With an almost unbelievable record of smash hits in the publishing and producing fields, Aldon Music's Donny Kirshner and Al Nevins (left) this year debuted Dimension records, their own label and with their first release came up with a million seller in "Locomotion," a teen smash by Little Eva, the youngster in the foreground. The disk as penned and produced by Gerry Goffin and Carole King (right). Miss King is now a disk star in her own right as a result of her current Dimension click "It Might As Well Rain Until September." It was Carole who brought Little Eva to Dimension—Eva having been her baby sitter for quite some time. Little Eva's first LP, also dubbed "Locomotion," ships this week. The N-K troupe travelled up to Freedomland, N. Y. amusement park, to get the ideal setting for their family portrait.
YOU'RE LOSING MONEY

if you're not selling

Don't You Believe It
Andy Williams (4-42523)

Little Black Book
Jimmy Dean (4-42529)

I Left My Heart
In San Francisco
Tony Bennett (4-42332)

Hully Gully Guitar
Jerry Reed (4-42533)

Montreal
Johnny Williams (4-42516)

Columbia Singles Sell
With the exodus from resorts to home ground all but complete and with the television re-run season nearing its long awaited conclusion, TV will again begin to play a major role in the entertainment habits of the American public.

Last year television had a major effect on the record industry and played a very important role in the development of some of our most promising young talent. The '61-'62 season saw Shelley Fabares and Paul Petersen of the Donna Reed Show hit big on singles. George Maharis proved to be a gifted vocalist as well as a strong record seller in both the singles and album fields. And his show, "Route 66" produced the steady selling single of the same name by Nelson Riddle. Television's medical profession turned out two singing doctors who proved to be as capable in the vocal department as they are in the TV field of surgery. Richard Chamberlain made his own "Kildare" theme a national favorite and Vincent Edwards of "Ben Casey" fame had a top selling LP of his own. Maestro Valjean used the "Ben Casey" theme to give the industry a big selling instrumental. And Duane Eddy used his twangy guitar to kick up some dust with the "Ballad Of Paladin."

Johnny Crawford, a favorite of "The Rifleman," developed into a top teen personality this year as did Joanie Sommers, the Pepsi girl heard on so many TV commercials. TV veterans who got their start via the "tube" such as Rick Nelson, Andy Williams, Connie Stevens, Steve Lawrence and Eydie Gorme continue to be important personalities of the record world in both the singles and album fields.

Television was also directly responsible for the sale of the "Julie And Carol At Carnegie Hall" LP featuring Julie Andrews and Carol Burnett.

One of the bright spots of the Summer season is the revived hour-long version of "Talent Scouts," a show which it is reported will continue into the Fall and perhaps through the entire year. The show has been exposing some excellent professional talent and could be responsible for many of our future stars.

The new season begins in a matter of weeks and many A & R execs are already scouting the vocal ability of many young stars who should be the idols of the '62-'63 TV season. Tied with the premier of the Fall season are a number of new TV theme LP's which many of the companies have included in their September release.

It'll be interesting to see what emanates from the new TV year. If it's only as successful as the past season, it'll be another banner year for records from video.
Bobby (Boris) Pickett and The Crypt Kickers

MONSTER MASH 44167
GARPAX RECORDS

THE FLARES
MAKE IT BE ME 2803
PRESS RECORDS

THE CASTLE SISTERS
ARE YOU HAPPY NOW, MOTHER 7509
TERRACE RECORDS

Jimmy Sweeney
SHE WEARS MY RING 1101
Buckley RECORDS

The First Platoon
PHYSICAL FITNESS PAYS? 3303
S.P.Q.R. RECORDS

ROY ORBISON
WORKIN' FOR THE MAN B/W LEAH
2055
JIMMY SOUL
MY BABY LOVES TO BOWL B/W
GUESS THINGS HAPPEN THAT WAY
S.P.Q.R. RECORDS

Big Sam
ANYMORE 8301
Tribe RECORDS

Mike Settle and The Settlers
SING HALLELUJAH 1001
Folk Song

JOE TEX
MEET ME IN CHURCH 3007
Dial RECORDS

The Big 12
from the hit happy

Now being distributed by
THE AMERICAN LONDON GROUP

Breakout in Milwaukee, plus
early calls in Minneapolis
Paul Stephan
I FOUGHT THE LAW 15003
CITATION RECORDS

Successfully tested in Louisville—
No. 1
Cosmo
SWEETHEART, PLEASE DON'T GO 789
TILT RECORDS

Starting on West Coast,
Milwaukee and Detroit
Cynthia Pepper
A FIRST TIME LOVE 8651

The hit instrumental version
Burt Farber
WHAT KIND OF FOOL AM I 8652

Cash Box—September 15, 1962
Ray Charles Leads ABC-Par To Record Sales Year, Clark Reports

NEW YORK—1962 is already the biggest sales year in the history of ABC-Paramount Records, and the success of Ray Charles is the most important factor in this achievement, proxy Sam Clark reported last week. Based on the sales figures for ABC-Par to date this year—not including income from its wholly-owned sub-sids, Grand Award, Command and Westminster—Clark estimated that the label's net sales for Jan. through Aug. would be in excess of $6 million.

Charles' status in ABC-Par's sales picture is based on his exceptional LP and singles sales, including an LP, "Modern Sounds in Country & Western Music," that has earned the label its first gold record LP, and a million-selling single, "I Can't Stop Loving You." Clark pointed to other disks contributing to the firm's record sales showing. These included Tommy Roe's "Shelia," Brian Hyland's "Boiled With A Kiss" by Claudine Clark (on ABC-Par-banked Chandler Records), "Gypsy Woman" by The Impressions and "Smokey" by Frankie Avalon (also Chandler).

"Releases on ABC-Paramount and affiliated labels have this year shown up in greater volume, climbed faster, and landed higher on the charts than any other in our history," declared Clark.

Strong LP product reported by the firm has included such items as other Charles' LP's, including "Ray Charles—Greatest Hits," two LP's by Paul Anka, "Diana" and the third volume of his "Big 15," a comedy LP, "Hello, Derry," by Allen & Rossi; and all of the jazz items on the label's jazz outlet, Impulse!

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AF Fall LP Deal; 8 New LP's Bow

NEW YORK—Audio Fidelity Records has a 15% discount on its entire LP catalog in a Fall program that also includes the release of eight new albums, whose drop dates Oct. 9, will be backed by a concentrated consumer ad campaign as well as free displays and other aids for dealers.

The program includes two issues in the label's Sound Effects Series, "Sound Effects, U.S. Air Force Fire Power," cut live at the Air Force Base at a special demonstration for dealers, and "Stereo Spectacular Demonstration & Sound Effects," which includes demonstrations of stereo techniques, sound effects and music excerpts from the AF catalog.

The other albums are: Oscar Brand's "Bawdy Song Sing-A-Long;" "Great Movie Theme Songs," by Puleo & His Harmonica Gang; "Fabulous Eddie Osborn at the Baldwin Organ;" "Hit Broadway Musicals, with new Rheims, to be released in Jan., as a follow-up to the traditional Xmas label. Allied is presently setting up nationalization promotion, and the label's merchandising activities are being handled by tripod.

Coral Releasing "New" Holly Tapes

NEW YORK—Fans of the late Buddy Holly will be hearing sessions by the late rock star never before available. Leonard W. Schneider, exec veep of Coral Records, has announced that Coral, on which Holly made-their debut in 1957, will release Holly tapes as a result of an agreement between the label, Maria Elena Diaz Hernandez, Holly's widow; her parents; and Mimi Polly, his personal manager.

First sides under the deal, "Reminiscing" and "Wait Till the Sun Shines Nellie," have been released, with action reported by the diskery in Dallas, Milwaukee, Birmingham, Detroit, Boston and Hartford.

The disk is set for release this week (10) in England and soon after will be released in all other foreign markets.

The label says that Holly's catalog of five albums, four on Coral and one on Decca, have maintained a "high level" of sales since the years following the fatal plane crash in 1959 that took his life, and the lives of two other rock stars, Richie Valens and J. P. (Big Bopper) Richardson.

Decca Declares Dividend

NEW YORK—Directors of Decca Records last week declared a regular quarterly dividend of 30c per share on the firm's capital stock, payable Sept. 28, to stockholders of record Sept. 17, 1962.

Sinatra Film Single Issued Before Shooting Starts

NEW YORK—In an unusual move, Reprise Records released a 45-RPM single of Frank Sinatra's disking of a tune from a new Sinatra-starred film that goes before the cameras this week (10). The title is "Sunny" from the upcoming "Listen, My Heart in San Francisco," which has been getting attention via a Tony Bennett (Columbia) outing.

Command Bows New LP's At N.Y. Demonstration

NEW YORK—Command Records, at a demonstration and meeting for its distributors, announced last week that it will introduce three new albums, which will be released shortly.

Held at the Fine Studios in the Great Northern Hotel in New York, the Command demonstration was hosted by Enoch Light, head of Command, and Loren Becker, sales manager of the firm, who opened the meeting with a brief resumé of the record's activities since its inception three years ago, stressing the fact that 16 out of 15 albums released by Command have been best sellers.

Light continued the demonstration by playing excerpts from the three new releases, "Enoch Light and His Orchestra at Carnegie Hall Play the Music of Irving Berlin," "Beethoven's Symphony No. 4 and Lenore Overture," William Stout, pianist; Pittsburgh Symphony, and "Carouse" with Robert Peters, Alfred Drake, and Clara Mae Turner, with the orchestra conducted by Jay Blackton.

Light began with Berlin's "Top Hat, White Tie, and Tails," illustrating the Berlin's "Alexander's Ragtime Band" and "This is the Army Mr. Jones." After playing the finale of the Bernstein work, "Amazui," he played from the "Carousel!" LP featuring solos by the principals. All of the excerpts played received enthusiastic applause, with "Carousel" receiving a special ovation for the finale of "Carousel."

The guest of honor at the demonstration was Robert Peters, who was introduced to the gathering by Enoch Light.

Ryan Named To Head Purchasing At Columbia

NEW YORK—Columbia Records has appointed John F. Ryan director of purchasing, Albert B. Earl, vice president, purchasing, announced. Ryan will be a member of the operations management group and will report directly to Earl.

Ryan's responsibilities include the establishment, implementation and monitoring of Columbia's national purchasing policies, systems and procedures. Prior to joining Columbia, Ryan was with CBS Electronics for 17 years, during which time he had operated in positions in purchasing, material controls and accounting.

Darin Set For Big 1-Month Tour Abroad

NEW YORK—Bobby Darin has agreed to a month-long tour of the Far East, the Orient and 12 European cities, leaving Nov. 1 on the first leg of the tour.

Shortly before he departs, the star, newly-pacted to Capitol Records, will guest on the Sing along With Eddy Arnold Show and the Bob Hope Show, which will be aired, via video tape, on Nov. 11 and 29, respectively.

Chicago Sound Fair. A Consumer Attraction, On Again In '63

Of interest to the trade was a sharp speech by Gordon McLendon, president of the McLendon broadcasting group, in which he declared that Federal Communications Commission (FCC) requirements that every radio station devote time to discussion, education, or music of local interest "defies all laws of free enterprise and throttles radio.

McLendon spoke to a group of radio execs at a business dinner in Chicago.

I submit that the restrictions of programming should be abolished since they related to decency, gambling, or public order. I submit that the restrictions on commercial content should be similarly abandoned.

I submit that all-station programming should be allowed to broadcast nothing but commercials if they so wish in the same fashion as a shopping mall or a newspaper editorial section. I submit that there is no place for such a station the people will not listen and the station will then exist."

McLendon concluded his speech by noting that a station, in applying for a renewal of its license, be required to submit a plan for programming embodying two points: community need; new ideas contributed by the station to radio during the license period.

Thelonious Monk Inc Exclusively Columbia Pact

NEW YORK—Columbia has signed jazz pianist Thelonious Monk to an exclusive recording contract, according to David Kapralik, director of popular A&R in the east.

"Thelonious Monk is one of the outstanding artists of our time," stated Kapralik. "Both as composer and performer, his influence ranges over the entire field of modern jazz, and one of signing Thelonious Monk into our fold really completes the group and adds a little color to the catalog."

The exec continued, "creates a major addition to Columbia's jazz roster which already includes such artists as Dave Brubeck, Miles Davis, Duke Ellington, J. J. Johnson and Andre Previn."

Monk's first LP for Columbia will be "Monk's Own," and the LP, 12-inch 30-minute disc, will be produced by Teo Macero.

Born October 10, 1920 in North Carolina, Thelonious Monk grew up in New York City. Although he had a small amount of musical instruction as a child, he is basically self-taught as a pianist and composer. He first achieved prominence in the early 1950's with his association with such musicians as Charlie Parker, Dizzy Gillespie, Charlie Christian and Kenny Clarke, and he is currently involved in the development of the bop movement. In recent years he has ranked consistently in the forefront of modern jazz musicians, and many of his compositions have become standards.

Ellis Exits A&R At Victor; Stays As Artist

NEW YORK—Ray Ellis is leaving his post as a pop A&R producer at RCA Victor Records, Cash Box has learned. It's understood that he will remain with Victor as an artist, but will be free to do indie disk producing.

Ellis joined Victor a-year-and-a-half ago after serving in similar capacities with the MGM and Columbia labels.

Chas. O'Connell Dead; Former RCA Red Seal Head

NEW YORK—Charles O'Connell, formerly director of classical music at RCA Victor Records, where he helped develop the label's famous Red Seal catalog, died Fri., Aug. 8 of a heart attack in Philadelphia at the age of 62. He was with RCA from the late 30's to 1964.

O'Connell, who was the writer of three books, including "The Other Side of the Record," also did stints as a music critic on "The N.Y. Times Magazine." He worked with such notable performers as Arturo Toscanini, Leonard Stravinsky and other artists.

McGull Brings 'Ramblin' Rose' Abroad

NEW YORK—'Ramblin' Rose,' Nat King Cole's biggest singles hit in years, will be 'ramblin' on an international tour, RCA Victor announced. It was made by publisher Ivan McGull and Jack Gale, president of Swove Music, publisher of the tune.

The English version of "Ramblin' Rose," will be a Top 10 favorite in Britain, according to McGull.雁

Colpix Execs Meet Distribrs In 3 Cities

LOS ANGELES—Jerry Raker, general manager of Colpix Records, and staff members of the label met with a number of influential Canadian distributors and ending in Chicago the following day.

Starting in New York on Wed. (5), Raker accompanied by Joe Snyder, Allan Adler, promoter; Joe Johnson, promotion manager; and Alan Petkus, director of the label's sales to handle international relations for the companies.

The Colpix staff introduced and presented the albums in the company's Big 15 Fall Plan and reviewed several Colpix promo items, plus the company's current and future releases, and some that are forthcoming.

In addition to talks from the label's point of view, there were also discussions from Columbia Pictures (current company), Jones Rosenfeld, vice president in charge of advertising and publicity, in New York; Jack Taslon, midwestern field exploitation manager for Colpix in Chicago; Jerry Talmadge, director of Columbia's studio, and Jenie Taps, director of Colpix in Los Angeles.

The company personnel stressed the emphasis that will be placed on cross-promotional tie-ins between the labels and the promotional and label records. Some of the promotion efforts and plans involving, "Dambm the Defiant."

"Rambin' Rose."

The staff was pleased with the success of the album. Colpix has achieved a new record label image in the downtown area, and all future merchandising from Colpix will have a new and consistent image and all confusion between. The label has been designed and is utilized in a background manner under the Colpix logo. The new label identification is a film strip with the well-known "Colpix" logo in the center and the right side of the strip. The issuing of 15 packages of Colpix singles 7" x 7" most ambitious project to date.

Raker also stressed the duty of each Colpix distri to get the idea of the company to the distributor before the release. He discussed the signing of new artists and the efforts that are in progress to build Colpix label. Distributor meetings in New York, Chicago, and Los Angeles, the three cities being highly encouraging.

One of the sales incentives for distributors to jump on board Colpix before the release was the sessions was that Colpix will award S&H Green Stamps to those salesmen achieving certain quotas.

The sessions resulted in the following:

- 20 staples in the "200" kiddie series
- 20 stamps in the "400" regular series
- 44 stamps in the "400" regular series
- 500" exclusive series
- 28 stamps for each album in the "500" stereo sound series

For producer promotion

men, similar to that for salesmen, was also announced.

USA's Fall Product Strong On Flick Dates

NEW YORK—United Artists Records will feature three major flick soundtracks in its Fall releases, the strongest single release of screen music in its history.

Included are the complete tracks from "Phaedra," featuring Bob Fosse and directed by Jules Dassin of "Never On Sunday" fame, and "Three Swept Away" with Shirley MacLaine and Robert Mitchum with music in the Oscar nominated and the big Christmas road show, "Taras Bulba" starring Tony Curtis and directed by Andrew Vroman.

In each instance, UA puxy Art Tal- madge, said, outstanding composers have been commissioned to do the "Phaedra" music by M. Tho- maz, and "Three Swept Away" music by Mike D'Ambrosio inspired by the Greek. The "Two For The See-Saw" music was written by Andre Previn, and is set for the spectacular "Taras Bulba" was composed by Franz Waxman.

In addition to the three soundtracks albums, Talmadge said, at least one other album featuring music from "Taras Bulba," which singer from all three albums are also scheduled. Gus Vali, who has been starred in a series of albums featuring "Phaedra," theme, while Mel Torme, who was featured on UA with a single singing the theme from "Never On Sunday" also sings the "Phaedra" theme on the Sound Track.

UA, which has come up with a strong track record over the past few months, will continue to place an even greater deal of concentration in this area, Talmadge said. Nige Clark, who, as president, who serves as liaison with the parent film company, and currently works on films due for release during 1963, Talmadge stated, that UA's recorded music staffs and the creative efforts of the film company constantly to coordinate the activities of the two in the music field. In addition, Tal- madge added that UA had a new constant contact with Mike Stewart, recently appointed voice-actor in charge of UA's vast publishing activities, to effect a complete coordination of all facets of the UA music activities.

"Through the closely-linked relation, Talmadge said, "we have been able to coordinate music and recording activities with the picture releases so that every phase of the United Artists releases, whether in the current set-up, the one which we have been so successful with for the past two years, Weber is in constant contact with the film company, sitting in on all meetings that concern our product and coordinating release of records so that they can best promote the picture. Our purpose, to help the recording industry and to best help the records, albums and singles alike."

Price of Products Tax Deductible?

NEW YORK—Under certain conditions, companies can use payola they gave to deejays before Dec. 9, 1959— the date the FTC ruled payola as a violation of the Federal law—as a business deduction.

The Internal Revenue Service has just announced that such payola payments can be claimed as a deductible expense because they were in violation of expressed Federal policy.

However, the payola must be allowed in individual cases if two conditions are met. The conditions: the payments didn't violate a state's law; and the company tells the IRS who received the payments.
Vince Everett

Record Reviews

Cash Box

B+ very good
B good
C+ fair
C mediocre

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

Vince Everett

ABC-Paramount 10360

(4) "I AIN'T GONNA BE YOU DOWN (DOG NO MORE)" [Hall & Range BMI—Branden, Davison]

(4) "I'M NOT GOING TO LET YOU GET AWAY FROM ME" [Hall & Range BMI—Branden, Davison]

Theme of an old folk song is tailored for the teen crowd in this joyful blues number. "I'M NOT GOING TO LET YOU GET AWAY FROM ME" is a rural folk-tune

The Chad Mitchell Trio

Kapp 485

(4) "HELLO SUSAN BROWN" [ASCAP—Adapt. & Arr. Okun] Folk ensemble deftly handles the delicate, robust folk-tune, "HELLO SUSAN BROWN", with bright, refreshingly

Tony Lawrence

Jude Lawrence

(4) "I WANT TO BE A GOOD-WOMAN" [Myers ASCAP—Gallagher, Delight] The popular step-up is arranged by Lawrence, and worked as lead vocalist. "I WANT TO BE A GOOD-WOMAN" is the

Thelma Carpenter

Coral 6233

(4) "LAUGHING IS A FUNNY WAY TO SAY GOODNIGHT" [Northern ASCAP—Curry, Role] Stylist very convincingly conveys a worthy wistful. Simple accompaniment is topped by a soft, Nashville-styled keyboard. Lot's of deserts will be

Johnny Ambrose

Bethlehem 3018

(4) "WHEN WILL YOU MARRY ME (Mary Ann)" [Pandora BMI—Roba, Michaels] Pleasant folkish waltzer—somewhat built up on the style of "Goodnight-Irene"—is affably done by the songsteer and the full folk-orches.

