The handsome young man seen above in a number of different moods is Columbia Records' rapidly rising young singing star Robert Goulet. Since having won national recognition as Sir Lancelot in the B'way hit "Camelot," Goulet has become an idol of the distaffers. His big romantic voice and his TV appearances have won him a large and loyal following as evidenced by his top selling Columbia LP "The Two Of Us." Goulet embarks on an entirely new career shortly with his opening at the Shoreham Hotel in Washington, D.C. A number of other top club dates and TV appearances follow. Goulet is a star we'll be hearing a great deal more from in the near future. His latest single is "What Kind Of Fool Am I."
I LEFT MY HEART IN SAN FRANCISCO – TONY BENNETT 4-42332
GINA – JOHNNY MATHIS 4-42582
LITTLE BLACK BOOK – JIMMY DEAN 4-42529
THE BURNING OF ATLANTA – CLAUDE KING 4-42581
DON'T YOU BELIEVE IT – ANDY WILLIAMS 4-42523
HULLY GULLY GUITAR – JERRY REED 4-42533
25 MINUTES TO GO – THE BROTHERS FOUR 4-42586
MONTREAL – JOHNNY WILLIAMS 4-42516
THE LONGEST DAY – MITCH MILLER 4-42585
WHAT NEXT?

The record industry has an amazing faculty for rejuvenating itself—if not with a new personality then with a new tempo—if not with a new style, then with a new sound. It is common knowledge that our industry needs something new and exciting every few months—something thrilling enough to lure the record buyer into the stores, especially those who seemingly have a "complete" or "saturated" record collection.

How the phenomenal minds of the record world turn the trick with unbelievable consistency we will never understand. But one can almost wager that just when things are becoming repetitious and contrived, something or someone seems to pop out of nowhere and start things buzzing again.

When you ask any successful hit maker what he expects will be the "big thing" a year from now—if he's wise he'd duck having to give a definite answer. Because no one ever has had to predict future fads or rages with any regularity in our business. Yet there always seems to be something creative and refreshing just around the bend.

Just when someone may be saying—"Have you noticed how many sweeter, prettier and softer records are hitting today?"—the funky sound breaks through again and many of the top hits of the day seem to sound as though they were cut in a garage or basement.

Who would have guessed six months ago that jazz organ or rock and roll organ would be as popular as it is today? Who could have imagined that the Twist, which made the teenage rounds four years ago, would return three years later to recapture the fancy of the younger set and become so overwhelmingly popular with adults? Who could have known that a veteran blues singer named Ray Charles would reach new heights in popularity and sales with Country songs?

And how many people in the trade, as recently as eight or ten weeks ago, knew the meaning of the words Bossa Nova? Even now, with more than 99% of the record buying public completely ignorant of the sound of the new samba-like tempo from Brazil, some fifty albums have been issued or are being readied for release by the end of the year. Perhaps Bossa Nova will meet with solid success in the near future on a broader, more commercial level than is the case at the moment. And if choreography for the beat catches on, who knows what might happen?

It's also possible that the Madison, a dance which had a mild acceptance in the U.S. a few years ago and is now hitting big in Europe, may come back stronger than ever via some European import.

