Bennett the label is currently enjoying two chart entries with Bobby Vee's "Shaking You" and "Don't Ever Change" by the Crickets. EMI also took on the Epic and OKeh labels for issue on Columbia. Following the expiry of the contract between EMI Records Ltd. and the Bank Organisation the Top Rank label has now ceased to function and certain of the label's stars such as Dion, The Shirelles and local talent including Bert Weedon and John Leyton have transferred their activities to the HMV label. EMI Records also inaugurated the Stateside label to handle repertoire flowing from their tie ups with smaller American independents and similarly Decca started an international series called London-Globe as an ostensible for repertoire, both pop and classical, from their associates overseas. During the year Decca also renewed their contract with Dot Records released here on the London label. Another innovation of the Decca year was the formation of a new production team headed by A&R Manager Dick Rowe to handle the company's pop singles output.

Perhaps the most momentous change of the year has taken place within the Philips organisation. Following the merger earlier in the year between Philips and Mercury the Philips label was introduced to the American market. Three months after renewing their association with Columbia Records, Inc. plans were completed for the launching of the CBS label and Great Britain became the first European territory to handle CBS, chart success came early with Dave Brubeck's "Unsquare Dance" and Eydie Gorme's "Yes, My Darling Daughter," the next Philips move was the acquisition of Interdisc's American labels for distribution here on Fontana. The fact that both CBS and Interdisc are distributed solely by Philips highlights the growing association between major labels and the wholesale trade. EMI, Decca and Philips have their own wholesale outlets whilst Pye also maintain a system of direct distribution to the trade. This linking of disk manufacturers with the main wholesale factors might well lead to the eventual introduction of the American method of rack jobbing in this country so far as our smaller independents are concerned.

Another American trend gaining favour with certain manufacturers here is the marketing and promotional tie up between disks and non allied products.

During the year under review, EMI, Decca and Philips have all introduced new series of low priced LPs. First came EMI's Encore—devoted to recordings both classical and popular by international artists which have been deleted from the catalogues for at least a year. A few months later came Decca's Ace Of Hearts—comprising material from the U.S. Decca catalogue previously issued here on Brunswick. Philips contribution was the launching of the B.I.G. series of popular and classical recordings. Meantime Pye's Golden Guinea low priced LP series celebrates its third anniversary and on one of his visits to America London Manager, Louis Benjamin, presented Dave Miller of Somerset Records with a token of his appreciation—vintage berry to mark over 1,000,000 Golden Guinea sales. The crowning achievement of the year for Pye was the acquisition last autumn of Sinatra's Reprise label. The company also launched three new domestic labels—Pye-Plus Nosuch spoken word records; Pye Jazz with material drawn from American and England and Piccadilly, for the promotion of British artists.

The seeds of Gröwel's large scale expansion programme were sown with the appointment of John Schroeder as A&R single manager replacing Reg Warburton, now in his fourth year with the company, to supervise LP production. Schroeder, formerly with EMI and closely associated with the success of Helen Shapiro, quickly got to work with a well sustained campaign of singles. Further expansion followed with releases from the American Time Catalogue on the new Emi Oriole label.

Among the new independents Lee mark made a notable impression on the market with their first LP release of The New English Bible—New Testament nominated "The Best Spoken Word Recording of 1961." Produced under licence from the Oxford and Cambridge University Press, the recordings feature the voices of some of this country's leading actors and actresses; and are available in Eire, Australia, Tasmania, Malaysia, Korea, Japan, Africa, India, the West Indies, Central America and Europe. Contracts have just been signed for their release in the U.S. and Canada on Columbia, South Africa (Gallo) and New Zealand (Delta). Delyse, as well as enjoying continued success both at home and overseas with their "London" record further enhanced their reputation with a concert of Welsh Songs LP. They also entered the children's market with The Railway Engine and "The Chestnut Man" EP series narrated by Johnny Morris. Philharmonic Records, specialists in classical recordings, completed new distribution deals in France, Sweden, Holland, Belgium and America. Recordings of authentic 18th century military band music were also added to their ever growing catalogue. Jazz-wise a long term renewal contract was signed by Empire Records for the continued release, on an exclusive basis, of masters from the Prestige and New Jazz Records.

(Continued on page 8)
ENGLAND - Past 12 Months

(Continued from page 7)

of America. Enquire also enjoy suc- cess with their subsidiary label, Star- lite, which specialises in country & western and old-time folk music. Another company in this catego- ry, of course, Melodisc Records, during the year, acquired the Swedish Tika catalogue and launched three new labels Dice, Chet and Simca. Newcomer Island Records, specialists in rhythm and blues from masters imported from James & James set up business over here in May under the direction of Christopher Blackwell. To date six singles have been issued.

Robert S. Said" 15% also ents for who, of the the studios. PHILHARMONIC of their discs, was Melodisc and featured the British RICHMOND, and their record issue for Chappell. Back in the year 1948, the first release of a new low priced Celebrity series of LP's. Label boss Jeff Kruger of Sonet, one of the independents determined to forge ahead with rack jobbing plans and the sale of Ember disks also non-aligned products. Trans-Atlantic, who has been there for the last two years, have released an extensive range of Conversophone language disks imported from the States, had been pressed by the firm's own plant with "Live With Love"-a series of sex educational talks. Following the Royal College of Physicians report linking smoking and heart disease, the company and its found- er issued an EP "No Smoking" which has since been recommended or use in Health Departments throughout Britain. Less sensational but certainly not less valuable, Shakespearean records released by Argo featuring some of the coun- try's finest actors and actresses. The company have just issued two collectors items "Trains in The Night" and "60 Years of Mo- ring" for railway and vintage car enthusiasts and their low-priced classical recordings are now issuing Dandy tapes for marketing alongside the Dandy comic. Last year was a year of change for Central Record Distributors, the Interdisc group of labels previously distributed by them have been transferred to EMI and still retain exclusive distribution rights to Blue Note, 77, Storyville, Folklore and Tropical, Decca (The Gramophone Company Ltd) re- port a substantial increase of all marks during the past twelve months.

April for the second year running contingent of British record dealers were invited to the USA for a two-day tour which is considered America and the London office had two big hits with "Tell Me What He Said" and "Nuttin' For You." Bellinda London claimed to a string of American hits, led by Elvis Pres- ley's "Good Luck Charm" and "Falling In Love" etc. Noel Rogers had a good year with several singles, the most successful of which was "Run To Him," "When My Little Girl Is Smiling" and "Happy Birthday." Stan Tracey had made history with two modern Jazz hits, "The Fourplay of The Unsound Dance." Shapero Bernstein then had the Ciao Lino smash "You'll Answer To Me," "I'll Be With The Romanes." Together these two major cutters "Sucu Sucu" was handled by K.F.P.

Important disk executive appoint- ments were made in the States with Louis Benjamin as sole Manager of EMI Records following the move of Roger Threlfall to the Direc- tors Board of Musak. W. Townley joined the Decca Board of Directors after long service as Personal Assistant to Chairman Sir Edward Lewis.

L. G. Wood, Managing Director of EMI Records was appointed a Di- visional Director of EMI Ltd. Harry Waiters left EMI International to be- come a European Director of Cameo- Parkway.

A major event of the year was the first large scale convention organised by the GRIIA in London early this year. The convention was attended by manufacturers, distributors and members of the trade press, dealers themselves responded poorly, despite massed ranks of active salespeople engaged to address the meeting. It has also been a year of progress and success for Britain's independent record producers. Pioneer Denis Pres- ton of Record Supervision achieved signal success on both sides of the Atlantic with Mr. Acker Bilk's "Lonely Hearts" compilation, and for the Lansdowne Jazz Series and released on Columbia in Britain and Ateo in America. Preston also came up with "Sucu Sucu" by Laurie Johnson and "Nuttin' For You." Bunny Lewis of Anglo American Enter- prises Ltd. can claim three chart entries this year, "Lonely Hearts" and "Pounds of Clay." "Time" and "Our Fever Dream." Records supplied by EMI. Lewis is expected to announce large scale expansion plans in the States at the end of the year and Philip Waddell of Audio Enterprise suicide with under the name of "Fifteen," and "The Dave Cash Boogie Who." One of the year's major con- trollers "Sucu Sucu" was handled by K.F.P.

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<th>BRITISH PUBLISHER</th>
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ENGLAND'S LIST OF GOLD DISKS 1961-1962

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</table>

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(Continued from page 13)

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<thead>
<tr>
<th>MALE SINGER</th>
<th>Per Cent</th>
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<tbody>
<tr>
<td>1. CLIFF RICHARD</td>
<td>41.14</td>
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<tr>
<td>2. Matt Monro</td>
<td>15.37</td>
</tr>
<tr>
<td>3. Adam Faith</td>
<td>7.94</td>
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<tr>
<td>4. Billy Fury</td>
<td>5.71</td>
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<tr>
<td>5. Danny Williams</td>
<td>5.86</td>
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<td>6. Anthony Newley</td>
<td>3.90</td>
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<td>7. John Leyton</td>
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<td>9. Eden Kane</td>
<td>2.25</td>
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<td>10. Lonnie Donegan</td>
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<th>FEMALE SINGER</th>
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<tr>
<td>1. HELEN SHAPIRO</td>
<td>59.46</td>
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<tr>
<td>2. Shirley Bassey</td>
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<td>3. Cleo Laine</td>
<td>10.21</td>
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<td>4. Petula Clark</td>
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<td>5. Alma Cogan</td>
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<td>6. Carole Deene</td>
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<tr>
<td>7. Ottilie Patterson</td>
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<td>8. Lynn Cornell</td>
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<td>9. Joan Regan</td>
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<th>INSTRUMENTALIST</th>
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<tr>
<td>1. ACKER BILK</td>
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<td>2. Hank B. Marvin</td>
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<td>3. Bert Weeden</td>
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<tr>
<td>4. Russ Conway</td>
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<td>5. Kenny Ball</td>
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<td>6. John Dankworth</td>
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<td>7. Judd Proctor</td>
<td>1.96</td>
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<td>8. Tony Meehan</td>
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<td>9. John Barry</td>
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<th>VOCAL GROUP</th>
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<tr>
<td>1. SPRINGFIELDS</td>
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<td>2. Brook Brothers</td>
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<td>3. Dallas Boys</td>
<td>13.00</td>
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<td>4. Polka Dots</td>
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<td>5. Viscoups</td>
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<td>6. King Brothers</td>
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<td>7. Mudlarks</td>
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<td>8. Raindrops</td>
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<td>9. Allison</td>
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<td>10. Karl Denver</td>
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<th>MALE TV ARTIST</th>
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<tr>
<td>1. BRUCE FORSYTHE</td>
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<td>2. Cliff Richard</td>
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<td>3. Roy Castle</td>
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<td>4. Lonnie Donegan</td>
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<td>5. Anthony Newley</td>
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<td>6. Matt Monro</td>
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<td>7. Adam Faith</td>
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<td>8. David Jacobs</td>
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<td>9. Norman Vaughan</td>
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<tr>
<th>FEMALE TV ARTIST</th>
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<tr>
<td>1. HELEN SHAPIRO</td>
<td>18.30</td>
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<td>2. Shirley Bassey</td>
<td>15.22</td>
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<td>3. Alma Cogan</td>
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<td>4. Cleo Laine</td>
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<td>5. Muriel Young</td>
<td>7.01</td>
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<tr>
<td>6. Joan Regan</td>
<td>5.44</td>
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<tr>
<td>7. Petula Clark</td>
<td>5.99</td>
</tr>
</tbody>
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I’m Looking Out The Window
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Shirley Bassey
For Two Of Us Only
Happy Days
The Young Ones
Doin’ It In The Street
Adam
Glad

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Are You Lonesome Tonight
Woman, Thou art Devoted
To Love a Rose
His Latest Flame
Runaway
Take It Easy On My Baby
Watch Out, Baby
Halfway To Paradise
Will In The Country
Well I Ask You
Temptation
Jealousy
Medinal Rose

L.P.s

Ready, Willing and Able
Johnnie Ray
High Winds
Tuba
Wild Deer
Shirley Bassey
The Getaway
Tina Turner
The Londoners
Johnnie Ray
Dave Cash

DECCA LIST OF BEST SELLERS OVER PAST 12 MONTHS

SINGLES

Elvis Presley
Elvis Presley
Elvis Presley
Elvis Presley
Elvis Presley
Del Shannon
Bobby Vee
The Everly Brothers
Pat Boone
Elvis Presley
Eden Kane
The Everly Brothers
Billy Fury
Karl Denver

L.P.s

Blue Hawaii
South Pacific
G.I. Bill
Something’s For Everybody
Olive
The Runaway Train
The Crazy City Story
That’ll Be The Day
The Glenn Miller Story
The Beverly Hillbillies
The Silver Princess and Great Cause
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No Bad John
A Thousand Years
Once You Take
The Amazon Queen
You My Darling Daughter

L.P.s

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Time Out
Time Further Out
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My Fair Lady
West Side Story
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and
SINCERE GREETINGS
TO ALL MY FRIENDS

from

FRANKIE VAUGHAN
### PYE LIST OF BEST SELLERS OVER PAST 12 MONTHS

#### SINGLES

<table>
<thead>
<tr>
<th>Track Title</th>
<th>Artist</th>
<th>Label</th>
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<tbody>
<tr>
<td>Midnight In Moscow</td>
<td>Kenny Ball</td>
<td>Pye</td>
</tr>
<tr>
<td>Picture Of You</td>
<td>Joe Brown</td>
<td>Pye</td>
</tr>
<tr>
<td>Romeo</td>
<td>Petula Clark</td>
<td>Pye</td>
</tr>
<tr>
<td>March Of The Siamese Children</td>
<td>Kenny Ball</td>
<td>Pye</td>
</tr>
<tr>
<td>My Friend The Sea</td>
<td>Petula Clark</td>
<td>Pye</td>
</tr>
<tr>
<td>Suen Sue</td>
<td>Laurie Johnson</td>
<td>Pye</td>
</tr>
<tr>
<td>You Always Hurt The One You Love</td>
<td>Clarence 'Frogman' Henry</td>
<td>Pye</td>
</tr>
<tr>
<td>Have A Drink On Me</td>
<td>Lonnie Donegan</td>
<td>Pye</td>
</tr>
<tr>
<td>When My Little Girl Is Smiling</td>
<td>Jimmy Justice</td>
<td>Pye</td>
</tr>
<tr>
<td>Michael Row The Boat</td>
<td>Lonnie Donegan</td>
<td>Pye</td>
</tr>
<tr>
<td>Little Bitty Tear</td>
<td>Miki and Griff</td>
<td>Pye</td>
</tr>
<tr>
<td>Z Cars</td>
<td>Johnny Keating</td>
<td>Pye</td>
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<tr>
<td>Goodbye Cruel World</td>
<td>James Darren</td>
<td>Pye</td>
</tr>
<tr>
<td>Granada</td>
<td>Frank Sinatra</td>
<td>Reprise</td>
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#### L.P.s

<table>
<thead>
<tr>
<th>Track Title</th>
<th>Artist</th>
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<tbody>
<tr>
<td>The Best of Barber and Bilk Volume 1</td>
<td>Barber And Bilk</td>
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<tr>
<td>The Best of Barber and Bilk Volume 2</td>
<td>Barber And Bilk</td>
<td>Pye</td>
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<tr>
<td>Hancock</td>
<td>Tony Hancock</td>
<td>Pye</td>
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<tr>
<td>Miki And Griff</td>
<td>Miki And Griff</td>
<td>Pye</td>
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<tr>
<td>The Student Prince And The Vagabond King</td>
<td>John Hammond</td>
<td>Pye</td>
</tr>
<tr>
<td>Let's Twist</td>
<td>Faiz And The Chosen</td>
<td>Pye</td>
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<tr>
<td>Sinatra Swings</td>
<td>Frank Sinatra</td>
<td>Reprise</td>
</tr>
<tr>
<td>Ring A Ding Ding</td>
<td>Frank Sinatra</td>
<td>Reprise</td>
</tr>
<tr>
<td>Kenny Ball</td>
<td>Kenny Hall</td>
<td>Pye</td>
</tr>
<tr>
<td>Yooh Bear</td>
<td>TV Series</td>
<td>Pye</td>
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### ORIOLE LIST OF BEST SELLERS OVER THE PAST 12 MONTHS

#### SINGLES

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<th>Track Title</th>
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<th>Label</th>
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<td>Fanlight Fanny</td>
<td>Clinton Ford</td>
<td>Oriole</td>
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<tr>
<td>The Mule</td>
<td>The Gary Edwards Combo</td>
<td>Oriole</td>
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<tr>
<td>Hello First Love</td>
<td>Susan Singer</td>
<td>Oriole</td>
</tr>
<tr>
<td>Orange Blossom Special</td>
<td>The Spotnicks</td>
<td>Oriole</td>
</tr>
<tr>
<td>Franz Liszt Twist</td>
<td>The Gary Edwards Combo</td>
<td>Oriole</td>
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#### L.P.s

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<tr>
<th>Track Title</th>
<th>Artist</th>
<th>Label</th>
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<tr>
<td>Hammer + Best = Twist</td>
<td>Clinton Ford</td>
<td>Oriole</td>
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<tr>
<td>Pin Point Percussion</td>
<td>Jack Hammer</td>
<td>Oriole</td>
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<tr>
<td>Pin Point Percussion</td>
<td>Johnny Pearson &amp; Orchestra</td>
<td>Time-Oriole</td>
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<tr>
<td>Piano Sweet Piano Wild</td>
<td>Jim Tyler Orchestra</td>
<td>Time-Oriole</td>
</tr>
<tr>
<td>Spanish Guitars</td>
<td>Al Cabis</td>
<td>Time-Oriole</td>
</tr>
<tr>
<td>Italian Guitars</td>
<td>Al Cabis</td>
<td>Time-Oriole</td>
</tr>
</tbody>
</table>

### HAPPY ANNIVERSARY

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**Congratulations from**

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**ANDY STEWART**

**JIMMY JUSTICE**

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Burlington Road, New Malden, Surrey.
E.M.I. LTD.
Blyth Road, Hayes, Middlesex.
MICROPRESSINGS
48, Bermontly Street, London, S.E.1.
O'HOILE RECORDS LTD.
Aston Clinton, Buckinghamshire.
PHILIPS RECORDS LTD.
Record Works, Walthamstow Avenue, London, E.16.
TRANSITION MANUFACTURING & RECORDING LTD.
New Estate, Western Road, Mitcham, Surrey.

E. HANNIBAL & CO. LIMITED
Pinfold Road, Thurnham, Leicester, England.

E. HANNIBAL & CO. LIMITED
Pinfold Road, Thurnham, Leicester, England.

Specialists in the production of Record Labels and Sleeves.

Telephone: Syston 3201 (3 lines). Telex: 34627.
LIBERTY RECORDS CONTINUES TO GAIN IN STATURE AND PROMINENCE THROUGHOUT THE WORLD.

A THREE-YEAR AGREEMENT WITH E.M.I. PROVIDES FOR THE DISTRIBUTION OF THE LIBERTY PRODUCT THROUGHOUT MOST OF THE WORLD UNDER ITS OWN TRADEMARK; THUS, THE LIBERTY BANNER WILL BECOME A PRIME FACTOR IN THE INTERNATIONAL RECORD MARKET.

IN ADDITION, LIBERTY ARTISTS SUCH AS BOBBY VEE, GENE McDANIELS, TIMI YURO, AND THE VENTURES HAVE RECENTLY TRAVELLED TO VARIOUS PARTS OF THE GLOBE TO MEET WITH TRIUMPHANT SUCCESS.

LIBERTY CONTINUES TO RECEIVE CONSISTENT CHART ACTION IN THE UNITED KINGDOM AS WELL AS IN MANY OTHER WORLDWIDE MARKETS; THUS, CONSUMERS THROUGHOUT THE WORLD WILL LOOK TO LIBERTY FOR THE MOST EXCITING SOUNDS IN RECORDED MUSIC.

E.M.I. LICENSEES

I.E.M. ODEON
Buenos Aires, Argentina
E.M.I. AUSTRALIA LTD.
Sydney, Australia
OESTERREICHISCHE COLUMBIA
Vienna, Austria
S.A. GRAMOPHONE N.V.
Brussels, Belgium
COOK-CARIBBEAN LTD.
Trinidad, B.W.I.
SKANDINAVISK GRAMMOPHON AKTIESELSKAB
Copenhagen, Denmark
THE GRAMOPHONE COMPANY LTD.
Dublin I, Eire
OY RE WESTERLUND
Helsinki, Finland
LES INDUSTRIES MUSICALES ET ELECTRIQUES
'Paris, France
ELECTROLA GESELLSCHAFT
Cologne, Germany
COLUMBIA GRAPHOPHONE CO.
Athens, Greece
BOVEMA
Heemstede, Holland

THE GRAMOPHONE CO. LTD.
Calcutta, India
LA VOCE DEL PADRONE
Milan, Italy
TOSHIBA MUSICAL INDUSTRIES LTD.
Tokyo, Japan
HIS MASTER'S VOICE
Wellington, New Zealand
IVERSEN & FROGH A/S
Oslo, Norway
THE GRAMOPHONE CO.
Karachi, Pakistan
VALENTIM DE CARVALHO LDA.
Lisbon, Portugal
E.M.I. SOUTH AFRICA (PTY.) LTD.
Johannesburg, South Africa
COMPANIA DEL GRAMOFONO-ODEON S.A.E.
Barcelona, Spain
SKANDINAVISK GRAMMOPHON AKTIEGOLAGET
Stockholm, Sweden
EMIAG VERKAUF-AG.
Zurich, Switzerland
ELECTRICAL RADIO AND MUSICAL INDUSTRIES
Balawayo, Southern Rhodesia

OTHER LICENSEES

RCA VICTOR RADIO S.A.
Sao Paulo, Brazil
LONDON RECORDS, INC.
Quebec, Canada
GOLUBOFF FONOGRIFICAS
Santiago, Chile
SONOLUX
Medellin, Colombia
PAN AMERICANA DE DISCOS, S.A.
Tacuba, Mexico
TRANSMUNDOS
Lima, Peru
DYNA PRODUCTS, INC.
Manila, Philippines
LA DISCOTECA
Los Rosales, Venezuela
AMERIKAN NESRIYATI BUROSU
Ankara, Turkey
Australia

DISTRIBUTING & MANUFACTURING

It will be readily seen that our largest States by area carry close to our smallest (by State) populations; a fact that brings about tremendous distribution problems to the trade. New South Wales has a big area but fortunately the bulk of the population of this State is in the Capital City of Sydney and its metropolitan district; but it does have a big country area to cover from a distribution viewpoint. Victoria is our third smallest State in size but it has the second largest population. From a distribution angle Victoria is easier (by comparison) to cover than any other State in the nation. The States of Queensland and Western Australia present the biggest headaches to distributors. Western Australia is a huge State with a small population widely spread over a great deal of the territory; a similar situation exists in Queensland. South Australia is a small State compared to Western Australia, but is still larger than New South Wales, and the entire population of South Australia is less than ¼ that of New South Wales. Tasmania, the island State of Australia is fairly easy for distributors to handle. Some companies have a Tasmanian distribution from Victoria, whilst others have regular outlets in Tasmania. The Northern Territory area is so large with such a small population that there are no distributors in operation there; all record supplies are shipped there from other States.

All record manufacturing is confined to New South Wales and Victoria, and records are shipped to distributors in other States. There are four major pressing and pressing plants operating in New South Wales. They are Festival, RCA, EMF and ARC. In Victoria there are two major plants, these are W&G and Radio Corporation (Mercury). Outside of EMF, RCA and Philips, there aren't Victorian many company-owned distributors outlets around Australia; a large number of distribution points are independently handled. An almost identical situation exists in relation to music publishing and distribution.

RADIO STATIONS:

Unlike the situation in Great Britain, Australia has both National (Government operated) and Commercial radio stations. Australia has 110 Commercial and 60 National broadcasting stations spread over the entire nation. Most commercial stations are members of the Australian Federation of Commercial Broadcasting Stations.

All radio stations (National and Commercial) are subject to the broadcasting standards set out in the Broadcasting and Television Act; the standards are supervised by the Broadcasting Control Board. The Board is a five man group appointed by the Government authorities. The authorization of our Commercial Stations is as follows:

<table>
<thead>
<tr>
<th>STATE</th>
<th>CAPITAL CITY STATIONS</th>
<th>COUNTRY STATIONS</th>
</tr>
</thead>
<tbody>
<tr>
<td>New South Wales</td>
<td>Sydney (6)</td>
<td>Darwin (6)</td>
</tr>
<tr>
<td>Victoria</td>
<td>Melbourne (6)</td>
<td>Hobart (4)</td>
</tr>
<tr>
<td>Queensland</td>
<td>Brisbane (4)</td>
<td>Adelaide (3)</td>
</tr>
<tr>
<td>South Australia</td>
<td>Perth (4)</td>
<td>Sydney (4)</td>
</tr>
<tr>
<td>Western Australia</td>
<td>Hobart (2)</td>
<td>Adelaide (4)</td>
</tr>
</tbody>
</table>

Programming policies of our commercial stations are such that a great deal of time is being devoted to local talent, all sorts of community groups and local talent. In the pre-television days many commercial stations had their own production units turning out feature programs which were sponsored by national accounts like Lever Bros., Colgate-Palmolive. With the introduction of television many big accounts swung away from the new medium leaving big slices of radio time vacant. New radio sponsors were reluctant to "pick up the tab" for production shown on radio, so many "vacant" spots were "sold" on recorded music.

This trend in radio has continued until today there is only a small percentage of radio time devoted to homegrown programming in the pre-television era. Many stations are apart from a few, on a format of almost continuous disk programming.

There is great and healthy competition between commercial stations to win audiences in the big cities through disk-jockey sessions; this applies particularly to Melbourne and Sydney each with six disk-jockey outlets.

Disk-jockey programs appear to be gaining in popularity every day, and Cash Box knows of several prominent stations who plan to give more early hours over to disk-jockeying. The days of the disk-jockey in Australian radio has never been stranger and there is still more to come.

Australia

Last 12 Months

Twelve months have slipped by since the last Directory Anniversary Issue. Cash Box and this twelve months has been notable for the lack of sparkle in the industry in Australia. Financially, it would be a doubtful twelve months for all record companies, as well as a crippling twenty-five per cent Purchasing Tax, all types of digging like a millstone round the industry's neck and the spending power of the public restricted by such economic problems as lay-offs, strikes and virtually all overtime employment disappearing from the Australian scene.

Mr. and Mrs. John Citizen and their teenage sons and daughters have been saving their hard-earned money in case it might be needed for emergencies.

The problems of these times have been faced fairly and squarely by the Australian record companies and it is especially gratifying to note that not one company has been forced to cease operation during this period. As sales volume slumps so the expenses of a company become more acute to the study and this has been apparent with all companies by reduction of staff and also a much needed reduction in the volume of releases.

Forced to cut expenses, all companies have reduced the number of releases available and, while this may recall that this column has been advocating this for some time with little of the proper desired effect.

(Continued on page 23)
Australia ... Last 12 Months (Continued from page 22)

this recent period releases have been cut, not drastically, but sufficient to show the companies that they can make as many sales with fewer releases and with the savings involved the profit margin must be greater.

The LP market in Australia is emerging in a strong position and recently it was pointed out that the entire production of LP's was running equal to—and even exceeding the production of single-play disks. This fact has been born out in recently released governmental statistics and it is lamentable that singles sales have fallen to such a pitiful level that the general topic when record men meet these days is "what is wrong with our singles sales?" In spite of all the talk and commotion, very few companies are attempting to experiment with the problem.

Mercury Records, with their low-priced Wing singles, were the first to try to help the kids' interest back to singles. This company slashed about 50% off the retail price of its Wing singles. All the other companies watched closely, top artists were featured on the new "make it or break it" line but in spite of this drastic cut, very little action resulted so it was felt that perhaps price was not so vital but rather it was a case of just what "sound" was impressed in the wax.

Following closely upon Mercury's experiment came W & G. They decided that they would give the kids a chance to earn their money and give out with what they called a "4 on 1 Super Disc." Virtually an EP in a flexible jacket with four tracks for the price of a normal single. Results didn't bring the directors new cars but they did bring out with what they called a "4 on 1 Super Disc." Virtually an EP in a flexible jacket with four tracks for the price of a normal single. Results didn't bring the directors new cars but they did bring new kids.

AUGUST ROSE PUBLICATIONS
Box 513, J. G.P.O., Melbourne, Victoria
J. ALBERT & SON PTY. LTD.
137-149 King Street, Sydney, New South Wales
ALLAN & CO. PTY. LTD.
51 Collins Street, Melbourne, Victoria.
Also B.E.M. and G.E.M.
BELINDA MUSIC (Aust.) PTY. LTD.
3rd Floor, Macdonald House, 321 Pitt Street, Sydney, New South Wales.
Belinda Music also handle: Trinity; George Wilson; Greaves; Progressive; Aaron Schroder; Lionel Lee; Johnny Devlin Music; Lucky Starr Music.
BOOSEY & HAWKES (Aust.) PTY. LTD.
250 Pitt Street, Sydney, New South Wales. Boosey & Hawkes also handle Joseph.
CASTLE MUSIC PTY. LTD.
Empliron House, 239-241 Castlereagh Street, Sydney, New South Wales.
CHAPPELL & CO. LTD.
58-70 Clarence Street, Sydney, New South Wales.
Chappell & Co. Ltd. also handle: Comet; Five Continents; Robert Mallet; Sterlings; E. H. Morris, Aberbach, Wallaby; Planetary Gala.
D. DAVID & CO. PTY. LTD.
216 Collins Street, Melbourne, Victoria.
EESEK MUSIC OF AUSTRALIA PTY. LTD.
254 Pitt Street, Sydney, New South Wales. Eseex Music also handle: Arwin. LEEDS MUSIC PTY. LTD.
55 Pitt Street, Sydney, New South Wales. Leeds Music also handle: Toron Music.
W. H. PALING & CO. LTD.
338 George Street, Sydney, New South Wales.
NICHOLSON'S PTY. LTD.
419 George Street, Sydney, New South Wales.
SOUTHERN MUSIC PUBLISHING CO. LTD. (Aate.) PTY. LTD.
Carlton House, 28-40 York Street, Sydney, New South Wales.
Southern Music also handle: Harry Fox and World Music.
SPANKA MUSIC PTY. LTD.
185-187 A'Beckett Street, Melbourne, Victoria.
WOMENA MUSIC PTY. LTD.
185-187 A'Beckett Street, Melbourne, Victoria.

AUSTRALIAN MUSIC
follow it smartly with an album of songs, so many companies have done thus it must be paying off. Artists like Patsy Ann Noble, Lucky Starr, Bryan Davies, Frankie Davidson, all have recently had hot singles and all have followed with a package of songs.

The publishing field in Australia remains very much the same during the twelve months period. Many publishers are very active in promoting the catalogue they represent in this area and in general the standard of publications in Australia is high in comparison with some overseas prints received by Cash Box Australian offices.

Great interest is being shown by record companies, music publishers and book publishers in the proposed new Copyright Act but as yet much has been disclosed and all parties are biding their time during the waiting months that have followed the official hearing or inquiry. Cash Box will keep you advised of action developing from this situation.

And whilst it has been a frustrating twelve months in many respects, all record and publishing houses have gained experience and have used this period as a self-appraisal term, pruning the useless branches from the vine so that when conditions giving good sales returns return and return they must in an expanding country like Australia—all companies will find themselves in a far better position than several years ago when most companies were over-staffed and indolent.

We are all looking forward to the next twelve months—in fact, to lift a phrase from Australia's largest retailer, "Operation Forward" is perhaps a good axiom for us all. Let us surge ahead with vigour, pursuing our profession with our utmost ability to restore the excellent tradition that several years ago went hand in hand with the record industry in Australia.

MEET THE MUSIC MEN

DON LUNN
The No. 1 "Top 40" d.j. in Melbourne, Don has all the equipment to win big audiences—a convincing selling style, a convincing showmanship presentation and the backing of 3UV, Australia's top music station.

GEOFF HAYNES
An authority on all modern music from Jazz to the Twist; from the Twist to the Rock; from the Rock to the "Top 40." More adults listen to Geoff Haynes than any other d.j. in Melbourne.
Australia: Advances

Over the past couple of years particularly there has been a lot of trade in Australia about the advantages and/or disadvantages of paying advances for songs and records from overseas companies. It seems that the advance is almost as much a part of the running of a business as the sale of the song; this applies especially in the case of negotiations for an individual song or in some cases of entire catalogues being sought on a long-term deal the situation is different.

PHILIPS MUSIC ELECTRICAL INDUSTRIES PTY. LTD.

GRAND RECORD STORES, 185-187 Flinders St., Melbourne.

W.G. & W.G. DISTRIBUTING CO. LTD.

AUSTRALIAN RECORD DISTRIBUTORS

NEW SOUTH WALES

AUSTRALIAN RECORD CO. LTD.

EMI (AUST.) LTD.

MUSICAL WHOLESALE SUPPLIES LTD.

RCA OF AUSTRALIA PTY. LTD.

WATTLE RECORDINGS

TASMANIA

ARRNO AGENCIES

PHILIPS ELECTRICAL INDUSTRIES LTD.

WILLS & CO. LTD.

VICTORIA

AUSTRALIAN RECORD CO. LTD.

EMI (AUST.) LTD.

A. P. SYKES PTY. LTD.

PHILIPS ELECTRICAL INDUSTRIES LTD.

EYE RECORDS LTD.

VICTORIA

ALBERT STREET, MELBOURNE.

NEW SOUTH WALES

MUSICAL WHOLESALE SUPPLIES LTD.

PHILIPS ELECTRICAL INDUSTRIES LTD.

MUSICAL WHOLESALE SUPPLIES LTD.

QUEENSLAND

COLUMBIA; Apex; Manhattan; Capital; Gulf; U.S.A.; RCA; CBS-Coronet; Warner Bros.; Pacific; United Artists; Chess; Kapp; Hickory; RCA; Col.; Hoagy Carlin, Esq.; Jesse L. Hyams; A. E. Harold PTY. LTD.

C. A. PEACE & CO. PTY. LTD.

PHILIPS ELECTRICAL INDUSTRIES LTD.

PHILIPS ELECTRICAL INDUSTRIES LTD.

SOUTH AUSTRALIA

A.R.D. DAVEY & SONS LTD.

L. S. WISE LTD.

PHILIPS ELECTRICAL INDUSTRIES PTY. LTD.

NEWTON MCLAREN LTD.

WESTERN AUSTRALIA

ATHOL M. HILL

LEEROY INDUSTRIES LTD.

PHILIPS ELECTRICAL INDUSTRIES LTD.

ELECTRONIC INDUSTRIES LTD.

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3KZ'S STAN ROFE OF MELBOURNE AUSTRALIA

TOP D.J.

MONDAY TO FRIDAY 5 - 6:30 P.M.

QUEENSLAND

COL. HOFGOOD PTY. LTD.

A. E. HAROLD PTY. LTD.

C. A. PEACE & CO. PTY. LTD.

PHILIPS ELECTRICAL INDUSTRIES PTY. LTD.

RADIO CORPORATION LTD.

AGMAGAMATED WIRELESS (A/J/A) LTD.

SOUTH AUSTRALIA

A.W. DAVEY & SONS LTD.

L. S. WISE LTD.

PHILIPS ELECTRICAL INDUSTRIES PTY. LTD.

NEWTON MCLAREN LTD.

WESTERN AUSTRALIA

ATHOL M. HILL

LEEROY INDUSTRIES LTD.

PHILIPS ELECTRICAL INDUSTRIES LTD.
Australia....

Advances

(Continued from page 24)

With the almost total removal of licensing control throughout Australia some eighteen months ago, the various problems associated with the importation of whole records, tapes, music and cover slips into Australia from overseas companies by Australian representatives have in most cases disappeared. Perhaps a brief glance at Australian Customs Duties and Primage will prove of interest to the readers of The Cash Box and could help to explain why some companies do not import large quantities of disks than are at present entering the country.

WHOLE RECORDS FOR RESALE

(From the U.S.A.) These records are subject to several charges besides the duty on records and primage. On arrival in Australia they are subject to inspection by the Publications Censorship Branch of Her Majesty's Customs in order to control the entry into Australia of questionable, “blue” or obscene material. After a clearance by this Branch, the disks are then subject to a duty of 10/6 per disk if the size of the record exceeds 6” or 10d per disk if it is belived under, both sizes are subject to a 10% Primage Duty based on the F.O.B. value converted to Australian currency. It is also vital to remember that any records shown as “no charge samples” “audition samples” etc are not subject to the above duties but also are held subject to a 25% Sales Tax as an additional item.

Records entering Australia from England are subject to a lower rate which is...for records of six inches and under (in diameter) 4½ pence per record. Duty and primage added over 6” is 9 pence plus 5% Primage. As with American imports, the primage is based on the original cost F.O.B.

COPYRIGHT ON RECORDS FOR RESALE: The Copyright Act of Australia obliges the payment of copyright based on the percentage of 5% of the retail price and is to be paid to the copyright owner in the country of that sale. Therefore it is not necessary for the company exporting the records to Australia to pay copyright on the records leaving the country of exportation, if copyright is not paid by the exporting company, then when the Australian company pays their copyright, two payments will have been made and this is contrary to the Act. Some attention to this point should be given.

