Henry Mancini, the gifted composer and RCA Victor recording artist, lends a hand in the introduction of the new Seeburg "LP Console," the company's new coin-operated phonograph which accents album music. The machine hold 80 records and offers programming of material from LP's on 7"-33 1/3 rpm disks. The new unit was introduced nationally last week. Mancini has become a highly respected name in the record, film and TV worlds in an amazingly short time. His "Peter Gunn" and "Mr. Lucky" compositions and LP's established him as a leading writer and maestro. Since then he has had a top seller in "Breakfast At Tiffany's" and with Johnny Mercer penned last year's Oscar winning song, "Moon River." His latest effort is "Hatari!"
will see and hear
Robert Goulet sing
"What Kind of Fool Am I?"
on Jack Paar’s
NBC-TV Show,
Friday night,
September 21,
from 10-11 P.M. E.D.S.T.
Will you be ready to
satisfy the
overwhelming demand
for his new hit single?
Your Columbia
distributor is waiting
to fill your order.

E. Estimated viewing audience: 12,500,000 homes.
Columbia Singles Sell
Also Available on Single 33
Although country music has always been responsible for a great many of each year's biggest sellers, it has never been better than it is today. During the past six-months it has taken on a new dimension and is now being put to the severe test of lastability.

Ray Charles was directly responsible for establishing the new dimension with his "Modern Sounds In Country & Western Music" album. Although he was not the first pop artist to do an album of country music it was the first situation in which a blues singer, with a strong following in the R & B and jazz fields and a growing acceptance in the pop field, did a complete turnabout and recorded an all-country music album calling attention to it in the title.

The smashing success of that album and the "I Can't Stop Loving You" single did much to increase the acceptance of country music recordings from artists who normally were not associated with that music. Many artists, some of them veterans, took a crack at the country idea and came up with very hot sellers and many more such LP's keep coming out every week. Nat Cole's "Ramblin' Rose," a country styled sing-a-long, gave the singer his biggest single in years and the song should carry his LP, featuring many country oldies, way up to the top. Ray Anthony took the country route with an LP and is making big noise with it. Connie Francis' latest LP stars the songstress with a dozen country stylings. Connie Stevens did an LP singing the songs of Hank Williams. Even the jazz boys are taking a shot at the country market. Argo has just issued a new Ramsey Lewis LP in which he plays only country favorites. And it is understood that the new Ray Charles LP, skedded for mid-October release, will be Volume II of "Modern Sounds In C & W Music."

Country music by non-country artists is a very successful recording idea which probably is not an overnight fad. Country music is too universally popular and too stable to fade out. We'll probably be seeing country albums by artists we least expect to record country music for a long time to come.
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- **Cash Box Top 100**
- **Best Selling Tunes on Records Compiled by Cash Box from Leading Retail Outlets—September 22, 1962**
- **SHARP UPWARD MOVE**
- **BEST SELLING RECORDS**
- **OTHER VERSIONS STRONGLY REPORTED**
- **PUBLISHER LIST—SEE INDEX**
Tell me why
I need someone
Don't get around much anymore
Hombre
That American dance
I confess
Have you heard
This love of mine
Searching for a new love
I don't know how to cry
How about me
The first album available by one of the hottest groups in the nation

The Belmonts
Carnival Of Hits

"Come on Little Angel"
"Tell Me Why"
"I Need Someone"
"Don't Get Around Much Any More"

A host of other requested favorites

Special Introductory Offer
20% Deal

So contact your local distributor now for details.

Sabina Records
Internationally by

Canadian American Records
150 W. 55th St., N.Y. 19, N.Y.

For IMPACT
It's the INSERT!

Ask the man
Who's run one...

You can stimulate sales at the dealer, rack jobber and one-stop levels prior to the arrival of your salesmen.

Check into this potent Cash Box advertising approach and find out for yourself.

It's the most exciting and most inexpensive way to let the entire trade know simultaneously that you are releasing a big new album.

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

Angel
Label's entire catalog of 96 Otto Kleeper LP's offered to dealers on a buy-ten-get-one-free basis during August and September.

Audio Fidelity
15% discount on all LP's. Expires: Oct. 9.

Cadence
Buy 25 albums receive 36. Dealers must buy 15 different names titles plus the three new albums released 1/1 by Don Richer, 1 by Archie Bleyer. Expires: Sept. 30.

Cameo/Parkway
15% discount on all new LP's, with various other incentive deals for additional discount. No termination date announced.

Colpix
"The Big 15—1962 Fall Plays"—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. Dated billing with 15% to be paid Nov., Dec., Jan. No expiration date has been set.

Elektra
Plan offers 1 free LP with 10 on catalog merchandise and 1 free LP with 10 on new releases. Expires: Oct. 16.

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

Fire/Fury
All labels marketed by the firm are available on a buy-4-get-1-free basis. No expiration date has been set.

Horizon
2 free LP's with the purchase of 10. Offer covers 10 LP's released in Aug. & Sept. No termination date.

Liberty
15% cash discount on all Liberty and Dalton LP's, except Chipmunk product. 100% exchange privilege, with exchangeable for any time after Jan. 1, 1963. 1/2 payments Nov. 10, Dec. 10 and Jan. 10. Expires: Oct. 16.

New Jazz
Buy-7-get-1-free. Expires: Sept. 30.

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

Prestige
Buy-7-get-1-free. Expires: Sept. 30.

Prestige Int'l
Buy-7-get-1-free. Expires: Sept. 30.

Reprise
"74,000,000 Talent Search"—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-5-free basis. Described as a limited time offer.

Roulette
Entire LP catalog, including The 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. in 100% exchangeable. Expires: Oct. 21.

Sonodor
A buy-4-get-1-free offer on four LP's by the Orchestra Del Oro. Described as a limited time deal.

Vanguard
Extra 15% discount on all Vanguard and Bach Guild LP's except mono packages. By The Western Carol Kings and Odette. Special pricing on four Odette LP's ($2.50 mono, $3.50 stereo). Expires: Sept. 30.
FALL SALES PROGRAM FROM
AUDIO FIDELITY®
PROGRAM ENDS OCTOBER 19, 1962

15% discount
• NEW RELEASES!
• ENTIRE CATALOG!

FAMOUS AUDIO FIDELITY CATALOG OF BEST-SELLING ARTISTS AND PERFORMANCES!...

BAWDY SONGS • SOUND EFFECTS • JOHNNY PULEO • AL HIRT
• RAILROAD SOUNDS • PORT SAID • BRAVE BULLS • LOUIS ARMSTRONG • DUKES OF DIXIELAND • JO BASILE and many more!

Check these plus features of Audio Fidelity Records...HEAVY CONSUMER ADVERTISING!
NO RECORD CLUB AFFILIATION! FREE CATALOGS AND DEALER MERCHANDISING AIDS!
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AUDIO FIDELITY INC., 770 Eleventh Avenue, New York 19, N.Y.
Plaza 7-7111

Cash Box—September 22, 1962
NORM To Give Members Monthly Best-Seller List

PHILADELPHIA—The members of the board of directors of the National Association of Record Merchandisers (NARM) have created an advertising and promotion committee function under the guidance of Jules Malamud, chairman-director.

The function of the committee formed at NARM’s recent mid-year meeting will be to plan and maintain an up-to-date listing of the best-selling LPs in the record outlets serviced by members of NARM. This listing will be sent to NARM record merchandisers, on a monthly basis. In this way, individual record merchandisers will be kept abreast of product which is territorially and nationally doing the greatest business in the record industry and the NARM members service, and possibly can adjust their sales efforts to provide these albums when they have as yet not featured in their racks.

In addition to the top 50 LPs, a listing of up-and-coming new releases, to which initial consumption reaction will be added, will be included in the report, which may as yet not be featured in the rack. Type of recordings, artists, LPs, record companies, and economy-priced product, will be highlighted. Particular emphasis will also be placed on a listing of best-sellers that are primarily geared to rack promotion, including jazz, children’s records, LPs, and economy-priced product. These listings will be obtained by the office of the executive directors of the record manufacturers in 10 geographical areas: Northeast-New England; Middle Atlantic; South; South Central; Midwest; Midwest Central (the states grouped as: South Central; West Coast (Central); Northwest.

The first listing will be sent to the NARM members this month, on or about Oct. 1.

Commenting on the value of these reports, Malamud said, “The potential benefits to the record merchant in being able to see in advance the most saleable current product, and in being given range planning with super-interest LPs, will be of inestimable benefit to independent record stores, department stores, and specialty stores. The facts are overwhelming. The benefits are great. After a period of several months, comparisons of the record rack listings and the sales figures of the independent merchants will be made, with those of other industry segments will prove a valuable aid to record manufacturers in planning their future product geared to rack promotion.”

Edwards Heads Jazz Dates At Argo

CHICAGO — Edmond Edwards has been named director of the jazz operations at Argo Records, according to an announcement last week by Leonard Chess, head of the Chess-Checker-Argo setup.

Prior to this appointment, he recently resigned from Prestige Records after six and a half year’s association with Prestige. He will be working out of the Chicago office, but will continue to produce records for Prestige as well as for New York and on the west coast.

His appointment is part of Argo’s plans to step jazz activities with new artists and older recordings and album releases to be increased.

Phillips Ends Indic Deal At Colpix

NEW YORK—Stu Phillips reported to Cash Box last week that he will no longer produce disks for Colpix Records.

Phillips, who cut many of the singles that led to the label’s strong singles showing over the past year or so, has severed his nine-year-old association with Colpix.

Most of Colpix’ sessions are produced by indie music men. Label’s only house producer is Jack Lewis, who covers the instrumental and jazz LPs.

Phillips leaves for the West soon to write the soundtrack music for “The Man from the Diners’ Club,” which, incidentally, is being produced by Colpix’ current front man, and whose soundtrack LP will be on Colpix.

Bernstein Tunes For Musical Skin

NEW YORK—Leonard Bernstein is going back to Broadway in another collaboration with Betty Comden and Adolph Green.

The show—to be seen sometime during the 1964-65 season—is a musical interpretation of the celebrated Pulitzer Prize-winning fable, “The Skin of Our Teeth.”

Stage and choreography will be by Bob Fosse, with his last collaboration being with the trio in such musical successes as “On the Town” and “Wonderful Town.”

Bernstein’s last batch of melodies for Broadway was for 1957’s “West Side Story,” for which his most popular musical score.
Gallagher, New MRIA Head, Says '62 Tape Sales Way Up

Kapp Bows 4 New LP's

NEW YORK—Kapp Records is supplementing its current LP program with four new releases. They are: "Love Me, Almost (I'm Nineteen All Ages)," Bill Dana; "All American Marches," David Terry; "Songs to Celebrate Galveston," Choralie; and "Richard Ellsasser at the Drums," Anthony Newley and Lerner Themes.

Label is also releasing merchandising material as an adjunct to the program, including permanent divider cards on all Kapp artists.

State Sales-Below-Cost Brochure Prepared by NARM'S Earl Foreman

WASHINGTON, D.C.—In answer to inquiries made on state sales-below-cost statutes at this year's NARM convention, Earl M. Foreman, legal counsel, has prepared a compilation of such statutes and a commentary on them.

Text of the compilation includes the pertinent parts of the statutes of the 30 jurisdictions which presently have sales-below-cost statutes. Also included are types of relief and remedy available under the statute, violation of such a statute, and, in some instances, cases arising under the statute have been very briefly summarized.

State statutes dealing with "loss leaders" declare it unlawful for a manufacturer, producer, wholesaler or retailer to sell merchandise at a price less than cost with the purpose, intent, or effect of injuring a competitor or destroying competition.

2 Weeks In Europe For Ferrante & Teicher

NEW YORK—United Artists Records top selling piano duo, Ferrante and Teicher, leave this week (17) for a two-week concert tour covering four European countries.

In addition to the concerts to be played in Italy, Spain, France and England, the duo will make a series of radio and television appearances in all four countries.

European tour work which was worked in between the end of their annual Fall and start of their winter domestic concert tours, marks the first time the team has been in Europe in over a decade, and the first since attaining international renown as recording artists. Two of their current albums, "West Side Story" and "Tonight" are best-sellers throughout Europe, and their UA singles, "The Apartment" and "Exodus" were both chart items in England.

Prior to flying to Europe, Ferrante and Teicher completed cutting a new single release and an album which is scheduled to be released in time for the Holiday season.

Mercury Names Tracy To Head Hollywood Office

CHICAGO — Mercury Records has tagged Jack Tracy, an A&R director, as its A&R recording director in charge of all recording offices. Tracy, who has worked with Mercury for three years, will continue to record with his current artists, mostly jazzists, but will expand in pop and R&B fields. He has completed recording albums and singles. Prior to joining the label, Tracy was executive director of Down Beat Magazine for seven years.

Liberty Opens "Volume 2" Of Fall Album Program

HOLLYWOOD—Liberty Records has released four new albums titled "You Get a Lot to Like with Liberty program," termed a "thoroughgoing success." National sales head Don Bohan has announced release of additional albums to be included in the program, in the same style and approach, with two released this week.

The entire Liberty and Dolton catalog, including 78s as well as LPs, has now been released in this program. A 15% cash discount, taken off the face of the invoice is offered on the entire mixture of LPs and back-catalog LP's. A 100% exchange privilege is also in effect with merchandise exchangeable any time after Feb. 1, 1963. Payments are made on a 30 day basis, Dec. 10, and 1/3 Jan. 10, 2% 10, EOM.

EMI Moves Into Theatre Field

LONDON—The giant record manufacturing and distributing company, Electric and Musical Industries Ltd., is extending its activities into the U.S.A. for the program, as announced by the president, Joseph Lockwood announced last week that his company has joined forces with magnate Charles Claren in the new company, which has been formed in the Princes Theatre, London and to present productions there and elsewhere.

The first project of the new company will be the presentation on Mar. 28, 1963 of the Broadway smash hit musical, "How To Succeed In Business Without Really Trying," at the Princes Theatre. EMI has in the past through its American subsidiary, Capitol Records, invested in stage productions in the U.S. and in the production of original cast albums of Broadway shows.

Maxwell To Riverside As Pop A&R Head

NEW YORK—Riverside Records has announced the signing of Larry Bamburg as their new A&R head. Bamburg has been appointed head of the label's newly created pop department.

According to Maxwell, Riverside pop releases will be all out pop program immediately and will place special emphasis on the signing and development of new pop talent.

Thus far, Maxwell has signed The Four Tops and will record the group this week. He also has two singles with strong potential scheduled for immediate release. The first is a vocal version of "Alley Cat" (currently on the charts as an instrumental) by newcomer David Thorn. The second, which Maxwell will label Bamburg/R&B front is "You Broke My Heart" by Bobby and Sylvia (Sylvia Robinson) has a number of hits to her credit (as well as the female half of Mickey and Sylvia).

Maxwell will also be recording pop sessions with such present Riverside artists as Murph, Big House and Billy Poole. New Riverside pop releases will be denoted by a special four color logo and label.

Also joining Riverside Maxwell headed Atlantic-Ace's pop promotion staff and exited this post to expand his long time interest in pop production.

Before joining Atlantic's staff, he handled free lance promotion for that label as well as United Artists and Big Top.

Avnet's Fiscal '62 Brings Top Sales, Earnings

NEW YORK—Both sales and earnings reached record highs for Avnet Electronics on the strength of increased sales of Perkin-Elmer net assets of Liberty Records last May, for the fiscal year ending June 30, 1962. President Henry L. Avnet, president, announced last week.

The following figures do not include the results of operations of Pits Products, Ltd. or of Colonial Engineering Co. Inc., acquired after June 30, 1962 and do not include the results of operations of Victory Process Inc., acquired after January 1, 1962. Also included are the results of operations of the electrical department of California Process Inc., acquired after June 30, 1962.

Avnet's gross sales for the fiscal year ended June 30, 1962 totaled $31,267,357 compared to sales of $28,592,264 for the previous fiscal year, an increase of 9.5%. Net income for the year totaled $2,322,564 compared to net earnings of $1,603,866 for fiscal 1961, an increase of 46%.

Earnings per share for fiscal 1962 totaled 90 cents based on 2,583,638 shares, the average number outstanding during the fiscal year. Earnings per share for fiscal 1961 totaled 66 cents based on 2,429,605 shares, the average number outstanding for the year ended June 30, 1961.
A PROVEN HIT!!*

"HELLO OUT THERE"

NICK NOBLE

#55488

*CHICAGO BREAKOUT: OVER 30,000 SOLD
Thanks to all D.J.'s for your support and confidence in making Si Zentner and his orchestra America's favorite band.

Si
**LOOKING AHEAD**

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

<table>
<thead>
<tr>
<th>Rank</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>ALL ALONE AM I 'SAVE ALL YOUR LOVIN' FOR ME</td>
<td>Brenda Lee</td>
<td>Decca 31424</td>
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<td>2</td>
<td>LET'S GO (PONY)</td>
<td>The Ronettes</td>
<td>Vee Jay 107</td>
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<td>3</td>
<td>IT'S LOVE THAT REALLY COUNTS</td>
<td>The Four Seasons</td>
<td>Epic 766</td>
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<td>4</td>
<td>ABIGAIL</td>
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<td>5</td>
<td>WARMED OVER KISSES</td>
<td>Brian Hyland</td>
<td>ABC Paramount 10359</td>
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<td>6</td>
<td>RICHIE</td>
<td>Jackie Wilson</td>
<td>Brunswick 53233</td>
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<tr>
<td>7</td>
<td>FOREVER AND A DAY/BABY, THAT'S ALL</td>
<td>Jackie Wilson</td>
<td>Brunswick 53233</td>
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<td>8</td>
<td>I LEFT MY HEART IN THE BALCONY</td>
<td>Linda Scott</td>
<td>Congress 106</td>
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<td>9</td>
<td>MR. LONELY</td>
<td>Buddy Greco</td>
<td>Epic 9336</td>
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<td>10</td>
<td>I DO BELIEVE/MADE</td>
<td>Claude McPeek</td>
<td>Mercury 72005</td>
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<td>11</td>
<td>I REALLY DON'T WANT TO KNOW</td>
<td>Solomon Burke</td>
<td>Atlantic 21557</td>
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<td>12</td>
<td>I SAT BACK AND LET IT HAPPEN</td>
<td>Leroy Van Dyke</td>
<td>Mercury 72018</td>
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<td>13</td>
<td>SEND FOR ME (IF YOU NEED SOME LOVIN')</td>
<td>Barbara George</td>
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<td>BABY FACE</td>
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<td>17</td>
<td>(DANCE WITH) THE GUITAR MAN</td>
<td>Duane Eddy</td>
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<td>TEAR FOR TEAR</td>
<td>Gene &quot;Duke Of Earl&quot; Chandler</td>
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<td>HAIL TO THE CONQUERING HERO</td>
<td>James Darren</td>
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<td>TEN LONELY GUYS</td>
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<td>WONDERFUL ONE</td>
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<td>SWING LOW</td>
<td>Floyd Cramer</td>
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<td>LEAH</td>
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<td>MIDNIGHT SUN</td>
<td>Five Whispers</td>
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<td>25</td>
<td>YOU CAN'T LIE TO A LIAR</td>
<td>Kitty Lester</td>
<td>Era 1088</td>
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<td>26</td>
<td>TRY A LITTLE TENDERNESS</td>
<td>Aretha Franklin</td>
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<td>PARTY ACROSS THE HALL</td>
<td>Yvonne Baker &amp; Sensations</td>
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<td>BABY ELEPHANT WALK</td>
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<td>WAY OVER THERE</td>
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<td>LIMBO DANCE/LATIN LIMBO</td>
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<td>31</td>
<td>WADDLE WADDLE</td>
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<td>CONEY ISLAND BABY</td>
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<td>THE DODGER SONG</td>
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<td>THE GREATEST ACTOR</td>
<td>Wanda Jackson</td>
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<td>35</td>
<td>DON'T EVER LEAVE ME</td>
<td>Bob &amp; Earl (Tompa 1022)</td>
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<td>MAKE IT BE ME</td>
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<td>WHEN MY LITTLE GIRL IS SMILING</td>
<td>Jimmy Justice</td>
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<td>SOMETHING PRECIOUS</td>
<td>Skifuture Davis</td>
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<td>I'LL REMEMBER CAROL</td>
<td>Tommy Boyce</td>
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<td>ONE MORE TIME/SHE WAS TOO GOOD TO ME</td>
<td>Kingston Trio</td>
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<td>43</td>
<td>THAT STRANGER USED TO BE MY GIRL</td>
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<td>44</td>
<td>EVERYBODY LOVES MY BABY/AIN'T SHE SWEET</td>
<td>Jimmy Smith</td>
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<td>45</td>
<td>UNTIE ME</td>
<td>Trade Martine</td>
<td>Carol 570</td>
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<td>46</td>
<td>BAD BOY</td>
<td>Danny's</td>
<td>Brent 7033</td>
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<tr>
<td>47</td>
<td>SWEET LITTLE SIXTEEN/ HOW'S MY EX TREATING YOU</td>
<td>Jery Lee Lewis (Sun 379)</td>
<td></td>
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<td>48</td>
<td>MY HEART STOOD STILL</td>
<td>Brenda Lee</td>
<td>Scepter 3987</td>
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<tr>
<td>49</td>
<td>I REALLY MEAN IT</td>
<td>Teddy Pitts &amp; Mr. Canary</td>
<td>Coral 63330</td>
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<tr>
<td>50</td>
<td>SUSAN</td>
<td>Takis Matthews</td>
<td>Columbia 42489</td>
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* Buddy Greco - "Mr. Lonely" 5-9536
* Ralph Burns and His Orchestra - "Song for Belly Dancer" 5-9535 From Irving Berlin's
* Bobby Vinton - "Rain, Rain, Go Away" 5-9532
* Tony Orlando - "Chills" 5-9519
* Epic Scores With Four Solid Singles!
A BEAUTIFUL THEME from
AN EXCITING MOTION PICTURE

JOAN’S ARIA from

"THE
PHANTOM OF
THE OPERA"

played by

STANLEY PAUL

CORAL 62334
from the Hammer Film Production
THE PHANTOM OF THE OPERA
A Universal-International Color Release

Cash Box—September 22, 1962
Pick of the Week

"IF A MAN ANSWERS" (2:20) "A TRUE TRUE LOVE" (2:33) [Adaris BMI—Darin] 
"BOBBY DARIN" (Capitol 4587)

"THE BURNING OF ATLANTA" (2:32) [Conrad-Curtom—Taylor] "DON'T THAT MOON LOOK LONESOME" (2:18) [Peer Int'l] BMI—Walker, Sullivan

"SUSIE DARLIN'" (2:17) [Chancellor ASCAP—Luke]

"YOU CAN RUN BUT YOU CAN'T HIDE" (2:37) [Armada BMI—Goff, Covy]

"I'M THE ONE" (2:13) [Conrad-Curtom—Mayfield]

"PERRY JUDD" (VeeJay 467)

"WHEN THE BOYS GET TOGETHER" (2:13) [Tod ASCAP—David, Edwards]

"PASSING STRANGERS" (2:23) [Adrnont ASCAP—Mandell, Applebaum]

"NO SECRETS" (2:05) [Sufco BMI—Bianco]

"POOR LITTLE CUPID" (2:10) [Tree BMI—Wilkins]

"JEEP SOMMERS" (Warner Bros. 5358)

"STOP THE CLOCK" (1:52)

"YOU EVER SAW A DREAM" (Travis BMI—Dominio, James, Maddux)

"JERRY KENTON" (Kapp 4685)

"MAYBELLE" (Brunswick 55224)

"CANDY" (2:50) [Leo Feist ASCAP—David, Kramer]

"MILES DAVIS" (Columbia 25288)

"RHYTHM" (2:02) [Ahmad Jamal BMI—Jamal]

"SLOW SAMBA" (2:35) [Robbins ASCAP—Pinto, Gonzalez]

"KAY STARR" (Capitol 4835)

"MAMA SANG A SONG" (2:12) [Conrad-Curtom—Luke]

"WHISPERING HOPE" (1:59) [Anton ASCAP—Adat, Carmichael]
Bobby's first single on Capitol! A smash ... naturally!

From the Ross Hunter color production, IF A MAN ANSWERS (a Universal-International Picture), co-starring Bobby Darin and Sandra Dee, comes the title tune of the year. Words and music by Bobby Darin. Single record #4837.

DEALERS, ONE-STOPS & RACK-JOBBERS: contact your Capitol sales rep NOW for details on a sensational sales program for Bobby's first hit on Capitol.

IF A MAN ANSWERS
A TRUE TRUE LOVE
(Give Them from "If A Man Answers")

BOBBY DARIN
GEORGE MCCANNON III (3:25)

"I'M HERE TO GET MY BABY OUT OF JAIL" (2:47) [M&M Cole BMI—Karl, Harry]

"LIGHTNING EXPRESS" (2:52) [Peer Int'l BMI—Kincade]

THE EVERLY BROS. (Cadence 1429)

From the Cadence catalog comes another Everly Bros. deck that's loaded with hit potential. "I'm Your Baby Tonight," a rock-ja-jive affair, shuffles number is done with rock drama.

"THE VIRTUES" (Sire 1779)

(B) "JERSEY BOUNCE" (1:50) [Louis ASCAP—Pister, Bradshaw, Johnson] One of the jitterbug era's jazz-soaked affairs, this "swingin" session by the guitar-led crew. Ditty maintains its youthful appeal here.

(B) "TEL-STAR GUITAR" (2:30) [Tone-Craft BMI—Hull, Diamond, Maltine] Jumpy blues salute to the famed communications satellite. Label is handled by Smash Records.

TROY SHONDEL (Everest 2015)

(B+) "GONE" (2:22) [Dallad & Hill & Range BMI—Rogers] The rock hits a love-lost lover with lots of teen-market conviction. Hull has his way with a strong, Nash-like arrangement, a type ballad setting. Could develop into something.

(B) "SOME PEOPLE NEVER LEARN" (2:02) [Arrowhead BMI—Shelton] The format is a bright, rock-a-cha affair. Shunbler tells a tale about a fella who realizes, alas too late, that he never should have let the gal go.

EARL BOSTIC (King 5863)

(B) "DEEP IN MY HEART" (2:07) [Suburban ASCAP—Romberg, Donnelly] The old Sigmund Romberg opus, 'The Student Prince' receives a good-natured swing blues arrangement from the saxist and vocal combo. Good for all-around pop spins.

(B) "DUCKY" (2:18) [Arno BMI—Brown] Lively rock display of a tricky tune.

JOHNNY BROWN (Duke 342)

(B+) "SUSPENSE" (2:26) [Lion BMI—Brown] Opening and closing segments of this instrumental has a jazzy "Peter Gunn"-type sound, but the sound in between is an earthy jump blues affair.

(B) "SNAKEHIPS" (2:16) [Lion BMI—Brown] Very nice relaxed blueser with good guitar comments.

NEIL SCOTT (Portait 2011)

(B) "IT HAPPENED ALL OVER AGAIN" (2:29) [Darnell BMI—Reif] A summer vacation wasn't enough to make the guy forget the gal he's waiting for. Sound has what it takes to make many a teen-market turntable.

(B+) "SUGAR CONES" (2:05) [Miror ASCAP—Dee, Wood] Feelingful stand about a fella who asks his girl for a kiss for being an unfaithful husband.

LARRY HAYS (Fabbri 333)

(B) "HER PHONE NUMBER" (2:29) [Fabbri BMI—Hays, Fabbri] Happy twirly-temp novelty romantic attack. Seems that the guy's a bit confused as to which phone number wherever he goes. Label is a Hollywood outfit.

(B) "SOMEBODY TOOK MY HAND" (2:07) [Finn BMI—Fabbri, Hays] There's an infectious, gypsy-like feel to this inspirational.

NEIL & JACK (Duel 517)

(B+) "I'M AFRAID" (2:29) [Sax- on BMI—Diamond] Dramatic don't-have-one-number feeling as to what Irish feel is emotionally presented for teen consumption by the song duo and its busy full arr. setting. Is it a pastiche or will the line cut a persuasive expression.

(B) "TILL YOU WERE LOVE" (2:13) [Saxon BMI—Diamond & Fabbri] Powerful sound for the boys. Combo does the backdropl stand here.

BABY JEAN (Stacy 505)

(B+) "YOU DON'T WANT ME" (1:55) [Old Taylor BMI—Garnes, Price, Wright, Pinkney] Lark and her gospel-like feel to a song. For the heartache singer.

THE QUAILS (Harvey 116)

(B+) "MY LOVE" [Quail BMI—Fugue & Pinkney] Back-in-the-Quail, Quilfay) Boy's light-easy easy gets a fetching Latinist stin from the musicians.
A great single record!
A great Starr performance!

Kay Starr
Four Walls b/w
Oh, Lonesome Me
#4835
**Pick of the Week**

"I GOT IT BAD" (Robbins ASCAP—London, England) [LPA 9003] (Decca) [Tune: Don't Ask What I Do, copyright 1962, complete rights in composer's hands] Vincent "Ben Casey" Edwards once again displays his loving song styles to good advantage on his new Decca outing. It's an evergreen twosider, "Say It Isn't So" and "I Got It Bad," that Edwards and the Dick Jacobs Strings, under the direction of pianist's son, the actor-songwriter's chart-making LP, "Vincent Edwards Sings.""'}

**THE EDISELS (Capitol 4563) The "Rama Lama" crew can have their biggest outing since joining the Capitol roster via this new duo. They're two-tailed for-teen-taste items, "Don't You Feel"—a rock-a-cha-cha-delighter and "Shadday Dddy Dip Dip" a swing-in' twist, terrific. Great support from the Tesco Willshire crew on both portions.