We won't try to predict the record industry's future, but it's good to know that we can almost count on something new turning up every so often.
<table>
<thead>
<tr>
<th>Position</th>
<th>Record</th>
<th>Artist</th>
<th>Label</th>
<th>Peak Position</th>
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<tr>
<td>1</td>
<td>MONSTER MASH</td>
<td>BOBBY PEECOTT-Garpey-41657</td>
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<td>2</td>
<td>SEVEN SLAVES</td>
<td>BOBBY DARIN-40518</td>
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<td>RAMBLIN’ ROSE</td>
<td>JIMMY DURANTE</td>
<td>COLUMBIA-42744</td>
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<td>4</td>
<td>DO YOU LOVE ME</td>
<td>LINDA RONSTADT</td>
<td>WARNER-40908</td>
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<td>HE’S A REBEL</td>
<td>CRYSTALS-Philips-106</td>
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<td>PATCHES</td>
<td>DICKIE LEE-Smash-758</td>
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<td>ALLEY CAT</td>
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<td>8</td>
<td>ONLY LOVE CAN BREAK A HEART</td>
<td>GENE PITNEY-Master-1022</td>
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<td>CHRIST-Monte4-505</td>
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<td>BEACH BOYS-Capitol-4777</td>
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<td>ALL ALONE AM</td>
<td>JIMMY DURANTE</td>
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<td>CHUBBY CHECKER-Parker-849</td>
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<td>VENUS IN BLUE JEANS</td>
<td>JIMMY CLAYTON-Dee-4001</td>
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<td>14</td>
<td>I REMEMBER YOU</td>
<td>MARY WELLS-Motown-10320</td>
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<td>WHO KILLED FABIAN</td>
<td>JIMMY DURANTE</td>
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<td>16</td>
<td>DANCE WITH THE GUITAR MAN</td>
<td>DUANE EDDY-Decca-2087</td>
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<td>GREATEST GUITARIST</td>
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<td>18</td>
<td>HIDE AND GO SEEK</td>
<td>BUNKER Hill-Aria-451</td>
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<td>LOCOr-MOTION</td>
<td>WILLIE E-ABC-1</td>
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<td>NO ONE WILL EVER KNOW</td>
<td>JIMMY DODGE-Decca-1477</td>
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<td>(CALL IT) STORMY MONDAY</td>
<td>BOBBY BLAND-Duke-355</td>
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<td>22</td>
<td>LEAH</td>
<td>ROY ORBISON-Monument-467</td>
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<td>PUNISH HER</td>
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<td>ISLEY BROS.-Wand-127</td>
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<td>DON’T HANG UP</td>
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<td>BARNEY DEAN-Columbia-42520</td>
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<td>SHERRERS-Gorden-608</td>
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<td>RETURN TO SENDER</td>
<td>ELVIS PRESLEY-KCA-8300</td>
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<td>CONNIE FRANCIS-MGM-13096</td>
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<td>BIG GIRLS DON’T CRY</td>
<td>SEASONS-Decca-465</td>
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<td>BELMONTS-Sabina-505</td>
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<td>I’VE GOT A WOMAN</td>
<td>JIMMY McGRiff-Sun-770</td>
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<td>SWEET SIXTEEN BARS</td>
<td>EARL GRANT-Dec-25574</td>
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<td>36</td>
<td>SAVE ALL YOUR LOVIN’ FOR ME</td>
<td>BRENDA-Lee-Dec-31422</td>
<td></td>
<td>28</td>
</tr>
</tbody>
</table>

**BEST SELLING TUNES ON RECORDS COMPILED BY CASH BOX FROM LEADING RETAIL OUTLETS—OCTOBER 20, 1962**
FOUR GREAT NEW
SINGLES
FROM THE FORTHCOMING BROADWAY MUSICAL
"OLIVER!"

NO 8092

NO 8093

NO 8094

NO 8095

STOCK NOW FOR THE RUSH!

RCA VICTOR

The most trusted name in sound
Capitol Names Wallichs Chairman of Board; Livingston, President and Bonbright, Board Vice Chairman in Exec Realignment

HOLLYWOOD—Capitol Records’ top-management structure has been re-aligned. At the label’s board of directors meeting here in Hollywood last week, E. Wallichs, president and founder of Capitol, was elected chairman of the board of the diskery and its seven active affiliate label subsidiaries; Walter W. Livingston was elected president of Capitol Records, Capitol Records Distributing Corp, Capitol Records International, Capitol’s music-publishing firms, Ardmore Music and Receiverwood Music; Daniel C. Bonbright was elected vice chairman of the board as well as president of EMI Corp., Capitol’s electronic subsidi and the Capitol Record Club.

In his new post, Wallichs, Capitol’s head since 1947, will continue as chief executive of the family of companies, Post of board chairman, vacant since 1947 when Buddy DeSylva, who with Wallichs and Johnny Mercer formed Capitol in 1945, was re-signed for health reasons.

As president of Capitol, Livingston will continue with the executive management and corresponding activities in the field of disks and phonographic product. He was elected to the National Broadcasting Co. and later president of California National Productions, an NBC subsidiary. He returned to Capitol as a vice president in Oct., 1949.