RECORDED TAPES, METAL MOTHERS ETC. From the USA, these items are subject to 7½ Duty only and are exempt from Primage. From England, the above items enter Australia completely exempt from Duty.

EMPTY RECORD COVERS AND SLICKS (From U.S.A.) Many Australian companies import expensive covers only when the production and sales of such could possibly warrant blindness and various special techniques associated with specialised printing that are possible in a country of large population such as the United States. It would seem that as a tax protection the duty on such jackets and printed slicks is quite high as it amounts to a duty of 1½/4 (1½% cents) per pound weight—or (Continued on page 30).

AUSTRALIAN RECORD COMPANIES

AMALGAMATED WIRELESS (A/sia) LTD.
47 York Street, Sydney, New South Wales.
Labels: Radiola, Telefunken.

AUSTRALIAN RECORD COMPANY LTD.
11-17 Harragre Street, East Sydney, New South Wales.
Labels: CBS-Coronet / Warner Bros.; United Artists; Chas; Kapp; History.

CARENA CO.
Dakings House, Rawson Place, Sydney, New South Wales.
Labels: Elite Special; Carina; Baldophone.

EMI (AUSTRALIA) LTD.
Emilron House, 301 Castlereagh Street, Sydney, New South Wales.
Labels: HMV / Columbia; Capitol; MGM; Parlophone; Decca; London; Victory; Fontana; Disneyland; 20th Fox; Regal-Zonophone; Liberty.

FESTIVAL RECORDS PTY. LTD.
22-23 Harris Street, Pyrmont, New South Wales.
Labels: Festival; Rex-Lazer; Amper; Imperial; Coral; Top Rank; Brunswick; Eversist; Concert Disc.

PHILIPS ELECTRICAL INDUSTRIES PTY. LTD.
49 Clarence Street, Sydney, New South Wales.
Labels: Philips; Polydor; Fontana; Roulette; Gramophone Victoria.

PYE RECORDS PTY. LTD.
Pye House, 566 Elizabeth Street, Melbourne, Victoria.
Labels: Pye; Colpix; Pye-Jeteau; Vogue (France); Delux; Ramsey Jones (Vicenza); Frebner; Goldengroove.

RADIO CORPORATION PTY. LTD.
Astor House, 1515 Stuart Street, South Melbourne, Victoria.
Labels: Aristar; Mercury; Verve; Columbia; Emaray; Wing; Vanguard; Hitrecord.

RCA OF AUSTRALIA PTY. LTD.
221 Elizabeth Street, Sydney, New South Wales.
Labels: RCA; Camden.

SCALA TRADING CO.
58 Cockle Bay, Lane Cove, New South Wales.
Labels: Arte; Aurostron; Harmonia; Qualitas; Dr. Murray Banks'; Express Language; Teaching Records.

WATTLE RECORDINGS
46 Windsor Street, Paddington, New South Wales.
Labels: Wattle; Folk Music Record Club.

W. & G RECORD PROCESSING CO. PTY. LTD.
153 s'Beckett Street, Melbourne, Victoria.
Labels: W & G: Magnavox; Gem; Swanpie; Diaphon; Time.

CONGRATULATIONS
ON YOUR 20TH ANNIVERSARY
from
International Recording Company Limited

Licensee and Distributors for RCA Victor Records in Trinidad Now Available to All Record Dealers in U.S.A.

Our congratulations, greetings and thanks to Cash Box and our friends throughout the U.S.A.

—Essex Music of Australia Pty. Limited—
—Arwin Music Pty. Limited—
—Barton Music Pty. Limited—

Our congratulations, greetings and thanks to Cash Box and our friends throughout the U.S.A.

Polyneisan Music?

Authentic Recordings From
TAHITI
SAMOA
NEW ZEALAND (Maori)
FUFI
TONGA
Available For Lease From

Viking
Record Co. Ltd.
6 Sexton St.
Wellingon, N.Z.

Contact Viking for Live Representation

The Hottest Independent Operations in both Australia & N.Z.

FOR AUTHENTIC SOUNDS FROM THE WEST INDIES CONTACT YOUR RCA Victor Distributor OR
International Recording Co. L.T.D. P.O. Box 517 Port-of-Spain, Trinidad, W.I.
The Spanish record industry has recently undergone modifications, which makes one foresee a possible change in its structure. Apart from the birth of some new foreign labels in distribution, a general tendency is seen in all the recording companies to modify their facilities, procedures, techniques and merchandising. Worldwide diversified news, which was previously scarce, now arrives more quickly.

In the year 1961 some new labels appeared: Cubalegro—distributor of Spanish-American music; Vergara who have Ariola and Ricordi licenses and their own Spanish artists, Pax and Cor; Mercury, previously distributed in Spain by Zafiro recently changed over to Philips; Warner Bros, records which until lately have not been exploited in this country, are now being distributed by RCA España. RCA Española are also in charge of the Telefunken catalogue and are negotiating the license of two other world known labels, Beberon will be pressing the French Ducrét-Thompson records in Spain.

From the technical point of view, the improvements are considerable. Philips and Gramophone-Odeon now have a modern recording studio; His-pavox are building a new studio; RCA have completely modernised their studio and have installed in it the most up-to-date equipment in Europe.

"Belter S.L. has recently amalgamated with the SAEF (Sociedad Anónima de Ediciones Fonográficas) which has a small pressing plant that is now to be modernized." All these impressions without doubt due to a current trend for modernization which some firms have initiated and are also brought about, to a certain extent, by the demands of the public, a public which is becoming more and more informed on the subject of the record.

However, the Spanish record market continues to come up against some difficulties regarding its development. There are various problems and the smoothing out of these depends on a series of diverse factors. It is interesting to mention the small number of jute boxes which exist in the national territory. Statistics show that the possibilities of selling jute machines are enormous because that they give satisfactory results. Even so, the number of automatic machines is not over 4,000 but it is possible that the number will increase in the near future because there are some rumour that an Italian firm proposes to distribute about 2,000 over the whole territory. This naturally means an increase in the demand for new records with the resultant increase in production.

(Continued on page 30)

**LIST OF MUSIC**

**PUBLISHERS IN SPAIN**

**EDICIONES IRIS**
Calle de Ciento, 193, Barcelona 11

**EDICIONES MUSICA DE ESPAÑA**
General Mola 156, Madrid 19

**EDICIONES MUSICA MODERNA**
Marques de Cubas 6, Madrid 14

**EDICIONES MUSICALES CARTON**
Sagasta 23, Madrid 9

**EDICIONES MUSICALES LUIS ARAGUE**
Rico Rosas 23, Madrid 3

**EDICIONES MUSICALES MADRID**
Mayor 27, Madrid 9

**EDICIONES MUSICALES PASO**
Alcala del Castillo, 12, Madrid 3

**EDICIONES MUSICALES PEPITA**
Travesia de Horno de la Mata, 3, Madrid 13

**EDICIONES PINGUINOS**
Muntener 11, Barcelona 11

**EDICIONES PUBLICACIONES MUSICALES**
Apartado 87, Sangerpavilla (Barcelona)

**EDICIONES RITMO Y MELODIA**
Villarreal 16, Barcelona 11

**EDICIONES SIRIUS**
Apartado 792, Barcelona 4

**EDICIONES SONOSEC**
Clarin 3 (Carrascal de Rejo), Madrid 19

**EDICIONES TECLADO**
Andreu Borrega 6, Madrid 13

**EDICIONES UNION MUSICAL ESPAÑOLA**
Carrera de San Jeronimo 20, Madrid 14

**EDICIONES UNIVERSO**
Apartado 12.396, Madrid 12

**EDICIONES MUSICALES I.F.I.**
Marques de Duero 106, Barcelona 15

**EDICIONES MUNDO DE RITMO**
Pianta 10, Madrid 12

**EDICIONES MUSICALES DUMOR**
Montesa 34, Madrid 13

**EDICIONES EJES ESPAÑOLA**
Mayor 27, Madrid 13

**LIST OF RECORD MANUFACTURERS IN SPAIN**

**RCA ESPAÑOLA, S.A.**
Avenida de América, Madrid 17

**PHILIPS IBERICA, S.A.**
Po de la Delicias, 60, Madrid

**GALIC DEL GRAMOFONO ODEON**
(Avdo de Aíto) Ural 344, Barcelona

**HISPANOX, S.A.**
Carraltena 62, Madrid

**FABRICA DE DISCOS "COLUMBIA"**
Libertad 54, Madrid

**IBEROFON**
Carrasola del Parvido, 4, Madrid

**BELTER**
Bruch 136/137, Barcelona
Even Greater Than COLE ESPAÑOL!

"COLE ESPAÑOL" is the best selling Album ever recorded by Nat King Cole for sale to international markets. Selections from this album have appeared on hit charts around the world for four consecutive years since its release in 1958.

Now, Capitol Records is proud to announce the release of "MORE COLE ESPAÑOL." It will be available for sale in the very near future. If you would like more information regarding the availability of this album, please address your inquiry to:

CAPITOL RECORDS INTERNATIONAL CORP.
Hollywood & Vine
Hollywood 28, California

(S) W-1749
The past twelve months were marked by great record activity and constant raising in the prices of all kind of records. In one year, the standard record, which costs Cr.$100.00, had three raises and now costs Cr.$300.00. The LP’s are in the same conditions. Last year they were in our retail stores by Cr.$1000.00. Now you couldn’t buy one with less than Cr.$1550.00, and in many cases, with less than Cr.$1450.00. The fact is that these constant raises are causing an inevitable retraction on the sales. Last year we said that could “kill the hen with the golden eggs” and that’s what’s happening now, if our companies continue with this “higher prices” policy.

The great record event of these twelve months was the appearance of Silvana & Rinaldo Calheiros, a very lucky couple, since their first record Amor, beat all previous records and stayed for eighteen weeks on the top of São Paulo’s chart. Now, another record of the same couple reached the top too; “Onde Estas Coracao (Where Are You, My Heart)”. The LP they waxed for Copacabana Records, “Quinho-Te Con Amor (Listening To You With Love)” was very well received by the public, too. Undoubtedly, Silvana & Rinaldo Calheiros are the artists of the year.

Once more, Milthino has been in our charts, with two smash hits: “Lembrancas” and later “Confidencia,” both composed by Raul Sampiao and Benil Santos. Among the foreign artists, Ray Conniff proved once again to be the most popular foreign Orchestra and Ray Charles, especially in the past two months, the most promising singer of the season. The Twist continued its reign, through the records of Chubby Checker, a consistent chartregular in Brazil.

Twelve months ago we said that double-compact records would surpass the popularity of EPs and 45 RPM singles and that’s what happened. Now only Philips is still releasing 45 records. All other companies are producing only compacts in 7 inches. But 78 RPM is still in the most popular standards, by the reasons exposed one year ago.

Among the publishers, two deserve special mention: Vitale and Fernata, responsible for the most important hits of the season.

The past twelve months were very profitable for RGE Records, which proved to be in excellent situation with its very consistent Brazilian cast and no less excellent international representations. The surprise of the year was Fernata, which released several hits, specially in 1962, including the smash hits of Chubby Checker. RCA Victor had a great deal of responsibility concerning the successes of RGE and Fernata, since these marks are distributed by RCA.

These were the most important facts concerning our Record Industry in the past twelve months.
IN SPANISH, PORTUGUESE OR ENGLISH EVERYONE AGREES THAT

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Walter Gurtler, one of the most active record producers in Italy, expanded his Italian record operation this year with a new building including his facilities, a recording stage and a record molding factory. The new addition adjoins the building he erected two years ago to house his hot Italian disk firm Red Records.

The new Gurtler house is located at Pero, a section on the outskirts of Milan. When completed in 1963, Gurtler plans to move all his companies into the new building and will merge his two current firms, Saar and Gurtler, at that time.

The current executive staff of the two firms includes: Walter Gurtler, vice-president; Maestro Leoni, A & R manager; Maestro Libano, A & R manager; Mr. Prandin, director; Mr. Balloni, sales manager; and Mr. de Gioia, advertising-promotion manager.

The start of Gurtler’s activity on the Italian market goes back to the years following World War II. But it was in 1950 that he established Saar as a record pressing factory and the house of Gurtler as a record company. Saar had been operating in this fashion until 1958 when it took over representation of the Verve label in Italy. The biggest record Gurtler had was Melba’s “Only You” by the Platters. It was a significant record event in Italy since it played an important role in changing Italy’s music tastes toward rock and roll tempos. In addition to Verve, Gurtler had the Atlantic line in Italy and enjoyed considerable success with it, especially so with Bobby Darin’s “Mack The Knife.”

In April, 1960, the company signed a contract with Warner Bros. for Italian representation. Through the WB catalog, the company had a number of money making disks including George Gershwin’s “Lucy’s Theme,” “So Sad” and “Ebony Eyes” by the Everlys; and others by Don Knob, Bob Luman and Sir Chancey.

From the catalog of Barclay, which Gurtler has distributed in Italy for quite some time, came the name of Dalda to Italy—a songstress who sold well with “Les Gitans,” “Never On Sunday,” “Milord,” and her current hit “E L’Maintenant.” Another Barclay name to hit in Italy is Charles Aznavour, who clicked with “Il Faut Savoir.”

On the domestic front, Gurtler has two hot names in Adriano Celentano and Tony Dallara, both continually on the Italian best seller lists. Celentano, a home grown discovery of Gurtler’s has a number of records which topped the 100,000 mark in Italy, including “Il Tuo Bacio E’ Come Un Rock.”

This year he has hit the charts with “alla Mamma” and is currently selling well with “Caterina.”

Others in the Gurtler roster include Anita Traversi, I Campioni, Caterina Villalba, and the recently pacted Remo Germani.

Gurtler continues to represent Warner Bros., Atlantic and Barclay in Italy.

(Top Right) Walter Gurtler, Vice President of Italy’s Red Records
(Right) A view of the New Gurtler Building
(Bottom) The floor plan of the new House of Gurtler.
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ITALY . . . The Last 12 Months

The general impression of the first six months of 1962 on the Italian disc-scene is that there were too few big hits and too many smaller ones.

Five titles rank as big successes. They were "Let's Twist Again" by Peppino Di Capri (Carisch), over 400,000 in sales, "Nata Per Me (Born For Me)" by Adriano Celentano (Gurtler), over 400,000 in sales, "La Ballata Della Tromba" by Nini Rosso (Titanus-Durium), over 300,000 in sales, "Quando Quando Quando" by Tony Renis (VCM), over 300,000 in sales, and "Wheels" by Billy Vaughn (Decca), over 200,000 in sales.

Beyond these, the sales average of many releases is considered far too low. Cash Box learned upon getting impressions from discs execs.

The six months period also saw a continued decrease in the importance of American product. It's noted that rock 'n roll was introduced to Italy via American discs, while the twist craze was spurred in Italy by an Italian artist, Peppino Di Capri, with his "Let's Twist Again," which he introduced on TV last Dec. with dramatic results—a great twist fed in Italy.

The Italian charts over the past two years has included more domestic hits and less foreign. Such previous hits as "La Cabina" in Italy as Connie Francis. Tony Anka and Elvis Presley are less effective in Italy than they were several years ago.

A great event here March 1 was the opening of RCA Italiana's studios in Rome, the largest recording facilities in the world. Over 500 people attended the formal opening that day.

Walter Gurtler this year purchased a new building featuring offices, a recording studio and moulding factory. All of Gurtler's activities will be housed in the building, located at Pero, a section north of Milan, within a year 1962 brought from Paris to Milan Francois Minchin as new director of La Voce Del Padre-Columbia-Marconiphone (VCM). When Minchin joined VCM in France, the firm's catalog was enriched by the addition of Liberty Records, which VCM has been promoting very well in Italy.

In a sense it was VCM that won this year's San Remo festival. "Addio Addio" may have been the winner, but two VCM recordings of runners-up, "Tango Italiano" and "Quando Quando Quando" by Tony Renis, did far better in disk sales. VCM had a similar experience last year with "24,000 Kisses" by Adriano Celentano and "Like A Symphony" by Pino Donaggio. Both San Remo entries placed after "Al Di La," the number one tune, but not a big disk success that year.

"Al Di La" however, became a big hit in the U.S. this year via Ennio Morricone's waxing on Warner Bros. (from the soundtrack of "Rome Adventure"). This surprised everyone in the Italian disk business. It was the biggest Italian-made success in the U.S. since Domenico Modugno's "Volare" in 1962.

The question of Columbia Records representation in Italy is still left unanswered. The label recently ended its ties with Phillips in Italy, and has left everyone guessing as to what will be its move.

Durium this year no longer handled the Top Rank label, which ceased operations. Last winter, the label had a big success with "La Ballata Della Tromba." Durium took over the foreign distribution of Clan, the label of Adriano Celentano, except for Switzerland and South America.

There were big changes at Melodicon (Clips Italiana) during the first half of 1962, losing big distribution success, but getting Mercury and Interdisc.

Unexpected daily radio and TV exposure on "Wheels" by Billy Vaughn gave Decca Italia a big hit, as did the label's waxing of Caterina Valente's whose disk, including her "Twisting The Twist," have been receiving a sales impetus thanks to her many appearances on Italian TV. Other good Italian sellers are Pat Boone, The Machacambos and The Champs. Big news at Rifi so far this year was its taking over of the distribution of Adriano Celentano's label, Clan, in Italy. Clan's first release, "Stai Lontana Da Me (Tower of Strength)," was an immediate success.

ITALY'S BEST SELLERS OF THE FIRST SIX MONTHS OF 1962

1. Let's Twist Again
2. Nata Per Me
3. Ballata Della Tromba
4. Quando Quando Quando
5. Bamboina Bamboina
6. Wheels
7. Stai Lontana Da Me
8. La Ragazza Col Maglione
9. Like I Do
10. Tango Italiano
11. La Paloma
12. Moon River
13. Twisting The Twist
14. You Are My Rose
15. Come Nasce Un Amore
16. Senza Nube/In The Way You Look Tonight
17. Gondolli Gondolla
18. Tango Del Mace
19. Il Fast Savoir
20. El Mantenent
21. Catehinas
22. Ogni Giorno
23. Now Wonderful To Know
24. Montecarlo
25. Evolutions
26. Claro Amore
27. Pers Maturo
28. Amo Amor/Tango Per Favoer
29. Mollendo Cafe
30. Someone Else Boy
31. Tequila Twist
32. Retiena La Noit
33. Fresetta
34. Midnight In Moscow
35. Johnny Will
36. The Less Sleeps Tonight
37. Town Without Pity
38. Cuando Calienta El Sol
39. Tomorrow Night
40. Il Cappello

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Cash Box—August 11, 1962
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GIANNINI TALKS OF "SUCCESS"  

About two years ago, Joe Giannini, executive manager of CBS and GO records, stated from these columns that he was completely successful. The two companies had to reach an overall record sale of $2 million per year. This statement seemed to be rather venturesome and even the optimistic people of the record field thought that the stated figure was very difficult to be reached. Today it can be stated that Giannini was right. As a matter of fact, the two companies have had such a number of disk successes in the past two years that the figure has been surpassed.

"We have been able to see these top-sellers," Giannini states today, "for a lot of reasons. First of all, the quality of the product marketed. I seized this opportunity to thank from these columns all the American companies which we represent, for giving us such good records constantly, as well as our Italian artists who have completed our success."

Besides this, there have been important factors which helped the companies to be successful. One of these is undoubtedly the close relationship with Italian TV which, through an official co-operation, has permitted to present in the market by the artists: as Connie Francis, Nancy Sinatra, Gene Pitney, Bobby Rydell, Tony Williams, Lou Monte, Jimmy Davis Jr., Dick Caruso.

"Giannini Giannini," our Giannini, have the chance, with the help of the American companies, of their artists and their managers, to continue this TV policy which has given such good results.

"As a matter of fact, the successes of the following records:


"Living Honeymoon" by Lou Monte. "Mollendo Cafe" by Dingo Garcia. "Everybody Calls Me Joe" by Jimmy Davis Jr.

must be attributed primarily to the fact that the related artists have exhibited themselves on Italian TV. As it is known, this is the most important way to promote sales in the market.

Besides the above records, other labels' top sellers have been:


"Let's Twist Again," "Twist" by Gary Che Rivera.

"As far as the future is concerned," Giannini states, "we'll try to attain these top sales again and we'll do our utmost to make our Italian artists very popular abroad and especially in the United States. The past years have just concluded with London Records for exploitation of our artists in USA, giving us the certainty that our artists will have the best promotion possible there or else."
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(presented at the ED SULLIVAN SHOW of July 8)

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‘TANGO DEL MARE’
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‘YOU’RE MY HEART’S DELIGHT’

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YUGOSLAVIA—R.T.B.
The second big trouble was the fall in retail prices. This was in April, when most companies decided to cut these discounts, after the signing of the Chamber of Record dealers agreement. The second big trouble was the fall in the price of market, March. After having many soft summer months, January and February, March showed a general reduction that continued in April and May, and is still in force. Some editors consider that this has been due to 60% sales cut. This has obliged some retailers to cut costs, with a reduction. No big companies have been affected by this change, because of their huge loyalty expenses.

Nobody knows when will the recession, although it is supposed that either of December or April may show. In this case, almost everybody is now alarmed for the storm, and expects to see this new trend reduced. Some editors think that many have to be followed by layoffs that have to be effective, and that more than 500 people have been fired due to the exchange changes. However, it is supposed that all payrolls will be made in time, and that companies will have to be more careful with expenses.

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ARGENTINA.... The Last 12 Months

(Continued from page 42)

eral others that are still working hard. In the opinion of one interviewed, the record companies should encourage people to get into the record business and this would mean a big maket expansion. Another booster stated that there are few good record companies, while still too many records are released without any good artistic background.

Regarding stereo, the market is being interesting. The main trouble—as in many other countries—is that the equipment is still too expensive. However, many people are turning to stereo and this type of record always sells well. The rate for stereo LP's is, up to now, 8,000, and was reached by Peter Appleyard's "Per- formative Jazz." Louis Armstrong's "Fire Pennies," a couple of years ago also sold well.

Another of the industry's main troubles (the recording equipment) is that the market is still young. Both Columbia and Saciamerica are focusing their new stereo recording studios, with up to date equipment, which will allow good records. Up to now, when sound was needed, some discirms had to record in Brazil, make the stampers there, and then press the records in Argentina. With the new machinery, this will not be necessary.

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BRAZIL-BEST SELLERS LAST TWELVE MONTHS

JUNE—EISCANDA—MARCO ANTONIO MUNIZ—RCA

JULY—EISCANDA—(Marco Antonio Monti—RCA)—PRESUMIDA (Teen Tops—Columbia)

AUGUST—AGUETAS COLOR DE ROJA (Holligan—Columbia)

SEPTEMBER—AGUETAS COLOR DE ROJA (Holligan—Columbia)

OCTOBER—AGUETAS COLOR DE ROJA (Holligan—Columbia)

NOVEMBER—POTITOS (Teen Tops—Columbia)

DECEMBER—POTITOS (Teen Tops—Columbia)

JANUARY—POTITOS (Teen Tops—Columbia)

FEBRUARY—EL LOCO (Javier Sols—Columbia)—MULTIPlicACION (Fabricio—RCA)

MARCH—MULTIPlicACION (Fabricio—RCA)—EL LOCO (Javier Sols—Columbia)

APRIL—MULTIPlicACION (Fabricio—RCA)—GUYS LA COQUETA (Marie—RCA)

MAY—EL LOCO (Javier Sols—Columbia)

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JULY—EL GRAN TOMAS (Marie—RCA)

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ARGENTINA

Manuel Villareal, general manager of Discos Colombia de Mexico, was a visitor to this country recently. His visit spent several days in Argentina discussing the future action of Colombia in the Latin American markets, Europe and Japan. He indicated that labels in this country and Peter de Bourgomm, Colombia's vice-president for Latin America, made this trip to Argentina.

Mauricio Brenner, head of Ferrnata Publishers, unveiled several titles of the tunes of the song "Yo No Dejas Irs", written by Neve, who has been singing and composing for the last four years in Argentina. This song is included in a new release of "Ar denied", which has the rights to the Greenfield-Sedaka productions, too.

Jose Ruzo of Edami Publishers (Southern Music Representative) expects very good results. According to Colombia's El Sol, the Hermanos Ruihle of Argentina has registered the Tune "La Guanta", the rhythm created by Marco Marco and presented at the last Mar del Plata Music Festival. Colombia has released the first "quintas" in the Frank Ferrara version, and Ruzo was very satisfied with the arrangement made by Ferrara. Several other recordings are due soon.

In addition to the previously arranged recordings, except those local products that had been recorded before the strike, Phillips has started a daily-hour radio program on Radio Libertad, presenting in English and Spanish, "La Tienda Philips del Aire, and it is performed by Nicolas Mancera and Teresa Gutierrez.

Roberto Lambertucci reports that his preference, Neumann, has two new titles to refer to the Paraguayan label Scala, to be released in the States. Lancipal, not only has much, but has also four recordings in that country. Spanish lyrics are being prepared, and local version will be arranged.

Rodolfo Cavalcanti composed his work with "El Cielo en Una Estancia", known here as "Un Cielo Para Los Dos." Up to now there are nine available recordings of this tune, including one in tango rhythm by Francisco Rivas, and another in the Paraguayan music of the Rivas family. The tune that hit the charts a couple of years ago in the Eddie Calvert version.

More about Ariel: the label has put out a single album recorded by Mito González, a member of the group for ABC-Paramount in the States. González went to see Paula, Brazil, and has several recordings in that country. Spanish lyrics are being prepared, and local version will be arranged.

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Michael Davis reports that the releases of Steve Lawrence on the Ariel label are finding a very good market. The disc has recently released his second LP, titled "I'm a Dreamer," and "I'm a Dreamer," and "I'm a Dreamer," and "I'm a Dreamer," with "I Don't Care," "I Don't Care," "I Don't Care," and "I Don't Care," as the hits of the year in the Eddie Calvert version.

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In Switzerland, a small country of some 4.5 million inhabitants, there are three officially spoken languages; German in the northern, eastern and central part; French in the western region and Italian in the south. In the pop field the record Market varies from territory to territory with each area demanding hit records and stars in its own language. E.P.'s and L.P.'s are the strongest sellers. Instrumental recordings, acceptable in all territories, enjoy a large slice of the market and local Swiss folk records are always in demand. The latter, besides enjoying a sales boom during the tourist season, are much favored by the Swiss themselves.

Musicvertrieb A.G. of Zurich, headed by Mr. M. A. Rosengarten, carefully plan new folklore recordings every year. These are available on the European Decca label and during the past season the biggest hit in this category has been "Steiner Chilbi." Besides being the exclusive Swiss representative for Decca London, RCA, Warner Brothers, Capitol, Dot, Imperial and Barclay, the activities of Musicvertrieb include the wholesale distribution of TV and radio sets; tape recorders and juke boxes together with their own publishing company. Pop wise the company's biggest sellers in 1961-62 have been "Good Luck Charm" by Elvis Presley (RCA); "Le Petit Gonzalez" by Dalila (Pop); "Geld voor Hun" by Gerd Boetchter (Decca); "Legata a un Granelli di Sabia" by Nino Tempo (RCA) and "Pepeito" by Los Machucambos (Decca). In the classical field Musicvertrieb had a top seller with celebrated pianist Van Cliburn and the outstanding success of the orchestre de la Suisse Romande under the leadership of Ernest Ansermet is further proof of the importance of classical music in Switzerland. Soundtrack recordings from stage and screen are popular—recent top sellers being "High Society" "The King And I," "Green, South Pacific" and "Breakfast at Tiffany's."

Approximately 75% of the records sold in Switzerland are imported and over 170 labels are represented. There are only a few important labels in Switzerland, that of Turicaphon. Established over 30 years ago Turicaphon undertake pressing for all international marks including HMV, Columbia, Decca, RCA, London and Polydor. They also have their own labels—ElITE-Special and Austin—represented in Switzerland by Musikvertrieb and exported to many international markets. Last year saw not only the modernization of their factory but also a considerable expansion of the Turicaphon repertoire. As well as an established sales organization in Germany they have recently set up a new company, Centrocord in Austria for the exploitation of not only their own Elite-Special label but many other marks including Sonet, Storyville, Trilora and Vogue.

American and British artists are also popular in Switzerland. Jecklin & Co. of Switzerland, who besides their record and publishing activities have one of the finest record shops, report that the highly successful concert tour by Ray Charles and The Modern Jazz Quartet recently brought very good sales for their respective disks. The Ray Charles "Twist" L.P. on Atlantic was the first twist disk to hit the market. It was flown direct from the States late last year and sold almost like a single. Cliff Richard with his first German single won many new Swiss admirers as did Sweden's Siw Malmkvist with her German record of "Danke fur die Blumen." One of the biggest sellers of the past year was "Be My Love" by Tony Ben- dix whilst Edith Piaf hit the packpot in the French part of Switzerland with "Je ne Regrette Rien." With the many Italians now working in Switzerland (there are some 300,000 in the German area alone) Italian disks and singers are in demand. Tony Dallara made a come-back with "La Novia" and Adriano Celentano further established his reputation in the Swiss market.

Phillips Records had a notable success with "Lettiera D'Amore" by Italian star Wilma de Angelis which was awarded first prize at the 1961 Zurich Song Festival. Pop wise the highlight of the Philips year was the launching in Switzerland of France's No. 1 teenage start Johnny Hallyday, his million selling disks "Vints Danser Le Matin" and "Chiens Lock Du" were backed by personal appearances in Lausanne, Geneva and Bienne. Philips have also enjoyed success with established French artists such as Georges Brassens, Yves Montand, Henri Salvador, Patachou, and Les Fresos Jacques. The Finsterwald and Cantucanze, Vogue S.A. and Editions de la Musique Group of Companies also report a successful year which included the acquisition of Sinatra's Reprise label for the Swiss market. The first two companies, whose principal activities are the production and distribution of records, have enjoyed chart success with records such as "Ballata della Tromba," "Clair de lune" a Maubeuge," "Midnight in Moscow," "The Pepper Mint Twist," and "Roméo." Many foreign recording stars have found popularity in Switzerland through these companies notably Britain's Petula Clark and Kenny Ball; Joe Dee (USA); Pape Bue (Denmark); The Violents (Sweden); Les Copains (France); Nini Rosso (Italy) and The Cave Stompers (Germany). Besides a healthy increase in turnover for the year the Group report the growing success of their low-priced series of 78s which are becoming popular with dealers. Editions de Belmont was the sub-publisher of the best selling "Succ Surtz." Siemens (Deutsche Grammophor) is another company whose list of best sellers represents a big tendency to favor foreign stars with an accent. The young Alan Badia of Belmont backus established himself in Switzerland with his chart topping "Der Mann Im Mond." On the distaff side the ability of Connie Francis to sing in many languages has brought her a chart success in the German speaking part of Switzerland with "Schon Früher Mann" (Someone Else's Baby) and in Southern Switzerland with her Italian waxing of "Tango De Ia Gelosia" (Jealous Of You). Another notable success for D.G.G. came from Freddy with the evergreen "La Paloma.

EMI's interests in Switzerland are represented by an affiliated company EMIAG, Zurich, headed by Jean Claude Reynaud, a well-known figure on the Swiss record scene. EMIAG arranges the importation and local manufacture of records but does not itself directly engage in wholesale distribution. This is entrusted to three distributors all based in Zurich. Jecklin & Co. handle Columbia and the newly launched EMI label Stateside, HMV and Liberty lines are distributed by Hugh & Co., whilst Parlophone, Odeon and Mercury are distributed by Titan A.G. EMI report a steady increase in their share of the Swiss market over the last few years or so. In relation to sales and population they regard it as a very satisfactory outlet for records with the per capita consumption being regarded as amongst the highest in Europe and only slightly behind that of the U.K. and Germany.

Cedric Dumont "Mr. Music Man of Switzerland" reports a highly successful 12 months for his publishing company Edition Coda with three of the year's best sellers "Wheels" "Ramona" and "Hello Mary Lou." As the craze broke out in Switzerland, Edition Coda also introduced the "Twist Boys on Polydor and an Ex Libris diskery to release several records from Oriole Records London. Ex Libris also successfully introduced the "little LP" with six titles on a 7" 33rpm disk.

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Lavaterstrasse 5, Zurich 2
Distributors of: Everest

APCO A.G.
13 Grand-Pris, Fribourg
Distributors of: America, B.B.C., Amadeo, Adventure

ELEKTRONMUSI.C AG.
Vaccarionstrasse 11, Basel
Labels: Alpha, Tribrécord
Distribution: Of: Canta, Creta, Juke Box, 771, Osa, SAEF, Tempo

EX LIBRIS VERLAG A.G.
Kanalstrasse 125, Zurich 4
Labels: Ex Libris, Paio
Distribution of: UEC London (English by Radio) Blue Note, Cotta Musikverlag, Harmonia, Musical Marketplace Society

FINSTERWALD & CANTACUZENE
Avenue Des Alpes 70, Montreux
Distributors of: Apecon, Audio-Pidelity, Bokter, Chancelier, Colpix, Debut, Erato, Fiore Musicale, Gaddi, Institute Internazionale del Disco, Jardin des Arts, Jazz Collection, Jazz Cool, Recod, Roulette, Round Table, Sonet, Storyville, Studio SJM, Tino, Typis, Valex

FON-GESELLSCHAFT mbH
Schloshofstrasse 14, Lucerne
Distributors of: Ecclesia, Harmonia, Mundl, Poliaux

HERDER A.G.
Marr Avenue, Baden
Distribution of: Christophorus

HUG & CO.
Lindenholzstrasse 16, Basel
Distributors of: Bach, Brodor, Electros, His Master’s Voice, Jupiter Records, Liberty

HUG & CO.
Faulenstrasse 4, Zurich 1
Distributors of: Linguaphone

JECKLIN & CO.
Rämistrasse 45, Zurich 1
Distributors of: Atlantic, Aula, Columbia, Contemporary, Folkways, Good Time Jazz, Jolies, Metronome, New Jazz, Musik, Prestige, Stella, Verve, Voco

JOHN LAY
Bundesstrasse 11, Lucerne
Distributors of: Ardis, Classic, Manhattan, Top Rank, 20th Fox-Athena, Palette

LA LIBRAIRIE NOUVELLE
5, Rue Levrier, Geneva
Distributor of: Chant du Monde

MERCURY RECORD CORPORATION
International Division
5, Quai du Mont-Blanc, Geneva

MUSICтверяйє HAG.
Badenerstrasse 555, Zurich 3/48
Distributors of: Abe Club, Argo, Atos, Barclay, Candid, Capital, Carina, CD, Decca, Dreyer-Thomas, Etoile-Special, Falstaff, Festival, Funsker, Galeria del Corso, Helberg, Hispa Vox, Kapp, L’Oiseau-Lyre, Lora di Piu, RCA, Sacco, Telefunken, Triblo, Warner Bros.

PELIKAN MUSIKVERLAG
Balderstrasse 22, Zurich 24
Distributor of: Canta

PHILIPS A.G.
Eletrostrasse 22, Zurich 27
Distributors of: Cacodmon, Fontana, Melodiya, Philips

PHONAG A.G.
Stuckihausstrasse 69, Winterthur
Distributors of: Amado, Bush-Guild, Mentor, Vanguard

RCA INTERNATIONAL LTD.
14, Rue de Mont-Blanc, Geneva

SIEMENS E.A.G.
Leopoldstrasse 66, Zurich
Distributors of: Amon, Archie-Produktion, Bruckner, Command, Coral, Druze, Grammophon Gesellschaft, Dunphys, Fonton, Heliodor, MCM, Polydor, United Artists

TITAN A.G.
Stauffacherstrasse 45, Zurich 4
Distributors of: Bella Musica, Carisch, Guild Imperial, Mercury, Odeon, Parlophone, Pathé

TURICAPHON A.G.
Riedikon-Uster
Label: Elite-Special
Distributor: Asmahan, Baldwin

VOGUE S.A.
76, Avenue des Alpes, Montreux
Distributors of: Adventure, Campus, Con- point, Durum, Gino Norman, Jazz Select, Olympia, Polish, Saland, Super, Supra, Time, Ticino, Voice, Zund

LIST OF MUSIC PUBLISHERS IN SWITZERLAND

EDITIONS DE BELMONT S.A.
Avenue Des Alpes 70, Montreux

EDITION CODA
Brunnliweschnstrasse 30, Zurich 10/49

EDIMO S.A.
Badenerstrasse 384, Zurich 4

EDITION HELDING
Hauptpostfach 617, Zurich

MUSIKVERLAGS G.m.b.H.
Wolfgangstrasse 11, Uster

EDITIONS SIDAM S.A.
8, Rue de Hesse, Geneva

SOUTHERN MUSIC A.G.
Hauptpostfach 617, Zurich

WALTER WILD
Achbrennerstrasse 11, Zurich 11/50

TOP POP SONGS IN SWITZERLAND

TITLE
Are You Lonesome Tonight
Baby It’s Cold Outside
Der Mann Im Mond
Holly Mary Lee
Never On Sunday
No No No Ne Regrette Bien
Pento
Homna
Sorze
Sorze
Us Clair De Lune A Meubeux Wheels
Wooden Heart
Wolse Rose An Athen

PUBLISHER
Coda
Herlitz
Melsin
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Edito
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Southern
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**BENELUX...**

**Last 12 Months**

The Benelux Record Scene during season 1961/62 showed a rather serious fall in Belgium of single records sales, which was not the case in Holland. The hit parade was topped by the J. & M. rock-folk stars (Let’s Twist Again!) in particular and the sudden popularity of the Twist in general, which saved this dangerous position somewhat. Since January, it was Joey Dee who had to be considered as King Of Twist in the Belgian area.