"DON'T YOU FEEL" (2:13) (Russher BMI—Russell, Drowly) (2:13) (Trinity BMI—Barry) (Appleblim [Liverpool])

"WHAT NOW MY LOVE" (2:20) (Remick BMI—Becaud, Sigman, Delaney)

"I'M A BELIEVER" (2:45) (Bright Tunes BMI—Margo, Medress, Siegel, Kalil, Kapp) (2:45) (Challenge BMI—First Rate, South) [Just for Kids, copyright 1960]

"WILDWOOD FLOWER" (2:25) [MRC BMI—Singleton, Kennedy] [Copyright 1913, renewal 1941] via singer-songwriter Slim, with her on the first Fontana release, nationally distributed by Sambas, Side's an intriguing up-dating of the oldie, "Wildwood Flower." Great vocal and thumping instrumental support for Nana's first rate vocal effort. Exposure should send it off. The emotion-laced version of the lovely "What Now My Love" (from her "Girl From Greece Songs") LP can also score.

**Best Bets**

**THE TOKENS (RCA Victor 9089)

(B+) "I'LL DO MY CRYING TO-MORROW" (2:35) [Bright Tunes BMI—Margo, Medress, Siegel, Kalil, Kapp] (2:35) (Challenge BMI—First Rate, South) [Just for Kids, copyright 1960]

"WHAT NOW MY LOVE" (2:20) (Remick BMI—Becaud, Sigman, Delaney)

"WHEN THE BELLS TOLL" (2:45) (Bright Tunes BMI—Margo, Medress, Siegel, Nader, Kay) Speedy rock-a-cha-a affectionate.

**HERBIE MANN (Atlantic 5023)

(B+) "I RIGHT NOW" (2:45) (Herbie Mann ASCAP—Mann) [Herbie Mann, who is currently clicking with "Comin' Home Baby," comes up with a first-rate follow-up stanza with this new release. The side, taken from his new Atlantic LP, is free-flowing, danceable bossa nova with enough good stuff in it to make a chart appearance. "I Right Now" is a Bossa Nova /tune with a catchy, mellow beat, and good support."

**C.L. & THE PICTURES (Dunes 1970)

(B+) "MARY GO ROUND" (2:19) [5-R-P BMI—Baum, Kay, Louis] The merry-go-round sound is very effectively translated into a pleasant theme by the male lead, his songmates and strong Stan Appelbaum—arranged orch backdrop, more made with— usual R&B guitars, drums, etc.

(B+) "AFRAID" (2:20) [S-P-R BMI—Baum, Louis] More or less straight wistful vocal and accompanied.

**LA VERA JOHNSON (Bellinda 103)

(B+) "COWARD" (2:08) [Lohar BMI—McCoy, Burton] Fella is afraid of a jolly fellow. Says the gal in this infectious blues-styled date by the lark and her combo, may be struggling to hang on. Great record to handle the discjockey.

(B) "FOOLISH LIES" (2:10) [BMG—Burt, Simon] More "serious" rock-market stand.

**THE SURFMAN (Titan 127)

(B+) "EL TORO" (1:59) [Dolly BMI—Fuller] (Dony BMI—Bono) The melody has a Spanish flavor, its rendition by the instrumentals is strictly up-tempo and rocking. Guitars do most of the spotlight rock' n' roll.

(B) "MALIBU RUN" (2:20) [Dolly Bee BMI—Frank] Weird-sounding session from the crew.

**THE FOUR TEENS (Counsell 115)

(B+) "PARLA DI AMORE" (1:50) [Tampico BMI—Cohan, Gershwin] The Italian-styled lyric is delivered with a spingy, hint-of-the-rock beat by the combo, assisted by a chorus of high-voiced chants of "you." Campaign calls for the title, Brooklyn-based label could get good airplay with this affable display.

(B) "COOL, OFF" (2:19) [Mar ASCAP—Sepe] Strictly for the trade, is this thumping, gait-tied rock.

**SKIPP KERR (Challenge 1960)

(B+) "HOT CHERRY FOR YOU" (1:55) [4-States BMI—Burgess, Fuller] Kerr's multi-tracked, thumping, up-tempo, ride, fire, percussion-highlighted combo arrangement. A wild-one that might get air.

(B) "SIX TO MIDNIGHT" (2:04) [Jat BMI—Fuller] Nice easy go-for-aftonade for the teen trade.

**COCKI MAZZETTI (Ford 119)

"TANGO IT'S" (2:30) [Southern ASCAP—Beret, Fallesi, Malecon] Star Italian singer steals a chart appearance and her countryman's harmonic success. She's got a string-loaded, orch for a backdrop. A pretty sound that's worth good-music spins.

(B) "QUALCUNO MI AMA" (2:29) (Southern ASCAP—Darena, Sofficini) AttracTively intimate ballad pose. Both ends are sung in Italian.

**LOUISE CORDEZ (London 9560)

(B+) "I'M JUST A BABY" (2:00) [Francis, Day & Hunter Atlantic BMI—Dore, Marnie] Catchy quick-beat rock stint by the songstress and her sprightly combo assist. Ditty tells of a gal who feels she's ready to go steady, even though she admits she's just a baby. Can make solid airtime.

(B) "IN A MATTER OF MOMENTS" (1:55) [4-States BMI—Darlow] Intimate light-beat romantic.

**BETTY LAVETT (Atlantic 2160)

(B+) "SHOUT YOUR MOUTH" (2:28) (Progressive—Lupine BMI—Winlow) More wicked music from her teen daughter in this sunny blues novelty. The blues sound of the guitar, plus a snappy blues sound from the musicians. Good teen-beat color.

(B) "MY MAN—HE'S A LOVIN' MAN" (2:50) (Lupine BMI—Matthews, Bennett) Funky light-beat blues work."

**RANDY LEE (Philips 40053)

(B+) "GMOO" (2:14) [Cedwood BMI—Wilkin, Burch] A high school gal who wants to be saluted in this cheerful rock stand by the songster and ras-ras-cha com- boso, a Satisfied record that Jackson once cut this engaging item.

(B) "IT COULD HAVE BEEN YOU" (2:35) [BMG—Montgomery] Tender Nashville-flavored ballad work.

**EMORISE KELLEY (Pearlce 1919)

(B+) "THAT'S IT" (2:18) [Don BMI—Bono] Kelley puts on a strong, build-up performance with the idea that a guy's com- box — is also on hand for a potent stand. Should be eyed.

(B) "YOU CAN'T POINT IN LOVE" (1:50) [Don BMI—Bono] Catchy back up that songster's up-beat blues styles here.

**BILL FULLER (Challenge 9163)

(B+) "EVERYBODY BUT ME" (2:00) [Jat BMI—Burgess] The cut, which is a good country item, Ashworth, is solidly built for the teen- market in this outing by the per- formers. Could be the tune's ticket to the Top 100.

(B) "DON'T GET ANGRY" (2:30) (4-Star Sales BMI—Fuller) This end answer, not with the cut, but with its fine vocalists' big hit, "Johnny Get Angry."

**DONNA LEE-ANNE (Dore 650)

(B+) "EVERYDAY ONLY FIF- TEEN" (2:01) [Meadowlark BMI—Lewis, Bideau, Stevens] The entry, that's a strong country cut. It's rock-a-cha-asta about a 15-year old lass who says that she and her 16-year old boyfriend can be here's that's true. Backdrop includes a string section.

(B) "I COULD JUST DIE" (2:07) [Meadowlark BMI—Lewis, Bideau] This will fill the gap that girls refer for their affection of a schoolmate.

**BOBBY McDOWELL (Bingo 1001)

"A THOUSAND VOWS" (2:16) (Rise & Dumont BMI—Keep, Eldredge) Gorgeous medium-speed romantic gets an OK perform- ers' merits sans. Label hails this for some interesting percussion state- ments in its setting. S. Record Dist. handles the label.

(C) "A GIRL NAMED JOE" (2:08) [Rise & Dumont BMI—Keep, Eldredge] Nice ballad, but in love with a gal he has never met.

**RICK & JOHNNY (ABC-Paramount 10354)

"BETTY" (2:34) (Caliban BMI—Washington) Cute send- for-me blusher from the songsters. An infectious medium-beat combo stomp supports. Title refers to the page in the telephone book on which the guy's number can be found.

(C) "YOU'RE NEVER SATIS- FIED" (2:00) [BMG—Macklin, Winfield] Catchy blues stuff.

**AL ADAMS (Frisco 101)

(B) "STUBBORN OLD ME" (2:15) (Cedwood BMI—King) Talented blues artist does a worthy job on this very pleasant, charting guts and easy-go-combo nicely give Adams the spotlight. This ported with a snappy blues sound from the musicians. Good teen-beat color.

(B) "BABY IT'S LOVE" (2:21) [Frisco BMI—Aktina] Polished portion in a familiar, brass-in- cluded blues groove.
15th Smash in a Row!

CHA CHA CHA

C-228

BOBBY RYDELL

THE BIG ONES ARE ON CAMEO/PARKWAY
LOU MONTE (Reprise 20106)

(‘B+) “WHAT DID WASHINGTON SAY” (When He Crossed The Delaware in The Snow) [Pamco BMI—Allen, Silverberg, Merrell] Monte fans will be particularly delighted by Monte’s rendition of this mash-up of two popularly—cally good-natured, Italian-slantered pieces with a bright and rambunctious sound.


ROSCO GORDON (ABC-Paramount 10531)

(‘B+) “JIMMINY CRAWFISH” [2:27] [Pamco BMI—Kirtner] This is a lovely tune in the style of the early hits, with a simple and catchy tune that sticks in your head.

(‘B) “AS YOU WALK AWAY” (2:45) [Milt Shaw BMI] Gordon’s ditty is done richly, with an infectious, medium-blue story approach.

HASH BROWN (Philips 40063)

(‘B+) “DANCE, DANCE” (2:07) [Stella-Lisa & MRC BMI—Kennedy, Singleton] This is a hip and jazzy tune with a catchy rhythm and a fun melody.

(‘B) “EMPTY ARMS” (2:45) [Stella-Lisa & MRC BMI—Kennedy, Singleton] Slighty backbeat sound is a spot-light setting gimmick in easy Latin tinge which is built mainly on that features the team’s major vocalist.

JIMMIE McGRIFF (Cell 190)

(‘B+) “I’VE GOT A WOMAN” (Part I) (2:27) [Progressive BMI—Charles] Here’s one that can really stand out in both the rock and pop markets, especially on the pop level. It’s a sensational, hard-driving instrumental combo revival of the Charles classic. Great organ lead on a driving rhythm track.


JIMMY RADCLIFFE (Muscle 102)


ARThUR ALEXANDER (Dot 16387)

(‘B+) “ANNA (Go To Him)” (2:48) [Famous Rhythm Writers—Henderson, Best- ander] Songster, whose biggest stand so far was “You Better Move On,” gets in line for this fine big-sounding ballad ex- pression for the kids. Against a full rock setting, the artist relays a tale in which the guy tells the gal she can’t care more for him at the other end.


COOKIE CAMPBELL (Kapp 487)

(‘B+) “FLEUGEL WALK” (2:50) [Spare Rib BMI—Kirkland, Friday, Sarah] This end has an engaging, barroom-sounding quality. Good story, but not a winner.

LENNY WELCH (Cadence 1428)

(‘B+) “A TASTE OF HONEY” (2:37) [Ftang ASCAP—Scott, Now, Mow] Melody that’s been done Top 100 in England. Instrumental striking composition as a vocal vehicle. Welch once again proves his ballad appeal, and he’s got a very contagious story.KEVIN Fesperman


BOBBY STUART (Valmor 19)

(‘B+) “ON GO & CRY” (2:24) [Tri- sing-a-narrative opening, Stuart hands-in an effective essay of a strong plaintive. A full ork-chords backdrop generates noteworthy rock right off. The artist’s voice is on top 10 business might do much more following.]

(‘B) “I’M FEELING ALL RIGHT AGAIN” (2:00) [One O Clock BMI—Cameron] This upbeat item has the mark of a years-back rock hit.

THE MAR-KEYS (Star 129)

(‘B+) “SACK OF WOE” (2:25) [Upam BMI—Adderly] Solid rock group in the vibrancy of a “Lil’ Night” to their chart credit, deliver a strong, jazzy rock sound to both teen and adult audiences. The Atlantic-handled diskery may have marketed this extremely effectively.

(‘B) “SAILOR MAN WALTZ” (2:24) “East-Bas BMI—No- man, that-cats, relays an interesting theme and issue resembles the recent Cannonball Adderly, ‘Afro Walts.’”

THE CASTLE SISTERS (Terrace 7609)

(‘B+) “ARE YOU HAPPY NOW” (2:34) [Jack Gold ASCAP—Carr, Tobias] Females follow up with an extended version of the hit. It’s about a gal getting married—with a similar-sounding session with an op- posite attitude. The lead artist is an accurate rock sentiment of the singer and his full ork backdrop.

(‘B) “I’M COMING BACK TO YOU” (1:50) [Gord BMI—Davis, Leonard] This cut has a solid coun- trywish varsity manner.

CLIFF ADAMS (Dot 16386)

(‘B) “KEEP OFF MY MOUNTAIN” (2:22) [BMI—Goldstein, Gottehrer, Feldman] This is another response to the home Mound. It’s packed with all-out, hillbilly-flavored humor by its rhythm and storyline, including song- strter Adams. Jo Ann Campbell has a click answer on Cameo. This one rates top 10 but not very high.

(‘B) “FUNNY KIND OF FEEL- IN’” (2:00) [Rosevelt BMI—Weinsa, Enrico] Final bounce-beat stint on a catchy item.

THE RAINBOWS (Fire 1012)

(‘B+) “MARY LEE” (2:28) [Regent BMI] Youngsters get a fine gimmicks name-sound session for the vocalists, with Sonny Spencer handling the storyline. Lots of tried-and-true chart sounds come up throughout the cut. Could step out.

(‘B) “EVENING” (2:00) [Fire bounce-beat arrangement up for an offer affordable sound for teen tastes.

S议DNEY SHARP ((2:30) [BMI 19507]

(‘B-) “SUNRISE” (2:30) [Lock & Dogtree ASCAP — Saraceno, Murphy] Time and again, the ork arrangement will interest adult and teen audiences. Bounty full ork styling includes the lead vocal, with a combo backing. This item could become a big bigday deal. Watch it.

(‘B) “REMEMBER” (2:30) [Rex- hall ASCAP—Hall] Novelty astral sounds are part of this cheer- ful arrangement.

JOHN CONTE (Chattanooga 700)

(‘C+) “LOVE, KISSES & HAPPY- NESS” (1:46) [Conte BMI— Carr] The actor-songster tops a fine perfect-outfitting combo arrangement is teen-directed.

(‘C) “TAHITI” (2:30) [Conte BMI—Carr] The ork has sometimes over-dubbed in this warm sound-of-the-islands scene.

DALIAN & DALIAN (Bethlehem 2926)

(‘B+) “FADED GARDENIA” (2:30) [Armel—Bethany ASCAP — Grover, Solis, Shore] Guys nicely convey a lost-lost fan. The combo setting is a busy, yet slow-beat arrangement.

(‘B+) “LONELI GIRL LONELY BOY” (3:00) [Armel—Bethany ASCAP — Grover, Solis, Shore] Team is displayed in a similar manner here.

SONNY MARSHALL (Super 2255)

(‘F+) “FAIRWEATHER FRIENDS” (2:38) [Pritchett BMI—Le- man, Kirtner] Marshall’s a philosophical ditty against a good ork-chorus, which includes good sax chorus comments. Label is a Nashville outfit.


ANDY MAYO (Titan 1726)

(‘F) “MY GIRL IS GETTING RICH” (2:36) [Warner ASCAP—Van Winkle, DeLory] Fella telling the tale is not the bride- groom’s but it’s a beautiful rock sentiment of the singer and his full ork backdrop.

(‘B) “I’M COMING BACK TO YOU” (1:50) [Balladweaver BMI—Winkle, Dey, Lory] Speedy, infectious teen romp.

BUDDY MORROW ORCH. (Mercury 137)

(‘F) “BORN TO LOSE” (2:12) [Leavy BMI—Brown] The lovely music is in a strong pop-sounding and the fine pop survey from the Morrow ork assisted by a chorus. Side should be in the top 10, and it could well be a good-hour station. A Sun disk with Johnny Morrow's voice is actually making a bit of noise.


TANI JONES (Mossie 1007)

(‘H+) “MEET ME HALFWAY” (2:20) [Nasta BMI—Stanley] Solidly contageous upbeat features a strong vocal impact by the lark and solid, organ-included belt by the musicians (there's also a strong male chorus statement). Label, handled by Era, could come out this time.

(‘B-) “BRAMMY AREN” (2:15) [Nasta BMI—Stanley] Bright rock-a- billy doing.

ELAINE CHARLES (Acama 130)

(‘B-) “GIRL I’VE WAITED FOR” (2:56) [Gransno BMI—Ber-nard, Jackson] Young female says she’s waited forever for a man. This one is an essay by the thrush. Combo & ork softly support. Label is located in Hollywood.

(‘B-) “WRONG WILL NEVER COME OUT RIGHT” (2:35) [Gransno BMI—Bernard, Jackson] Couple, brighter rockin' by the lass and her second.
WE’VE GOT TWO HIT SINGLES UP OUR SLEEVES
(Bright 4-color sleeves, at that!)

ORDER NOW!

# 8085
"SO HOW COME (NO ONE LOVES ME)"

# 8087
"(DANCE WITH THE) GUITAR MAN"

DON GIBSON
SO HOW COME (NO ONE LOVES ME)
BABY WE'RE REALLY IN LOVE

DUANE EDDY
DANCE WITH THE GUITAR MAN
STRETCHIN' OUT

RCA VICTOR
The most trusted name in sound
WQXI-Atlanta recently held a free appreciation show for their listeners to thank them for their current high ratings. The show was held in the huge parking lot of the Broadview shopping center and 25,000 screaming Atlantans to 10,000 were turned away for lack of parking space, saw Bobby Wood, Joe Dowell, Tony Orlando and other groups. Bob Lamanchi, Jimmy Clanton, Ray Stevens, Bobby Vee and Dick Roman fill four hours full of entertainment.

WWDC-Washington will soon be able to boast that it has the "most gilttering" blondes, brunettes and redheads in town. As its next "wonderful things happen" promo, the station has come up with what it calls a "testing plan for all ladies in the WWDC area. Free shampooos have been arranged by the outlet at thirty beauty salons all over town to help "recondition" hair that has been subjected to a summer in the sun, or a laborious weekend. This free offer covers all hair styles, long, short or in between, even pony tails.

One of the year's highlights at the annual Prince Georges County Fair was the Marvelous Grandstand. The fairgrounds was a WWDC stage show last week. In addition to the appearance of station spinners Fred Finke, Earl Robbin and Ben Will, several wax stars entertained. Show also included some of the Miss Washington finalists, as well as a Lucky Dog and on-stage twist contest.

Labor Day fishermen are $1,150 richer as a result of a Fishing Derby staged by KYL-Dallas. For the three-day holiday the station released 500 tagged fish in White Rock lake. The first 100 fish caught and verified by officials at the lake were worth $11.50 each.

KRAK-Sacramento in answer to thousands of letters and phone calls asking when the station would repeat its most successful Frank Sinatra marathon, scheduled an campaign entitled, "Spend A Safe Labor Day Weekend With Frank Sinatra and His Friends," Tying in with the Sacramento Junior Chamber of Commerce sea, the project, KRAK regularly aired announcements voiced by the Jaycees urging installation at the clinic which was maintained over the weekend. The complete musical fare on the 50,000 watt clear channel station then featured Frank Sinatra, Dean Martin, Sammy Davis Jr., Keely Smith, Eddie Fisher, Mavis Rivers and Judy Garland exclusively. When the original Frank Sinatra marathon was launched on February 28, the response was instantaneous. During the six-day period that it was broadcast, over 15,000 telephone calls were officially recorded with calls coming from as far away as Los Angeles and the state of Washington.

Buddy Deane is conducting an amateur vocalist contest on his daily WJZ-TV-Baltimore dance program, seeking a youngster between fourteen and nineteen years of age who will be given the opportunity to become the next "teen-age idol." The winner of the contest will receive a recording contract from Chancellor Records in Philadelphia. The contract will guarantee the winner a trip to New York or a plus an option on other recordings if the initial pressing becomes successful. Applicants must be of amateur status, between 14 and 19 years of age, and must first submit a letter of entry to: Buddy Deane Amateur Vocalist Contest, in care of WJZ-TV, 3rd Floor, 701 N. Charles Street, Baltimore, Maryland. From that panel will be notified by Buddy Deane when to appear.

"Drive Safely," was the watch-word as KQV-Pittsburgh saturated the airwaves with safe-driving appeals over the long Labor Day weekend. Airing at 5:30 p.m., Friday, August 31st, the community's favorite driver through Midnight, Monday, September 3rd and was supported by public spirited officials. During the long weekend period, KQV broadcast more than one hundred safe driving announcements recorded by community leaders.

Dodo Greene appeared on WFUV-New York's Jazz Journal as a guest of host Sam Marchiano and Alma John's WWRL New York show to promote her new Blue Note album "My Hour of Need."

Prompt response to a KDKA-Pittsburgh request for corn had an area civic group grinning from ear to ear—1200 of them, in fact. The Sky View Civic Association of McKeesport had a plan for a corncob roast to help pay for its new community center. But the evening before the event; no corn! The farmer who was to have supplied it was unable to deliver because of a truck breakdown and no other source was immediately available. So a frantic phone call was placed to Radio. Jim Westover apered the light on the next newscast—the 7 p.m. Saturday edition—and gave the telephone number to be called by any farmer with 100 dozen ears of corn to deliver. On Sunday morning the station was able to announce that a Golden Rule farmer who had heard it contacted the group, and the group contracted with the farmer. The corn roast was on.

WKMI-Detroit announces a new public service campaign on Michigan's highways. The new series is scheduled to be featured every Friday night, and will be aired from 7:05 p.m. through 7:30 P.M. WKMI's program will consist of basic information affective the present and future plans of Michigan's highways. The program will be heard by thousands of listeners posted and fully-informed as to attractions, detours, hazards and new section openings. The first series of the program will cover highways leading to and from Detroit, and will include travel information for motorists.

"The Magical World of Walt Disney," a three-hour salute to the cartoon creator, proved so successful on KHJ-Hollywood that it was repeated on Sept. 16th, from 9 a.m. to noon. Written by Josef Perlman, Allen Silverman and the Detroit Report show the program highlights the career of Disney from the early days of Mickey Mouse to his latest motion picture "Summer Magic." A flood of letters and phone calls, high in their praise for the show, prompted the Hollywood station to re-schedule the show. The program was featured on WMLR with Fred MacMurray, Burt Ives, Hayley Mills and Disney himself.

VITAL STATISTICS:

Gordon McLeod, formerly with WGES-Chicago, is now with WYRB-Chicago...

Dan Halden, assistant manager post on KCBS-Midland, Texas to take charge of the operations of KXOL-Forth Worth. Worth...

Two new air personalities on WINS-New York: Dick Clayton, who was with WIL-St. Louis, and Pete Meyers from WNEW-New York.

Cash Box—September 22, 1962
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<td>49 TONIGHT</td>
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POPULAR PICKS OF THE WEEK

"ENOCH LIGHT AND HIS ORCHESTRA AT CARNEGIE HALL PLAY IRVING BERLIN"—Command RS 846SD
The musical magic of Irving Berlin coupled with the exceptional sales record of Enoch Light's previous Command outings should make this package move up the charts in no time flat. The tunes here, completely representative of Berlin's artistry as a composer, are decked up in imaginative, sparkling Lew Davies arrangements. Some first-rate tracks include "Cheek To Cheek," "Alexander's Ragtime Band," and "Always." As always, with the label's product, the stereo qualities are excellent.

"DIXIELAND HOOTNANNY"—Dukes of Dixieland—Columbia CL 1671
This Dixieland group has captured plenty of chart laurels in the past year or so and could add to its impressive showing with this latest effort on Columbia. The boys step out with some swingin' arrangements of lesser known items which include "Some of These Days," "Little Blue Jug," and "Darling Nellie." No gimmickry or schmaltz here, just good solid New Orleans-oriented Dixieland jazz. Eye this one for rare acceptance and early chart action.

"COUNTRY STYLE"—Sandy Nelson—Imperial LP 0263
In recent months the popularity of country music has grown by leaps and bounds. Many first-rate pop artists have utilized country material and achieved spectacular results. On this Imperial session drummer Sandy Nelson joins forces with three guitars, bass piano and tenor sax and cashes in on this trend with arrangements that are bright, spirited and extremely danceable. Nelson and crew first-rate readings of "Wolverton Mountain," "The Battle Of New Orleans" and "Bimbo." Sure-fire chart item.

"CARNIVAL OF HITS"—Belmonts—Sahina SALP 5001
The Belmonts, who are currently pulling coin in the singles department with "Come On Little Angel," on the label, open their talented vocal runs full-blast on this premier Sahina LP outing containing a bevy of their recent triumphs. In addition to their big chart-rider the new disk up top-notch readings of past biggies such as "Don't Get Around Much Anymore," "I Need Someone" and "Tell Me Why." Eye this package for rare acceptance with the group's teen fans.

"JOSE JIMENEZ TALKS TO TEENAGERS"—Bill Dana—Kapp KL 1865
Bill Dana, alias Jose Jimenez, comes up with another extremely funny session on this new Kapp outing themed to teen-oriented topics. Dana is aptly assisted by Don Hinkley who acts as moderator-straight man on all the bits. The laugh-man's humor is based on absurdity and his hilarious one-liners should bring loads of laughs. Dana is first-rate as a cheerleader, vocal guidance report and an etiquette expert. Powerful merchandise.

"THE BICKERSONS FIGHT BACK"—Don Ameche & Frances Langford—Columbia CL 1883
The battling Bickersons step into the ring and verbally pummeled each other in this four-round marital squashable filled with laugh-laden innuendo. Sparkling with caustic wit and comic situations, the Bickerson routine is sure to head straight up the chartpath in no time flat. Don Ameche and Frances Langford are as hilariously funny on wax as they were on the air a few decades ago.

"ROUTE 66 THEME & OTHER GREAT TV THEMES"—Nelson Riddle—Capitol ST 1771
The versatile arranger-composer-conductor launches this excellent presentation with his self-penned hit single, "Route 66 Theme" from the popular TV show. Superbly written and effectively orchestrated, the package should be a sure-fire contender for the charts. Riddle and the band give first-rate readings of the themes from "Ben Casey," "Dr. Kildare," and "My Three Sons." Potent wax.

"YOU'LL LOSE A GOOD THING"—Barbara Lynn—Jamie JLP 70 3221
Barbara Lynn, who jumped from obscurity to stardom in overnight fashion a white a back with her runaway best-seller of "You'll Lose A Good Thing," tags this, her first album, after her moving, shuffle-beat chart-rider. The lark, who wrote most of the tunes here, displays a sincere, feel-good blues style on "Give Me A Break," "Heartbreaking Years" and "Teen Age Blues." The disk has enough built-in success ingredients to score heavily in the coin department.

"THE STORY OF MY TEENS"—Annette—Vista BY 3312
Visits a come up with a top-drawer package which musically traces the career of Annette. The 14-track release showcases the actress-songsstress displays a sincere, professional wide-range style and delivery on such past triumphs as "Tall Pall" and "Pineapple Princess." As an extra plus the disk contains an attractive eight-page book with full-color pictures of the performer. All of Annette's teen fans should come out for the set.

"THE TWO SIDES OF THE SMOTHERS BROTHERS"—Mercury MG 20675
The multi-talents of the Smothers Brothers are eloquently showcased on this new Mercury album. On one side of the LP the boys sing and kid their way through a half dozen pop-folk tunes, mostly self-penned items. Their seemingly straight-forward renditions of novelty items is only destroyed by their own whimsical brand of humor. The other side features the boys offering six yolk-filled routines culled from the night club routines. Many laughs to be had here.

"MORE LESLIE UGGAMS ON TV"—Columbia CL 1865
Leslie Uggams cashes in on the success of her first "On TV" disk and comes up with another in the same vein. Highly supported by Milt, Nelson and the Gang, the lark lets loose her winning vocal talents on such goodies as "An I May Blue," "Fascinatin' Rhythm," and "Down By The River." The songstress could make a return trip to chartville with this fine LP effort.

"THE TENDER, THE MOVING, THE SWINGING—ARETHA FRANKLIN"—Columbia CL 1876
The gospel-trained thrush again demonstrates a sure-footed talent with this new outing for Columbia as she rhythmically warbles her way through a session of oldies spiced with a few newies. Included here is the lark's current single, "Try A Little Tenderness," which is making a strong bid for success. The songstress also gives professional and feelingful treatments of "Don't Cry Baby" and "Lover Come Back To Me." Her admirers will surely like this session.

"TILL DEATH DO US PART"—Bob Braun—Decca DL 74389
Bob Braun, who is currently riding the charts with "Till Death Do Us Part," cashes in on the built-in sales acceptance of the chart-rider and tags this premiere LP after his moving, sentimental song and recitation biggie. The chanter offers eleven other musical vehicles such as "Because Of You," "Why Eleven," and "One In Time" in attractive teen-oriented arrangements. Potent programming fare.