Barbara Caroline

Movietone 124

(4) "WAITING" [2:45] (Latina BMI—Pandora BMI—Roba, Michaels] A deep, meaningful lyric of longing is understandingly conveys by the lastit. Soft full folk background blends into an

(4) "TELL ME" [2:03] (Latina BMI—Pandora BMI—Roba, Michaels] A good-natured, bouncy item for the kids. Label is based in Burbank, Calif.

Cash Box—September 15, 1962
150,000 SOLD
THE FIRST WEEK!
"GINA" BY
JOHNNY MATHIS
Heading nonstop right for the top!

COLUMBIA SINGLES SELL

Personal Management: Helen and John Noga
School's in session once more
with a blues ballad lesson by

CLYDE McPHATTER

For the eager students there is a tender
discourse on the course of love titled

MAYBE

backed up by a swinging recreational period
of I DO BELIEVE

(72025)

Teaching aided and abetted
by the Merry Melody Singers
and Jerry Kennedy's orchestra

From America's First Family of Fine Recordings

Mercury Records
Best Bets

JOHNNY APPALACHIAN (Gosling 500) (B+): “A MOUNTAIN OF A MAN” (2:28) [Peer Int’l BMI] [Spencer] An upbeat romance is wrapped-up in a big-sounding rock format. Starrry tylo, the songster Appalachian. Remarks by the full orch-churb ack are ent-attention-getting. Might get around.

(TOY DODDS (Penthouse 9011) (B+): “DON’T SCALP THE MAID” (2:00) [Arabia BMI—Fayette, Weal] Another big-sounding affair with a lust-latse angle.

THE RICHETTES (Apt 25009) (B+): “OUR FIRST DATE” (2:10) [Love—BMI] spiteful her mother about her first date and gets more than he bargain for. Showing by the larks and combo, which has a particularly noteworthy solo by the rhythm. (B) “LOVE & HAPPINESS” (1:56) [Pamco BMI—Brooks] Intimate.

LES COOPER (Everlast 5019) (B+): “WIGGLE WOBBLE” (2:04) [Bob-Dan BMI—Cooper] Cooper’s songs on this dance number has a real big chart item on their hands as this dance number. There’s loads of pop-ry money-making potential in this hard-biting pop-ry number. The new dance. Watch it.

(B) “BIG YOUSS” (2:25) [Bob-Dan BMI—Cooper] Dunn. This end’s a driving vocal and instrumental. It’s that wild dance that should also catch a heap of sales and a few radio stations.

BUDDY SHEPPARD (Sabina 500) (B+): “TIME TO DREAM” (2:06) [Ablene-Blenden ASCAP — Lyrics & Adapt, White] “Lallaby” is transferred to the teen-market in this cozy rock display of the songster’s easy-going manner. In-cluding a wordless sung song, The Holiday. Enough exposure could lead to action.

(B) “MY LOVE IS REAL” (2:35) [Mirvigns BMI—Tenebrose] Feeling teen salve to the love-oned.

BOB CONRAD (Warner Bros. 5306) (B+): “THE GREAT AMERICAN” (2:13) [Peer Int’l BMI] Moore, Wayne. Star of TV’s “Hawaiian Holiday” wails a teeny-teeny sentimental outing for the kids. His warble of the number, “My love is real, the music is real,” is accompanied by a first-rate Latin-styled full orch-churb backdrop. God applause. This good-natured item also puts Conrad and setting in the teen-market groove.

THREE COUNTS (Brent 7034) (B+): “TOMMY MAKE A WARM CALL” (2:30) [Brent BMI—Fayette, Jr., Owens] This thumpin’ rock-a-cha ballad has a warm and noteworthy temperament. There are instead vocal sounds that rate loads of attention.

(B) “SPANISH NIGHTS” (2:20) [Brent BMI—Fayette, Jr.] Here the Victors serve up a tantaliz- ing Latin-flavored instrumental that’s also sure to latch onto the airplay.

LaBRENDA BEN & THE BELJEANS (Gordy 7009) (B+): “THE PLEASURE IS ALL MINE” (2:25) [Bob-Dan BMI—Miller] Long. Bob has a good chance of scoring with this infectious, hard-driving blues-styled number, a tradition-oriented theme. Side has an extremely danceable, throbbing beat. Watch it.

(B) “THE BALLAD OF BILLIE SOL” (2:37) [Bobyn Renee BMI—their] Lark is the good-sounding head of a notable theme. He has a great-sounding, choy-choy manner. Generally intriguing affair that could get some ac- tion.

CASH McCALL (Executive 1019) (B+): “BREAKING UP” (2:21) [Cedward BMI—Rainwa-ter, Morris] Country-styled songster, working against a string-included Nashville-orchard chorus display, effectively enacts a come-back-love romantic. Label is a Memphis Watson.


JOE TEX (Dial 3007) (B+): “BE YOUR OWN JUDGE” (2:07) [Soul—BMI—Robey] Blues warbler Tex tops a bright en- counter with a bouncy blues romantic sometimes showing up in Latin punch. Good ‘up beat color from the combo.

(B) “MEET ME IN CHURCH” (2:17) [Tree BMI—Tex] Gos-pel-type number of a holy woman is deftly displayed by the artist and his setting.

THE CREATIONS (Penny 9000) (B+): “LADY LUCK” (2:22) [Yvonne BMI—Madison, Bright] Team is a polished attraction, and it does a strong, attention-getting upbeat for the kids. A bright talent now in this number. The Chi-based label has a talented group in its stable.


YOUNG MEN FOUR (Crest 1109) (B+): “DON’T BE BASHFUL” (2:15) [American BMI—Guilbeau, Coffin, Williams, Moore] Fellas bend brightly on this happy-teen romantic. A combo supplies a fine busy-beat setting.

(B) “GOODBYE, BYE, BYE” (2:37) [American BMI—Guilbeau, Coffin, Williams] A dramatic martial-beat sound backs the boys’ big-ballad stand.

RONNIE CATES (Terra 7008) (B+): “JACOB’S WELL OWN” (2:15) [Greta BMI—Fitting, Bennett] Cates is a reliable blues- styled number that’s more or less romantic ditties. He receives fine performances from his back-up churb, including a deep-voiced sans- lyric warbler. Pro ‘teen-beat in- dents.

(B) “LONG TIME” (2:07) [Greta BMI—Cates] Nice plaintive portrayal with a grain with the worthless backdrop folk.

LITA MARINO (Warner Bros. 5302) (B+): “DO THE CARPI” (2:07) [Peer Int’l BMI] Rose BMI—Loudenslager [Big Daddy’s Alabama bound in this fine-E service-styled affair. There’s an infectious quality that could happen.

(B) “STAND UP & TRAIN” (2:16) [Buna BMI—Fayette, Jr.] Lark is the good-sounding head of a notable theme. He has a great-sounding, choy-choy manner. Generally intriguing affiar that could get some ac- tion.
NEW FROM BRENDA

SAVE ALL YOUR LOVIN' FOR ME

c/w

ALL ALONE AM I

31424
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 indicate total from left plus the percentage title received in prior week or weeks.

(SURVEY COMPLETED TO SEPTEMBER 5TH)

<table>
<thead>
<tr>
<th>% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>LABEL</th>
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<tbody>
<tr>
<td>50%</td>
<td>Ten Lonely Guys—Pat Boone—Dot</td>
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<td>50%</td>
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<tr>
<td>45%</td>
<td>Workin' For The Man—Roy Orbison—Monument</td>
<td></td>
<td>45%</td>
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<tr>
<td>45%</td>
<td>Warmed Over Kisses—Brian Hyland—ABC Paramount</td>
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<td>45%</td>
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<tr>
<td>39%</td>
<td>Don't You Believe It—Andy Williams—Columbia</td>
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<tr>
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<td>King Of The Whole Wide World—Elvis Presley—RCA Victor (EP)</td>
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<td>37%</td>
<td>Monster Mash—Bobby Pickett—Garpax</td>
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<td>Swing Low—Floyd Cramer—RCA Victor</td>
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<td>Hail To The Conquering Hero—James Darren—Colpix</td>
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<tr>
<td>29%</td>
<td>Second Fiddle Girl—Barbara Lynn—Jamie</td>
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<tr>
<td>29%</td>
<td>That Stranger Used To Be My Love—Trade Martin—Coed</td>
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<td>He's A Rebel—The Crystals—Phillies</td>
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<td>You Can't Lie To A Liar—Ketty Lester—Era</td>
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<td>I Remember You—Frank Ifield—Vee Jay</td>
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<td>The Things We Did Last Summer—Shelley Fabares—Colpix</td>
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<tr>
<td>24%</td>
<td>Little Hollywood Girl—The Crickets—Liberty</td>
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<tr>
<td>23%</td>
<td>I Left My Heart In The Balcony—Linda Scott—Congress</td>
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<tr>
<td>22%</td>
<td>Torture—Kris Jensen—Hickory</td>
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<tr>
<td>22%</td>
<td>He's A Rebel—Vicki Carr—Liberty</td>
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<td>21%</td>
<td>Mr. Lonely—Buddy Greco—Epic</td>
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<td>19%</td>
<td>Pick A Bale O' Cotton—Lonnie Donegan—Apt</td>
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<td>19%</td>
<td>Popeye—Chubby Checker—Parkway</td>
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<td>57%</td>
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<tr>
<td>18%</td>
<td>Little Black Book—Jimmy Dean—Columbia</td>
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<td>18%</td>
<td>I Almost Lost My Mind—Ray Anthony—Capitol</td>
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<td>17%</td>
<td>Bobby's Girl—Marcie Blaine—Seville</td>
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<td>Big Love—Joe Henderson—Todd</td>
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<td>17%</td>
<td>Hully Gully Guitar—Jerry Reed—Columbia</td>
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<td>One Good Reason—Steve Alaimo—Chess</td>
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<tr>
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<td>Let's Go—The Routers—Warner Bros.</td>
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<tr>
<td>15%</td>
<td>Twistin' With Linda—The Isley Bros.—Wand</td>
<td></td>
<td>15%</td>
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<tr>
<td>15%</td>
<td>And Then There Were Drums—Sandy Nelson—Imperial</td>
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<td>38%</td>
</tr>
<tr>
<td>15%</td>
<td>Big Daddy—Lita Moreno—Warner Bros.</td>
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</tr>
<tr>
<td>12%</td>
<td>Ole' Man River—Johnny Nash—Warner Bros.</td>
<td></td>
<td>12%</td>
</tr>
<tr>
<td>12%</td>
<td>Letter To Mommy &amp; Daddy—Barbara Lynn—Jamie</td>
<td></td>
<td>12%</td>
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<table>
<thead>
<tr>
<th>% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>LABEL</th>
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<tr>
<td>50%</td>
<td>Mama's Boy</td>
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<tr>
<td>45%</td>
<td>Kokomes (Sane)</td>
<td></td>
<td>7%</td>
</tr>
<tr>
<td>45%</td>
<td>Don't Go Near The Indians</td>
<td></td>
<td>7%</td>
</tr>
<tr>
<td>39%</td>
<td>Rex Allen (Mercury)</td>
<td></td>
<td>31%</td>
</tr>
<tr>
<td>39%</td>
<td>Only Forever</td>
<td></td>
<td>7%</td>
</tr>
<tr>
<td>37%</td>
<td>Jamie Morton (Joy)</td>
<td></td>
<td>37%</td>
</tr>
<tr>
<td>37%</td>
<td>You Can't Judge A Book By Its Cover</td>
<td></td>
<td>37%</td>
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<tr>
<td>35%</td>
<td>Bo Diddley (Checker)</td>
<td></td>
<td>37%</td>
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<tr>
<td>35%</td>
<td>Susan</td>
<td></td>
<td>7%</td>
</tr>
<tr>
<td>33%</td>
<td>Tobin Matthews (Columbia)</td>
<td></td>
<td>7%</td>
</tr>
<tr>
<td>35%</td>
<td>Hide And Go Seek</td>
<td></td>
<td>7%</td>
</tr>
<tr>
<td>31%</td>
<td>Bunker Hill (Malo)</td>
<td></td>
<td>14%</td>
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LESS THAN 10% BUT MORE THAN 5%

<table>
<thead>
<tr>
<th>TOTAL % TO DATE</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>TOTAL % TO DATE</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>TOTAL % TO DATE</th>
<th>TITLE</th>
<th>ARTIST</th>
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<tr>
<td>31%</td>
<td>Close To Cathy</td>
<td></td>
<td>6%</td>
<td>The Climb</td>
<td></td>
<td>6%</td>
<td>The Coasters (Atco)</td>
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<tr>
<td>31%</td>
<td>Mike Clifford (A.L.)</td>
<td></td>
<td>6%</td>
<td>A Golden Tear</td>
<td></td>
<td>6%</td>
<td>Jimmy Elledge (RCA Victor)</td>
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<tr>
<td>9%</td>
<td>Makin' Home Baby</td>
<td></td>
<td>6%</td>
<td>Stand Tough</td>
<td></td>
<td>6%</td>
<td>Ten Lonely Guys</td>
<td></td>
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<tr>
<td>9%</td>
<td>Herbie Mann (Atlantic)</td>
<td></td>
<td>6%</td>
<td>Bruce Channel (Smash)</td>
<td></td>
<td>6%</td>
<td>Ten Broken Hearts (Diamond)</td>
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</tr>
<tr>
<td>22%</td>
<td>No One Will Ever Know</td>
<td></td>
<td>6%</td>
<td>Maybe</td>
<td></td>
<td>5%</td>
<td>Clyde McPhatter (Mercury)</td>
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</tr>
<tr>
<td>15%</td>
<td>Jimmie Rodgers (Dot)</td>
<td></td>
<td>5%</td>
<td>Ten Lonely Guys</td>
<td></td>
<td>5%</td>
<td>Lookin' For A Love</td>
<td></td>
</tr>
<tr>
<td>8%</td>
<td>Leah</td>
<td></td>
<td>5%</td>
<td>Broken Heart (Diamond)</td>
<td></td>
<td>5%</td>
<td>The Ventures (Dot)</td>
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<tr>
<td>8%</td>
<td>Roy Orbison (Monument)</td>
<td></td>
<td>5%</td>
<td>Broken Heart (Diamond)</td>
<td></td>
<td>11%</td>
<td>Broken Heart (Diamond)</td>
<td></td>
</tr>
<tr>
<td>8%</td>
<td>Tonight My Heart She Is Crying</td>
<td></td>
<td>5%</td>
<td>Fiestos (Old Town)</td>
<td></td>
<td>5%</td>
<td>Fiestos (Old Town)</td>
<td></td>
</tr>
<tr>
<td>15%</td>
<td>Solomon Burke (Atlantic)</td>
<td></td>
<td>5%</td>
<td>Fiestos (Old Town)</td>
<td></td>
<td>5%</td>
<td>Fiestos (Old Town)</td>
<td></td>
</tr>
</tbody>
</table>
The Kingston Trio has something special for gout!

From the Trio's smash-hit album "SOMETHING SPECIAL" (ST-1747) comes a sure-fire smash-hit SINGLE: "One More Town She Was Good To Me" -- September 15, 1962
A compilation, in order of strength, of up and coming records showing signs of breaking into The Cash Box Top 100. List is compiled from retail outlets.

**LOOKING AHEAD**

1. TWISTIN’ WITH LINDA
   Isley Bros. (Wand 127)
2. LET’S GO (PONY)
   Routier (Warner Bros. 5303)
3. IT’S LOVE THAT REALLY COUNTS
   Shirelles (Scepter 1233)
4. ABIGAIL
   Embers (Empress 107)
5. YOUR HEART BELONGS TO ME
   Supremes (Motown 1027)
6. OL’ MAN RIVER
   Jimmy Smith (Verve 10224)
7. WHAT TIME IS IT
   Zzine Fire (Bollton 2024)
8. COPY CAT
   Gary U.S. Bonds (Legrand 1020)
9. THE THINGS WE DID LAST SUMMER
   Sheila Fisher (Calpix 654)
10. GLORY OF LOVE
    Don Gardner & Dee Dee Ford (K.C. 106)
11. FORGIVE ME
    Bob Tiern (Kappe 471)
12. MR. LONELY
    Buddy Greco (Epic 9536)
13. I SAT BACK AND LET IT HAPPEN
    Leroy Van Dyke (Mercury 73018)
14. FOREVER AND A DAY/BABY, THAT’S ALL
    Jackie Wilson (Brunswick 55233)
15. I DO BELIEVE/MAYBE
    Clyde McPhatter (Mercury 72025)
16. HANDFUL OF MEMORIES
    Baby Washington (Ske 172)
17. I REALLY DON’T WANT TO KNOW/TONIGHT MY HEART
    She Is Crying
18. SECOND FIDDLE GIRL
    Barbara Lynn (Jamie 1253)
19. I’VE BEEN EVERYWHERE
    Hank Snow (RCA Victor 8072)
20. WARMED OVER KISSES
    Brian Hyland (ABC Paramount 10159)
21. I’M GONNA CHANGE EVERYTHING
    Jim Reeves (RCA Victor 8080)
22. HAIL TO THE CONQUERING HERO
    James Darren (Calpix 655)
23. LOLITA YA YA
    Venturas (Doton 45)
24. AND THEN THERE WERE DRUMS/LIVE IT UP
    Sandy Nelson (Imperial 5870)
25. BAD BOY
    Danny (Brent 7033)
26. SEND FOR ME (IF YOU NEED SOME LOVIN’)
    Barbara George (Dee 766)
27. COMIN’ HOME BABY
    Herbie Mann (Atlantic 5020)
28. IF IT’S LOVE
    Eddie Holland (Matona 1031)
29. CASANOVA BROWN
    Young Sisters (Twist 2001)
30. PARTY ACROSS THE HALL
    Travis Baker & Sensations (Ago 5420)
31. LIMBO DANCE/LATIN LIMBO
    Champs (Challenge 9782)
32. YOU CAN’T LIE TO A LIAR
    Kitty Lester (Era 3088)
33. EVERYBODY LOVES MY BABY/AIN’T SHE SWEET
    Jimmy Smith (Blue Note 1451)
34. TIJUANA BORDER
    El Club (Challenge 9700)
35. DESAFINADO
    Stan Getz (Verve 10240)
36. WADDLE WADDLE
    Bracelets (Compass 104)
37. DON’T EVER LEAVE ME
    Bob & Earl (Tempo 102)
38. THE GREATEST ACTOR
    Wanda Jackson (RCA Victor 4833)
39. MAKE IT BE ME
    Flores (Press 2803)
40. CONEY ISLAND BABY
    Excellents (Blust 205)
41. WONDERFUL ONE
    Shondells (King 5656)
42. MY BLUE HEAVEN
    String-A-Longs (Dot 16797)
43. HELLO OUT THERE
    Hugh Noble (Liberty 21588)
44. THE DOODLER SONG
    Danny Kaye (Reprise 20105)
45. SOMETHING PRECIOUS
    Shaker Davis (RCA Victor 7979)
46. ONE MORE TIME/SHE WAS TOO GOOD TO ME
    Kingston Trio (Capitol 4047)
47. LEAH
    Ray Orbison (Monument 487)
48. I’LL REMEMBER CAROL
    Tommy Boyce (RCA Victor 8074)
49. MIDNIGHT SUN
    Five Whispers (Doton 41)

**BOB SCHWARTZ SAYS . . .**

“I think the Kenny Chandler record of ‘Leave Me If You Want To’ is one of the biggest hits Laurie has ever released!”