All-time bestselling artists remained Paul Anka, Elvis Presley, Cliff Richard, Helen Shapiro, Brenda Lee, Conny Froboess, Freddy Quinn, just to mention some.

The Belgian Hit Parade was still strongly influenced by the U.S. pop market, especially in the Flemish part of the country. Apart from the (Dutch sung) number one hit “Och Was Ik Maa,” not one original Flemish song or a Flemish cover-version of a foreign hit made the Top Three. The U.S. repertoire however has strong competition in the Walloon part of Belgium from French and home-made products. German artists like Conny Froboess, Peter Kraus, Rex Gildo and Freddy Quinn are still popular, but only in Flanders. On the other hand there are a number of Belgian artists who have become popular abroad, such as The Cousins, Les Chakachas, Louis Neefs, Jacques Brel.

There was a considerable increase of LP-sells in Benelux, in both classical and popular fields, and the general education goes in the direction of stereo LP’s, but rather slowly.

Singles are still sold sellers in Holland, with sure signs of decrease of interest for the American product and an increase of interest for European artists (Cliff Richard, Shadows, Helen Shapiro, Robertino, Conny Froboess...). Home-made products, such as those of the Blue Diamonds, Andre Grumil, Ria Vajl, Dutch Swing College Band, Malando, Johnny Hees and New Orleans Synthetanopas are very popular, not only in Holland but also in many countries of the world.

Returning to the Belgian record-scene, we have to point out that the cheap (single) records sold at $0.80 did harm to the normally priced records of the well-known labels, which are sold at $1.30. This is absolutely too high. In fact, Belgium is the European country with the highest record-prices. This must be a result of the very high taxes, e.g. There’s, at first, 16% turnover tax on the duties of the record (Holland: 4%). Import-duties are: 16% on the invoice-price (Holland: 18.6% for countries, united in the E.E.G. even: 8.4%), plus 13% turnover tax also on the invoice-price (Holland: 5%). There are no export-duties. For sheet music there are the same duties. All countries except America are connected with the Berne Convention, and this means that import-duties have to be paid by the country of receipt. For the U.S., the invoice-price must be increased with the copyright tax, and on this amount, import-duties and turnover taxes must be paid.

For season 1962/63 we predict an increase of the popularity in the Benelux record-market. Rock ‘n’ Roll and Twist will lose interest more and more, but there will be an increasing demand for good ballads, classical music, pop music of higher standards than we were used to in past years, jazz and very probably Country & Western.

---

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- **Dealer Cultivation**
  - Phonogram appreciates the position of the dealer, values the role he plays in selling the consumer and is always in close touch with this vital link in the Dutch merchandising chain.

- **Promotion and Publicity**
  - Phonogram backs up its sales and service operations by all the promotion and publicity techniques familiar to its counterparts in the U.S.—plus some of its own.

- **Ever-growing margins**
  - In Holland’s growing disk market, Phonogram (top labels Decca, Philips, London, Mercury and Fontana) can boost faster increases than their shares in competitors.

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**HOLLAND POLL RESULTS**

(Through the Courtesy “Muziek Express”
—Dutch monthly)

- **FOREIGN ARTISTS**
  - Top Female Singer: Per Cent
    - 1. Connie Francis 30%
    - 2. Helen Shapiro 10%
    - 3. Jerry Butler 10%
    - 4. Elvis Presley 20%
    - 5. Frank Sinatra 10%
  - Vocal Group: 100%
    - 1. The Shadows 100%
    - 2. The Drifters 100%
    - 3. The Searchers 100%
    - 4. Bill Haley’s Comets 100%
    - 5. Buddy Holly’s Comets 100%

- **Radio Program**
  - 1. Radio Luxembourg (programs in general) 30%
  - 2. The Sound of Donnay (Radio Luxembourg) 20%
  - 3. Elvis Presley Show (Radio Luxembourg) 10%

- **TV Program**
  - 1. Perry Como Show 20%
  - 2. Father Knows Best 10%
  - 3. Secret Agent 5%

- **Record Of The Year**
  - 1. HELLO MARY LOU—RICK NELSON 20%
  - 2. When The Ship Comes In—Cliff Richard 10%
  - 3. No More—Elvis Presley 5%

- **HOLLAND’S LIST OF BEST SELLERS PAST 12 MONTHS**
  - 1. Hello Mary Lou (Rick Nelson—Imperial) (Les Editions Int. Baart, Amsterdam)
  - 2. Good Morning—Bobby Day (Anoff Ross Music Benelux, Brussels)
  - 3. I’m C'mon Knock On Your Door (Eddie Hodges—Cadence) (Les Editions Int. Baart, Amsterdam)
  - 4. Och Was Ik Maar (Johnny Hoes—Philips) (Benelux Music, Weert)
  - 5. Top Winner—Jay and the Americans (Anoff Ross Music Benelux, Brussels)
  - 6. The Young Ones (Cliff Richard—Columbia) (Les Int. Editions Baart, Amsterdam)
  - 7. Little Ship (The Blue Diamonds—Decca) (Decca, Amsterdam)
  - 8. A Qualifying Race (Elvis Presley— RCA) (Decca, Amsterdam)
  - 9. Let’s Twist Again (Chubby Checker— Columbia) (Belinda, Amsterdam)
  - 10. Wheel of Misfortune (Bobby Vee—Philips) (Benelux Music, Weert)

**DUTCH ARTISTS**

- Top Female Singer: Per Cent
  - 1. RIA VALK 30%
  - 2. Berry Bremmer 10%
  - 3. Annette Grollabi 10%
  - 4. Hans Roehmert 20%
  - 5. Herman van Keeken 10%
  - 6. Willy Albert 10%

- Vocal Group: 100%
  - 1. THE BLUE DIAMONDS 100%
  - 2. The Four Tops 100%
  - 3. Frank Sinatra 100%

- Big Band:
  - 1. DUTCH SWING COLLEGE BAND 20%
  - 2. The Shadow’s 20%
  - 3. The Diamonds 20%

- **Music Publishers**

- Klavarskiho N.V.
  - Ringeriks, Skillvareer, phone: 3239
  - Managing Director: J. L. Rijckdijk

- EDITIONS DE KRIJFF
  - Tbrbergweg 4, Rotterdam, phone: 8557
  - Director: Jaap de Krijff

- MUIZENBURG-GELENI/FRANCI
  - DAI MUIZENBURG-GELN-GELENI N.V.
    - Amsterdam, phone: 3880
    - Managing Director: J. M. J. van der Nat.

- METRO MUIZEN
  - Beryn, Zwetekruis 18, Amsterdam, phone: 201515

- MUIZENBURG
  - Bildertsstraat 197, Amsterdam, phone: 201515
  - Managing Director: Coen van Oorschot

- MUIZENBREER
  - Oenrenstaat 65, Amsterdam, phone: 3015045
  - Managing Director: J. St. Hegenberg

- Cappell & Co. Holland, N.V.
  - Weteringschans 35, Amsterdam, phone: 6464

- Chappell & Co. Holland, N.V.
  - Weteringschans 35, Amsterdam, phone: 6464

- Managing Director: J. St. Hegenberg

- Directors: A. J. G. Stenouilt, B. Ch. Compo- se, H. Baarle

- BELINDA AMSTERDAM N.V.
  - J. J. K. V. W. Amsterdam, phone: 77252
  - Director: Julian J. Jochim J. A., Arnhem, N.Y.
  - Manager for Holland: Edelbert van Zoeren

- MANUSCRIPTS
  - Singel 334, Amsterdam, phone: 321562
  - Managing Director: Han Alfred Zwindron

- INTERNATIONAL MUIZEN Co.
  - Sint. Stevenstraat 65, Amsterdam, phone: 3015045
  - Managing Director: J. St. Hegenberg

- HOLLAND'S MUSICAL PRODUCTIONS (IN THOM.
  - P.O. Box 1012, Amsterdam, phone: 71292
  - Managing Director: Mrs. H. Swart-de Roos

- TRIO MUSIC
  - Singel 527, Amsterdam, phone: 30720
  - Managing Directors: P. Gossong, B. Schallic

- PHONOGRAPH RECORD COMPANY
  - Singel 170-172, Amsterdam
  - Tel: 24 55 88; Cable: Phonogram Amsterdam

---

**DELTA FOR BETTER RELEASES IN BENELUX!**

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PHILIPS . . .

PHILIPS' Phonographic Industries consist of an international organisation, located in Baarn (the Netherlands), and of various national organisations, each of which takes care of PHILIPS' phonographic interests in its own country. The selling of records entirely dependent on the Dutch language, in other countries by way of the national organisations. The European Common Market will in his opinion extend the possibilities for the exchange of recording talent between the participating nations. Mr. Van der Meer sees immense advantages in the "flexible structure" of the PHILIPS Record Group, which is clearly well suited to make a rapid exploitation of the European trends of economic integration.

Mr. Van der Meer remains firm in the belief that the growing economic unification will not result in something comparable to the vast, unified market of the United States. Between the European countries, working together in economic affairs, considerable differences caused by language barriers, national outlooks, and national mentalities will persist. One has to recognise this and then to understand thoroughly the mosaic of European attitudes: this will eventually prove the key to good business results.

There is, moreover, another significant difference between the United States and Europe: in particular with respect to promotion of records. "The European TV and radio," Mr. Van der Meer points out, "is largely non-stop is still growing. We have legality for records in Europe call for different methods. I sometimes have the feeling that American people concerned in the record industry do not always fully recognise that in their dealings with Europe."

There are a thousand record shops in the Netherlands (population 11.5 million). Contacts between manufacturers, importers and dealers are intensive. "Dutch dealers, who sell other electrical and electronic commodities too, have discovered the value of their record departments as a means of attracting a consistently large flow of potential customers," says Mr. Van der Meer. "Since buying records in the Netherlands (as in all other European countries) entails a far bigger investment for most people than it does for Americans, due to differences in wage-levels, the Dutch prefer to scrutinise, undisturbed, the record stocks in a dealer's shop before carefully making their final choice. There are at least a hundred Dutch shops selling records only."

The General Manager of N.V. Phonogram is proud of his market. "Dutch buying interest in the classical repertoire is constantly increasing, and there are many collectors of American pops, French chansons, old and new jazz. But the Dutch popular artists themselves draw many followers, a fact which explains the big turnover in the teenager type of music. At the same time, this turnover is symptomatic of the good economic conditions at present prevailing in the Netherlands."

THE BRITISH PHILIPS ORGANISATION

It all started with PB.100. This heavy 78 rpm shellac was the first record ever made and issued by PHILIPS Records Ltd., the British national organisation. That was in January 1953, and the release for that month totalled 8 records! In January 1962 this same company issued 33 L.P.'s, 10 EP's and 21 singles. The staff numbered 25 in 1955 and records were pressed by an independent company. But things have changed in the intervening 9 years. The staff now numbers over a 100. The factory is no longer independent but a fully integrated part of PHILIPS Records Limited employing over 300 people and making millions of records per year in the most modern conditions. It has one of the most modern electroplating processes in Europe. In fact, today, PHILIPS Records Limited is one of Britain's major record companies, releasing records on five individual labels.

The facade of PHILIPS Records Limited's London headquarters, Stanhope House, is cream and calm, a 19th century building humming with 20th century activity.

Here records are planned and produced, contracts are signed, sleeves are designed, and ideas come into being. Stanzome House is the headquarters of a nationwide selling force responsible for distribution of hundreds of new recordings each month. It houses a busy Advertising and Publicity Department, an Export Department that distributes British-made recordings throughout the world, Exploitation and Sales Promotion Departments, as well as a modern studio where some of the greatest artists of our time have put their talent on record.

Stanhope House also boasts a splendid conference room with a spectacular view over Hyde Park. This lovely room is the scene of receptions and press parties for visiting recording celebrities.

In 1950 a newly decentralized system of distribution was introduced and the company now has one of the most efficient services to dealers in the country. Four depots—at Croydon, Leeds, Birmingham and Manchester—provide a positive link with retail outlets and a consequent sales growth of record buying public. Southern England, the Midlands, Northern Ireland, Northern England and Scotland are serviced from these local depots and record stores are supplied regularly at these depots operate locally. This system of direct distribution affords a speedy supply of record stocks, information, and promotion material to retailers.

Speaking of the success of PHILIPS Records Ltd. and its growth from a small company to a major force in the British record industry, the General Manager, Mr. Leslie Gould, said: "Our policy was to grow slowly but surely, we knew what we wanted to do and we are doing it, growing steadily each year without over-stretching our resources. This has paid off, especially in our distribution policy and quest for new recording talent, we feel that with the experience we have gained, we can now be confident that our expansion will be considerable in the next five years."

Originally issuing records only on the PHILIPS' label, PHILIPS Records Limited is now responsible for distribution on no fewer than eight labels—PHILIPS, Fontana, CBS, the Cadmon series of Spoken Word and the famed Riverside Jazz recordings—these in themselves incorporating other small labels—and the average number of L.P.'s, EP's and singles issued annually is round about a thousand. A far cry from the modest first issue of eight!
Philips records are made right round the globe and distributed in as many as fifty-five countries. And they are records to which the world's greatest performers, the world's most successful entertainers, eagerly entrust their artistry. Here, indeed, are records labelled for success. They come from Philips, which means: superlative quality and sales appeal.

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Holland’s most successful record

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- RECORDING AND PRESSING FACILITIES
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- DESIGN STUDIOS AND PRINTING FACILITIES
  Bovema has also its own perfectly equipped design and photostudios with printing facilities.
company

- SEPARATE SALES STAFF FOR DIFFERENT LABELS
  Bovema is Holland's first record company that started elaborating its tepeelling American labels by separate sales forces.

- BIGGEST TURNOVER OF U.S. PRODUCTS
  Bovema has the biggest turnover of American repertoire in Holland, the result of a never-ending publicity campaign behind the artistic musical message, brought to the world by Capitol, MGM, Warner Bros., Columbia, His Master's Voice, Liberty and Imperial.

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General Director & Sales Manager Artoine: John J. van Helvoort.
Sales Manager Funkler & Publicity: Pete Felsenau Jr.
A&R Manager: Lion J. Swaak.

GRAMOFONPLATENMAATSCHAPPIJ BASART N.V.
Houtmanstraat 25, Amsterdam, Phone: 221192 – 6209.

N.V. VERKOOPMAATSCHAPPIJ "BOVEMA"
Rouwendreef 49, Heemstede, phone: 3853.
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Chief Programming-Office: John G. Morine.
A&R Manager: Peter J. Engelsma.
Publicity manager: Cor Aalstink.

GRAMOFONPLATENVERKOOPMAATSCHAPPIJ "DELSA" N.V.
Korte Prinsengracht 49, Amsterdam, phone: 3172.
Director: Marius J. Duinkerken, Hans I. Kef-

N.V. DURECO
Resenaarstraat 21, Amsterdam, phone: 242728.
Director: Ben Levé.
Sales Manager: W. W. F. Bosbeck.
Publicity & Public Relations: A. M. G. J. Altimus.
Labels: Omega, Barstall, Moemonome, Ceta, Veas, Jolly, Caravita, Sear, Prestige, New Jazz, Amy, Dimension, Del-FI, Red-Arl.

HAYACO
Louise De Colignystraat 97, The Hague.

HOSAT
Director: Mr. Dr. Silva.

N.V. INELCO-HOLLAND
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Director: W. Brandsteder.
General Manager: J. Maasmin.
Sales Manager: J. Beutler.
Public Relations: A. Prins.
Labels: RCA, Elite, President, Simon.

M. RUNNINKENDAM
Kromme Waal 81, Amsterdam-C, phone: 241004.
Director: B. Runninkendam.
Labels: Vogue, Vox, Seco, Ansonia, Audio Fidelity, Blue Note, Opus, Fidelity, Mode, Cortespan, Euterpe, Jazz Collector, Ovation, Heritage.

N.V. NEERLANDISCHE GRAMOFONMAATSCHAPPIJ
Director: H. Jansen.
General Manager: L. van der Noor.
Labels: Arilis, Artist, Delyo, Enayo.

N.V. PHONGRAM VERKOOPMAATSCHAPPIJ VOOR GRAMOFONPLATEN
Singel 176-177, Amsterdam, phone: 245550.
Director: J. B. van der Noor.
Chief Programming Office: N. Boer.
Press & Public Relations: R. ten Kate.
Public Relations: R. H. Klauwan.
Administrative: F. Wignard.


RIGATONE
Robynstraat 35, Breda, phone: 40116.

C.N. RODD N.V. (CNR-RECORDS)
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General Manager: H. van Zeeland.
Label-Chief: G. van der M. Mont.
Publicity: Miss M. van Zundert & M. P. van Ootelaar.
Planning: G. Bont.
Labels: Telefoni, Pye, Duryck Thompson, Barlow, Sunset, Monarch, Victory, Century, Harmonie Mond, Trioli, Colipa, Starlux.

ROYA HANDELSMAAATSCHAPPIJ
Label: Bell.

NEERLANDISCHE SIEMENS MAATSCHAPPIJ N.V.
Manager: Managing Director: G. Vrugt.
Labels: D.G.G., Del Bono, Hifi, Polydor, Brunswick, Coral, Command.

M. STIRBE & CO.
Amstel 322, Amsterdam-C, phone: 241820.
Director: M. Stirbe.
Labels: Parlophone, Odeon (Cologne, Barcelona, Paris), Bel-Air, Erato, Svary.

HOLLAND RECORDING STUDIOS
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GELUIDSTECHNISCHE BUREAU GTB
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Heekenslootweg 45, Heemstede, phone: 38555.

HOLLAND PRESSING PLANTS
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(Office): Nijverheidsweg 34, Haarlem (factory)

N.V. BOVEMA
Handelstraat 49, Heemstede, phone: 14686 (office); Elektroneweg 45, Heemstede (factory),

PHILIPS PHONOGRAPHE INDUSTRIE N.V.
C Gloedeweg 34, Baarn, phone: 381420 (office); Torenlaan, Baarn (factory).

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56 Part II—International Section

AMSTERDAM Z II
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HOLLAND
Cash Box—August 11, 1961
1962 has been a very bad year, it is the general feeling here. January started unusually good and record people expected 1962 to be a very good year, but February to May saw a down period such as never before. In June, biz looked like it was going up a little again, but if it will be permanent or not remains to be seen when the next season starts in middle of August.

Now, in the middle of July, Sweden is a “closed” country. Offers still opening, run with an absolute minimum of people, factories who could, have closed during the last three weeks of July, and thousands and thousands of Swedes on vacation are complaining about the daily rain.

In exchange, one can hear more foreign languages than Swedish on the street and in the shops in Stockholm and one or two other big cities in Sweden these days. The record industry is aware of the invasion of foreign tourists, and the number of so called souvenir records grows bigger and bigger every year. No doubt, there is a good market for those records, but on the other hand, only a few cities get the advantage of any great number of tourists, which limits the sale.

There is no cooperation between government radio & TV in Sweden and the record companies. An evening paper, with great sympathy for the ruling social democratic party, has a columnist who has got the word “promotion” on his brain, and this on the other hand, has frightened the government non-commercial station so much that they have found it necessary to start censoring show programs, to make sure that an artist is not singing a song he/she just recorded due to this, visiting foreign artists have nothing to do in Swedish TV, unless they agree not to sing their most recent recordings. This situation, which makes things a little chaotic, has kept the Swedish TV viewers from seeing visiting artists such as Bobby Vee, Connie Francis, Paul Anka, etc.

Sweden is a country not limited to its own language. In fact, judging from the opinion of today’s young record buyers, it rather hurts than helps a record if it is in Swedish language. However, there are almost regularly at least one, sometimes two Swedish songs among the Top Ten in the charts.

It might not be of particular interest to the music trade, but it very well shows the tendencies during 1962 when studying a report from Stockholm, showing how much or little money people spent on entertainment during the first three months of the year. It was reported that the number of admission tickets to cinemas, show theatres, and sport events during January-March 1962 was 2,417,000 against 2,645,000 during the same period 1961. The worst month was February when 773,000 tickets were sold against 880,000 in February 1961.

At all these figures are from Stockholm only, and have nothing to do with record biz, but the general tendencies can be seen, and it is obvious that if there had been available statistics from the report companies, the result would have been about the same.

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This instrumental group was formed two years ago. Their lucky break came when a Swedish DJ played their first record, "AL-PENS ROL," an old folk song. Since then THE VIOLENTS are considered the number one rock group in Scandinavia. Among their latest releases are "TRINK, BRUDERLEIN TRINK," "ANACONDA," "LIEBESTWIST," "GHA" and "BANDIDO."
Knappupp — Sweden’s Show Business Empire

From A Novelty Act And An Acrobatic Act Came Sweden’s Multi-Million Dollar Show Business And Record Empire.

STOCKHOLM — AB Knappupp, a leading Swedish showbusiness organization, celebrates its 10th birthday this year, after a decade of enormous success.

On October 10, 1952, Knappupp started its activity with a small show, which was named “Franzoni’s Entertainment” in Sweden. The show cost $10,000 to produce and went on to set new records in Swedish theatre business. And yet, this was only the start. Today every seventh Swede sees one of Knappupp’s shows or musicals, and the company sells more than half a million records every year, a huge figure for a country with a population of only seven million. It means that every 14th Swede buys a Knappupp record every year. Comparing figures with a record company in the U.S., this would mean an annual sale of approximately 15 million records a year.

In addition to their own recordings, Knappupp distributes such American labels as Dot, Imperial, Rapp and Request, and the Danish Trio label. The music taste in Sweden is somewhat similar to that in the States, which means that Pat Boone, Patsy Cline, Billy Vaughn, Rick Nelson, Brian Hyland, Roger Williams, and others are very popular in Sweden. Knappupp also has its own booking agency, and is looking forward to booking its American recording artists to the Swedish audience. The popularity of the band, its popularity in such a personal appearance was shown very well in 1960 when the Knappupp records were in the US and gave a couple of concerts arranged by Knappupp. The success during his visit raised the sales figures of his records tremendously.

MEET FELIX ALVO

Felix Alvo, president of AB Knappupp, was born in 1918. He entered this world as Felix Alvar Johansson, a name he continued to use during many years when he worked at factories but had secret dreams about singing and acting. In the early 40’s, he started a trapeze act with his brother, and the two began to get small engagements as The Red Devils, in smaller spots in northern Sweden. But in 1944 his brother was hurt in an accident during the act, and Felix began looking for a new act.

When the swinging mast artist Captain Wilhers was killed in Argentina, Alvo bought his 115 ft. swinging mast for $300. With this move, the name Alvar was terminated.

In his place came “the King of the Swinging Mast, Captain Felix Alvo” — “the most daring act you’ve ever seen; you don’t believe your eyes,” the advertisement said. Felix Alvo soon became one of the busiest artists in Sweden, and the whole theatre world of Europe tried to get his signature on a contract.

After five years, in 1950, he returned from a six months tour of England. His risky act had given him a “nice” Bank account, and a desire to make more money in show biz, but in a less risky way.

The swinging mast business had mainly been a summer season job. The Swedish winter is no ideal time for such events. However, Felix Alvo had been busy in show biz in winter as well. Every New Year’s Eve he would hire amusement halls and arrange New Year Shows around midnight. At one of those shows, he had hired a young pianist and singer named Povel Ramel.

Ramel and Alvo soon began discussing business ideas. Ramel had his own group of artists and a style of his own. A stage show with this group was planned. With Alvo’s $10,000 the show opened at Lorensberg Theatre in Gothenburg on October 10, 1952. And the rest is history. Sweden had a new show style, which had come to stay. The show was so different that all its artists became famous overnight.

Felix Alvo gave up his swinging mast act, but his reputation had flown all over the world. He still receives letters from show biz people in the United States, who would like to hire Captain Felix Alvo and his act. But he no longer takes such bookings. Handling Sweden’s biggest showbiz organization and always looking for new contracts from abroad is more than a full time job. And in addition he no longer has the mast. He did keep it during the first years with Knappupp, in the event things didn’t turn out the way he had expected. But it wasn’t long before he realized that Knappupp had become the kind of organization that would survive. Then and only then did he sell the mast. The former factory worker had established himself as a show biz king, running theatres, tent shows, record companies, a booking agency, film company, juke box dept., etc.

It is well worth noting that Knappupp came up with new ideas, thanks to the young people behind it when it started. Povel Ramel was 30, Felix Alvo was 34, when the whole thing started. Today they are ten years older, but as Povel Ramel recently put it: “Building up this organization has kept us young, as we have not had much time to celebrate birthdays.”

POVEL RAMEL, V.P., Knappupp

POVEL RAMEL, V.P., Knappupp

Povel Ramel was born in Stockholm on June 1, 1922. During the forties, while still in college, he found the way to the college jazz band, where he soon became a popular pianist. As a side-

FELIX ALVO
President, Knappupp

Alvo, when he was known as Felix Alvar, the daring young man on the 115 ft. mast
LOOKING FOR CONTACTS IN SWEDEN?
NO ONE CAN DO BETTER THAN SWEDEN'S NO. ONE SHOWBIZ ORGANISATION
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Concert tours with Pat Boone, Robertino, Louis Armstrong etc. etc.

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Plays 6 shows at the Idénon Theatre, Stockholm, the biggest show theatre in Sweden. Produced "My Fair Lady" at the Circus, Gothenburg etc.

KNAPPUPP FILM COMPANY
Always open for co-productions with film companies all over the world.

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The top pop selling record company in Sweden. We produce and sell our own recordings. We sell and distribute Dot, Imperial, Kapp and Triola Records.

CERN FOR BETTER CONTACTS WITH SWEDEN
STOCKHOLM, SWEDEN
Gold For Pat Boone

The Motion Picture Adventures Of Knappupp

AB Knappupp went into film production at an early stage of its existence. Eight feature films and seven feature films, all of which have been great successes and Knappupp has become a well-established name in the film biz as well as in music trade. However, with the Knappupp films being made primarily with Knappupp performing, there has been a mixture of comedies and musicals. The top success was "Rita-Tapa" (to translate but the title refers to the sound of the trumpet blowing before the dance starts). Many critics considered this film one of the funniest ever made in Sweden, and hence on its great success, the audiences must have felt the same way.

Besides their own film production, Knappupp is also importing films to Sweden, among other material he has been very successful with several Italian imports during recent years.

Successful in so many other fields of showbusiness, it was no surprise when it was announced that the Knappupp organization was forming a record company and was calling it Knappupp Records. Almost from the very start, Knappupp began to press and distribute the American Dot label in Sweden. Karpp and STIG ALVO took over the management of Imperial. The latter, however, was called California Records here, since the German label Imperial already had the name registered. Close cooperation with Marks Musikforlag in Copenhagen (handling the above American labels in Denmark), added the Danish Tirola label to the handling by Knappupp. A couple of German labels, Bella Musica and Jupiter were also added to the list, in addition to the American Request Records.

Knappupp always tried to use new and fresh ideas. And of course, they tried new ways to sell records. If a weekly magazine could have "resellers," working on a commission basis at workplace such as factories, etc., they did not sell records the same way. Knappupp tried it, and discovered it was a very good idea. Many people, who for one or another reason ended up in the 150 or 150a, were not particularly convenient, having nothing against buying a record where they worked. Knappupp noticed growing sales not only for the Swedish Knappupp label, but also for those American and European labels they handled.

It is no doubt that these "new music" had a much better chance of selling than the music they met in California a few years ago during one of Wallgren's visits to the United States.

Stig Wallgren, public man for AB Knappupp, has been offered to visit the U.S. later in the year if he proves himself good enough.

It was a typical song of around three minutes in length. But during each performance, Povel added new gags to the song, and when the show closed, the song took about 15 minutes. Everybody agreed that with this song Povel Ramel had managed to "kill" a calypso music in one of the most outstanding performances ever seen on a Swedish stage.

The vice-president in AB Knappupp is also a very busy man, even if he does not personally appear in every new Knappupp show. But he is the author of most of the numbers, which is the best, since the confidence has been a Knappupp style which is a tradition in today's show life in Sweden.

Legit Theatre:

Knappupp's Next Area For Expansion

During the winter of 1961-62 Felix Alvo and Knappupp entered the more serious theatre activities. During the presentation of "My Fair Lady" at the Circus Theatre in Gothenburg, Alvo had the opportunity to test other scenes which Knappupp has achieved since his first appearance.

When "My Fair Lady" had closed, Felix Alvo packed his trunks and went to Stockholm. However, people in record business did not see too much of him during his stay, since he was spending most of his time on Broadway trying to see as many plays and shows as possible.

Will this be the next department of the Knappupp concern? Cash Box asked Felix Alvo.

"The Swedish people are by tradition very theatre conscious. They appreciate a good play, and when such a play is presented, nothing can keep them away from the theatre. Our experiment with "My Fair Lady" convinced me that there is something well worth every possible attention. A good play, a good musical, a good show... why shouldn't Knappupp do its best to give the audience exactly what it likes most!"

To this can be added that "Carmelita" is next on Knappupp’s schedule.

When and where the musical will be presented, is not yet known.

by specialists who know the trade, and it is always obvious that every trade has to find new ways in stimulating public interest. But the success in the record trade in Sweden makes it necessary for record people to do their best to keep their records sold. If Knappupp might only be one of many ways which has to be taken sooner or later.

Rack sales, record clubs offering records via no Karder gale to members, and many other things have been tried during the past 12 months.

More advertising than before, use of commercial radio stations, are other new methods tried.

Felix Alvo has explained Knappupp's search for new ways to stimulate the interest in records: "In these days, when modern developments have made it easier and more comfortable for people to go from one continent to another, it seems necessary to have every other industry following. There might be plenty of record shops, but it is still an effort for people to stop at a retail shop. Naturally, it is more convenient if they can be offered the new records releases at their doorstep, more or less; and when they are on sale at factories is something like that. They get the new records just as easy and regularly as they get their salary checks, and I have discovered that it is a method that pays. We have increased our sales figures even in a time when there is a general recession all over the record trade. But Knappupp is of course not satisfied with these methods only. Like everything else, we have to improve and we will certainly keep our eyes open for any new ideas that can be of use."

So far, AB Knappupp has been able to present its artists with their Gold Disks. Pat Boone got one for "Love Letters In The Sand" (Dot) in 1960, Martin Ljung one for "Rock-Feniks" (Knappupp) in 1960 and Stig Alvo one for "Ching Ching" (Mio) (Tirola) in 1961. All those for the sale of 100,000. Knappupp looks forward to this year which is expected to be another good one. Since this record had Martin Ljung added to the label "Mio" on the back side, they said: "Martin has sold 60,000, actually Povel must also have sold his new record on Gold Disk, and gave one half to each of the two artists.

Dave Kapp, president of Kapp Records, distributed in Sweden by Knappupp, with Knappupp president Alvo.

Knappupp In The Record Biz

Window display of Rick Nelson's record in Sweden.

Jimmy Bailey of Dot Records, distributed in Sweden by Knappupp, visited Stockholm last spring and found that Jack Bailey's record 'Ching Ching' was a top seller in Sweden. Above he is seen with Alvo.

Cash Box—August 11, 1962
We are proud to introduce our new publishing director for Scandinavia, Mr. Sture Borgdahl.

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SWEDEN'S TOP SELLERS OF 1962

1. Walk On By (Ivan Mogull Music/Sweden Music) .......... 128 points
2. Zwei kleine Italiener (Sweden Music) ............. 123 points
3. Japanska Choo Choo (I.B. Reuter AB) .......... 116 points
4. Let's Twist Again (Belinda (Scandinavia) AB) .......... 110 points
5. Dase durch die Lüfte (Robert Mellin (Swedish) AB) .......... 103 points
6. Sol och vår (Europa-Produktion) .................. 84 points
7. Chattanooga Choo Choo (Reuter & Reuter) .......... 83 points
8. Hela världen känner (I.B. Reuter AB) .......... 69 points
9. Ching Ching (Happy Jose) (Sonet Music) .......... 77 points
10. You Can Have Her (Ivan Mogull Music/Sweden Music) .......... 76 points

The Swedish charts had 49 songs among the Top 10 during the first 20 weeks of the year. Only few of them continued as top sellers for more than a month. An impressive 125 songs appeared in the charts only once, after which they disappeared from the charts as well as record shops.

"Walk On By" started selling in Sweden in the month of March, and continued at the charts for 15 weeks. To which of the artists No. 1 spot for four weeks. It was the Leroy Van Dyke recording on Mercury that made the number one hit. Publisher: Ivan Mogull & Sweden Music.

"Zwei kleine Italiener" or "Tina and Marco," Germany's contribution to the Luxembourg song festival this year did very well for 11 weeks. Most of the songs went to the original German version with Connie on Columbia, but a local recording with two new comers who called themselves Tina and Marina (on Karussell) shared in very well. Sweden Records.

"Good Luck Charm," the Elvis Presley record was No. 1 for eight weeks, and stayed in the charts in March as well as the first half year ended. Publisher: Belinda (Scandinavia) AB.

"Let's Twist Again" appeared among the top ten for 16 weeks, which is the most of this year. You Can Have "Good Luck Charm" as the dance got plenty of promotion by Twist competition among others by the publisher of this chart. Europe Records, Belinda (Scandinavia) AB.

"Don't Read the Letter..." is an American song which is more or less unknown in its original versions. A Swedish recording of the song "brevet jag skrev dej" by Siv Malmquist on Metroton became the top seller in beginning 59. Publisher: Robert Mellin (Swedish) AB.

"Sol och vår" (Sun and spring) Sweden's contribution to the Luxembourg song Festival made well enough to end up among the top sellers of the year, Inger Berggren, who sang the song in Luxembourg, made the top selling version on Hit Master's Voice. Publisher: Europa-Produktion.

"Chattanooga Choo Choo" with Floyd Cramer on RCA is still doing very well in Sweden and seems to have all chances to survive its summer period. Publisher: Reuter & Reuter.

"Te dansa" Ralph Crammer is a Swedish oldie, made by a local western version. The Swedish teenage group who became internationally well-known by this song, Sven Ingrams' Quartet on Philips was on the top of the charts after 1963 began. Publisher: Nordiska Musikförlaget.

"Ching Ching" or "Happy Jose" was on the top of the charts in March and April. Jack Ross on Dot was top selling version, but also some other versions did very well here. Publisher: Sonet Music.

"You Can Have Her" was unknown in its original version, but the Swedish version titled "Samt är liv" (Such is Life) with Anita Lindblom topped the charts when 1963 began and did it so well that it got a disc after the sallof 100,000 sales. Swedish publisher: Ivan Mogull and Sweden Music.

SWEDEN SALVAGING INDUSTRIES

AB EUROPA FILM 
Annedalsvagen 29—Sundbyberg 
Phone: Stockholm 28 55 90 
Head Office: 
President: Gunar Schenke
AB FILM-INDUSTRIEN— 
Svenavagen 17—Stockholm C 
Phone: Stockholm 16 33 77 
President: Tage Anderson
AB J. G. SODERQUIST— 
Idrottsgatan 10, Stockholm 2 
Phone: 33 63 30 
Cable: jakegri 
President: J. G. Soderquist

SWEDEN PRESSING PLANTS

AB ALPHA 
P.O. Box 21, Stockholm 
Phone: Stockholm 25 25 90 
Cable: aktelista 
President: Harald Ljung

AB CHAMPION RADIO 
P.O. Box 19, Stockholm 21 
(Rehnsgatan 27—Stockholm V) 
Phone: Stockholm 13 44 22 
Cable: champradio 
President: Sven Wollert

MEKANISKA VERKSTADEN REKORD AB 
Norrlaksgatan 1, Stockholm 4 
Phone: Stockholm 32 56 30 
Cable: recopress 
President: Knut Vartman

AB SVENSK GRAMMOPRODUCENT 
Svenavagen 59, Stockholm C 
Phone: 30 51 81 
President: Tage Anderson

ICELAND... 

Iceland is the smallest of the Scandinavian countries. There is a very active record trade, with not less than three companies making domestic recordings on five different labels. A fourth company deals with imported labels only.

Iceland has no TV, but the sale of TV's is very good, it is reported. The American military camp at Keflavik, south of Reykjavik, has its own TV station serving the American forces. The programs might not be made for the Icelandic audiences, but there is no law against watching them. In the local Parliament there have been heard voices, particularly from the communist section, of such a declaration that "those programs hurt our old Icelandic culture.

The number of Icelandic records made every year can be estimated to around 30 to 50 records released. More than 30000 copies of their Tónar, a label being on the local charts regularly with usually several records along the Top Ten. Icelandic record companies and music publishers are not very close with similar companies and publishers in Oslo and Copenhagen. There is no competition with the danish labels or labels with the same language problems. Iceland might be a Scandinavian language market, at least in Sweden and it very difficult if not impossible to understand.