"HOLLYWOOD PREMIERES"—Don Costa—Columbia CL 1898
For his initial album on Columbia, Don Costa, who has provided musical arrangements for some of the country's top vocalists, turns to the flicks to showcase his versatility. Although there are a multitude of songs on the market, the orkster's ranks as one of the best to date, as he has a wealth of original and musical material that is much in evidence in his highly listenable versions of "Above The Stars," "My Romance," and "Baby Elephant Walk." The set looks as a real coinmaker.
SATURDAY NIGHT AT THE JEREMIAH PEABODY'S PLEASANT TASTING GREEK JULIUS PLAYED THE TRUMPET AND OLIVE OIL * THE ROYAL

ray stevens
* with The Merry Melody Singers

1,837 SECONDS OF HUMOR
11 Titles
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RAY STEVENS

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Mercury Ray Stevens 1937 Seconds of Humor, Mercury

exciting work with a recurrent theme which highlights a folk-roots melody with an African influence, the orchestra is sure to garner new laurels with this new offering. Top-notch excerpts from the suite are the “Theme Of Two Worlds” and “Blues In C Major.” Side two is aimed at Latin rhythm pop tunes. Eye this disk for wide acceptance.

Cash Box—September 22, 1962
**ALBUM REVIEWS**

**POPULAR PICKS OF THE WEEK**

"ENGLISH LIGHT AND HIS ORCHESTRA AT CARNEGIE HALL PLAY IRVING BERLIN"—Command IS 2405D

The musical magic of Irving Berlin coupled with the exceptional sales record of English Light's previous Command outings should make this package move up the charts in no time flat. The tunes here, especially presentative of Berlin's artistry as a composer, are dished up in imaginative, sparkling Lew Davies arrangements. Some first-rate tracks include "Cheek To Cheek," "Alexander's Ragtime Band" and "Always." As always, the label's product, the stereo qualities are excellent.

"DIKLANDS WETTANNY"—Dukes of Dixieland—Columbia CL 1871

This Dixieland group has captured plenty of chart laurels in the past year or so and could add to its impressive showing with this latest effort on Columbia. The boys step out with some swingin' arrangements of lesser known items which include "Sometimes I Feel," "Little Blue Jug," and "Darling Nellie." No gimmickry or soulselling jazz and the solid New Orleans-oriented Dixieland jazz. Eye one for rapid acceptance and early chart action.

"COUNTRY STYLE"—Sandy Nelson—Imperial LP 9203

In recent months the popularity of country music has grown by leaps and bounds. Many first-rate pop artists have utilized country material and achieved spectacular results. On this Imperial session drummer Sandy Nelson joins forces with three guitars, bass, dulcimer, and tenor sax and cashes in on this trend. The arrangements here are bright, spirited and extremely danceable. Nelson and crew give first-rate full-color readings of "Wolverton Mountain," "The Battle Of New Orleans" and "Bimbo." Sure-fire chart item.

"CARNIVAL OF HITS"—Belmonts—Sabina SLP 5001

The Belmonts, who are currently pulling coin in the singles department with "Come On Little Angel" on the label, open their talented vocal guns full blast on this premier Sabina LP outing containing a bevy of their recent triumphs. In addition to their big smash hits they throw such top-notch readings of past biggies such as "Don't Get Around Much Anymore," "I Need Someone" and "Tell Me Why." Eye this package for rapid acceptance with the group's teen fans.

"JOSE JIMENEZ TALKS TO TEENAGERS"—Bill Dana—Kapp KL 1153

Bill Dana, alias Jose Jimenez, comes up with another extremely funny session on this new Kapp outing themed to teen-oriented topics. Dana is aptly assisted by Don Hinkle who acts as moderator-straight man on all the bits. The laughman's humor is based on absurdity and his hilarious one-liners should bring loads of laughs. Dana is first-rate as a cheerleader, vocalization guide report and an etiquette expert. Powerful merchandise.

"THE BICKERSONS FIGHT BACK"—Don Ameche & Frances Langford—Columbia CL 1883

The battling Bickersons step into the ring and verbally pummel each other in this four-round marital squabble laden with laugh-laden insults. Sparkling with caustic wit and comic situations, the Bickerson rematch is sure to head straight up the chartville path in no time flat. Don Ameche and Frances Langford are as hilariously funny on wax as they were on the air a few decades ago.

"ROUTE 66 THEME & OTHER GREAT TV THEMES"—Nelson Riddle—Capitol ST 1771

The versatile arranger-composer-conductor launches this package with his self-penned hit single, "Route 66 Theme" from the popular TVer. Superbly arranged and effectively orchestrated, the potential for this package should be a sure-fire contender for the charts. Riddle and the band give first-rate readings of the themes from "Ben Casey," "Dr. Kildare," and "My Three Sons." Potent wax.

"YOU'LL LOSE A GOOD THING"—Barbara Lynn—Jama JL 70 3323

Barbara Lynn, who jumped from obscurity to stardom overnight in fashion, a while back with her runaway best-seller of "You'll Lose A Good Thing," tags this, her first album, after her moving, shuffle-beat chart-rider. The lark, who wrote most of the tunes here, displays a sincere, feelingful blues style on "Give Me A Break," "Heartbreak Hotel" and "My Blue Heaven." This disc has an inbuilt success ingredients to score heavily in the coin department.

"THE STORY OF MY TEENS"—Annette—Vista BY 2112

Vista has come up with a top-drawer package which musically traces the career of Annette. The ex-Mouseketeer now turned acting force displays a sincere, professional wide-range style and delivery on such past triumphs as "Fall Tall" and "Pineapple Princess." As an extra plus the disk contains an attractive eight-page book with photos of the performer. All of Annette's teen fans should come out in force for the set.

"THE TWO SIDES OF THE SMOTHERS BROTHERS"—Mercury MG 20675

The multi-talents of the Smothers Brothers are eloquently showcased on this new Mercury album. On one end of the disc the boys sing and kid their way through a half a dozen pop-folk tunes, mostly self-penned items. Their seemingly straight-forward rendition of "Laredo" is quickly destroyed by their own whimiscal brand of humor. Other side of the disc offers six yock-filled routines culled from the night club routines. Many laughs to be had here.

"MORE LESLIE UGGAMS ON TV"—Columbia CL 1882

Leslie Uggams cashes in on the success of her folksy TV disc with this offering in the same vein. Again supported by Mitch Miller and the Gang, the lark lets lose her winning vocal talents on such an as "I Am Blue," "Fascinatin' Rhythm," and "Down By The Riverside." The songstress could make a return trip to chartville with this fine LP effort.

"THE TENDER, THE MOVING, THE SWINGING—ARETHA FRANKLIN"—Columbia CL 1876

The gospel-trained thrash again demonstrates a sure-footed tack on this new outing for Columbia as she rhythmically warbles her way through a session of oldies spiced with a few newies. In "Little Tenderness," which is making a strong bid for success also gives professional and feelingful treatments of "Don't Cry Baby" and "Lover Come Back To Me." Her admirers will surely like this session.

"TILL DEATH DO US PART"—Bob Braun—Decca DL 74359

Bob Braun, who is currently riding the charts with "Till Death Do Us Part," cashes in on the built-in sales acceptance of the chart-rider and tags this premiere LP after his moving, sentimental song concentration binge. The disc offers eleven other musical vehicles such as "Because Of You," "Don't You Ever Leave Me" and "Just In Time" in attractive teen-oriented arrangements. Potent programming fare.

"HOLLYWOOD PREMIERE"—Don Costa—Columbia CL 1883

For his initial album on Columbia, Don Costa, who has provided musical settings for some of the country's top vocalists, turns to the flicks to showcase his versatility. Although there are a multitude of similar disks on the market here is one of the best to date, as he has a wealth of experience and musical craftsmanship that is much in evidence in his professionable versions of "Above The Stars," "My Romance," and "Baby Elephant Walk." The set looks as a real co landfill.
SATURDAY NIGHT AT THE MOVIES * A HERMIT NAMED DAVE * FURTHER MORE
JEREMIAH PEABODY'S POLY UNSATURATED QUICK DSSOLVING FAST ACTING
PLEASANT TASTING GREEN AND PURPLE PILLS * THE ROCKIN' BOPPIN' WALTZ
JULIUS PLAYED THE TRUMPET * PFC RHYTHM AND BLUES JONES * POPEYE
AND OLIVE OIL * THE ROCK AND ROLL SHOW * SCRATCH MY BACK (I Love It)

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BY THAT SENSATIONALLY NEW AND INVENTIVE MUSICAL HUMORIST

*RAY STEVENS*

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**TOP 100 ARTISTS**

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**Cash Box Sure Shots**

**MONO & STEREO**

- **Rhapsody in Rhythm**
  - RAY CONNIFF
  - (Columbia CL1878; CS8688)

**MONO**

- **Portrait in Music**
  - GEORGE MAHARIS
  - (Epic N24021; BN26021)

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**Gloria Feted in Philly**

PHILADELPHIA—Gloria Lynne was recently honored by Marnel Distributing Co., which handles her Everest label in the Quaker City, by a cocktail party for local music biz luminaries. Shown (left to right) in the above photo are Chuck Sherman, a spinner on WHAT-FM, the lark; Joel Dorn, another WHAT-FM deejay; and Larry Cohen, Marnel promo manager.

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**FOR IMPACT USE THE CASH BOX ALBUM INSERT**

**THE WORLD'S FIRST STEREO-SCORED ORCHESTRA**

**THE CASH BOX ALBUM INSERT SELLS... ASK THE MAN WHO'S RUN ONE**
"COMING ATTRACTION—LIVE!"—The Journeymen—Capitol ST 1776
Among the current crop of new folk singers, the Journeymen immediately stand out because of their fine voices, superb musicianship, and understanding of the style. On this set, cut live at a concert in Minneapolis, the group's distinctive vocal chemistry carries them in good stead on a bag of familiar and little known pop-folk items. With a youthful vitality, the gang offers top-drawer renditions of "In the Evening," "Gypsy Rover," and "Jack The Sailor." A fine showing.

"EDDIE HEYWOOD'S GOLDEN ENCORES"—Liberty 7227
Here's a top-flight instrumental mood album of popular standards rendered by ace 88'er Eddie Heywood. The pianist, who has rolled up an outstanding sales record with his past efforts, should garner plenty with this delightful package which boasts Hugo Winterhalter conducting the orchestra. Some excellent tracks here are "Canadian Sunset," "The High And The Mighty" and "Exodus." Album should spark loads of excitement.

"SWinging DOWN THE LANE"—Ralph Burns—Philips PIM 10415
With the growing trend to sweeter sounds, this new Ralph Burns entry on Epic which features the talented orchestra led by his own trio on their面向, the new, close-voiced jazz-flavored items, is superbly showcased on this first-rate Columbia setting a dozen sensitive, highly melodic, soft and tender items. Part of the rhythm section "Choo Choo," "Mood Indigo" and "I Ain't Necessary." An excellent, tasteful listening experience. Should win the chanteur a flack of new admirers.

"CONCERTOS FROM HOLLYWOOD" — Bill Butler—Epic LN 2014
In recent months, one of the most popular subjects for album producers been Nick themes. Pianist Bill Butler cashes in on this trend, on this highly listenable session of tunes from currents and with this new offering. Top-notch excerpts from the concerti of "In the Evening," "Enigma," "Clair De Lune," and "Shubert's Serenade." Liberase's legation of admirers will want this one.

"RHAPSODY BY CANDLELIGHT" — Liberase—Coral CPL 73736
The talented pianist takes off on a warm, romantic tack in a highly listenable program of pop-flavored classical melodies on this new outing for Coral. Backed by the ork of Gordon Robinson, the 88'er shows his artistic control and sensitive feeling for melody on "Edelweiss," "Variation," "Intermezzo," "Clair De Lune," and "Shubert's Serenade." Liberase's legion of admirers will want this one.

"EXOTIC SUITE OF THE AMERICAS"—Perez Prado—RCA Victor LPM 2571
This excellent album by Perez Prado features the orchestra playing one of their Latin compositions, a tone poem from which the LP was tagged. An excellent work with a recurrent theme which highlights a folk-roots melody with an African influence, the orchestra is sure to garner new laurels with this new offering. Top-notch excerpts from the suite are "Theme Of Two Worlds" and "Blues In C Major." Side two is aimed at Latin rhythm pop tunes. Eye this disk for wide acceptance.

"THE MUSIC OF BRAZIL"—Percy Faith—Capitol CL 1822
Percy Faith, a consistent album seller, comes up with a bag of Latin flavored rhythm tunes from his all performed with his usual verve and brilliancy. Despite the superabundance of LP's of the South American genre, this entry by Faith ranks as one of the best. The orchestra and his men give lyrical and pulsating essays of "Brazil," "Amor," "Gato Negro," and "Little Dreamer." LP has strong sales potential.

"JACQUELINE BOYER CHANTEUSE"—Capitol ST 10313
Jacqueline Boyer, a newcomer to the American scene, has cut an impressive first disk for Capitol, and could be an important name on this side of the Atlantic in short order. Her delivery, unlike the throaty, emotion-packed delivery of Piaf and like French vocalist, sparkles in an upper register and reflects a lifting, lyrical quality, especially on such tunes as "Pepe," "Fiancésimo," and "Jenney, Oh Jenney." The last uses her talent with assurance, and this first LP entry should win her many new friends.

"EMIL COLEMAN LIGHTS UP THE PLAZA"—Philips 6308
Emil Coleman, who holds court nightly at the Persian Room of the Hotel Plaza, guides his society band through a session of studies on this new outing on Philips. The orchestra employs a wide range of tempos, and he enlists the talents of Steve Borden, Pat Vas and Sy Oliver arranged set which includes such numbers as "The Man I Love," "I've Got A Crush On You," and "I Wish I Were In Love Again." The package is top-notch ballroom fare.

"JOSE MELIS AT THE OPERA"—Mercury SR 60729
A dozen staid operatic arias are given a new lease on life by the sensitive, delicate, self-penned folk-flavored items, is superbly showcased on this first-rate Columbia set, singing a dozen operatic selections on this set. The orchestra is the same, with some highly melodic, soft and tender items. Part of the rhythm section "Choo Choo," "Mood Indigo" and "I Ain't Necessary." An excellent, tasteful listening experience.

"THE BALLADEER" — Hoyt Axton — Horizon WLP 1601
Occasionally, a new folk talent in the vein of Woody Guthrie comes along who deserves a special mention. Such an artist is Hoyt Axton, a young artist who displays a distinctive, vibrant, rich style which is eloquently suited to the folk idiom. With only a bag of tunes, some standards, some self-penned, Axton dishes up top-drawer performances on "Peggy-O," "John Henry" and "Five Hundred Miles." An impressive showing.

"MEADE LUX LEWIS BOOGIE WOOGIE WOOGIE HOUSE PARTY"—Philips PHS 600-041
This unusual offering from Philips boasts a honky tonk piano doing boogie woogie with a mash potato beat. At the keyboard is Meade Lux Lewis, an old timer best known for his "Honky Tonk Train," which is included in this set. Other top tunes here are "Her Shoes," "Rancey's Special," "Celeste Boogie," and "Beartrap Stampede." The disk is a solid item for spinners and dancers.

"THE MUSIC MAN & OTHER MOTION PICTURE FAVORITES"—Paul Smith Quartet MGM E1065
This thrilling, jazz-oriented version of the current box office hit backed with six other melodious hits from recent flicks. The Paul Smith Quartet makes effective use of percussion to enhance the lyrical qualities of the tunes, and Smith's handling of the keyboard is lively and bright. Top-drawer tracks here are "Seventy Six Trombones," "Till There Was You," "Walk On The Wild Side," and "Maria." Disk is choice item for spinners.
“COAST ALONG WITH THE COASTERS” — Ateo 33-133
The Coasters, who have had a fair amount of singles successes to their credit, unleash their talents in this collection of rockin' tunes with happy lyrics and an infectious beat. All of the tracks appeared before as singles with the exception of “My Babes,” “Waitin’ for Girls,” and “Wake Me, Shake Me.” The package is sure to make a lot of noise among the youngsters.

“FRANK SINATRA CONDUCTS MUSIC FROM PIGEON HOLE AND PLAYS PIANO” — Columbia C 4011
The highly successful actor-crooner steps up to the podium to add conducting to his list of talents in this session of mood music taken from the screen and the stage. Although the tunes here have run the gamut of exposure, the album does boast the artistic abilities of Harry Sukman who contributes much with his solos and arrangements. The budding maestro launches the session with “All The Way,” and includes “Tammy,” “Something Wonderful,” and “The Girl That I Marry.” An easy listening LP.

“SEMENTAL JOURNEY” — Lookofsky Singers and Voices — Phillips PHS 606
Veteran Harry Lookofsky has come with a delightful album of standards usually associated with other orchets. Lookofsky doesn't render the tunes as they were originally performed. Instead, with some first-rate Torito Zilo jazz-flavored arrangements and the addition of a wordless vocal group at various points, he has created a fresh, modern mood certainty.” (Good singing on “To All The Girls I Love So Well” and “Jailhouse Rock.” Pleasant easy-going enjoyment throughout.

“HOLLYWOOD SOUND STAGE” — Omnidel — MGM E-4033
Here is another fine entry of music from the cinema by Cyril Ornadel and the Starlight Symphony. Despite the plethora of film music LP's currently on the market, this lush sounding orchestra has tapped some of the best from the seemingly bottomless well of movie themes. Rich sounding arrangements by Brian Faleys and lots of soaring strings make for good mood music. "Hurry," "Laura," and "La Belle Vita." are excellent tracks. Good recording wax.

“120 CADENCE MARCHES” — Cameo CMH 1
The many albums of march music that have cropped up in recent months seem to indicate that the marching band is once again popular. Cameo presents its band playing 20 tunes in pure march tempo representing colleges, all the armed services, and one of the best from the Broadway stage. Stirring examples here are "Buckle Down, Winsocki," "On Wisconsin," "Seventy Six Trombones," and "The U.S. Army Air Force Song." The package is a fine offering for those who like their music with a martial beat.

“MARTIN LUTHER KING AT ZION HILL” — Pica DTL 3821
Here's an interesting spoken-word effort which features the controversial Martin Luther King reading excerpts from speeches he gave at recent civil rights rallies at the Zion Hill Baptist Church in Los Angeles, King's electrifying delivery coupled with the dramatic quality of his comments makes the disk a completely absorbing listening experience. Hollywood actor-announcer Bob Deley effectively narrates and introduces each speech.

“DICK CONTINO AND HIS ACCORDION” — Mercury Wing SRW 16122
The versatile accordionist unleashes his talents in a session of soft, easy listening melodies geared for relaxation. Playing mostly standards, Contino displays a firm keyboard artistry on such evergreens as "Poinciana," "You Are Always In My Heart," "Mexicali Rose," and "Son Of The Islands." The disk should evoke interest among his loyal coterie of fans.

“I LOVE TO TELL THE STORY” — Tennessee Ernie Ford — Capitol ST-1751
Tennessee Ernie Ford has some measure of success with his earlier albums of hymns and offers another in the same vein with this latest on Capitol. The deep voiced singer has a sincere feeling for hymns that is reflected in his warm, feeling delivery of them. "To Tell The Story," "Blessed Assurance," and "Give To The Winds The Feathers That Just a few of those included in this set which was tastefully arranged by Ford and Jack Fascinato.

JAZZ PICKS OF THE WEEK

“RIGHT NOW” — Herbie Mann — Atlantic 1391
Herbie Mann, whose unique approach to his instrument has always provided a welcome change of pace, is in fine form here. Mann is accompanied by Steve Swallow on bass and Joe Farlow on drums. The album features intriguing arrangements of "Blessed Assurance," "Sleepy Time Of The Day," and "Take Five" which is one of the most interesting jazz cuts of the year. The album is one of the best in the jazz idiom.

“THE MAN WITH THE BLUE GUITAR” — Jimmy Giuffre 3 — Verve V8102
The A & R man's dream has always been to come up with something new. Usually, this means a modification or reification of an old style that has proven itself at the commercial level. On this new Reprise offering, Barney Kessel effectively makes use of the Bebop style coupled with a big band to achieve a delightfully fresh sound. The guitarist comes up with some first rate, swingable pieces, each of which is well worth hearing. The album is one of the best in the jazz idiom.

“BOSSA NOVA” — Barney Kessel — Reprise R1649
The A & R man's dream has always been to come up with something new. Usually, this means a modification or reification of an old style that has proven itself at the commercial level. On this new Reprise offering, Barney Kessel effectively makes use of the Bebop style coupled with a big band to achieve a delightfully fresh sound. The guitarist comes up with some first rate, swingable pieces, each of which is well worth hearing. The album is one of the best in the jazz idiom.

CLASSICAL PICK OF THE WEEK

BEETHOVEN: Symphony No. 4 in B Flat, Op. 60; Leonore Overture No. 3, Op. 72a; William Steinberg conducting the Pittsburgh Symphony Orchestra - Columbia S 631
William Steinberg, whose previous releases on the label have already established him as one of the most significant conductors around today, offers proof-positive of his superior interpretive powers on this recording of two Beethoven favorites. Steinberg's approach is modern yet with complete adherence to the composer's original intentions. A superior classical offering.

Cash Box — September 22, 1962
STEP OVER THE THRESHOLD
into a new world of sound
THE WORLD OF VISUAL SOUND

You will hear sound that is so emotionally overpowering, so searingly penetrating and intense that it plunges you into an overwhelming musical panorama... a panorama of such awesome vividness that you not only hear it and feel it but you even seem to see it.

This is Enoch Light's fantastic new adventure in musical excitement... combining the latest astounding advances in the use of STEREO 35/MM magnetic film recording... with the most brilliantly imaginative, sound-tailored arrangements ever created... and the gloriously singing melodies of the great genius of American popular music Irving Berlin.

Hearing these tremendously dynamic performances is an emotional experience that your customers will never forget.

SELECTIONS INCLUDE:
CHEEK TO CHEEK • BLUE SKIES • OH, HOW I HATE TO GET UP IN THE MORNING • THIS IS THE ARMY, MR. JONES • ALEXANDER'S RAG-TIME BAND • REMEMBER • I'VE GOT MY LOVE TO KEEP ME WARM • THERE'S NO BUSINESS LIKE SHOW BUSINESS • ALWAYS • TOP HAT, WHITE TIE AND TAILS • A PRETTY GIRL IS LIKE A MELODY • SAY IT ISN'T SO • HOW DEEP IS THE OCEAN

AVAILABLE IN STEREO, MONAURAL AND 4-TRACK TAPE

ENOC LIGHT AND HIS ORCHESTRA
AT CARNEGIE HALL
PLAY IRVING BERLIN

World leader in recorded sound

Command RECORDS
1501 Broadway, New York 36, N. Y.

Cash Box—September 22, 1962
A survey of key radio stations in all important markets throughout the country to determine by percentage of those reporting which releases are being added to station play lists this week for the first time and also the degree of concentration combining previous reports. Percentage figures on left indicate how many of the stations reporting this week have added the following titles to their play list for the first time. Percentage figures on right include total from left plus the percentage title received in prior week or weeks.

<table>
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<th>% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE</th>
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<td>35%</td>
<td>Gina—Johnny Mathis—Columbia</td>
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<td>35%</td>
<td>Warmed Over Kisses—Brian Hyland—ABC Paramount</td>
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<td>35%</td>
<td>Save All Your Lovin' For Me—Brenda Lee—Decca</td>
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<td>I'm Goin' Back To School—Dee Clark—Vee Jay</td>
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<td>30%</td>
<td>Workin' For The Man—Roy Orbison—Monument</td>
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<td>Close To Cathy—Mike Clifford—UA</td>
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<td>Ten Lonely Guys—Pat Boone—Dot</td>
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<td>(Dance With) The Guitar Man—Duane Eddy—Victor</td>
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<td>Torture—Kris Jensen—Hickory</td>
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<td>Twistin' With Linda—Isley Bros.—Wand</td>
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<td>Second Fiddle Girl—Barbara Lynn—Jamie</td>
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<td>You Can't Lie To A Lie—Ketty Lester—Era</td>
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<td>Ten Lonely Guys—Ten Broken Heart—Diamonds</td>
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<td>James—Sue Thompson—Hickory</td>
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<td>All Alone Am I—Brenda Lee—Decca</td>
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<td>I Left My Heart In The Balcony—Linda Scott—Congress</td>
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<td>Only Love Can Break A Heart—Gene Pitney—Musicer</td>
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<td>17%</td>
<td>I Almost Lost My Mind—Ray Anthony—Capitol</td>
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<td>King Of The Whole Wide World—Elvis Presley—Victor (EP)</td>
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<td>Swing Low—Floyd Cramer—RCA Victor</td>
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<td>Hurt Me—Tams—Arlene</td>
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<td>Mail To The Conquering Hero—James Darren—Colpix</td>
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<td>13%</td>
<td>I Wouldn't Know—Dinah Washington—Roulette</td>
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<td>Little Hollywood Girl—The Crickets—Liberty</td>
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<td>Poor Little Cupid—Joe Dowell—Smash</td>
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<td>Pick A Bole O’Cotton—Lonnie Donegan—Apt</td>
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<td>Naked City—Nelson Riddle—Capitol</td>
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<td>Let's Go—The Routers—Warner Bros.</td>
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<td>Somewhere In The Town—Bruce Channel—Smash</td>
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<td>A Golden Tear—Jimmy Elledge—RCA Victor</td>
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<td>That Stranger Used To Be My Girl—Trade Martin—Cood</td>
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<td>11%</td>
<td>Casanova Brown—The Young Sisters—Twirl</td>
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<td>Richie—Gloria Dennis—Rust</td>
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<td>11%</td>
<td>Swiss Maid—Del Shannon—Bigtop</td>
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**LESS THAN 10% BUT MORE THAN 5%**

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<td>I Really Don't Want To Know—Solomon Burke (Atlantic)</td>
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<td>Abigall—The Embers (Empress)</td>
<td>9%</td>
<td>Midnight Sun—5 Whispers (Dot)</td>
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<td>Baby That's All—Jackie Wilson (Brunswick)</td>
<td>9%</td>
<td>I Just Don't Know—Tammy Hunt (Scepter)</td>
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<td>Sand For Me—Barbara George (Sue)</td>
<td>8%</td>
<td>Yes—Jay &amp; Americans (UA)</td>
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<td>Passin' And Minin'—Count Victor (Carol)</td>
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<td>Lovers By Night—Fleetwoods (Dot)</td>
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** بعض النصوص المكتوبة باللغة الإنجليزية**

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<td>Maybe—Clyde McPhatter (Mercury)</td>
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<td>Call It Stormy Monday—Bobby Bland (Duke)</td>
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<td>Portrait Of A Blonde—Hank Levine (Dot)</td>
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<td>Only Forever—Jamie Harton (Joy)</td>
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</table>
THE BIG NEW TITLE SONG
YOU'LL BE HEARING FOR A LONG, LONG TIME TO COME

DARRYL F. ZANUCK'S

THE LONGEST DAY

RECORDED BY MITCH MILLER ON COLUMBIA RECORDS
TITLE SONG
FROM DARRYL F. ZANUCK'S
"THE LONGEST DAY"
RELEASED BY 20TH CENTURY-FOX
WORDS AND MUSIC WRITTEN BY PAUL ANKA
PUBLISHED BY SPANKA MUSIC CORP.
Great to see Doc Berger, who's getting back in step and visiting all my friends in town. Doc's long illness didn't keep him from doing a bang-up preme job down Florida way, and we're all particularly pleased to hear that he's feeling better.

Long-distancin' from New York City, our sax man, Howard "Doc" Douglass is playing on the Monticello Inn, Framingham, Mass., concentrating on his new solo album in the East Coast markets. Doc's also got a solid chart contender in "Forces To Be Mr. Joe," and he's currently in the studio recording "The Big Bopper" with the legendary saxophonist Charlie Byrd.

Pete Wright, on the scene with Jimmy Dean's "Little Black Book" (Columbia) Vic Damone's "Lively Ones" LP (Capitol), the George Jones LP, and the new album by Bluegrass singer, Andy Staton Jr., at the New York Record Show. State's Attorney, George F. K. Davis, has been busy keeping an eye on the sales of "I'm Just Lonesome For Someone To Love," by the late Carl Perkins.

Songster Nick Noble embarked on a tour of the east and midwest, featuring the current Liberty biggie "I Let Her Go" from his recent album. Noble is accompanied by Ed Yafoitz (womans) and the hot new band from Chicago, the "Midnight Twink." Noble's been on tour with the Village Gate, starting date was 9/6. . . . Noel and Joe Sherman have been commissioned to write Joe E. Brown's new movie, "The Great Alberine" handling the orchestrations. This is the first feature film that Peer Int'l is expecting new releases on his tune, "You Knew Me When You Were Lonely". . . . Johnny "Roof" Marks posted that the only 'records' he's currently hearing about are the sales on the golf course, up Fairlsey, Vt. . . . N. B. Mays and items that Fred, Dino, WGN-Wilkinson, Del, is getting great reaction to Singing Jimmy "The Big Bopper" and "The Village Gate" (TJB Brands) on his "Platter Ladder" show.