**GENE SCHWARTZ SAYS . . .**

“I think that the Kenny Chandler record of ‘Leave Me If You Want To’ is one of the greatest records i have ever modeled”

**“LEAVE ME IF YOU WANT TO”**

**KENNY CHANDLER**

LAURIE - 3140
Pick of the Week

“THE GREATEST ACTOR” (2:52)
“YOU BUG ME BAD” (2:52)
[Central Songs BMI—Williams]

WANDA JACKSON (Capitol 4833)

The lark, who's had a host of dual-mart pop-country clicks in the past, should soon be adding two more with this new Capitol session. Wanda leads off in superb, ballad-with-a-beat style on the touching, “The Greatest Actor.” She couples it with a delightful romantic twist'er, “You Bug Me Bad.” Standout ork-choral arrangements by Bill McElhiney on both lids.

Wanda’s Greatest!
The Greatest Actor b/w You Bug Me Bad

#4833

Cash Box—September 8, 1962

RECORD REVIEWS

B+ very good B good C+ fair C mediocre

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

WANDA JACKSON

THE GREATEST ACTOR (Central, BMI) (2:52)—The country thrush is at her very best here with one of the finest tunes she has cut in a long while. It’s a weeper with powerful lyrics and she sells 'em fine. Should move in both pop and country. Flip is “You Bug Me Bad” (Central, BMI) (2:09).

Capitol 4833
Chuck Jackson
"I Keep Forgettin'"
Wand 126

The 4 Seasons, who are currently riding the Top 100 in the number one position with "Sherry" on Vee Jay, were unknown just days before the record was released. Proof-positive of the show biz dream of the "overnight" success is the fact that the boys are not only a household name among record buyers across the nation.

All four boys hail from New Jersey. They are Frankie Valli, Bob Gaudio, Nick Massi and Tommy De Vito. Except for Bob Gaudio, who joined the group after leaving the Royal Teens, the other boys have been working together for about six years.

Prior to their current smash, everything seemed to be going wrong for the group. However, on a chance visit to Gotham, Frankie met independent record producer Bob Crewe. Crewe decided the group could still make it if they were given the proper material and took the artists under his wing. The second record they came up with was "Sherry." The rest is history.

Carole King

Though the chart-riding "It Might As Well Rain Until September" on Dimension is Carole King's first hit, record as a singer, she is widely known in music circles as one of the most successful tunesmiths in recent music history. During the past two years she has written more than a dozen top ten hits for such artists as the Shirelles and Bobby Vee.

Carole has been musician and singer since she was four and formed her first vocal group—the Cotines—when she was fourteen. Her professional career was launched at 17 when she met Don Kirshner and Al Nevins who were impressed with her songs that they signed her to a personal contract as a writer. Probably the most significant event in Carole's life was her marriage three years ago to writer-producer, Gerry Goffin, who has been her collaborator on her biggest hits. They are the parents of two daughters—Louise and Sherry—five months.

Several months ago the talented duo entered another phase of the entertainment world when they became talent scouts who discovered Little Eva of "Loco-Motion" fame.

Proof-positive of the dramatic power of radio was recently demonstrated by KDKA-Pittsburgh. The station's white-wall request for $1200 to complete a fund for building a hospital for children made the round three times that amount—and money is still arriving, according to general manager L. R. Rawlins. A few days before Father Vincent J. Donovan was warm to his missionary work in Africa, a campaign to raise $5000 for the construction of a concrete block 50-bed hospital to serve the medical needs of Massai tribesmen was $1000 short of the goal. KDKA heard about the drive being conducted by a Duquesne University sophomore, and rushed public service announcements by continuity director James Sieger on the air. By the time of Father Donovan's departure for Africa, the returns were so good that not only the hospital but additional research facilities were assured. More than $1000 was received from KDKA alone. This is aside from contributions being sent to the general fund headquarters. The total is likely to exceed $10,000.

Lucky Pierre, who spins 'em on KHJ's "Hollywood Hits," has a gimmick which draws heavy fan mail. Whenever listeners ask for his picture, Pierre writes back asking them for their photo. KHJ Jockey Perry Allen has an answer, too. KQV's Don Young has a description of deejays—"disk-placed persons." WRAW's KJH program director Arnie Schorr recently gave a lecture on radio to classes at both Los Angeles Harbor College and Pasadena City College, and before he got back to his office found 15 job requests waiting for him.

WINS-New York listeners were the first to receive an inkling that Cuban student primeiro, told station newsman Bunny Barber on the "Open Mike" show minutes before the attack was on. Now there was going to be an attack. Minutes after the cooke, the shelling started in the Cuban capital.

A huge parade through downtown Detroit last week kicked off a two-day observance of WXYZ-Detroit's "Toys For Tots Jamboree." In a joint announcement, John Pival, topaper and general manager of WXYZ-TV, and John O. Gilbert, veep and general manager of WXYZ, said that the parade, which went through the downtown district during the crowded noon hour, featured station talent and network recording stars, Soupy Sales, who got his start on the station, headlined the show. The Jamboree was sponsored by the stations in cooperation with the Marine Corps Reserve. The stations bought out the Edge-water amusement park for one day and the price of admission was a new toy. The toys will be distributed to needy children at Christmas time by the Marines.

Dave E. Lyman, program director of WQUA-Molline, sends out an urgent plea for better record service. Lyman says the outlet serves a market of 250,000 people but the manufacturers and distributors haven't been providing a commensurate supply of new decks.

10,000 strong they came...from all directions to see the third annual "Water Ski Club Water Slide Campaign," which turned out to be the big highlight of the show, he said. Kids with a man fly to the air in the air...and underneath was an acrobatic bar. As the kids ascended a pretty girl grabbed the acrobatic bar and did twists and turns to the cheers of the crowd. The event ranks with the largest and most successful promotions in the station's history.

Johnny Cantor, program director of WRAW-Reading, writes in word of a unique campaign for this year's national safety campaign that the station just conducted this past weekend until Tuesday, September 4th, RAW placed their 1500 Mobil fuel pumps in all the major service stations of the Greater Reading area including the surrounding towns. Three times per hour a report was made from the unit. The report described current traffic flow at that particular location, road conditions and the weather situation for an area in a radius of 200 miles of Reading, including all major tourist attractions and resorts. The outlet also urged all motorists to keep headlights on at all times to remind fellow drivers to drive safely. Listener response was so tremendous that the station plans to repeat it on future holiday weekends.

KVQ-Pittsburgh recently traveled out to Northway Mall to help launch the public spirited drive of the North Community Scholarship Association to raise funds for its annual scholarship presentation. The drive has been in existence five years and has financially helped 18 talented youths enter the colleges of their choice. To kick off the campaign, KVQ personalities Dave Scott, Henry D'Becco, Chuck Brinkman and Pie Traynor were on hand to greet the crowd and urge the shoppers to support the scholarship association drive.

By popular demand WHK-Cleveland's Johnny Holloway, recently was the star of the "Hollywood-platter" parties held at the Ridgewood pool and the State Road pool in Parma. Holland performed for one hour at each pool to capacity crowds.

VITAL STATISTICS:
Don Luftig given the green light as exec producer of WINS-New York. Jack Barrell, chief of WXYZ-Detroit, is back in the city as a personality on WJLB. . . Shad Shee exis air spout of KDKA Switters, Texas, Ray Oddis coming in from WHK-Cleveland to take over his duties. . . Bob Benecke, formerly morning news man at WBAB-Babylon, Long Island, is now spinning at WMDB-Peoria.
NEWHART’S Newest is on the charts

and everywhere they’re buying Newhart! Newhart! Newhart!

Sales to you, fella!

Stock the Complete Bob Newhart Catalog!

the only label you can pin on NEWHART is...
THE NEWEST DANCE CRAZE

THE COASTERS

THE CLIMB

6234

NEXT INSTRUMENTAL HIT

JORGEN INGMANN

AFRICA

b/w

JOHNNY'S TUNE

6235

THE LEFT BLUE CASH BROS.

JFK

NEXT WOULDN'T

Frisco #102

"TWO SECONDS OF LOVE"

Al Adams

c/w "TO KNOW"

FRISCO RECORD CO. INC.

1140 N. Osborn Ave.
New Orleans, La. 524-9232
(Comino LaRoe)

JUKE BOX OPS' RECORD GUIDE

ACTIVE with OPS

(Selections NOT on Cash Box Top 100 reported going strongly with ops.)

WARMED OVER KISSES

Bobby Rydell (ABC-Par 10159)

6234

THE CLIMB

Coasters (Atco 6734)

TONIGHT MY HEART SHE IS CRYING

Solomon Burke (Atlantic 2157)

EVERYBODY LOVES MY BABY

AINT SHE SWEET

Jimmy Smith (Blue Note 1851)

FOREVER AND A DAY

BABY, THAT'S ALL

Jackie Wilson (Brunswick 55233)

THAT STRANGER USED TO BE

MY GIRL

Trade Martin (Cud 576)

THE THINGS WE DID LAST SUMMER

Shelley Fabares (Capitol 654)

HAIL TO THE CONQUERING HERO

James Darren (Capitol 653)

DON'T BREAK THE HEART THAT

LOVES YOU

Bernie Longhi (Capitol 645)

RHYTHM SING-A-LONG

MITCH MILLER PACK (5 Singles)

(Columbia MA 55)

PLEASE PASS THE BISCUITS

Jimmy Dean (Columbia 45259)

TRY A LITTLE TENDERNESS

Aretha Franklin (Columbia 43520)

I LEFT MY HEART IN THE BALCONY

Linda Scott (Congress 106)

GOLDEN WINGS IN THE SUN

Burt Baengfort (Decca 31430)

TEN LONELY GUYS

Ten Broken Hearts (Diamond 123)

TEN LONELY GUYS

Pat Boone (Disc 16791)

YOU CAN'T LIE TO A LIAR

Ketty Lester (Eco 3068)

AND THEN THERE WERE DRUMS

LIVE IT UP

Sandy Nelson (Imperial 5870)

POETRY

Jack Jones (Rapp 457)

COPY CAT

Gary U.S. Bonds (Legrand 1020)

MAYBE/I DO BELIEVE

Clyde McPhatter (Mercury 72035)

AM I BLUE

Dinah Washington (Mercury 72015)

I SAT BACK AND LET IT HAPPEN

Louie Van Dyke (Mercury 72016)

YOUR HEART BELONGS TO ME

Supremes (Motown 1027)

MAMA, HE TREATS YOUR DAUGHTER

MEAN

Ruth Brown (Phillips 40056)

SWING LOW

Floyd Cramer (RCA Victor 8084)

I'M GONNA CHANGE EVERYTHING

Jim Reeves (RCA Victor 8404)

I WOULDN'T KNOW

FOR ALL WE KNOW

Dinah Washington (Roulette 4444)

IT'S LOVE THAT REALLY COUNTS

The Shirelles (Scepter 1337)

HANDFUL OF MEMORIES

Baby Washington (Sun 745)

CASANOVA BROWN

Young Sisters (Twist 2001)

DESAFINADO

Stan Getz-Chet Baker (Verve 10260)

TWISTIN' WITH LINDA

Izley Bros. (Wand 127)

NEW ADDITIONS to TOP 100

79—HE'S A REBEL

Kinks (Philips 1A)

Vicky Carr (Liberty 55493)

81—STORMY MONDAY BLUES

Boo Bland (Duke 355)

85—YOU CAN'T JUDGE A BOOK

BY ITS COVER

Bo Golden (Checker 1019)

92—CLOSE TO CATHY

Mike Clifford (United Artists 489)

95—STUBBORN KIND OF FELLOW

Marvin Gaye (Tamla 54068)

96—WORKING FOR THE MAN

Roy Orbison (Monument 467)

98—LIMBO ROCK

Chubby Checker (Parkway 549)

99—LOVERS BY DAY, STRANGERS

BY NIGHT

Fleetwood (Dot 61)

100—DON'T GO NEAR THE INDUSANS

Rex Allen (Mercury 71997)

100—PEEPIN' 'N HIDIN'

Count Victor (Coral 63724)

JOEY DEE

"WHAT KIND OF LOVE IS THIS"

R.4438

ROULETTE RECORDS

YOU CAN'T MISS

With BETA Distribution

BETA RECORD DIST.

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Cash Box—September 15, 1962
FLOYD CRAMER'S got a brand new hit single #8084

45 RPM
RCA VICTOR 47-8084

FLOYD CRAMER

SWING LOW

LOSERS WEEPERS

Now's the time to swing high with "SWING LOW"

RCA VICTOR

© RCA  Printed in U.S.A.

Cash Box—September 15, 1962
New York:

Fire-Fury-Fling mahaff Bobby Robinson sends word along that the Decca boys have followed his "I Need You Lovin'," as hot as the hit single it's tagged after. Bobby adds that the Pips' "Kinda" is breaking out along the coast and midway areas and already it's excited with 3 new decks that include Terkel Slim & Little Ann's "I Love You Because" (Fury), Johnny Acey's "I Go Into Orbit" and Jerry Darn's "Prayer Of Love." The Gene Krumo Q'ty. and Dick Ruedebusch & his Underprivileged Five in a current 2-week stint at the Metrópolis, Mercury's fabulous talent, Dania Jo, currently out with the Jospeh see Waltz, packing 'em in during her current stint at the Copa. Hal Marshall introduces Kapp's Skip Cunningham, who's latest is "River Runs Dry," for the West Coast Radio & TV and the Radio-Roots & dance appearance on the 9/11 "Talent Scout" CBE-TV. "Phillis Gittins info that Natalie Taylor McKuen will star, along with the Keytongs, for 6 weeks, starting 9/3, at the Peppermint West Night Club, out Hollywood-way. Rod's currently out with a spiral deck, "I Dig Her With A Face," Foy's have "I Don't Care" on "Chelsea."

Chicago:

A couple of busy guys about town last week were Erwin Barg and Barney Fields who conducted a whirlwind locale tour for Dot. with Tommy Rodgers who's currently riding the charts, with "No One Will Ever Know." In addition to covering the record hop circuit, songsters guested on the Lee Phillips TV & Brickhouse-Hubbard radio show (WGN) and Sig Sokolow's show... Imperial Rec. Eddy Ray wires that the label has been set up for nationwide distribution Bennett's "Seven Days Are Blade For Love." With Claude Bennett. Dee's reportedly sorely in the Philly-Baltimore areas... Herb Swietz, North Loop News ad salesman, has penned a pair of religious tunes, "Have Faith" and "When You Open Your Heart," which he hopes to have recorded soon... Mike Selle, wired by London group rep Sam Cerami, directed through London visit last week to tell us about his debut album on the folk, sing label titled "Sing Hallelujah!" Package, which contains many of Mike's original folk compositions, has cleared several local stations, according to Cerami, and is getting huge play on the current crop of headliners at the North's Room Room Room. With Decca's Frank Scardia, big west Mercury are celebrating the 'rise of Brook Benton's "Lie To Me" and "You're Lucky," with Rich Allen's "Don't Go Near The Indians" which has begun to happen here. Almighty, it's "Abah Th' Arab" by Ray Stevens.

Shelley Berman opened at the Empire Room of the Palmer House 9/4. Lawrence Welk and company to do a one-nighter in McCormick Place's Arie Crown Theater 9/30... A quick call from Kent Beauchamp (Big Town) urging us to tape in on Dee Clark's timely new giving "Ogin Back To School" (Vee-Jay), the Duke of Earl's "Fear For Tear" and Gene Pitney's "Only Love Can Break Your Heart" (Musico).... Summit's man on the go, Bill McCleod, has been making the rounds with recent releases, "The Restaurantman" by Don (Conrad) WD and "Song For Belly Dancers" by Ralph Barnes (Epic). Latter item is pointed out by Bill, is the first recorded tune from the upcoming Broadway production "Mr. President."

Cash Box—September 15, 1962

DON GARDNER & DEE DORF

Joy's David Greenman, just back from an upper east coast plug jaunt, with glowing sales reports on his host of decks that include Jamie Horton's "The Only Forever On Earth," "Sherry's Theme," "To An Empty Room," "Little Joey & The Flips' "Bongo Gully" and on the Sellos label, "The Four Seasons Breaker" and Andy Andrews' "Sugar Daddy" by Johnny Parrow's currently out Detroit (and mid-west) way while Juggy Gayles is on a Chi-Mil run with an album of the aforementioned decks... Bert Russell real happy with the chart figure on Gene Pitney's "If You Only Had A Name" (Musico)—which he co-released with Morey & Bennett, headlining at the Dunes in Vegas under the management of Bobbie Bennett... at Lake Tahoe and that hall, 11/23... Singing pianist George Taylor returns to his keyboard seat at Satchy's after a month-long vacation.

The multi-talented Bob Crewe, who produced the chart-topping sensation by the Four Seasons, "Sherry," has just signed a new contract. Crewe is the brain behind the arrangements and cover design Bob's also excited with new-comers the Fabulous Empires 5, who's "Faded Roses," which he also produced... Irving Fields & His Trio currently on a coast tour and Kapp's broadcasting over ABC... Harold Levanthal's folk and jazz artist, sked at the Philharmonic Hall at Lincoln Center last week for a performance that included the Weavers—12/3, Diannam Carroll & the John Lewis Orch—12/3 and the Modern Jazz Qt. 12/7 at Carnegie Hall it's Theodore Bikel—10/9, the Clancy Bros. & Tommy Makem—11/12 at the Flats & Earl's 11/28 and 12/8 and Pete Seeger—12/15 at Town Hall Sunday 12/15, with the Children's Folk Music Conven... Irving Zacker items items from the coast to the Deep South. The next LP date will be recorded date will be recorded live at the New York 2/9 2-week stand at Fairbrook, soaring up the charts with his newest Mercury stand, "Lie To Me," to headline at the Apollo for a one-weeker, beginning 9/14... "Forever And A Day" by Jackie Wilson... "Day After Day" by the Diamonds... "Cinderella After Midnight" by Berry gordy and the "Right On!" west promo director Roy Hill, buzzin' from Cincinnati Nick Noble's "Hello Out There," "After Twenty-One" is grooving in the Dayton area and that's just the beginning of a Non-Stop Night Strangers By Day" and "Little Hollywood Girl" by The Crickets are enjoying success with new singles being plugged throughout their territory. Musician stydia Ada Lee, who's running the Archway Lounge, made the rounds 8/11 to in- troduce her new Atco LP "Ada Lee Comes On."... Bobby Monaco of M. S. Dist. tope his plug list with Chris Montez' bopier "Let's Dance," "Holly Golgy Baby" by The Drells (Parkway) and Freddy Cannon's "When Summer Comes Again."... The Smothers Brothers opened at Mester Kelly's 9/3 for three weeks. Current Mercury LP is "The Two Sides Of Joan Rivers"... Garmins Ed Yalowsit sees an- other biggie for Brian Hyland in the artist's latest "Warmed Over Kid." The dancey Eagle is grooving... Also showing signs at Garmin's are newies "Pick A Bait Of Ole Country" by Lonnie Donegan (Ant) and "Never Love Me Twice" by Stan Elgin (ABC-Par)... RCA-Victor's Stan Bont boasts a load of powerhouses... Doe Dixon's "So How Come," "American Woman" and "Just to see Dundee Eddy and The Rebel- ettes, The Lafayette's "Caravan Of Lonels," and this big Elvis Pres- ley EP of songs from Kid Galahad... Marrie Waak and the crew at Mid-
IT'S NEW!

• IT'S HOT!!!

• IT'S A TIMELY HIT!!!

• IT'S HOT!!!

• IT'S NEW!!!

IT'S EASY ON YOURSELF

MIRACLE AFTER MIRACLE

TEAR FOR TEAR

A HOT NEW RELEASE

IT'S A TIMELY HIT!!!

IT'S HOT!!!

IT'S NEW!!!