ICELAND RECORD COMPANIES

FALKINN H/F 
Leiguverk 21—Reykjavik 
Phone: 116-70 
President: Haraldur V. Olafsson 
Labels (domestic): (other) — 700-113, President: Helgi Jónsson 
Label: (other) — Capitol, Columbia, Electrola, Imperial, Liberty, M-G-M, Metrojazz, Odeon, Pathé, Vox

HLJOPFJARURSETI REYKJAVIKUR 
Hafnasstræti 2—Reykjavik 
Phone: 116-87 
President: Samband Tónar 
Labels (domestic): (other) — Teldec, Columbia, Electrola, Metrojazz, Odeon, Pathé, Vox

VEFJOFNUR REYKJAVIKUR 
Tómasstræti 5—Reykjavik 
Phone: 116 133 
President: Samband Tónar 
Labels (domestic): (other) — Tónar, Seljavallalaug

VERKLUNIN BRANGUVERKUR 
Tómasstræti 5—Reykjavik 
Phone: 129 11 
President: Egill amundsson 
Labels (domestic): (other) — Tónar, Seljavallalaug

ICELAND MUSIC PUBLISHERS

BOKÁTÚGAFÑA MINNINGSJÓÐS 
Samband átjónumaunumhverfisverkum 
President: Gils Guðmundsson

DIACHRYPAGAFN 
Laugavegur 58—Reykjavik 
Phone: 116-218 
President: Egill amundsson

ICELAND COLLECTING SOCIETIES

S.T.E.F. 
Samband Tonjahlaum og Elgenda Flutningsedhvers 
President: Jon Leifs

REYKJAVIK 
President: Jon Leifs

REUTER & REUTER FORLAGS AB 
Stockholm 
Best contact for POPULAR MUSIC

Cash Box—August 11, 1962
Norway's Best Sellers During 1962

1. You Can Have Her (Ivan Mogull Music & Swedish Music) — 168 points
2. Let's Twist Again (Bella Lindback AB) — 107 points
3. Wings of a Dove (Belinda (Scandinavia) AB) — 107 points
4. Walk On By (Ivan Mogull Music & Swedish Music) — 101 points
5. Good Luck Charm (Belinda (Scandinavia) AB) — 98 points
6. The Young Ones (Orion) — 94 points
7. Zwei Kleine Italyani (Swedish Music) — 86 points
8. You're the Only Good Thing (Egil Monn Iversen A/S) — 88 points
9. Multiplication (Belinda (Scandinavia) AB) — 61 points
10. *Eli* så nä som en Ingjeborg (Musik-Huset A/S) — 59 points

"You Can Have Her" or in Swedish "Så äfver livet" was a recording not only a big hit in Norway, but also in Sweden. It was released on a commercial radio station Radio Luxembourg, and therefore it was surprising to find it also on a list of best sellers in Stockholm. The song was managed to top the charts for not less than seven weeks and become the real top seller with Gross Mogull and Sweden Music, Stockholm.

"Let's Twist Again" with Chubby Checker on Columbus was on the charts for 19 weeks. It never reached the top spot in Norway, but it made Disc Twist very popular all over Norway. Published by Belinda (Scandinavia) AB, Stockholm.

"Wings of a Dove," or in Norwegian,"Hvile av du" was 121 points away from the top thanks to Jensen-Frederiksen's debut in the charts. Her RCA recording topped the charts for three weeks. Publisher: Belinda (Scandinavia) AB, Stockholm.

"Walk On By" with Leroy Van Dyke on Mercury has been a Swedish Hebrew invasion Hit during 1962. Topped the charts in Norway in February-March. Publisher: Ivan Mogull and Sweden Music, Stockholm.

"Good Luck Charm" was another Elvis Presley song that reappeared on the charts when second half year started. The Elvis Presley record seems to have all the chances to survive the summer season, and so far it has been on the top for longer than two weeks and was the 12th chart for 12 weeks. Publisher: Belinda (Scandinavia) AB.

The Young Ones with Cliff Richard on Columbia has been on the charts for 20 weeks during 1962, but never managed to get up at the top. Publisher: Musik-Huset A/S.

"Zwei kleine Italyani," the German Song Festival contribution, is still on the charts and seems to do well for another few more weeks. The Conny Froese recording on Columbia has been all over the top charts in Scotsiania too. Publisher: Sweden Music, Stockholm.

"You're the Only Good Thing" with Jim Reeves on RCA A/S in England, songs that had plenty of appeals to Norwegian record buyers. It did not make any noise in the Scandinavian countries, where, after all, the music taste is not too fast for their liking. Publisher: Egil Monn Iversen A/S, Oslo.

"Multiplication," the Bobby Darin (Atlantic) recording which originally was not a hit in Norway, has been a hit on the charts, and many in Europe believed it had sales possibilities. Atlantic finally agreed to release the record, and the success followed. Publisher: Belinda (Scandinavia) AB, Stockholm.

"Eli så nä som en Ingjeborg," the only Norwegian song among the ten during the first six months of 1962. It is a chanson-like, not too much like today's hits, but has something that stays in the air, after the record has been played. Still among the top sellers in the second half year started. Publisher: Musik-Huset A/S.

Comment: Norway is more or less sound to the Continental commercial radio station Radio Luxembourg and a song played in the Top Twenty program in Stockholm almost immediately becomes a Hit in Norway. That's what makes it so difficult for domestic songs and, usually, some other Nord countries to become top sellers in Norway.
The general feeling is that 1962 has been a year with just as good sales results as any other year, according to record executives in Helsinki.

There is at least one remarkable difference between Finland and the other Scandinavian countries. A record with good sales possibilities must be in Finnish language. On the other hand, the song could be from almost anywhere in the world, but generally, a good Finnish-language version has better sales possibilities than any foreign record. However, there are some American artists with top popularity, as Elvis Presley and Paul Anka, but looking at the Finnish charts, these and a few others seem to be the only exceptions. There have been months when all ten records in the Top Ten chart has been either Finnish songs or Finnish versions of foreign songs.

Finland has three different TV stations, one government non-commercial, one private commercial and one government commercial. The commercial stations have done much to help record trade. Since it is a commercial station, they can offer better payment to foreign artists than the non-commercial ones, and despite the fact that Finland is a comparatively small country, the Finnish TV has been presenting several very expensive international artists. Record companies have their own programs over the commercial stations. “At the start it cost us a lot of money, but now we can see how it has begun to pay,” it has been said.

There is no commercial radio in Finland at the moment, but it is believed that there will be so in the near future. In Finland, everybody, including the government, has had good experiences from the commercial TV stations, which might help very much, it is believed.

The record sale in Finland cannot show any imposing figures. A Gold Disk is awarded after the sale of 35,000. Since 1945 only three Gold Disks have been awarded.

Finland is a two language country, with Finnish as main language in most parts of the country and Swedish in many parts of southwestern Finland. However, records are made almost only in Finnish, while Swedish language records are imported from Sweden.

With one exception, all music publishers in Finland are also record companies. On the contrary, there are three or four record companies who are not active in publishing.

Except for the Finnish TV, people in southern Finland, including Helsinki, can easily watch Russian TV from Tallinn in Estonia. Estonian language is not too difficult to understand for Finns.

THE LEADING NAME
in foreign & domestic records
and publishing in Finland

LEVYTUKKU OY
30 years
Fredrikinkatu 45, Helsinki, Finland

FINLAND MUSIC PUBLISHERS

LEVYSAVEL Oy
Vuorikatu 14—Helsinki
Phone: 35 99 00
Cable: Levytaakso
President: Matti Jopula
Publicity: Martti Pihla

LEVYTUKU Oy
Fredrikinkatu 45—Helsinki
Phone: 35 149
Cable: Levitytakso
President: Tiilo Erik Saarikko
Publicity: Harry Bergstrom

OY MUSIIK-KAZER-MUSIK AB
Aleksanterinkatu 11—Helsinki
Phone: 8 751
Cable: Musikitzer
President: Roger Lindberg
Publicity: Osmo Ruskasen

SCANDIA-MUSIK Oy
Hietalahdenranta 11—Helsinki
Phone: 66 29 44
Cable: Scandiamusikk
President: Paavo Elo
Publicity: Assi Elo

OY R.E. WESTERLUND AB
Pohjoisrenkaankatu 87—Helsinki
Phone: 19 290
Cable: Scannerland
President: Robert Westerlund
Assistant managing director: Hans Westerberg

X-SAEL
Haarmalinnankatu 17 A—Helsinki
Phone: 45 59 87
President: Toivo Karki

FINLAND COLLECTING SOCIETIES

T.E.O.S.T.O.
Savoytaite Tekijonoistototmioto
Hietalahdenkatu 2
HELSINKI
"The Finnish Copyright Bureau"
Phone: 44 85 99
Cable: Toise
President: Martti Tornen

Records
Music Publishers
Juke-Boxes

O Y R. E. WESTERLUND A B
P. Esplanadikatu 37
Helsinki, Finland
FINLAND... RECORD COMPANIES

AKKUETOILIJUS OY
Address: Saaristolaakso 1–3 — Helsinki — Finland
President: Ernst Wallin
Publicity: Esko Nevalainen
Labels (domestic): Väinölä

ARIS OY
Address: Kruununkatu 13 — Helsinki — Finland
President: Alvar Marja
Publicity: Matti Tommila
Labels (domestic): Suomen Suomalainen

ASOS OY
Address: Punavuorenkatu 1 — Helsinki — Finland
President: Pietari Kuusisto
Publicity: Jukka Pohjanvirta
Labels (domestic): Melodia

FESTIVAL PIANOWESTLUND
Address: Tuomarintie 1 — Helsinki — Finland
Publicity: Kalevi Tuominen
Labels (domestic): Kansallismusiikki

FINLAND PRESSING PLANTS

Or AIRAB
Pohjolankatu 27 — Helsinki
President: Matti Piha
Publicity: Harry Virtanen
Labels (domestic): EMPIRE

Or AIRAM
Punavuorenkatu 11 — Helsinki
President: Matti Piha
Publicity: Harry Virtanen
Labels (domestic): EMPIRE

Or E. WESTERLUND AB
Vanhakauppakatu 27 — Helsinki
President: Matti Piha
Publicity: Harry Virtanen
Labels (domestic): EMPIRE

Or MUSIKI-FAZER-MUSIK AB
Address: Malminkatu 11 — Helsinki — Finland
Publicity: Harry Virtanen
Labels (domestic): EMPIRE

Or MUSIK-KS OY
Hetsahabrankatu 11 — Helsinki
President: Matti Piha
Publicity: Harry Virtanen
Labels (domestic): EMPIRE

Or MUSIK-OKKO-VOKSU OY
Address: Malminkatu 11 — Helsinki — Finland
President: Matti Piha
Publicity: Harry Virtanen
Labels (domestic): EMPIRE

Or MUSIK-OKKO-VOKSU OY
Address: Malminkatu 11 — Helsinki — Finland
Publicity: Harry Virtanen
Labels (domestic): EMPIRE

Or MUSIK-OKKO-VOKSU OY
Address: Malminkatu 11 — Helsinki — Finland
Publicity: Harry Virtanen
Labels (domestic): EMPIRE

FINLAND GALVANIC INDUSTRIES

AKKUETOILIJUS OY
Address: Saaristolaakso 1–3 — Helsinki — Finland
President: Ernst Wallin
Publicity: Esko Nevalainen
Labels (domestic): Väinölä

ARIS OY
Address: Kruununkatu 13 — Helsinki — Finland
President: Alvar Marja
Publicity: Matti Tommila
Labels (domestic): Suomen Suomalainen

ASOS OY
Address: Punavuorenkatu 1 — Helsinki — Finland
President: Pietari Kuusisto
Publicity: Jukka Pohjanvirta
Labels (domestic): Melodia

FESTIVAL PIANOWESTLUND
Address: Tuomarintie 1 — Helsinki — Finland
Publicity: Kalevi Tuominen
Labels (domestic): Kansallismusiikki

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Pohjolankatu 27 — Helsinki
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Or AIRAM
Punavuorenkatu 11 — Helsinki
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Labels (domestic): EMPIRE

Or E. WESTERLUND AB
Vanhakauppakatu 27 — Helsinki
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Publicity: Harry Virtanen
Labels (domestic): EMPIRE

Or MUSIKI-FAZER-MUSIK AB
Address: Malminkatu 11 — Helsinki — Finland
Publicity: Harry Virtanen
Labels (domestic): EMPIRE

Or MUSIK-KS OY
Hetsahabrankatu 11 — Helsinki
President: Matti Piha
Publicity: Harry Virtanen
Labels (domestic): EMPIRE

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Publicity: Harry Virtanen
Labels (domestic): EMPIRE

1962 has not been as good as other years, but on the other hand, there is no reason to panic for independent companies, particularly those with American contacts, are complaining about the difficulties of competing with European artists these days. Denmark is a great sales possibility for records, and European recording artists know it. However, government non-commercial stations (radio and TV) depend on licenses, and they offer comparatively small sums to artists appearing there. European artists, however, have long ago discovered that what they lose in Europe is more than made up by the Danish market.
DENMARK TOP TEN OF 1962

1. Schwartz Rose, Rosemarie (Multitone) 157 points
2. Erna-Lise (Imodio) 154 points
3. Walk On By (Ivan Mougll & Sweden Music) 142 points
4. 3 MANDALAY (No Publisher) 139 points
5. 7 You Can Have Her (Ivan Mougll & Sweden Music) 97 points
6. 9 DJANGO (Multitone) 70 points
7. 10 La Novia (Stockholm Musikproduction) 63 points

"Schwartz Rose, Rosemarie" topped the charts during the first six months of 1962. This Danish recording with Peter Kraus on Polysound was the best selling recording in Denmark.

"Erna-Lise," a German recording (Günter Kalman) which appeared in Denmark in March. The song originates from England, but it started with the German version. Made 21 weeks on the charts, it spent nine weeks as No. 1.

"Walk On By" started with Leroy Van Dyke on Mercury, but a recording by a well-known group The Cliffords on Philips came out and took over the sale. When it ended, this was the last chart for several weeks.

"7 You Can Have Her" started with Leroy Van Dyke on Philips, and it was only the top seller. It started in a local recording with Four Jacks on Odeon. No publisher has claimed the rights for this song.

"Let's Twist Again" came with Chubby Checker on Columbia and one can assume that Denmark introduced the song. Appeared on the charts for 12 weeks, but was only used by dance schools in Denmark for a few months.

"You Can Have Her" started in Sweden with a recording with Anita Bjornson-Jensen, which also appeared in the charts. Swedish language records, by tradition, have difficulties to become top sellers in Denmark.

"Django" is the only Danish song which has been successful enough to appear among the top ten of the year. This American song finished in March. It was one of the few songs with a record. Many ended up in the popular history books, but it got Gold in both Sweden and Denmark. Danish publishers were very successful in the music and Sweden music in Stockholm.

"Diyb en drinn" in Danish, is a song from the movie of the same name from Brazil. It has been on charts for 10 weeks. This is a sad story about a couple who are two domestic recordings. Lis Bjerneholt on Odeon and Poul Bundgaard on Polysound. Danish publisher, Stockholm Musikproduction, Stockholm.

It is no surprise that there are only one American record among the Top Ten during the first months of 1962. Denmark, compared with its neighboring countries, was not as excited about the recording artists plays a great part in the sales statistics. A recording artist coming to Denmark, appearing in local TV shows, etc., can expect a good record sale, while those not coming has to accept that their versions are beaten by recordings with local artists. In Europe, most of the artists could not realize this fact, and Danish TV can get almost any high-paid artist for almost nothing as they do not have a fixed pay. As long as they get a TV show, they get it back on the sales of the records. As seen from above statistics, not even Elvis Presley managed to get any of his recordings on the top ten throughout the first six months, while he might have been able to get his "Good Luck Charm" there before the year is over. This record held the third place on the Danish charts for six weeks in June.

The points listed above is the result of a survey of the Danish best selling charts in week six and Danish TV charts in week nine. The points for a second place down to one point for a 10th place. To add to this, the survey deals with the best selling songs, not with the artists.
SALES

The general consensus of opinion expressed by Canadian record industry chiefs concerning the past twelve months is that the period has been comparatively successful. Sales of singles maintained a satisfactory level throughout the period.

It should be pointed out that a "hit" in Canada, where singles are concerned, averages about 35,000 sales. By comparison with the market in the United States this figure represents about the same level of a city the size of Detroit. In the past twelve months the average sales mark has been surpassed frequently, supporting the contention that the period was a comparatively successful one. "PEPPERMINT TWIST" by JOEY DEE on ROULETTE; "I CAN'T STOP LOVING YOU" by RAY CHARLES on SPARTON (Sparton's HAROLD POUNDS calls the Charles disk the biggest item his firm has handled since "DIANA" by PAUL ANKA) "BIG BAD JOHN on COLUMBIA by JIMMY DEAN and "LITTLE BITTY TEAR" by BURL IVES on DECCA all scored well over the average sales mark. These and many other items showed tremendous staying power, turning up near the top of sales figures for their respective companies month after month. Seasonal slumps were as serious over the past twelve months as they had been in time past.

PROMOTION

The smaller volume of business on the overall scene in Canada dictates that promotion and sampling programs must also be operated on a smaller scale. The number of channels of exposure for the manufacturers and distributors in Canada, as most everywhere else, are the broadcasters. For the most part excellent relations exist between the two. There are some minor points of difference. On one hand some of the broadcasters claim that the manufacturers and distributors should supply their products absolutely free of charge to the stations. They contend that by playing the disks they create a demand for them. This leads to increased sales and profit for the manufacturer and distributor, and it should then follow that the disks be made available free of charge in the first place. On the other hand the manufacturers and distributors point out that their total sales—even on a smash hit—are not great enough to warrant the supplying of free disks to the broadcasters. They do supply the disks, or at least most of the manufacturers and distributors do, at cost or lower. They further point out that the vast majority of programming on Canadian stations originates from records. If the broadcaster had to pay the talent involved directly, the cost would be prohibitive, therefore, the broadcasters are getting a big break in the expense column as it is. The objective point of view is that both points are well taken. However, the entire procedure is operating on a two-way street, with room for give and take on both parts. Compromise would seem to be the solution. Canadian broadcasters appreciate receiving material singles from the original American manufacturer. Canadian record men frown on this practice, complaining that the disks are given away before they have a chance to manufacture them in quantity for the Canadian market, and as a result of air play too early and too often, the demand for the disks on the retail level is destroyed. The answer here would seem to be agreement whereby the stations would continue to receive the disks from the States, perhaps in even greater quantities than at present, but limit their exposure until such time as the Canadian product is available. Distributors and manufacturers contend that Canadian sta-

(Continued on page 72)
(Continued from page 71) 

tions rely far too heavily on American produced hit charts. The result is that a good Canadian produced record, or an International release is not played simply because it does not appear on any American chart. In such cases broadcasters would be well advised to listen closely to the material in question, not because it’s a Canadian disk, but because it just might be a good record. Properly exposed a good domestic disk can become as popular as any import, and perhaps go on to become a best seller in the U.S. as well.

PRODUCTION

Easily the highlight of the past twelve months in this Country has been the rapid expansion of Canadian production. More good Canadian records and artists have made their appearance in the period than at any time in the past. In many cases the actual recording sessions took place in the United States, but original manufacture and distribution took place in Canada. In some cases the circle was completed as material recorded by Canadian talent in the U.S., and distributed at the outset only in Canada was picked up by U.S. firms and returned to the U.S. for distribution and sales. BOBBY CURTOLA, handsome young singer from Port Arthur, Ontario, is a prime example of the above procedure. He originally recorded in his home town for limited distribution and sales in Canada only. This was followed by a session Nashville, resulting in greatly increased Canadian sales on the Tartan label. This in turn lead to a deal being signed with Del-Fi Records in Hollywood for American distribution. First Curtola item handled by the American firm, “Fortune Teller” became a chart click. In another instance, the procedure was reversed. A Canadian artist, PIERRE LE BON, cut a session—“SH BOOM” —for AMY Records in Detroit. It eventually was picked up for distribution in Canada by QUALITY Records. One of the prime movers in the development of Canadian record talent has been COLUMBIA’s FRANK JONES. A Canuck himself, Jones has been responsible for several good Columbia sessions, most of which have been released both in Canada and the U.S. Sessions in question were the SANDY SELSIE and STU DAVIS singles, done in Nashville, and the LP session with THE ROMÉOS, conducted by Frank in Toronto. RONN METCALF, R. DEAN TAYLOR, PAT HERVEY, GORD LIGHTFOOT, MARK LONDON, THE BEAU MARIES, THE COURIERS and THE COUNT VICTORS to mention but a few, will soon be names to contend with in the record business, the world over. The record industry in Canada is finding its feet, and is beginning to flex its muscles.

HIGHLIGHTS

BUD HAYDEN arrives at PHONO-DISC as promotion head, begins producing new 45, “Bud Sea” sheet.

LONDON’s Phase 4 line of settee albums make their debut.

The untimely death of JOHN LABELLE, sales representative of Compo Co., Montreal.

Robertino, young Italian singing star, smashes with Kapp albums and singles.

Ray Charles album and single smash usual summer slump.

Canadian song “Steel Men” becomes international hit.

Capitol’s 6000 series singles and 72,000 series LP’s originating in England, score in Canada.

Phonodisc Montreal continues to sell 3400 copies a week of “Wheels” by THE STRING ALONGS, despite the fact the disk made it debut in January 1964.
Almost half of all disc production in Canada originates in the modern RCA Victor Plant in Sarnia, Ontario. Annual production figures at this RCA establishment easily surpass the four million record mark. The plant has operated at its present location since 1964 and employs 250 persons on two daily shifts. Manager James Supple is responsible for production of albums and forty-fives for numerous Canadian distributors, in addition to RCA Victor itself. Capitol Records of Canada, London Records of Canada Ltd., and Phonodisc Limited all make use of the RCA Victor plant facilities in Sarnia to produce all their respective lines of singles and albums. In addition the plant also turns out many Custom Jobs, such as the Readers Digest Record Club selections, and other RCA Victor Custom material. Persons in the industry wishing to avail themselves of the services of this modern manufacturing set up in Eastern Ontario may make initial contact through the two RCA Victor recording studios in either Montreal or Toronto.
IN CANADA...

GET THE MOST FROM COAST TO COAST!

GO WITH

PHONODISC, Canadian "home" of the top American independent labels, is the hard-hitting, fast-moving nationwide organization YOU need to gain maximum sales in Canada. PHONODISC promotes the most... serves you best... outsells the rest!
Sesac On The Move in European and World Markets.

The intensive move by SESAC INC., one of the MCMC music licensing organizations in America— to promote its vast copyright-granting catalogue of music—was further advanced this Summer when SESAC representatives completed a series of talks on the European continent visiting many publishers and performing rights societies recently signed to new licensing agreements with SESAC. Activity in world-wide promotion and representation of SESAC's catalogue has been concluded with many of the major performing and mechanical rights societies including: Already signed and representing SESAC's performing rights in Austria...) BUMA (the Netherlands), CAPAC (Canada), PES (Great Britain), SIRAC (Switzerland), RSO (Mexico), SUISA (Switzerland), TON (Netherlands), STIM (Sweden), and KODA (Denmark). Representing both SESAC's performing and mechanical rights in……

SHIN SEIKAI RECORD CO., LTD.
President: Koji Nakashima
Members: Hiroshi Inoue, Kinya Ueda, Shigeyuki Oka
Telephone: 3-4584-6000

TEICHUKI RECORD CO., LTD.
President: Shigeki Nanko
Members: Akira Tanaka, Toshiro Tanaka, Masahiko Nishi
Telephone: 3-4584-6000

TOHO MUSIC INDUSTRIES, LTD.
President: конечно
Members: (See inside office)
Telephone: 3-4584-6000

VICTOR COMPANY OF JAPAN, LTD.
President: Kichinosuke Murata
Members: Eiichi Nishimoto, Nobuo Matsukawa
Telephone: 3-4584-6000

WORLD MUSICAL TECHNOLOGY, LTD.
President: (See inside office)
Members: (See inside office)
Telephone: 3-4584-6000

JAPAN MUSIC PUBLISHERS

ONGAKU KYOKU HO
Executive Director: Koji Furuyama
Members: (See inside office)
Telephone: 3-4584-6000

ONGAKU NO TOMO SOHA
Executive Director: Koji Haruyama
Members: (See inside office)
Telephone: 3-4584-6000

SHINKO MUSIC PUBLISHING CO., LTD.
President: Tatsuo Komatsu
Telephone: 3-4584-6000

SYMPHONY GAKUFU SHUPPAN HO
President: Shigeru Kurosawa
Members: (See inside office)
Telephone: 3-4584-6000

KAHURI SHA
President: Putrutama Iwamoto
Members: (See inside office)
Telephone: 3-4584-6000

IZUKA SHOTEN
President: Hiroshi Hanaka
Members: (See inside office)
Telephone: 3-4584-6000

INTERNATIONAL MUSIC PUBLISHERS
Managing Director: Yukihito Takigawa
Members: (See inside office)
Telephone: 3-4584-6000

KAGAKU SHA
President: Yoshibu Haru
Members: (See inside office)
Telephone: 3-4584-6000

KOKUSAI ONGAKU SHUPPAN SHA
President: Natsuo Nakagawa
Members: (See inside office)
Telephone: 3-4584-6000

KYODO ONGAKU SHUPPANSHA
President: Tozō Kuroda
Members: (See inside office)
Telephone: 3-4584-6000

KIYO SHUPPAN KABUKI KAIWA
President: Osamu Kijima
Members: (See inside office)
Telephone: 3-4584-6000

RAKU (Japan), and SADC (Argen-
Joey Frechette, lead singer with The Beau Marks, burned up the long distance wires the other eve, terribly excited over the fact that the group's current quality single is just about set for release in the U.S. and has been leased to Laurie Records. However, some delay has developed at the Laurie end, and Quality in Toronto have subsequently had another good offer from Phillips for American distribution. According to Frechette, the American rights for "Tender Years" will go to Phillips if the Laurie people do not act soon to get the product on the American market. Meanwhile, he has been playing to S.R.O. crowds at the Brass Rail in London, Ontario. The Beau Marks hosted a spread for press and radio types in the Western Ontario City (7/28) to thank the scribes, dealers etc., for the excellent reception they—The Beau Marks—had received.

Lavern Baker opened at Joe Saxe's Gantineau Club near Hull, Quebec (7/27). Gilles Aubin, London Field Rep., was on the scene immediately with recent LP release by the thrush on the Atlantic label. Scoring some of her biggest record successes in the rock 'n roll, rhythm 'n blues field, Lavern pleased. Her surprise was the customers by walking some top notch jazz performances, and selling out many of the pop standards in convincing fashion. She is featured on the Atlantic set that spent two weeks at the top with Chris Connor and other Atlantic notables. The Atlantic set by Lavern that received most exposure on radio in the area during her P.A. was a set entitled "Sawed," including some great readings on such standards as "Shake A Hand," "Wheel Of Fortune" and "Manana," all songs that the thrush included in her club act. Good sources report that long time Montreal air personality, Jerry Herbert, with CFCF for several years is about to return from whence he came and take up new duties at Toronto's new fifty thousand watt, daytime, good music outlet, CFHI.

Another change in Canadian distributors noted recently as Tamla-Motown has exited the London family. Just who will pick up the currently hot American line is doubtful at the moment. Some sources believe the Compo Company may land the rights to Tamla-Motown products in Canada.

Amzing reaction to the Phillips single "Silver Threads And Golden Needles" occurring from coast to coast. A year ago," says Quality's Clode Mc Gregor in Montreal, "this single would have been strictly a C&W record. Today it has broken wide open in the pop field in all markets in the country."

Wray Earlidge, Quality's man about albums, sent along a copy of the new Ken set by Winnipeg's Ted Rivers. The singer has a very ear-pleasing sound, and the songs contained in the new set seem packed with potential. The one factor that comes from the overall presentation seems to be the background music at times drowns out the vocalist. If that one factor could be corrected the package will be a hot commercial item in short order.

Gilles Aubin about to take off on a cross country tour of London distribution, spent time with the Toronto area office, McKay Distributors, recently. Gilles reports that the Popeye craze is sweeping Toronto. The resulting sales in "Do The Popeye With The Markies" are phenomenal. The twist has almost been forgotten in the Country's largest city as everybody does the "Popeye." Not only are the Cats and firms going in on the craze, Farm the leading clothes manufacturers, especially those that specialize in teen wear. Many are making the hill bottom trousers that are part and parcel of the Popeye fad by the car load lot. Gilles' trip will take him to Winnipeg, Calgary, Edmonton and Vancouver.

Apex recording stars The Champs, currently on top of the charts with "Limbo Rock" wound up an appearance at Toronto's Le Cog D'or, (7/28).

Boyd Clower, spinner at Pembroke's CHOV, reports that Billy Martin and his group enjoyed a very successful stay at the Chen Charles in Demers Center, Quebec. The group smashed the house record at the Quebec night spot. The Martin group moved on to Toronto's Concord for a month's stay opening (7/30).

Whitey Haines, Capitol's promotion boss, arranged for this reporter to see the Vic Damone-Henny Youngman show at Toronto's O'Keefe Center, (7/28). Whitey, in collaboration with Ed Shaumen, manager of Toronto's Park Plaza, has just closed a deal that brings Capitol artist Jackie Davis to the Toronto Hotel's Plaza Room for an extended stay, opening (8/6). Although Davis' record activity is confined to playing the Hammond organ, his night club act will spotlight Jackie's singing talents as well.

Lakehead broadcaster, Jack Thomson, taking time out from his daily sports shows on CJFL to publish a bi-monthly sports sheet entitled, Sports World. Complete with excellent pictures and interesting editorial copy the publication makes entertaining and informative reading for fans.

Reg Ayres and Peter Jackson, Quality's Branch Manager and Winnipeg's popular deejay respectively, teamed up on a contest that proved to be a real success in the Western City recently. Deejay Peter was asked the question: "Who will meet who, where, to do what?" Four of Reg's plug records supplied the clues for the contestants. Each one of the discs answered one phase of the deejay's question. Discs in question and the resulting answers were: "Speedy Gonzales will meet "Ahab The Arab" behind "The Green Door" to twist to "Baby Elephant Walk." Two of the victorious, as Speedy and Ahab and appeared on Jackson's TV Dance Party show to present the prizes to the winners.

The hot new single, "Come Outside" by Mike Sarne was assigned to Capitol Records of Canada for Canadian distribution. Capitol picked up the disc through their affiliation with E.M.I. in England. In the interim, Lustre Records began to distribute the disc in this country through their affiliation with Cameo Records who had the rights in the U.S. Capitol's Paul White reports sales on the disc are soaring.
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GERMANY — Last 12 Months

The last 12 months has seen many basic changes in the record business in Germany. It was the year that saw the small label strengthen its position and gain a foothold into the market and in the shops as the small producer and distributor released hot material and produced special product for the ever stronger box operators who were also able to buy the indie product somewhat cheaper than the major label competition.

It was a year that saw the LP gain a foothold in sales and the first LPs began to move over 100,000 pieces to rack up enough dollar volume to warrant more LP production. Following the development in American business, the major labels picked up the brunt of the LP business.

As far as future trends are concerned, the next 12 months predictions from this reporter foresee more and more small labels entering the market, an increase in the singles price thus pushing the LP up front, a huge increase in album sales and steady sales on singles, more million selling singles and less middle selling ones, more flops, more music exported than in the past, less imported hits, better distribution facilities for small labels, increased publicity, major foreign labels opening their own operation here, and minor ones joining together for the same goal, and increased dollar volume in the record business.

We won’t be able to judge our predictions until next year, but for a summary of events of the past year, let’s look at the German record scene as it appeared in Cash Box.

AUGUST 1961

The 19th directory issue of Cash Box reported that Bert Kaempfert became the first European to be picked by the American DJ’s as the most "Up and Coming Orchestra" of the year. American Gus Backus won the Radio Luxembourg "Golden Lion" award as the most requested male record star. Peter Lach left Peer Music to take over the helm of the newly activated Capriccio publishing firm with headquarters in Hamburg. Ralf Arnie also opened his new publishing outfit in the same town. The Berlin Radio-Phono-TV Fair opened with every top artist from this country and many international artists represented. 2 hours of nationwide TV were broadcast from the fair daily helping the sales of records in the normally slow season. Freddy released his first LP of sailor's songs and became the first pop artist to sell 100,000 of one LP in Germany. Connie Stevens joined the ranks of American artists recording in the German language. Her A&R man is Werner Muller who also waxed an LP for her and inked a Warner Bros. contract for his orchestra.

SEPTEMBER

To open the fall season, Electrola Records presented Alfons Bauer with a silver "Dog" for 1 million sales on his folk records around the world. Heino "Calcutta" Gatz started his second international hit on the way via the Billy Vaughn waxing of "Berlin Melody." Hans Roth, top DJ from Radio Frankfurt left his post to accept the production and A&R chief position at Ariola Records. Radio Luxembourg started a late DJ show from midnight to 3 A.M. and Camillo Felgen of the German broadcasting department took over as P.D. for the only pop program in this part of the world so late at night. Radio Luxemburg also presented it's Pop Music Festival for new compositions where Caterina Valente walked away with all 3 top prizes. Ilse Werner celebrated her 20th year as a record star.

(Continued on page 80)
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Pop
20TH
ANNIVERSARY!

Paper

MUSIC
TEL:

MUSIC

BOX
BORN
ON
its
12
recording
Twist
on
but
The
with
The
musical
film
announced
Polydor
he
German
announced
the
dollars.
Bert
Kaempfert
turned
out
the
first
Twist
record in Germany
with
Englishman
Tony
Sheridan.

NOVEMBER
Ariola
Records
took
over
the
Reprise
catalogue
for Germany
and
announced
that
several
of
the
artists
with
that
label
would
be
recorded
in Germany
by
producer
Nils
Nobach.
Singer-writer
Udo
Jurgens
got
a
top
hit
in
England
with
his
Shirley
Bassey
recording
of
"Reach
For
The
Stars."
The
Twist
rave
started
in
the
press
but
the
public
never
got
the
message
on
a
grand
scale,
and
it
became
just
another
dance
in
Germany.
Only
3
Twist
recordings
made
the
top
10
in
the
last
year.

DECEMBER
Bill
Ramsey,
American
singer
in
Germany,
took
over
a
D.J.
slot
at
Radio
Luxembourg
and
announced
that
he
will
switch
labels
in
July
from
Polydor
to
Electroda.
Lale
Anderson
announced
that
her
story
"Lilli
Marlen"
would
be
done
in
a
Hollywood
film
and
she
will
do
the
advisory
work
on
it.
Gerd
Von
Hasler
left
Radio
Luxembourg
and
the
German
office
of
the
station
in
Frankfurt
closed.
Bert
Kaempfert
took
over
distribution
of
the
Boulette
line
in
Germany.
Peter
Schaeffers
and
Klaus
Ogerman
now
living
in
New
York
formed
a
production
firm
together.
Ralf
Bendix
returned
from
his
engagement
at
the
Las
Vegas
Flamingo
Hotel
to
pick
up
his
gold
record
for
"Babystuffin'
Boogie."

JANUARY
Catherine
Valente
celebrated
her
25th
year
in
show
business
with
a
gala
fete
in
Stuttgart
including
a
nation
wide
radio
show.
Considering
that
Caterina
is
now
only
in
her
early
thirties,
that's
some
achievement.
A
young
girl
from
Israel
named
Carmela
Corren
stormed
the
charts
with
her
festival
recording
of
"Eine
Rose
Aus
Santa
Monica."
The
International
Music
Instrument
Fair
took
place
in
Frankfurt.
German
A&R
men
began
to
have
difficulty
getting
American
material
as
stars
such
as
Helen
Shapiro,
Paul
Anka,
Connie
Francis,
Brian
Hyland,
Connie
Stevens,
James
Lurrin,
Neil
Sedaka
and
many
others
did
German
dates
of
their
American
hits.
The
"soft
wave"
sound
hit
Germany
and
the
first
million
seller
in
this
category
was
turned
in
by
Gerhard
Wendland
with
his
"Dance
With
Me."
The
soft
sound
is
still
tops
in
Germany
at
present.
Bert
Kaempfert
hit
the
U.S.
charts
with
Afrikaan
Beat,
which
he
wrote.
Electroda
released
a
spoken
word
LP
with
former
German
president
Theodore
Heuss
on
his
75th
birthday.
Philips
awarded
a
trip
to
two
for
Greece
for
the
lucky
buyer
of
the
500,000th
copy
of
Nana
Mouskouri's
"White
Rose
Of
Athens."
A
Berlin
gal
won
the
trip
for
her
and
her
husband.