Connett's Evelyn Cornellii's list of hit singles is growing with "Baby Talk" and "Promised Land" (Stax). Joe Henderson's "Big Love" (Todd) and the Vidalones "Forever (Josie)." Ida Malitz items that Hank & Carol Diamond have been building up their live listening at the tour End-up 7th St. (Epic) and the Pianist-composer Buddy Barnes, the stellar attraction at the V.I.P. Restaurant, reading an original comedy for the first time there tagged "Better Than Ever." Spooking with the Elgin LP, "Once Upon A Time." . . . Dino of York's "I'll Be Sure" with Irv Gitler and his gang. . . . Buddy "The Big Bopper" also has a new LP, "Carole Onions (Stax)," and a tour with the Vidalones "Forever (Josie)."

Bobby Darin LP, "I've Been Waiting for You," with the new single, "I'm Just Lonesome for Someone to Love," by the late Carl Perkins. Darin is currently in the studio recording "The Big Bopper" with the legendary saxophonist Charlie Byrd.

KING 9/11 Armed Forces radio show.

Roy Hamilton a smash subbing (on 4 gigs) for L.M. on at the Stillman's Ballrooms at Basin Street recently. Or his own "I'm Just Lonesome For Someone to Love," on the Del's LP, "Of Del's." Club Alamo in Detroit with 23-4 at the Reef in Boston. . . . U.S. Capitol before hitting the road. Sorry to hear about the auto-accident with the crew of the new release "I'm Just Lonesome For Someone to Love." (Bingo), "Deed Blue" (Limb). (Baby) "Lifetimes," "I'm Not Sorry" (Honeymoon) "Midnight Twink.". . . TONY MENA, "Little Black Book" (Columbia) Vic Damone's "Lively Ones" LP (Capitol), the "Big Love." Jones LP, and the new album by Bluegrass singer, Andy Staton Jr., at the New York Record Show. State's Attorney, George F. K. Davis, has been busy keeping an eye on the sales of "I'm Just Lonesome For Someone To Love," by the late Carl Perkins. . . . Songster Nick Noble embarked on a tour of the east and midwest, featuring the current Liberty biggie "I Let Her Go" from his recent album. Noble is accompanied by Ed Yafoitz (womans) and the hot new band from Chicago, the "Midnight Twink." Noble's been on tour with the Village Gate, starting date was 9/6. . . . Noel and Joe Sherman have been commissioned to write Joe E. Brown's new movie, "The Great Alberine" handling the orchestrations. This is the first feature film that Peer Int'l is expecting new releases on his tune, "You Knew Me When You Were Lonely". . . . Johnny "Roof" Marks posted that the only 'records' he's currently hearing about are the sales on the golf course, up Fairlsey, Vt. . . . N. B. Mays and items that Fred, Dino, WGN-Wilkinson, Del, is getting great reaction to Singing Jimmy "The Big Bopper" and "The Village Gate" (TJB Brands) on his "Platter Ladder" show.

Tony Menza's "I'll Be Sure" with Irv Gitler and his gang. . . . Buddy "The Big Bopper" also has a new LP, "Carole Onions (Stax)," and a tour with the Vidalones "Forever (Josie)."

CHICAGO: Kent Record Dist. toppers Bert Long John in Chicago on an appointment with Lennie LaCour as the firm's record promotion man in the Chi area. Lennie's be concentratin' on up and coming singles "Your Precious Love" by The Hi-Lites, "What Time Is It" by The Jive 5 and "Hollywood Waltz" by The Opalescent. Summit Dist. and Epic Records co- host a party cocktail at 9/11-9/12 with new items that George Maharis who's riding high on his current LP, "Midnight Sun," is also expectin' peak chart performances with new Smash outings "Somewhere In This Town" by Bruce Channel and "Poor Little Cubby" by Joe Dowell. challenge's Mel By was in town last week making the rounds with midwest regional mgr. Hugh Dallas. they're in town for the label's meeting 9/10 at LTV Garuma's Garnet Restaurant & Restaurant. Among the many attendees were Garuma Dist. Dir. Australia, Al Ed Yafoitz, Kent Beauxpuch, Mar- ron Wadsworth and Wally for Columbia.

Columbia's Dick (not enough about Johnny Mathis' latest LP, "The Dreamer," among the record fields and special sales tony Bennet and solid sellers. Left Heart in Soul on "The Fall of the House of Usher" by Dee Clark, "Fear For Fear" by The Hi-Lites which is out on UA outting "Close To Cathy" by Mike Clifford are keepin' 'em happy over at}\n
HOLLYWOOD: Liberty Records honored bandleader Si Zentner at a cocktail party this evening at the Bel Air Hotel, accom- plished Mr. Zentner orchestra.

"When The Boys Get Together," getting top local airplay, according to recent Jukebox poll. Pennsylvania Ernie Ford is negotiating with California StatePrison officials, regardin' the use of the San Quentin Prison Choir to back him in a spiritual album. . . . Eire Ford's manager, . . . (Continued on page 34)
Mr. Dealer: Millions of T.V. viewers will be exposed to Annette this month and from now on - we urge you to be ready with Annette records - Contact your VISTA distributor - SOONEST!

1
BV3312
THIS ALBUM INCLUDES

16
Annette Hits plus
An 8 Page Full-color Book Telling Her Exciting Story From Mouseketeer To Movie and T.V. Star

2
"Italiannette" BV3304
includes - "DREAM BOY"
AS PERFORMED BY ANNETTE IN 'ESCAPADE IN FLORENCE' N.B.C. T.V.

3
"MISTER PIANO MAN"
FROM 'GOLDEN HORSESHOE REVUE' ON N.B.C.-T.V.—VISTA F405

and two new singles

4
THE MUSIC FROM
"ESCAPADE IN FLORENCE"
ON N.B.C.-T.V.—VISTA F407

Yes, MILLIONS WILL SEE AND HEAR ANNETTE ON T.V.!
including WALT DISNEY'S 'WONDERFUL WORLD OF COLOR'
1ST SHOW—NEW SERIES—N.B.C. COLOR T.V. SEPT. 23
2ND & 3RD SHOWS SEPT. 30—OCT. 6 'ESCAPADE IN FLORENCE'
MICKEY MOUSE CLUB on the air 5 Days EVERY WEEK in key cities across the country—this season!

THE M.M.C. FEATURES ANNETTE—MOST FAMOUS OF ALL MOUSEKETEERS!
RECORD RAMBLINGS

(Continued from page 32)

... Troy Shondel out with a new release on the Everest label, titled "Gone" and "Some People Never Learn." ... Jim O'Neil exiting KRLA after three years with the station. ... Jack Marshall has been set by Vic Damone to arrange and conduct Damone's new Capitol album.

Orbit Records this week signed Tommy Love to a new long term contract due to the initial disk jockey response on his current release on the label, "Half Past Midnight." ... Mr. Robert (Tubby) of English Deca, presented the Everly Brothers with a gold disk for sales of a million "Cathy's Clown" at a luncheon held last Wednesday at The Brown Derby. ... Frank Anthony showing loose with a bit single, "Goin' To The River" on the Coast-based Joss label, Break-out area is San Francisco, where the disk is now top 20. ... The Four Freshmen out with a new version of the Peggy Lee tune, "I'm Gonna Go Fishin'." ... Challenge Records out with a new album devoted to the music of Henry Mancini. ... Hank Levine has been set by Liberty Records Dick Glasser to arrange-conduct single session for P. J. Proby, artist recently signed to Capitol to record with the label. ... Jim Aguiere, independant producer has sold a new novelty manne, "Gerilla Jim" sighted in out of town. ... Jimmy Wakely returns to Hollywood next week to record a new album with Margaret Whiting, before opening for two weeks at Harrah's, Reno.

Gary Moore has set singing star Keely Smith for guest appearance on his first TV show of the new season. It will emanate from New York & will be aired over the networks 9/25.

Felix Slatkin to cut another Liberty album for label's Premier series this month. ... Leith Stevens, a musical director at Columbia Pictures, has set the Irwin Zucker promo firm to handle West Coast promotion of his sound-track album of "The Inn- terns," on Colpix.

The Lancers, currently at Harrah's in Lake Tahoe, are prepping a trip to the Orient in early 63. ... Columbia Records have orders for 100,000 Andy Williams album, "Warm and Willing," soon to be released. ... Don Sherman, new comedian, opened an engagement at the Hungry I, San Francisco, 9/10. His first album on the Jubilee label titled "Don Sherman Goes Back To College," was released this month. ... Steve Lawrence is preparing a new nightclub act with his wife, Eydie Gorme, to open at the Sands Hotel, Las Vegas, in October. ... The Fabulous Four, hot new vocal group debuting with "Oop-Shooie Doop" on the new Metic label out of Hollywood, are set for a string of p.n.'s up & down the Coast.

Mick Masters, who records on the OCA label, did a gig at the Seattle World's Fair. ... Composer George Duning and production manger oficial class are writing an untitled musical for Broadway based upon an American historical character. ... "Return To Me" waxed by The Values, on Intiela has cracked most Top 40 charts on the West Coast.

HERE AND THERE:

PHILADELPHIA — Saul Lampert telegrams that Earl Forrest's "Beale Street Popeye" (Duke) is breaking wide open hereabouts. ... Ted Kelm notes that it looks like "Gin" will be Johnny Mathis' biggest deck in quite awhile, adding that Anita Bryant's "Moonlight Melody" is uptracting loads of airplay 'round town. ... Matty "The Humdinger" Singer set that there's been immedicate reaction to the Impressions' latest, "Minstrel And Queen." ... Ronnie Singer notes that he's getting solid response to Warner Bros. newies, Joanie Sommers' "When The Boys Get Together," Johnny Nash's "Ol Man River," the Routeurs' "Let's Go," the grade "Once Again" (Valiant) and Rochelle & the Candles "Each Night" (Challenge). ...
The New Rhythm BOSSA NOVA

"ONE NOTE SAMBA"

The Big Song That Started It All!

THE NEW RHYTHM

BOSSA NOVA

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ROULETTE
LIONEL HAMPTON
COLUMBIA
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PHILIPS
JOAO GILBERTO
CAPITOL
MAURICIO SMITH AND THE
MACHITO ALL STARS
ROULETTE
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LALO SCHIFRIN
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322 W. 48th STREET, NEW YORK 36, N.Y.
Cash Box—September 22, 1962

ONE NOTE SAMBA
(Samba De Uma Nota So)

English Words by JON HENDRICKS
Original Words and Music by
ANTONIO CARLOS JOBIM and N. MENDONCA

SUGGESTED RHYTHM PATTERN

Refrain

Bossa Nova

In Brazil they have a samba with a simple melody...

Just one single note is sounded and repeated constantly.

Well, my love is like that samba with that simple melody,

Just one single steadily feeling, that's repeated constantly.

That's the way my love is, like the sun that shines above, is ever burning, a constant fire.

I will leave you never, for I know that you'll forever be remembered.

turning my great desire...

So my single note is a symbol of the love I have for you...

and my single note is repeated, for my love is constant too.

Yes, if ever I should leave you, I would cry a while and then...

turn to you, my true love, and my single note a gain...

(C) Copyright 1961, 1962 by Antonio Carlos Jobim and Mrs. N. Mendonca, Brazil
Sole Selling Agent for all English Speaking Countries: LEEDS MUSIC CORPORATION, 322 West 48th Street, New York 36, N.Y.
The New Dance Sensation That's Sweeping The Nation!

The Sherrys
Guyden 2068

NEW YORK—The artist rather than the LP sleeve will get the spotlight in a new format for consumer disk advertising to be introduced this fall by Columbia Records.

In the past, the label notes, labels have rarely placed consumer ads that did not include reproductions of LP sleeves.

Following conferences between Columbia's advertising executives and John Wiley, director of market research for Columbia, it was felt that new advertising should stress the label's recording artists.

It was believed that a discjockey's basic product is a musical personality and therefore, advertising should attempt to communicate on three levels: to inform, to suggest action but also to persuade on a deeper emotional level.

Columbia's new advertisements will not show album covers but will instead feature photos of its recording artists in "editorial" formats. Accompanying each picture is a brief copy describing the artist's latest Columbia release. Typical copy reads: Johnny Mathis reveals the heart of a ballad when he sings. A dozen songs get this tender treatment in his new album, "Rapture."

At the bottom of each advertisement appears the following copy: "This is today's world of entertainment. Enter, friend. You'll find it warm, inviting, alive. In our wonderful stereo sound, it's a world that sounds wonderful on Columbia Records."


Columbia advertising is produced under the supervision of Morris Baumstein, director of advertising and sales promotion; Robert Cato, creative director of art and design; John Bradford, art director of advertising and sales promotion and Joan Halbrook, senior copywriter. Agency for Columbia Records is Wunderman, Ricotta and Kline.

Horizon LP Deal

LOS ANGELES—Horizon Records is featuring an "introductory offer" of two free LP's with the purchase of 10, covering the 10 LP's releases so far in Aug. and Sept. There's no expiration date.
A brand new lyric especially written for LENNY WELCH

“TASTE OF HONEY”

(Cadence 1424)

CURRENT CHART RECORDS

“SEND ME THE PILLOW YOU DREAM ON”

(Cadence 1424)

JOHNNY TILLIOTSON

THE CHORDETTES

“IN THE DEEP BLUE SEA”

(Cadence 1425)

ARCHIE BLEYER & HIS ORCHESTRA

“MOONLIGHT SERENADE”

(Cadence 1426)

JOHNNY TILLIOTSON’S NEW LP

“IT KEEPS RIGHT ON HURTIN’”

(Mono CLP 3058)

(Stereo CLP 25058)

AND ON THE ALBUM CHARTS


CADENCE RECORDS

119 West 57th Street / New York 19
NEW YORK—Enoch Light, Command’s executive director, is shown above conducting a 60 piece orchestra in Carnegie Hall during the recent recording of twelve Irving Berlin tunes. In the bottom shot Light and William Steinberg, conductor of the Pittsburgh Symphony Orchestra, are shown listening to a playback during the recent session of Beethoven’s “Symphony No. 4 and Lenove Overture” in Pittsburgh’s Soldiers and Sailors Memorial Hall.

Just returned from his world tour are the Blue and Soft Midnight Special, Operators’ Favorites, Jimmy Smith, Everybody Loves My Baby, and Ain’t She Sweet.

NEW ADDITIONS to Top 100

88—WHAT TIME IS IT Jive Fire (Beltsone 2024)
90—TWISTIN’ WITH LINDA Ilsey Bros. (Wend 127)
91—OL’ MAN RIVER Johnny Nash (Warner Bros. 5301)
95—THE THINGS WE DID LAST SUMMER Shelley Fabares (Colpix 654)
ASCAP Panels Make Special Writer Awards

NEW YORK—ASCAP has made its third special writer awards—in both the serious and pop fields—totaling $850,000 to 1,189 members. The awards were given, ASCAP said, to those members "whose catalog have a unique prestige value for which adequate compensation would not otherwise be received, and to writers whose works are performed substantially in media not surveyed by the Society."

Two special panels independent of ASCAP, one for the "standard" field, the other for "popular-production," announced the awards.

Receiving awards of $3,000 in the "standard" field were Samuel Barber, Leonard Bernstein, Robert Russell Bennett, Aaron Copland, Paul Creston, Gian Carlo Menotti and Igor Stravinsky; as well as the families of the late Bela Bartok, Serpal Rachmaninoff and Arnold Schoenberg: Prizes of $1,000 went to "unknown" works by Carlos Chavez, David Leo Diamond, Russ Finney, Vittorio Giannini, Morton Gould, Dr. Douglas Moore, Vincent Persichetti and Ernst Toch.

Some of the members receiving pop awards were Matt Dennis, Irving Fields, Tom Jones, Fran Landesman, Ruse Morean, Red Norvo, Mary Rodgers, Kirby Stone, Stephen Sondheim and the estates of the late Fats Waller and Lester Young.

The panel which considered the awards in the "standard" field consisted of: Dr. Saul Caston, director of the Denver Symphony Orchestra; Dr. Harold Heeremans, president of the American Guild of Organists and member of the music faculty at New York University; Dr. Herman Neu- man, music director of the Municipal Broadcasting System and president of the National Association for American Composers and Conductors; and Walter Hendi, associate conduc- tor of the Chicago Symphony Orches- tra.

The panel which considered the awards in the popular-production field consisted of: Haydn Proctor, Justice of the Supreme Court of New York; Dr. Marshall W. Stearns, associate professor of English at Hunter College and jazz expert; Paul Whiteman and Frank L. Walker, the veteran music man.

E. B. Marks Gets Rights To Mala's "Hide & Go Seek"

NEW YORK—"Hide & Go Seek," the King label's Top 100 disking Bunker Hill, has been acquired by Edward B. Marks Music in co-publishing deal with Florentine Music. Deal was negotiated by Arnold Shaw, general professional manager, and Ray Vernon, head of Florentine, based in Washington, D.C.

Bunker Hill, also known in gospel circles, will play his first theatre date as a pop artist at New York's Apollo beginning Sept. 28.

Victor Issues "Best Of Cooke" LP

NEW YORK—RCA Victor Records sixth LP by star songster Sam Cooke is a "The Best Of . . ." affair. Included are such Cooke classics as "Send Me," first heard on the Keen label, "Chain Gang," "Twistin' The Night Away" and his recent two hit singles, "Bring It On Home To Me." Victor has just issued a new single by Cooke tagged "Nothing Can Change This Love," not included in the new LP.
Cameo Gets a Sound Display

PHILADELPHIA—Goody's Quaker City branch is devoting a full window to showcase the new Cameo 45-35 series. In the above photo Al Franklin, manager of the record store, and Al Rosenthal, general manager of the Chips Blat., are shown looking over the Cameo display.

Colpix & Columbia Pics Set Promo on Films And Sound Tracks

NEW YORK—Colpix and its parent company, Columbia Pictures, have set up several unusual promotional gimmicks involving the release of three films and their corresponding soundtracks. The films are "Damn the Defiant!" "The War Lover" and "Barabazan." For "Damn the Defiant," several shipboard screenings in many cities across the country on ships of various nature (all of which have historical value) have been arranged. Trade and consumer-press along with deejays will be invited to the screenings and copies of the LP's and or singles of music from the film will be given out.

A B-17 Flying Fortress used in the filming of "The War Lover" will visit several major cities during the coming week. Press and jockeys will be invited aboard to inspect the plane and to ride on to the next city of display.

"Barabas" display signs have been erected in three cities where the film is shortly due to open. The huge full-color sign features an electronically produced eclipse of the sun. The sun eclipse appears as part of the art treatment in all display and promotional material for the film.

Columbia Pictures' exploitation men will be working closely with Colpix to utilize the cross-promotional material which has been designed to complement both disk and film releases.

Lanin's New "Dancing" LP at Click, Epic Says

NEW YORK—Lester Lanin's current Epic album, "Dancing Theatre Party," is enjoying sales comparisons to the society bandleader's recent best-selling Twist albums, according to Leonanne, Epic's national sales manager.

The new Lanin album features "The Dancing Pianos." According to Jim Foglesong, A&R producer for the album, musical arrangements were made for full orchestra and two pianos. The device is particularly effective in stereo, with one piano heard on the left and the other heard on the right.

Repertoire for the album comprises 14 songs from current and recent Broadway hit shows, including "West Side Story," "Milk and Honey," "No Strings," "Cameleon," "Bye Bye Birdie" and "How to Succeed..." The package of the Epic album since "Lester Lanin And His Orchestra was released in 1956. This album was released recently in a rechanneled version for stereo.

Blue Note Re-Links Horace Silver

NEW YORK—Jazz pianist Horace Silver has inked a new pact with Blue Note Records, his label for the past 10 years. Artist is leaving for Europe, where he will perform for three weeks. His new LP, "The Tokyo Blues," was inspired by his recent tour of Japan.

Julia Buys Diskery

ELIZABETH N. J.—The board of directors and stockholders of Julia Records, this city, have announced the purchase of Bernie Schwartz's Flamingo label, previously distributed on a national basis by Julia.

Thomas DeCillis, president of Julia, will handle the labels forthcoming with Schwartz assisting until he announces new plans.

Flamingo has just added the following artists to its roster: The Cenzor Instrumentalists, the Montgomerys, a vocal crew, and country singer Smoky Warren. They'll be cut by Julia/Flamingo A&R topper Tommy Falcone.

Set Flick "Porgy's" Bow In London

LONDON—"Porgy and Bess," Samuel Goldwyn's flick production of the classic George Gershwin opera, will finally have its premiere here on Oct. 2 at the Dominion Theatre.

The flick version of the work stars Sidney Poitier, Dorothy Dandridge, Sammy Davis, Jr. and Pearl Bailey under the direction of Otto Preminger.

"Porgy," which was originally set to have its London premiere early in 1960, was delayed due to the sold-out run of "South Pacific" at the theatre. Following a survey of the West End theatre community, it was convinces that the huge Dominion Theatre with its grand Todd-AO screen and multi-channel stereo sound system, was the only theatre that could do justice to the production of "Porgy and Bess."

"Porgy" will retain its reserved-seat engagement at the Dominion following the charity premiere, which will be sponsored by the Variety Club of Great Britain benefiting the Actors' Orphanage Fund.

Columbia Records has the soundtrack LP.

Rename Bland's Chart Outing

NEW YORK—The title of Bobby Bland's new chart single on Duke has been changed (from "Sinkin' feel Monday") to "Call It Stormin' Monday." Dick is number 72 on this week's Top 100.

Philips To Issue Soap-Opera "Hit"

CHICAGO—Former TV soap opera star Mark Rydell will sing his already-famous song "Penny" as a single for Philips Records in the next few weeks.

The singer-actor has starred in "STV"—"As The World Turns," the "Tagg" program—a show with 22 million daily viewers—for the past six years. A bailed singer with the Rydell named his song for his TV wife, Penny, and the song became the theme song for the show. Thousands of letters have reportedly poured into the show asking for a record of the song ever since it was introduced.

Rydell, who plays the character of Jeff Baker on "As The World Turns," recently left the show to devote himself to directing in Hollywood and to recording.

The new single will be cut under the direction of Quincy Jones.

Back to An Empty Room

Lee Caron

J-267

New N.Y. Label Handled By Jay-Gee

NEW YORK—Aaron Solomon, a New York attorney, has formed Norell Records, to be nationally distributed by the Jay-Gee setup. Label's first artist, Steve Bryan, is being rushed into release with "The Lilac Tree" and "If I Had My Way." By Shaffer is musical director, and Morty Wax is consultant and public relations director.

A Smash - A Smash

"WIGGLE WOBBLE" Les Cooper

EVERLAST 5019

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40

Dash Box—September 22, 1962
MGM Packs 'Em In

England’s Chappell Inks Pact With Gold

HOLLYWOOD — Composer Ernest Gold, writer of “Exodus,” has signed an exclusive contract with Chappell & Co., Ltd. of London to publish internationally his compositions with the execution of material written for ticks and chamber music.

Under terms of the agreement, Chappell will have the rights for three years.

First three Gold compositions to be handled by Chappell are “Wonderful To Know” and “Wild Is The Wind” with lyrics by English lyricist Laura Weston and “You Should Be More Nice” with lyrics by top British composer, Ian Grant.

Chappell has previously published Gold's music including his Academy Award winning material from Otto Preminger's production of “Exodus.”

Newton, Parker On Distrib Trek

NEW YORK—ABC-Paramount Records' exec Larry Newton, sales head, and Allan Parker, LP sales topper, leave this week (17) for distributor jaunts in the south. Newton will first go to the lab for new Nashville office and then will meet distributors in Memphis and Miami. Parker will visit Atlanta, Charlottesville and New Orleans.

Atlantic Makes New Master Deal

NEW YORK—The latest announced master purchase by Atlantic Records is a master cut out of Detroit signings titled “Shut Your Mouth” and “My Man,” performed by thruh Betty Lavett, Bob Kornbesser, sales and promotion head, said an “extensive” promotional campaign is set for the deck.

Silverman Tops Publications For E. B. Marks Music

NEW YORK—Robert Silverman has been appointed director of publications by Edward B. Marks Music.

Since he joined the publishing three years ago, Silverman had previously served in an editorial capacity. He has had varied experience in writing and arranging, having done ballet scores, chamber music and a musical review.

Felix Greensite continues as editor-in-chief.

Milt Salstone’s Father Dies

CHICAGO—Theodore Salstone, 72, father of Milt Salstone, president and owner of M. S. Record Distributing Company, this city, died Sept. 9, after a brief illness.

Funeral services were conducted last week (11) at Fair Cemetery in suburban Skokie, Ill. Burial was at Woodlawn Cemetery.

“Bravo” Fails In Return Run

NEW YORK—"Bravo Giovanni," the Cesar Siepi-featured musical, was canceled to end its run last Sat. (15) after a brief return from a summer hiatus. Columbia Records was a major investor in the show, and, of course, released the original cast LP.

Happy Time

Columbia Sets LP Cut At Lincoln Center

NEW YORK—Columbia Records is rushing the release of the first album to be recorded in the new Philharmonic Hall of Lincoln Center. The LP, titled “The Sound Of Lincoln Center,” will feature Brahms’ Symphony No 2 with Leonard Bernstein conducting the New York Philharmonic. The recording will be available simultaneously with the opening of Philharmonic Hall on Sept. 23.

Bernstein and the New York Philharmonic will be featured in the opening night ceremonies which will be televised nationally on the CBS-TV Network. Schuyler G. Chapin, director of Masterworks A&R for Columbia Records, stated that “the magnificence of the sound in this new recording will answer unquestionably the excellence of the new hall for future recording projects.”

The album cover of the new LP features a full color picture of Lincoln Center’s new Philharmonic Hall.

Columbia is creating a major promotion campaign to coincide with the opening of the new center and the release of the new album.

NEW YORK—Maxine Starr is currently putting her hopes in “Apple Blossom Time” on the Nineteenth label, is shown above with WWRL-New York singer Hal Jackson in front of the Hollywood arena of Freedomland. The lark had appeared on Jack- son’s show which was broadcast from the park.
Tearful Session

ASCAP Seminars On Musical Theatre Begin

NEW YORK—Students of the musical theater are getting it straight from the horse's mouth in a series of ASCAP seminars which bowed last week (10) at New York's Judson Hall.

Initial seminar—first of eight Monday night gatherings—featured a lecture by yet cleft Arthur Schwartz, who traced the growth of the American musical theater since the early 1930's.

In introductory remarks, Stanley Adams, president of ASCAP, called the American musical theater a "national asset and an important export."

Schwartz credited Jerome Kern—in association with Guy Bolton and P. G. Wodehouse—with writing the first truly American musical shows.

He referred to the trio's famed "Princess Shows" (e.g., "Leave It to Jane") of 45 years ago. The composer said that Kern's "intimate" music—as distinguished from the "grandiose" music of European operettas—the use of American characters and settings and satire were the hallmarks of these shows that were to lead to a distinctly made-in-U.S.A. musical show.

He added that the early styles of George Gershwin, Richard Rodgers, and that of his own were influenced by Kern.

Schwartz also noted the increasingly important role of the "book" and the lyricist, who must now think like the writer of the "book" in writing lyrics that either advance the plot or describe character. Modern musical concepts, especially the "integrated" musical, Schwartz declared, have their roots in "Show Boat," the classic 1927 musical by Kern and Oscar Hammerstein, who wrote the "book" and lyrics.

Schwartz spent a generous amount of time discussing an American audience.

Part of the seminars are being broadcast by radio station WNYC, owned by the city.

This week's featured speaker will be Joe Layton, who stated "No show" did the dance numbers for "Sound of Music" and was the choroneographer of "Sail Away." His guests will include producer Irving Brown; librettist-director Abe ("How to Succeed . . ."); Burrows, arranger Sid Ramin; director Hal Prince; musical, and Columbia Records' president Goddard Lieberson.

Correction

NEW YORK—Billie Poole's name, not Billie Sol, was given to the songstress in last week's Cash Box review of her singles outing on Riverside, "Tell Me That I'm Dreaming," Billie Sol (Estes) is the fellow with whom the U. S. Dept. of Agriculture has had some unhappy dealings.

Kapp: How To Keep Customers Coming Back

CHICAGO—A disk dealers' function is not limited to your store's potential to buy records, but to make them want to buy in his own store.

So stated Dave Kapp, president of Kapp Records, to dealers who assembled at a special seminar held Sept. 5 at the Chicago World's Fair of Music & Sound.

Speaking on "Opportunities & Challenges for the Record Industry," Kapp declared that dealers are confronted with the choice of being "a human vending machine or a merchandising merchant."

Kapp said that a dealer can induce consumers to visit his store by combining the headquarters for various kinds of specialized disk product (e.g., show music, folk, kiddie, language instruction).

Other important services noted by Kapp were the aircasing of displays; the completeness of stock; knowledgeability of salesmen; whether customers can audition a record; exchange policies.

Kapp warned that those dealers who are putting emphasis only on new releases and hit material are "actually limiting your sales potential by cutting the consumer off from the vast part of the recorded catalog of recorded repertoire with which he may in time become familiar and want to own."

"Bonanza" Stars Sing On New LP From Victor

NEW YORK—RCA Records has just released an LP titled "Bonanza," which presents the four actors seen on the popular TV'er of the same name—Dan Blocker, Lorne Greene, Michael Landon and Pernell Roberts. Individual performers have been culled from TV shows to do disk dates (e.g., George Maharis, Richard Chamberlain), but this LP marks the first time that all members of a TV show's original cast have been waxed as vocalists in one disking. Album was cut in Victor's Hollywood studios.

UA's Linksy Goes Under Knife

NEW YORK—Herb Linksy, national promotional manager at United Artists Records, was scheduled to enter Booth Memorial Hospital in Flushing, N. Y., last Sun. (16) for a gall bladder operation.