IT'S EASY ON YOURSELF

MIRACLE AFTER MIRACLE

TEAR FOR TEAR

A HOT NEW RELEASE

IT'S A TIMELY HIT!!!

IT'S HOT!!!

IT'S NEW!!!

I REMEMBER YOU

IN CASH BOX!!!

A BULLET SMASH

IN CASH BOX!!!

I REMEMBER YOU

IN CASH BOX!!!

A BULLET SMASH

IN CASH BOX!!!
Bob Leonard, Creative Artists Management, has signed The Rivitons to a personal management contract. Pat Woodell, Warner Bros. executive, currently making her night club debut at Jerry Lewis's restaurant... Bob Bogle, prefix of Unity Records, has lined up a series of P.A.'s for singer Pat Vegas plus his initial Unity waxing, "Best Girl In The World." Larry Young, Warner Bros. Records, has a West Coast broadcast in "Let's Go" for The Routers... Gun Jenkins back from a three week promotion tour for his new release, "Too Tough," which included a performance in St. Louis for the Disc Jockey convention... Bill Fuller, brother of Challenge charter, Jerry Fuller, bows on the label with a pop version of the big country tune, "Everybody But Me." The High- waymen concluded taping a special program for a network of America for broadcast in the Far East and other overseas locations. Group is selected for the program due to their having recorded many songs in a variety of languages... Jay Swift, Smash Records, predicting another big one for the label in "Booey" by Chuck Sedeca, which originally broke in the Southwest... Dick Keene, Bel-Fi Records, prefix, reports that the Johnny Crawford album "A Young Man's Fancy" sold 80,000 the first two weeks... Jimmy Van Heusen and Sammy Cahn have been signed to a personal management pact by George Bullets Durman... Wally Fairburn, president of Milestone Records, debuts on the label as a singer with "You Are My Sunshine."... Lynn Starr has renewed the contract of Jack Nye and his orchestra for an indefinite stand in the Cinerama of the Hollywood Roosevelt Hotel... Arranger-composer Mel Henke has been signed by the ABC Television Network to produce a one-minute promotional spot for three of their comedy shows... The Mulcays' new album (Mexico's Magic Hill) will be released shortly on the Jubilee label... Art Crown currently appearing at the Gay 90's Room of the El Rancho Hotel, Sacramento.

HERE AND THERE:

PHILADELPHIA — According to Columbia's Ted Kellem there's been great reaction to Robert Goulet's "What Kind Of Fool Am I," Andy Williams' "Don't You Believe It," Anita Bryant's "Moonlight Melody," Tony Bennett's "I Left My Heart In San Francisco" and Jerry Reed's "Holly Gully Guitar."... Roulette's Don Weiss checks in with hot sales figures, in the Philly-Balt.-D.C. markets on Joey Dee's "What Kind Of Love Is This," Dinah Washington's "For All We Know," Sam & Dave's "No More Pain" and Dick Lee's "How's The World Treating You."... Miss Eliza Robinson, promo gal for Bob Heller's Flying distrib outfit, very high on Sue Thompson's "James (Hold The Ladder Steady)" (Hickory), Mort Garson's "The Stripper's Sister" (G-Note) and Charlie Page's "Baby You Been To School" (Goldband). Ella adds that the top three decks there are Kris Jenner's "Torture" (Hickory), the Uptones' "No More" (Late) and Gloria Dennis' "Richie" (Rust).

DETROIT—Dev Brown, Fortune Records, informs that Nolles String's "Mind Over Matter" is now a smash in town and a cinch to spread like wildfire 'round the country.

ROGERS, ARK—Cincinnati-Sims' Russell Sims types that the line has been turned over to Bob Heller in Philly and that the Johnny Lee Will waxing of "Blub Twist" in a host of key marts.

MILWAUKEE—Enzo Stuarti headlines at the Holiday House here, from 10/26 thru Nov. 15.

HYDE PARK, MASS.—Ed Harvitt, national promo man for the Perico scope, excited about all the reaction to Howie Landy & The Galaxies' "Happiest Man In The World.

NEWBURGH, N. Y.—Dom Davilto sends word along that he's started the Yawn label, a Vassar affiliate, at P.O. Box 1183, this city. First outing on the teen-aged label is Gene Corelis' "Let's Do The Capt'n" and "Lonely I Will Stay"—backed by the Tomkin Brother.

ST. LOUIS—Freeman Bodey ex- cited with the prospects on the Bel- giens' Tekk waxing of "Pray Tell Me.

BOSTON—J. Bruce Hinton, Dale Keene, sends along word that the newies on his biggie list are Lita Moreno's "Big Daddy" (WB), the Cascades' "There's A Reason" (Valiant), the Donays' "Bad Boy" (Brent) and the Champs' "Limbo Dance" (Challenge).

"PARTY ACROSS THE HALL"

Yvonne Baker and The Sensations

Argo #5420

"REAP WHAT YOU SOW"

Billy Stewart

Chess #1820

"FAT BOY"

CHESS PRODUCING CORP.
2120 Michigan Ave.
Chicago 16, Ill.

Cash Box—September 15, 1962
What Kind of Fool Am I

The Single

Chart-Topper! Already—a raging, runaway breakout in every market in America, bidding to become the big, big, biggest Sammy’s ever had!

The Album

Sammy in rare voice and mood... all-out on twelve booming show stoppers in the most explosive album effort of his career.

SAMMY DAVIS JR. EXCLUSIVELY ON...
**ONE GOOD REASON** (2:30) [Lowery BMI—Moon, Cann]

"CRY MYSELF TO SLEEP" (2:43) [Bobob ASCAP—Crewe, Gaudio]

STEVE ALAIMO (Checker 1024)

"One Good Reason" could turn out to be the big chart break for the Checker songster. Alaimo hands in a powerful vocal effort as he and the full-orch. backdrop run thru a sure-handed teen market twist'er about a guy who pleads with his gal to stick around.

CHESS PRODUCING CORP. 2120 Michigan Ave., Chicago 16, Ill.

52 Issues
Cash Box
$15 Per Year

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**MONO & STEREO**

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  NAT "KING" COLE
  (Capitol T 1793; ST 1793)

- **THAT HAPPY FEELING**
  BERT KAEMPFERT
  (Decca DL 4303; DL 74303)

- **FOLK MATINEE**
  LIMELITERS
  (RCA Victor LPM 2547; LSP 2547)

- **STEREO**
  - **A TASTE OF HONEY**
    MARTIN DENNY
    (Liberty LST 7237)

**HOLLYWOOD**—Pictured above in a musketeer pose (from left to right) are: Liberty's assistant to the presi- dent Don Blocker, Ray Hill, newly-appointed mid-western promo direc- tor, Bob Skaff, the label's national promo chief and chanter Nick Noble welcoming Hill to the diskery.
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15% DISCOUNT
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Original Soundtrack
SCP-519

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Original Soundtrack
SCP-511

THE WAR LOVER
Music Inspired by the Motion Picture
SCP-232

SENSATIONAL POP RELEASES

NINA SIMONE
"CROONING ELLINGTON"

LOVE AMONG THE YOUNG
Original Soundtrack

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THE THINGS WE DID LAST SUMMER

THE WILDEST MUSIC FROM THE WILDEST PARTY EVER FILMED!

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CP-213

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— THE TAMS
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Thanks to Bill Lowery and Ray Stevens for this hit.

Harry Finfer

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

ABC-PARAMOUNT
15% discount on the entire catalog including new releases. Expires: Sept. 30.

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

AUDIO FIDELITY
15% discount on all LP’s. Expires: Oct. 9.

CADENCE
Buy 20 albums receive 23. Distributor must buy 15 different mono titles plus the three new albums releases (2 by Don Shirley, 1 by Archie Sheyer). Expires: Sept. 25.

CAMERO/PARKWAY
15% discount on 12 new LP’s, with various other incentive deals for additional discount. No termination date announced.

COLPIX
“The Big 15—1965 Full Flag” Deal enables distributor to receive 15 free albums for each 100 that are purchased. Expires: Nov. 30.

DOOTO
Entire catalog at discounts up to buy-5-get-1-free depending on volume. Described as a limited time offer.

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

ELEKTRA
Plan offers 1 free LP with 7 on catalog merchandise and 1 free LP with 10 on new releases. Expires: Oct. 15.

EPIC
15% discount on all catalog items. Expires: Sept. 21.

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

NEW JAZZ
Buy-7-get-1-free. Expires: Sept. 30.

PHILIPS
15 free albums with the purchase of 100. No termination date announced.

PRESTIGE

PRESTIGE INT’L

REPRISE
“15,000,000 Talent Romanes” — 10% to 15% discount plan in which new releases are tied-in with catalog items. Dating. No termination date announced.

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

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

SMASH & FONTANA
10% discount on all LP’s from both labels. Deferred payment. All products bought during Sept. and Oct. is 100% exchangeable. Expires: Oct. 31.

SONODOR
A buy-5-get-1-free offer on four LP’s by the Orchestra Del Oro. Described as a limited-time only deal.

VANGUARD
Extra 15% discount on all Vanguard and Bach Guild LP’s except mono packages by The Weavers, John Hackett and Odetta. Special pricing on four Odetta LP’s ($2.98 mono, $3.98 stereo). Expires: Sept. 30.

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Play off release of stereo and mono albums. A limited time offer.

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Cash Box—September 15, 1962
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**MONAURAL**

**STEREO**

- Also available in Stereo
- Also available in EP
**POPULAR PICKS OF THE WEEK**

**"WARM AND WILLING"**—Andy Williams—Columbia CL 1579

Andy Williams, who is currently pulling plenty of coin with his single of "Don’t You Believe It" and his "Moon River," LP should have a runaway best-seller on his hands with this new class album outing from Columbia. The songster’s distinctive styling coupled with superb range and pitch is firmly evidenced on "Embraceable You," "I’ll Be Around," and his white hot smash of "Stranger On The Shore." A welcome addition to the growing Williams catalog.

**"RAHPSODY IN RHYTHM"**—Ray Conniff—Columbia CL 1578

Ray Conniff, who has scored heavily on the charts in the past, is a best bet to repeat with this new outing on Columbia. The orchestrer and his chorus surpass prior efforts with liltting and sparkling renditions of some very melodic items which include "Lady Of Spain," "Love Walked In," and "Concentrate On You." The LP also boasts the solo talents of Conniff on clavietta and Eddie Miller on tenor sax. The disk is sure-fire chart material.

**"JIM, TONY AND BOB"**—The Lettermen— Capitol ST 1751

The Lettermen, whose track records so far rank them as one of the most commercial groups around today, have come up with another Capitol LP that should move up the hitville path in no time flat. The disk features the boys offering tunes in the folk, standard, and pop veins. The group turns in first rate performances on "Michael," "Love Me Tender," and "Silly Boy," their current chart-killer. The LP has enough built in success ingredients to pull loads of coin.

**"NIGHT TIME SING ALONG WITH MITCH"**—Mitch Miller—Columbia CL 1584

Mitch Miller’s sensational sales record with his previous sing-along LP’s could be broken with this new first-rate set of evergreens professionally essayed by the Miller gang. This time out the vet orchestrer-arrayger has included a delightful package of popular oldies such as "Sweet Georgia Brown," "Lady In Red," and "Ol’ One I Rap," for the disk. Watch the LP step out lively in the sales department.

**"PORTRAIT OF JIMMY DEAN"**—Columbia CL 1894

Here is another fine entry in Columbia’s "portrait" series, this time featuring the best-selling talents of country-pop artist Jimmy Dean. The chartuerer’s record for the past year is phenomenal and some of them are included in this top-drawer package. The songster steps out with his recent chart-riding "P.T. 109" and includes his current biggie, "Little Black Book," along with smoothly delivered versions of "Blue Street Blues" and "You’re Nobody Til Somebody Loves You." Should be a chart threat.

**"THE SWINGERS"**—The Four Freshmen—Capitol ST 1753

Never satisfied to rest on their previous laurels, the Four Freshmen effectively utilize the jazz idiom for this delightful set of standards. Everything on this session, including a swinging rendition of "Lullaby Of Birdland," dotes with syllables instead of lyrics and an up-tempo reading of "I’m Gonna Go Fishin’," with new lyrics written by Peggy Lee, superbly showcases the group’s polished vocal abilities. The LP looms as a sure-fire chart item.

**"DRINKING AGAIN"** — Dinah Washington — Roulette R25183

Dinah Washington, who is currently clicking for the label with "I Like To Love," unleashes her distinctive, full-bodied vocal charms full blast on this tasteful session from Dinah’s Columbia arranged stadies. The lark, whose highly personal emotionally-charged style has won her many laurels in the past, should attract a legion of her many admirers with this top rung effort. Some of the best sides here include "Just Friends," "I’ll Be Around," and "For All We Know." Plenty of sales potential here.

**"I WANNA BE LOVED"**—Dinah Washington—Mercury SR85729

Kicking off with a superb rendition of the album’s namesake, "I Wanna Be Loved," the indomitable Dinah Washington sings her way through eleven other fine stodies with her expected artistry and verve on this Mercury outing. The lark’s feelingful, blues style is aptly showcased in refreshing renditions of "Bloodhound's Foal," "Stranger In Town," "Blue Gardenia." Powerful merchandise.

**"RENDEZVOUS IN PARIS"**—Michel Legrand—Philips PHM 200-045

At this age, bar-jitter Michel Legrand dishes up a dozen delightful, danceable, musical servings on this his third disk for Philips. Legrand is not afraid of experimentation. One track here features a vibrant, hard driving Dixieland rendition of "Cash Is King." Another interesting item is an almost ballad reading of the popular "Milo." The set should bring out Legrand’s many fans in droves.

**"ALL THE HITS OF THE TEEN GROUPS"**—The Doowells—Parkway PT 5090

Here are the Doowells who are currently riding high on the charts with "Holly Baby," "It’s Only Love," and their vocal talents on a bunch of hits originally recorded by other teen groups. The boys step out with a solid, hard beat that comes off well on such goodlies as "Why Do Fools Fall In Love," "Oh, Boy! I'm Gonna Go A Night," and "I Want You To Be My Girl." The young dance crowd should find this one exactly to their liking.

**"Marilyn"**—20th Fox FXT 5900

20th Fox Records offers a timely musical tribute to the late film icon with this first-rate set of tunes culled from actress-lark’s films for the label’s parent movie company. The disk contains selections from three of Marilyn’s movies. From the lively, up-tempo kick-off of "Heat Wave" to the last note, "Bye Baby." Marilyn demonstrates her distinctive, wide-range vocal abilities. Powerful merchandise.

**"GOLDEN FOLK SONG HITS"**—Johnny Mann Singers—Liberty LST 7253

The Johnny Mann Singers add to their impressive list of catalog LP’s with this latest package of pop-oriented folk songs. Here is a vocal group that possesses a very satisfying professional choral sound to any number they perform. For this session they have selected from some of the best-selling folk tunes of recent years. A real smooth vocal blending is evidenced in their surveys of "Green Fields," "Where Have All The Flowers Gone," and "Scarlet Ribbons."

**"THE HI-LO’S HAPPEN TO FOLK SONGS"**—Reprise R-603

In this package from Reprise, the Hi-Lo’s backed by the swinging big band of Billy May, make an abrupt departure from their usual fare and get on the "folk song" bandwagon to prove their interpretations of some popular folk type ballads. The material here has good commercial potential, and coupled with an unusual instrumental backing the LP could serve as a prime tracter. Prime tracks are "Sixteen Tons," "Michael," and "On Top Of Old Smoky."

**"I FEEL SO ALIVE"**—Daldia—Verve V 8467

Daldia, who has established herself as a first-rate chanteuse on the continent, should help to add up a legion of fans on this side of the Atlantic with this delightful Verve session of French and Italian favorites. The lark demonstrates her own distinctive, lyrical, wide-range vocal charms on the Raymond Lefevre arrangements of "In The Mood," "Vino," "Cordoba" and "Vieni Vieni Sì." An impressive showing.
**ALBUM REVIEWS**

**JAZZ PICKS OF THE WEEK**

"CONCERTO FOR MY LOVE"—George Shearing
—Capitol ST-1755

Here's an appealing Shearing disk with the talented Silver Strings as a full complement of voices, strings and woodwinds. All the selections here, arranged by Shearing, are concerto-devise to create a concentrated galaxy. The pianist's sophisticated funky style is complemented with bass and drums for great effect as he reads "I'm In The Mood For Love," "Love Letters," and "Portrait Of My Love." The LP seems destined to score in the coin department.

"STAN KENTON: TEx RITTER!"—Capitol ST-4550

Proof-positive of the increasing popularity of country material is this unusual off-beat album combining the talents of Stan Kenton and Tex Ritter. Neither the Kenton or Ritter makes any concessions to the other's style, instead the modern big band sound beautifully complements the songster's rich country stylings. Extremely listenable tracks; here include "Wagon Wheels," "Cool Water," and "Red River Valley." Eye the album for rapid sales acceptance.

"THE REAL AMBASSADORS"—Various Artists
—Columbia OL 5506

Dave Brubeck and his wife Iola have created an excellent musical team featuring the talents of Louis Armstrong, Dave Brubeck, Lambert, Hendricks and Ross, and Carmen McRae. This package, set up as an original cast affair is actually a complete jazz show. The theme of this Stato Department-sponsored musical exchange program is eloquently, whimsically constructed in unabashed, lyrical set. Some impressive tracks here are tagged "Cultural Exchange" and "King For A Day." Album's broad commercial appeal should attract both jazz and pop fans.

"3 4 "—Shelly Manne—Impulse A-20

Shelly Manne has earned for himself a position in the upper echelons of jazz percussion, and for this quintetting package on Impulse teams up with some of the sharpest percussionists (e.g. Coleman Hawkins, Eddie Costa, George Graver, and Hank Jones). The drum set here is high on some free-swinging improvisations of such standards as "Take The "A" Train," and "Cherokee," and includes top notch performances of lesser known items like "Slowly" and "Lean On Me." This first jazz album should make this a must for jazz buffs.

"LATIN IMPRESSIONS" — Charlie Byrd
—Riverside RLP 88'er

The Bona Nova, which has become in recent weeks a full-fledged craze, is explored in intricate depth by guitarist Charlie Byrd on this rhythmic set from Riverside. Byrd skillfully utilizes diverse styles including flamenco, samba and tango to render twelve potent Latin-flavored vignettes. The guitarist's superb control and classical approach diverse textures of some solo instruments. Best bets here are "Amore Flamingo," "Bogota," and "Sun Spark." Byrd's sparky interest at the desay and consumer level.

**CLASSICAL PICK OF THE WEEK**

BERLIOZ: Romeo And Juliet; Pierre Monteux
Conducting The London Symphony Orchestra
—Victor 233

Pierre Monteux, long-regarded as one of the most influential conductors in English classical tradition, skillfully leads the London Symphony Orchestra And Chorus through their paces on this two-disc double LP drama of Berlioz symphony. This superb two-disc set boasts the classic "Romeo And Juliet" and "David Ward. Although 317, the conductor manages to come up with a powerful, vivid encompassing interpretation of the work. In this reading, the music gets the brunt of the Monteux baton, while the somewhat schmaltzy Emile Deschamps voices are effectively minimized. Superior offering.
POPEYE
(THE HITCHHIKER)
CHUBBY CHECKER
PARKWAY 489

"WHAT TIME IS IT"
The Jive Five & Eugene Pitt
Beltone 2024

"SWEET LITTLE SIXTEEN"
Jerry Lee Lewis
Sun #379
SUN RECORDS
Memphis, Tenn.