FEBRUARY
Cameo-Parkway
records
changed
distributors
from
Electroda
to
Ariola
in
the
middle
of
a
hit
and
both
firms
ranked
up
top
sales
with
Chubby
Checker's
"The
Twist"
and
"Let's
Twist
Again."
Philips,
who
became
(Continued
from
page
78)

POP MUSIC
IS IN GOOD HANDS
AT
EDITON
MARBOT
G.M.B.H.
MUSIC PUBLISHERS

GERMANY — Last 12 Months

MUSIC TRADE PAPER

THE ONLY GERMAN

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80 Part II—International Section
Cash Box—August 11, 1962
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Vico Torriani DECCA
Will Glahé DECCA
Werner Müller DECCA
Lys Assia TELEFUNKEN
Mantovani DECCA
Ted Heath DECCA
Edmundo Ros DECCA
Los Machucambos DECCA
Gitta Lind TELEFUNKEN
Harry Belafonte RCA
Billy Vaughn DOT

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Floyd Cramer RCA
Ricky Nelson IMPERIAL
Perez Prado RCA
Lawrence Welk DOT
Connie Stevens WARNER BROS.
Duane Eddy RCA
String-A'Longs DOT
Jerry Lee Lewis SUN
Perry Como RCA

TELDEC
Schallplatten-Gesellschaft mbH.
Hamburg
Germany
GERMANY — Last 12 Months

(Continued from page 80)
the parent firm of "Mercury," picked up the line for distribution and moved fast on the Leroy Van Dyke recording of "Walk On By" which he also waxed in German. Sonet records started a special promotion campaign for Danish star Davio on the event of his first German recording. Ralf Bendix picked up the golden record for his "Baby-sitting Boogie" million seller at a press conference in Cologne. He was also awarded a golden dagger and nippie by Selch-Chappell music exec Harry Schultz-Bielefeld. Two more foreign stars did their first German waxing. Sweden's Anita Lindholm and France's Johnny Hallyday turned out platters for Philips.莱 Chakachas returned to Germany to perform in Munich and push their "Twist-Twist" waxing which became a hit. Eartha Kitt came to Germany for a TV spectacular. The German Record Industry prime event took place in Baden-Baden with their Pop Music festival. First prize was won by Conny with her "2 Kleine Italiener," which is still topping charts all over Europe and sold well over ½ million records here. In all, it was Germany's most successful Festival as many of the end round songs entered the charts and well over a million singles were sold as a direct result of the TV event and publicity afforded the festival songs. Nana Mouskouri from Greece picked up a gold record for a million records sold of her first release, "White Rose." From Athens for Fontana Records, one of the Philips group, Manos "Never On Sunday" was awarded a gold record in 250,000 sales to the Celine Records of Philips Germany. Conny and Peter Schaefers published it. The award was made in Munich. Electrola A&R men Heinz Giets and Gunter Illiger traveled to Paris to record Gilbert Becaud, Jacqueline Boyer and Line Renaud in German.

MARCH
Paul Anka made his first trip to Germany along with manager Irvin Feld and A&R chief Bob Yorke where he waxed a German recording of "Love Me Warm And Tender" with Teldec A&R man Horst Fuchs. Paul also made press conferences in Hamburg and Frankfurt. RCA held an international meeting in Munich and Rome. Van Cliburn made a concert tour and press conferences in Germany. His Tchaikovsky Piano Concerto LP sold 100,000 in Germany. Paul Siegel's first Teldec production by the Oederland Orchestra was picked up for the states by Seeco Records and quickly made the N.Y. charts. Sales figures for Germany 1961 were released and although 750,000 less singles were sold in 1961 than in 1959, EP sales increased by 50,000 and LP sales by 100,000 to make an overall increase in dollar volume for the year. In 1961 49.5 million records were sold in Germany. Import decreased by 250,000 pieces and export increased by 100,000. Karl Breuer of Sikorski Music made his first visit to the U.S. Paul Siegel celebrated his 3rd anniversary as a D.J. for Radio Berlin, Radio Luxembourg and the magazine Bravo made their awards for the most popular recording artists. The radio Luxembourg contest was won by Freddy Quinn with the down-and-dirty honors going to Dana Mouskouri. Third place went to Petter Kraus. Bravo awarded their honors to Maia singers Freddy Quinn and Peter Kraus with female stars Connie Francis, Cateina Valente and Conny Proboess picking up awards as well. Ariola records recorded top sales with the first German waxing of The Rolling Stones. This contest was held and Conny took 5th place with her "2 Kleine Italiener." Gerhard Wendland toured the U.S. and did his first American waxing under the A&R direction of Quine Jones. Helen Shapiro visited Germany for her first German session for Electrola. Bert Kaempfert visited the U.S. and signed Brenda Lee for German recording dates.

(Continued on page 83)
GERMANY – Last 12 Months

(Cont’d from page 82)

APRIL

Brenda Lee visited Army camps in Germany. Eberhard Mihulski sold his first master to Chancellor records. Laya Raki did the honors with the sexy song “Don’t Kiss Me Now.” Foreign artists showed a strong foothold in the German market with 23 songs making the top 10 by the end of April. 9 were recorded by German, Austrian or Swiss artists; 14 by foreign artists. 9 of the songs were foreign material and 14 songs were of German origin. Foreign artists recording in the German language include Paul Anka, Gene Pitney, James Darren, Neil Sedaka, Connie Stevens, Ella Fitzgerald, Mitch Miller, Earl Grant, Louis Armstrong, Elvis Presley, Jane Morgan, Connie Francis, Helen Shapiro, Cliff Richard, John Leyton, Jacqueline Boyer, Annie Cordy, Sacha Distel, Henri Salvador, Charles Aznavour, Gilbert Bécaud, Marcel Amont, Bob Azzam, Jean Phillippe, Johnny Hallyday, Siv Malmkvist, Anita Lindbloom, Vivi Bach, Pirko Manola, Lili Bass, Gitte, Gunnar Winckler, Lou Nefis, Tony Sandier, Bobbyjean, Nana Mouskouri, The Blue Diamonds, Mina, and many more. Ariola Records made a huge move when they signed the distribution chief of Electrola Records Rudolf Engieder as director of Ariola Records. Former director Lutz Welhitz left the firm to enter private production. Metronome records increased their retail single prices from 1.00 to 1.12 dollars. Until this writing no one has followed suit. Gerhard Wendland was awarded a gold record for a million copies sold of his tango “Dance With Me In The Morning.” This was the second million seller award in as many months for Philips records and producer Ariola. Siv Malmkvist’s little sister Lil signed a contract with Ariola A&R man Nils Nebach.

MAY

Stan West the coordinator of European operations for CBS records visited Gutersloh for talks with Ariola records and Munich for talks with Cash Box. Walter Ruff left Schaeffers music to take on a top position with Will Meisel and his publishing firm. Publisher Rudi Von Dovenmuehle took on a new dir at Teldee A&R man. GEMA reported that royalties from records and films sunk 50 million marks in 1960 and 200 million marks in 1961. Helen Shapiro visited Germany for her first TV shots here.

JUNE

The warm season approached the German market and Philips took the lead with new waxings by Nana Mouskouri and Gerhard Wendland hot on the heels of their million sellers. Newcomer Mina from Italy lead the charts with her first German recording “Heisser Sand.” Tommy Kent left Polydor Records to sign with Ariola producer Helmut Jantsch. Werner Muller visited Munich for Berlin week and featured Chet Baker with his orch. Perry Como had his first hit here in many a season with Caterina and August Seith, the publisher of the song announced that 5 German versions would be available. Philips started a special promotion for the Mercury PPS series. An LP to sell for under 2.50 dollars was released with examples of the PPS LP catalogue. Klaus Schäffers published in Germany with his wife and Nat Shapiro of CBS also came here for talks. Elvis Presley took the only slot held down by an American song in the Radio Luxembourg hit parade with his “Good Luck Charm.” Petula Clark visited Germany and waxed 5 songs in German for Deutsche Vogue. Lale Anderson announced the recording of an LP of her top hits with commentary by the last in English for.

(Cont’d on page 84)

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- (Continued on page 47)

GERMANY

LAST 12 MONTHS

(Continued from page 43)

release on King Records. Mina came to Germany for press conferences with her producer Dave Matalon, also announced that her new German record would be out soon. Her first waxing here passed the 1½ million mark in sales. Peter Schaefer of his Melody Film company also starred in Berlin. The Berlin Film festival was held and top gossip linked starlet Christina Kaufmann with Tony Curtis. Pop singer Rolf Peer of Ariola records died in an automobile accident. The deal between American Columbia and Ariola Records died. Rumors spoke of a merger between Deutsche Grammophon and Philips records stockwise.

That's the headline news of the past 12 months from Germany. Look to this market to provide more interesting developments in the world market picture. Cash Box will be on hand to cover every top event for you, our important reader.

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Berlin-Wilmersdorf
GERMANY

Cash Box, August 11, 1962
GERMANY'S BEST SELLERS (TOP TEN TUNES) OF THE LAST 12 MONTHS

Title: Die Eltern Project (The Parents) (Ronnie Scott & The Blues Band) / A-Mercy (A-Mercy)

Distributor: Philips

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POPULAR
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LALE ANDERSEN
CONNY FROBOESS
CHRIS HOWLAND
REX GILDO
HEINZ SCHACHTNER
CLASSICAL
DIETRICH FISCHER-DIESKAU
WILHELM FURTWÄNGLER
OTTO KLEMPERER
YEHUDI MENUHIN
ANNELIESE ROTHENBERGER
RUDOLF SCHOCK
ELISABETH SCHWARZKOPF

MILLION SELLERS IN GERMANY IN THE LAST 12 MONTHS

Wheels: "The Long Way Home" (Johnny Cash)/"The Man Who Sold The World" (Bob Dylan)

Distributor: Philips

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COLOGNE, GERMANY
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<th>Artist(s)</th>
<th>Label</th>
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<tr>
<td>La Paloma</td>
<td>Tommy/Philips</td>
<td>Deutsche Grammophon</td>
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<tr>
<td>O Mein Papa</td>
<td>Tommy/Philips</td>
<td>Deutsche Grammophon</td>
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<td>Third Man Theme</td>
<td>Tommy/Philips</td>
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<td>Sei Along Silvery Moon</td>
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<td>Auf Weidersohn</td>
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<td>Blueberry Hill</td>
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<td>My Happeness</td>
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<td>River Kwai March</td>
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<td>Take Five</td>
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<td>Tiger Rag</td>
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<td>In München Steht Ein Hofbräus Haus</td>
<td>Tommy/Philips</td>
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<tr>
<td>Niem Mich Mit, Kapitän</td>
<td>Tommy/Philips</td>
<td>Deutsche Grammophon</td>
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<td>Der Apothekerjünger</td>
<td>Tommy/Philips</td>
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<td>Que Sera, Sera</td>
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<td>Deutsche Grammophon</td>
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<td>Rock Around the Clock</td>
<td>Tommy/Philips</td>
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<td>Ave Maria</td>
<td>Tommy/Philips</td>
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<td>Spielberg</td>
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<td>Heilsehutuwan</td>
<td>Tommy/Philips</td>
<td>Deutsche Grammophon</td>
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<td>Wenn Das Wasser Im Rhein Gold’ner Weib Waar</td>
<td>Tommy/Philips</td>
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<td>Mann Muste Nochmal Zwanzig Sehn</td>
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<td>Kaiser Walzer</td>
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<td>Die Musik Kommt</td>
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<td>Champagne</td>
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<td>Deine Kinde, Deine Magd</td>
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<td>Lil’ Maren</td>
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<td>In Einem Kleinen Kabinettel</td>
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<td>Kind Die Ein, Bist Du Liebchen</td>
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<td>Es War Nochmal Ein Musikus</td>
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<td>Träumen Von Der Siedsee</td>
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<td>Vaya Con Dios</td>
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<td>Bitte Kleiner Reiter</td>
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<td>Schrumpfe, Schrumpfe</td>
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<td>Auf Wiederseh’n</td>
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<td>Banjo Benny</td>
<td>Tommy/Philips</td>
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<td>Capri Fischer</td>
<td>Tommy/Philips</td>
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<td>Unter Der Roten Laterne</td>
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<td>Von St. Pauli</td>
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<td>Egon</td>
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<td>Schnürlregen (Dadomm-Dadimm)</td>
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<td>Tango Desire</td>
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<td>Tango Capriccioso</td>
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<tr>
<td>Ein Wunder</td>
<td>Tommy/Philips</td>
<td>Deutsche Grammophon</td>
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**Manos Hadjidakis**
- **Weisse Rosen aus Athen**
- **Ich schau den weissen Wolken nach**
- **Einmal weht der sudwind wieder**
- **Addio**
- **Weisse move flieg in die ferne die sterne von syrakus (niana)**

**Klaus Gunter Neumann**
- **Melody from Germany**

**Charly Niessen**
- **Banjo Boy**
- **No bier, no wein, no schnaps**

**Werner Scharfenberger**
- **Das kann morgen vorbei sein die sterne der prarie**

**Hans Wittstatt**
- **Die wege der liebe pepe**

### Evergreens

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist(s)</th>
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<tr>
<td>AUF WIEDERSEH’N</td>
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<td>BANJO BENNY</td>
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<td>CAPRI FISCHER</td>
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<td>UNTER DER ROTEN LATERNE</td>
<td>Tommy/Philips</td>
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<td>VON ST. PAULI</td>
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<td>EGN</td>
<td>Tommy/Philips</td>
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<tr>
<td>SCHNÜRLREGEN (DADOMM-DADDMM)</td>
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<td>TANGO DESIRE</td>
<td>Tommy/Philips</td>
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<td>TANGO CAPRICCIOSE</td>
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<tr>
<td>EIN WUNDER</td>
<td>Tommy/Philips</td>
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**Both Tops in Their Field!**

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- Hamburg 20
With the summer season still in full swing, the strongest collection of singles that has ever been issued in this usually weak season has been released by the record firms here. Although no novelty such as "Abah The Arab" in America has come on the market to bring buyers into the shops, the industry has answered by shooting their strongest runs and issuing strong records by artists widely known for better selling periods. Electrola opened the competition by releasing a new platter from Conny who was still riding on the wave of her hit "Z Kleine Italiener" which passed the 1/2 million mark months ago. Her new waxing, "Lady Sunshine & Mr. Moon" was the 100,000 mark in a week after release. Polydor answered the competition with new waxings by top selling stars such as Gus Backus and Connie Francis, and Telder rushed out a new platter by Gerd Boeticher, their strongest teenager and a strong waxing by Caterina Valente of two top American hits sung in German, "Red" and "Johnny Get Angry." The firm also has the new Billy Vaughn recording of "Swinging Safari" which is selling here like hotcakes. The song was written by Germany's world star Bert Kaempfert. Philips is riding high with Gerhard Wendland and Nana Mouskouri who failed to cool off after each had a million seller on their last release. Although many of the names listed above are unknown internationally, they all mean top sales in Germany.

Ariola has also not been sleeping, and their recording of "El Rancho Grande" by Peter Hinnen can also be listed as a top summer seller. It's a fine summer sales wise and should open the door for a great fall and winter sales season. Philips started pushing their new Interdisc jazz programme by issuing 70 LP's of top material from Riverside, GTJ, Contemporary, Pacific Jazz, and Jazzland. Electrola records has had many changes in their distribution set-up. As reported earlier in Cash Box, Wilfried Jung was recently taken over the distribution chief's job in Cologne. A board of distributors has also been formed to advise the new chief and help fulfill this important position. The committee of 4 will be headed by the oldest regional distributor chief of the firm Hans Ritter. The former distribution assistant Heinz Gerig has also been promoted to first position under Mr. Jung. New regional distribution chiefs include the former Berlin chief Werner Wewiasinski who will now take over the Frankfurt bureau, Rolf Nietsche who is now in charge of Berlin, and Wolfgang Zimmerhal who is now in charge of the Mannheim area.

Electrola which belongs to the world wide EMI group will also play a more important part in the classical international catalog of the label. The new "International Classical Repertoire Committee" for the firm has announced that Germany will have 3 complete operas, 2 large choir works and many other recordings. The new head of the German department for Electrola is Sigfried Hoffman. In addition the production is being enlarged, and for this purpose, a new classical A&R team has been started in Munich with new equipment and studies there as an addition to the Berlin set-up for the firm. Hans Ritter who for years has produced for D.G.G. is joining the Electrola team as head of the artist production in the classical sector and Fritz Ganss is leaving the firm. The production head of the classical department remains under the leadership of Max Hitzenbach in Cologne.

The summer season in Germany and Austria began late in July with the Bayreuth Festival of Wagner operas and followed with the Salzburg, Austria festival of operas and concerts with the works of Salzburg born Wolfgang Amadeus Mozart. Both festivals were, as usual, sold out.

Polydor reports top action on new summer releases of "Speedy Gonzales" done in German by Lou Van Barz, "I Can't Stop Loving You" in German by Iv Robie and U.S. discings of Brenda Lee's "Heart In Hand" and Sue Lyon's "Lolita Ya Ya" with the film running now in Germany to help sales along.

Heino "Calcutta" Gaze writes that Warner Bros. Records have recorded a new "Calcutta" LP with Raoul Meynard and that he's got two new songs entering the hit parade sweepstakes in the U.S. within the next few weeks. Metronome Records is cashing in on the Italian vacation goers by releasing the top selling "St. Tropez Twist" by Pepino Di Capri in Italy. The record was tested in Munich radio and won 1st place 3 times in row.

That's it for this week in Germany.

Germany's Best Sellers

1. *Ich Schau Den Weissien Waalken Nach* (Elmar Schmidt) /Rudi Suedwind Weider (I Look At The White Clouds/The Southwind Will Blow Again) - Nana Mouskouri/Fontana/Schaefers
2. *Lady Sunshine And Mister Moon* (Conny) /Columbia/Gerig
3. *Schau Dich In Die Augen* /Caterina Valente (Look Into My Eyes Once Again/Are You Asleep?) - Gerhard Wendland/Philips - Melodie Der Welt
4. *Heisser Sand* (Hot Sand) - Mina - Polydor - Gerig
5. *Auf Meiner Ranch Bin Ich Koening* (El Rancho Grande) - Peter Hinnen /Ariola/Ralph Maria Siegel
6. *Tu Mir Nicht Weh* (Don't Break The Heart)/Paradiso - Connie Francis - MGM/Gerig/Schneider
7. *Caterina Perry Come* /Willy Nagara /RCA/Philips - Seith/Chappell
8. *Auf Weidersehn Marlene* /Bob Moore - London/Ralph Maria Siegel
9. *Quando, Quando, Quando* - Caterina & Sylvia/Tony Renis - Decca/Electrola/Rolf Budde

GERMANY MUSIKVERLAG

GERMANY MUSIKVERLAG

Cologne - Drususgasse 7/11 - Germany

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(HOT SAND) - MINA

SCHWARZE ROSE ROSEMARIE

(BLACK ROSE ROSEMARIE) - PETER KRAUS

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SILVER MOON - PETER KRAUS

HAMMERCHEN POLKA

(LITTLE HAMMER POLKA) - CHRIS HOWLAND

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The lion sleeps tonight • Green leaves of summer
Midnight in Moscow • Hey Baby • Adios amigo

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Don't Forget!

GERMANY MUSIKVERLAG

COLOGNE - DRUSUSGASSE 7/11 - GERMANY

Cash Box — August 11, 1962

For: H. International Section — 30
Young local star Jay Justin has been on the road doing some fine promotion in connection with his new HMV label single, which has "Little Miss Pease" as the "A" side coupled with "Tomorrow Is Too Late." All Australians are very pleased to see that "you" had Frank Ifield doing a single revival of "I Remember You." If such success continues it could be years before we see Frank back in Australia, but we'll wish Frank luck for the future.

Viking Records—which recently picked up the Australian rights to the Canadian-American catalog—just issued an album entitled "Hawaii" by Santo and Johnny.

Dunie Eddy is getting some air action with his recent RCA single of "The Ballad Of Paleface," which has become a twangy guitarist specialty on our local charts but he could break the drought with the "B" side of "Choctaw Reservation," a new Festival single which is generally believed to be one of the best quality disks ever produced here: "A" side is "Sweet Dreams Of You" composed by Don Coburn and "B" side is "(I'm) Joyful" by The Joy Boys, with strings and chorus. This disk is getting a fantastic amount of radio exposure and should make it up to No. 1. Eddy has worked hard to do a long personal appearance tour of Queensland, his co-star on the show will be Frankie Davidson.

Frankie Davidson, who recently collected the local licensing rights to "Hawaii Tattoo" by The Waikikis, which has been a strong hit in Europe and could well get off the ground in this territory.

New local singing discovery Jerry Wilder has made his disk debut for Festi-Val Records with his own composition "Terese Bella." Jerry has been exten- sively featured on national television sessions and is being solidly tipped for stardom.

English artists are again represented in our list of best sellers this week with Useless Richards still at the head of affairs with his rocking revival of "Do You Want To Dance." An Englishman makes his chart debut in this issue in the shape of Carson Mc termed "The King of B.B. in Britain." Dickie Francis, who has been busy with his recording activities, is also making his mark at the sales offices of EMI, is confident of best results with each of these packages and is already working on more material to extend their appeal.

W & G Records issued a diskic Orange Blossom Special" by The Spotnicks, which has enjoyed success in Europe. W & G picked up the local rights from Oriole Records of England, which reports good sales. W & G also plan a new single release by Frankie Davidson which carries two of Frankie's own compositions.

A few weeks ago this column reported that disk-jockey Barry Ferber had joined the staff of Station 3DB in Melbourne as the station's number one disc jockey. Barry Ferber with his usual flair for publicity such as has not been seen in a long while is working in relation to a new stunt that he and Station 3DB have come up with.

Review Australia (an offshoot of the huge American firm) will soon be launched in the Melbourne store of Frank Sharples and the stir has caused considerable excitement. The new series is said to be devoted to Australian talent and its development, will come out once a month and will be edited by John Laws, one of Australia's most prominent disk-jockeys. John is with Station 2GB in Sydney.

Australia's Best Sellers

1. "Do You Want To Dance" (Cliff Richard—Columbia)
2. "I'm In Love With A Movie Star" (Frank Ifield—EMI)
3. "Wally Music"
4. " 없이 오라 "(Rory Bremner—Coronet) Leeds Music
6. "Never Have I Been So Full Of Love" (Frankie Davidson—W & G)
7. "I've Been Everywhere" (Rory Bremner—Pye)
9. "Locally Produced Music"

SAC" (Continued from page 75) in Sweden, Danmarks Radio in Denmark and R.A.I. in Italy. And from the point of view of broadcasting facilities, SESAC RECORDING LP's, "reperulated" with the standard label LP's and singles, are being auditioned. As a result, orders for such records are being placed from Scandinavian networks for distribution in the Scandinavian countries and elsewhere. SESAC RECORDING LP's have been used by several television networks, and are currently in use in such networks as the Swedish Radio Station, Radio Luxembourg and Radio London for a substantial LP shipment of "The European continent and on the interna- tional scene. SESAC RECORD- INGS LP's have long been a favorite at radio facilities all over the world and the current list of subscribers includes such such well known stations as Trinidad, Venez-uela, South Africa, the Philippines, Aruba, Peru, Singapore, Guam, Aus- tralia, New Zealand, Puerto Rico, Canada, etc. The United States stations include WGN, WMCA (New York), WABC, WLS, WPAT, WHN and many others. SESAC LP service and utilizes this recorded material in many of its daily broadcast programs.

The heavy emphasis being placed on the promotion of the SESAC rep- ertoire which is sold all over the world is developing throughout the world. The SESAC has become a major source of income to the SESAC and through the efforts of the SESAC offices in all parts of the world.

In its international growth, SESAC has been able to afford members a market with the opportunity of being able to give added exposure and in- pet us as well as world-wide repre- sentation. The SESAC has been able to find its way into many new places and to make its heard.

SESAC's home office, in the Colli- num Tower, 10 Columbus Circle, is in the center of New York City, where all its buildings located in the heart of the capital of the music world. New York's Lincoln Center for the Performing Arts. SESAC extends a cordial invitation to its many friends to visit its offices and to meet its staff.
This Directory FREE
To the FIRST 10,000 subscribers

Regular Mail $30.00
Air Mail . . . $40.00

1780 Broadway
N.Y. N.Y.

This Directory FREE
To the FIRST 10,000 subscribers

The Columbia release of its recently released "film record" products on the local market here marking the firm's entrance into a "new" listening field. First...
FRANCE — The Last 12 Months

Aside from the usual changes in personnel, contracts and artists, what have the 12 months just over had to offer of particular interest? One subject dominates all the rest, and that: the influence of the Common Market on the record industry within France and on French records in the Europe of the Common Market countries.

One such early effect is that prices seem to be leveling off within the countries involved as a result of lowered Customs duties. Such duties, which shall have entirely disappeared with the next three years, are already down to 12% from 25% of not so long ago. This does not, however, in any way alter the domestic TVA French tax which is set at 33% of the wholesale price of records.

Meanwhile, the excellent exportation opportunities the Common Market is opening to France is especially noteworthy and thanks to this, French popular song will be able to enlarge its audience to include not only Belgium and Holland as in the past, but much of Switzerland as well.

Although the heavy taxes existing within France will oblige the French companies to be extremely cautious about establishing their export policies because pressing costs in France are among the lowest in Europe, at least in so far as certain record categories are concerned. France is comparatively very well situated. The popular low-priced releases will also find a very large market in these same Common Market territories.

The advent of the Common Market also partially explains the contracts passing back and forth between the large international firms. Such contracts will undoubtedly bring about a rational exploitation of the European record market, and when this occurs, despite Germany maybe continuing to hold on to its present top position for “heavy” music, French songs and popular melodies can nonetheless hope to carve out an excellent niche for themselves.

An even stronger position could be permitted France if the National French Financial authorities would agree to consider records as educational tools rather than as luxury items. Such a revision in identity would reduce taxes by half. But for the moment it still seems as though the government fears not recuperating on an export level the taxes thus lost on a domestic level and the tax situation therefore remains unchanged.

BIEM meanwhile continues to receive its usual 8%. This percentage, because included in the minimum royalty clause of every BIEM contract also prevents any real reduction from occurring in record price levels. Apparently, in England, the BIEM royalty is lower than that of the European countries. When establishing prices, England can therefore profit from this lower royalty rate.

To conclude this round-robin look at the French market over the past twelve months, it might be noted in passing that despite the signing of Johnny Hallyday by Phillips and the signing of Jacques Brel by Barclay having given rise to complicated law suits, the change to these companies by said artists continues to persist. Marcel Aumont has again signed with Polydor. Finally, it does not seem at the moment as though Columbia has as yet renewed with Phillips.

Both Warner and Reprise record companies have given their representation over to Vogue. Les Compagnons de la Chanson have signed with Polydor. A simple question of supply and demand, with no additional comment called for. A hard blow for Pathe, however—all along the line, and any way you look at it.

A company which now seems to be breaking out of its shell is Festival. Already a label of considerable local interest, Festival is gaining in importance outside of the local circuit with the literary repertoires of Vve Verchuren, Marie Jose, J. P. Maurice, etc., and has now decided to also try its hand with foreign catalogs. Festival is therefore hiring new personnel specialized in this latter branch of activity, and none doubt but that the end result will be excellent.

Meanwhile, it can be said that Eddie Barclay has beyond any doubt created one of the best pop catalogs in France. To such a point that it is most difficult to see how Barclay can hope to improve further in this particular category. Mention must also be made of the principal position Pathe Marconi now holds in the song field, thanks to Richard Anthony, despite the departure of Les Compagnons de la Chanson and the temporary absence of Edith Piaf and the effect this will have on Pathe’s pop catalog. . . Phillips, with Johnny Hallyday, who has become Johnny “National,” certainly holds the biggest star to appear during these last years. That Paris Match, the big weekly magazine dedicated its cover and a long inside article to Hallyday is in itself a good measure of Hallyday’s standing, it being the Life magazine of France.

Very little news from Decca and RCA, where everything seems to be moving along smoothly, although their need to create a local repertoire is being felt. With such artists as the Machacubands, Sirvikta, Valen, Alain Barriere, Jean Ferrat, and above all, Franckie Jordan, the elements required to meet this need are all present.

An artist deserving a special mention is Petula Clark, who left England to realize a magnificent career in France.

Nothing to say about Vega; but Odeon, after long specializing in a low-priced series of releases, has just found a future star in Billy Bridge.

When all is said and done, the final balance sheet is fairly encouraging. While waiting for the storm which will surely follow the tensions accompanying the transfers of stars from one company to another, it may be said that give a little, also a little, the record industry seems to be enjoying good health and prosperity.

Odeon has undertaken on a special promotion campaign to launch this year Barbara, who authors her own lyrics and composes her own songs. She has just mothered four new & original songs “Le Temps Du Lilas,” “Le Verger En L’Enfant,” “En Vous,” and “Rêve De Piaf.” “Die, Quand Reviendra” was waxed by Odeon for release in the fall to coincide with her appearance at the Bobino Music Hall. French publishers are eagerly watching for success of this promising songstress for possible exclusive tie-ups for her songs.

American ace guitarist and arranger Mickey Baker is now definitely residing in Paris. He has recently signed up with Versailles and his first record is scheduled for release in the fall.
FRANCE'S BEST SELLERS


FRANCE RECORD MANUFACTURERS

"BARCLAY"
143, Avenue de Neuilly Neuilly (Seine) SAR. 46.30

"BAGATELLE"
10, Rue de Washington Paris 7. ALMA 17.39

"BEL-AIR"
15, Rue de Rambouil Paris X. EXMO. 59.50

"DECCA"
39, Rue Bonaparte Paris 7. WAG. 12.01

"FESTIVAL"
3, Rue Gramont Paris 7. RUC. 96.10

"PHILIPS"
6 & 4, Rue Jenner Paris 13. MGB. 65.90

"PRESIDENT"
51, Rue Pierre Semard Paris 7. TMO. 05.25

"PATHE-MARCONI"
2, Rue E. Pathe Chatou (287 T 0) 969 43 90 a chatou.

"POLYDOR"
5, Rue Cuvier Paris XVII. BAI 84.50

"RICORDI-VOX"
3, Rue Roquepine Paris 7. ANJ. 60.40

"R.C.A."
3, Avenue Hoche Paris 7. RE. 17.00

"VORGI"
52, Rue Maurice Grandouard Villejuif (Seine) PLAIN. 71.00

"VEGA"
45, Avenue Hoche Paris 7. CAF. 19.75

Eire and N. Ireland's Best Sellers

1. I Can't Stop Loving You—Ray Charles.
4. Don't Play That Song—Ben E. King.
7. Wonderful Land—The Shadows.
10. Let's Talk About Love—Helen Shapiro
12. Lonely City—John Leyton.
15. Here Comes That Feeling—Brenda Lee.
16. Little Red Rented Rowboat—Bo Bice.
18. Little Diane—Dion.
19. Number One Man—Bruce Channel.

Signs ARC Pact

Checking The Charts

SYDNEY—Bill Smith, managing director of ARC recently announced his firm's intentions to move solidly into the Australian local wax field. Smith (left) is pictured above inking jazzman Ray Price to exclusive wax pact. Price's current single, "A Moi De Payer" is currently getting plenty of airplay with the Australian deejays.

BUENOS AIRES — The Tres Sud-americanos are shown above checkin' the Cash Box charts for the position of their current Columbia click, "Usted Y Yo." The group is currently on their first European tour.
When you think France you say “Gay Paree”

When you think French Music you say

the common market label

Leading the French hit parade with top recording artists

Charles AZNAVOUR
Jacques BREL
Maurice CHEVALIER
DALIDA
Les Chaussettes Noires
Léo FERRE
Vince TAYLOR

Leading the publishing field with

Editions Eddie BARCLAY
(management P. BOUTET) 2, avenue de Messine PARIS 8ème

FRENCH MUSIC
AZNAVOUR (management G. GARVARENTZ) 124, rue de la Boétie PARIS 8ème
CARAVELLE
(management G. MAROUANI) 153, avenue de Neuilly NEUILLY S/SEINE

Leading the recording process with

STUDIO BARCLAY HOCHE 9, avenue Hoche PARIS 7ème

Leading the French market with international labels

BEL AIR, KAPP, ATLANTIC, UNITED ARTISTS,
VERVE, ERATO, SUPRAPHON, HISPAVOX,
FIESTA,

BARCLAY - 143, avenue de Neuilly - NEUILLY S/Seine, FRANCE
Cable Address: BARCLAYDISC, Paris
Fast depreciation is the one thing we don’t build in.

Why are we advertising our 5-year-old phonograph when new 1962 SEEBUG DIRECTIONAL STEREO is making all the news? Because this 5-year-old Seeburg is still in great demand. Its rate of depreciation is the lowest in the industry. Its re-sale price is the highest among comparable models. Steady operator demand makes it hard to come by. These are some of the reasons—and really solid ones—why every operator’s investment in Seeburg keeps on paying off.

Artist of the Week
Album Packages
Week of August 6—
BROOK BENTON
There Goes That Song Again
( Mercury)
VARIOUS JAZZ ARTISTS
This Is The Blues, Volume 2
(Pacific Jazz)

The Seeburg Sales Corporation, Chicago 22

SEEBUG
Directional stereo in 33⅓ right at the phonograph
Dear Friends:

In achieving its 20th birthday, Cash Box is proud to celebrate this most happy occasion with the largest, most comprehensive issue it has ever published.

This issue, Cash Box annual directory edition, which over the years has become the foremost reference guide and an integral part of every firm in the industry, both as to editorial content and advertisements, is acknowledged as the most important single issue published during the year for the industry the world over.

That Cash Box has been able to attain the distinction as the World's Leading Publication in our industry is due only thru the fact that it serves the requirements of the trade ... honest, fearless, progressive service, with understanding and awareness of the problems of its readers and advertisers.

We thank all of our many friends throughout the world for making it possible to reach this milestone, and we assure them we shall continue in the years ahead to serve them to our utmost.

President and Publisher
Sincere and Best Wishes to
CASH BOX
On Its 20th Anniversary
MUSIC OPERATORS of NEW YORK, Inc.
NEW YORK, N.Y.