Fair-Sized Turnout

MINNEAPOLIS—Leroy Van Dyke, who was currently clicking in two markets with "I Got Back And Left It Happen" on Mercury, is pictured above entertaining at the recent Minnesota State Fair where over 15,000 fans turned out to see him. The artist is flanked in the above photo by J. Lincoln (left) and Jack Eubanks (right).
Anka's "Longest Day" Tune Expresses Feel In Himself

NEW YORK—Paul Anka's muscular march main-title for Darryl F. Zanuck's "The Longest Day," in which Anka has a role, is a measure of the young singer-composer's confidence in himself.

"It was during the shooting of his scenes at Pont du hoe in Normandy, France," Zanuck, head of 20th Century, Fox, stated, "that Paul first asked me about the possibility of forming a title song for the film. At that time, I had decided not to have any such song but to only use melodies popular during those days."

"However, I told Anka he could write a song if he liked, but made no promises to him and really held out little hope."

Zanuck went on to explain how Anka returned to New York and spent several weeks writing the words and music of the song, which was recorded with a full male chorus and a large orchestra and went into a studio to make a sample record of his creation.

The disc was mailed to Zanuck in Paris where it was played by the French singing star, who in his Paris headquarters, then played it again and again. He then called in his entire office and production staff to hear it.

The next evening, as Anka was about to leave his Manhattan office for his Tennyson, N. J. home, a cable from Paris was handed to him. All that it said was "Yours is TH3 song, Paul, Darryl F. Zanuck." The picture will have its world premiere in Paris on May 28, an official French veteran's benefit. That night, the "La Garde Republique," band in its ornate 15th century plumed helmets and uniforms will march to this new march. Anka will be there.

Columbia Records has just released the first discing of the tune, by Mitch Miller and his orchestra-chorus.

"Rain" In Virginia

WHEELING—Bobbi Vinton, who is currently burning up the charts with "Rain, Rain Go Away" on Epic, recently guested on record hop held by Bob Campo, a spinner of WWKE. The above shot shows (left to right) Campo, the prexy of Bobby's fan club, and the chanter.

Colpix Inserts For New Artists

NEW YORK—Colpix Records will include special inserts—featuring a brief biography and picture—in disk releases that debut new artists on Colpix. Insert are available to dealers and other press. First insert comes with the Don Gant dixling of "Daydream (Of You)."

Gant is already established performer, Paul Petersen, will perform during the pre-game entertainment at the Baltimore Orioles' baseball game this week. In the Big Top, Buddy Deane will stage the event, which debuts the first in a series of "Teenage Nights" designed to get more teenagers at Orioles games. After this stint, Petersen wings to Washington for a weekend of interviews with several TV magazine editors.

AGAC Gets New Members

NEW YORK—The American Guild of Composers and Authors, AGAC has just announced new members. Newcomers include: Virgil Thomson, Trummy Young, Billy Strayhorn, Stan Freeman, Basil Fomeni and Bob Guy.

In other AGAC developments, Duke Ellington and Dick Adler are now on the organization's council; a new AGAC pop contract is in the hands of representatives of a prominent composer of musicals, Burton Lane, Jack Segal, Vic Mizzy and Cleon Ballard, with a first draft of the contract completed by the end of the year; the final draft of a serious music composers contract is being submitted next week to the committee of serious composers, headed by Virgil Thomson.

The annual meeting of the Guild will take place Nov. 14 in New York.

"Sherry" Session Gives N.Y. Studio Big Fall Start

NEW YORK—One of the year's biggest singles, "Sherry" by The 4 Seasons (VeeJay) now topping the Top Ten charts, has its world premiere in the New York disk studio where the track was cut, a strong start in full recording activities.

In addition to the follow-up album by the 4 Seasons, soon to be released, Stee-Phillips has recorded masters for Amy, Ember, Comet, Big Top, Roulette, Colpix, Spiral, Co-Ed and Goldie Records.

The studio, formed about a year and a half ago, is equipped for any master sessions from mono to 4-Track. All multi-track recorders are equipped with the "Seikou" feature. Full re-mixing and disk-cutting facilities are offered. In addition to a full staff of engineers including Gordon DeLauro, Paul Gelb, Stan Franck, Bill Phillips and Lenny Stea, there is a subsidiary production firm which handles production for records, commercials and TV, along with music contracting, arranging and writing.

A soon to be completed line of newly designed recording equipment is being manufactured by the corporation for recording, broadcasting and Government applications.

Columbia's "Annie" LP Stars Day & Goulet

NEW YORK—Columbia Records is teaming Doris Day and Robert Goulet in a new LP reading of Irving Berlin's "Annie Get Your Gun." Goulet flies to Los Angeles Oct. 7, immediately after closing his two year stint as "Sir Lancelot" in the London production of "Lancelot." He will complete two duets with Miss Day on Oct. 8 and finish his solo songs the next day, before returning to New York to begin an extensive supper club tour starting Oct. 23 at the Shoreham Hotel in Washington, D.C.

Franz Allers, who has been the orchestra for "Camelot" since its Broadway opening in 1960, will conduct the LP.

Philips Sets Day For Dizzy

CHICAGO—To herald Dizzy Gillespie's premiere album for Philips, "Dizzy On The French Riviera," the label has designated Sept. 24 as "G-Day."

"G-Day" will be celebrated from coast to coast with all Philips distributors, dealers, office personnel and sales managers wearing "Dizzy" sweat shirts (complete with portrait of Dizzy) during the big day.

The artist, who will be in San Francisco on the 24th, will make a day long tour of radio and TV stations (wearing his tailored sweat shirt) to promote his new Philips release.

The album was recorded "live" at the International Festival of Jazz.

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"HEARTY PARTIES & LAFS"
DTL 828

"THE TICKLED SOUL OF HATTIE NOELLE"
DTL 829

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JULY'S JUST A WEARIN' OF THE SHIRLEY TEMPLE BUTCHER BILLY DICKSON
DELPHIA

DON'T YOU BELIEVE IT
ANDY WILLIAMS
PROFESSIONAL

I FORGIVE ME
BABS TINO
SCEPTER

YOUR LAST CHANCE
THE DOVELLS
KING OF THE WHOLE WIDE WORLD

THE SHIRLIES
THREE JOHNNYS

PATTI PAGE
MERCURY

SOUND OF MUSIC
BING CROSBY

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DON & JUAN
BIGTOP

Imagine
BOBBY ROYAL

DON'T YOU KNOW WHAT TO DO WITH MYSELF
TOMMY HUNT

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JOHNNY CASH

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"HEARTY PARTIES & LAFS"

THE TICKLED SOUL OF HATTIE NOELLE

356 W. 40 ST., N. Y. C.

HILL AND RANGE SONGS, INC.
Coast Tour In Depth
For Tito Rodriguez

NEW YORK—Tito Rodriguez, United Artists Records Latin-American recording artist, is scheduled for a saturation tour of the west coast beginning Sept. 21 in Los Angeles and running through Oct. 21, when he and his orchestra will return East for their Fall appearances in that area. Rodriguez, who had been scheduled for a two-week Venezuelan tour starting Sept. 11, was forced to cancel the South American trip due to current unrest in that area. The tour has been tentatively re-scheduled for next Feb., Buddy Friedlander, Rodriguez’ manager, stated.

During his coast tour, Rodriguez and his full band, will appear in Los Angeles, Stockton, Oakland, San Jose and then back to Los Angeles. Rodriguez returns East for the U.N. Ball which he will play Oct. 24.

In conjunction with this, his second appearance with his orchestra on the West Coast, UA will release the first single, in English, by the performer, and the label will record at least one of the concerts for a special album release.

Diners’, Sues Columbia On Disk Club Pacts

NEW YORK—The Diners’ Record Club, following similar action by the U.S. Government, has challenged the Columbia Record Club’s exclusive pact with other labels for the mail-order handling of their product.

In a $900,000 damage suit filed in Los Angeles’ U.S. District Court, Thursday Sept. 6, Diners’, which offers its members LP’s through the mails on an all-label basis, claims that the pacts are in violation of the Sherman and Clayton anti-monopoly laws, and asks for a restraining injunction against the operation.

Defendants are the Columbia Broadcasting System, parent company of Columbia Records, the Club and the labels with whom Columbia’s operations (Verve, Liberty, UA, Warner Bros., Kapp, Mercury).

The exclusivity agreements, the Diners’ complaint charges, “causes a drastic impact upon the record income of a record club, and the continued loss of said supply invariably causes a record club to go out of business.”

Rodriguez further charges that it is left out in the cold in the handling of 1000 albums by 450 important artists.

When Diners’ could get an adequate supply of disks, the suit further states, “he would have to purchase them “from 50% to 200% higher than the cost that the Defendants and Columbia Records Club were prepared to pay, and by fixing said prices at a price below the wholesale price paid by members of the Columbia Records Club.”

This practice, Diners’ claimed, also stifled competition among disk clubs.

When contacted last week, Columbia had not formulated an answer to the charges. After the Federal Trade Commission’s similar complaint late in June, Columbia Records’ president Goddard Lieberson issued a statement making a general denial of FTC’s charges.

MGM’s Scott Goes Abroad

NEW YORK—Howard Scott, album A&R head for the MGM label, left last Friday (14) for a three-week tour of Spain, France and England. In England, Scott, who is combining business with a vacation, will meet with EMI’s (MGM’s distributor in England) A&R man Norman Newell to discuss A&R matters and disk artists Manuel and Cyril Ornadel, maestros, and folk artist Martha Schlamme to go over plans for projected LP’s.

Goldie Adds New Talent

NEW YORK—Goldie Records, Goldie Goldmark’s diskery, has inked three new attractions. They are: singer Gene Avery, a newcomer to the teen-market; pianist DeMaio and songster Johnny Apphalar. Previous Goldie pectoes are The Janettes, The Hollywood Flames and The Profiles.

Another “Gidget” For Darren

HOLLYWOOD—Columbia Pictures has announced that James Darren has been set to head the cast of “Gidget Goes To Rome,” which will be filmed on location beginning next month. The Colpix recording star appeared in both of the earlier “Gidget” films and recently completed the filming of “Diamond Head” with Charlton Heston, France Nuyen, Yvette Mimieux, and George Chakiris.

The picture is being filmed by Jerry Bruckheimer Productions and will be directed by Paul Wendkos.

Mike Clifford

Mike Clifford, who is currently rid-ing the charts with “Close To My Heart,” on United Artists, was born in Los Angeles on November 6, 1943 into a musical family. When he was a boy his parents shared much of their activities with him, instilling in him a love for good music. His father, a professional trumpet player, took Mike along with him on his engagements. His singing in school and community shows not only developed his voice but gave him a yearning to be in show business as well.

By the time Mike was sixteen he was performing in minor clubs. He realized he needed a manager to guide his future. A friend introduced him to Mrs. Helen Noga, who has a reputation for discovering and developing young talent. She was so impressed with the youngster that she agreed to become his manager.

He first came to national attention on June 11, 1961 when he sang on the Ed Sullivan TV Show. The response was so tremendous that he was signed to headline Brooklyn’s Club Elefante two nights later. On his 18th birthday, the rest is history.
Japan's Fair Trade Commission (FTC) raided the dealers' union, National Phonogram Records Retailers Association (NPPRSA) Sept. 4 and several other organizations in violation of the Anti-Monopoly Law. The authorities seized documents including applications for joining NPPRSA and proceedings (reports on gatherings).

The manufacturers who warned the union on its "unlawful" attitude a few days ago reacted Sept. 22, 1962 (out of 196) were given licenses by the union and the others were rebuffed as of the mid-July, 1962.

Abiding by the agreement between the union and the manufacturers, getting the consent to the request to open a retail store now. But the refusal cases were so many and one of the applicants whose request (to join the union; which is basically the request to open a retail store) was flatly refused sued NPPRSA, causing the FTC's official investigation starting last spring. The manufacturers stated that about 200 cases were waiting for the union's approval, and that they were hoping to operate a retail business without joining NPPRSA as of now.

NPPRSA opposes licenses because some of them, those who've been acting as electric appliance stores, are sure to lower prices for dumping, and a new store will decrease sales of the competing store already in business.

Raided were NPPRSA's branches in Tokyo, Kansai (Osaka), Central (Nagoya). All the nine branches were requested to submit their statutes and by-laws to the FTC.

Followed by the successful "Blue Hawaii Sale" that sold well over 150,000 copies of "Blue Hawaii" LP's by Elvis Presley, Victor has launched another selling drive called "Follow That Dream." This special sale was tied in with the public opening of a United Artists film "Follow That Dream" starring Presley. But Neil Sedaka and Paul Anka are also participants along with Presley this time. 100 free and 200 fifty percent discount tickets for one site at Atagawa spa, well known resort some miles from Tokyo, will be presented to customers. The tickets (handed out by Presley, Anka or Sedaka) at any retail seller in Tokyo handling the Victor line. There are about 1,500 stores in the country. The four companies involved are Victor, Columbia Distribution Co., Tokai Bus Co. (which operates around Atagawa), Atagawa Sightseeing Association and three movie houses in Tokyo. The program will continue until Sept. 29.

After a long absence, Teichiku's pop star Takashi Fukiwi will return to the wax mart with his newly recorded tunes, a single to be released shortly--"Adio, Adio/Broken Hearted Melody." Then, he will have another wax session in a few weeks for the following single--"Jingle Bell/Silent Night."

Victor's newest album a 12" regular LP titled "Top Hit—1962." It will edit all official smash hits of discs which the firm is contracted for their distribution services. The premiere outing of the series in so-called compact double forms will come around Oct. with such tunes as "East Of Eden" (by Victor Young), "The Song From Moulin Rouge" (Victor Young orch.), "Romance De Amor" (by Vincent Gomez), "La Camparista" (by Vincent Gomez) and "Bassin Street Blues" (by Louis Armstrong orch.).

Visitors on stage: Janacek Quartet, one of the best known chamber orks on the worldtour, recently held its concert at the Tokyo Music Hall. The Czech group, which featured "Quartet by Roxeuiz, Op. 32, No. 1," "Smetana's "Bartered Bride" No. 9," "Mozart's K. 421," will continue performances in some other spots throughout the country. Welcoming the group, Victor has a special release on Oct. 5, covering Dvorak's "Romantic" for solo viola.

And, American violinist Erick Friedman programmed works by Beethoven, Tchaikovsky, Sarasate and others Sept. 6, making his bow here in Tokyo.

Italy's Best Sellers

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Joe Jackson

Cash Box paid a visit to the Mintangians and found them talking with Adriano Celentano and his brother, Sandro. As it's known, Durium represent abroad the record line Clan, except for South America and Switzerland. Mintangian has been heavily working on this leading Italian name and tries to get it successfully released country by country abroad. Meanwhile the first Clan release, "Stai Lontana Da Me (Tower Of Strength)" keeps on selling a lot and Celentano said his next number, already recorded, will be an old American spiritual, "Stand By Me," which he is already doing in the United States and dancing spots thus Italy, raising impressive enthusiasm. Next Jan, Celentano will pay a visit to Moscow for TV appearances and to film a motion picture, in which he will play as an Italian soldier in Russia during the World War 2. He will sing a Sicilian song.

Arrivals and departures: Norman Orleck, CB's VP and managing director, and George Albert, VP and treasurer of CB, along with their wives will be visiting the Italian music & record industry September 24 through 26, on a Europe-wide business trip. J. K. Maitland and B. Weiss of Warner Brothers will be visiting Milan Sept. 24, Sept. 25, and 26, then they will leave for Rome for another three day stay there. Enrique Lebendiger is again due in Milan. Billy Vaughn, who recently crashed here with "Wheels," has been visiting Milan along with Mr. Bailey, Dot's international director. Billy's latest release in Italy is "Swingin' Safari," Italian record producer Walter Guttler left Milan for New York on Sept. 7 and he means to stay in the States at least four weeks or more.

German maestro Van Eren, who had been working for one year and a half or so with Carlo Alberto Rossi, left and opened his own music publishing office in Galleria Del Corso 2—Milan—as Italian representative of some foreign music catalogs, the list of which he didn't make known.

Victor Aquilina, the Malta disk jockey, visited the Milan music and record industry with a view of the release of the latest Italian records and later went to the RCA studios in Rome to discuss the opening night television program with Gianni Mecchi and Sergio Endrigo, who are to be the guests of Malta Television Service opening on Saturday, Sept. 29. Besides his program on Victor's "The Victa" radio, he is producing and presenting on TV a disk program called "Popping The Pops."

M. A. J. Vella of Electro Stores in Malta has acquired the sole distribution of the following labels: Carisch, Iltalisc, Durium, Fonti, Ricordi, Melodicon and Kaiser.

Felix Stahl, the well known veteran music publisher from Stockholm, visited Milan on his trip back to Sweden from Riccione, where he attended the local Christmas market. Stahl, who is visiting all the various local publishing offices, has been working for Durium for some years. During his visit he has stayed here in Milan, he has been visiting several music publishers and in particular Bruno Pozza of Ricordi taking an offer for "Romantico Amore," the latest recording by Emilio Perticó, the Italian singer who recently hit the US market with "AI Di La." Stahl is the Swedish publisher of "AI Di La" and he expects the song to hit the air, as well, thanks to the WB picture "Robo Adventure (Lovers Must Learn)," just being shown in Sweden.
BRAZIL

A new record company is now operating in Brazil: Albatroz. This label is also issuing LP's with a collection of Brazilian and international disks all recorded by Brazilian artists. Among the first releases is one by newcomer Jair Avelar, a singer with an excellent voice and warm interpretation.

**RIO DE JANEIRO**

1. Suave E A Noite (Tender Is The Night) — Moacyr Franco — (Copaibanca) (Vitale)
2. O Trovador De Toledo — (L'Arlequin — Gilda Lopes (Odeon) (Vitale)
3. Quando Somem Vier — (Come Back) — Bobby Darin — (Ato-Fernate) (Dot-RGE)
4. De Olhar — (Coração — Silvana & Rinaldo Calheiros — (Copaibanca) (Vitale)
5. El Suco Suco — (Polynema) — (Fernate) (RGE)
6. Meu Ex-Amor — (Brazilian)
7. Cantos De Aves Do Brasil — (Collect) (Dolga-Franchis) (RCA)
8. A Vida De Jesus — Various Artists (NBC) (RGE)
9. Sie Bicudos Nao Se Bejam — Poly & Waldyr Azevedo — (Contrabando) (RGE)
10. Isto E Danca No 2 — Sidney — (Columbia)
11. Silvio Olaria — Nelson Goncalves — (Columbia)

**SAO PAULO**

1. Suave E A Noite — Moacyr Franco — (Copaibanca) (Vitale)
2. Suave E — (Philips)
3. Quando Somem Vier — Bobby Darin — (Ato-Fernate) (Dot-RGE)
4. El Suco Suco — Polynema — (Fernate) (RGE)
5. Quem E — (Philips)
6. Lete By Starlight — Ray Charles — (Polydor)
7. Confidenciais — (RGE) (Sidney)
8. Multiplicacao — Bobby Darin — (Ato-Fernate) (Polydor)
9. Reina E — (Philips)
10. Stevie Wonder — (Polydor) (Fernate) (RGE)

**SAO PAULO’S TOP TEN LP’S**

1. 'S Continental — Ray Conniff
2. Dedicated To You — Ray Charles (Polydor)
3. El Suco Suco — Bobby Darin — (Ato-Fernate) (Polydor)
4. La Vida E — (Philips)
5. Isto E Danca No. 2 — Sidney — (Columbia)
7. Poema De Olhar — Millhino — (Polydor)
8. Deis Bicudos Nao Se Bejam — Poly & Waldyr Azevedo — (Contrabando) (RGE)
9. Isto E Danca Number Two — (Columbia)
10. Romanticos De Cuba No Cinema — (Musidisc) (RGE)

**JANEIRO’S TOP TEN LP’S**

1. 'S Continental — Ray Conniff
2. Maria Canta Para O Mundo — (RCA)
3. O Agn — Chubby Checker — (Parkway-Fernata)
5. Dedicated To You — Ray Charles — (Polydor)
6. Poema De Olhar — Millhino — (Polydor)
7. Deis Bicudos Nao Se Bejam — Poly & Waldyr Azevedo — (Contrabando) (RGE)
8. Isto E Danca Number Two — (Columbia)
9. Romanticos De Cuba No Cinema — (Musidisc) (RGE)
10. Pequeno De Amor — Sarita Montel — (Hisapox-Fernata)
Cash Box — September 22, 1962 — International Section

Great Britain's Best Sellers

1. *Ross* Are Red — Ronnie Carroll
2. I Remember You — Frank Ifield (Columbia)
3. Strangers When We Meet — Engelbert Humperdinck (London)
4. One Hundred Years — Bobby Darin (London)
5. Celui Qui M'aime — Claude François (Burton)
6. He's Not Your Man — Elvis Presley
7. Guitar Tango — The Shadows (Columbia)
8. All Together Now — The Beatles (Decca)
9. Under the Milky Way — The Hollies (Decca)
10. Once Upon a Dream — Billy Fury (Decca)

Los Impala is a new vocal trio (a woman with two men) which is recording at MFP Records with tremendous success. Their first hit big hit was "Veni Te Quiero," composed by one of the members, Armando M. Veya. Now, they have two new songs "No Y No" and "Te Pido Y Te Ruego" (I Beg You), also composed by Vega. Los Impala perform very well on TV and at nightclubs.

Campey representatives told Cash Box that it is almost a fact that Reg No. 1 for May, 1962. Ray is at the moment the only American artist in Mexico who is really popular. His Columbia records are all selling well.

César Costa, one of the young idols in Mexico, has for Orfeon Records two new songs from his latest album, not yet on sale. The songs are the Spanish versions of "Happy Birthday Sweet Sixteen" and "I Love You," recorded in Brazil as part of an LP song called "Somos Brasil." Both songs were made in Spanish. The songs are "Happy Birthday Sweet Sixteen" and "I Love You," recorded in Brazil as part of an LP song called "Somos Brasil." Both songs were made in Spanish.

One of the members of the rock and roll group, Los Locos del Ritmo, whose nickname was "El Che," recorded at Bel Art the song "No Vives Sin Ti." The name of the song is, "Al Rio." These are the first popular records released by Bel Art under the direction of Andre Toffel.

There is a new song composed by Robin Fuentes titled "El Padrino" (The Sinner). This song was first released by Miguel Aceves Mejía, later in the fall of 1962, but this version has been released by Lalo Aracar and has a more successful Latin style, combined with the old Glen Miller sax section.

Mexico's Best Sellers

1. Ven Que Te Quiero — Los Impala (Musart), Hnos. Reyes (RCA)
2. Cada Hora — Eddie Edelweiss (Hino) (Columbia)
3. Vagar Entre Sombras — Álvaro Zermo (Orfeon), Javier Solis (Columbia)
4. El Bien Que Hice — Emiliano Gutiérrez (Musart), Benny Moré (Musart), Amalia Mendoza (RCA)
5. Dame Felicidad — Enrique Gutiérrez (Orfeon), Jesus Cevallos (RCA)
6. Johny El Ensoyo — Johnny Garza (RCA)
7. Amor Sin Léy — Marco Antonio Muñiz (RCA), Juan Mendoza (Peerless)
8. El Nido — Sonora Santanera (Columbia)
9. Chiquito De Piel — Mario Marquina (RCA)
10. El Embarazo — José María Sandoval (Orfeon), Javier Solis (Columbia)
A recent number one hit in the United States, "Loco-Motion," by Little Eva (EMI) has hardly been heard of in Australia to date. The fact that local disc jockeys have forgotten to play this particular hit is not unusual in the United States but can't "raise a gallop" outside America. This fact must be causing a great deal of concern to American record producers because the potential market in the United States is enormous and the sales these labels are enjoying here nationally is not bringing in the income necessary to support their production companies.

Filmmaker Lina Wertmuller has a movie about Argentina's poor "Frida" that has been well received by the critics in the United States. It is a "meditation on female survival in an environment where women are reduced to a status lower than that of a horse." The excellent cast includes Carmen Laffiere as Frida, whose talent and ambition are destroyed by the men who surround her. It is a serious, thought-provoking film that should appeal to those who enjoy intimate character studies.

Argentina's Best Sellers

1. Cuando Calienta El Sol (Emilio-Erandi) Tony Villar (Columbia); Siro San Roman (Music Hall); Hernandez Riquel (EMI); Maciel Mac E Mac's (RCA); Juan Ramon; De los Reyes; Menegazzo

2. Do You Want To Dance (Cliff Richard-Columbia) Robert Mellin (EMI); Alberto Vasquez, Los Farandolas (Odeon Pops); Juan Ramon (Dame Jockey); Danny Martin (Philips)

3. She's Not You (Elvis Presley-RCA) Belinda Music

4. A Mi Ojo De Pájaro (Ray Price-Coronet) B.L.E.M.

5. The Stripper (F&MGM)

6. Sheila (Tommy Roe-Ampar) Locally Produced Record

Argentina's Best Folk

1. La Chica Del Pulpover (Fernanda) Adriano (Mieron)

2. Multiplicación (Adán-Resi & Fernanda) Bobby Darin (Atlantic); Teresa Morgan (EMI); throng of younger writers; Maciel Mac E Mac's (RCA); Juan Ramon; De los Reyes; Menegazzo

3. Hermanita (Presley-Perfama) Elvis Presley, Johnny Tesedo (RCA)

4. El Poeta Lloró (Karyn) Caubi Pitalo, Horacio Deval (Silva); Simba y los Chicos; Los Ricos y los pobres; Menegazzo

5. Todo Caía Al Piso (Good Luck Charm) Bueno Buena Encanta (Santo) Johnny Carel (Orfeo); Elvis Presley (RCA); Lawrence Welk Music Hall (EMI)

6. Iman (Korn) Sue Thompson (Tonodise)

7. Medianoche En Moscu (Tyler-Melody Trails-Novel) Lea Santos (Music Hall); Maria del Carmen Blas (EMI); Anonymous (EMI); José Luis del Pozo (EMI); Los Mac E Mac's (RCA); Juan Ramon (Dame Jockey); Rivertown Dilettante Band, Gasparin, Los Big Ben (Philips); Julio César (Odeon Pops); Leda Monte (Mieron)

8. Romance No. 2 (Ruty Steen) Are We My Seven Pet "Petares" (Arriel) "Local"

A twenty-day postal worker strike is affecting very much the record industry in Argentina. Since most checks and accounts are sent by mail, the communications between the record companies and the post office are severed. This has resulted in the fact that most of the labels here do not receive their shipments on time. A few dates have been missed, and it is expected that the rest will be delayed a week or two. The labels are now starting to receive the bulk of their shipments, and it is hoped that this will enable them to keep up with their schedules.

The results of the release of "OK Muchachos" and "Lecion De Twist," the second single recorded by Los Jets, teen group recently inked by the label. The label has already inked another rock group, Los Sirenas, with whom they will record the music of "Tejasca," the Angie Dickinson-Maurice Chevalier flick directed by John Ford. Maria Elena Cattonar, promotion chief of the label, says that the sales have been quite good, and that the label will continue to promote the single heavily.

Ariel Records is planning the release of three new albums recorded by musicians from Brazil. The artists are Caetano Veloso, Camilo, and Raphael. The releases, which will be marketed as "Brazilian Folk," will be sent to South America, Central America, and Atlantic releases, which have been well appreciated by the customers.

Diamond Records has announced that its company has inked new artists. The group are Los Sirenas, and Los Sirenas will be joined by several others. The label has also inked a new artist, a singer who has already started waxing. The artists are El Chelo Aguirre (folk singer and composer of several tunes, as "Río Rebelde," a recent hit), and Hugo Medrano, bolero songstress, and Argentina Rolf, folk songstress. Miss Rolf is inked by the label on TV Channel 11 and Radio El Mundo, and is expected to become a big star.

Odeon Records has released the first record of the Liberty series. New titles are being recorded at the label, and several recordings are being made by several singles by the same artists. The diskery is also preparing a new package, which will be released next week, "Rio Loco," by David Robert and Delilah. "Lo Loco," a new release, will be promoted through TV and show windows. As the "Pavoloto" series, it will be formed with tunes by several artists.

Smart Publishers are working on the promotion of "Rosas Are Red," the recent Bobby Vinton hit. Besides the original waxing (which should be re-leased on a second pressing), an English version of the title will be arran-aged. The title in Spanish will be "Rosas Rojas."

The Guardia NV's, presenting teen rock artists, will change its name to "Teen Guardia." The label will continue to ink new artists, and it is expected that the new title will come to Argentina next November.

More news from RCA: the diskery is preparing the release of the ninth volume of the Exploradores series. As the previous ones, the album will contain the best of the "Exploradores" releases of the past year. The album is expected to be released on October 7, Saturday nights. It seems that Channel 11, where it had been till the end of August, will continue presenting such programs.

News from RCA: the diskery is preparing the release of the first 433 recordings, belonging to the Cameo label, represented here by Perfama. These albums are important in the "big music" field. Besides, Perfama has also inked the release of the first Ri-Fi (Italy) records, also represented by the diskery in Argentina.

Do you need an Argentine folk music hit? Here it is: its title is "La Hidraulica Santiago" (something like "Hydraulics Santiago," being Santiago a province were it very seldom rains). Sorry, we don't know the composer nor the record companies, since there are too many folk artists that first become a success and afterwards are published. However, we have listened to it and it is very interesting and has good possibilities of becoming a success as soon as it is recorded by some of the well known groups.