As vice chairman of the board of directors, Bonbright will direct activities of the label’s treasurer (see below) and controller, as well as continuing with the direction of the company’s electronics and mail-order business. Bonbright joined Capitol in 1946 as secretary and counsel and was elected a vice president in 1951.

Wallichs also announced the election of eleven persons to the board of directors. The new chairman was elected president of Capitol Records, Inc., a newly formed subsidiary of the Technicolor Corp., a new venture in commercial relations and operations vee of Papermate Co. Walter Weiss was reappointed general controller for all Capitol firms, as well treasurer of several subsidiaries.

In this post, he will expanded responsibilities for Capitol’s accounting and processing activities at all locations.

Wallichs also disclosed that George R. Jones, in charge of manufacturing and engineering, has been appointed to the new post of executive consultant to the chairman.

A new organization, Wallichs noted, “recognizes leadership and provides a greater potential for growth and development. We believe the structure will carry Capitol forward to new heights in all areas of the recording field and the electronics industry, particularly in the areas of product development and the production of microwave and broadcast equipment.”

Sight & Sound Cuts “Chanukah Carols” LP

HOLLYWOOD—The first major product of Sight & Sound Productions, Ltd., is an off-beat comedy LP, “Chanukah Carols.” Written, produced, performed, and packaged by Stanley Adams (not the prexy of ASCAP) and Sid Wayne, the album features Yiddish-flavored rewrites of a group of light-hearted folk-pop Xmas tunes. Mike Elliot’s Circle Dist. is handling distribution of the album. It was emphasized that none of the Sacred Christmas carols were used.

Joe Orleck, Cash Box Publisher, Marries

NEW YORK—Joe Orleck, president and publisher of Cash Box, was married to Pauline Slott last Thursday, Oct. 11 in New York.

The newlyweds left New York last Fri. for San Francisco for a two-day stopover to visit the National Automatic Merchandising Association (NAMA) vendors. They will fly down to Los Angeles, where they will deposit a month-long honeymoon in the Far East.

Orleck revealed his plans to marry via a surprise announcement: he made last June 5 at New York’s Plaza Hotel, where he was being honored by the National Jewish Appeal.

Roulette Bows “Octoberfest” Program; Discounts LP’s 15%; Debut New Product

NEW YORK—Roulette Records is out with its third consecutive fall sales plan, which includes the release of 15 new albums. Bud Katz, general sales manager, said that the new deal is, in effect, the label’s Fall program, which, in volume sales, was the most successful program ever conducted by the company.

The program, which covers the entire Roulette, Roost, Rico, Gee, and End catalogs, features a 15% discount in merchandise on both the new LP’s and catalog product. It ends Nov. 30.


A Bossa Nova LP with Tito Puente

command Spotlights 35MM For Christmas Promos

New York—Command Records’ Christmas merchandising and promotional drive is arranged around a 35mm stereo 35mm line, master-recorded on 35mm film, with three new stereo releases to be spotlighted.

Special window display kits for decks will be distributed in November and December, now being distributed, will feature recent stereo 35mm releases with special emphasis on “Carousel” starring Roberta Peters and Alfred Drake; “Knoth Light at Carnegie Hall Plays Irving Berlin,” and Beethoven’s Sym-phony No. 4 and Leonore Overture No. 3 by Beethoven; Stravinsky’s “L’Histoire des Pas Any,” and the Pittsburgh Symphony Orchestra.

Cloth banners for window and in-store displays plugging the “Carousel” will be supplied to dealers for mounting on displays used to promote the entire stereo 35mm line.

Starting mid-October, and continuing into the hotay season, Command will use a national radio spot campaign, which will again spotlight the three new albums. This will be followed by a national promotion in cooperation with leading retail outlets and chain stores.

Additional dealer incentive program is being developed, and will be considered, with a 1-for-6 deal currently being offered.

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Free to-read edition of Cash Box—October 20, 1962

The anniversary edition of Cash Box—October 20, 1962

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Roulette’s “Birdland” series has two releases, “The Best of Basie,” Count Basie with Sarah Vaughan and Don Costa. Two Tico LP’s round out the release: “Baila Changa” by Pete Terrace and “Crew Cuts Corners” by Ray Barretto and His Orch.