Albert S. Denver, President

Congratulations “Cash Box” on your 20th Anniversary from
TONY GALGANO
“The Music Operators’ Friend”
GALGANO DISTRIBUTING CO.
4135 W. ARMITAGE AVE., CHICAGO 39, ILL.
(All Phones: Dickens 2-7060)

Record mfrs. take note of jule box ops with special singles * Rock-Ola distrb meets start * Mpyro Super-
man off on 11 country tour * Suss-
man lacks TX to group, in unaff tax fight * Art Rutzen leaves Wur-
litzer for Natl. Automatic Vending * AMI announces 78s ships first phono * Seaury newes New-Way in CMC and 1900 at club * NAMA Board dis-
cusses balance in membership * ABT announces a change of name for Gal-
lieb releases “Big Casino” 1-4-yr * Cash Box releases 18th Annual Bro-
tory * Mace moves into Charlotte * NAMA attends hearings on anti-
trust * Sexton Royston installs 90 progres in regional export * Ditch-
burn denies jule saturation in Britain * Sam Stern goes to Europe * PR
Juke box industry in NYC reels under salvo of bad press headlines * Jukes used around corner to highlight
Broadway show opening * Music Ops elect Hy Lemsick * Do-Re-Mi show opens with jukes the center of attrac-
tion * Ben Axelrod dead at 52 * Bott-
tling convention to attract 5000 * NAMA to feature Intl. Segment * Sexton apptd. pres. of Canteen-Can-
da * Midway ships “Rifle Gallery” * Georgia Assoc. fears collapse of Seaury wines and dines midwest ops
* Bally buys 5 more firms * Seaury ships Viking * Shuffle * AMI hosts grad party for 15 ops Williams
dark Bush Intl. * Inter-
state buys five more firms * Seaury buys Bally coffee vender for $3 million * Consumers Auto, acquires two
firms * NY press ignore MONY plans for hearing * Jack Cohen wins AMI vaction * Oates Jones installs 90 ma-
imistic in Willow Grove bowling lanes in Philly * CMC makes final plans for support * Royal Distributing
open to new showsrooms in Cincy

We Extend to
“CASH BOX”
Our very sincere congratulations on your 20th Anniversary
We of the Westchester Operators Guild are very proud and happy to have Cash Box as our friend.
Our Best Wishes For Your Continued Success.
Westchester Operators Guild Inc.
116 NORTH MAIN STREET
PORT CHESTER, NEW YORK

SUGGESTIONS made for greater leeway in operator-location commission ar-
rangements * Gottlieb Memorial Din-
ner set for June 29 * AMI releases 1900 selection Toni Talent model * In-
terstate names Johnson and Savage
directors * Gene Bybee dead at 57 * Ex-
ports hit by price hike, strike * Bert
Gallett is first AMI prize winner * Frantz plant damaged by fire * Pri-
ant brand cats sold thru super * McCarty replaces Newlaender at NAMA post * Hardy named legal as-
sistant to Canteen’s Schuster * New-
laender joins AC Automatic * Andy
Kern, Bally exec, dies at 87 in Sec-
seburg travels to Texas to whirlwind tour * Rock-Ola Buys New Tor-
er * Summer feature “Vending News” * Wurllitzer opens branch in Boston * Papineau joins 

The Members and Officers of
Amusement Machine Operators
ASS’N of GREATER BALTIMORE
Extend Their Best Wishes to
CASH BOX on: 20TH ANNIVERSARY

laws and ceg tax * CMA bills be
assembled bill license proposal * Atlas Mansell gun at 1 in NAMA
PB plans late summer meet * Max 

Waters Wurllitzer exec dies * Vic
Weiss wins Atlantic vacation * Bert
Lone opens amusement center in
Jacksonville * Cash box suggests
new MOA leadership * Wurllitzer em-
phazises One-World policy, realims
personnel * Williams names Baigel-
man sales mgr * Pier strike ends * 

Philadelphia scores a triumph * NAMA
Convention planned for McCormick
Place * Canteen opens four regional out-
huts * USAMO opens second
Buy-O-Mat * Macke shows increase
in its second month * Williams Intl.
Bowling acquires two more firms
* Shaffer announces trading stamp plan
* Illinois. reaper Op, dines at 5, date
for affair United intos “Dolphin”
* Parks members kill minimum wage
increase in Illinois * Philly ops set Nov. 5 date for affair Williams intro “Ten Spot”

Bally ships “Bally Bowlers” * United
releases “Frolics” ball bwt. * Sol
Gottlieb marries Gladys Kohan * Anti-Slag legislation house ok * Cig carton machines from Universal
Match get consumer okay * Seaury
buys Intl. moves offices to Chi * Hov-
dies * Rock-Ola features panel for
artist display * Ted Keli, Davis PR
exec dies Ed Ravreby dead at 64 

Macke acquires Stauffer Vending *
Gene Paul dies at 67 * United appoints
Liebmaner for midwest * Williams
releases “Skull Ball” magnet, sets open-
ing looms large on export market
* Gordon Stout makes CMP plea * Fleisch of Bally calls future of amuse-
ment and vending “bright” * Lon-
don’s Club Trade Fair draws 12,000
NAMA Council runs step of victories
* NAVCO to open new Toronto
plant * Midway ships production
on new gun WB Music adds Lue-
man and Page * Games Inc ship-

1961 JULY

SEPTEMBER

August

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NOVEMBER

Best Wishes
and Congratulations
To

JOE ORLECK
On The
20th Anniversary
of
Cash Box

From Your Very Good Friend

SI MANES

1961

OCTOBER

HISTORY OF THE INDUSTRY

COIN MACHINE EXCHANGE, INC.
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CO., INC.
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& CO.
606 Dennis
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Coin Bowlers and Guns, ABT, standard and model Bill Chang-
ers, complete line of reconditioned used Music, games and
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NYACK

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FROM

UNITED PRODUCTS CO.
201 So. 13th St., OMAHA 2, NEB.
Dist. for:

UNITED MUSIC & GAMES

HISTORY OF THE
COIN-MACHINE INDUSTRY
July 1961 June 1962

JANUARY

Export market appears more promis-
ing than ever • Rock-Ola intros “Emp-
ress” model • Seeburg plans op-
showings on new line • Banner apps.
Reitman to staff • Canteen elects
O’Malley • Macke vending sales in-
crease • Vince Shay dies • ChicoCoin
Levin retires • Bally “Banle Ball” re-
leased • Seeburg releases SBS phonog-
raph line • Midway releases “Skil-
Fun” • Fox Head beer reportedly
vended in 50 nations • 1961 cig sales
set another record • Canteen set up
6% • Twin Boys for the Don Mer-
loneys—total goes to seven • Seeburg
electric cohort: Brien president • Proper
programming cited as means of
greater income • Wurlitzer premieres
Model 2600 • Wurlitzer apps. First
Coin for Chi territory • Banker
World Export Intros Jennings manu-
New England successful with shut
board tournaments • United intro-
“Crystal” shuffle • Glassgold name
Cole green, mgr. • Nebraska ops stale
Feb. meet • Lesnick asks for support
during ‘62 • R. F. Kennedy proposes
law banning interstate shipment of
gambling equipment • Jenkins and
Carvey leave Bally • NAMA combats
unfair taxation • NAMA paves way
for ops entry into parks locations •
Daily names Atlas • ChicoCoin intro-
“Variety Roll-Down” • Williams ships
“Metro” 2-plyr

FEBRUARY

3000 attend annual A.T.E. London
show • Britain faces concern over
Coin Gaming • German arcade
owners look to government for aid
in legislation • NYS Assembly studies
kiddie insurance • Wurlitzer 3rd qtr.
net largest since 1947 • Bally an-
pounces “Lido” bingo • United de-
ivers “Holiday” bowler • Continental
operates at Fort Monmouth, N.J. •
Ohio’s vending firms form 10th
NAMA council • Chris Christensen
named Wurlitzer’subb • 1961 Lou Carda
retires • Champlin, Miller, Gardiner
Win Rock-Ola “Princess” • Williams
intros “Jolly Joke” • Don Caroio
wins AMI contest • West Virginia
coinman stages PR coup • Canteen
sales highest in history • Keeny
ships “El Rancho” and “Hacienda”
pingam • All-Tech has nine kiddy
rides in production • Continental’s
$1.2 million net sets sales
record • Texas four-fight unfair vending tax • Gottlieb
“Liberty Belle” 4-plyr shipped • Wil-
liams names Mittel asl, sales mgr. •
Ops’ attention drawn to competition in
background music field • Rock-Ola
names Daddio • Ola Ola Ola
Jackpot • AC Automatic names
Lynch Distributing • Macy’s vending
installations reviewed by CB • United
releases “Bonus Baseball” •

MARCH

Schueter optimistic over 1962 sales for
Canteen • Williams ships “Extra In-
sings” • Parkhoff hits record mxrs. for
not serving junk box market properly
• Midway ships “Deluxe Baseball” •
Continental shareholders enjoy free-
vended lunch • First launderomat
opens in West Germany • Arrow
Amusement wins Rock-Ola trip •
Philadelphia plan USA campaign
• Williams ships “3 Coins” 1-plyr •
Lou Sebastian dead at 61 • Trustee
awarded $363,000 in tenancy
Moore case • Seeburg’s first qtr.
shows big increase • ARA Founda-
tion inaugurates education program •
Auto drycleaning boon predicted by
industry • Empire offers free prem-
iums for sales • First Coin’s catalog
shipped • AC Automatic names Hale
president, Harper vp; Kleiman to liai-
on post • ASCAP holds semi-annual
congress • First year of N.Y.C. •
NYC Attorney re-words present
location contract includes
new clause • Bally releases
“Shoot-A-Line” • NJ Guild names
Lederman Vendor of Year • London
opens first all-night vender • Shorts
wins a “Princess” • Rictor Kirby
dead • Superliner “France” equipped
with coin machines • Carl Rapp wins
a “Princess” • Gottlieb releases
“Flipper Clown” pingame • Weinberg
forms Dallas coincon, takes AMI-
Rowe lines • Jim Smith dies • NAMA
Regional starts • Macke in-
stalls at Patent Office • Runyon
opens new Connecticut •
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UNITED
Manufacturing Company

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CASH BOX
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1955—80 Selections—45 rpm
—120 Selections—45 rpm

Model "G-200"
(1956—200 Selections—45 rpm)

Model "H-200"
(1957—200 Selections—45 rpm)

Model "H-120"
(1957—120 Selections—45 rpm)
100 Sel. Also Available

Model "I-200"
(1958—200 Selections—45 rpm)

Model "I-200M"
(1958—200 Selections—45 rpm)

Model "I-120"
(1958—120 Selections—45 rpm)
Model "I-100"
(1958—100 Selections—45 rpm)

Model "H-120"
(1957—120 Selections—45 rpm)

Model "J"
1959 (Stereo or Monaural)
(200 Sel. Elec.) (200 Sel. Man.)
(120 Sel.) (100 Sel.)

Model "K"
1960
200 Sel., Elec., Auto., Or Manual;
120-Sel.; 100-Sel.

Continental 200
1960
200 Sel.
Lyric—100 Sel.
(Lyric model does not feature upright panel)

Continental 2
1961—200 Sel.
Continental 2—100 Sel.

Rowe-AMI
1962—200, 160 or 100 Sel.
Post-War Phonographs

ROCK-OLA

Model 1438 (Comet) (1954—120 Sel.—45 rpm)
Model 1442 (1954—120 Sel.—45 rpm)
Model 1446 (1954—120 Sel.—45 rpm)
Model 1448 (1953—120 Sel.—45 rpm)
Model 1452 (1956—50 Sel.—45 rpm)

Model 1454 (1956—120 Sel.—45 rpm)
Model 1455 (1957—200 Sel.—45 rpm)
Model 1464 (1959—Wall Type Phono)
Model 1465 (1958—200 Selections—45 rpm)
Model 1468 (St or Mon) 120-Selections
Model 1475 (St or Mono) (1959—200 Selections)
Model 1458 (120 Sel.)
Model 1495—120 Sel.
Model 1496—120 Sel.

Model 1485 1960—200 Sel.
Model 1478—120 Sel.
Model 1495 1961—200 Sel.
Model 1498—120 Sel.

1962 PRINCESS
Model 1493—100 Sel.
Wall Model Also Available

1962 EMPRESS
Model 1497—200 Sel.
Model 1496—120 Sel.

Cash Box—August 11, 1962
Part III—Coin Machines
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Spares—20, 30, 40, 50, 60
If strike is missed, flashing lights permit player to pick-up
BIG 60 SPARE VALUE

FLASH SCORING

BONUS SCORING

SPECIAL SCORING

ADVANCE SCORING

ALL SPARES SCORING

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Cash Box—August 11, 1962 Part III—Coin Machines 11
Post-War Phonographs

SEEBURG

Model HF-100G
(1953—100 Selections—45 rpm)

Model 100W
(1953—100 Selections—45 rpm)

Model HF-100R
(1954—100 Selections—45 rpm)

Model V-200
(1955—200 Selections—45 rpm)

Model KD-200
(1957—200 Selections—45 rpm)

Model L-100
(1957—100 Selections—45 rpm)

Model "201"
(1958—200 Selections—45 rpm)

Model "161"
(1958—160 Selections—45 rpm)

Model "222"
(1959—160 Selections—Stereo)
Model "220"—100 Sel.

Model "AQ160S"
1960—160 Sel.
Model "AQ100S"—100 Sel.

Model "AY160S"
1961—160 Sel.
Model "AY100S"—100 Sel.

Model "DS160"
1962—160 Selections
Model DS100—100 Sel.
Post-War Phonographs

WURLITZER

Model 1500-A
(1953—104 Selections—45 & 78 rpm)

Model 1600-1650
(1953—40 Selections—78 rpm)

Model 1700
(1954—104 Selections—45 rpm)

Model 1800
(1955—104 Selections—45 rpm)

Model 1900
(1956—104 Selections—45 rpm)

Model 2000
(1956—200 Selections—45 rpm)

Model 2100
(1957—200 Selections—45 rpm)

Model 2150
(1957—200 Selections—45 rpm)

Model 2200
(1957—200 Selections—45 rpm)

Model 2204
(1958—104 Selections—45 rpm)

Model 2250
(1958—200 Selections—45 rpm)

Model 2300
(1957—104 Selections—45 rpm)

Model 2304
(1959—200 Selections)
Model 2304—104 Sel.
Model 2310—100 Sel.

Model 2400
(1960—200 Sel.)
Model 2404—104 Sel.
Model 2410—100 Sel.

Model 2500S
(1961—200 Sel.)
Model 2504—104 Sel.
Model 2510—100 Sel.

Model 2500
(1962—200 Sel.)
Model 2610—100 Sel.
LONDON.—Compared with the months of active preparation which preceded the introduction of the New Betting and Gaming Act in January 1961 and the ensuing period of adjustment, the last twelve months in the coin machine industry have been relatively quiet and almost eventful. As far as amusement games on permanent sites are concerned, operators have welcomed the new conditions which are working out satisfactorily. There have been occasional differences of opinion between operators and the law but nothing drastic. On the whole, trade this year has been a little down partly due to inclement weather which dogged the early part of the season. However, the balance may yet be restored if the vagaries of the English climate can compensate with an Indian summer.

The most noticeable feature of recent months has been the boom in fruit machines. The apprehension and skepticism which followed the advent of the Bill as far as fruit machines were concerned has vanished. Manufacturers, who a year ago had machines aplenty on their hands are now faced with a demand fast exceeding the supply. In the case of 1d play machines, arcade owners who started off warily with two or three machines, now have banks of them—the results encouraging even their most cautious competitors to follow suit. In clubs, where the law permits a maximum of two machines, the demand is just as great.

Although following a celebrated test case there has been a considerable amount of uncertainty concerning the correct interpretation of "private gain" as it relates to the application of profits. However, in order to clarify the position another short Amending Bill, already approved by the House of Commons, is now going through the House of Lords to define explicitly the meaning of "private gain." When passed it will undoubtedly endorse the Government’s original intention that profits shared among all members and used for the benefit of club activities generally do not constitute "private gain" and are, therefore, legal.

For the coinmen looking into the future, the maker of sales has a bright horizon. Firstly Britain’s probable entry into the European Common Market. Although, at this stage, it is not possible to foresee what effects such a move would have on the industry it might well lead to an appreciable reduction in the price of amusement equipment imported from other Common Market countries, and whet competitive appetites generally.

Secondly, Britain’s probable change-over to decimal coinage, a move which the Government has already agreed in principle. Again the effect on the industry cannot be accurately gauged. However, if the actual size of the coin is changed as well as the value it is expected that the Government would meet the cost of conversions necessary for amusement games, vending machines etc. If, as seems likely, the penny—our most commonly used coin in automatic machines—is replaced by a new coin of higher value, the industry can look forward to a substantial increase in turnover.

Another focal point for the future is the 1963 Annual Amusement Trade Exhibition. The venue will, once again, be the New Royal Agricultural Hall, Westminster and the dates January 29th, 30th and 31st. The organizers of this major European event look forward to welcoming both exhibitors and visitors not only from the U.K. but overseas.

Phono Sales Continue To Expand In UK
LONDON.—Messrs. Ruffler & Walker report that the trend of expansion in phono graphic sales manifested at this year’s A.T.E. continues. The comprehensive Rock-Ola range and, in particular, the three models featuring the 100 selection mechanism, have opened the doors to many sites where space is at a minimum and where multi-selection machines are required.

The new Empress 200 and 120 consoles have also been enthusiastically received. As well as the improvement in phonographs there is an exceptional demand for the latest and best in gaming machines. The Keeney Triple Up, successor to the Double Up is currently one of the best selling machines in the country in conjunction with the Jennings Governor where the makings of sales have outstripped delivery.

There is every indication that 1962 will be a record business year for the Ruffler & Walker group of companies reflecting the buoyant state of the industry generally.

All Quiet On British Coin Front

Illustrations Of Post-War Phonographs Begin On Page 8

Post-War Phonographs (continued)

UNITED
AMUSEMENT MACHINES JULY 1961 – JUNE 1962

BALL BOWLERS

Bally BOWLER
ChiCoin GOLD CROWN
United CAMEO
SKEE-BALLS
ChiCoin PRO

Deluxe Bally BOWLER
United HOLIDAY
Bally BANK BALL
ChiCoin VARIETY ROLL DOWN

ChiCoin PRINCESS
United FROLICS
Midway SKEE FUN
SHUFFLE ALLEYS
ChiCoin STARLITE

SHUFFLE ALLEYS (Cont'd.)

CHU-L, TRIPLE GOLD PIN
United Z STARS
Bally SUPER SHUFFLE
United VIKING
AMUSEMENT MACHINES JULY 1961 – JUNE 1962

SHUFFLE ALLEYS (Cont’d.)

United CRYSTAL

United SILVER

Keeney LITE-A-LINE

Bally LIDO

United DOLPHIN

United PLAYBOY

Midway TARGET GALLERY

Bally SHOOT-A-LINE

United AVALON see Page 21

American IMPERIAL NOVELTY-TYPE

Bally BIKINI

Bally GOLDEN GATE

United STARDUST

ChiCoin BULL’S EYE DROP BALL

Bally CANCAN

Keeney RAINBOW
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ANALYSIS OF 1961
COIN MACHINE
EXPORT VOLUME REPORT

GENERAL ANALYSIS
The export business witnessed a record-breaking volume during 1961, the likes of which hasn’t been seen before. With $28 1/2 million hitting the scales, almost 100,000 machines were shipped to foreign ports. The increase represented a one-third improvement over 1960 and the statistics which appear in this section would make any annual report look pale. The figures were spread evenly across the board and vending getting a good share of the increase. Phonos picked up $2 million, games $2 1/2 million, and vending $2 1/2 million—and these are nice round figures. The annual volumes in dollars have moved from $20 million in ’58 to the present ’61 figures of $28 1/2. Phonos and those tone figures a bar-graph and the export business could certainly help them look another healthy television numbers they’ve been flashing around of late. The prime reason for the increase is the growing number of markets taking coin machines. Twenty-one countries took phons that didn’t receive any in ’60. Fourteen nations received amusement machines not on record during ’60 and twenty-two importers who weren’t using vending equipment the previous year were cause enough for the total figure in this area to almost double—just missed $6 million. Argentina and Asia imported large quantities of vendors during ’61. With a goose egg for ’60, Argentina received more than a quarter-million dollars in vendors from January thru December. The current political situation there could knock this gain for a loop however, and many fingers are crossed. Japan takes a name for itself in the vending category, and scored heavily in the games slot as well. A rise of seven times the previous figure verifies earlier forecasts of good business from this nation. The biggest individual gain in any one category was made in Europe in the amusement business. France and Belgium made a healthy $16 million in vendors and are sounding $8 1/2 in 1961, without the aid of the slot machine, a unit that undoubtedly helped the ’60 figures. Inside Europe, France made the biggest jump posting almost $2 million of the gain alone. Belgium increase $1 million, and the U.K., land of the slot machine, fell off by $1 million due to the earlier influx of gambling machines. In all, coin machines in general enjoyed its best year yet.

PHONOS
As long as the world continues to appreciate late model and new American juke boxes the export business will continue to thrive. 1961 saw the volume increase by 20% reaching $11 million. The biggest gains were made inside Europe where Belgium, France and Switzerland registered big increases. Asia, no slouch these days, went from a previous $388 thousand to $868 thousand, more than double the previous year’s volumes. Japan rolled to a $160 thousand after a near nothing in ’60. The Nansei Islands, a main receiving port, posted imports on phons of more than half-a-million dollars and with smaller Asian ports taking in proportionate shares of the imports, the overall figure just naturally reached a new high.

When there are gains, there are almost always losses and for the record here are a list of some of the losers: Mexico, Honduras, Costa Rica, Dominican Republic, Venezuela, Norway, Denmark, U.K., Portugal, Iran, the Philippines and Australia. Each one registered a drop in phon volume during the record-breaking year.

GAMES
The increase in amusement machines from ’60 to ’61 was eye-opening. A total of $10 million was spent in the purchase of coin-operated games from the USA by approximately seventy nations doing business with American coinmen. The rise was accounted for mostly in Europe, naturally, where the Continental coinmen increased their games volume from $5 6 million to an $8 1 million mark, never before attained. Biggest receivers inside Europe as far as games were concerned were Belgium (up $1 million) France (up a walloping $2 million), and Italy, where much is expected in the future in the well of gains in games imports. Africa posted gains too, and much of the increase was in the area of arcade machines. Although reports do not single out arcade machines as such, it can be reported from reliable sources that much of the equipment going into Africa is for the arcade locations. The continent doubled its intake during ’61. Asia managed to come up with a good showing in games, running from an early $430 thousand to the new figure of $943 thousand. Judging from the increase in dollar volume and the decrease in number of units, it can be assumed that the quality of the equipment is being traded up while the price, which has been most competitive, remains proportionately the same.

VENDING
The vending export market doesn’t enjoy near the broad field of countries as does the phone-game business but it certainly makes up for it in dollar volume and machines. In 1960 the vendors accounted for about $5 1/2 million in overall volume. This past year the figure was increased to close to $3 1/2 million and shipped to foreign countries and Europe, leader in every category, doubled its intake. Asia topped earlier figures. Africa dropped out of the running and Australia remained about the status quo.

Biggest gain in Europe was made in Western Germany where the Germans bought more than $1 million worth of vendors during the 12-month period. Last year this figure didn’t make the 1/2 million slot. Switzerland was up $100 thousand, Britain doubled its volume, the Netherlands became a major entity, Belgium reached a healthy figure, France continued along its phone-games intake policy and bought more than $100 thousand in machines, and Italy remains, and Italy remains, steady. In short, 1961 was a good year for European vendors.

In South America the picture was about the same, as far as increases go. The early figure of $35 thousand looked for an increase but never expected the $200 thousand that was posted. Main reason for the big jump was Argentina (and they have to try to overthrow the Government). The dangers of doing business in the Latin-American countries are many, but as indicated in Cuba, the Dominican Republic, and even Colombia, the risks are great but the volume is there for those who care to gamble. In the case of Argentina, money outstanding is in jeopardy. Look for vending to grow at a faster clip than usual.
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Mexico 16, D. F., Mexico
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Philippine Amusement Enterprises
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P. O. Box 817
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To our customers on the Continent we would also like to say thank you. Your confidence and trust in the Aristocrat Fruit Machine that you have so generously and freely given is very much appreciated. Again to you all, our thanks for your kind and generous support.

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Verband des Österreichischen Automaten-Gewerbes, Brucknerstrasse 1/8

Vienna, Dr. Rudolph Rampf.

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UNION BELGE DE L' AUTOMATIQUE,

146 Rue Merodestraat, Bruxelles, Mr. Alex Van de Wege.

DENMARK

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Lyssaker, S. Herlev-Copenhagen. Mr. Edwin Jensen.

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SYNDICAT NATIONAL DES FABRICANTS D'ÉLECTROPHONES AUTOMATIQUES

22, Boulevard De Montparnasse, Paris, Mr. Bouanquet.

Fédération Française Des Exploitants et Commerçants De L'Automatique.

58bis, Rue Vivaie, Paris (26). Mr. Jean Faraut.

Syndicat National Des Professionnels De L'Automatique

104, Boulevard de Clichy, Paris. Mr. Charlton.


1, Quai de Grenelle, Paris 15e. Mr. Gaillard.

GREAT BRITAIN

AMUSEMENT CATERERS ASSOCIATION

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P.O.A. The Phonograph Operators Association.

768, Rochester Row, S.W.1. Mrs. L. Shaw.

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Via di Villa Patrizi 10, Roma, Mr. A. Ricardi.

ASSOCIAZIONE NAZIONALE NOLEGGIATORI APPARECCHI AUTOMATIC.

Paz Buonarroti 24, Milano. Mr. F. de Fendi.

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A.I.T.E.A. Bond Van Muziek En Amusementapparaten.

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Music Co-Operation.

Rechthuisstraat 8, Rotterdam. Mr. H. J. de Groot.

SWITZERLAND

V.S.A. Verband Der Schweizerischen Automatenbranche

Kausingstrasse 12, Zurich 32, Mr. J. Tretzer.

SWEDEN

Sveriges Automatagarens Riksforbund

Vanadisplan 3, Stockholm 21, Mr. Van Gyllenpalm.

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[Chicago Coin]

Cash Box—August 17, 1962
In Great Britain

Vendors Still Haven't Replaced The Tea Break!

LONDON — For Britain, still several years behind the U.S. in the vending field, the past twelve months have been of consolidation rather than growth. However, the enormous vending potential allied with the changing economic conditions—shorter working hours, rising costs in labour, etc.—becomes increasingly apparent. To date the industry has been largely concerned with the supplementary feeding of staffs i.e. hot drinks, cold snacks, confectionery, cigarettes, etc. with the emphasis on retail vending in shops, forecourts and other outside locations. Although there is still very little full line vending to be found in industrial sites in the U.K., there are definite signs of a growing awareness by the catering industry of the importance of vending, particularly in providing meals for night shift workers etc. It cannot yet be claimed that vending machines have superseded the tea break but they are rapidly gaining popularity as early fears by office managers that staff would spend too much time at the machines have proved unfounded. Resistance to vending shown by office and factory management has been responsible for the industry not progressing as quickly as had been anticipated.

Other retarding factors have been the need for improved manufacturer and distributor service and shortage of professional operators. The early faults of the industry have now largely been ironed out and many of the older companies have established themselves whilst several new firms including Automatic Canteen of America and Seeburg (Gt. Britain) Ltd. have entered a healthy and promising market.
Mrs. Shaw Views The British Coin Scene

Once again we are privileged to publish an article specially written for Cash News by A. J. J. Shaw, Honorary Secretary of The Phonograph Operators Association Ltd. in which she reviews the first six months of 1962 in Great Britain.

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LILIAN SHAW
HONORARY SECRETARY P.O.A.

"A feature of Britain's phonograph industry since the outbreak of war in 1939 is the trend of 'three-in-one' modern equipment. This method of finance has nothing new to America but only in recent weeks has it really gone forward in these islands and leading operators are Equipment Leasing and Mercantile Leasing, the former associated with Leasing Plan International of New York and the second in conjunction with U.S. Leasing Corporation. So far there has been no high-voltage switch over though, responsible people believe that once leasing is popularised it will boost equipment turnover very considerably, and unfold an improved market for both new and re-built machines.

The system has a major advantage in that rentals can be wholly offset against tax. It has the disadvantage that no agreement on rates has been achieved. A temporary formula now in use is the proviso that finance charges shall be reviewed each year. For, the percentage National Rate over the years has been above the interest rate used when the lease began, no extra charge is made. If the National Rate is lower, the customer gets a rebate. Fixing the actual amount of the rentals is another issue to be stabilised before the scheme permanently turns to profit. It is not easy, particularly in the case of juke boxes, to fit the original cost of equipment, finance charges, within the terms of a reasonably long lease.

Obviously, the scheme is controlled by the estimated economic life of machines. In the United States, with a speedier obsolescence movement, it is no longer comparatively easy to get coast-to-coast agreed estimates, but in Britain, where the Victorian barrel-organs still pick up the old penny, it has so far been impossible to get within actual agreement. The aim is to spread cost over as long a period as practical without the user having to continue paying for a machine which has become uneconomic. Various formulae are under trial for taking care of the possibility of improved equipment being marketed, where such would be released machines out of date. There is, of course, always the trade-ins, but to a lesser extent, the current over here presents difficulties which only experience can solve.

A notable trade change since January has occurred in the country's night clubs. Suddenly, they became much livelier, definite efforts were being made to attract the young instead of the old and tired. The plash of Edwardian period is being replaced by panelling, plain wooden floors are clouting thick pile carpets. Seats are more comfortable and dancing is continuous for eight hours nightly. Bars are open for a similar period and it is possible that, in spite of still admission fees and drinks are lower. The air is of movement rather than death; of dancing, active life instead of the "expense-sheeters" and the jukebox is benefiting from increased attendances. With the big business coming into the motel trade, phonograph turnover has risen in this section; it is felt that there may be the possibility of a further increase of activity.

The catering industry, upon which a large proportion of jukebox turnover depends, has not made the progress hoped for. Fourth largest employer of labour in the country, it had the fast rate of growth in profits of any industry in 1961 but has since failed to maintain this lead. The industry is hit by archaic profits, though with some fifty new hotels coming out of the ground later this year, it may be moving into a buyer's market where successful personal management, backed by aggressive amenities, will hold the key to success.

Finding profitable phonograph sites has been extremely difficult in the past post-war period the tendency has been to store for offices and to absorb residential areas in which people have moved out, creating suburban sprawl. Now, it seems, the process is being reversed. Many towns are re-ribboning their centres. Strenuous efforts are being made by the situation, so often seen today, where bustling activity is replaced by silent deserted streets after the war. Developers with large available funds are knocking on the doors of local authorities for powers to erect new centres that will give the widest possible range to trade, including taverns, restaurants, cafes, bowling alleys, dance halls, casinos and other entertainment amenities. American operators will appreciate that these moves make location problems very fluid. Relations between the phonograph industry and disk manufacturers have not been working too well. The promoters who can pass on tax reductions and have shown a persistent eagerness to seize every opportunity of raising their prices to the detriment of their customers. In fairness, however, it should be recorded that record makers have given substantial co-operation in joint proposals for improvement of programmes.

Speaking generally, juke box turnover has remained fairly constant over the six months. It can be reasonably asserted that the industry is running down nicely, becoming more 'respectable', more 'normal.' Over the years the trade association has always had to fight the conservatism and prejudice which deep through the hearts of many of the traditionalists at this type of report. Britain's phonograph industry is, of course, but in the legalisation of gambling casinos, bingo halls and fruitta, the phonograph has arisen in status to become the most innocent and desirable of all coin-operated amusement equipment. Last week, for instance, when opening a new youth centre in Wellington, the author and former Charterhouse master said "The new centre, with its coffee bar and juke box, will be a sociological challenge, aimed at bringing the hitherto 'uneducable' onto its circle of activity." Two years ago, a distinguished speaker to recognise and classify a jukebox as beneficial would have been positively unthinkabke. It is too early to evaluate the effect, if any, on phonograph takings in sites where casinos have been or are being opened. First splash from the new luxury bingo halls lowered 'take' within limited areas, but reports now coming in from operators after resumption of trading show that oncemomentous decisions are awaited by the trade with some measure of trepidation—Common Market and Decimal Coinage. With these two factors are in the balance, it would be risky to forecast the rest of the year. There remains a steady, though increasingly selective market, though there is always a meritorious and serious attention by phonograph manufacturers and distributors. The best chance heard so far this year—"Business is primarily the function of finding out what a customer wants and seeing that he gets it."
JOBBERS and DISTRIBUTORS
LISTED BY STATES

ALABAMA

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Avenue in Vending Co., 640 2nd Ave., N.

H. C. Clarkson, 2003 Cresent Dr.

Jeffers Music Co., 10th & Thir

Wolfe Dist. Co., 2003 Cresent Dr.

Montgomery

Franco Novelty Co., 24 N. Perry St.

ARKANSAS

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M. J. Stanley Co., P.O. Box 226

Fairbanks

Alabama Music Co., Box 1234

ARIZONA

Phoenix

Gala Elec. & Music Co., 406 Main St.

Tucson

Arizona Amusement & Vending Co., 640 N.

Anchorage

Jimick Music Co., 480 E. 8th St.

Fairbanks

Alabama Music Co., Box 1234

CALIFORNIA

Los Angeles


Fremont Sales Co., Inc., 2282 W. Pico Blvd.

Irvine Burbank Co., 3033 W. 3rd St.

R. F. Jones Co., 1260 S. Figueroa

Duarte Int. Sales Co., 325 E. St.


Paul A. Lawrence, Inc., 2249 W. Pico Blvd.

Simon Dist., 3253 W. Pico Blvd.

The Wholesale Co., 2809 W. Pico Blvd.

Moon Dist., 2150 E. 7th St.

Modesto

Patton Music Co., 411 E. 7th St.

San Francisco

Advance Automatic Sales, 1350 Howard St.

Emery Dist. Co., 515 Polson St.

Golden Gate Novelty Co., 2293 Mission St.

Humboldt Co., 1115 Howard St.

W. F. Jones Co., 2455 Sutter St.

Novelty Co., 142 3rd St.

Santa Rosa

Coin Machine Service, Inc., 422 Wilson St.

Jutuek

Patton Music Co., 122 So. Center St.

COLORADO

Denver


J. B. Harris Co., 2400 Telon St.

H. F. Jones Co., 1314 Pearl St.

Midwest Music, 2525 Maricopa St.

Modern Dist., 2222 Telon St.

Mountain Distributors, 2052 Downing St.

Thompson Dist., 1314 Pearl St.

CONNECTICUT

Norwalk

Atlantic New Corp., 171 Park Ave.

General Amusement Game Co., 187 Park St.

Reliable Coin Machine Co., 184 Windsor St.

Rynex Sales Co., 306 Tolland St.

FLORIDA

Jacksonville

Bushin Inter., Inc., 60 Riverside Ave.

Southern Music Dist., 2445 Harper St.

Blank Dist., Inc., 90 Riverside Ave.


Miami

All Coin Amusement Co., 2495 N.W. 77th Terr.

Bushin Inter., Inc., 506 N.W. 28th St.

B. R. Novelty Co., 522 N.W. 27th St.


Supreme Dist., Inc., 416 SW 8th Ave.

Three Dist., Inc., 4625 S.W. 36th St.

Orlando

Southern Dist. Co., 505 West Central

S. L. Steibel Co., Inc., 635 W. Main St.

GEORGIA

Atlanta

Friedman Amusement Co., 132 G Tenthwood

Dr. NW.

G. E. Gabriel Inter., 774 Memorial Dr.,

Pearl Machine Co., 100 Boulevard NE.

Robinson Dist. Co., 221 Edgewood Ave.

Golden Specialty Co., 160 Edgewood Ave.

Variety Dist., Co., 185 Grant St., S.E.

McMinnville

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State Machine Co., 100 W. Main St.

S. B. J. Dist., Inc., 400 W. Main St.

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Nogar Of Mar-Matic Sees Sales Increase

LONDON—Mr. Nogar of Mar-Matic Sales Ltd., reports a record year with greatly expanded sales capacity necessitating an increase in factory production and frequent airlift of equipment to meet the urgent demands. As far as Jennings machines are concerned the heavily chromed Governor with its recently added engineering features has proved an immediate success. A contributory factor to the present boom is the recent but universal acceptance, by working men's clubs, of this proven breadwinner. Generous hire-purchase terms offered by all distributors have also stimulated Jennings sales.

Another aspect of the trend in business is the increasing popularity of the Keeley Triple U, the all-electric trouble-free fruit machine. Mar-Matic will shortly be introducing two new Keeley machines—the Rainbow, a bingo type ball machine giving instantaneous and responsive scoring; and the two-player Roll-a-Line featuring a kicker bar for positive ball control.

A self contained electronic “scooching” alarm is being installed by Mar-Matic into all machines. Activated simply by the motion of the machine rear wheels, it has been so effective in reducing insurance rates on fruit machines.

Seeburg Fares Well After UK Premiere

LONDON—Seeburg (Great Britain) Ltd., has now been operating in the country for eight weeks and is the latest affiliated company of Seeburg, Chicago, Illinois. It is in Europe through their holding company Seeburg Ltd., of Switzerland. The purpose of the company is to market the complete range of Seeburg equipment which includes phonographs, background music and complete range of automatic vending machines. On the music systems side a very close association will be continued with the Ditchburn Organisation who, until now have held exclusive distribution rights in the U.K.

Plans for the immediate future include the introduction of the Seeburg range of vending machines all of which will be newly designed for this country. A coffee vendor, the Bally, which brings its own ground water into a cup at a time—already a proven leader in this kind of equipment in the United States; Choice-Vend range of bottles and can vending machines offering selections from 72-250 bottles or 300 cans; a solo cigarette machine and a sweets and snack vendor, both of which incorporate some very outstanding features.

Phono. Equip. Acquires New Factory

Lucas, the Illinois manufacturer of phonograph equipment, has acquired the old factory building of the Wurlitzer company at 1400 South Halsted Street, Chicago, Illinois. Lucas is now in possession of the building, which is 64,000 square feet in area, and will occupy it immediately, making all possible preparations for the immediate expansion of his plant. As a result of this acquisition, it is expected that Lucas will be in a position to meet the increased requirements of its large and expanding business. The building is now in the process of being remodeled and equipped for the purpose of housing the new factory.

Second Blackpool Show To Be Held In Dec.

BLACKPOOL—The second Northern Amusement Equipment and Coin Operated Machine Exhibition will be held at the Olympia Winter Gardens, Blackpool, from December 4th to 6th 1962. Organisers of Exe—Collieries Ltd., report that due to the success of last year’s show, more machines than ever before will be exhibited and, at the request of exhibitors, it is proposed to make the exhibition an annual event.

Already a number of last year’s exhibitors have booked space, and in some cases larger sites have been taken. However, with the whole of the Winter Gardens at their disposal, the Organisers can easily accommodate all applicants. It is hoped that the three-day event will once again provide an excellent opportunity for manufacturers, agents, distributors of amusement equipment, automatic machines, vending machines etc. to display and sell their products to the vast number of potential buyers in the North of England, Scotland, The Isle of Man and Ireland.

Ainsworth Getting Its Share of M.K.T.

LONDON—Ainsworth Consolidated (Great Britain) Ltd., whose claims include the introduction of front opening for fruit machines, nylon star wheels and the air pressure loaded stopping action, continue to improve their models to satisfy all markets. The company are taking a very fair share of the current boom enjoyed by established and reputable fruit machine manufacturers.

General Manager Hal Eldridge reports that the Arcadian Juke play has met with considerable success in arcades where it is absolutely essential that machines be used continuously in view of the short season at most British seaside resorts. The full range of Aristocrat machines are concentrated around the ’Sheerline’ design although the Company is still producing the Clubmaster.

The London company has been responsible for the marketing of Aristocrat ranges of machines throughout Europe and Mediterranean countries, whilst the manufacturing company in Australia has representatives operating throughout the world.

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US Manufacturer and World Wide Representatives

Lists Begin On Page 37
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Continued from page 49

TEXAS (Cont'd.)

Furt Worth
Fort Worth Amusement Co., 300 Ellisson Blvd., 103 Main St.

Huntsville
Amusement Distributors, Inc., 1615 N. St., 3rd Fl.

Memphis
H. A. Frank & Co., 606 Dennis

Minneapolis

Rockford
R. J. Bridge Co., 3445 Leland Ave.
Bill Williams, 8200 Louisiana Ave.