A NEW SMASH!
ABIGAIL
The Embers
Empress 107

Mercury's First Corporate Sales Meeting

CHICAGO—Experts in the field of business spoke to all Mercury Record districts at the firm's first corporate meeting held recently in the Windy City. Standing (in the top left photo) is Irving Green, the label's president. Seated (from left to right) are Irwin H. Steinberg, Mercury's executive veep; Donald Miller, veep of the Continental Illinois Bank; Leighton Smith, partner in Arthur Anderson & Company; and Charles F. Allison, veep of Booz, Allen and Hamilton. In the top right shot is a typical scene of the Phillips distributor meeting at which sales manager Lou Simon outlined a contest for consumers and dealers. Middle left: Kenny Myers, second from right, Mercury's veep in charge of sales hosts several of the label's family at luncheon during the sales meetings. From the left, are Charlie Perry, promo manager from Pittsburgh; Carl Glaser, Metro Record Distributing Corp., Buffalo, N.Y., and Bernard Braden, of the firm's Gotham office on the right. Middle right: toppers of Phillips, who presided over the label's meetings. From the left are Morris I. Diamond, national promo director; Lou Simon, sales manager, and Dan Sorokin, WCFI, spinner, who served as master of ceremonies at the session. Bottom left: Charlie Fach, who heads both Smash and Fontana for Mercury, is shown with Smash artist Joe Dowell. Bottom right: Charlie Fach, second from right, talks over merchandising plans with the regional sales managers (from left to right) Jay Swint, Alan Mink and Doug Moody.

"STOP THE MUSIC"
SHIRELLES —— Scepter 1237

"POPEYE (THE HITCHHIKER)"
CHUBBY CHECKER —— Parkway 849

"KID GALAHAD" (EP)
ELVIS PRESLEY —— RCA Victor EPA 4371

"HE'S A REBEL"
CRYSTALS —— Philips 106
VIKKI CARR —— Liberty 55493

"STORMY MONDAY"
BOBBY BLAND —— Duke 355

Cash Box—September 15, 1962

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

"SWEET LITTLE SIXTEEN"

Jerry Lee Lewis

Sun #379
SUN RECORDS
Memphis, Tenn.

Mercury's First Corporate Sales Meeting
The Greatest Album of The Year!

Marilyn

This album contains a "ready to frame" picture of Marilyn Monroe

singing her greatest hits from the 20th Century Fox Films

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GENTLEMEN PREFER BLONDES • RIVER OF NO RETURN

D. J.'s: WRITE, WIRE, PHONE for your sample copy of this great album.

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1721 Broadway, New York, N. Y.
JU 2-2790

smash single:
RIVER OF NO RETURN
and
ONE SILVER DOLLAR
FOX 311
LeBow Tops Gerald After Hille's Death

NEW YORK—The stockholders and directors of Gerald Records and its divisions have appointed Carie LeBow as general manager and director of the firm, following the death of the firm's founder, Gerald Hille, in an auto accident on Fri., Aug. 31.

Hille's car collided into a pole in Summit, N.J., early Fri. morning while he was enroute to his home in Madison, N.J., from New York, where he had been involved in a late-night disk session. He died two hours later in a Summit hospital. Hille, who was in his late 30's, leaves a wife and a five month-old child.

LeBow was recently named sales head of Gerald by Hille, who formed the label about six months ago.

At the special meeting last week (4), the firm's stockholders and directors announced that the firm's plans for immediate and future releases would continue as scheduled and projects undertaken would be carried on.

Dividends of Gerald, the Alfa, Toto and Cutup labels and Fayhill Music.

NARM Golf Trophies Sent To Winners

NEW YORK—Winners of the first golf tournament sponsored by NARM, the rack-merchant association, at its convention in Miami Beach last April have been sent their trophies.

Endo Correll, of Wambach Distributors of Harrisburg, Pa., a well-known music industry golfer, has previously announced that he would distribute the trophies and prizes at the NARM mid-year round and sales conference in Chicago the last week in Aug., but amended his original plan because of the NARM association policy of "business-only" at the gathering.


Atlantic Bows

2 Stax Singles

NEW YORK—Atlantic Records is handling the national distribution of two new singles on the Stax label, including a date by Rufus Thomas, Memphis deejay is also the father of Carla Thomas, who clicked on the Atlantic label two years ago with "Gee Whiz."

His sides are "It's A'Wright" and "Can't Ever Let You Go."

The second single is by The Mar-Kays and the sessions are "Sack O' Woo" and "Sailor Man Waits," both drawn from an LP, "Do The Pop Eye With The Mar-Kays." Instrumentalists hit it big on Stax with "Last Night."

Two Milw. Labels Merge

MILWAUKEE—The Brosn and Jacob-Carle labels have joined hands under single ownership, according to J. Brosn. Both labels are distributed nationally by Mike Elliott's Circa, while national promotion is being handled by George Jay Associates. Leading artists for the labels are Judy-Jae & The Moonglows, currently out with a J-C single, "Twisterson." Charles Epps, who has "Rock With The Mookeys" on Brash, Archie & His Soul Bros., Joyce Love and The Duprey Sisters.

Cash Box—September 15, 1962
**TOP 100 ARTISTS**

(See Top 100 for titles and labels)

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<td>Bunker, Dee &amp; Dee Dee Ford</td>
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<td>Crawford, Johnny</td>
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<td>Peter, Paul &amp; Mary</td>
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<td>Pitney, Gene</td>
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<td>16</td>
<td>Prince, Elvis</td>
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<td>14</td>
<td>Valentinos</td>
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<td>75</td>
<td>Vula, Bob</td>
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<td>75</td>
<td>Vinton, Bobby</td>
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<tr>
<td>91</td>
<td>Yuro, Tim</td>
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**America's Most Beautiful Face and Most Promising New Voice.**

**Maxine Starr**

P.P.A.D.A. just selected Maxine Starr—Miss Pennsylvania for 1963

with 2 BIG sides

**"APPLE BLOSSOM TIME"**

and

**"LOVE IS"**

NH 3009

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Bookings:

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**NEWTOWN RECORDS**

gave you—"I SOLD MY HEART TO THE JUNKMAN"

**THE BLUEBELLES**

give you another hit—

**"I FOUND A NEW LOVE"**

New-Time 5006

---

**PATTY LA BELLE**

"LOVE ME A LITTLE"

B/W

"THE JOKE'S ON YOU"

New-Time 5010

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WRITE FOR YOUR FREE SAMPLES:

c/o HAROLD B. ROBINSON  
6600 N. Broad St., Phil., Pa.

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The above feature is designed as an old-to-retailers who have requested such a list to help them locate hot singles when customers ask for them by writer name.
### Australia’s Best Sellers

3. *Do You Want To Dance* (Cliff Richard—Columbia) Robert Mellin
4. *Blue Guitar* (Columbia) Claude King—Coronet/Kevin Shegog—W&G Wallyaby Music
7. *The Stripper* (David Rose—GM)
8. *A Day In Paradise* (Columbia) BIEM
10. *Ballad of Paladin* (Duane Eddy—RCA) Essex Music

**Locally Produced Record.**

### France's Best Sellers


### Japan's Best Sellers

1. *Taio Music of Tokyo is the newly-established sub-publishing firm of New York’s Dominion Music. Firm, of which Watanabe Productions, a big Japanese talent agency, has a part interest in, will represent in Japan the Dominion, Aldon and United Artists catalogs. Here to set the firm was Sid Parme of Dominion.*
2. *Taio’s Japanese repa are Tatsuji Nagashima and Misu Watanabe. Additional Country Artwork Added are (Arifumi, Shinya—Kyu, Tokyo; phone number is 401-5101, extension 299). Watanabe has such top singers in its stable as The Peanuts, Mic Nakao, Yukari Itoh, Eidel Nakada, Hiroshi Minuma and others.*

Cash Box—September 15, 1962—International Section

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Cash Box—September 15, 1962—International Section
Pye Records acquired U.K. rights to yet another American label—Comeo-Parkway. Negotiations were completed between Harry Walters, Comeo-Parkway's European representative, and Bernhard Ludovici, Pye's Director of Recordings. The deal came into effect on Aug. 31, the expiration date of Comeo-Parkway's contract with EMI, which has, until now, issued all its material on the Columbia label, under the general condition that it would not be on Comeo-Parkway's own label.

The following statement was issued by EMI: "In view of our happy and successful relationship with Comeo-Parkway, we were extremely sorry to learn from Harry Walters, Bernhard Ludovici’s European Representative, that a deal has been completed with Pye. EMI has always valued its friendly association with Bernie Lowe and we will find it no easier to part with the American label, which has contributed so much to EMI's success at one time when EMI has achieved a high degree of success with the repertoire, and with Chubby Checker in particular. Under the terms of the contract, no further recordings are to be made by Chubby Checker. He is arranged whereby we shall release a Jo Ann Campbell single, "I'm The Girl From Willow, Willow," to be followed by a pre-packaged album of European songs issued in Aug. 1963.

Meantime Checker is here on a nationwide tour and his latest single, "Dancin’ Party," first issued by EMI was also released by Pye on Aug. 31. A new recording studio fitted with up-to-date facilities including a mono and stereo equipment, marks the beginning of a big catalog expansion program by Saga Records. Due for release in Nov. is a new recording of music by John Lennon composed in second Bonzo Dog Doo-Dah Band album, clarinet and piano and the early piano suite “Decorations” and “The Holy Boy’ Prelude. Saga plans to concentrate on British music and future recordings will include chamber works by Box, Elgar and Bernard Van Dieren. Through its tie-up with American Concertapes, Saga will also release recordings of American album music and piano music including the complete cycle of Beethoven Quartets by The Fine Arts Quartet.

Trumpeter-handleader Ken Colyer will spend Christmas and New Years in Australia and in early 1964 will tour New Zealand. Colyer is the first American jazz group to visit the Far East is Humphrey Lyttelton, who is booked for television and TV dates next summer in New Zealand, Hong Kong, and Manila.

Elvis Presley’s latest RCA release “She’s Not You” has sold over 260,000 copies in its first week of release.

Orilo Records has acquired British distribution rights to three American labels, Tamla, Motown and Gordy. Releases will be made on the new Orbijo label, which will be under the same label as the Tamla label, distributed in Australia by The Marblelettes; "You Beat Me To The Punch" by Mary Wells and "Do You Love Me?" by The Contours—all in the upper region of the state sales charts. The company was formed by Leo Sayer and is the British branch of the American British tour. Accompanied by Ted Heath and his Music, Maths opens an October double date in the country.Math’s lone British visit will be on the new One Man show. Victor Lewis’ autum plans also include a six-week variety tour for Matt Monro and Danny Williams; a provincial tour in Oct. for Sarah Vaughan, and a further George Shearing date in Nov. for David Bloor.

Mantovani entered the London Clinic on Sept. 9 for a major operation. Arrangements for his seventh American tour scheduled to open on Oct. 1, 1963. Details of his 10 dates, in 10 cities, will be revealed when he returns to the UK. Mantovani’s tour will include a British tour commencing March 24, followed by a visit to Japan for the first time. Mantovani, who has recently released a new album, “Mantovani in Japan.”

London’s long running and controversial review “Beyond The Fringe” opens in the West End on Oct. 28. It is being billed as the fim of the year, an LP of the show specially for America. The album which will be issued by Capitol to coincide with the premiere. An all-American audience will be invited to the show.

Just back from America where his smash hit “Oliver” opens on Broadway this fall, Lionel Bart is working on yet another musical. Again inspired by “Shangri-La” and "Shangri-La: The Untold Story Of Marie Antoinette.” Primarily intended for the American market as a possible follow-up to “Oliver.”

Cyril Bailey of the John Peninsula organization informs everyone that they will be there for the visit of De Shannos due here Sept. 12th with his manager Irving Micah. Shannon, whose latest release “Cry Myself To Sleep,” is being used on London and published by Wili Music, embarks on a nationwide tour on Sept. 16 under the auspices of Tito Burns. The Bolinda group is riding high with “Pipe Organ" and ‘This Is My World” and C bindings over "That’s Me." (Aberbach) and it also has “Forgive Me” first disk by Tina Tate that is due issued here on London.

Gardine Dament, Mr. Music Man of Switzerland, makes a welcome return to England Oct. 1 to conduct a series of concerts with the BBC Midland Light Orchestra. On Oct. 28 he will conduct the Danish Radio Orchestra in Copenhagen. The Finely arranged show called "A Dumont Project. "Black Beauty" published by Editions Coda and British rights are with Mason. The coming from a recent trip to America fellow-passengers aboard The Queen Mary included Billy Vaughn who disembarked at Cherbourg to make a second European tour and Dick De Lee, who leaves for a tour of Germany. Publisher Eddie Kasner making his annual trip, first call London for the opening of "Gentlemen Prefer Blondes" starring Dora Bryan—music of which, last seen by Kansas City.

First singles to be issued by United Artists on its own label are released by EMI. "The Birdman" by The Hillbillys from the film "The Mississippi," and "The Americans" and "Big Guitar" by Al Calota.

"Matt Monro Sings Hongy Carmichael" is the title of the singer's second LP for A & R Manager George Martin. The disk features twelve Carmichael compositions with Johnny Spence. For release here on Parlophone "American In Paris" is due in Nov. Liberty's latest single release comes straight from the Stateside Top 20—Timy Yaro's "What's A Matter Baby." Shaper, the Jo Lampista songs of Mancini's "Softly As I Leave You," anxiously watching it climb the American charts on Liberty. Here over Shaper is working on "Rhinestone Buddha." Ever Knows (Cumbria and Mersey Music)

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Great Britain’s Best Sellers

**Great Britain’s Top Ten LP’s**
1. West Side Story—Soundtrack (Philips)
2. Pot Luck—Elvis Presley (RCA)
3. Black & White Minstrel Show—Various Artists (Columbia)
4. South Pacific—Soundtrack (RCA)
5. Blue Hawaii—Elvis Presley (RCA)
6. Shadows—The Shadows (Columbia)
7. It’s Trad Dad—Soundtrack (Columbia)
8. Blitz—Original Cast (HMV)
9. Geso—Elegia (Ludwig von Beethoven) (Golden Guinea) (Philips)
10. Sinatra & Strings—Frank Sinatra (Reprise)

**Great Britain’s Top Ten EP’s**
1. Follow That Dream—Elvis Presley (RCA)
2. Beds of Roses—Billy Fury (Decca)
3. The Shadows To The Fore—The Shadows (Decca)
4. Hits From the Ones—Cliff Richard (Columbia)
5. 5th Of July—Mister—Arky Bilk (Columbia)
6. King Of Twist—Chubby Checker (Columbia)
7. Black & White Minstrel Show No. 4—Various Artists (Columbia)
8. Some People—Soundtrack (Pye)
9. Helen’s Hit Parade—The Shadows (Columbia)
10. Spotlight On The Shadows—The Shadows (Columbia)

Argentina’s Best Sellers

1. Cuando Calienta El Sol (Emmi—Enamí) Tony Vilar (Columbia); Siro San Roman (Music Hall); Hinos Rigu (RCA); Marcella Feriel (Microficial); Odeon Pops; Juan Ramon (Disc Jockey); Danny Martin (Philips)
2. Rey De Los Payasos (Aldon—Ferneta) Nele Sedaka (RCA); Juan Ramon (Disc Jockey)
3. Ritmo Africano (Aberchab) Bert Kaempfert (Polydor)
4. Musiquita (Roly Poly) (Frost—Edgardo) Enrique Guzman (Columbia); Los Pick Up (Music Hall); Johnny Tedesco (RCA); Juan Ramon (Disc Jockey); Lee Hazlewood (Philips)
5. El Cigarron (Fernata) Hugo Blanco (Polydor)
6. Paloma (Korn) Roberto Yanes (Columbia); Los Quilla Huasi (Philips); Los Andenigos (Tondocie); Julio Molina Cabrak; Siro San Roman (Music Hall); Hinos Rigu (RCA); Freddy Luciano (Music Hall); Manolo Muñoz (Odeon Pops); Los Jets (Ospas); Juan Ramon (Disc Jockey); Los Salvaizes (Columbia)
7. El Poeta Llora (Korn) Carlos Fiszito, Horacio Deval (Columbia); Los Fernandos (Odeon Pops); Rosamel Araya (Disc Jockey); Simba y sus Panchas (Music Hall)
8. Hermanitas (Ferneta) Elvis Presley, Johnny Tedesco (RCA); Los Cometas de la Mora (Novel) Stirling Brandy (Tondocie); Los Santos (Music Hall); Los Mac Ke Mac’s (RCA) Bias Ben, Rivertown Dixieland Band, Gasparin (Philips); Julio Cesar (Odeon Pops); Juan Ramon (Disc Jockey)
9. La Chica Del Pullover (La Ragazza Col Maglione) (Ferneta) Adriano (Microficial)
10. Sapo Canicularo (Lagos) Los De Salta (Philips); Julio Molina Cabrak (Philips); Los Nortenos (Odeon Pops); Silvio Novas (Disc Jockey); Juan Ramon (Disc Jockey); Julio Montes (Philips); Hugo Blanco (Disc Jockey)

José Scatena, manager of RGE Records of Sao Paulo, Brazil, was recently in London for our top 33 1/3 albums—approximately 251 albums in all, 
and arranged with several parties. The list of his country in this presentation, and afterwards left back to Sao Paulo.

The record industry is facing another price increase. This time it’s 20%, effective from Aug. 15th 1965. It is expected that this will result in an increase of 110 ($32) and single’s 105 pesos ($9). All of these are suggested retail prices, since there are many retailers that are currently offering 10% and 15% discounts. It is apparent that probably this price increase will be maintained or even increased. Another interesting fact is that there are many "promotion" prices, not marked with a regular price and sold at many stores at 255 and even 235 pesos. Thus, the regular retail price of LP’s is nearly 100% over the real price of many albums; it must be noted that this is the result of distribution, not the record company. Many even more, in some cases these low priced records are better presented than regular ones.

The industry is preparing itself for the giant meet of the Latin American Federation of Record Producers, which will take place in Lima, Peru, Oct. 8 through 10. This will be the second gathering of the Federation, since the first was held in Buenos Aires in 1964. The general theme of nearly all the record producing Latin American countries will be present, and many interesting results are expected from the meeting.

Festival 65, the giant TV program produced by Blackfor Channel 3, has included Joao Gilberto, the Maracatu with turned into a huge success on performances on Monday nights. Besides, as it has been informed, Gilberto will appear at Argentina’s night club.

The hottest record around is “La Chica Del Pullover” (La Ragazza Col Maglione, the Italian hit, recorded in Spanish by Adriano and his group, with arrangements and orchestra direction by Louis Neve, artistic counselor of Microfon, Adriano’s discography. The waxing has received a lot of promotion these days, and the label expects very much from it. Another interesting hit by Cortez, "Aguacero," has already been licensed here. Ariel Records. The record has received plenty of air play from the beginning, and has been released through his "Escuela A La Pama," and is already popular in the charts.

Hugo Celano reports about the new address of Maser (Musical Service) a company design to furnish printed music to artists and stores of Argentina, Brazil, Uruguay, and Chile. Music Intercom, of Buenos Aires, it is already distributing, Scat, Fortissimo, Select and Regalo, and is arranging with several other publishers the distribution of its lines.

News from Columbia: Read a Compact 33 with four tunes from the "Rock & Twist" LP, sung by Los Salvaizes, Los Hooligans and Enrique Guzman, two other LP’s—"Viva Andres" with Andy Vilar and Les Elgart (Wonderful World of Music and The Sound of Les Elgart), a mono LP by Blanche Moneo, sango singer, and singles by Paraguayans Quintana-Escalante and Tony Vilar, "Viva Los Rojas" and Los Los. The label has labeled Adriano Celestino’s first release through Columbia: "Sel Amame y Beseame," both are currently very well placed in the Italian lists.

More about Columbia: Roberto Yanes, who has been selling very well his “Avana” version, will start his own program on TV Channel 9. His latest albums in “Maravillas” and “El Pescador” have been well-sold, and it is expected that this new album will be well sold, too. His group is made up of well-known local composer and Maria Grever. Tony Vilar has finished his second album, which has been labeled "Tres," and has been added to several hits. Antonio Muñiz (RCA), Victor Hugo (Disc Jockey), Juan Mendoza (Polydor) and Los Chaparoneos (Odeon Pops).