News from Julio Korn: the pop music is planning the promotion of two Italian artists wang will be presented in Argentina in August: "La Pulperia Di Follicid" and "Auli-Aile." Spanish lyrics are being prepared. Julio Korn has acquired the rights to "Virgen Maria del Cerrito," Chilean song winner of the 1969 Festival "La Abuela." The composition was written by a new artist who was at first rejected by the producers. However, she has been signed by Odeon and the song was composed by Pancho Flores Del Campo, and recorded by Los Huacos de San Carlos. The label is also preparing a new release, "Si Tu Me Quitas de Mi," which is a "tieng" hit. Unfortunately, the original version (which belongs to TK, MGR, representa-tive in Argentina) hasn't been put to sale yet. The pop music is also set to be released in Argentina next week. The titles are: "La Guitarra Del Diablo," "Tu Idioma," "Que Tengas Suerte (Be Lucky)" and "Rosa Roja" (La Pulperia Di Follicid).”
People of the musical world will keep pouring into the Metropole, in particular Felix Valoussier, Commercial Director of Decca in Paris; and the success of "Unsere Sittler Le Train" by Richard Anthony.


A few weeks ago in the Cash Box directory, it was predicted that the price of records will continue to rise. This was due to the demand of the record manufacturer and the dealer and also to give the LP a chance to move into a stronger position in the marketplace.

The first move in this direction was taken by Metromone Records a few months ago when it pushed its singles price from 4 German marks (1 dollar) to 6 marks ($1.50). Since then, another 4/3 price increase has been announced. This move has been widely followed by other record companies, and special deals have been made with all of the major operators and one-stop in order to come down to the single price of 4 marks ($1) to 4.75 ($1.19). The firm is also making special arrangements for operators and one-stops. The wholesale price of the records have therefore been pushed up from 2.80 (70 cents) to 3.33 (83 cents).

This is the first major record price increase on singles since 1948. However, with the announcement that fewer records can be bought in order to operate at a profit, the recent trends in singles sales point out the fact that fewer middle sellers (15,000-30,000) are buying singles, and only a few operators and one-stops are buying them in the future. The higher the price of the record, the less it is likely that the record will sell. The record industry, therefore, is trying to maintain the price at its present level.

Europe.


Francois Casella, president of the French Phonographic Industry, continues to exploit for the time being the oldie repertory already accumulated, and there's some re-cuts on the Marie Jose obie "Maria Dolores" and "La Fille De Dolores." Also some famous airs of the "Quoi" is being sold on the French market.

An important addition to the French industry, has been the appearance of these two artists at the Olympia Music Hall for Sept. 27th.


The last recording cut by Piaf and her boy friend, Dumont, was not a very successful one. Before entering the studio, Edith Piaf and Edith Piaf's boyfriend, Thibault, were recorded by the crooner control the film music of "The Young Ones" starring Cliff Richard, who has just started his career in France. Among the titles signed by Desmarais: "Get A Funny Feeling" and "I'm In Love With A Girl I Don't Even Know." (Tome, who speaks about "Prince Du Madison" for Billy Bridge.

France's Best Sellers


BELGIUM

Big Brown's newest single, "Hey Bobarobe!"—in Madison-style—got a big start. Pluggers is putting on the most important radio programs and on October 5 Big Brown will launch the number on Wall Street.

Palette will soon release the 7th single of The Cousins: "Relax" and "The Robot." Undoubtedly, this is a surefire record to become the Cousins' 7th bestseller. In Nov. the group will tour Sweden again.

Palette made a contract with all football grounds in Belgium, which means that the group can now be played with their autographs. In Brussels, where the magazine 'Populair' is published, extensive recordings will be played. It's considered a tremendous promotion.

As far as a record by a new label, it's "Ducks" and "Little Sally" (the signature tune of a popular Belgian TV program).
DENMARK
Latest releases from Skandinavisk Grammophon A/S (EMI in Denmark) includes “Don’t Ever Change” with The Crickets on Liberty, “Vacation” with Connie Francis on MGM and some new EP’s and LP’s.

Preben Leigh is now back in Danish TV Sept. 6. Among the songs he was presented with was “Strasse Der Sehnsucht,” from his just released Polydor record. Nordisk Polyphon A/S reports a growing sale of his releases in the TV show. Preben Leigh, Preben Leigh is now back in Danish TV Sept. 6. Among the songs he was presented with was “Strasse Der Sehnsucht,” from his just released Polydor record.

ED Sullivan, American TV showman, recently visited Copenhagen looking for talent. Gitte Haenning, Danish EMI artist, returning to Germany for another TV show. After returning to Denmark, she is contracted for a serious role in a stage play.

ENRIQUE LEIDEBERG of Ferretta Do Brazil in Sao Paulo recently visited Copenhagen on his European round trip. He had a long talk with his Danish contact since many years, Knut Mork of Morks Musikforlag. Among others he is considering a Registration of Pietro, a Danish-American singer Sol Bridge singing on Mork’s Triolo label. Leidenberg has also a record company in South America, with among others the Brazilian label Young. Knut Mork told Cash Box that Sol Bridge looks like a future international success.

FINLAND
The summer has been very good in Finland, John Vikstöed of Discophony Oy (RCA Victor in Finland) told Cash Box. It looks like the autumn season will be much better, it has great expected sales for “African Waltz,” which it just recorded with Lasse Merttosen and Stig Franknäs. Quiring, with Franknäs and Kari Kallinga.

Osmo Ruuskanen, a, man of Musikkki-Pazer-Musik, just back from his visit in Stockholm, told Cash Box that the firm expects a lot from its new singer, Martti Piha, who is working with Roman (Roses Are Red) for the Rymtim label. Ruuskanen was also very happy about the good releases on Pat Boone’s “Speedy Gonzales,” in Finland released on the London label.

Martti Piha of Pohjoismainen Sirkku-Oy (PSO) told Cash Box that Monica Apter, one of the new names on records in Finland, has been contracted to the Vaasa Operetta Theatre for the autumn season. Lasse Liemola, another PSO artist, is recording “The Young Ones” in Finnish, the title being “Me ja silloinen” (In a few years) for the veteran de Gedrickis is contracted for making an EP with country and western songs for release by Columbia. Another Columbia artist doing very well is Irmeli Mäkelä, who is now on a country and western tour with her own orchestra.

Cash Box was invited to attend the press party given for Sir Joseph Lockwood (Bing) at the Palace Hotel in Helsinki on Sept. 3. Sir Joseph said he was very happy with the sales results in the Finnish markets, where some one million records sold every year, a large percent of them being from EMI. Upon the question as to whether tapes will replace records, Sir Joseph said that in the classical music field, this was very possible, while in pop music the field is distinct being what people want. As to records and company news, he said he believed that it would only be a question of time before governments understand that it is wrong to have such taxes in a classical market. “In England,” Sir Joseph said, “the government subsidizes classic concerts, which is very good for people living in London and some of the big cities, but for people in small spots at the countryside a classical concert is a luxury that they cannot afford to pay for, instead of subsidies, they have to pay taxes for it.”

New music from Musikkki-Fazer-Musik includes the Italian “Balletta Delta Tromba,” the Spanish “Bola de Bola” and the Finnish songs “Caterina” and “Roses Are Red.”

New music from Oy R. E. Westerlund AB includes “Liman Monta Säättäjät” (Too Many Rules), the Swedish song “Alandra Hav” (Ahvenan Meri), in English titled “Aland Sea,” both with Finnish lyrics by Veikko Vallas, “Vain Aika Päättyä” by Eri Lindström, “Veikko Jumala” by Paul Norrbak, and “On Resköy” with music by Kaarlo Karliten and lyrics by Lasse Liemola are local sheet releases from Westerlund.

NORWAY
Lise Botts is a new booking name in Norway. She is making her debut for Viking with the Norwegian song “Jentetroll.”

Egil Morn Iversen A/S is the Norwegian publisher of “Caterina.” The Perry Como version of this song has been on the charts for seven weeks now.

British recording artist Loner Lenley and husband and children have settled in Norway to take over the Norwegian office of their management company. He has a contract with Viking Music A/S, her records being released by Fontana outside Norway.

American born singer Jack Dailey is another foreigner who is establishing himself as Norwegian. After coming to Scandinavia four years ago, he lived in Copenhagen until recently, when he moved to Norway after having married a Norwegian girl. Dailey was a member of the group Nova, with songs like “Sitting In The Corner,” with words by Paabo Sundbyberg, a Norway resident in England.

NORWAY
NAVARRO
Common Goals
Newly appointed head of Svenska Pfy, reports that Pfy has taken over Oktav Records, a company operating from Malmö in Southern Sweden. Pfy operates from Sundbyberg, a couple miles north of Stockholm.

Collaboration between Svenska Pfy and several other major recording companies, which mainly will popularize stereo tapes in Sweden. Sture Wallberg of Electra is handling the arrangements of the exhibition.

NORWAY
Egil Morn Iversen A/S has rushed out among others “Me And My Shadow” with Brian Hyland on Rapp, “All Night Long” with Sandy Nelson and A “Woman With A Dream” with Jim Jones, the latter two on Columbia UK.

In town for the opening of her new film “Phedera” is Greek star Melina Mercouri.

Cash Box—September 22, 1962—International Section

SCANDINAVIA
"African Waltz"

Mr. V. A. Mork, President of Morks Musikforlag, was back in Copenhagen earlier this summer and has made his first Danish language recording for Fontana. The songs are "Komon Eru Reumodun" (Swedish Are) and "Vilna.

Ed Sullivan, American TV showman, recently visited Copenhagen looking for talent.

GITTE HÆNNING has retired to Germany for another TV show. After returning to Denmark, she is contracted for a serious role in a stage play.

ENRIQUE LEIDEBERG, a Brazilian artist, returned to Germany for another TV show. After returning to Denmark, she is contracted for a serious role in a stage play.

FINLAND
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Canada
S. B. WELLS is the manager of the new CBS branch plant in Toronto, Ont. His office is at 200 Queen Street East, Toronto 5, Ont.

SMELDEREUX
Common Goals
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COUNTRY DJ.
REGIONAL RECORD REPORTS

CHARLIE HUCKABEE
WFLY
Fort Jackson, S.C.

1. Everybody But Me (Emmett Ashworth)
2. Some Old Feel (Adrian Bellard)
3. I'd Fight The World (Lashay & Janis Heasley)
4. Don't Look At Me (Quintet Players)
5. Send Me The Pillow You Dreamed
6. Crazy Wild Desire (Wade Fairley)
7. Mast Broken Heart (Orch. Phayeyta)
8. Success (Carlette Lyons)
9. Tell Me About Teddy (Jimmy Smart)
10. Big Bear Don't Cry (Otis Singletary)

CACTUS BILL HAMPEKHLA
Bebrock, Calif.

1. Wolverton Mountain (J. King)
2. I'll Fight The World (L.J. Walker)
3. (I'm The Girl From Wolverton Mountain)
4. Crazy Wild Desire (W. Price)
5. That's My Man (W. Wallace)
6. It Keeps You Right On A Hustlin' (J. Tillotson)
7. A Little Heartache (J. Amo)
8. One Look At Me (S. Jackson)
9. Wolverton (W. Stewart)
10. Cow Town (W. Price)

JIM CLARK
WEL
Fairfax, Va.

1. Mama Song A Song (Ed Anderson)
2. If You Don't Know (George Hamilton IV)
3. Everybody But Me (Emmett Ashworth)
4. Footsteps Of A Feelin' Lady Lynx
5. The Girl I Used To Know (George Jones)
6. Well To Wait Love (Bob Gallien)
7. Hello There (Carl Reeves)
8. I'm A Gonna Change Everything (Jim Reeves)
9. Turn Out (Inez Andrews)
10. Kickin' Our Heels Around (Buck Owens)

MIKE HOYER
KMA
Shenandoah, Iowa

1. Sold The Farm (Cowboy Carol)
2. Blue Roller Rob (G. Robinson)
3. Somewhere On The High Road (Dudley King)
4. Success (Eloise Lynx)
5. Welfare Don't Cry (Orlo Arnold)
6. After Loving You (Eddy Arnold)
7. Mama Song A Song (B. Anderson)
8. Stand In (Dorah Barnard)
9. Gotta Git (Carl Smith)
10. Slim Danc' Corner (Levy Van Dyke)

LITTLE RICHIE JOHNSON
KARS
Belen, New Mexico

1. If You Don't Know, I Ain't Gonna Tell You (George Hamilton IV)
2. Hello, Can I Have You (Detto Arnold)
3. On And On (Bill Anderson)
4. I'm Not Handin' Over You (Ray Dudley)
5. Everybody But Me (Emmett Ashworth)
6. I Ain't Gonna Nobody (Hartwell Hammon)
7. Cow Town (W. Price)
8. There A Year Half And Sixty
9. He Stands Real Tall (Det Reeves)
10. Sometimes You Just Can't Win (Smoke Stewart)

JOHANNA DAUME
WCHI
Chilliwack, Ohio

1. Little Heartbreaker You (Georgie Riddle)
2. Stand Up Y. (Rodney & Y. Dunn)
3. Cold Dark Waters (Foster Wigner)
4. Mama Song A Song (Bill Anderson)
5. Footsteps Of A Feelin' Lady Lynx
6. Pride (Patsy Fisht)
7. If You Don't Know I Ain't Gonna Tell You (George Hamilton IV)
8. Cane Joe (Ruby & Doug)
9. The Little Music Box (Charles David)
10. Everybody But Me (Emmett Ashworth)

BRUCE CANNON
WDAM
Bolivar, Ga.

1. Send Me The Pillow You Dreamed
2. I Volunteer (Carl Smith)
3. Everybody But Me (Emmett Ashworth)
4. Pretty Jewels (Red Bailey)
5. Fool Steps Of A Feelin' Lady Lynx
6. Empty House (Dul Reeves)
7. After Loving You (Eddy Arnold)
8. Tell Me About Teddy (Jimmy Smart)
9. Turn Out (Inez Andrews)
10. Valley Of Tears (Slim Jimmes)

"KUZZIN" HERE HENSON
KUZZ
Bakersfield, Calif.

1. Devil White (Country Robbins)
2. Willie The Weaver (Wallace)
3. Leverettville (W. Stewart)
4. Mama Song A Song (B. Anderson)
5. If You Don't Know (King Hamilton IV)
6. Success (G. Lynx)
7. Eddie Jumped In (C. Gray)
8. Open Pit Mine (G. Jones)
9. Oreads On Me (B. Jones)
10. Mr. In-Between (B. Irvin)

"WILD HONEY" (2:18) [Acuff-Rose BMI-Bryant]
"FOR OLD TIMES SAKE" (2:32) [Central Songs BMI-Bare, Williams]

KEVIN SHEGOG (Melbourne 1460)

Kevin Shegog, who ranks as one of Australia's biggest country stars, could make a name for himself in the States with his power-packed side tag "Fall-Out Shelter." The side's a twangy, infectious, uptempo Atomic Age lament with the songstress claiming that faith is the best pro- tection in the world. The side's a great natural for singers and spinners. Watch it move.

"FALL-OFF SHEELTER" (2:28) [Beam & Jaspar BMI-Rivers]

"YOU ANSWER TO ME" (3:03) [Beam & Jaspar BMI-Shegog]

CLOYCE KING's newie, "The Burning Of Atlanta," is a cinch to start a dual-mart sales-flare. (See Pop Reviews.)

JAMES MASSEY (Billups 101)

JAMES MASSEY (Billups 101)

(JB+) "STRANGER" (2:06) [Brisac-Cliff BMI-Russ, Massey] New comer James Massey could jump into the limelight with this top-drawer slow-moving, professionally-essayed, pure country weeper. Side could take in no time flat.

"SINCE YOU BEEN GONE" (2:30) [Brisac-Cliff BMI-Russ] Here the songstress renders a lovely, easy-goin' danceable, hillbilly ballad.

McCORMICK BROTHERS
(Hickory 1184)

(B+) "BANJO TWIST" (2:12) [Fred Rose BMI-McCormick, Clark] The boys aptly showcase their potent instrumental talents on this real fast-moving, bluegrass affair. With the wider exposure the side could happen.

"LONESOME FOR YOU" (1:55) [Natches BMI-McPeake, Wilson] Their brothers display their versatility here by professionally champing and accompanying themselves on a high-powered weeper.

SMILY MORONE (Topps 1973)

(H+) "BLUEGRASS IN HOLLYWOOD" (2:06) [Wili-Flo BMI-Roby, Noel] Smiley Monroe teams up with the Golden State Boys for this high-spirited, uptempo affair all about some fine country sounds coming Hollywood. The side is a natural for spinners and ops. Watch it move.

(B) "SMALL WOODEN CROSS" (2:47) [Mixer BMI-Roby, Noel] This time out the country offers a listenable, religious item with some effective lyrics.

HYLO BROWN (Starlay 601)

(H+) "THE GIRL IN THE BLUE VELVET BAND" (2:58) [Starlay BMI-Brown] The chanter could cause quite a stir with this infectious, uptempo grass-styled ditty in the traditional country vein. The side is sold in an impressive, commercial fashion.

(C+) "TIME" (2:25) [Starlay BMI-Stirling, Meredith, Hill] Familiar-sounding country weeper. Good airplay potential.

ORVILLE COUCH (Custom 101)

(B) "HELLO TROUBLE" (1:42) [Trubee BMI & Edville BMI-McDuff, Couch] Orville Couch has a good chance of making some noise with this delightful, medium-paced happy lament. Side is delivered with enough authority to spark some quick action.

(B) "ANYWHERE THERE'S A BROWD" (1:52) [Tyler & Edville BMI-McDuff, Couch] On this end the chanter dines up a fine, dual-track tradition-oriented weeper.
The CMA directors and officers held their quarterly meeting at the Artillery House in the Windy City last week during the World's Fair of Music and Sound. Important matters on the agenda included a wrap-up of plans for Country Music Week and the Country Music Festival to be held in Nashville in November.

Tex Ritter and his gala country show are currently headlining the Copa Club in Seacacus, New Jersey. Also featured on the bill are Shorty and Smokey Warren and Chet Tyler. The club has been packed nightly recently with their all-country booking policy.

Skippy Settel of Dallas, Texas, who for the past ten years has had his own Skippy label has now gone into production for other companies in the south west. His initial release on Billups features James Massey, one of the “Big D” Jamboree’s discoveries. Settel reports that the top side, “Stranger,” has been getting play in the Dallas area.

Fred Zak, well-known Lena, Wisconsin-based composer, has had his latest effort "Turkney Time," recorded on Slate Records.

Ernest Tubb and the Texas Troubadours are starting the new season off right with a slew of key dates. In the coming week the chamber and crew have been set by Curtis Artist’s Productions for engagements in San Antonio, Corpus Christi, Dallas, Tulsa and Oklahoma City.

Sonny Burns will take his “Biggs and Storm” to various points in New Mexico, Colorado, Wyoming, Utah and Oregon during the month of September with Walt Breeland of Houston. Touring with Burns are George Kent, Orville Couch, Dallas Warbler and Billy Western, D wax artist and arranger of the tour. Burns will finish with Western in Sheridan, Wyoming on the 19th and will journey to Pendleton, Oregon for dates from the 24th through the 29th. Breeland advises that he is exclusive booker for the chamber and interested parties may contact him by mail or wire at 8018 Anacortes, Houston 17, Texas or phoning M 9-5024 in Houston.

Canadian deejays can now obtain copies of Howard Vokes’ Acadia click, “White Boys, The Crippled Boy” and “If This World Wants Peace” by writing to Fred Roy at 2 Pimlico Road, Toronto 15, Canada.

Buddy Starcher, currently holding the 7:30 to 8:30 daily stanza on WOHS-TV-Chardon, West Virginia recently cut an album for Starday in Music City. The LP consists of some old favorites and several new songs penned by Starcher.

Buck Owens’ Bluebook prep has moved from 725 34th Street, Bakersfield, California to 9 25th with Street, also in Bakersfield.

Sorry, but the recent item about Johnny Cash’s far eastern USO tour omitted the name of Gordon Terry. The newly inked Liberty changer is scheduled to play an important part with the rest of the Cash crew.

Buddy Killen, executive veep of the Tree prep, info that the firm has recently inked John Fitchmore as an exclusive writer’s contract. John is comparatively new to the Nashville scene but has already had quite a few songs recorded.

Tompson and the Glasser Brothers have been set to play a four week engagement at the Five Lounge in Las Vegas starting November 23. The boys are keeping busy between public appearances in their newly-formed prep, Glasser Publications, and also find time for recording backroads for a slew of first-rate artists.

Alan Breeson, east coast drum-beater for Mercury’s Rex Allen, has expanded his promotional duties to include other artists. Breeson is head-quartered in Glen Oaks, Long Island.
THE NAMA CONVENTION

A LOOK INTO THE FUTURE

Today's coin machine operator is not as certain of his future as was the coinman of twenty years ago who looked for nothing more in a new juke box than a strip of chrome or perhaps a greater record capacity. New games were quite elementary in construction and were, for the most part, mechanical devices which eventually led to the fairly complex pingame of later years. General improvements on a juke box and game to a reasonable extent were about all that was expected. Much like the general public at that time, everyone thought the current model of the automobile and radio was the last word in design and the final point in progress. Today's operator is not in the same position. He's not so sure what tomorrow will bring. As a matter of fact, in certain areas of the country, pending legislation makes the future of certain equipment now on location, questionable.

The picture is far from black, however. Who knows to what extent the development of the phonograph will go. At the present time, there appears to be no limit to the change in design and technical aspect of the coin-operated music machine. When obstacles in the path of thousands of additional locations are overcome, it's future will become that more bright. As far as games are concerned, everyone is aware of the remarkable success currently being enjoyed by the coin-operated pool table—a game that is ancient in origin and simple in construction. There's no telling where the present shuffle alley and bowler will lead to in terms of progress and the pingames coming off the production lines continue to fascinate the players. So there is much to look forward to. But you must still be very much aware of the future of your operation and the new equipment which will come into being. Also, we must continue to look to other possible avenues in terms of new types of equipment—diversification will always be an important step for the company capable of handling it. We are speaking of merchandise machines—the vending field—already entered successfully by so many who today receive a good portion of overall income from the sales of candy, cigarettes, and general merchandise. Others who have embarked full scope in this field are operating the more complex machines—the coffee, cold drink and milk machines, the food machines, the equipment which necessitates an understanding of a completely new business.

The National Automatic Merchandising Association will hold its annual convention October 13-16 in San Francisco. No other trade show in the coin-operated field has offered so much to visitors, year in and year out. The progressive music and games operator will join the vending men and see for themselves what's new. They will talk with the men who know the business. And after all is said and done, they will know a little more about what tomorrow will bring, and how they can be a part of the future.
Introducing Seeburg's Exclusive

"ALBUMS OF THE MONTH"

featuring 33 1/3 true stereo recordings of the latest best-selling album releases

"Albums of the Month" is the exclusive Seeburg introduction that brings to the coin phonograph the record manufacturers' very finest stereophonic album recordings. Each album selection made by a patron automatically delivers superb musical entertainment equivalent to one complete side of a 12-inch long-playing album record. Available for use only on the new LP Console, many of the Seeburg "Albums of the Month" releases are recorded in absolute stereo by the great new 35-mm film recording technique. With automatic intermix of these new records, regular 33 1/3 albums, and 45 singles, up to 480 individual tunes can be programmed on the LP Console!

Reversible 10-album display panel!
The LP Console's full-width "Albums of the Month" panel holds ten album sleeves. It displays five at a time—and each one is individually reversible.

The Seeburg Sales Corporation, Chicago 22
PROGRAMMING IN THE SEEBUG LP CONSOLE!

1. Superb Console Styling. New dimensions, new design, marproof walnut finish!
3. New Channel Separation. Built-in directional stereo for brilliant high fidelity!
4. New Income Totalizer. Non-resettable, tamper-proof, counts all coins received!
5. New Front Servicing. Pull-out unitized electronics for fast, easy servicing!
6. Stereo Console Remote selector unit with built-in stereo speakers!
American Ships
New ‘Electra’ 6-Pkt. Pool

UNION CITY, N. J. — Close on the heels of the success of America’s “Diplomat I,” American Shuffleboard Corporation’s Nick Melone, Sales Manager of the firm, announced last week that it will continue this week on the firm’s new pool table “Electra.” Sol Lipkin, America’s sales representative, returned from an initial showing of the new pool table at the recent Music Operators of Virginia Convention (see separate story this page) and advised of the operator reception enjoyed by the new 6-pocket table. America’s Gene Daddis, service manager, joined Lipkin this week. Two coinmen returned on Monday to the Union City plant. America’s Virginia distributor is Diamond Coin Machine Exchange.

The 6-pocket table offers a one-piece cabinet, eliminates the drop drawer, features a ball return “large enough to place both hands in and remove 6 balls,” a battery-operated drop coin mechanism which is also available mechanically and can be converted from 20 to 26 play.

The “Electra” has a cue ball rack which stores the 16th ball has dropped into a pocket. Steel wire runways, a jam-proof ball return, mahogany cabinet and “simplicity” were among the other features pointed out by America’s office.

Lipkin stated that the drop coin mechanism “is good for $3000 in collections” as far as service is concerned.

The table, according to Lipkin and Daddis, was the hit of the show in more ways than one. A special tangerine-colored cloth and white formlines rails were used on the model displayed at the MOV show. “But our production line offers only green playing fields,” Lipkin was quick to point out. The table is being shipped this week.

Rowe-AMI Readies Fall-winter Plans
After ‘Excellent’ Phono Sales Year

CHICAGO—Rowe-AMI phonograph officials see nothing but roses ahead for the future of the coin-operated phonograph, and the operator as well. For the record, the optimistic forecast was outlined last week by Tom Sams, Vice-President of the phonograph manufacturing division of Automatic Coinmen of America, Inc., Rowe-AMI’s parent company. “First off,” said Sams, “we haven’t experienced the usual summer slump this year, which has plagued the industry for too many years. With Labor Day behind us it appears as though our distribution will continue to steam ahead right into fall with a backlog of orders as we prepare for the season and the general pick-up in juke box locations expected in the months extending into the holiday season.”

Sams said that Rowe-AMI is in the process of planning “some mighty big things” for Fall and Winter, and distributors can look for a solid sales promotion campaign to back up what is expected to be an excellent sales year.

Sams said that the firm is experiencing one of its finest phonograph sales years. He said that operator acceptance of the “Rowe-AMI Model L,” has been wonderful in all markets.

In looking to the future, Sams stated that Rowe-AMI plans extend its efforts to eliminate manufacturing problems and plans which may be on the horizon with a future of excitement expected in the next ten years and the constantly changing and fast-moving American. “We will be geared for these changes when they come about, and changes such as these can mean only one thing—more phonograph locations. We expect our fair share of new phonograph sales,” concluded the factory exec.

Virginia Music Ops Hold Fourth Annual;
2-Day Meet Offers Ops Prizes and Good Times

HON. ELEANOR SHEPARD, MAYOR OF RICHMOND, addressed members of the Music Operators of Virginia during 2-day meeting.

RICHMOND — The Music Operators of America held its Fourth Anniversary Banquet and Weekend Affair at the John Marshall Hotel here on September 8 and 9, and the party was one of the most interesting and exciting gatherings that V. has ever had. The two-day meeting was cut down by almost as many prizes as there were pool displays of new equipment, a wonderful banquet, and an address by Hon. Eleanor Shepard, the Mayor of Richmond, Virginia. Coinmen received pool tables, Wurlitzer phonographs, as well as cash and mink goods, a mink stole, and a television set.

Wurlitzer Distributor, Chris Christensen, Diamond Coin Machine Exchange, Inc., Wurlitzer distributor in the territory, awarded one free phonograph to the general meeting, as outlined by agreement of each distributor to award one phonograph each year in rotation, and another “Model 3000” to lucky winner, Viola Bess, wife of Jack Bess, Roanoke Vending Machine Exchange, Inc., Rowe-AMI distributor. The two phonos, the shuffleboard, the TV, and the mink stole were all donated by Christensen, General Vending Sales Corp. donated the Fischer pool table, Pat’s One-Stop Record Co. awarded free LP’s, the MOV handed out ten transistor radios, and four record players were given to as many charitable organizations here in Virginia. There has been an annual presentation of MOV.

The grand prize Wurlitzer was won by Mrs. Bess, and the second “Model 2000” was won by Stanley Ingram, Norfolk. The following coinmen received prizes: Alton Lewis, Q. K. Amusement, J. Williams “Valiant” phonograph donated by Roanoke Vending; K. A. O’Connor won the American “Imperial” shuffleboard; the TV set was won by William Colgate, Chase City; Bill Snowball won the Fischer pool game; Tom Sams, vice-president of Rowe-AMI, donated the TV set in the company’s name.

The mink stole went to Kenneth Snider, Norfolk, and the coinmen’s LP’s and LP’s were awarded to coinmen with lucky numbers in the general drawing. The event was an exciting one and will probably be repeated next year.

Once again, MOV braced it’s Souvenir Journal with humorous comments, trying to get everyone’s name into the menu and lists with comical comments (eg. London Broil Choice Sirlin, Chef, Hy Lennick.—“Collections are tough, locations are tough, competitors are tough, creditors are tough, and tonight the steaks are tough!”)

Entertainment included performances by Jimmie Evans, Majorie Robinson, Dick Belland, Lola Jay, Lew Montgomery, Music by Bruce Woodson with Larry Mann at the piano. A floor show was presented. General session on Saturday included discussion on taxes and the Celler Bill.