Mineral Wells
Wallace Dist. Co., Box 75

Odessa
Sheffield Music Co., 1461 Maple St.

San Antonio
Commercial Music Co., Inc., 1415 So. Flores St.
B. J. Nicholas & Assoc., 826 So. Flores St.
Pan American Sales Co., Inc., 815 S. Presa
Santona Sales Co., 611 Navarro St.
W. Warriner Co., 121 Navarro St.
Bill Williams Dist. Co., 1415 So. Flores St.

UTAH
Salt Lake City
Dan Stewart Co., 140 E. Second South St.
Dan Stewart Co., 140 E. Third St.
Interstate Dist., 477 So. State St.
H. D. Butter, Inc., 4217 South State St.
McD-O-Dee Music Inc., 712 S. State St.
R. F. Jones Co., 1316 2nd W.
Stewart Nov., Co., 2200 Ondalda St.
Thompson Dist. Co., 127 E. second South

VIRGINIA
Baxley
Old Dominion Vend. Cen., 1205 Terrace Ave.

Roanoke

Norfolk
O'Conner Dist., Inc., 1411 Virginia Beach Blvd.

Portsmouth
O'Conner Vending Machine Co., 824 Crawford St.

Richmond
Alan Dist. Co., 2441 West Leigh St.
O'Conner Vending Machine Co., 2318 W. Main St.
Roanoke Vend. Exch., Inc., 4590 W. Broad St.

WASHINGTON
Seattle
American Shelf Sales Co., 3142 Elliott Ave.
R. F. Jones Co., 820 8th Ave.
Michael Dist., Co., 100 Elliott St.
Northwest Sales Co., 3120 Elliott Ave.
Jacket Sound Novelty Co., 11 Elliott Ave. W.
Western Dist., 3120 Elliott Ave.

Spokane
Dundie Dist. Co., West 902 W. Second Ave.
R. F. Jones Co., 611 W. Second Ave.
Western Dist. Inc., 1007 W. Wash St.

Tacoma
State Amusement Co., 1531 Broadway

WEST VIRGINIA
Charleston

Roanoke Vend. Mach. Exch., 625 Ohio St.

Fairmont
Mid-State Dist., 1120 Fairmont

Martinsburg

Wheeling
Allen Sales, Inc., 327 Market St.
Tri-State Amusement, 14913 St.
Wheeling Coin Machine Exch., 2809 Loaf St.

WISCONSIN
Beloit
Dan Savage Nov., Co., 429 Third St.

Green Bay
Booker Sales Co., 148 No. Chestnut St.
Paul Goin Mach. Exch., 325 Summit St.

Wisconsin Sales Co., 409 N. Adams St.

Lake Geneva
H & M Sales Co., Box 414

Milwaukee
Badger Novelty Co., 3230 N. 30th St.

Vlad Novelty Co., 518 W. 30th St.
Heiden Dist. Co., 6116 W. Blaine Road
Mitchell Novelty Co., 1516 W. National Ave.

Paper Dist. Co., 3160 W. Fond du lac

Former Sales & Service, Inc., 3111 W. Fond du lac Ave.

Summerfield Inc., 2736 W. Twainia

United Inc., 1601 W. Vilet St.

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Cash Box, August 11, 1963

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ATTENTION, ASSOCIATION SECRETARIES!
Keep your meeting dates and general news events before the industry. Notify Cash Box of meeting dates in advance in order to be listed periodically along with the industry's trade groups advising of Industry Meetings, Discussions, and Events. Send dates and information to:

CASH BOX
1780 BROADWAY, NEW YORK 19, N.Y. c/o Operator Associations
When was the last time you celebrated your Twentieth Anniversary? Was it many years ago... or is it still in the future. Cash Box is enjoying the excitement of its twentieth year and it is our joy to present this special experience. Joe Orlick is the only member of the original Cash Box staff remaining to this day, although joined by his brother Norman—who is v.p. today—several years after the founded the coin machine business. Many faces have come and gone since that eventful day twenty years ago and many changes have occurred among the 20 years which have passed. The coin machine people who founded the business, the industry as it is known today, are still around in many instances. Too many have passed on and become a part of history, only to be remembered. Joe Orlick and the seemingly silly machine ideas which evolved into the substantial income-generating machines of today. The days of the coin-operated machines on locations as one could afford—the lean years of the 20s and 30s in the pockets of the “small man” as he was referred to, who was really the foundation of support for the phonographs and phonographs rings and coin machines. Entertainment was in demand and people would stand in lines for only 5 cents. Do you recall when that was? And thank goodness for the coin machines!

Tenth Avenue here in New York has undergone a face-lifting that would probably reflect the changing of the times. The string of coin machine outlets have multiplied, if you will, and now many of the old coin machines have been replaced with what they call “hotels” and the like. The old machine has been replaced with something more modern. But the old coin machines are still around, and in the manufacturing-wholesaling-contract-manufacturing business, still continue to make a profit. It would seem that the coin machine business has evolved from a small machine business to a large one. The coin machine business has a long history, and now in business with Frank Mencur, who can remember the good old days as well as the next veteran.

Mike Munves, one of the originals who came in from Brooklyn, still houses probably the most selective variety of arcade equipment to be found under one roof. And Mike has something else he started way back 20 years ago... his smile and feeling for people. He certainly doesn’t have that first dollar he made. Probably gave it away that same day if today’s indications are any indication. Before Joe McEuen, now and then, did the same thing, and now in the manufacturing-wholesaling-contract-manufacturing business, starting out as a coin machine manufacturer. It was in business with Frank Mencur, who can remember the good old days as well as the next veteran.

Irv Holzman, one today the largest United games distributor in the nation, was once a young man, having a small coin machine business. He sold his colleague Joe Green and the memories from those days would hold your ear for quite a while. Irv today has retained the memories of the days gone by and enjoys it. Irv today has his own business, and has been in the coin machine business for many years now. He is in business with Frank Mencur, who can remember the good old days as well as the next veteran.

Barney Segerman, one of the best-known coinmen, who started many years ago as a bandboxer, he recalls that of course, in the beginning, they had little or no wholesale or retail trade. And even today a top-ranking distributor of major music and games lines.

Al Simon, another veteran who can relate the history of the business, having many years in the industry, of course, in the beginning, they had little or no wholesale or retail trade. And even today, a top-ranking distributor of major music and games lines.

Dave Stein, a New Yorker for many years on Tenth Avenue, relates from his memory that in 1940 he and his brother were in a small coin machine business. They purchased a machine for their brother, and that brother eventually sold it out. Dave went into the coin business. And he recalls that in the 1920s the coin machine business was in the infancy stage. And now in business with Frank Mencur, who can remember the good old days as well as the next veteran.

Perry Wachtel, another veteran, though not near as experienced as the 30 and 40-year men, (he’s really a youngster) picks up the NY papers last Wednesday, and to day to read that his daughter Stephanie (Winters) has been signed to do the Western coast production of West Side Story, before leaving for NYC and re- breetings to go into “Stop the World I Want to Get Off,” as reported here several months ago. Twenty years ago Perry was hustling used equipment ads from the Tenth Avenue showrooms and today his ad agency boasts among its accounts. The large coin machine and vending firm in a “leading lady” heading for Broadway, this is another pleasurable moment for a coin operator.

Harry Berger, who started some 20 odd years back, and went to school with Perry Wachtel, and Abe Lipsky, who is still on Tenth Avenue operating out of his own firm now, continues to handle vending and coin equipment, while operating in the metropolitan area.

Meyer Parkoff, who was the accountant for the Harry Rosen firm many years ago, today after about twenty years in the business, is the number one man at Atlantic-Seeberg here and his brother Oscar continues to supervise the operation. And the firms are not operating under their familiar names, New York, is that of Jack Gordon, who at that time, years back, probably was setting up record distribution for the major labels and then into the juke box business. Now today executive-president of whirling games, and that’s progress.

Many names, the operators, too numerous to mention, but printed here many times over the years, continue to make up the larger part of the industry. And the industry remains pretty much in the hands of the men who started it with some exceptions, of course. The business has changed and so has the equipment. The coin machine business has changed from the days when the coin machine was a one time investment, and today is a lifetime investment.

And we hope here that all of us can enjoy at least 20 more years of the same friendship.
Chicago Chatter

ANNIVERSARY SALE!
At so auspicious an occasion as this when we arrive at our 20th anniversary,
we can’t help but look back over the past 12 month period and muse over the
many good things—-and, of course, the unfortunate incidents such as the unhappy passing of some of our dear friends in coinbiz. We can only say at this
time that we hope that all of the good things in life will be yours-;—and yours
and yours during the next 12 month cycle in coinbiz. This is a sincere Cash
Box greeting from all of us to all of you!

—

A perpetually tireless Dave Gottlieb, prexy of D. Gottlieb & Co. guided
Vince (Dr. Ben Casey) Edwards, of TV fame, and his sponsor Leonard Lavin,
Prexy of Alberto-Culver Co. on a “Cook’s Tour” of Dave’s pride and joy
Gottlieb Memorial Hospital in suburban Melrose Park, last Thursday, July 26.
Dave chuckled heartily, when he quipped: “We don’t think we ought to let
‘Dr. Casey’ operate until he gets a little more experience!” Also on hand were
Nate Gottlieb, Alvin Gottlieb and Judd Weinberg.
The “golf bugs” among our local coinmen are excitedly buzzing over the upcoming “World Series of Golf,” produced by Walt Schwimmer, in which Arnold
Palmer, Jack Nicklaus and Gary Player will compete shortly. Most coinmen
would like to see Sam Snead, golfdom’s elder statesman, perform as well to

make

it

a thrilling foursome.

Summertime

Completely Reconditioned Gomes and Music!

BINGOS
1

Bally

8

Bally Surf Clubs

3
3

Bally
Bally

1 Bally

2

Bally

ABC

65.00
75.00
85.00
95.00
95.00
125.00
125.00

1

Rally

Rank

Big

Time

Broadway

1

Bally

Miami

1

Bally

Night

Beach
Club

1 Bally Parade

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ChiCoin’s Mort Secore was fairly ecstatic when he info’d last week that
Chicago Coin’s “World’s Fair” rifle target gallery is enjoying fantastic sales
everywhere. Production at Chicago Dynamic Industries is at peak on the gun
game, and “Variety Roll Down Bowler.” Herb Bidenkap took off on a hectic
nationwide tour calling on ChiCoin’s distribs.
Greetings to all of us from
Joel Kleiman, Prexy of Pioneer Sales in Milwaukee.
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United

Regulation Shuffle

Alley 9'

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Alley

16'

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(5

Ball)

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95.00
14S on
95.00
145.00
245.00
95.00
295.00

EXCLUSIVE DISTRIBUTORS FOR
S695.00
245.00

ROCK-OLA
BALLY

UPRIGHTS

GAMES

3 Auto-Bell Galloping Dominos

$45.00
95.00
95.00
95.00

1 Auto-Bell Del. Hialeah
1 Keeney Big Round-Up
4 Keeney Touchdowns

OTHER

GAMES

INC.

and

NEW

KEENEY

IRVING KAYE

&

VALLEY

LIVERY!

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BALANCE

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1/3 DEPOSIT

WRITE

INC.

KEENEY

USED UPRIGHTS AVAILABLE FOR IMM. DE-

.

“Best wishes to our friends at Cash Box,” was hailed to us by Gil Kitt, Joe
Robbins, Jack (Bottles) Burns, Bill Herbord and Dusty Hohbein of Empire
Coin Machine Exchange. (And that goes for all Cash Box people all over the
world, said Joe!)

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10%

Rail

1 United Jumbo Bowling
1
1 Williams Trade Winds

MUSIC
1495
1 Rock-Ola 1455S
1 Rock-Ola

Happy Cash Box greetings were extended from Rock-Ola Mfg. by such
worthies as Ed Doris, Don Rockola, a vacationing Ralph Wyckoff, Les Rieck,
Jack Barabash, Art Ehlert and Art Janousek. (Glad to have you aboard,
fellows!)
Everything is “A-OK” at Williams Electronic Mfg., according to
vice prexy Art Weinand, since Williams’ “Friendship 7” pingame is rocketing
to sensational sales figures and excellent acceptance everywhere it is distributed (in this country and abroad). Glad tidings from prexy Sam Stern and
Art to all Cashboxers everywhere.

Lanes 14'
12'

Bowling

4

is

Things settled down in Bill O’Donnell’s office at Bally, since the tragic death
of Bill’s brother. Jack O’Donnell. Business continues good at Bally, according
to Herb Jones and Don Moloney.
We’re glad to see Fred Skor back from
his vacation and in his oflSce at World Wide Distribs. We take it that prexy
Joel Stem and Howie Freer are equally happy to see Fred back, business is
so rushed these days. Fred had nasty weather during his vacation in Wisconsin,
but he rested (he sez).

.

$ 65.00

Variety

just another season of heavy sales and deliveries to operators
at Atlas Music Co., according to Nate Feinstein. Nate, Eddie Ginsburg, Harold
Schwartz and Irv Ovitz extended their warmest greetings to everyone at
Cash Box on the occasion of our 20th anniversary.

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BOWLERS-ARCADE

Gayety

WIRE

C.O.D.

PHONE

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MICKEY ANDERSON
AMUSEMENT COMPANY
314 East 11th

Street

Erie,

Phone: GLendole 2-3207

Penna.

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business (steady) as usual at First Coin Machine Exchange, according
Sam Kolber despite the warm weather. “First,” Joe sez, “is
as usual headquarters for local operators, who like to come in and ‘bat the
breeze’ with us.”
We’re delighted to acknowledge sincere best wishes from
It’s

DELUXE SATELLITE

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to Joe Kline and

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table/;

They’re all smiles at United Mfg. thanks to the fine acceptance of the “Action” shuffle alley bowler and “Sahara” hig ball bowling alley. Greetings happily
received from Prez Lyn Durout, Herb Oettinger, Bill DeSelm, Leroy Kraehmer, Glenn Johnson, Ray Riehl, Art Rapacz, Johnny Casola, A1 Thoelke, and

“Big Bob” Jonesi (thanks, fellas!).

Another acknowledgement from the executive staff at Rowe AC Services:
John Hale, Jack Harper, Tom Sams, Jack Dunwoody, Don Lunday, Jim Newlander and Phil Glover. And, lest we forget (and we certainly can’t!) Patrick
L. O’Malley, genial, very gracious chief executive officer and president of
Automatic Canteen Co.

Our greeters at Seeburg include Delbert Coleman, Frank O’Brien, Jack C.
.
While the J. H. Keeney & Co. plant is shuttered and due to reopen next Monday
Paul Huebsch (who remained at the controls during the vacation shuttering),
is busy as blazes taking care of those “small” rush shipments to Keeney’s
.

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Orbits

into a

distribs.

Despite the summer doldrums Bill Weikel, sales director of Fischer Sales &
Co., is enjoying excellent sales of Fischer’s “Crown Imperial” series of
pool tables. Also the “Coronet” and “Crown Fiesta” tables are moving fast
these days. .
.
Ronald Wolff, prexy of Interstate Vending Co., and his staff
are more than merely excited over the pending opening of a coin-operated
Brass Rail restaurant in the lower level of the Wrigley Bldg, on Chicago’s
“Magnificent Mile,” along ‘Boul Mich’ (Michigan Avenue to the squares of
which we have none of in coinbiz!) The restaurant will be opened to the public
sometime in the Fall.

Mfg.

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We’d like to acknowledge congratulations from the following coinmen:
Hymie and Eddie Zorinsky, H. Z. Vending & Sales in Omaha.
Howard
Ellis, Music Guild of Nebraska.
Charles (Jimmy) Johnson and his gal
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Friday, Corinne, of Globe Distributing Co.
Chet Gore, Exhibit Supply
Co.
Hank Ross, Ralph SheflSeld and Marcine (Iggy) Wolverton, Midway
Mfg.
Mac Brier, Donan.
Herb Perkins and Marie, Purveyor Distribs.
Clarence Schuyler, Games, Inc.
Bill Phillips (Des Moines) and Barney Luchman (Omaha), Atlas Music Co. of
Des Moines, Iowa. .
Phil Moss, Philip Moss Distribs.
Charles (Brinky)
Brinkmann and Ed Wiler, Automatic Retailers of America (ARA).
and,
oh so many, many more coinbiz buddies.
Oh, yes, we almost forgot Jorge
Morfin, of Rowe-AMI’s Grand Rapids, Michigan plant.
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New Sphere

of Profits and Operating Ease

FEATURING

. Some original and advanced recessed
features as Deluxe Eldorado.
• Flawless, jam proof coin mechanism.
• Cue ball returns at shooter's end.
. Angled plexiglass ball viewer lets you
see entire ball from any angle.
• K66 Professional cushions.

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• The
advance towards color
first
gleaming, eye-appealing iridescent blue
with shimmering silver Tegs.
• White formica corner pockets.
• Teakwood grained formica top rails.
• Extruded
aluminum molding between
cabinet and top frame
no screws show-

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ing.

Mode only in 77"x45'' size
DOLLAR FOR DOLLAR THE ECONOMICAL DELUXE SATELLITE
GIVES YOU MORE FOR THE MONEY, BY FAR. JUST COMPARE!

IRVING KAYE COMPANY, INC.
363 Prospect Piece

STerling 3-1200

Brooklyn 38, N.Y.

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You

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IMPOHTEH^-

Exclusive Chicago Area
Distributors forWURLITZER

Send

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PHONOGRAPHS and PARTS

for

—

64 PAGES

you want to see that ever smilin’ Irish face of a broth of a lad named
Danny O’Neil just wend your way to Commissary, Inc. O’Neil Automatic
Corp., at 1400 North Dayton St., in a blarney place called Chicago. Danny
merged his firm with Commissary sometime in 1961, and he’s tickled over the
merging. Danny made the switch from music. He was many years ago the
liltin’ Irish tenor of greatest popularity here.
Here’s lookin’ at you 20 years
from now!
If

FREE

1962 CATALOG
Fully Illustrated

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COIN MACHINE EXCHANGE, INC.
Joe Kline

1750 W. NORTH AVE.

CHICAGO

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Cable:

22, ILLINOIS

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“FIRSTCOIN” Chicago
Dickens 2-0500


National Kiddie Ride Association Offers Insurance

Following is a prepared statement by officials of the National Kiddie Ride Association, a newly organized trade association located in California.

The National Kiddie Ride Association is the culmination of a year's research, planning and discussion with the manufacturer, distributor and operator of kiddie ride equipment and the problems connected with the industry.

From the data compiled, the greater percentage requested some assistance in their insurance programs; therefore, this was the first undertaking of the Association. In order to accomplish this and other needs, the National Kiddie Ride Association became a legally constituted California corporation in 1961, and immediately began negotiations through a duly licensed insurance brokerage office to supply this need through domestic carriers. We are happy to report that such a plan is now in operation nationwide for its members.

At this time, the Association is preparing inquiries to its members regarding safety measures and other subjects peculiar to the industry, and in the future plans to conduct surveys on subjects that may prove useful to those who wish to use the information compiled.

Originally, our program was to serve principally the Kiddie Ride Industry; however, we are pleased to announce that we are prepared to extend to other fields of coin-operated equipment such as cigarette machines, phonographs, games, gum and candy machines, and vending equipment for food and beverage.

The motto of the Association is, "Devoted to the best interests of the Kiddie Ride Industry." With the extension of our services into other branches of coin-operated equipment, we feel that the best interests of all concerned can be accomplished through membership participation in the exchange of ideas, experiences, and other data forwarded to this office where it may be reviewed and passed on from time to time in bulletin form to the membership for its true worth.

The National Kiddie Ride Association welcomes the opportunity to serve as a clearing house to speak for its members and to be of genuine service whenever and wherever possible.

The annual dues of the Association are $25.00. The present officers of the Association have donated all time without charge. Membership funds are on deposit in a local bank in an Association trust account and are used only to help defray operating expenses of the organization. Legal advisor for the Association is Mr. Milton J. Davidson, attorney, 22014 Ventura Boulevard, Woodland Hills, California. The accountant is Mr. Donald M. Smith, 22022 Mariano Street, Woodland Hills, California.

BACKGROUND

MUSIC MACHINE MANUFACTURERS

Cine-Sonic
CINE-SONIC SOUND CORP.
250 W. 48th Street
NEW YORK, N.Y.

Rowe-AC
ROWE-AC SERVICES
18 South Michigan Avenue
CHICAGO, ILLINOIS

Seeburg
THE SEEBURG SALES CORP.
1500 N. Clybourn Ave.
CHICAGO, ILLINOIS
RUNYON has served its customers for more than 26 years with quality coin machines of all types. Approximately 200 employees service thousands of RUNYON accounts who have helped us build this fine reputation.

RUNYON distributes the top factory lines throughout NEW YORK, NEW JERSEY and CONNECTICUT.

RUNYON QUALITY

RUNYON’S policy has always been quality at a competitive price. Here are some of the factory lines RUNYON distributes:

- AMI—The only three-in-one phonograph that fits all locations!
- ROUE—The Aristocrat of cigarette machines!
- BALLY—From shuffles, kiddie rides, to arcade equipment, the best machines available!
- IRVING KAYE CO.—The elite of pool tables with cabinets to match!
- WILLIAMS—From pingames to arcade, the operator’s choice every time!
- AMERICAN SHUFFLEBOARD—The official shuffleboard for long-lasting tournament play!
- KEENEY—Always a money-making machine ready for your top locations!

RUNYON USED EQUIPMENT

RUNYON has a complete variety of all types of equipment which can always be purchased as-is, refinished, factory reconditioned, any way you like it—PHONOGRAPHS, GAMES, VENDORS, ARCADE, SHUFFLES, BOWLERS, PINS, NOVELTY, GUNS, CIGARETTE MACHINES—RUNYON has a warehouse full of machines ready for location immediately!

RUNYON SERVICE

Service and Quality go hand in hand at RUNYON. RUNYON conducts an average of six service schools each month for operators and servicemen. You get the most from a RUNYON MACHINE in more ways than one!

RUNYON INTERNATIONAL, INC.

RUNYON INTERNATIONAL SERVES MORE THAN 60 COUNTRIES AROUND THE GLOBE WITH MACHINES BEARING THE RUNYON SEAL OF QUALITY!

OUR EXPORT DIVISION HAS ASSUMED LEADERSHIP IN ITS FIELD!

VISIT RUNYON

A visit to any of RUNYON’S plants will convince you of our reputation. A purchase will bring you back for repeat business as it has for the thousands of customers who bought from RUNYON since that first day in 1937, twenty-six satisfying years ago!

EXPORT is the SPECIALTY of RUNYON INTERNATIONAL

Cable Us Today For Complete Inventory List

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INTERNATIONAL, INC.

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U.S. ROUTE 22, FADAM ROAD, SPRINGFIELD, NEW JERSEY  •  Tel. DRexel 6-8720
593 TENTH AVENUE, NEW YORK, N.Y.  •  LOngacre 4-1880
306 TOLLAND ST., EAST HARTFORD, CONNECTICUT  •  BUtler 9-4303
Better than any ride... more than any gun!

GALLOPING HORSE-SHOOTING GUN AT ANIMATED MOVING TARGETS WITH SCORING CHALLENGE

INIAN SCOUT
An ACTION-PACKED galloping horse, shooting gun at animated moving targets combined into one new fascinating amusement device, occupying only 2' x 6' of space. Challenge to youngsters from the ages of 3 to 16.

INIAN SCOUT HAS BEEN LOCATION TESTED AND PROOVED TO BE THE HIGHEST INCOME PRODUCER OF ALL KID-DIE RIDES.

HIGH REPLAY Children and teenagers enjoy the thrill of galloping in INIAN SCOUT and all the time they strive for BIG CHEE, the highest scoring award. Colorful, illustrated scoreboard adds to the replay appeal.


STURDY CONSTRUCTION THROUGHOUT Filtration Body Filtration Box Filtration Cover Control Box National Truss Frame Shock Absorption Tamper proof valve system assures easy records each ride.

NOW PROVEN TO BE HIGHEST INCOME PRODUCER!

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COMPLETE ROWE-AMI VENDING LINES

BALLY GAMES

SOUTHERN VENDING CO.
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Tel. Riverside 1-351

EMLOYEE-MANAGEMENT RELATIONSHIP

Since 1936 Bowling Has Helped Mold Team Effort at Seeburg

24 Company Sponsored Teams Roll Into 27th Consecutive Year, Come September

by Bruce R. Jager
(Director, Senior Consultant and former Vice-Chairman, The Seeburg Corp.)

Back in 1936, when we formed a company bowling league at Seeburg, we discovered the best and quickest way to break down barriers between employees and management was through a company sponsored recreation program.

Although we now enjoy a diversified recreation program, our bowling league, now in its 27th year, is still the most popular competition.

The camaraderie that exists among our bowling league's participants and executives carries over into their jobs. Our productivity has increased tremendously, and I know that it is the result of our wonderful employee-management relationship.

I helped organize our bowling league. I bowled in it for years myself and enjoyed every minute of it. As vice-chairman of the board of Seeburg, I was a member of the executive team that ran the program from the time it started in 1936 through 1952. I quit then, at the age of 61, because I had injured my arm bowling right around the house. But I still cherish the memories and friendships I made in this company recreation activity.

One of the major shortcomings in employee-management relations in large corporations is that not enough of the "company brass" are willing to take part in company recreation programs. Too many executives do not understand that by improving employee morale they are working toward increasing their productivity.

I still occasionally admonish one or two of the executives at Seeburg for their reluctance to actively participate in our recreational programs. And for a number of reasons.

Bowling, for example, breaks down barriers like no other sport. It creates enthusiastic interplay between employees and management personnel faster than any other sport. And the rewards are tremendous.

When one of our executives asked me: "Why should I waste my time in the bowling league or the camera club?", I had an answer ready for him.

Morale Improved

I told him that the spirit of our employees is unique in industry and it just didn't develop because our employees joined our firm. It was cultivated, cultivated and then... the years.

Our employee-management relations improved steadily from 1936, from the beginning of our company bowling league. When employees began to play against each other in the league, they began to relate to one another.

The rewards were tremendous from the beginning. Employee morale improved, and with it individual employee productivity. This had to happen because of the greater teamwork developed in the bowling center, and carried over into working hours. Thus, there was and still is greater efficiency among all levels of Seeburg personnel.

There are other rewards, too. A good recreation program makes our recruitment program much more efficient. Prospective employees hear about the wonderful working conditions at Seeburg, and for the most part, come to us unsolicited.

Our fine employee recreation program also results in lower turnover.

Frank B. O'Brien, president of Seeburg, a young man in his middle 30's, recognized the great value of our recreation programs. Here's what he had to say about it:

O'Brien Praises Team Effort

"It heightens team concept which is so important to our business activity. It provides an opportunity for various management and employees in our organization to function as a team. Each employee is very important to our activity and success, and the personal interplay that is essential for a working unit, is created, is cemented together, is cultivated through the relaxed atmosphere of our sports programs." In which our bowling league is one of many employee-management sponsored activities.

Two main reasons are:
1. Right from the start, a bowling league breaks down barriers in the professional education between employees and supervisory personnel.
2. It keeps everyone who participates physically fit. This means less days away from work. You'll find almost a big drop in absenteeism.

The cost of operating a bowling league is minimal. At Seeburg we have two leagues, one for men, the other for women. Besides, this is a year in our special fun competition, management executives and supervisors compete against each other in the regular bowling leagues.

We pay the bowlers' entry fees, supply each player with a bowling shirt, and put up prizes for the "kitty" of each of the teams. We have 16 men's teams and 8 women's teams. Each team member contributes a prize, which goes for beautiful trophies awarded to the league's "kitty."

Our league kicks off this year on September 4. It will run for 33 weeks at the Humboldt Bowl in Chicago. It is a modern bowling center, which has completed the installation of the latest model bowling equipment, 29 new AMF Magic Circle lanes and underground ball return system.

Vincent Infante, 50, a Seeburg veteran and die man, who is head of our employee bowling league, told me:

"The men just love to bowl. It's the best form of relaxation we know. The league gives us a chance to meet different people, exercise, have a few drinks together, and let off steam."

(Continued next page)
Don’t large in the Seeburg league, and I don’t intend to quit,”
Infante’s remarks are typical of the men in the Seeburg bowling league. In short, they love it.

Why is bowling the best sport for helping management and supervisors get to know their employees better, and vice versa?
During many years of experience in the Seeburg league, I found that when you are bowling with friends, it’s just like being out at a picnic. Everyone lets his hair down—even the biggest.type—gets into the spirit of the occasion.

To me there’s nothing more thrilling than watching my teammate run up eight successive strikes. It is, in short, an electrifying experience.

When that happens, everyone in the bowling center stops rolling, and joins in watching the “hot” bowler until he flubs or scores a real high game. Then everyone goes up, slaps the bowler on the back, and gives him a lift that he gets from no other work or sport activity. It is what bowling means to those who compete. It gives them a lift, builds an individual and team spirit uncommon in any other sport.

We have three plants in the Chicago area, the main one at 1000 N. Dayton St. In fact, we have a total of 1000 employees, and the greater majority participates in one or more of our recreational programs.

Encourage Participation

If there is any one reason why Seeburg is the top firm in the coin-operated phonograph field, it is because we have excellent employee-management relations, due in great measure to our effective recreational programs.

We encourage our executives to break down the communications barriers between themselves and employees which too commonly exist in companies. We ask our brass not only to roll up their sleeves at work, but to join in recreation programs as well. Those of us who have, have seen rewards in company productivity and success we never dreamed of.

Since 1958, when Seeburg entered the vending industry, our company has broadened its line of vending equipment with cold drink cup vendors, cold drink bottle and can vendors, coffee venders, candy and pastry venders, milk venders, and cigarette vending machines.

Our employees are extremely proud to be associated with a champion, and we’re equally proud of their accomplishments that have made us No. 1 in our field.

Work or Play—Win

Our bowling league typifies our employee-management attitude at work and at play. Everyone at Seeburg constantly seeks to improve himself and our products.

Whether at work or at play, we at Seeburg like to win. But, at the same time, we get considerable enjoyment out of just participating. You don’t get much spirit in a large corporation without “company brass” willing to pitch in and make it work.

It wasn’t like it is now when I first arrived here in the winter of 1936, a little thin, long gray, and full of wild dreams. But it certainly is bubbling today. I find myself surrounded by close friends—our employees—and they, too, consider me a real friend.

That, I guess, is the Seeburg secret. We’re one big, happy family.

And our bowling league has helped me to instill that spirit which is the envy of many another corporation.

We successfully broke down the barriers at Seeburg. I advise other company officials to do likewise. It doesn’t take much. Just a little sincere effort on the part of company management, and a phone call to the local bowling proprietor.

You’ll find in a short while, that employee and executive morale will improve 100 per cent.

Start a bowling league. We did, and it’s still the backbone of our many-faceted recreation program.

FREE BOOKLET AVAILABLE: For a detailed guide on how to establish an effective employee recreation program at your company, you may obtain a free copy of a new booklet, “Employee Recreation is Good Business.” Write to Department AMI, Pinspotters Inc., Brush Hollow Road, Westbury, Long Island, New York.

STereo DIRECTIONAL SOUND
OF TOP SELLING LP SELECTIONS
ON ARTIST OF THE WEEK 33's
IS AVAILABLE ON 1 PHONOGRAPH

SEEBURG

WE ARE EXCLUSIVE FACTORY DISTRIBUTORS
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In E. Pennsylvania, So. Jersey and Delaware call:
EASTERN MUSIC SYSTEMS CORPORATION
334 NO. BROAD STREET
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In Maryland, Wash. D.C., and Virginia call:
EASTERN DISTRIBUTORS INC.
140 WEST MT. ROYAL AVE.
BALTIMORE, MD.

MUSIC AND CIGARETTES GO TOGETHER
AND WE’VE GOT THE BEST MONEY-MAKING
MACHINES FOR EVERY LINE!

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The THREE-IN-ONE
Phonograph For
EVERY Location!

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DUGRENIER
Cigarette Venders
All Sizes, All Models, Electric, Manual
With Gum and Mint Accessory, Large and
Small Pack Capacity,
A Machine For Every Location!

FRIEDMAN AMUSEMENT CO.
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ATLANTA, GEORGIA

The Three-In-One Phonograph

Exclusive Factory
Representatives
Immediate Delivery!
CROWN IMPERIAL SERIES

SIX-POCKET
POOL TABLES by
Fischer

Available in ALL FORMICA Finish in Walnut, or tradition-
ally popular DURAN "CLAD-ON" Mahogany

SERIES

Crown VIII
XF-801
50"x100"
Crown VII
XF-701
50"x90"
Crown VI
XF-601
43"x76"

DEPENDABLE—A proven ball trap and return system, featuring: recessed mechanism, pull-out drawer, totally secured cash box, trouble-free operation, fast ball action, quiet operation.

RUGGED—Constructed with a tremendously strong frame of full ¾" laminates bolted and glued to aluminum-alloy corners. Interior beams, girders and plates combine to give practical indistructibility.

TRUE FUNCTIONAL BEAUTY—Cost aluminum corner posts and pocket fittings, removable top frame, genuine Formica rails, molded pocket liners and the incomparable Fischer cushions.

the CORONET
SIX-POCKET TABLE by
Fischer

CORONET 7
"3½ x 7 Foot"
F-70
CORONET 6
"3x6 Foot"
F-60

A brilliantly designed companion piece to the incomparable Crowns. Competitively priced, yet Crowns have the superior "Crown" ball trap and return systems, pull-out front, totally secured cash box, and solid construction. Other features include wrap-around Formica rails, molded pocket liners, aluminum trim, high pressure sprayed on "leatherette" cabinet provides a distinctive, beautiful mahogany finish.

Fischer quality, advanced engineering and styling, and sensible prices provide the utmost in operating security.

See Fischer Pool Tables at your distributor's showrooms, or write direct, attention R. W. Weikel...

OUR 27th. YEAR
SERVING:-

ALASKA
OREGON
WASHINGTON
NO. IDAHO
W. MONTANA

EXCLUSIVE FACTORY
DISTRIBUTORS:-

WURLITZER
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Portland 4, Oregon
Phone: 503-CAB-6557

Ron W. Peeples
NORTHWEST SALES CO.
3150 Elliott Ave.
Seattle 1, Washington
Phone 706-AT-8030

New Sun-Glo Plastic Weights

BELLEVILLE, NEW JERSEY—
Carmine Decepoli, President of Sun-
Glo Shuffleboard Supply Corporation,
this city, has announced the release of an
all new plastic shuffleboard weight.

The weight is specially manufactured
for the shuffle alley-bowling machine
operator and is expected to replace, in
part, the all-metal disks which are
now used.

The actual weight of the puck is
almost as heavy as the steel disk but
is more economical, according to
Decepoli. Colors are available to coin-
cide with a particular demand and the
crest is topped in gold plate. The
jumbo size measures 2¼" in diameter, the
regular size 2½". In addition to
the economical benefits, Decepoli sees
the new puck as eliminating the haz-
ard of an all-steel weight in the hands
of those seeking amusement. The
weights are expected to cost about
one-half the price of the all-steel.

Sun-Glo will continue to market the
all-steel weights and in addition is
shipping a new powder and wax
which is reported to be in wide use
after a short introductory period.

Sun-Glo's volume has increased
20% over last year with the addi-
tion of new and improved products
(CB July 28). The firm markets four
powders, six types of shuffle weights,
a manually operated scoreboard,
paste, wax and cleaners for amuse-
ment machines.

Cash Box, August 11, 1962
German Trade Lea

At Legislation

It leave It Up To The Play

Decide On Machines"

LÜMBUSB—August 12 has

for the grand opening of the

new game machine plant recently

opened in Augsburg, Ohio. The

Cincinnati firm purchased

music company here has

announced the opening of the

showroom in keeping with a

radical new design which

has

transformed the firm's

Cincy head quarters into a

veritable showplace for
gaming machines.

The party will begin at 2

P.M. for operators throughout the

country have been invited. It will be a

drawing for prizes which will be

awarded to visitors throughout the
game machine business.

There will be a drawing for a
couple of game machine
equipment, lamps, fixtures,

appliances, lamp goods.

Royal Party In

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Royal Party In
Tape Repeater Background Music Systems.

"Dr. Ben Casey" Visits Gottlieb Memorial Hospital

Gottlieb Memorial Hospital

CHICAGO—Dr. Ben Casey (Vincent Edwards) on his visit to Gottlieb Memorial Hospital in Melrose Park, with his sponsor, Leonard Lavin, president of Albert-Culver Company of Melrose Park, oblonged the younger, Marilyn Zelasko of Elmwood Park, with her autograph. The hospital was officially opened last year by Dave Gottlieb, founder of the hospital, president of D. Gottlieb & Company.

UPRIGHTS

AT SPECIAL PRICES!

KEENEY

Cris Cross Diamond $50.00
Big Roundup 50.00
Touchdown 50.00

NEW!

IMMEDIATELY DELIVERY ON

BALLY GOLDEN GATE

KEENEY SWEET SHANNES

KEENEY FLASHBACKS

KEENEY RAINBOW

1/3 Deposit On All Orders, Balance C.O.D. or Sight Draft.