To kick-off the program, Katz, is currently out on the road to cover important conferences, he has already visited distributors in the east, and will also cover those in the midwest and west.

Liberty Moves To Hold Bud & Travis To Pacts

LOS ANGELES—Liberty Records has disclosed that it intends to hold Bud and Travis to the exclusive recording contract with the company which was signed last December.

In a pending action testing this contract, Liberty has filed a Cross-Complaint in which it charges the artists of having refused to keep a contract in refusing to record as a team for a label and seeks damages against each in the sum of $50,000, as well as specific performance of the decree which will uphold the contract.

Bud and Travis had split as a recording team on January 16, 1961 for “personal reasons.” Recently, they have joined again professionally and Liberty has indicated that it will take all necessary measures to hold the contract, which requires exclusive recording for the label.

Buddy Friedlander Heads UA Nat’l Promotion

NEW YORK—The appointment of Buddy Friedlander as national Promotion director of United Artists Records was announced last week by Art Talas, president. Friedlander replaces Herb Linsky, who has resigned.

Friedlander was associated with Mercury Records for over eight years, during which time he has been active in the music publishing field, having held key posts with E. B. Marks and Mills Music. In the recent past, he has maintained his own national promotion and management offices in New York.

In his past affiliations, Friedlander has functioned in sales, distribution, At & R as well as promotion. At UA, he will direct all promotion at the national, regional and local levels, Talmasde said.

Friedlander joined UA in time to participate in the Holiday Sales-O-rama program meetings in New York last Wed., (10) and will be in attendance at Los Angeles area meetings Oct. 15 (see separate story), then will visit UA distributors and promotion field men on the coast before returning to New York.

CB’s George Albert Makes Bow As Grandson

NEW YORK—George Albert, vice-president and treasurer of Cash Box, became a grandfather for the first time on Wed., Oct. 3, when his son, Mel Albert, and his wife, Lorraine, became the parents of a boy, Noel Albert, who weighed-in at 7 lbs. 11 oz.
FEDERAL ANTI-BOOTLEG BILL BECOMES LAW
Kennedy Signs Senate’s Amended Version of Bill

WASHINGTON—A Federal anti-bootleg bill was signed into law yesterday by President Kennedy, bringing an end to the manufacture of bogus discs and tapes.

President Kennedy last week signed into law a version of the bill, passed by the House, which makes disk bootlegging a Federal crime and provides for penalties of up to one year in jail or a $1,000 fine, or both. Tag for the bill is Pub. L. 88-173.

The House had previously passed the original version of the bill, which could have sent those convicted of disk bootlegging to jail for 10 years and further penalized them with a $10,000 fine.

When the Senate passed its amended version of the bill, industry leaders were not sure if a 10-year prison term for bootlegging was better than no crib at all (see Cash Box story in Oct. 6 issue).

Heavy Singles Sked From Roulette

NEW YORK—Along with its big LP release, "Roulette" Records has a beehive of other singles activity. The label has just followed-up its "Joey Dee smash, "What Kind Of Love Is This," by "Lose My Mind," and "You're A Sweetheart," a Gee dinky by The Clef tones. Come Back You A Many "There She Goes." A single has also been released from Tito Puente's new Bossa Nova LP on Roulette. Sides are "Loco Bossa Nova" and "One Note Samba." The label has also picked up a master from Pittsburgh on C&G Records.

The entire Roulette sales force will be working overtime to get these new singles in the weeks to come.

Roulette says its getting action on a record that sold "I Lost My Baby," and "Over The Rainbow," and the upcoming "Stop the Wedding." 8 Columbia Tapes Issued

NEW YORK—Columbia Records is releasing eight 4-track tape albums this month.

The pop issues include "Showboat," featuring the songs of Jerome Kern; William Warfield and Anita Darian; the classic "Broadway's Greatest Hits," Andrea Kostelanetz; "Revolution in Sound," Leo Brown & His Revolving Band; "We Wish You A Merry Christmas," Ray Conniff Singers; and "The Music Of Brazil," Percy Faith Orchestra.