Officers for 1963 were announced, following the MOV elections earlier. They are: President Hy Lennick; First V.P., Gilbert Bailey; Second V.P. Harry Fake; and Secretary-Treasurer, Robert Minor.


Among the factory representatives present were Rowe-AMI’s Tom Sams; Wurlitzer’s A. D. Bieger, Advertising and Sales Promotion Manager; Bob Bear, Wurlitzer Sales Manager; and Art Daddis, Rock-Ola regional representative.

AWARDS TO VIOLA BESS: Mrs. Bess is shown (left) receiving Membership Certificate after becoming first lady operator-member of MOV. John Chandler (right) and Bob Minor make presentation. Far right, Viola Bess receives her “Model 2000” shuffleboard from Chris Christensen, Diamond Coin Machine Exchange, Inc. Wurlitzer distributor was commended by MOV officials for donating two phonographs, a shuffleboard, a TV set and a mink stole to the prizes for ops.

Cash Box—September 22, 1962
The National Automatic Merchandising Association will hold its annual convention October 13-16 in San Francisco. No other trade show in the coin-operated field has offered so much to visitors, year in and year out. The progressive music and games operator will join the vending men and see for themselves what’s new. They will talk with the men who know the business. And after all is said and done, they will know a little more about what tomorrow will bring, and how they can be a part of the future.
Introducing
the revolutionary Seeburg LP Console
CHICAGO—The final showing of Seeburg's "LP Console" was held this past week and it brought to a close a series of formal distributor-operator premières which started September 4 and continued for two weeks in the major markets of the United States. The première of the new Seeburg phonograph equipment was probably the most colorful and exciting extravaganza ever to accompany the introduction of a new model phonograph. The well-kept secrets of what Seeburg had announced as "revolutionary" were unveiled, one by one, to capacity crowds of operators, and it is doubtful if there was a disappointed coonman in the bunch.

In a nutshell, Seeburg's well-publicized "breakthrough to profitable growth" is aimed at securing additional locations for the operator, additional income on these locations, less service costs, and more efficient operating techniques which were termed by Seeburg officials as a means of making the music-operators' business "a more legitimate business in the eyes of location owners." The tools whereby these goals are hoped to be attained include a new model phonograph—the "LP Console"—which resembles a modern piece of furniture and is unlike any previous design, a music merchandising program with the accent on album music, better sales and presentations from one complete side of a standard LP to be played from both the top and bottom of the inch single record (with three selections on each side), a wallbox that is now controlled by Seeburg, a "Consolette," which does everything but spin the records (and includes speakers), and a "Tubesless Amplifier" which costs the money as it is dropped into the phonograph and the accompanying "consolettes," "pull-out" packaged electronics for front-serviceable which will make it possible for the operator to replace complete segments of faulty equipment, and a "Album of the Month" program which offers operators 200 LP selections for programming. The complete show as presented was one of the most ambitious ever attempted by a phonograph manufacturer.

Seeburg's presentation began with two pretty dancing girls introducing previous Seeburg "breakthroughs" to the audience, to the accompaniment of music. The professionally staged show, which was supervised by a crew of directors, lighting men and sound technicians, illustrated past Seeburg models in color, pinpointing the 100 selection model, 45 rpm, high fidelity stereo and artist of the week features, in chronological order. Seeburg execs and regional sales representatives and distributor officials took part in the presentation with prepared expository outlines which accompanied the props as they were unfolded, all with music, narration, and the periodic sounds of jet aircraft "break-through" sound barriers.

The need for additional locations was pinpointed in connection with various urban renewal programs which have displaced "up to 100,000 locations," and the loss of patronage "with the advent of the superhighways." The contrast in retail record sales was brought out with a comparison of sales seven years ago (1951) to selections (LPs) and today's figures (85% LP—15% singles), as stated by Seeburg based on their own statistics. The figures were said to be based on dollar volume since the LP sells for several times the price of the single. The smart-looking walnut-finished cabinet of the "LP console," which illustrates five different LPs for programming and is capable of holding up to 480 selections (80 records with 6 selections to each disk) is being merchandised as a phonograph for the champagne locations. The "juke box look" is no longer evident. The attempt was made throughout to disburse the current juke box "image" in place of a machine which doesn't look like a juke box and doesn't sound like a juke box. However, the so-called "bread and butter" stops were seen as a must and more collections "may now be strengthened."

The service features of the new Seeburg phonograph offer a 100% transistorized" amplification system, a new test-point feature which permits speedy and accurate repair of trouble spots in the circuitry, and a new diamond stylus and a means whereby the stylus may be conditioned (through a cleaning process) is also available.

The "Album of the Month" program was outlined to operators as a program which answers the question, "Why is this type music never before available for juke boxes?" Each 52 rpm single featuring 3 selections from an album on each side will sell for $25 (45 times) and 50c (both sides—6 tunes). Five "little LPs" are displayed atop the machine with another five (not visible) on the reverse side. All ten 32 LP's are programmed on the machine and theditonal panel is reversed from week to week giving the impression that the machine has had five new LP's added to the programing: Seeburg's album library was said to include all conducting pop, instrumental, top artists, jazz and classical selections. Each of the LP's will be added to the catalog each month. The complete LP catalog is on display at distributors' and includes records via various film and tape techniques.

The "Seeburg Consolette" which is a new remote selector and speaker unit is, in effect, a remote phonograph, but doesn't spin the records. The unit is fifteen inches high, and six inches deep. It comes with a selection of all the records on the "LP Console." There are three types (33 single, 33 'little LP' with a total of six tunes), remote coin totalizing, and twin deck speaker which may be activated by insertion of coins. The "Consolette" also has the additional advantage of personalization of location names, three-button volume control, and a changeable display panel which illustrates "Albums of the Month" sleeves. The "income totalizer," which is standard equipment, records every coin in the system and is accompanied by a "private eye" security check which flashes whenever coins are inserted, as a means of protecting location owners to confirm the fact that the coins are actually being recorded. The device was said to be ready in an official to be the final key to unlock new markets. Exhibit of various type contracts featuring minimums, front-money and advances.

The final presentation of the evening was the announcement and illustration of a "Monocube" which houses an "LP Console" a "Consolette," a Seeburg Background Music System and a Seeburg Cigarette Vendor. The mobile unit will make a nationwide tour on schedule to bring the Seeburg story to the public via a specially conducted presentation.

Seeburg proxy Frank O'Brien, in statements made during the 2-week showing, told operators that the new innovations "were designed for you, the operator." Chairman Delbert Coleman told the music operators that everything they have suggested over the past several years of improving the Seeburg equipment has been taken into consideration. He gave Jack Gordon credit for the entire program as it was formally known as the "income totalizer" was attributed to an idea of Meyer Parkoff's, Atlantic New York City. "This is just one of many more to our engineers to work on for two years.

Cocktails and dinners were served at the formal showings which began September 4 and were completed this past weekend on Sunday, September 16. The new Seeburg equipment will be on display in Seeburg showrooms starting this week.
American Ships

New 'Electra' 6-Pkt. Pool

UNION CITY, N. J. — Close on the heels of the success of American's "Diplomat 7," American Shuffleboard Corporation's Nick Melone, Sales Manager, wrote in the last week that deliveries will commence this week on the firm's new pool table "Electra." Sol Lipkin, American's sales representative, returned from an initial showing of the new pool table at the recent Music Operators of Virginia Convention (see separate story this page) and advised Melone of the operator reception enjoyed by the new 6-pocket table. American's Gene Daddis, service manager, joined Lipkin in the Virginia display. Two columns returned on Monday to the Union City plant. American's Virginia distributor is Diamond Coin Machine Exchanges.

The 6-pocket table offers a one-piece cabinet, eliminates the drop-drawer, features a ball return "large enough to place both hands into and remove 6 balls," a battery-operated drop coin mechanism which is also available mechanically and can be converted from 20¢ to 25¢ play.

The "Electra" firm, a semi-hall rack which locks after the 15th ball has dropped into a pocket, steel wire runways, a jam-proof ball return, mahogany cabinet and "simplicity" were among the other features pointed out by American.

Lipkin stated that the drop-coin mechanism is good for $3000 in collections as far as service is concerned.

The table, according to Lipkin and Daddis, was the hit of the show in more ways than one. A special tangerine-colored cloth and white formica rails were used on the model displayed at the MOV show. "But our production lines offer green playing fields," Lipkin was quick to point out. The table is being shipped this week.

Rowe-AMI Readies Fall-winter Plans
After 'Excellent' Phono Sales Year

HON. ELEANOR SHEPPARD, Mayor of Richmond, addressed members of the Music Operators of Virginia during 2-day meeting last week.

RICHMOND — The Music Operators of Virginia held its Fourth Anniversary Banquet and Weekend Affair at the John Marshall Hotel here on September 27th and 28th. The party was one of the most interesting and exciting fatherings MOV has ever had. The two-day meeting was sprinkled with about as many prizes as there were people, displays of new equipment, a wonderful banquet, and an address by Eleanor Sheppard, the Mayor of Richmond, Virginia. Coined received pool tables, Wurlitzer phonographs, as were displayed by Atlantic, a minute clock, and a television set.

With all credit to Director Chris Christensen, Diamond Coin Machine Exchange, Inc., Wurlitzer distributor in the territory, awarded one free phonograph to the general meeting, as outlined by agreement of each distributor to award one phonograph each year in rotation, and another "Model 2600" to lucky winner, Viola Bees, wife of Jack Bees, Roanoke Vending Machine Exchange, Inc., Rowe-AMI distributor. The two phonographs, the shuffleboard, the TV, and the mink stole were all donated by Christensen. General Vending Sales Corp. donated the Fischer pool table, Pat's One-Stop Record Co. awarded free LP's, the MOV handed out ten transistor radios, and four record players were given to as many charitable organizations here in Virginia. This has been an annual presentation of MOV.

The grand prize Wurlitzer was won by Mrs. Bees, and the second "Model 2600" was won by Stanley Ingram, Norfolk. The following column prizewinners received prizes: Alton Lewis, Q. K. Amusement, 1 Williams "Valiant" pingame donated by Roanoke Vend.; K. A. O'Connor won the American "Imperial" shuffleboard; the TV set was won by William Colgate, Chase City; Bill Showalter won the Fischer pool game; Tom Sams, vice-president of Rowe-AMI, donated the TV set in the company's name.

The mink stole went to Kenneth Snider, Norfolk, and the distributors and LP's were awarded to coinmen with lucky numbers in the general drawing. The event was an exciting one and will probably be repeated next year.

Once again, MOV braced its Souvenir Journal with humorous comments trying to get everyone's name into the menu and lists with comical comments (e.g., London Brief Choice Sirloin, Chef, Hy Lesnick—"Collectors are tough, locations are tough, competitors are tough, creditors are tough, and tonight the steaks are tough!"

Entertainment included performances by Jimmie Evans, Majorie Robinson, Dick Belland, Lola Jay, Lew Montgomery, Music by Bruce Woodson with Larry Mann at the Pianos. A floor show was presented. General session on Saturday included discussion on taxes and the Celler Bill.

Officials for 1963 were announced, following the elections earlier. They are: President Hy Lesnick; First V.P. Gilbert Bailey; Second V.P. Harry Faké; and Secretary-Treasurer, Robert Minor.


Among the factory representatives present were Rowe-AMI's Tom Sams; Wurlitzer's A. D. Palmer, Advertising and Sales Promotion Manager; Bob Bear, Wurlitzer Sales Manager; and Art Daddis, Rock-Ola regional representative.

AWARDS TO VIOLA BEES: Mrs. Bees is shown (left) receiving Membership Certificate after becoming first lady operator-member of MOV. John Chandler (right) and Bob Minor make presentation. Far right, Viola Bees accepts Wurlitzer Model 2600 from Chris Christensen, Diamond Coin Machine Exchange, Inc. The Wurlitzer distributor was commended by MOV officials for donating two phonographs, a shuffleboard, a TV set and a mink stole to the prizes for ops.

Virginia Music Ops Hold Fourth Annual; 2-Day Meet Offers Ops Prizes and Good Times

CHICAGO—Rowe-AMI phonograph officials see nothing but roses ahead for the future of the coin-operated phonograph, and the operator as well. The reason for the optimistic forecast was outlined last week by Tom Sams, Vice-President of the phonograph division of Automatic Ancestral Company. "First off," said Sams, "we haven't experienced the usual summer slump this year, which has plagued the industry for too many years. With Labor Day behind us it appears as though our distributor will continue to steam ahead right into fall with a backlog of orders as sales increase due to the season and the general pick-up in juke box location business throughout the country.

Sams said that Rowe-AMI is in the process of planning "some mighty big things" for Fall and Winter, and distributors can look for a solid sales promotion campaign to back up what is expected to be an excellent sales year.

Sams said that the firm is experiencing one of its finest phonograph sales years. He said that operator acceptance of changeable-front models of the "Rowe-AMI Model L," has been wonderful in all markets.

In looking to the future, Sams stated that Rowe-AMI plans extend its listening campaign, taking into consideration new production problems and plans which may be on the horizon with a vastly expanded market expected in the next ten years and the constantly changing markets of America. "We will be geared for these changes when they come about, and changes such as these can mean only one thing—more phonograph locations. We expect to hold our fair share of new phonograph sales," concluded the factory exec.
CARLOS SALAZAR
ROWE-AC Export
Exec, Dead At 39

CHICAGO—The tragic and sudden death of Carlos Humberto Salazar shocked the vending trade and members of Rowe-AC Services and around the world last week. The 39-year-old Rowe-AC Export Manager of Latin America died on Thursday, September 15, during a business trip to Managua, Nicaragua, and Venezuela.

Salazar was associated with Rowe-AC for nine years and according to Rowe-AC officials, was one of the most popular and well-liked men both domestically and in trade circles, especially in the Latin American market. Funeral plans were not available at press time.

Salazar, a native of Cuba, leaves a widow, Sara Capella Salazar, 26 years of age, and an expectant mother; a daughter, Beatriz Elena, age 5; and a son, Carlos, Jr., age 3. Salazar's mother lives in Cuba.

Salazar's sister, Mrs. Delia M. Hernandez of Hialeah, N.Y., and the Salazar family include a brother, Luis F. Salazar, who lives in Miami; a sister who resides in Miami; and another brother, Doctor Guillermo Salazar, who makes his home in Milwaukee.

Anti-Slug Bill Awaits JFK's Signature

NEW YORK—The anti-slug legislation which has been in committee and on the agenda of the House of Representatives and the Senate for close to one year, received the approval of both Houses last week and now awaits the President's signature before it is enacted.

The Bill (HR 8008) will prohibit the manufacture and transmission of slugs and counterfeit currency bearing the image of the United States' national bird. It will also give the Federal offense, the use of slugs on vending machines. NAMA legal counsel and representatives of several manufacturing concerns in the vending field have lobbied long for the legislation during the current session. The Senate passage seems certain within the month.

Meeting Dates

Sept. 17—Associated Music Operators of Rochester (Monthly)
Place: Clarion Hotel
17—Automatic Equipment and Coin-Machine Owners' Ass'n., Inc., Indiana (Monthly)
Place: Room 24, 550 Broadway, Gary, Ind.
17—Western Automatic Vendors' Guild (Monthly)
Place: American Legion Hall, 57 Mitchell Place, White Plains, N.Y.
18-19—National Automatic Laundry & Cleaning Council Convention (Annual)
Place: Water Tower Inn, Chicago, Ill.
19—Eastern Pennsylvania Amusement Machine Ass'n.
(Annual)
Place: Hotel De Kalb Inn, 2519 De Kalb Street, Norristown, Pa.
20-22—Wisconsin Food & Tobacco Institute Convention (Annual)
Place: Schroeder Hotel, Milwaukee, Wis.
20-22—Texas Merchandise Vending Ass'n., Inc. With Texas & Oklahoma Ass'ns of Tobacco Dist. (Annual)
Place: Hotel Adolphus, Dallas, Texas.
20-23—Western Tobacco Dist. (Annual)
Place: Laurels Hotel, Monticello, N.Y.
21-22—Minnesota Candy & Tobacco Dist. Ass'n, Inc. (Annual)
Place: Hotel Leominster, Minneapolis, Minn.
23-27—Southeastern Vending Machine Show, coin-equipment exhibit
Place: Atlanta Merchandise Mart, Atlanta, Ga.

Cash Box—September 22, 1962
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CHICAGO—David C. Rockola, president of Rock-Ola Manufacturing Corporation of this city, hosted a gala golf outing for Rock-Ola executives and department managers, last Saturday, September 8, at the Villa Olivia Country Club, in suburban West Chicago. Co-hosts were Edward G. Doris, executive vice president; Donald C. Rockola, vice president and director of engineering, Dr. David Rockola, Ralph Wyckoff, advertising manager; and Fred Selts, who emceed the dinner festivities in the clubhouse dining room which followed the action on the golf course.

Suitable prizes were presented to the Rock-Ola golfers at the dinner party. The roving cameraman (Rock-Ola’s ad chief, Ralph Wyckoff) clicked off the following pix of the action:

Top left, Ed Doris and Dr. David Rockola; top right, Donald Rockola and Jerome Weiczeric.

Bottom left, Frank Barabash, Dave St. Pierre and Jack Barabash. Bottom right, a pan shot (at center is Jack Barabash).

Rock-Ola Personnel Feted To Golf Outing At Chi Club

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O'Brien, Coleman, Gordon, Join Parkoff And Kaye In A Presentation

NEW YORK—Atlantic New York Corporation, owners of the Seeburg "LP Console" phonograph before nearly 500 operators and guests last Tuesday, September 13, in the ballroom of the Park-Sheraton Hotel, and the formal presentation was one of the most dramatic and colorful premieres ever held in this area. (See Seeburg story on first section page). Meyer Parkoff, Atlantic President, and Murray Kaye, Regional Sales Manager, hosted for the evening, along with Oscar Parkoff, New Jersey based Regional Manager, Harry Coleman, Connecticut manager, were joined by Seeburg's Albritton, Colman, Chairman; Frank O'Brien, President; Jack Gordon, Executive Vice-President; Bill Kaye, Regional Sales Representatives. The show contented itself with anything from dancing girls to try "breakthrough" and lasted for approximately two and one-half hours.

Cocktails and dinner were served the guests before the show started. The Park-Sheraton stage was the focal point of the presentation and a professional staging crew supervised the proceedings.

The Seeburg "LP Console" was unveiled on a turntable before the audience. Operator reaction was gratifying for the distributor and factory representatives on hand. In addition to the phonograph itself, which is styled in a durable non-mar Walnut cabinet along the lines of a luxury home console, the "Console," a new type wall box, was previewed.

The equipment, which was dramatically presented with narrations, personal introductions, and the accompaniment of color slides, was complemented by new ideas in technical and service equipment, all of which is formally outlined in the Seeburg story on first news page.

Meyer Parkoff led off proceedings with a formal acknowledgement of leading officials from banks, factoring and money-lending firms, trade associations, the press, and various dignitaries. Dancing girls pranced onto the stage to the accompaniment of "This Could Be The Start Of Something Big," a top show-starter, and the action didn't stop until Parkoff invited everyone back to the bar for drinks and informal talk, two and one-half hours later.

He stressed to operators that the industry was "growing up" with this new equipment. Parkoff's introductory talk was sprinkled with terms such as "maturity," "market, heights," "growth," and "compliance," et al, all of which set the scene for a machine that Seeburg claims will put the operator on a legitimate basis in locations where juke boxes have never before been heard.

Jack Gordon said that Seeburg is "blazing a trail of achievement" in the music machine industry. Operators from all three states were present.

Murray Kaye ascended the podium for a talk on the new service features of the Seeburg "LP Console" and discussed "100% transistorized amplifiers," plug-in, slide-out circuitry, improved stylus, and other service features.

Prutting outlined the 33 rpm program, the "Album Of The Week," and the manner in which the new phonograph accommodates these new features. Pricing (10c per single, 2 for 25c, 6 for 50c), Seeburg's album library, the new "Consolette," an "Income Totalizer," with "private eye," security, and location contract possibilities were outlined. Even the promise of a mobile unit housed in a trailer which will be taken on nationwide tour was shown on the screen.

But the hit of the evening was the joke box itself, the "LP Console." Atlantic officials advised Cash Box that interviews conducted immediately after the show, and during the following day, were "highly gratifying" and reflected keen interest on the part of operators who saw the equipment. Immediate sales response was termed "excellent."

The total number in attendance topped the 550 mark and many leading industry representatives were present. The long list included Jack Pritchett, Manufacturers Trust Co.; Jack Schuler and Joseph Bein, Gibraltar Credit Co.; Philip Kam, Phare Associates Co.; Pete Scanett; Finance Co. of America; Carl Pavesi, President, Westchester Operators Guild; Albert Denver, President, Music Operators of New York; Mike Mulqueen, President, New York State Operators Guild; Jack Wilson, former President, New York State Operators Guild; Gerry Lambert, President; and Abe Fish, Connecticut Amusement Machine Operators; a telegram from NYSCMA's Millie McCarthy, who was detained in Albany was read; Bill Schwartz, Seeburg Vending Division Representative; Atlantic sales reps Mike Calland, Steve Quinn, Gordon Howard, and many of the staff from Atlantic; representatives from Billboard and Cash Box; and officials from several leading record manufacturers.

The Seeburg "LP Console" was not lost on the assembled audience, only a few pounds of sweat. It seems that CBS-TV was contacted by Weintraub when the anti-slug bill was passed earlier. It suggested CBS news crew tour New York City with a camera and shoot vending machines on location to illustrate the finer points of the new for such legislation. After Weintraub called everyone in town to be sure they caught the show, he headed for a TV set himself. However, one does not predict the turn of the television executive mind. And as it turned out no such film appeared on the 11 o'clock news show. We called "Tiny" the next day to find out what happened.

"They told me the sound on the soundtrack didn't reproduce satisfactorily. There's something wrong with the dummy. It's going to be junked!" stated the sad soul.

"It's a good thing I have a sense of humor, ha-ha-ha," went the voice as we slipped the "true" copy phone. Well, that's show biz, Tiny!

AL ALBRITTON ON ROAD WITH NEW KIDDIE RIDE

MURRAY, KY.—Al Albritton, veteran coin machine salesman, has advised Cash Box that he is currently on the road south with the new Seeburg Vending Rack and 3000 series machines on the Texas and Oklahoma, with a kiddle ride called "Buckin' Bronc," manufactured by Pioneer Precision Products, Inc., an Alden, New York firm.

The ride was displayed at the last MOA show. After relating the fact that there will be a 3/4 million dollars in the USA next year, Albritton closes with . . . "I'm in the saddle again on 'Buckin' Bronc' and will gallop right through the south!"
West Va. Ops
Annual Party Set

OAK HILL, WEST VA.—John "Red" Wallace, President of the West Virginia Music & Vending Association, Inc., this city, advised the trade here last week that final plans have been set for the forthcoming Eighth Annual Convention and Banquet, scheduled to be held September 27-29 at the Holiday Inn, Huntington, West Virginia. The association expects a record attendance. Bob Blundell, Executive Director of MOA, will speak to the ops.

Williams Ships
"Kingpin" Game

CHICAGO—The strong popularity of bowling—on the playfield of a pinball amusement game—is the prime feature of an exciting new coin-operated entry of a new Williams five-ball, "Kingpin," according to J. A. (Art) Weinand, vice president of Williams Electronic Manufacturing Corporation, this city, who last week announced the release to the coin machine trade of this beautifully designed coin-operated game to open the upcoming Fall sales campaign for the Chicago based amusement equipment manufacturer.

Weinand asserted that "Kingpin" has the big appeal of bowling with 'strikes' and 'spares' to attract maximum play and earnings in all types of locations.

He said: "A mere glance at 'Kingpin' will certainly point up the suspenseful action on the playfield. Which, incidentally, is further enhanced by colorful lighting and illustrations on the light box in this new Williams mechanical marvel.''

Weinand then proceeded to explain the scoring in "Kingpin." He stated that rolling the balls over the ten pins (at the center of the playfield) awards the player a 'strike'. This game, he parenthetically said, has "extra special ways to score" for added suspense and excitement.

The center roller scores a 'spare' when hit. Furthermore, two roller lanes, two targets, and two roller buttons score a 'spare' when hit.

When the player manages to hit the roller buttons 1 to 10 (the aforementioned pin triangle layout), he scores a 'strike'.

In other scoring features, when three roller lanes and two skill holes are lighted the player scores the "Special" award. Action equipment on the playfield includes three jet bumpers, four new metal polished chrome flippers, and 1 kickup shooter for suspenseful action on the playfield.

For the past few years Williams engineers and designers, Weinand explained, have concentrated on the creation of ultra-modern cabinetry. This excellent theme has been carried out in the new "Kingpin" pinball amusement game. There are highly polished, durable siderails and sturdy legs, a one-piece locked cash box door, twin coin chutes and a slug rejector.

Wise Operators...

HAS WHAT IT TAKES TO GO PLACES...
- Conventional Playfield
- Conventional Backglass Scoring.
- Instantly Responsive Scoring Mechanism
- Chrome side and front rails
- Beautiful cabinet with two-tone red and pebble dash deluxe finish
- Steel door
- Plasticote finish extends playfield life indefinitely.

Order Yours Today

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Featuring: Totally new, contoured scoreboard.
New built-in light in scoreboard. New end lamps for beauty and illumination.

See it at your distributor now or write for free color brochure.

Games ★ Music ★ Arcade Equipment ★ Check BANNER FIRST!

Cash Box—September 22, 1962
Cash Box

VENDING

The Vending Machine Industry's Only Weekly

Interstate Awarded Humble Oil Feeding Contract For Houston Plant

Brass Rail's Cafeteria Will Serve 8000 In 44-Story Building

CHICAGO — Humble Oil & Refining Company has announced awarding the contract for operating the public dining facilities in the new 44-story Humble Building in Houston to The Brass Rail Food Service Division of Interstate Vending Company of Chicago. Facilities to be operated by The Brass Rail are a 1,000-seat cafeteria and the con-


Eastman Develops Plastic Shelves To Lighten Load On Carrier Mechanism

NEW YORK — Toug, lightweight shelves molded of Tenite polypropylene plastic reduce the load on the carrier mechanism in a new candy vending machine.

A unique color is used, except for every fifth shelf, which is in natural translucent to give service men visual aid in taking inventory count. Quiet in operation, the polypropylene shelves replace the usual metal. Machine is a Rovex candy vendor.

NAMA's Kallick App'td.

CHICAGO—Sidney L. Kallick, western office manager and counsel of National Automatic Merchandising Association, has been appointed to succeeding the late Kallick, 19th president of the Atlantic Council.

The Council acts as an educational medium to help create and develop a common interest in the common purpose between the free nations of Europe and America.

In 1959 Kallick was one of a select group of American business and po-
World Wide Intros "LP Console" At Chi-Sheraton

CHICAGO—An explosive, gala "Break Through"—a la Seeburg—was the order of the evening, Wednesday, September 6, for a huge audience of music operators from all over this wide area, in answer to the call from Joel Stern, proxy of World Wide Distributing Company, of this city, and the firm's general sales manager, Fred Skor, in the Grand Ballroom of the Sheraton-Chicago Hotel in this city.

The reason for all this wondersome, according to reports, is a new concept in coin-operated phonograph design with a "champagne" presentation, which is currently on the production line at Seeburg. This new phonograph—Seeburg's "LP Console"—offers many revolutionary, new features. (See Seeburg story on first news page.)

The overall cabinet design lends more to a home stereo hi-fi decor rather than the conventional coin-operated phonograph cabinet.

Every phase of this ambitious Seeburg "Break Through" in sound and serviceability was presented at the plush showing during an after dinner hour long presentation of the entire Seeburg package for 1962-63. Suspense built up at the show preceding the evening.

The introduction at the start of the show was made by Joel Stern, President of World Wide Distributing, who prelumed what was in store for the music operators during the Fall and Winter seasons.

On the speaker's podium during the introduction were Joel Stern, Fred Skor and Kurt Kuever, general manager in charge of the service dept., at World Wide. Jack C. Gordon, executive vice president and the man responsible for the introduction of the new phonograph, introduced the Seeburg "LP Console," and its exciting accessory features. He also took to the stage by Bob Dunlap, Delbert Coleman, chairman of the board, and Frank O'Brien, Seeburg's president.

Gordon and Dunlap announced Seeburg's "Break Through" by first introducing the exciting, new phonos. As the turntable on the stage revolved slowly to reveal the "LP Console" there was an obvious hush throughout the balcony seating.

Gordon explained that the new Seeburg "LP Console" will be available to operators anywhere in the country in a short time. The new phonograph's features have been designed to suit the needs of the operator. It is equipped with a wide variety of accessories which will be available to the operators. The new phonograph has been designed to be easily serviced and will have a long life span.

The "LP Console" was designed for the operator who wants the very best in sound quality and serviceability. It is equipped with the latest in phonograph technology and has been tested by the operators in the field to be reliable and trouble-free.

The "LP Console" has been designed to be easy to service and to have a long life span. It is equipped with the latest in phonograph technology and has been tested by the operators in the field to be reliable and trouble-free.

Other features presented in this new Seeburg package by Joel Stern, Skor and Kuever include the surprising automatic income totalizer. The surprising thing about this unit, according to Dunlap, is that it totals up all of the money and, not just the individual coin denominations. It also has a "Private Eye" detecting device to warn of tampering.

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THE GAME'S THE THING: A service school at United Products Co., Omaha, recently attracted a host of ops interested in the finer points of shuffle alleys. Andy Ducay (right of back-box) conducted the school while Hymie and Eddie Zorinsky, and Howard Ellis, hosted the mechanics.