Celebrating his record was Rosamel Araya has been awarded a platinum record by Disc Jockey, his company. According to Rodriguez Lique, head of Disc Jockey, one of Araya’s waxings, (released four years ago), “Quemame Los Ojos” is now one of the biggest hit sales, and is selling very well. Rosamel Araya has been Disc Jockey’s best selling artist for several years. The Platino Awards are given to Araya after an interview on TV Channel 9, in the "Sabados Circuladores" program, directed by Nicolas Mancino.

More about DJ: the discography is activating the exchange of tapes with Mexican Disc Importadora discography. Several DJ records will be released in that country, where the label is preparing some Tizoc (Disc Importadora’s label), releases in Argentina.

News from Music Hall: Los Santos, the vocal group recently linked by the discography, is preparing a long play with tango tunes in modern rhythm. The album will be released at the end of this year, in Argentina, and several other Latin American countries and Spain, where Music Hall is represented by Hipervox. The album, which has been recorded in preparation of the forthcoming Band (Dimas) and "El Poeta Llora” (Korn) with Julio Montes (Philips; Hugo Blanco (Disc Jockey); Leda Mercante (Columbia); and "Melancholy Boy” by Jack Hammer, ex-member of The Platillas, and a four standards (including "La Novia” and "L’Edera” by The Trio Los Caribes, sung in Spanish.

Mauricio Brenner, head of Formata Publishers, spent several days in Brazil studying the operations of his company in that country, during the absence of his assistant, head of Formata de Buenos Aires, as part of a world wide trip. Brenner is already back in Buenos Aires.

Ariel Records has released two Compact 33’s belonging to the Ronneg and Topp records, the waxings of "El Pescador," by Andres Vilar, "Viva Los Rojas" by Rosamel Araya (Disc Jockey); "Melancholy Boy" by Jack Hammer, ex-member of The Platillas, and four standards (including "La Novia" and "L’Edera" by The Trio Los Caribes, sung in Spanish.)
GERMANY

Charles Aznavour, who smashed through the German hit lists with his first recording in the English language, is trying again and his second waxing looks just as hot. It’s a German version of "Paradise."  

Gerig Music is shouting about the success of the new Peter Kraus waxing of "Sweety" and the later starter "Saramaco" by German rock star Martin Lauer.

Will Meisel reports that his publishing firm is going great guns with top hits on the board being: "Ginny Come Later," by Brian Hyland, and "And Jan & Kjeld, & A Steel Guitar And A Glass Of Wine" by Paul Anka and Rene Kollo.

Globus One Stop reports "Sweety" by Peter Kraus topping its juke box sales with "Linda" by Gus Backus and "A Steel Guitar And A Glass Of Wine" by Paul Anka taking run-up spots.

Helen Shapiro has her second German waxing on the market with the start for the record guaranteed through her film "Two Hit Paradise." The disk copies "Let’s Talk About Love" and "Sometime Yesterday" both in German.

The Jazz Workshop in Becklinghausen will be telecast for one hour on Sept. 12. Stars of the show are Hans Kolde, Arne Dommerus, Jean "Toots" Thielemans, Fatty George and classical-jazz pianist Friedrich Gulda. Electrola did a live LP of the festival.

Thee Seeger from Peer Music reports that the new Bob Moore smash follow-up to "Please Me" and "Auf Weiderschn Martin" will be a rocking version of "My Adobe Hacienda." "A Message In A Bottle," originally sung by Tommie Connor, will have a German version sung by famous German jazz singer Inge Brunenburg, and the smash German hit "Mama Get The Hammer" has been done in English by Ralf Bendix for the U.S. and England. Will Glahö has also done an instrumental version of the tune.

Peter Lach from Capriccio Music reports a new Instrumental smash with Eddy Williams Orchestra called "Pedro, Pedro" and "Casanova" for Philips.

Meronome Records reports the new disk by Jorge Ingmann’s wife Grethe in German, "Dear John" and "No One," are getting action on German radio.

The Danish folk-singing duo, Nina & Frederik, are also getting off the ground with their new version of "Have All The Flowers Gone" also sung in German.


Gena Andu visits New York, San Francisco, Boston, St. Louis and other American cities in Nov. and Dec. Rita Streich will be in the U.S. from the middle of Oct. to Dec. in Chicago, where she will appear in "Figaro" and in "Orpheus."

Rinaldo Kajek in "Figaro." The young Hungarian pianist, will be in New York from Oct. 20 to the 1st of Dec. for 14 concerts including his Carnegie Hall debut.

That’s it for this week in Germany.

Germany’s Best Sellers

1. "Paradiso/Tu Mir Nicht Weh (Don’t Break The Heart)"- Connie Francis- MGM—Schneider/Gerig  
2. "Lady Sunshine & Mr. Moon"- Connie—Columbia—Gerig  
3. El Sueo Suco—Columbia—Gerig  
4. Ein Dutzend Andre Maeberger (A Dozen Other Men)—Gerd Böttcher—Decca—Montana  
5. Ich Schau Den Weissen Wolken Nach/Einmal Weht Der Surrewind Weiher—(I Look At The White Clouds/Tie South Wind Will Blow Again)—Nana Mouskouri—Fontana—Schaeffers  
6. Heisser Sand (Hot Sand)—Mina—Polydor—Gerig  
7. "Linda—Gus Backus—EMI—Decca  
8. Ginny Oh Ginny (Ginny Come Later)—Brian Hyland/Jan & Kjeld—Philips/Arlora—Will Meisel  
10. Rosen Sind Rot (Roses Are Red)—Caterina Valente/Bobby Vinton—Electrola—Columbia

"Music City" Comes To South Africa

Columbia Records has released a new album with one new orchestra: Columbia "Pipes Orchestra, formed by Brazilian musicians, under the direction of Lyndon Panas." It has almost made it to the top of the charts. 

In Brazil the branch of Audio Fidelity completed its third anniversary on Sept. 3. Since 1959, Sid Frey’s company has released a great number of LPs which have been very popular with the public.

In Audio Fidelity in Brazil is headed by Sebastiao Bastos. Rubens Pereira is in charge of the sales department. The public relations is the responsibility of Elvia Martin. The disk jockey with a large audience in Brazil, especially in Sao Paulo. Audio Fidelity is now forming a Brazilian talent roster, with some of the best artists around here, such as Jose Tobias, Roberto Silva, Geraldio Pendegano, and others. Recently, the company won a very hard competition to get Reprise’s representation in Brazil. Several albums and singles have been released with top artists, including Frank Sinatra, Sammy Davis Jr., Dean Martin, Nancy Sinatra, Tony Williams, Lou Monte and others, with good sales results. In long years, Audio Fidelity has been one of the most important record companies in our country.

Robertino Cear, a new Brazilian singer on television in Sao Paulo, has also signed a contract with Audio Fidelity. He has a very good voice and an original style. His first record for Audio Fidelity will be a 78 R.P.M. disk with two numbers. The first one is "Pensa" by Tito Madi and the second, "Guaria Guaria Saudeau," is his own composition.

The company has created a new LP, "Rio De Janeiro," and will also release a new album "Brazilian" in Brazil for many years. Out of the record business for a long time because of many contracts outside the country, George is back, and Audio Fidelity will release a double-disc set of "Lou's Stewie," and "on the South." The new album will be released in all twist rhythms.

Recently released three American albums: "Harry James Hits" with the famous trumpet player and his orchestra; "Sucessos De Les Elgart" (Les Elgart Hits). Both LP’s contain old hits from many albums of the James and Elgart orchestras. West Side Story from the sound track.

Brazil's Best Sellers

1. Suave A E Noite—(Tender Is The Night)—Moayr Franco—(Copacabana)  
2. O Travador De Toledo—(Unravel—Toldeo)—Gilda Lopes—(Odeon) (Vitale)  
3. Quando Setembro Vier—(Come September)—Billy Vaughn—(Dot-RGE)  
4. El Sueo Suco—Silvana & Rinaldo Calheiros—(Copacabana) (Vitale)  
5. El Sueo Suco—Poly—(Continental) (Fermata)  
7. Septa By Starlight—Ray Charles—(Polydor)  
8. Meu Amor—Angela Maria—(Hispavox-Fermata)  
9. Tico-Tico No Fub—Ray Confin—(Columbia) (Vitale)  
10. Onde Estas Coracao—Silvana & Rinaldo Calheiros—(Copacabana) (Vitale)  

Brazilian Music

Sao Paulo’s Top Ten LP’s

1. "S. Continental—Ray Confin—(Columbia)  
2. Dedicated To You—Ray Charles—(Polydor)  
3. "Bis Buados No Se Bejam—Poly & Waldy Azevedo—(Continental)  
4. "Noa E A Seresta—Nelson Goncalves—(RCA)  
5. "Pecado De Do Falhar—Poly & Waldy Azevedo—(Continental)  
6. "Pecado Do Olhar—(RGE)  
7. "Dos Bisbancos Na Noite—Poly & Waldy Azevedo (Conti-}

Rio De Janeiro’s Top Ten LP’s

1. "S. Continental—Ray Confin—(Columbia)  
2. "Bis Buados No Se Bejam—Poly & Waldy Azevedo (Conti-}

Johannesburg—Nashville vets Floyd Cramer, Cet Atkins and Jim Rees are pictured above during their current tour of South Africa. With them is popular local Laurencio Marques radio personality Evelyn Martin. The trio will stop off in London for a series of personal appearances before returning home.

Cash Box—September 15, 1962—International Section
Paul White, singles sales and promotion chief at Capitol, now mailing a new page of disc data under the heading of "Sizzle Sheet." Among other new items contained in edition the first is a note that "Softly As I Leave You" by Matt Monro has sold 14,000,000 copies, the highest selling record according to Monro's publisher, the Jones Music Corporation. "Build A Mountain," which gives every indication of swingin' gentler to the higher echelons of chartdom. One other made in England item that is currently flying high is "I'm Your Boogie Man," by Joe Samuels, another among the new artists now handled by Capitol with a new outing entitled "As Long As You Love Me." Not to be outdone, Whitney Haines, Capitol's man about town, sent along the news of a new Bennett release, "Amber Rose." Bennett is another of the many artists, a collection of great standards, plus a new item or two. The set is named after Vic's highly rated "King of Easy Listening." Dick Cavan and PM deejay at WSTS, Massena, New York, just completed two weeks of U.S. Army reserve training in Virginia, and reports his hectic to be back behind the turntables, instead of behind a hooch.

Spartan branches in Canada are going all out on the new Sammy Davis Jr.,ingle on Reprise, "What Kind Of Fool Am I." The song, and the flip side of the record, "I'm Trying To Get A Life," will get heavy air exposure from Canadian platter spinners who claim that Sammy hasn't sounded so good since "Hey There" and some of the other great ballads he did in years gone by. "Hey There" hit "Sammy" by Spartan rushers to disc, radio, and Capitol Box, along with a page full of advertisements. Jim is just back from a trip through the market where he shopped for new tops. To help him out in the store, Sammy Nash, ABC Paramount recording star—could be seen, etc, etc. This caused or two more grey hairs to appear in Hal Ross's early locks. "Ol Man River," the new Victor release, is reported to be the break of the week. Recored in Nashville, the disc by Steola definitely has that unique.

London Records announced the appointment of Gilles Marchand as field rep for its record company division, Gilles is well versed in the field as he spent the last five years studying to become a conductor. He still looks upon the long hair music as his number one hobby. A recent letter to deejays, Gilles asks that his company be informed of the amount of time devoted to recorded electrical music by Canadian stations. In addition, he asks p.d.'s and deejays for their comments concerning the length of classical music plays during the day. This information will be invaluable to Mr. Marchand. With several Canadian stations leaving the CBC Network hook up come Oct. 1st., p.d.'s of such stations can contact Gilles at London Records, 159 Gravelline Park Blvd., Montreal, La Pointe, for details on the new release sheets now provided by CBC. One innovation at London's classical section is that they will supply new release sheets of a separate form, containing all the timetabs of the new releases.

But Hayden, publicity head man with Phonodisc, mentions that the Babs Tino appearance on The American Bandstand TV'er was most timely as far as marketing the label's new release, "Patches," and many other Phonodisc artists are starting in this country, and is only now rolling along at a top ten clip in the Toronto and Vancouver areas. Re Newman, Phonodisc's national sales manager, has just completed a country-wide tour of all branches in connection with the "Patches" new Fall product, and reports response is excellent in all markets.

Hal Ross at Compo is being swamped with orders and reaction to the new "Colpix items. Shelly Fabares' waxing of "The Things We Did Last Summer" is really taking hold in most markets, and the Paul Peter sen,ingle, "Lookin' For Love," is picking up the recent successes enjoyed by the Jack Jones, Kapp waxing of the song.

Bill Smithers, Quality's Tub Thumper out of Montreal, long distances the raise of the hot new item, "Venus In Blue Jeans." Bill's hottest item at the moment is "My Bonnie Lies Over The Ocean," and a sleep of branches across the country seems to be "Patches" by Dickie Lee.. The Smash is on the Mercury label in Canada. Bill also is very strong on "Swash" mail on Quality, here.

The "Cass" boys, currently hot in the Capital area with their Coral single, "Don't Laugh At Me," have been set for two dates, (9/13) in Ottawa and (9/14) in Smith's Falls. Doug Parker, promoter for the Count Victors shows asks any record acts interested in playing Ottawa and district to contact him at Smith's Falls Enterprise office.

The Crystal opened at Montreal's Esquire Show Bar (9/3).

Bill Fisher reports tremendous initial reaction to the new Dick Haymes single "Shine Away." Extremely popular, the PBS rusher reports that it was charted by Montreal's CKVL immediately 'they heard it. Dick Haymes also recorded "A Little Of What You Fancy," and 'they' expect it to be a hit in his next set.

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Italy's Best Sellers

Israel's Best Sellers

Norway's Best Sellers
Holland's Best Sellers

Polydor
1. Brandend Zand/Heider Sand (Anneke Grönloh/Philips, Mina/Polydor, Willy Schobben/Arione) (Beneduc Music, Weert)
2. Philips Collector's (from Philips A/S, Mark/Marvin/Amsterdam)
3. I Can't Stop Loving You (Ray Charles/ABC Paramoun) (Acous-Rose Music Benelux/Brussels)
4. Roses Are Red (Ray Peters/Arione, Bobby Vinton/Columbia) (Lue Ed. Int. Basart/Amsterdam)
5. I Can Go To Dance (Cliff Richard/Columbia) (Les Ed. Int. Basart/Amsterdam)
6. Guitar Tango (The Shadows/Columbia)
7. Dancing Out of My Heart (Blue Diamonds/Deca)
8. Janus Pak Me Non Zon Keer (Paula Dennis/Arione, Ria Valk/Fonanta)
9. Wij Zingen Over (Marcel Mronics/ABC Paramount)
10. Like I Do (Nancy Sinatra/Reprise) (Top Music Altona/Amsterdam)

Belgium's Best Sellers

WALLOON
1. J'Entends Siffler Le Train (Richard Anthony/Achtem)
3. Petit Gonzales (Danyel Gerard/Polydor) (Caravelle Brussels)
4. Guitare Bourbon (Danyel Gerard/Polydor) (Caravelle Brussels)
5. Shout (Jose Des And The Starlitters/Roulette) (Editions Ben Brussels)
6. Mexican Train (Marcel Mronics/ABC Paramount)
7. Matthias (Ray Peters/Happi/Philips)
8. Clair De Lune A Maubeuse (Bourvil/Pathe) (Ed. Modern/Mouncer
9. Systèmes Conus Come Twistin' In (The Cousins/Palette) (World Music/Brussels)
10. Si Un Jour (Robert Cogi/Philips) (World Music Brussels)

Sweden's Best Sellers

1. Speedy Gonzales (Pat Boone/De) Music-Huss A/S
2. Dear Larry (Finnegan/IMP) Southern Music
3. Gimme A Little Kiss (Michael, Landen/Columbia) Ehring & Lofvenholm
4. I Can't Stop Loving You (Ray Charles/ABC-Paramount) Egil Monn Iver
5. I Remember You (Frank Ifield/Columbia) No Publisher
6. Roses Are Red (Booby Vinton/Columbia) Gehrmans Musikhuset A/S
7. Dancing Out Of My Heart (Blue Diamonds/Deca)
8. Dancing Party (Chubby Checker/Columbia) Beilda (Scandinavia) AB
9. Jam trabben (The Cool Candy/Philips) Melodiflagerat
10. Guitare Bourbon (The Shadow/Columbia) also released AB

Local copy

Cash Box

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Local copy
"BABY WE'RE REALLY IN LOVE" (15:51) [Fred Rose BMI—Williams] 4
"SO HOW COME" (2:21) [Acuff-Rose BMI—B.A. Bryant] 3
DON GIBSON (RCA Victor 8085) 1
Don Gibson, who scored last time out with "I Can Mend Your Broken Heart," comes up with a potent follow-up stanza that should reach the charts in no time flat with this hot item tagged "Baby We're Really In Love." The side is a fast-moving pop-flavored happy hand-clapping number which could develop into one of the charter's bigger tunes to date. The couple, "So How Come," is a tasty, harmonica-backed slow-paced ballad with plenty of airplay potential.

"LUCY, LET YOUR LOVELIGHT SHINE" (2:17) [Pamper BMI—Cochran, Howard] 5
"I'D FIGHT THE WORLD" (2:36) [Pamper BMI—Cochran, Allison] 4
HANK COCHRAN (Liberty 55498) 3
Hank Cochran, who is currently pulling coin with his chart-riding bopper of "Sally Was A Good Old Girl," should have another smash item on his hands with this new Liberty release. The top-side, "Lucy, Let Your Lovelight Shine," is a rousing, uptempo chorus-backed, high-spirited affair with enough good stuff in it to step out in the sales department. In "I'd Fight The World" the charter offers a fine, warm reading of the slowed-pace recitation and song opus which Johnny and Jonie Mosby are scoring with.

"WALL TO WALL LOVE" (2:08) [Acuff-Rose BMI—H. & J. Carter] 2
"HAPPY BIRTHDAY, MY DARLIN'" (2:16) [Acuff-Rose BMI—Gallion, Gordon] 1
BOB GALLION (Hickory 1181) 0
Deeply-chanting Bob Gallion could garner plenty of attention with this first-rate Hickory outing. In "Wall To Wall Love" the songster comes up with an infectious, hard-driving opus which boasts a real happy, spinable quality. Eye the words: "My Darlin'" a fine tradition-oriented, slow-moving, hillbilly side. Side seems a natural for heavy-airplay.

MARVIN McCULLOUGH (Capitol 4820) 5
(B+) "JUST INSIDE YOUR ARMS" (2:30) [Tree BMI—Miller] 4
Marvin McCullough could have a noisemaker on his hands with this infectious, high-spirited uptempo ditty. Side has enough built-in success ingredients to bring out a slew of deejays.

Randy King (Enterprise 104) 3
(B+) "FOOL THE WORLD" (2:46) [Russell BMI—King, Darnell] 2
Randy King could jump into the national spotlight with this catchy, up-tempo dual-track affair with a fine bluegrass-styled danceable beat. Spinners should come out for the side in droves.

"HEARTS ENTWINED" (2:21) [Gaylo BMI—Darrell] 1
This side's a delightful, shuffle-beat ballad essayed in a professional style by the songster.

SANDY LE FIELDS (Longhorn 524) 0
"SLIPPIN' OUT" (2:30) [Musicountry SESAC-Petton] 4
The charter unleashes his potent vocal talents full-blast on this twangy, harmonic-laden in the tradition-oriented vein. With the proper exposure the side could cause a stir.