We Are Exclusive J. H. Keeney & Co. Distributors

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You will find the best for less at D & L

ATLAS... Recommissioned—Guaranteed

MUSIC • GAMES VENDING

VENDING

R0WE L-1000, 4 Flavor $595

ROWE 90-700 (20-Col. Mult.) Clp. 195
ROWE 110-700 (30-Col. Mult.) Clp. 325
ROWE 130-700 (30-Col. Mult.) Clp. 325
ROWE 230-700 (30-Col. Mult.) Clp. 325
ROWE 250-700 (30-Col. Mult.) Clp. 325
ROWE 260-700 (30-Col. Mult.) Clp. 325
ROWE 300-700 (30-Col. Mult.) Clp. 325

AC DOLLAR BILL CHANGER

Location provides increased revenue whenever coin-operated equipment is used. Eliminates need for attendants! Immediate delivery. $955 plus f. & f. CABLE: "ATMUSIC"—Chicago

MUSIC

A. M. L. K-200 $995
A. M. L. K-300 995
A. M. L. L-120 995
A. M. L. M-120 995
A. M. L. M-120 995
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ROCK-O-DOL 1455 155
SEEBURG KD-200 325
SEEBURG KD-300 325
WURLITZER 2400 325
WURLITZER 2500 325
WURLITZER 2600 325
WURLITZER 2700 325
WURLITZER 2710 325
WURLITZER 2900 325
WURLITZER 1800 245

A. M. L. I. WALL BOX 200 Select, WO-200 (50¢) $85

1/3 Dep. Bal. C.O.D. or Sight Draft

CABLE: "ATMUSIC"—Chicago

Distributors for

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ATLAS MUSICAL COMPANY

A Quarter Century of Service

BRANCH OF ROWE-AC SERVICES COMPANY

DES MOINES, IOWA 1130 Walnut St. Ph. 245-2493

CHICAGO 47, ILL. 2118 N. Western Ave., Chicago 5-4500

Cash Box—August 11, 1962

Meeting Dates

Aug. 6—Californa Music Merchants' Association (Monthly)
   Place: 811 Broadway, Oakland, Calif.
6—Phonograph Merchants' Association, Cleveland, Ohio (Monthly)
   Place: Hollenden Hotel, Cleveland, Ohio (General)
6—Eastern Ohio Phonograph Operators' Association (Monthly)
   Place: 4104 Rush Blvd., Youngstown 12, Ohio (General)
7—Harbor Music Operators' Association (Monthly)
   Place: Cook's Bullpen, Paramount, Calif.
8—California Music Merchants' Association (Monthly)
   Place: Bakersfield Inn, Highway 99, Bakersfield, Calif.
8—Western Music Operators Guild (Monthly)
   Place: Chalet Restaurant, West Springfield, Mass.
9—Music Operators' Society of St. Joseph Valley
   (Monthly)
   Place: Carl Zimmer's Office, 130 N. Ironwood Dr., Mishawaka, Ind.
9—Berks County Amusement Machine Operators' Association (Monthly)
   Place: Arndt Restaurant, Reading, Pa.
13—Mississippi Coin Machine Operators' Association (Monthly)
   Place: Ambassador Hotel, Milwaukee, Wis.
14—Coin Machine Operators Assoc.
   Place: Knights of Columbus Hall, Houston, Tex.
14—California Music Merchants' Association (Monthly)
   Place: Fresno Hotel, Fresno, Calif.
15—New York State Operators Guild
   Place: Western Hotel House, Poughkeepsie, N.Y.
15—Eastern Pennsylvania Amusement Machine Ass'n.
   (Monthly)
   Place: General De Kalb Inn, 2519 De Kalb Street, Norristown, Pa.
20—Automatic Equipment and Coin-Machine Owners'
   Ass'n, Inc., Indiana (Monthly)
   Place: Room 24, 350 Broadway, Gary, Ind.
20—Operators of Rochester (Monthly)
   Place: Sheraton Hotel, Rochester, N.Y.
27—Central State Music Guild (Monthly)
   Place: 805 Main St., Peoria, Ill.
27-30—Western National Restaurant Show
   Place: Civic Auditorium & Brooks Hall, San Francisco, Calif.
Sept. 1-2—South Dakota Music & Vending Assoc.
   Place: Session Hotel, Brookings, S.D.
5—Amusement Machine Operators' Assoc. of Penn.
   Place: Penn-Harris Hotel, Harrisburg, Pa.
7—California Music Merchants' Assoc. (Monthly)
   Place: U. S. Grant Hotel, San Diego, Calif.
8-16—International Food Congress & Exhibition Int'l Food Dist.
   Place: New York Coliseum, New York City.
13-15—Michigan Tobacco & Candy Dist. Vendors Ass'n
   Convention (Annual)
   Place: Statler-Hilton Hotel, Detroit, Mich.
14-16—Combined M.O.N.Y.—N.Y.S.O.G. New York State
   Coin Machine Operators' Week
   Place: Continental Hotel, Cleveland, Ohio.
14-16—Iowa Ass'n of Tobacco Dist. Convention (Annual)
   Place: Hotel Savery, Des Moines, Ia.
18-19—National Automatic Laundry & Cleaning Council
   Convention (Annual)
20-22—Wisconsin Food & Tobacco Institute Convention
   (Annual)
   Place: Hotel Schroeder, Milwaukee, Wisc.
20-22—Texas Merchandise Vending Ass'n. Inc. With Texas & Oklahoma Assn's of Tobacco Dist. (Annual)
   Place: Hotel Adolphus, Dallas, Tex.
20-23—New York State Ass'n of Tobacco Dist. (Annual)
   Place: Laurels Hotel, Monticello, N.Y.
21-22—Minnesota Tobacco Dist. Ass'n Inc. (Annual)
   Place: Hotel Leamington, Minneapolis, Minn.
Oct. 3-6—Pennsylvania Ass'n of Tobacco & Candy Dist. (Annual)
   Place: Galen Hall, Wernersville, Pa.
13-16—National Automatic Merchandising Ass'n. (Annual)
   Place: Brooks Hall, San Francisco, Calif.
18-20—Ohio Ass'n of Tobacco Dist. Convention (Annual)
   Place: Netherland-Hilton Hotel, Cincinnati, Ohio
26-28—Tobacco Dist. Ass'n. of New Jersey
   Place: Laurel in the Pines, Lakewood, N.J.
Nov. 4-10—National Ass'n of Concessionaires (Annual)
   Place: Americana Hotel, Miami Beach, Fla.
12-15—American Bottlers of Carbonated Beverages (Annual)
   Place: Auditorium, Atlantic City, N.J.
1962 MODELS

AUTOMATIC PRODUCTS CO.
Model 27 Smokeshop—850 Packs

AUTOMATIC PRODUCTS CO.
Model 36 Smokeshop—850 Packs

COAN MFG. CO.
U-Select-It Model—74 or 94 Packs

COLE VENDING INDUSTRIES
Model 20—672 Packs With Gum, Mint

CONTINENTAL APCO
Continental 30—830 Packs
(Or 746 Packs, 84 cig lighters)

DuGRENIER
Model K-14, With mint, gum
510 packs—142 items in accessory unit

DuGRENIER
Model K-20 With mint, gum
672 Packs—142 items in accessory unit

DuGRENIER
Model K-14—510 Packs

DuGRENIER
Model M-20—720 Packs

GARWOOD METAL CO.
Multi-Brand Cigar Model
118 Packs

GARWOOD METAL CO.
El Dorado—312 Packs

SHIPMAN
Mark 11—400 Packs

NATIONAL
Consol-ette 20—670 Packs

NATIONAL
Series 113—443 Packs

NATIONAL
Series 222—132 Packs
CIGARETTE VENDORS

1962 MODELS

(Continued)

NATIONAL
Consoline 20—850 Packs

ROWE-AC SERVICES
Riviera—800 Packs

UNIMATCHCO
Carton Vender—684 Cartons
Equipped with dollar bill changer

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VENDO
Capacity 880 Packs

VENDO MACHINE MANUFACTURERS

1165 Elliott Ave,
Seattle, Washington
MI. PAUL HAWKINS
284 South Dearborn St.
Troy, Michigan
BILL HETZEN
2158 4th Avenue "D"
BILLOWS DIST. CO.
7311 California Ave.
San Antonio, Texas
DARLOR VENDING CO.
739 Brookeside Ave.
Pasadena, Calif.
FISSELLER AUTOMATEN A.G.
Hamburg-Wilhelmsburg 25
Zurich 19, Switzerland

CIGAROMAT
CIGAROMAT CORP.
1615 Wellington St.
(Philadelphia, Penna.)
(Cigar Vendors—Direct)

COAN
COAN MANUFACTURING CO.
500 West Lake St.
CHICAGO, ILLINOIS

(Corporate Salesmen and Distributors)

CONTINENTAL
CONTINENTAL-APCO, INC.
1270 Avenue of the Americas
New York, N.Y.

(Company Salesman)

DUGRIER
DUGRIER, ARTHUR H. DUGRIER, INC.
250 West 57th St.
NEW YORK, N.Y.

(Company Salesman and Distributors)

GARWOOD
GARWOOD GARWOOD METAL, INC.
321 North Louisiana St.
GARWOOD, NEW JERSEY

(Distributor List Available On Request)

GORETTA
ANDREW GORETTA & CO.
5209 Euclid Ave.
CLEVELAND, OHIO

(Direct From Factory, Retail)

GROCERETTE
GROCERETTE VENDING MACHINES, INC.
43 Atlantic Ave., Suite 7
LONG BEACH, CALIF.

(Cigar vendors—Company reps)

NATIONAL
NATIONAL VENDORS, INC.
(Subsidiary of Universal Match)
5535 Natural Bridge Ave.

(Company Salesman)

ROWE-AC
ROWE-AC SERVICES

(Div. of American Machine Corp.
of America)

18 south Michigan Avenue
CHICAGO, ILLINOIS

(See Rowe-AC Phonograph Distributor List,
page 23)

SEEBUG
THE SEEBUG SALES CORP.
1500 North Dayton St.
CHICAGO, ILLINOIS

(See Seebug Phonograph Distributor List,
page 24)

SHIPMAN
SHIPMAN MFG. CO.
1220 Grand Ave.
LOS ANGELES, CALIFORNIA

(Distributor List On Request)

UNIMATCHCO
UNIMATCHCO CORP.
(Div. of Universal Match)

1500 San Francisco Avenue
ST. LOUIS, MISSOURI

(Cigar Vendors—Company Reps)

VENDO
THE VENDO COMPANY
7400 East 12th St.
KANSAS CITY, MISSOURI

(Company Salesman)

Cash Box—August 11, 1962

PART III—Coin Machines

40
The new classic in cigarette merchandising
the "personalized"

RIVIERA

by Rowe

Outstanding Sales Features

• New "personalized" display panel plugs your location, creates interest, conversation.
• Your choice of five dramatic front panel colors: Turquoise, Spring Yellow, Tropic Orange, Twilight Black, Gold White, Charcoal Black or White cabinet colors.
• Sav-a-Match control button. Saves you money by cutting match costs as much as 30%.
• Increased capacity. 20 brands, 800 packs.
• New, easy-view instant action selection keyboard.
• Perfected Rowe mechanism, reinforced steel cabinet, accepts all combinations of coins.

MAKE NEWS—MAKE SALES!
WITH
RIVIERA

ROWE AC SERVICES
Division of Automatic Canteen Company of America
18 South Michigan Avenue, Chicago 3, Illinois
Continental Buys Five Operating Firms For $6 Million Annually

CHICAGO—Continental Vending Machine Corporation has acquired a group of five vending operations for more than $6 million, it was announced last week by Harold Roth, president of Continental. The company paid all cash above assumption of liabilities and no stock was involved in the transaction.

According to Roth, the new acquisitions have an approximate combined annual sales volume of $10 million. The operations are Coast to Coast Vending Corp. and Coast Automatic Vending Corp.

Cleveland Coin's Gold Increases Vending Sales

CLEVELAND—One of the prime reasons for Cleveland Coin Machine Exchange's increased volume is its new program, one-third of which is attributed to proxy Morris Glisser to vending, is the work of vending sales chief Ronald Gold, pictured below. The Dartmouth grad has had five years experience in the business and Glisser claims he's "an expert already." An attorney, an officer of the Good-Will Loan Corp. and a stockholder in the Cleveland Machine Corp., Gold "represents the type of individual our industry has badly needed—this youthful eye for a market will add much to our industry's future growth" according to Glisser.

Cash Box

VENDING NEWS

The Vending Machine Industry's Only Newsweekly

Wolff Tells West Coast Finance Group

Interstate Will Gross $61 Million

CHICAGO—A $61 million dollar 1962 consolidated sales volume for Interstate Vending Company was predicted by Ronald Wolff in a speech before the West Coast California Society of Financial Analysts last week.

In addition, another $8 million dollars in sales volume was represented by companies 50% owned by Interstate.

While final figures are not yet available, Wolff said, Interstate's 1962 earnings will be about $1.00 a share.

He stated that the recent market action of stock has had little effect on the company's long-range plans.

He stated that one of the company's most significant areas of growth in the future will be vending and mutual food services for hospitals, hotels, offices and institutions.

"This prospect opens up for us industrial plants and institutions with the advent of food service, management techniques and facilities available to operate profitably in areas that in the past were too remote for our organization."

In regard to this, he cited the recent development program Interstate has undertaken jointly with the Mobile Oil Company, which will provide for complete automated food service, sales volume for services throughout the country. He stated that Interstate will open a number of 142 service stations in the Mid-West beginning the first of next year.

About the same time, service stations and the like in the East and Midwest.

Another area in which Wolff foresees opportunity for growth is in providing food service for hospitals.

Wolff stated that Interstate through its comprehensive, integrated capabilities to attack all of these opportunities, the company's objective, he stated, is a sustained annual growth rate of 15%.

Interstate Vending Company is one of the three largest operators of vending machines, with a volume of over 70 vending and food service divisions and more than 3,000 employees in 23 states.

Shortly after it was founded 7 years ago, Interstate gained national recognition for introducing the first vending cigarette machine, to be followed by the vending food service equipment to brew and dispense fresh coffee.

The company's services fall into two broad categories—automated vending and mutual food service. Automatic vending services include the Brass Rail Automatic Restaurant, full-line vending, automatic service and the Perk-O-Fresh coffee service.

The manual food service includes the Brass Rail public restaurants, food and refreshment services in recreational areas, contract food management services for industries, hospitals and schools and in-flight catering.

The company went public in November, 1960. Interstate stock is currently being traded Over-The-Counter.

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In regard to this, he cited the recent development program Interstate has undertaken jointly with the Mobile Oil Company, which will provide for complete automated food service, sales volume for services throughout the country. He stated that Interstate will open a number of 142 service stations in the Mid-West beginning the first of next year.

About the same time, service stations and the like in the East and Midwest.

Another area in which Wolff foresees opportunity for growth is in providing food service for hospitals.

Wolff stated that Interstate through its comprehensive, integrated capabilities to attack all of these opportunities, the company's objective, he stated, is a sustained annual growth rate of 15%.

Interstate Vending Company is one of the three largest operators of vending machines, with a volume of over 70 vending and food service divisions and more than 3,000 employees in 23 states.

Shortly after it was founded 7 years ago, Interstate gained national recognition for introducing the first vending cigarette machine, to be followed by the vending food service equipment to brew and dispense fresh coffee.

The company's services fall into two broad categories—automated vending and mutual food service. Automatic vending services include the Brass Rail Automatic Restaurant, full-line vending, automatic service and the Perk-O-Fresh coffee service.

The manual food service includes the Brass Rail public restaurants, food and refreshment services in recreational areas, contract food management services for industries, hospitals and schools and in-flight catering.

The company went public in November, 1960. Interstate stock is currently being traded Over-The-Counter.

Cleveland Coin's Gold Increases Vending Sales

CLEVELAND—One of the prime reasons for Cleveland Coin Machine Exchange's increased volume is its new program, one-third of which is attributed to proxy Morris Glisser to vending, is the work of vending sales chief Ronald Gold, pictured below. The Dartmouth grad has had five years experience in the business and Glisser claims he's "an expert already." An attorney, an officer of the Good-Will Loan Corp. and a stockholder in the Cleveland Machine Corp., Gold "represents the type of individual our industry has badly needed—this youthful eye for a market will add much to our industry's future growth" according to Glisser.
VENDING MACHINE MFRS. AND TYPE EQUIPMENT PRODUCED

ACE CABINET CORP. (Division of United States Air Conditioning Corp.) 450 North Terrace Avenue Mountainview, New York Clothes dryers

ADAMS & WALLACE CO., INC. 7045 North Western Avenue Chicago, Illinois Drivens, dryers, washers, extractors, coin changes, laundry supplies

ALLEN ELECTRONICS, INC. 422 South Parkway Clifton, New Jersey Limsticks, perfume, comb, moth towelettes

AMERICAN AUTOMATIC ICE MACHINE CO. (Division of McQuay, Inc.) 7400 Broadwood, N.E. Minneapolis, Minnesota Ice

AMERICAN AUTO-LOCK COMPANY, INC. 410 Cottage Street Pawtucket, Rhode Island Toilet tanks

AMERICAN BICYCLES CORPORATION (Division of Delicate Corporation of America)717 Pine St. Camden, N.J. Bicycle parts

AMERICAN LOCKER COMPANY, INC. 211 Congress Street Boston, Mass. Lockers for checking parcels

AMERICAN SCALE MANUFACTURING COMPANY 3250 Grace Street, N.W. Washington 7, D.C. Scales

AMERICAN SCIENCE CENTER 5700 Northwest Highway Chicago 45, Illinois Telescopes

AMERICAN UNIVED CORPORATION 10 East 65th Street New York, New York Candy, floss, supplies

ATLAS METAL WORKS, INC. 815 Singleton Boulevard Dallas 2, Texas Bottled drinks, laundry

AUTOMATIC PRODUCTS COMPANY (Division of Cros-Given-Manufacturing Company) 301 Chestnut Street St. Louis 2, Mo. Cigarettes, component parts

AUTO-PHOTO COMPANY 3900 Central Avenue Los Angeles 11, Calif. Automatic photos, voice recordings

AUTO-POP MFG. CO., INC. 14 North Street Building St. Louis, Mo. Fresh popcorn corn

AVONCO (ADVANCE ENGINEERING COMPANY) 2472 University Avenue, S.E. Minneapolis 14, Minn. Instant coffee, tooth, can, food, tea, soup, coin changes, cold drinks

A.V.I. (Div. of Mosco-Material Corp.) 3777 Broadway New York, New York Laminating machines, contract work

BLACKSTONE CORPORATION 1111 Allen Street Jamestown, New York Washers

BOCK LAUNDRY MACHINE CO. 3400 Summit Street Toledo 11, Ohio Extractors

BOWLO-MATIC (Division of Automatic Bowl Manufacturing, Inc.) 332 Robbins Lane Everett, Long Island, New York Coin operated bowling pinsetters

K. G. BROWN MFG. CO., INC. Wickham Avenue Mastic, Long Island, New York Ice, heat, ice cream

C. G. MANUFACTURERS & DISTRIBUTORS, INC. 216 North Austin Dallas 2, Texas Laundry supplies

CANDYMAN COMPANY OF AMERICA 1512 Walnut Street Philadelphia 3, Pa. Candy, confectionary, gum, candy

CAVALIER CORPORATION 445 West First Street Chattanooga, Tenn. Drinks, canned & bottled

CIGAROMATIC CORPORATION OF AMERICA 1616 Walnut Street Philadelphia 3, Pa. Cigars, gum, candy

CIGAR-PACK VENDORS, INC. 1616 Walnut Street Philadelphia 3, Pa. Cigars

W. M. CHESLIEF MFG. COMPANY, INC. 321 South Flick Street Louisville 1, Ky. Clothes dryers

CLAYMAN-PERRI CORPORATION 360 Cottage Street Lawrence, Mass. Fresh brew and coffee

CLEAN-A-MAT CORPORATION OF AMERICA P.O. Box 301 Station J Toledo 14, Ohio Dryers, washers, dryers

CISCO CORPORATION (Division of Textron, Incorporated) 603 Third Avenue New York 22, N.Y. Dryers, washers, dryers

COIN MANUFACTURING CO. 2578 Colman Street Madison 8, Wis. Candy, gum, cigarettes, instant coffee, hot chocolate, soup

COFFEE-MAT CORPORATION 1473 Columbus Street Elizabeth, N.J. Single cup fresh brew coffee, hot chocolate, soup

COFFEE TIME MFG. CO. 5756 North Lagoon Portland 17, Ore. Cigars

COFFEE TIME OF AMERICA INC. 314 South 12th Street Omaha, Neb. Fresh brew, pastray, hot can, candy, popcor, soup

COIN ACCEPTORS, INC. 571 Hareford Street St. Louis 10, Mo. Currency and coin changes, components

COIN-CLEAN, INC. 315 American Building Baltimore 2, Md. Dryers

COLE VENDING INDUSTRIES, INC. 505 West Lake Street Chicago 6, II. Fresh brew, instant coffee, hot chocolate, soup, tea, mild and canned soft drinks, milk shakes, spreads, coin operated popguns, food, clips, candy, components

COLMA, INC. 70 Pendimont Street Westminster 10, Mass. Colgate spray, lotions, supplies products

CONTINENTAL-APCO, INC. (Subsidiary of Continental Vending Machine Corp.) 227 Avenue of the Americas New York 10, N.Y. Personal, premix drinks, fresh brew-instant coffee, coffee, tea, pop, carbonated water, cream, milk, milk food, milk, single cup brew, currency changer

CONTINENTAL MANUFACTURING CO., INC. 314 South Flinthigh Dallas 26, Texas Execlence equipment

CONTINENTAL PRODUCTS INC. 667 East River Drive Temple Terrace Tampa, Fla. Pens, hairdryers

COOK MACHINERY CO., INC. 4930 South Flinthigh Dallas 26, Texas Clothes washers

5 REASONS WHY YOU SHOULD BE A GIEPEN DISTRIBUTOR:

1. NO SERVICE—The Giepen Machines are 100% Guaranteed —tested and proven for two years.

2. LOW SELLING PRICE—Operators pay only $345 for a coffee vender that looks like a large fresh-brew machine costing $1500. You have a good margin of profit and yet operators can afford your new machine.

3. REPEAT BUSINESS—The steady sale of vending supplies—name brand products like Maxwell House Coffee and Soups, Johnson Chocolate, Romanoff Soups—is steady income, yet there’s no spoilage, no sanitation problems, no inventory losses. Everything is instant.

4. BIG PROFIT POTENTIAL FOR OPERATORS—Operators can do business with the “poor” locations because the small-traffic areas pay big profits. No big investment, no maintenance cost, no high priced servicemen. It’s like operating cigarettes, but more profitable.

5. VERSATILE—The Giepen machine is adaptable to coffee, hot chocolate, soup, tea, the new Cinch Instant-Shine—sinks, offices, wherever people congregate are good locations.

MODEL G.A. “400”

- 6 columns — 65-70 packages to each column — holds a variety of 400 pkgs.
- Positive push-pull dispensing mechanism
- Trouble-free 4-cup cup dispenser, no shifting
- Overall dimensions—9 x 26 x 14” of special heat resistant glass holds more than 3 gallons
- 500 watt heater, 110 volt immersion heater by G.E.
- Constant thermostat via thermostat (range 100 to 212 degrees F)
- Water supply automatically timed and adjustable
- Full access through full length doors

MODEL U-MIX “100”

- 3 columns — 30-38 pkgs. — each column holds up to 114 pkgs.
- Positive push-pull dispensing mechanism
- Trouble-free cup dispenser
- Reliable coin mechanism, slug rejector
- Full length door permits easy servicing
- Faucet features Tomlinson stay-cool non-drip nylons
- Some water heater and control features as Model “400” (above)
- Optional—continuous water-line hook-up

Talk about new locations! Here’s what MOBIL OIL COMPANY says about Giepen and its profit potential for service stations:

“... contact each of the training instructors at the following five (5) Mobil Service Stations and arrange for placement of your machines... We think the results of this program will prove most beneficial to our Mobil Dealer Organization. ...” (Above letter to Giepen offices available on request)

CALL US TODAY FOR FURTHER INFORMATION

GIEPEN ASSOCIATES, INC. 8538 W. Grand Avenue, River Grove, Illinois
This is the famous Continental "30" — the world's most versatile cigarette salesman. Lets you sell as many brands as you want. Lets you stock up to 830 packs if you need to. The industry's most distinguished salesman. Its handsomely designed cabinet comes in a wide variety of colors, wood grains and vinyl finishes. Features Push-A-Pak Selector Buttons and illuminated coin-entry plate. And inside... the industry's most advanced mechanism, for guaranteed service-free performance. The Continental "30" is now on thousands of locations all over the country, building profits 2 ways: 1) increasing volume, and 2) reducing service costs. Put this super-salesman to work for your locations.

CONTINENTAL-APCO INC.
THE WORLD'S FOREMOST PIONEERS OF AUTOMATIC VENDING EQUIPMENT
A Division of Continental Vending Machine Corp.
1270 Avenue of the Americas (Rockefeller Center), New York 20, N. Y. Plaza 7-3123

AND COMING SOON! New Autotronic Dari Shoppe ■ New Autotronic Single-Cup Brewed CoffeeShoppe ■ New Autotronic All-Purpose Vendor for both hot and cold service ■ New Autotronic Candy Shoppe ■ New Autotronic Pastry Shoppe ■ New Autotronic Dollar and Five-Dollar Bill Changer
Gloster Introns Cold Drink Machine, Vends Toys From Pastry Units

LONDON—Gloster Equipment Ltd. (member of the Hawker-Siddeley Group) have just introduced a new refrigerated automatic vending machine to cater for the current demand for an ‘ice-cold cup’ beverage vendor — the Gloster VM 43. The machine is similar in construction to the VM 26 ‘hot beverage’ vendor except that the heater has been replaced by a ¾ h.p. Prestcold refrigeration unit. The VM 43 has a capacity of 300-2.7 oz. cups. The machine, which offers four selections, has been designed to fit into the comprehensive range of Gloster equipment for retail trade and individually in any environment.

Another new machine is the Gloster carton vendor VM 55/37—a two-selection automatic vendor for both indoor and outdoor sites. It holds a total of 120 half-pint cartons; 60 cartons per selected drink.

Both machines will be on show at the International Factory Equipment Exhibition to be held at Manchester from September 19th-28th.

Proving a great success at seaside resorts this summer is the Automatic Gift Shop. Basically, it is a Gloster VM 43 automatic vendor, which has been redesigned as a gift vendor for children, compartments taking such commodities as dolls, model cars, compasses etc. The machine has the advantage of a clearly shopping window which shows the gifts to the best advantage; the vendor can be loaded very quickly and the compartments can be quickly adjusted to vend at either 6d or 1/2d.

VENDING MACHINE MFRS., TYPE EQUIPMENT PRODUCED

President Of Britain’s “N.A.M.A.” Surveys 33 Years On The Vending Scene

It is an honour to be a member of the Automatic Vending Machine Association. Its object has been to free those dedicated to a career of tremendous variety and excitement. It has been the experience of the group who have come into Automatic Vending to be stimulated by the rapid changes and developments on all the sides of the industry. There appears to be no limit to the inventiveness of designers and manufacturers. New ideas constantly come from the drawing boards and prototypes roll from the factory with enthusiasm. Als, not all survive the expert scrutiny, some linger and fade, and many more are rejected at their first experiments. Gimmicks and Gadgets abound.

Numerous are those who have rushed into the world of new ideas, some from the arena where only the prudent remain. ‘Prudence and Adventure’ could well be the motto of our industry. Nevertheless, those who have come and gone are richer in experience if noorier in pocket. Any slight contact with our activities gives a stirring thought that is unique in the world of commerce —the importance of the vending machine in an industry.

The automatic Vending Machine Association—the United Kingdom version of the N.A.M.A. has been in existence since 1929. In all thirty three years it has sought to protect the public and the trade from misrepresentation and suspicion. Its code of ethics sets a high standard of integrity among its members. A voluntary code of hygiene far and away exceeds the maximum requirements of Public Health Authorities and a jealous association. It has supported its members through the Law Courts by voluntary contribution to the costs. It has demonstrated its soliarity on Government Commissions and Industry Boards. Right now it is advising the committee reporting on a change to decimal coinage. Meetings are fully attended. Hot issues, such as lung cancer are freely discussed at its deliberations. It is one of the liveliest and most active trade associations in Great Britain. Its future plans and developments are open for any ‘Blue sky’ activities. Its strength and power are ever on the upgrade.

It is this general growth of the population that is ‘not to do’ kicks the ‘daylights’ out of a machine, hitting the hand that plants more and more Britons each year.

We urge that the services of vending machines be used and not abused and that the term “slot machine” be dropped in favour of the more dignified and correct nomenclature. Vandalism isa on the wave. New citizens demand the advantages of automatic vending, buy from them and appreciate the service.

The European Common Market is a common topic. Million more will benefit from the skill and integrity of British manufacture. Easy and positive introduction of British goods will be made from skillfully sited automatic vending machines. Pasta, Schnitzel, Smorebrod, Viandis and Saurkraut will be new and bewildering names in the minds of the members of the Association in the forward march to conquer fresh fields.

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coffee vending profits depend upon...

**QUALITY**

**DEPENDABILITY**

**SERVICEABILITY**

**COMPLETENESS**

and most important of all...

**A GOOD CUP OF COFFEE!**

SINGLE CUP FRESH BREW COFFEE VENDOR

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

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

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

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

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

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

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

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

Name__________________________________________
Address________________________________________________________________________
City_________ Zone_________ State_________
New "Hard-Cote" Finish Extends Playboard Life to an All-Time High!

D. Gottlieb & Co.
1140-50 N. Kostner Avenue • Chicago, IL

It's Always Profitable to Operate Gottlieb Games!

New "Cover Girls" Skill Features

6 WHITE ROLLERS LIGHT TOP ROW OF "Cover Girls" in Light Box
6 RED ROLLERS LIGHT LOWER ROW OF "Cover Girls" in Light Box

TOP CENTER ROLLER LIGHTS NEW "SPLIT TARGET"

See these features demonstrated at your distributor:

• Lighting upper or lower row of "Cover Girls" scores special.
• Lighting all "Cover Girls" lights side holes for 1, 2 or 3 specials.
• When split target is lit, red half spots red rollovers and lights corresponding "Cover Girls". White half spots white rollovers and "Cover Girls."
• Rotating light pop bumpers score 10 points when lit.
• Match feature.
• Sparkling stainless cabinet trim.

GAMES ★ MUSIC ★ ARCADE EQUIPMENT ★ Check BANNER FIRST!

BANNER SPECIALTY COMPANY

1641 N. Broad Street
Philadelphia, PA 19103

Specials

Bally:
- Can Cans
- Bikinis
- Circus Queens
- Acapulcos
- Bally Bowlers 16 ft.
- Champion Horse '62 models

Gottlieb:
- Alohas 2-player
- Flipper Fair

Williams:
- Reserve

NEW ORLEANS NOVELTY COMPANY

1055 Dryades Street
New Orleans, Louisiana
Tel: 529-7221

Illustration Index

Games:
- 8, 9, 12, 13, 14
- 15, 16, 17, 18
- 19, 20, 21

Cigarettes:
- 59, 60

Distributor Lists Appear

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SPECIALS

CASH REGISTERS ARE FOR SALES NOT FOR CHANGE

1, 2, 3, 4, 5 or 6 BARREL

ANY DENOMINATION

Your answer to any coin changing problem! Each barrel interchangeable and replaceable! Pays out any coin combination you desire! Lighting fast... the most versatile changer on the market today!

HANDY "ORGANIZER"

Pen and pad in base for easy notes

THE DIFFERENCE IN BILLOTTA EQUIPMENT IS JUST FIFTY-CENTS!

The BUTTON Does All The Work On The WURLITZER

Double, Triple, Your Collections, Instantly!

THE 50¢ CHANGEMAKER!

IMMEDIATE DELIVERY!

SPECIALS

CAN CANS $800.00
Bikinis $700.00
Circus Queens $775.00
Acapulcos $545.00
Bally Bowlers 16 ft. $675.00
Champion Horse '62 models $585.00

Gottlieb:
- Alohas 2-player $390.00
- Flipper Fair $285.00

Williams:
- Reserve $285.00

NEW ORLEANS NOVELTY COMPANY

1055 Dryades Street
New Orleans, Louisiana
Tel: 529-7221

MARMATIC SALES INCORPORATED

1009 East Baltimore Street
Baltimore, Maryland

THE TTT BUTTON! Ten Top Tunes 50¢

THE TTT BUTTON! Ten Top Tunes 50¢

GAMES ★ MUSIC ★ ARCADE EQUIPMENT ★

Check BANNER FIRST!

BANNER SPECIALTY COMPANY

1641 N. Broad Street
Philadelphia, PA 19103

EXCLUSIVE UNITED MFG. CO. DISTRIBUTORS

SPECIALS

Bally:
- Can Cans
- Bikinis
- Circus Queens
- Acapulcos
- Bally Bowlers 16 ft.
- Champion Horse '62 models

Gottlieb:
- Alohas 2-player
- Flipper Fair

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The BUTTON Does All The Work On The WURLITZER

Double, Triple, Your Collections, Instantly!

THE 50¢ CHANGEMAKER!

IMMEDIATE DELIVERY!
MFLS. NEW EQUIPMENT CURRENTLY IN PRODUCTION

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

AMC, INC.
CONTINENTAL 2-200 STEREOound #2 with Auto- 
Cable 2500, 4000 Sol. Monorail or 
2000 Coll. Monorail

BALLY MFG. CO.
Golden Gate (Bingo) (6/2) $480
Lido (Bingo) $1,250
Super Shuffle $375

BLOWHIS, INC.
Long Range Rifle Game $165
Cold Crown (3/2) $250
All-Star Goale

BROMBERRY, INC.
Martin Model 30" x 30" x 1000)

Coca-Cola.

FISCHER SALES & MFG. CO.

FISHER & M. CO.

GOTTLET & CO.

GAYE KING, INC.

GUMBIE CO.

H. J. KEENEE & CO. INC.

JAMIE'S BURGERS

LIEBER Communications

MISCELLANEOUS

MISCELLANEOUS—Lamps available to vending machine operators, dealers and 
manufacturers or in lots to locations, PHARES ASSOCI.

MISCELLANEOUS—Burglar Alarm for com-
mercial or industrial use, varying in price from $75 to $300, in various 
emergencies, installed quickly. Power alarm, push button, or buzz with 
prices to distributors, HOME SECURITY 
SISTEM, 5800 Broad St., PHILADELPHIA 22, Pa.

MISCELLANEOUS—Identify your equipment with hanging Red 4"x6" 
banner, 50¢ each, 100¢ for 5, 30¢ for 100. Separate devices are available. 
10¢ to 45¢, 50¢ to 100¢. Additional prices are: $1.25 for 100, $2.50 for 
1000, $5.00 for 1000, $10.00 for 1000, $25.00 for 1000, $100.00 for 1000.

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1000, $5.00 for 1000, $10.00 for 1000, $25.00 for 1000, $100.00 for 1000.
THE "THREE-IN-ONE" PHONOGRAPH THAT FITS EVERY LOCATION

PLAYS 200

160

100

NEW Rowe AMi PHONOGRAPHS

Smart. Sophisticated. And it works for you in every location! The new Rowe AMi lets you program 200, 160 or 100 quickly, easily.

So many new features to work for you! Modern and moving color, Self contained Stereo Round* . . . Top Talent Tune programming with adjacent title strips (Your Rowe AMi distributor has display albums and 7-inch 33½ stereo singles) . . . Backlighted full-width location identification . . . New easy-select keyboard . . . New "now playing" record indicator . . . New 33 1/3 Automix . . . New front access and a host of other new design and engineering features.

Available now from your Rowe AMi distributor!

ROWE AC SERVICES
DIVISION OF AUTOMATIC CANTEEN COMPANY OF AMERICA
18 S. Michigan Ave., Chicago 3, Illinois

Cash Box—August 11, 1962
In 1933 Wurlitzer produced its first coin-operated phonograph. Designated the P-10, it offered ten selections for a nickel a tune. Thus began the popularity of a mode of entertainment which has reached global proportions. Now in mid-1962 Wurlitzer has built its half-millionth phonograph and acknowledges proudly that it has the confidence of music operators which has made possible this continuing success.

Today's Model 2600 offers 200 selections, produces high fidelity stereophonic music, accepts all coins, and features, not a tune for a nickel, but half-dollar play with the Wurlitzer exclusive—10 TOP TUNES FOR A 50c COIN AT A PRESS OF A SINGLE BUTTON. Exclusive of the war years Wurlitzer has averaged over 20,000 phonographs a year for 28 years. Each has been a tuneful symbol of Wurlitzer leadership. All have brought enjoyment to listeners and honor to a name that means music to millions throughout the world.

THE WURLITZER COMPANY • 106 YEARS OF MUSICAL EXPERIENCE • NORTH TONAWANDA, N. Y.
UNITED’S SAHARA BOWLING ALLEY

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

FLASH SCORING
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
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