SAVE $$$ ON GLASS REPLACEMENTS

ARM-R-CLAD TEMPERED PIN GLASS—5 TIMES STRONGER THAN REGULAR GLASS

- REDUCE Replacement
- FEWER Service Calls—LESS Down Time

TWO OF PHILADELPHIA'S LARGEST PIN OPERATORS HAVE BEEN USING ARM-R-CLAD FOR 9 MONTHS AND HAVEN'T REPLACED A PIECE OF ARM-R-CLAD GLASS YET

Stan Harris & Co. says: "The greatest improvement in years. We have covered our whole operation and should save over $2,000 this year. Last year at this time we had replaced over 200 pieces. This year not one."

Interested Dealers write:

HORDIS BROS. INC.,
852 Hyton Road,
Pennsauken, N. J.

FREE!

To The First 1000 Subscribers . . .

Your Copy Of The Cash Box

COIN MACHINE DIRECTORY

Send Check With Application Below, Today

1780 BROADWAY
NEW YORK 19, N. Y.

Enclosed find my check.

$15 for a full year (52 weeks) subscription
$30 for a full year (Airmail in United States)
$30 for a full year (outside United States)
$45 for a full year (Airmail outside U. S.)

NAME
FIRM
ADDRESS
CITY
STATE

Please Check Proper Classification Below
MY FIRM OPERATES THE FOLLOWING EQUIPMENT:
JUKE BOXES . . . . .
AMUSEMENT GAMES . . .
CIGARETTE MACHINES . . . . .
VENDING MACHINES . . . . .
OTHER . . . . .

California Clippings

Distributors and operators are looking forward to the usual pickup in the business trend that follows the reopening of schools and the closing of the bowling season. . . . The first shipment of the "Desert Hunter" gun built by Dale Engineering especially for the R. F. Jones Co., arrived this week in San Francisco. Nick Klein informed this machine was field tested from June 8 till now, and they're elated at the consistent business that this machine has evidenced since it was returned from a very successful trip to San Diego and is looking forward to returning again next week. Due to the rapid growth of the company, two new employees have been added to the office staff. Rody Ward State and Nancy Brockman will assist in inventory control equipment. Melodie Carr was hospitalized for a week due to a fall, resulting in back injury.

Bill Fritz, mgr. of the parts dept., announced that Paul Laymon Inc. has taken on the Raynor Amplifier & Tuner line which offers the operator a full line of equipment for home & business. Randy Elder has announced that he will be opening his new Restaurant soon, but will continue with his job at Laymon's.

Bob Whiteland, operator & distributor in South Dakota, paid a visit to Duarte International Sales this week. The shop is busy preparing export orders for shipments to Manila and Hong Kong. . . . Joe Perry of Decca Records stopped by the Leuenhagen & Rader's Wish Bar to give them his new "Baby That's All." Bob Holladay was also in accompanied by Lari & Lee, plugging their first release on Columbia Records, "Little Fiddle".

Nick Lanzy of American Coin Machine will be spending a few days in San Francisco to attend the Elks conference. . . . A carload of new photographs arrived this week at the Wurlitzer Factory Branch. John Scavonelli maintained that Cliff Jones is vacationing in the Northern area, for two weeks. Cliff Nugent is in Bakersfield, Calif., and Charles Halliday is in Santa Barbara, calling on O.P.'s. . . . Sonny Lomberg reports the new Norstan "Helicopter" ride has met with immediate acceptance at Simon Distributing Co., Joe Simon from Chicago, and Nick Simon returned from a combination business and pleasure trip to Las Vegas.

Garth Orland of California Music Co. is back from his vacation looking rested, and expressed having a wonderful time. Buddy Robinson is planning to fly to Chicago for his two week holiday. . . . The new United "Tropics" bellows are now on the market at C. A. Robinson & Co. with the advent of the Fall bowling season, they anticipate seeing a tremendous increase in bowler play. When Hank added, they are looking forward to strong sales on this very attractive bowler.

Dick Wright, western regional mgr. of the Seeburg vending div., in town for a week, was keeping busy looking into the expansion of Seeburg service. Nick Most formerly with Vendo and now special factory rep for Vending, were also in last week.

In town visiting distributors and one-stops this week were: Art Moore, Torrance; Cecil Ellison, Lancaster; S. L. Griffin, Pomona; Joe Tamberinis, Beaumont; Hodge, Hargett; Eddie O'Neill, San Antonio; Arthur Meyer Jr., La Habra; Lloyd Gratto, Sherman Oaks, and Charles Lyons, Long Beach.

Houston Happenings

The new model Seeburg coin operated phonograph was unveiled Sept. 5th by H. A. Franz & Co. before the largest crowd ever to attend a new model showing in Houston. The huge Knights of Columbus hall was filled well before the 6 P.M. official opening hour. Additional tables were added comfortably to accommodate the overflow crowd. 330 dinner reservations were filled and more added with the extra tables and for late arrivals. A conservative estimate placed total attendance at 400 plus.

Cocktail hour, thirty minutes of live entertainment by a local troupe of young singing beauties and a sumptuous barbecue dinner, was the initial presentation of the new models. H. A. Franz, head of H. A. Franz & Co., encircled the affair. He was able assistant in the execution of the whole company personnel including Bobby McAfee, Wade Gibson, Jim McNeely, Earl Root, Bud Wright and Francis Cruz. John J. Blaney, sales manager, Seeburg International, Inc.; Ted Burns, president, national sales division, Seeburg, The Seeburg Corporation; Norman G. Haas, sales engineer, The Seeburg Corporation and Joe Kearsley and Joe Colonna, sales representatives, The Seeburg Sales Corporation of the city's largest coin operated phonograph house, were in direct charge of the hour long actual showing and taped recordings of the new machines and operating accessories. The last five mentioned Seeburg house officials then go from Houston to Oklahoma City for a Sept. 9th showing, then back to Dallas for a Sept. 12th showing, over to San Antonio for their final Texas show Sept. 14th and back to Chicago by Sept. 17th.

A major part of the Houston Coin Machine Operators Association Sept. 9th meeting was occupied with plans and discussion for participating in an organizational meeting of the Texas Coin Machine Council at Villa Capri Hotel, Houston, on Sunday, Sept. 19th, 20 from those state wide reservations to attend and more were expected to sign up before Sunday.

Our sincerest expression of sympathy to Sam E. and A. C. (Buster) Ayo on the death of their mother, Mrs. Alice Ayo August 24th. . . . A. F. Dietrich, special representative, The Wurlitzer Company, traveling this territory and explaining to all the very successful "Ten Top Tunes" plan lately inaugurated by the Wurlitzer Company. The system in this area apparently works best with the lower revenue class of operators. Gross income for new plans has increased 25% to around 40%.

Since the opening of Rowe AC Services, visited Gardener Sales Corporation here during his routine business tour of the State. . . . Viola (Vi) Hollowell, United Records, back from vacation with a lusty sun tan as evidence that she did travel about.

Happy Birthday This Week To:

WORLD WIDE HAS MOVED!!!
WE ARE NOW IN LARGER, MODERN QUARTERS TO SERVE YOU BETTER and FASTER!

NEW ADDRESS
2732-44 W. FULLERTON AVE., CHICAGO 47, ILL.

SAME PHONE
EVerglade 4-2300 (Area Code 312)

AND GREATER THAN EVER BUYS ON QUALITY EQUIPMENT!

BASEBALL
WILLIAMS
'62 WORLD SERIES $445
DLX. BATTING CHAMP $375
OFFICIAL BASEBALL $295
PINCH HITTER $265
STOP $195
BONUS BASEBALL $445
DELUXE BASEBALL $249
HEAVY HITTER . BALLY $175

VENDING
CIGARETTE
SEESEURG E-1 $175
COFFEE
BALLY 293 $250
BERRY MILLS $175
APEX 9-B. 4-drink $245
STEWART 55-COA $225
STEWART 55-COA $145
BALLY 440-B $495
BALLY 397 $645
COLD DRINK
1956 APEX 4-drink $295
ROWE 1-1,000 $445
ROWE 1-2,000 $445

ARCADe
C.C. PRO HOCKEY $425
C.C. PRO BASKETBALL $395
BALLY SKILL ROLL $50
C.C. BULLET DROP BALL $75
C.C. GOALIE $75
UN. SHOOTING STAR $110

BINGO
CAN CAN $745
BIXI $645
CIRCUS QUEEN $575
ACAPULCO $525
ROLLER DERBY $475
LAGUNA BEACH $445
COUNTY FAIR $395
TOWNSHIP $295
CARNIVAL QUEEN $245
MIAMI BEACH $65

UPRIGHTS
TWIN RED ARROW $395
CRUZ CROSS DIAMOND $225
DELUXE BIG TENT $175
LIL' BUCKAROO $135
TWIN TRAIL BLAZER $395
TRAIL BLAZER $295
DOUBLE SHOT $95
TWIN WILDCAT $225
SKEET SHOOT $75

GUNS
C.C. RAY GUN $295
C.C. SHOOT THE CLOWN $295
C.C. LONG RANGE RIFLE $225
BALLY DERBY GUN $195
BALLY SHARPSHOOTER $195
BALLY MIDWAY GUN $245
WILLIAMS CRUSADER $295
WILLIAMS HERCULES GUN $225
WILLIAMS TITAN $345

LONG BOWLERS
BALLY
14" ABC BOWLING LAKES $125
11" ABC BOWLING LAKES $125
11" CHAMPION BOWLING LAKES $125
11" CHAMPION BOWLING LAKES $125
14" CHALLENGER $495
14" LUCKY $295
14" TROPHY $225

CHICAGO COIN
16" CONTINENTAL $795
16" PRINCESS $695
16" DUCHES $595
16" QUEEN $525
16" KING $475
16" TV $195

United
16" SAVOY $525
16" DUPLEX $395
16" JUMBO $195
16" PLATINUM $325
16" ADVANCE $345
13" SIMPLEX $295

PHONE YOUR ORDERS COLLECT!

MUSIC
SEEBURG
AD-1400 $825
220H $725
220H $775
201H $625
191 $575
1-100 $395
KD-200H $375
KD-200 $325
VI-200 $225
V-200 $195
M-100B $115

ROCK-OLA
1492-200 $745
1488-200 $775
1478-200 $775
1468-200 $725
1442-50 $145

AMF
K-200 $395
J-200 $445
H-200 $345
G-200 $195
G-120 $175
F-120...

WURLITZER
2300 $425
2150 $295
1800 $225

SHI
BALLY
OFFICIAL JOMBO $275
Dlx. Club $275

WHIZ
Dlx. Congress $275

NIAGARA
ATLAS $175

EAGLE
CYCLONE $135

6-STAR HANDICAP $165

POOL
with SLATE
FISCHER 6-PT. VIS $175
FISCHER IMP. VI $175
VALLEY 7450 $215
MARK II, 90° $275
WILLIAMS 6-PT. $165
IRVING KAYE FLEETWOOD $175

WORLD WIDE DISTRIBUTORS, INC.
2732-44 W. FULLERTON AVE., CHICAGO 47, ILL.

Cash Box—September 22, 1962
More than the usual number of coinmen gathered at Colleen on last Tuesday, all dressed and ready for the Seeburg premiere which took place on Tuesday evening at the Park-Sheraton Hotel (see story elsewhere). Murray Baruch, Colleen president, under construction of the firm's sales mgr., who spoke eloquently of the podium during the ceremony, presented the new Atlantic New York City Corp. to the collection to the passage (or virtual passage) of the anti-slug legislation coinmen have worked so hard for over the years. The Bill was passed by both Houses and awaits JPR's signature which is a federal offense to transport slugs interstate or to make slugs. This will go a long way to keeping the machines on location safe from the phonies.

Irv Fenishel, Boklyn op, a grandpa for the fourth time. His two sons-in-law work on the same machines, Shloime Lipman is the father of 3 children, Irwin Cooper has 1 child. . . . Harry Brodsky, Harbor Auto, Bklyn, celebrates several occasions during the month of October: Wedding Anniversary Oct. 4th; his daughter's (Helen Weissman) birthday the Wednesday before this birthday (he's 12) on the 20th... Teddy Blatt's son, Donald, graduated from L'Harvard Law in June. . . . Some Fed's wife, whose name never appears in Cash Box (so here it is)... . . . Mr. and Mrs. Marty Sonin celebrate their 35th Wedding Anniversary this month... . . . Oldtimers, among them, are Joe Ruben, Marvin Liebowitz and Willie Levy. Willie moved back to Brooklyn after operating machines in 1961 for 12 years. Walt Conde and Vic Venderleend, DVM Music, drove all the way in from Cophagen, Long Island, to attend the party... . . . Ben Goldstein, down from the Catskills to say hello to every... on both with the minus this week-end and passed. Roy Vendre has reme, L. I., serious listeners as Seeburg execs explained the details of the... Doubleloom, 46... . . . Analysts of Atlantic say... at the cash box... they have many wallboxes on the route... . . . Bert Betti, in from Jersey with several local ops. Bert told us his Rock-Ola business was very good and the phone table sales haven't slowed yet this he said. The house in Demarest has turned out to be a real cozy home. Bert's wife, Eileen, may assist him on his next trip to California, if he gets his in-law's schedule. They're arriving from England in two weeks to stay for a few months.

Bob Wilson, Beverage Retailer Weekly, a press member in attendance at the show, expects locations to read about the machine this week... Good to see Jack Gordon looking so great and (young)! Del Coleman told the group that the entire program was Jack's idea... . . . Meyer Parnes was expecting money coming up with the new income totalizer... . . . Harold Rosenberg attended the affair with Nat Bendersky and reminded us that we'll team up with Morris Roff for golf at the Laurels this weekend.

Mike Mulqueen reminds us that Norma Rivers and Bill Dietrich will perform at the can-op affair as we spot him turning golf (match) with some listen...ers, Ruth Micaelson bubbling over for several reasons: she signed a new location that morning, and she was looking forward to... . . . the Laurels (her second home)... . . . The Herman Brothers, all in from Bklyn, attended the Atlantic affair... . . . Jack Wilson was there... . . . So was Carl Pavesi and Seymour Pollak, and a host of others. . . .

Tiny Weintraub, managing director of CMA spent all day Tuesday with a camera and the news crew from CBS to film locations with machines in order that the anti-slug legislation which passed earlier. They must have lost a few pounds taking these guys all over town and really doing a bang-up job. Before the show got on the air, one friend and tell 'em 'to be sure they watch Channel 2 at either 7 PM or 11 PM, the new shows. Well, seven and eleven came and went and no anti-slug photos, no Atlantic machines. . . .

Tiny Dunlop, who ETS is surprising the Dalles area. . . . Vic Haim, R&H Belam exec, still a hardy man on the golf course and the dance floor, hobbling, walking a little with a cane. . . . Solly Budinoff at the Seeburg party, after he had driven down from Stamford with his wife... . . . Al Simon busy with two buyers when we called. Al D'Alilore expected to attend the Laurels affair... . . . Vic Haim, R&H Belam exec, still a hardy man on the golf course and the dance floor, hobbling, walking a little with a cane. . . . Solly Budinoff at the Seeburg party, after he had driven down from Stamford with his wife... . . . Al Simon busy with two buyers when we called. Al D'Alilore expected to attend the Laurels affair... . . . Vic Haim, R&H Belam exec, still a hardy man on the golf course and the dance floor, hobbling, walking a little with a cane. . . . Solly Budinoff at the Seeburg party, after he had driven down from Stamford with his wife... . . . Al Simon busy with two buyers when we called. Al D'Alilore expected to attend the Laurels affair... . . . Vic Haim, R&H Belam exec, still a hardy man on the golf course and the dance floor, hobbling, walking a little with a cane. . . .

Barney Sagerman, at his desk in New York, picks up a ringing telephone to hear Myron's voice all the way from Utah. The voice is the voice of the future pop on the progress of his four week Latin trip, Abe Green into NYC for a talk with Shaggy. Dave Stern, a picture in "baby blue," drop into Ersun's and come back singing that his trip was a trip of a lifetime. . . . Solly Budinoff at the Seeburg party, after he had driven down from Stamford with his wife... . . . Al Simon busy with two buyers when we called. Al D’Alilore expected to attend the Laurels affair... . . . Vic Haim, R&H Belam exec, still a hardy man on the golf course and the dance floor, hobbling, walking a little with a cane. . . .

Now's the time to see the latest Seeburg coin-operated vending equipment at Atlantic New York City Corp., or any other location where you can see Atlantic New York City Corp. Coinmen listed for the annual affair in Huntington at the Holiday Inn, Sept. 27-28. Check Shaggy when he's in New York... . . . Topics also coming up in the New York area in horse jumping contests. . . .

Millie McCarthy was delayed Tuesday in Albany—legislative doing.

Eastern Flashes

A New Source of Income

Seeburg Will Exceed $51 Million

Rise Amounts To 45% Increase Over '61

NEW YORK—The Seeburg Corporation expects sales for the current fiscal year, ending October 31, 1962, to exceed $51,000,000, a rise of more than 45% from its record 1961 sales of $35,000,000. Delbert W. Coleman, chairman, told the New York Society of Security Analysts on Thursday, September 13. He said that sales of vending equipment will reach $25,000,000 more than double the $12,000,000 sales in 1961, and that sales of coin-operated phonographs would approximate $20,000,000, an 85% increase. The company also manufactures background music systems, hearing aids and other electronic equipment.

Seeburg estimates that net income for 1962 will be more than $1,700,000, or 55 cents a share. This includes a tax credit of $1,100,000, or 25 cents a share. Earnings in 1961 were $1,051,000, or 34 cents a share, including a tax credit of $400,000, equal to 25 cents a share.

The Buyers Read

Cash Box

The Buyers Read...

Cash Box... September 22, 1962
All industry eyes are focused on the Seeburg Corporation and that firm's introduction of the new "LP Console" phonos and "LP Consolette" wallbox, and all industry sources. Tom Herrick considers this the greatest step Seeburg has taken since the introduction of Seeburg's M-100A phon in 1948 and the "Artistic of the Week" shows in 1950. Tom also stated that sales are on the increase, and have been since early last week, in every distributive point throughout the United States, Canada, and on the European Continent.

We bid welcome to Carl Carman and Marion Gregory to the ever growing Seeburg Corp. family. Carlman is the new vice president of Operations Planning, a position formerly held by the late John J. Zamboni. Marion assumes the position of vice president of Quality Assurance. Just a few words to acknowledge the presence of long time Seeburg execs—the eternally affable and genial Bruce Jacory—at the World Wide Distributors gala show held at the Seeburg Hotel, last Wednesday night, Sept. 9. Others on hand were Seeburg's Bill Clark and Lew Halsey.

In New York was Seeburg distirb Meyer Parkoff, and from Phily Bill Adair, another Seeburg distributor. These names are added to the lengthy attendance list of Seeburg brass mentioned in last week's column.

It's official: Bill Skor, general sales manager for R-W & V, announces that New York State 400 people attended the big show at the Sheraton-Chicago Hotel last week. Joel Stern, World Wide prez; general manager Howie Freer, and general manager of the World Wide service division, asked us to convey their thanks to all who attended the show.

The exciting word from Mort Secore, sales director of Chicago Dynamic Industries, is that Chicago Coin is a slot machine and with some- thing entirely different in coin-operated amusement games from ChiCoin's usual run of bowling equipment, etc. Nobody at ChiCoin (and that includes the firm's prez, Sam Wolfberg and Sam Gem-Q) had anything to add to Mort's statement.

There is continued excellent activity in sale of Rowe-AMI phonos and Rowe vending equipment, and good used amusement, music and vending machines at Atlas Music Co., according to Nate Feinstein. Nate attributes the success of Atlas Music used equipment to fine service staff and faciliites. The service the capable staff renders the operators in this area is a prime factor toward this success, Nate said.

They're so busy at Empire Coin Machine Exchange of late that we find ourselves conversing mostly with Helen, Empire's efficient receptionist.

Alto our chief executive was "elbow bending," we had a ball at Dave Rock- ola's golf outing for his execs at Villa Olivia Country Club, last Saturday, Sept. 6. On hand also were Ed Doris, Don Rockola and young Dr. David Rock- ola. After the game, Rockoff, Bill Halderman, Lee Rieck, Jack Barabash, and many others—to numerous to mention here . . . Rapidly rising young Chicago operator, Lee Stanley, tells us of greater expansion in his firm since he added another music route to his holdings. Lee maintained that "we always keep our key operators for the industry."

Herb Perkins, head of Purveyor Distributs, reports business is good in his territory. He is off to the West Coast again, and due back in his office sometime next week.

The reports from Joe Klins, Sam Kelber and Fred Kline, of First Coin Distributors, is that there is a great turn out of shorty used amuse- ment and music equipment to fill the heavy influx of orders, especially to the European markets.

The action at D. Gottlieb & Co. is exceptional with the "Preview" 2 player pinball amusement game, according to Nate Gottlieb.

Art Williams, vice president of Williams Electronic Mfg Corp., popped off for a few days to visit Phil Mous' distriib firm in Des Moines and returned to his office last Wednesday, Sept. 12. Sam Stern, prexy of Williams, announced the release during the latter part of last week of Williams new "Kingpin" 5-ball pinball amusement game. It offers the exciting appeal of bowling on a pinball machine, according to Sam.

Paul Huebcs, vice prexy of J. H. Keeney & Co., reports that acceptance of Keeney's "Rainbow" in-line pin game is rolling merrily along in many domestic and foreign markets. Clayton Nemeroff reminds us that there is an increase in sales of Keeney's "Summertime" or "Roll-A-Line" and "Sweet Shawnee." Keeney president Roy McGinnis is feeling quite chippy these days, and very much on his golf game. He spends much of his spare time on the course while the weather is good.

It was nice visiting and chatting with Tom Sams, Dean McMurdy, Jack Harpe, Bob MacGregor, Jim Nowlander and Phil Glover at Rowe-AC Services last Monday, Sept. 10. The business outlook is very good at Rowe-AC. Phono sales are delightfully heavy, according to Tom Sams. Vending machine business is excellent, according to Jim and Bob.

Business is "jumping" at YJG. In fact, to the extent that we're finding it difficult to chat with Herb Oettinger and Billy DeSelm. However, we observed heavy action on United twin beauties, "Embassy" shuffle alley and "Tropics" big ball bowling alley. Both have what Bill calls "Dual-Flash" scoring and other neat effects. General Bob Blundell, managing director of MOA, planned east to attend the Laurels Country Club meeting of the New York State Operators Assn., Inc. Bob was invited to address the ops by association president Millie McCarthy. Also on hand will be Cash Box prexy & publisher, Vintage Pat and Marky Tooke.

One of the happiest trios in this neck of the woods are Hank Ross, Marceline (Iggy) Wolverton (and we don't say 'mountain'), and Ralph Sheffield, of Mid- way Mfg. Co. The reason for this feeling is the recent naming of Barney Sagerman's Runyon Sales Co. to handle Midway's amusement game line in New York, New Jersey, Connecticut and Rhode Island. The vacation periods are practically at an end at Marvel Mfg., and prexy Ted Ruby and Estelle Bye are now expecting a healthy season with Marvel's parts line and with "Lucky Horoscope.

Cash Box—September 22, 1962
New "Hard-Cote" Finish Extends Playboard Life to an All-Time High!

Valley Sales Co., A Division of Valley MFG. Co., Twinbrook 5-8587
333 Morton St., Bay City, Mich.

Midwest Musings

Mr. and Mrs. Bob Aberin, LaMoure, No. Dakota, in town over the week end. Took in the State Fair and while Bob spent the day visiting the distributors. Mrs. Aberin spent the day shopping... Bill Hunder and his family in town for the day. Bill making the rounds and picking up parts and records. Mr. & Mrs. Glen Bischel, Chippewa Falls, Wisc. in town for the day. Glen having that healthy looking tan, being outside a lot. Fishing and fishing. Happy birthday to Frank Coubal, Bloomer, Wisc. and George Berquist, Ironwood, Mich. Mr. & Mrs. Freeman Woodhull, J. P. Seeburg service engineer at Lakeview this week for a few days. . . . Eddie Kubas, New Prague, Minn. in town for a few hours. Was operated on a few months ago and looks good and is getting around ok. . . . Lou Boll, Minneapolis op. up and around after spending 8 days in the hospital, with bleeding ulcers. His first experience, so is taking very good care of his diet and getting the proper rest.

Al Reese, Watertown, So. Dakota in town for a few days visiting relatives and looking over the day calling on dealers. . . . Mr. & Mrs. Russell Gewart, Baldwin, Wis. in town for the day picking up records and parts. Nipsy Russell at Freddie's Cafe for one week starting Sat. 8th . . . Mr. & Mrs. Gordon Stout, Pierre, So. Dakota in town for a few days. Mrs. Stout doing some important shopping and Gordon visiting a few distributors. Gordon is head of the front office of the Pierre baseball club and was all smiles as the club wound up its schedule in first place and won in the play offs.

Charley Rose and son Harold in town for the day. Charley at 75 is looking younger and is still on the road doing the checking.

SF Names Federated Credit Ohio Correspondent

NEW YORK—Federated Credit Bureau, Inc. of Cincinnati, Ohio, last week was appointed state-wide Senior Correspondent for Standard Financial Corporation of New York. The announcement was made jointly by Standard's president, Theodore H. Silbert and Federated's president, Roger Abramson and executive vice president, Irving Bloom.

With resources of $150,000,000, Standard Financial Corporation is one of the leading nation-wide commercial finance institutions in the country.

The staff of Federated will offer expanding Ohio manufacturing and service industries a complete financing program, including factoring, accounts receivable factoring, rediscounting, industrial time sales and lease financing, and consumer installment financing.

Mr. Silbert said, "We are proud of this opportunity to participate in the growth of Ohio industry. Through Federated we expect to provide financing services to many new and growing Ohio manufacturing and service companies."

Federated Credit, established in 1934, has three offices located in Cincinnati, Dayton and Middletown, with three additional sub-offices serving Hamilton, Lebanon and Franklin. In its capacity as a complete credit service agency, Federated will be able to tell the Standard story not only to a great many expansion-minded companies in need of creative financial assistance but, through their day-to-day contacts, to the State's bankers, lawyers and accountants.
**MFRS. NEW EQUIPMENT CURRENTLY IN PRODUCTION**

*Prices shown are list prices, f.o.b. factory. Mfrs. have not authorized prices where on price is shown.*

**ROCK-OLA IRI CORP.**

Model TRU-B-B.—Coffee, Hot Chocolate, Soup Vendor, 1.06 cu. ft. capacity, 48 oz. per cup, liquid soup, fresh cream, with changer.

Model 1690—Coffee, Hot Chocolate, Soup—Single cup fresh brew, 100 cup capacity, coffee 4 w/way, extra cream and sugar, whipped powdered chocolate, whipped powdered sugar, flavored cream, straight coffee, with changer.

**The SEEBURG CORP.**

DS50—Directional stove, 100 selection phonographs.

DS65—Directional stove, 160 selection phonographs.

All models have the following as standard equipment:

- Personalized feature
- Universal playing
- Pick-up head, mint records interlaced
- Dual银行

**J. F. FRANTZ MFG. CO.**

**FISCHER SALES & MFG. CO.**

Crown Imperial VIII

Crown Imperial VI

**IRVING KAYE CO., INC.**

Deluxe Eulogero 6 Pt. Series

**GAMES, INC.**

Still Race.Contracts (June 26)

**D. GOTTLY & CO.**

**IRVING KAYE CO., INC.**

Deluxe Eulogero 6 Pt. Series

**GAMES, INC.**

Still Race Contracts (June 26)

**MIDWAY MFG. CO.**

**ROCK-O-LA MFG. CORP.**

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Marvin Roth of the Roth Novelty Company, Wurlitzer Distributors of Wilkes-Barre, Penna., and Augustus P. Meligonis, owner of the Embassy Restaurant, Public Square, Wilkes-Barre happily pose with the Wurlitzer 2600 that features Ten Top Tunes at the press of a single button for 50 cents. "Smiling Gus" says the speed with which he can stimulate play in off-periods by depositing one coin and pressing the button is wonderful.

Wurlitzer Ten Top Tunes Feature

Quadruples

Earnings in Embassy Restaurant

The Embassy Restaurant in Wilkes-Barre, Penna. has an outstanding Wurlitzer Music System consisting of a location-identified Wurlitzer 2600 phonograph, thirty-three wall boxes and twenty-four speakers, giving the music "presence" to every patron in this large establishment with no blaring loud spots.

Most important, the phonograph features the exclusive Wurlitzer Ten Top Tunes feature. What has it done for earnings? Quadrupled them over the previous installation!

Here, as everywhere this great Wurlitzer feature is offered, it pays for itself over and over again. How about your locations? See your Wurlitzer Distributor TODAY.

The WURLITZER 2600
and REMOTE EQUIPMENT

THE WURLITZER COMPANY • 106 Years of Musical Experience • NORTH TONAWANDA, NEW YORK
UNITED'S

TROPICS

BOWLING ALLEY

Attracts Big Profit Play Seven Ways

REGULATION SCORING
TOP SCORE 300

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

ADVANCE SCORING
TOP SCORE 7300

FLASH SCORING
TOP SCORE 9600

SPECIAL SCORING
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BONUS SCORING
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ALL SPARES' SCORING
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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.

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

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

Name__________________________
Address________________________
City__________________________ Zone____ State__________

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

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

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