VIOLETT LITTLE GIRL (2:05) [Saran BMI—Fields] 3
This time out the songster delivers an extremely easy-goin' warm, bluesy affair.
COUNTRY 
TOP 50

1 DEVIL WOMAN
Marty Robbins (Columbia 42464)
2 MAMA SANG A SONG
Bill Anderson (Decca 31048)
3 EVERYBODY SUE ME
Ernest Ashworth (Hickory 1170)
4 WOLVERTON MOUNTAIN
Clowns King (Columbia 42353)
5 I'M GONNA CHANGE EVERYTHING
Jim Reeves (RCA Victor 4080)
6 IF YOU DON'T KNOW I AIN'T GONNA TELL YOU
George Hamilton IV (RCA Victor 5062)
7 MR. IN-BETWEEN
Burl Ives (Decca 31455)
8 SO WRONG
Patsy Cline (Decca 31408)
9 A LITTLE HEARTACHE
Eddy Arnold (RCA Victor 4048)
10 WILLIE THE WEEPER
Billy Walker (Columbia 42499)
11 I' D PLAY THE WIND
Johnny & Janie Mosby (Columbia 42494)
12 SAVE THE LAST DANCE FOR ME
Buck Owens (Capitol 4765)
13 THE COMEBACK
Faron Young (Capitol 4754)
14 HELLO OUT THERE
Carl Silver (RCA Victor 8506)
15 DADDY STOPPED IN CLOUDE GREY
Bill Jernigan (Columbia 21360)
16 CRAZY WILD DESIRE
Webb Pierce (Decca 31280)
17 PRIDE
Roy Price (Columbia 42318)
18 ADIOS AMIGO
Jim Reeves (RCA Victor 8019)
19 I'VE BEEN EVERYWHERE
Hank Snow (RCA Victor 8072)
20 COW TOWN
Webb Pierce (Decca 31421)
21 SALLY WAS A GOOD OLD GIRL
Frank Cochran (Liberty 5441)
22 DARKNESS ON THE FACE OF THE EARTH
Newshow Hawkins (Columbia 42461)
23 SUCCESS
Loisette Lynn (Decca 31384)
24 WILL YOUR LAWYER TALK TO GOD
Kitty Wells (Decca 31392)
25 160 POUNDS OF HURT
Waven Smith (Liberty 5347)

COUNTRY ROUND UP

Hank Thompson and his Brazos Valley Boys moved into Albuquerque, New Mexico last week for an opening of The Far West club, a new all-country night club. The manager and crew played the club for one week which will from now on continue with complete country star format. Jim Ameche, producer of Hank's show, and the art director, Jim Halsey, were on hand for the opening ceremonies. Thompson

COUNTRY LOCK, fiddler and guitarist

Judy Lynn is currently featured at the Golden Nugget in Las Vegas where she is winning more fans with her power-packed country program.

WGN-Atlanta annual birthday celebration and country music extravaganza was again this year in Atlanta's Lakewood Park. Over 74,000 fans turned out for the event, making it an even bigger salute to country music than ever before. The line-up of stars included Marty Robbins, Jim Reeves, Carl Smith, Flatt and Scruggs, Hank Snow and Jean Shepard. Hickory chanter and WGN deejay Bob Gallion emceed the affair assisted by the outlet's manager John Fulton, and the entire air staff.

Bill Boston, personal manager of Topper recording artist Bob Crowder, sends along word that the chanter's latest effort, "Room For One More Heartache" and "Teardrop Train" will be released within the next few weeks. Any deejay who has not as yet received a promo copy may get same pronto by contacting Bob Crowder, 1029 Christiansa Street, Spring Valley, Calif.

Bill Owens, who has been real hot recently in the singles department, was recently featured at the San Jose Speedway in San Jose, California along with his Buckaroos.

Keeping busy over the long Labor Day weekend Tall Paul Charon and the Hatfields worked key dates in Bowling Green, Kentucky and the Circle S Ranch near Muskogon on the shores of Lake Michigan.

Standing room only was reported at the U. of Alabama recently when the Perlin Husky show, along with Smiley and Kitty Wilson, Roy Drusky and Bill Anderson played to over 4,500 paid admissions. The package was set by the Herbert Long Talent office.

Lee's Country Farm Show on WAGK-Kittanning, Penna., sends off an urgent a.o.s. for country-gospel-bluegrass recordings.

FOR THE BEST IN THE COUNTRY

RUSTY & DOUG
CAJUN JOE
(The Bully of the Bayou)
HICKORY 1177

45
The revolutionary new Seeburg phonograph is now being shown nationally by Seeburg distributors. It is a totally new instrument, designed to meet in every way the demands of today's locations and the tastes of today's public. Don't fail to attend the premiere showing in your area!
More often than not we hear from various sources of supply that the operator today is rather slow in coming to recognize a certain product for what it is—namely “the greatest machine ever produced,” or perhaps “the biggest money-making idea ever offered the industry.” On the other hand, we have the operator who looks upon such claims as questionable, having heard similar claims over the years. Actually, both parties are failing in their responsibilities to their company and to themselves. It will be an unusual day indeed when the “greatest machine ever produced” is introduced to this industry, but rather than take the claim with a grain of salt, each operator should make it his business to subject the new entry to close scrutiny, just in case that big day has arrived.

Manufacturers and distributors of new equipment would be wise to tailor a sales pitch to the needs of the operator and his locations. A music machine which now makes available to the patron a new approach to selective music, or perhaps a new pricing technique which should increase collections, must be promoted for what it is—a juke box designed for people who frequent these locations. On the other hand, the operator must be quick to realize the opportunity such new innovation presents in terms of increased collections on these same locations.

A new machine obviously designed for certain type locations is sometimes sold as an “all-location” game and this is usually to the detriment of the machine. If the locations in which the game will succeed are pinpointed and the operators in these type locations are singled out, then an all-inclusive selling job can be done. Otherwise the machine is subjected to an unfair test, the dissatisfied operator is no longer a good customer, and the seller must work twice as hard at selling his next offering.

Operators can do themselves some good, however, by looking for the money-making features that are incorporated in equipment of all types. We know of specific instances both in music and games where new ideas are now accepted, whereas even months after they were originally introduced, many operators were still looking for guaranteed proof of merit. A reasonable time of observing performance of a new idea is not asking too much. But to wait forever before making a decision won’t bring in extra income either.

What it boils down to is this. The suppliers and operators of coin-operated equipment are heavily dependent upon each other for survival. The supplier can tailor his ideas on the realistic basis and zero in on the problems at hand, namely the search for still another money-making location machine. And the operator must realize his position, namely the link between the industry and the general public. A little more effort in selling at the location level will undoubtedly make for more successful machines.
Publicly Owned Firm Acquires Badger Sales; Will Be Known As AMCO Music & Vending, Inc.

Gellman Manufacturing Bill Happel Is V.P. Of Is Parent Firm, New Seeburg Distribr

LOS ANGELES—Don Ros, President of the Gellman Manufacturing Company, Rock Island, Illinois, announced last week that the publicly owned firm has purchased the Badger Sales Company, Inc., Seeburg distributor located here. Gellman will operate this business through its wholly owned subsidiary, AMCO Music and Vending, Inc., a California corporation.

Gellman Manufacturing Company’s publicly held stock is listed on the American Stock Exchange.

Expect 500 At Combined N.Y.S. Outing At Laurels, Sept. 14-16

NEW YORK—Final plans were completed this weekend in preparation for the September 14-15 weekend outing, to be held at the Laurels Country Club in Monticello, New York, with members of four different New York State associations joining together in a trade get-together which should attract close to 500 coinmen and guests to the Catskill Mountain resort.

Nash Gordon, business manager of the Music Operators of New York, Inc. advised that the souvenir journal and hotel reservations were just about complete. Al Denver, MONY presy, stated that the outing will undoubtedly be the largest turnout ever seen in this section of the country. Mike Mulqueen, president of the New York State Operators Guild, told Cash Box that a golf tournament would highlight the Saturday portion of the weekend, and that in addition to the standard top-flight entertainment fare planned by the Catskill resort, singers Norma Rivers and Mike Clifford will perform as extra-added-attractions. The two vocalists are currently on tour in the New York State area and have performed at coin machine shows before, including the Bilotti-Wurliitzer showing of last year. Miss Rivers entertained at the MOA Convention last May in Chicago.

Carl Pavesi, president of the Westchester Operators Guild, stated that he expected “near 100%” participation by his members, who will officially join with the other associations next year. This year’s effort is on a social basis, to insure a large attendance. Next year, Westchester will officially participate on a trade association business level. Westchester just celebrated its annual affair in the spring.

Mille McCarthy, president of the New York State Operators Association, advised that an annual election of officers will be conducted by NYSCMA members. Mrs. McCarthy also advised that the new Music Operators of America managing director, Robert Blundell, will also address the NYSCMA members. He is expected to speak on the current Celler Bill.

Bally To Discontinue Bingos If Eastland Bill Passes

CHICAGO—Ray Moloney, President of Bally Manufacturing Company, this week conveyed last week that his company will discontinue the manufacture of multiple coin-in-line games if the Eastland Bill becomes law.

The House-Senate Conference Committee agreed on a version of the bill (S.1658) on Wednesday, August 29 and passage of the law is considered certain.

Moloney said, “That Bally in-line games are, or ever were, ‘manufactured primarily for use in connection with gambling’ and could logically take the position that S.1658 does not prohibit inter-state shipment of the games, particularly in view of the fact that the language of the bill does not spell out or describe any particular types of games in the way the original Johnson Act (Public Law 906) clearly, and in considerable detail, describes ‘slot machines’ and other machines which automatically deliver money or property.

“However, we know from the legislative history of S.1658, notably testimony of the Attorney General and of Mr. Rufus King, attorney for D. Gottlieb & Company, that the vague language of the bill is aimed at multiple coin-in-line games and will unquestionably be so interpreted by the government. Arbitrary as this interpretation is, experience particularly in the arbitrary tax regulations of the Internal Revenue Service, forces us to be doubtful of success in any contest with the government.

“Our decision to discontinue in-line games, if S.1658 becomes law, is therefore no admission that Bally in-line games are gambling devices. The decision is a common sense economic decision. We simply cannot efficiently and economically manufacture in-line games in the greatly curtailed volume that the device legislation (S.1658) would permit. We are convinced that the ‘states rights’ amendment added to the bill by the Conference Committee excludes from the bill not only Illinois, Nevada and foreign countries, but also the following states: Kentucky, Louisiana, Mississippi, South Carolina and Tennessee. But these few states, while providing outlets for used equipment, do not provide sufficient market to justify factory manufacture of in-line games. If in the future, other states enact laws by which our products are ‘specifically enumerated as lawful in a statute,’ we may take a second look at our decision to withdraw from the in-line field.

Right now however, if S.1658 becomes law, we plan to bow out and make the necessary adjustments in our operations,” concluded Moloney.

Eastland Bill, Aimed At In-Lines, Won’t Affect Free-Play Pingames

Measure Would Halt Interstate Shipment Of Bingos

NEW YORK—The language of the Eastland Bill which was approved last week (Aug. 29) by the House and Senate, and which the Senate Commerce Committee (CH, Sept. 8), while vague in text, is specifically designed to prohibit the interstate shipment of multiple coin in-line games. This bill, if enacted, would therefore prevent interstate shipment of bingo games as they are known in the trade and also upright machines which are defined as machines whereby odds can be increased. The Eastland Bill does not however affect in any way free-play pinball machines, shuffle alleys, bowlers, or standard coin-operated machines which are designed for amusement only and have been recognized by legislation, as such.

Because of the wording of the Eastland Bill this point is not clear to the reader since it does not identify a specific “bill,” should there be a bill, and pass the bill, and was the opinion of all concerned that it would pass, it will prohibit the transportation of games through state and federal forces and foreign commerce. The government would then consider the bingo game a gambling device.

Before the House-Senate Conference Committee approved S. 1658 last week, several changes were made in the bill as it was originally written. A statement which accompanied the bill has been enacted.

Sceburg Shows Continue

CHICAGO—Seeburg distributor-operator showings continued this weekend, Saturday and Sunday, September 8th and 9th, as the Seeburg Sales Corporation introduced to the national music machine operators the firm’s new 1963 Seeburg Console and assorted machines.

Seeburg distributors were conducting individual showings premiering the phonograph for operators in gala affairs, usually attended by such celebrities as Mitzi Gaynor, Joan Collins, Martha Hyer and others. The showings will continue this week.

Conference Report outlined changes of substance which include a provision which states that it shall not be unlawful to bring in or transport from one state to any state in which the transported device is specifically enumerated as lawful in a statute of that state. This amendment to the bill has been referred to as the “states rights” amendment and, according to Bally Manufacturing Company officials, in a sense this language operates on this page. Includes the States of Illinois, Nevada, Kentucky, Louisiana, Mississippi, South Carolina and Tennessee.

Another modification of the bill changes the registration clause to read that anyone who engages in the business of interstate shipment of such gambling devices after the effective date of this legislation shall require annual registration by that person. The previous wording did not carry the word “after.”

Two subsections have been omitted from the bill. The first would grant immunity to persons engaged in interstate commerce against self-incrimination with regard to the maintenance of the records required by this legislation or testifying with respect thereto before any grand jury or court of the U.S. The second omission pertains to one in which the Attorney General would have been required to make such regulations as might in his judgment be necessary to carry out the provisions of the Johnson Act as amended by the Eastland Bill. These regulations would have included fines and imprisonment for violation.

Finally, the exemptions which are listed as crane, claw and digger machines which are not coin-operated and are designed for use at a carnival or state fair, are to include the words and devices similar to (crane, claw and digger machines).

The Act, if it should now pass through the House and Senate before going to the White House for the President’s signature, and as signed, becomes law 60 days after it has been enacted.
Runyon To Distribute Midway In 4 States

NEW YORK—In a move seen as another step in an overall program of expansion and planning with an eye to the future, Barnett Sugerman, Chairman of Runyon Sales Company, coin machine distributors with main offices in Newark, and branch sales outlets in New York and Hartford, announced last week that agreement had been reached for Runyon to distribute the Midway Manufacturing Company line of amusement machines in New York, New Jersey, Connecticut, and the State of Rhode Island.

Midway is currently on the market with "Target Gallery," a gun game which is part of a series of novelty games produced by the two-year-old coin machine manufacturing firm.

Sugerman stated that the appointment was the culmination of several negotiations in Chicago and in New York and that the deal "has tremendous potential" for both parties. Runyon now distributes eight major phonograph and amusement machine lines and handles other top amusement games in a sub-capacity. The firm distributes the AMI phonograph, Rowe's cigarette vendor, the Bally amusement machine line, Irving Kaye's pool tables, Williams arcade games, American's shuffleboard, and the Keeny line. The Midway addition strengthens the firm's distribution position.

Runyon International, an idea three years ago and an export leader in the field today, has grown with tremendous speed. Myron Sugerman, President of the Runyon export arm, is presently negotiating export deals in South America on a ten-country trip which will end in about three weeks. The top exec then leaves for Europe in December continuing periodic trips to the Continent.

Nate Sugerman, formerly in the accounting division of the vast distributing firm, is now actively participating in the sales divisions and has completed several months of road selling in the Jersey territory. It is expected that he will enter the New York market later in the year to complement the firm's sales staff there. Nate is also handling the export division in his brother Myron's absence.

At present, Barney Sugerman is constructing a new plant in Springfield, New Jersey, which will house the firm's main office. The building is expected to be completed in October, 1962. Ralph Sheffield, Sales Manager of Midway, expressed his feelings upon the signing last week, when he echoed Sugerman's statement. "It's a mutual feeling," said the veteran coinman, "we feel that with Runyon distributing the Midway line in those four states we will have the biggest fall season ever. Our new game will be off the production lines shortly and we are certain it will be the biggest success we've had."

Runyon's expansion plans began about one year ago when the firm decided to expand facilities in Jersey, took on the Williams line later, and continued expanding personnel and equipment facilities. Service schools for operators and mechanics were increased to where no less than five schools were conducted within twenty days last month. Runyon employs about two hundred people in its overall plant and distributes new equipment primarily in the three states of NY-NJ-Connecticut.

Blundred Will Address NYS Ops

NEW YORK—Robert H. Blundred, newly appointed Managing Director of the Music Operators of America, Inc., has been invited by President Millie McCarthy, New York State Operators Association Inc., to address the members during a social get-together of operators from all over the State on the weekend of September 14-16. A combined association outing has been planned for the Laurelton Country Club. (See story page 48) Blundred is expected to address the ops on the current Colier Bill and other topics.

Seeburg Appts. Carlman, Gregory

CHICAGO—The Seeburg Corporation of Chicago has announced the appointments of Carl Carlman as Vice President, Operations Planning and Marion Gregory as Vice President, Quality Assurance.
Cash Box

VENDING NEWS

The Vending Machine Industry's Only Newsweekly

Macke 9-Month Sales
Hit $25 Million

Growth Of Installations
Most Important—Goldman

WASHINGTON, D.C.—Sales, net income, and the number of vending machines operated by the Macke Vending Company exceeded earlier forecasts and reached record heights for the third consecutive month in June, 1962. This announcement confirmed the continued growth and expansion of the automatic vending industry.

For the three months ending June 30th, total sales of $8,911,000 and net income was $215,816, equal to 25 cents per share, against comparable 1961 figures of $8,493,000 sales and net income of 82 cents per share.

For the nine months ending June 30, sales were $24,933,000 with a net income of $689,216, equal to 80 cents per share against comparable 1961 figures of $14,497,700 sales and $278,988 net income, equal to 44 cents per share.

Cash earnings (net income plus depreciation and amortization) totaled $2,124,700, for the current 9 month period vs $1,137,083 for the same 1961 period.

Per share figures are based on average number of shares outstanding of 1,962,000 for the period.

While all phases of our activities showed improvement, Goldman added, “the most important single facet of our overall performance was the continued growth of the Macke Automatic Cafeterias.”

Macke has recently been awarded contracts to install new/fixtures for Shell Chemical Company, J.C. Penney Company, Inc., in New York, Washington, D.C. and Montgomery County Board of Education, Administration Building, Rocks, Maryland among others.

An index of the regular 11¼ dividend on the Class A shares was made by the directors, payment on September 25th to stockholders of record September 18th.

Macke, headquartered in Washington, D.C., operates more than 10,000 merchandise vending machines in the middle-Atlantic and Southeast regions, including the District of Columbia. Started by Gordon B. Macke in 1926, the company became publicly-owned in February 1950 through an issue of 125,000 shares. Shares are listed on the American and Philadelphia-Baltimore-Washington Exchanges.

No More Box Lunches! NEW YORK—An item appearing in an issue of the Wall Street Journal last week advised that passengers aboard Chicago to Los Angeles run of the Rock Island and Southern Pacific Railroads may now dine in first class fashion in their rooms. The vending machines offer full-course dinners, or those not wishing to dine in the club cars.

Pepsi Bottlers Spend $13 Million On Vendors

NEW YORK—Pepsi-Cola vice-president Harry E. McGovern said last week that Pepsi-Cola bottlers invested nearly $10 million in vending machines. He said that more than 80% of the orders were for Crown Line models. The total represented an increase of 38% over the previous year's six-month total. He stated that can vendor orders have increased 250% from bottlers.
Royal's Vending Program Moves At Top Speed

CINCINNATI — Royal Distributing Co., Inc., Rowe-AMI distributors in the Ohio territory, advised last week that an all-out vending sales program has been underway and will continue during the fall months, in order to strengthen the firm's position as a factory distributor of vending equipment.

Royal's Harold Hoffman, earlier in the summer, told Cash Box that the company's policy was that vending equipment could be distributed through independent distributors and that Royal intended to prove it. Here-tofore, Rowe-AMI equipment has been sold through factory representatives. Recently, several Rowe-AMI phonograph distributors were given the entire vending line for distribution in the phonograph territory.

In charge of vending for Royal is Clarence Anderson who was originally retained by Hoffman and Sales Manager Clint Shockey to handle sales duties from the Cincy main office. His progress however pointed him in the direction of road sales and Anderson is now in charge of all vending machine sales. He travels the Ohio territory, stepping in the Cincinnati offices periodically and checking with the Royal outlet in Columbus.

Sales Execs Say Foreign Trips With Wives 'Unfruitful'

CHICAGO—The wives may not like it but that's what the man said last week at the Executive Seminar on International Trade held here at the Hotel Drake. "The combined business-pleasure trip of business executives with wife in tow is quite unlikely to be fruitful," said Thomas Miner, pres., of a trade developing firm.

On the other hand, according to Miner, higher profits are to be earned from foreign business, more concentrated contact is necessary because of less-than-perfect communications, and market research is difficult because of the secrecy of European firms.

A trio of Chicago business men told the guests that more brain power and effort was needed to increase export business.

American innovations and the rapid adjustment to marketing methods and requirements usually command a higher price and make an American product more desirable, according to the spokesmen.
Seeburg breaks the barrier to your profitable growth!

**The Price Is Right**

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ARCADES—GAMES—BINGOS—RIDES—MUSIC, ETC.

DAVID ROSEN
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PHONE—CENTRE 2-2903

New Rowe AMI hottest phone in years!

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

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On display now at your Rowe Afl Distributor

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**At press time it appeared as though the forthcoming Laurels Country Club outing which will bring together just about all of the associations in the New York State, would be a huge success. Nash Gordon, business manager for MNY was completing all copy and reservation details last week along Tenth Avenue as the September 14 dates approached. Speaking with all of the distribs last week, it looked as though just about all would be present, with their staffs, too.**

The Seeburg showing under the auspices of Atlantic New York Corp., was the invitation of the week as mailing went out to ops in the Midwestern areas. The Park-Sheraton Hotel, Tues., Sept. 11th will look like all the Tenth Avenues in this section of the country, as close to 1000 guests will attend the premiere of the new Seeburg Phonograph. Mayer Pardess and Murray Kaye were expected to work all day Saturday setting up the details for the showing. Jack Gordon, Secaucus, the top guy, will plan the festivities for the_univisitors from distribs who previewed the machine this past week indicated that a solid program has been built around the machine. Merchandising of music is a familiar and effective policy and was featured prominently in the set up program as all info pertaining to the phone was still confidential as showing time neared. Bill Schwartz's big equipment here in the east, dropped by Atlantic while we called last week, and advised that business has really never been better on the firm's coffee and drink machines. The cigarette machine, he claimed, ranked with the bottling in the industry last year. Schwartz was on his way to Connecticut Wednesday for a visit with the Choice-Vend people, a Seeburg subisd which makes the canned drink vendor.

Ruth Michaelson, one of the town's leading operators, stopped by Tenth Avenue to visit with the wholesalers and commented on the packed house at the Laurels during the Labor Day weekend. A talent packed program which started at 1 A.M. and ended at 6! After coffee and cake the gal operator got to her room at 7 and slept till noon. The weekend was saddened by the death of Gladys Novak, of Shai Home Family, who died in Mt. Sinai Hospital, and a host of friends attended the funeral on Tuesday, September 4th. Asked if she would extend the coin machine warranty to the Catskill resort, Ruth replied: "I'll be there with a party of ten." Natch!

Joe Munaves awaiting word from Frank Menciuri who is now in Cleveland as to the details of the A.V.1 firm's fall plans. Joe just returned from the Canadian road position where some of the first ideas were seen and weighed what he saw. Did you know that Joe keeps in shape playing handbook on weekend. Check any of the Catskill retreats next weekend and should you see a stadium of lightning the court it'll probably be Yussel working up a sweat!

Irving Holzman, United East Coast's proxy, awaiting delivery on the new " Embassy" shuffle alley and the "Tropic" bowler, United's latest amusement machine. We're looking forward to one evening with the new machine and all him we just missed the 5-47. "You didn't miss much," said the coinman, who then walked jauntily, jolly, to his $505 for Manhattan Night Club, and another friend, Bernie Boortsein, Leslie Distris, who rides the same train.

Abe Lipsky, Lipsky Distris, tells us that Harry Koppel is still resting comfortably in Chilton Memorial Hospital out in Pompton Plains, N.J. Abe is looking forward to the Laurels Weekend with his wife. "It's the only vacation I've had to take this year!"

Al D'Inzillo back from a Maine vacation with the family, tells stories of water skiing, boating, and good times. Al Simon took an extra day off after Labor Day to make it a really 1-0 weekend.

Mike Munaves and Alvin shipping equipment without regard to the weather or the season. With Labor Day behind us can used machines from the nation's favorite seat for be far behind? Export continues to take just about all Mike's firm can supply.

Myron Sugarman gets off to a running start on last Saturday with a flight to Buenos Aires, the first stop of a nine-country tour in the Latin Americas. Myron's in the sport's big business. Shugy tells us that Nate is just about ready for a top sales post with the firm now that he has completed the training about a sales and accounting. Shugy returns aboard the Midway and will be awaiting the Midway's departure out of New York, back to the States. His next destination is Argentina to promote their business to the Latin American"countries, Shugy and the firm's Bob Weidenfeld have discussed the possibility of a new machine in the future. "We expect to make lots of progress with the Midway line," said Shugy, who made the announcement last week.

Morris Rodd continues to oil his golf swing and expects to unveil a smooth tee shot when the Laurels Tourney unfolds. We'll play with him and you just know who's gonna win it. The other big time out of the Laurels. Nate Bentsky and Harold Rosenberg joined us and Harold sank a 50 yd. chip shot which dazzled onlookers.

Tiny Weintraub, CMA's managing director, has taken his show on the road to deal for members. A packed flight plan for 1964 includes a trip to San Francisco for the NAMA show, a trip to L.A. and a visit to Las Vegas. Ten days of fun at a reduced rate. Any member can book in for the flight. Price of $655,216, equal to 40¢ per share against 44¢ per share last year at this time.

Ben Carey can consider his career a success; He's made the Seeburg Artist of the Week—LP is out this week, entitled "Vincent Edwards Sings" and the selection is playing like wildfire.

Charlie Katz no longer with Urban Industries, expects to make an announcement later regarding his plans. . . . Barney Ross, the former champ, left the field. He's back in the states, as corned a few cents, but no raincoat for Ross, and when the temps drop to below zero in winter, the former boxing great won't don an overcoat either. K. Gabrielov, calls from Atlanta, where he'll hold his Seeburg show on Sunday, Sept. 16th, at the Atlanta-American Motel, 300 expected for cocktails and dinner followed by a dance. A show framed for political and Atlanta Seeburg shows this week (9/13 and 14).

New MQA Managing Director Bob Bundholl will address NYS Association ops at the Laurels when they hold their annual elections and meeting Saturday, Sept. 15, according to Millie McCarthy, president.
The Grand Ballroom of the Sheraton-Chicago Hotel in Chi was lavishly decorated on Wednesday evening (Sept. 5) for World Wide Distrib's premiere presentation of Seeburg's new phonograph. Indications just prior to the showing were that a heavy attendance of approximately 400 curious music operators would be on hand to see and demonstrate Seeburg's new "Break Through" music sound reproduction. Gracious hosts were World Wide prez Joe Stern, Fred Skor and Howie Freer. Also Art Wood, Kurt Kluver, Bill Kirschke, Newell Bellamy, Frank McKinney, Carl Janetz, Arnold Sommer, Sam DiPiero, Marion Berry, Al Hedges, Dorothy Cairns, Mel Vorono, Leo Lewis, Bob Barabash, Paul Barbosa, Michael Rasch, Royal Pleasant, Edell Knuth, Jack Graham and James Vance (one thing is certain they aren't about to run out of hosts!)

Seeburg brass on hand for the big showing hosted by World Wide Distrib included Delbert Coleman, Frank O'Brien, Jack C. Gordon, Leonard Gross, Stanley Jarocki, Bob Dunlap, Mahlon Kenney, Jim Harpel and Joe Marcello.

Bill O'Donnell and Herb Jones of Bally Mfg, advise that Bally's "Golden Gate" is still a very popular game. . . . Gil Kott, owner of Empire Coin returned from his visit to the West Coast. Joe Robbins tells us that although early runs in slightly over half of late, Ed Ray and Milt Wizer are considering running the "8 Ball Pool" TV show which is so successful in Omaha. Empire also will feature Fischer coin-operated billiard tables in the eve of the firm agrees to schedule the show on local television. It should be a boon to sale of Fischer billiard equipment, according to Joe—and, of course, according to Bill Weikel, sales director of Fischer Sales & Mfg. Co. A visitor at Empire last week was operator Sam Gerdy.

A big showing is slated for Frank Martin and Jerry Snyder, of Martin & Snyder, Michigan near Detroit, Michigan next Friday, Sept. 14, of the new Seeburg phonos. . . . To bear Mort Secore and Herb Bidenkopf tell it there seems little doubt that Chicoin amusement games will enjoy a terrific fall season. Chicago Dynamic Industries just finished one of its finest summer seasons with a bevy of popular games. That's why the firm's heads—Sam Wolberg and Sam Gensburg—are so happy these days.

Herb Gettenger and Bill DeSelm of United Mfg., announced the release last week of United's new coin-operated "Embassy" shuffle alley bowler and "Tropics" big ball bowling alley. We chinned briefly via long distance in Bill's office with Irv Holzman, United Seacoast in New York, who spent the Labor Day weekend with his family luxuriously lolling on his boat on the Atlantic.

Art and Kay Weinand were plenty excited last week. A young Greek lad the firm received in this country arrived last week. The boy, Athanasio Panagopolis, will attend Gordon Tech. High School with young George Weinand. The lad speaks 6 languages fluently, lived with his family in Khar-toum, the Sudan since they were expelled last year from the Congo.

Paul Huesch and Clayton Nemiroff are delighted with sales they are enjoying with Keeley's "New Shawnee," "Summertime" and "Rainbow" games. . . . The last of the exhibits of Exhibit Supply advises that E. H. Dawney's Edwards & Co. of Middlesex, England was named Exhibitor's representative for the United Kingdom and Europe for Exhibitor's Plastic Vendor and Vacuumuum Card Vendor.

Alvin Gottlieb is very elated over the expectational popularity everywhere of D. Gottlieb & Co.'s "Preview" pinball amusement game.

A quick visit to Atlas Music Co. at the height of a busy day leaves no doubt that the Ami-AM-1 phonos and new vending machines are selling. Nate Feinstein, Eddie Ginsburg, Harold Schwartz, and Irv Ovitz are happily convinced that the upcoming Fall season will be a great one at Atlas Music. . . . Marvel proxy Ted Rubey just returned from a delightful (and restful—he says) Miami vacation looking like a tan Adonis. Estelle Bye is eagerly looking forward to an upcoming visit with her daughter, who's coming into Chicago from sunny California.

The vacation period is now at an end at First Coin Machine, according to proxy Joe Kline, and everyone is rarin' to go all out for the new Fall season. (Oh, yes, Joe didn't tell us he didn't take his vacation this summer!) . . . Another vacation return (one of the last) is Mort Levinson, of National Coin Machine Exchange. Mort and National proxy Joe Schwartz are also planning a big Fall sales campaign. . . . The big Wico Corp. sales catalog for 1963 is now rolling off the presses and in the midst of being distributed to Wico's customers all over the world, according to Ed Ruber and Milt Wizer.

Lou Casola popped into town briefly last week to meet with MOA's executive director Bob Blandford to discuss MOA business. . . . A chance encounter with Jim O'Dwyer, of Music Box Stores, who made the scene at a big Liberty Records bash. Jim, who is popular with music ops all over the country, is looking good and feeling Royal Pleasant. Edell Knuth, Jack Graham and James Vance (one thing is certain they aren't about to run out of hosts!)

Everyone at Rock-Ola Mfg. were excitedly awaiting Dave Rockola's big Golf outing at suburban Villa Olivia Country Club, Saturday, Sept. 8. On hand on the executive staff will be such popular fellows as executive vice prez Ed Ward G. Doris, Ralph Wyckoff, Les Rieck, Jack Barabash, Ed Ehler, Art Janousek, Frank Schultz (who did yeoman duty helping to prepare and arrange the festivities), and many, many more Rock-Olites.

Cash Box—September 15, 1962
Davis Changes Site Of Buffalo Showing

SYRACUSE—Will Room, Public Relations Director for Davis Distributing Corporation, Seeburg distributors with headquarters here and branches in Rochester, Albany, and Buffalo, advised the trade last week that the hotel in which Buffalo operators would attend the forthcoming Seeburg phonograph showing has been changed. Originally scheduled for the Peter Stuyvesant Hotel on Friday, September 14, the site has been shifted to the Lord Amberlair-Laube's Restaurant, near Thruway Exit #50. The date remains unchanged. Evidently accommodations at the Buffalo hotel were not suitable.

Davis will also show the machine at gala premieres in Syracuse on Saturday, September 15, at the Randolph House (Thruway Exit #37), and on Sunday (9/16) in Albany at the Sherron Ten Eyck Hotel.

LAKESIDE AMUSE. CO.
4533 PAYNE AVE., CLEVELAND
(Tel. He 1-4100)

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Enclosed find my check,

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Please Check Proper Classification Below

MY FIRMFIRM OPERATES THE FOLLOWING EQUIPMENT:
JUKE BOXES
COIN MACHINES
CIGARETTES
VENDING MACHINES
OTHER

NAME...FIRM...ADDRESS...

CITY...ZONE...STATE...

Be Sure To Check Business Classifications Above!

California Clippings

Ernie Woytosek, Headliners, No. Dakota in town for the day stopping in to say hello. Picking up his records and parts orders... Harry and John Gable, Menominee, Wis, in town for the day for parts and records... Brown Bros. One Stop have moved to new quarters Sept. 1st.

Jack Godfrey, Chaska, Minn, in town for a few hours making the rounds.

Dorothy Freeman of Dot Records stopped by at the Levinhagen "Record Bar" to spin the new Pat Boone disc, "Lovers Lane" b/w "Ten Lonely Guys." Ray Lawrence of Comat was also in and reports strong sales action on "Big City" and "Here In The Rain," both large orders of new Rowe AMI phonographs were prepared this week for shipment to Mexico. Don McGowan mgr, of the communications division, attended the Tele-Norm sales convention in New York. Bill Bush of the service dept, is feeling much better since his recent illness, and is now working on a limited scale. Salesman Sargent will be taking a vacation, so her sister's wedding, and Ed Mason is on a week's vacation in Oregon.

Some of the visitors seen operating on Pico Blvd, this week were: Lloyd Cratts, Sherman Oaks; Harry Graham, Anaheim; Cliff Jones, Long Beach; Ray Brandenburg, La Habra; Tex Nowka, San Bernardino; Sol Conpagna, Fontana, and Jack Goodman, Long Beach.

Midwest Musing

ERNIE WOYTOSER, HEADLINERS, NO. DAKOTA IN TOWN FOR THE DAY STOPPING IN TO SAY HELLO. PICKING UP HIS RECORDS AND PARTS ORDERS... HARRY AND JOHN GABLE, MENOMINEE, WIS, IN TOWN FOR THE DAY FOR PARTS AND RECORDS... BROWN BROS. ONE STOP HAVE MOVED TO NEW QUARTERS SEP. 1ST.

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Happy Birthday This Week To:

Carl F. Jackson, Seminole, Okla. ... Philip J. Mason, Washington, D. C. ... Gene Daddis, Peguannock, N. J. ... Harvey J. Gorgam, Big Bay Pt., Ont. Canada ... Nel Ford, Trescaev, Pa. ... Charles Oracanne, Liberty, N. Y. ... John R. Halley, W. T. Tipton & Co., Billington, Ariz. ... John A. Frost, Fremont, Ohio. ... Louis Herman, Mt. Vernon, N. Y. ... Louis Tartaglia, Pt. Chester, N. J. ... John L. Waye, Ind. ... C. W. Holmes, Little Rock, Ark. ... Harry Poole, Boston, Mass. ... Mrs. Pauline R. Bagwell, Thomasville, Ga. ... David D. Margason, San Jose, Calif. ... For- ger, J. Bond, Cornwall, Ont. Canada ... James Thorpe, Rocky Mount, N. C. ... Clyde J. Addy, Imogene, Ia.

Attention, Trade Associations!

As a service to our readers, Cash Box periodically publishes a complete list of all trade association meetings and conventions in order to inform operators in every area of meetings being conducted in their locales. In order to have your association activities listed, please mail your list of coming events and dates to:

COMING EVENTS EDITOR, CASH BOX, 1780 BROADWAY, NEW YORK 19, N.Y.
United Ships 'Embassy', 'Tropics'

CHICAGO—C. B. (Bill) DeSelm, executive vice president of United Manufacturing Company, and director of sales for United, pointed out the vast and ever growing popularity in most locations throughout this country and on the European Continent of coin-operated bowling shuffle alleys and big ball bowlers as indoor amusement games "to satisfy the bowling urge of all players of all ages," when he announced the introduction to amusement operators early this week of United's new beautifully cabineted "Embassy" shuffle alley bowler and "Tropics" big ball bowling alley.

Both amusement games, which are six players, feature "7 profit-paved ways to play" with strong emphasis placed on United's exciting, new "Dual-Flash Scoring" game.

DeSelm explained that in "Dual-Flash Scoring" the top score the player can possibly attain is 9600 points. Strike values graduate from 30, 40, 50, 60 to 80 pins. Spare values increase from 30, 40, 50, 60 to 80 points. Added suspense is created when, and if, the player misses the strike. Then the "Flashing Lights" are visible permitting the player to pick-up the "Big 60" Spare Value. All of the top executives at United Mfg. have high hopes for this scoring feature.

Other bowling scoring features on both the "Embassy" shuffle alley bowler and "Tropics" big ball bowler include: "Flash Scoring" with a top score of 9600 points, "Bonus" scoring with a top score of 9800, "Special Scoring" peak score of 8800 points; the ever exciting "All Spares," offering a high score of 9600 pins, "Advance Scoring," with a top score of 7800 pins. And—last but not least (in DeSelm's own words) the ever popular United "Regulation" bowling with the American Bowling Congress (ABC) regulated standard score of 300 pins.

DeSelm further explained that "Embassy" and "Tropics" offer virtually trouble-free operation in locations, and, as ever in United coin-operated bowling equipment, the highest possible resale value. He also reminded that United Manufacturing is the originator of coin-operated shuffle alleys and big ball bowling alleys.

There are three-reel and four-reel scoring totalizers in the back-box, with a streamlined pin- hood directly over the bowling pins. The side rails on the playfield are of high gloss durable chrome.

"Embassy" is 8½ feet in length and 2½ feet wide. Sample shipments are already on their way to United's distributors throughout the United States, and in some foreign territories, according to DeSelm.

United's "Tropics" big ball bowling alley is available in 13 foot and 16 foot standard lengths. 4 foot and 8 foot sections (for the alley) are available to increase lengths as desired for the individual locations.
UNITED'S EMBASSY
SHUFFLE ALLEY

Featuring 7 Profit-Proved Ways to Play!

DUAL-FLASH SCORING
TOP SCORE 9600
Strikes — 30, 40, 50, 60, 80
Spare — 20, 30, 40, 50, 60
If strike is missed, flashing lights permit player to pick up
BIG 60 SPARE VALUE

3-REEL and
4-REEL SCORE TOTALIZERS

1

FLASH SCORING
TOP SCORE 9600

2

REGULATION SCORING
TOP SCORE 300

3

BONUS SCORING
TOP SCORE 9900

4

ADVANCE SCORING
TOP SCORE 7300

5

SPECIAL SCORING
TOP SCORE 8900

6

ALL SPARES SCORING
TOP SCORE 3600

7

1 to 6 Can Play
10c PER PLAYER
See the Complete Profit-Making Line of United Amusement Games for Every Type of Location Now at Your Distributor

8½ FT. LONG
2½ FT. WIDE
SHIPPING WEIGHT [CRATED]
465 lbs.

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

TROUBLE-FREE OPERATION
HIGHEST RESALE VALUE

UNITED OPERATORS ARE SUCCESSFUL OPERATORS

UNITED MANUFACTURING COMPANY • 3401 NORTH CALIFORNIA AVE., CHICAGO 18, ILLINOIS • CABLE ADDRESS: UMCO
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 IVI CORPORATION
800 N. KEDZIE AVE. • CHICAGO, ILL.

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).

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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

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