Classical entries are: "The Glorious Sound Of Christmas," Eugene Ormandy & The Philadelphia Orchestra with the Temple University Concert Choir, directed by Peter Pacholovsky's 5th Symphony with Leonard Bernstein and conducting the New York Philharmonic Orch.; and "Le Ciel De Printemps" conducted by the composer, Igor Stravinsky.

Liberty Discount Deal On Chimpunk LP’s, Ep’s

NEW YORK—Liberty Records’ entire Chimpunk product is being offered to dealers at a 15% discount, which stems from the label’s Christmas Sales Program on behalf of the kids’ department.

Included in the deal are a new Xmas LP, “Christmas With The Chimpunks” and two EP’s, “Christmas With The Chimpunks” and “The Chimpunk Songbook.”

Other features of the program are 100% exchange privilege and deferred payments, 1/2 on Dec. 10, 1/2 on Jan. 10.

Supporting the program will be a point-of-sale merchandiser and 20- foot "Alvin Show" in 40 key national markets.

It was also announced that the label’s Vol. 1 & 2 program, due to expire Oct. 15, has been extended to Nov 1.

WSM’s Country Fest Events Set

NASHVILLE—Radio station WSM has set the schedule of events for its National Country Music Festival next month.

This will be the eleventh consecutive year that WSM has hosted its "Grand Ole Opry" music fest in Nashville. The "Grand Ole Opry" will meet in Nashville to celebrate the 57th birthday of the "Grand Ole Opry."

This year’s festival, in addition to the many social events sponsored by the leading recording companies, will feature a program seminar for DJs and Station Management attending. It will be held from 11 to 12 Friday morning and will have as its theme country music programming and how to handle the problems and plaudits of the country music DJ's. Moderating the discussions will be Tony Thompson, Point, Georgia, Bill Mack, KENS, San Antonio, Texas; Bob Station, CKLW, Windsor, Ontario, Canada and Smokey Smith, KWY, Des Moines, Iowa. A Ralph Emery will act as moderator.

On the management side of the festival, ASCAP President, A. O. Stinson, account executive for Gardner Advertising, General Manager of BMI, Bob White, ASCAP’s vice president and general manager of ASCAP, and Michael Grand, Head of BMI’s Nashville, Ga., and WYAM, Birmingham, Ala. and Bill Gallagher, vice president and general manager of BMI, New York, Bob Cooper, general manager of BMI’s Nashville office will be on hand to discuss the problems and plaudits of the country music DJ’s. The discussions will be held at the new WSM’s, Stage on Friday night, featuring the stars of the Grand Ole Opry, broad- cast from the Grand Ole Opry Theatre in Studio C. On Sat. RCA Victor will have a big breakfast, Columbia the luncheon, Capitol a reception and that evening all will be the guest of WSM at an affair planned for the Grand Ole Opry’s 37th birthday celebration.

Headquarters for WSM’s 11th annual National Country Music Festival will be the Andrew Jackson Hotel.

Decca Sets New LP Chronicle Of Music Series

NEW YORK—Decca Records has announced the forthcoming release of its new Chronical Of Music LP series, a history of music on records designed to represent a concise and interesting library of recordings made from the Middle Ages through the Twentieth Century.

Under the editorial of Ben Dedman, journalist and lecturer on music education, a staff of consultants was formed to prepare the format. The group divided the history of music into sections, "Renaissance, Baroque, Transition from Baroque to Classicicism, Classicism, Romanticism, Jazz, and the 20th Century."

Each record in the eight-LP set is registered with the Library of Congress and has a complete set of information on the musical era represented. Included in the package are "The Play Of Daniel" with the New York Pro Musica, "French Renaissance, " with Michael Slaunwhite, "Indian Landmarks, " "Bach" selections by various artists, "Francois Couperin" with the New York Chamber Solists, "Moritz" with the Columbia Sinfonietta, "Brahms" with the Hokowaki Symphony of the Air, Gershwin’s "An American In Paris" and "Rhapsody In Blue" with Leonard Bernstein, and Aaron Copland’s "The Red Pony" and Virgil Thompson's "Acanian Songs and Dances."

Each album was revealed at a press meeting held here last week (10), hosted the label’s Marty Salkin, Leonard W. Schneider, Sidney Goldberg, Claude Bremen, Is Horowitz, and Sonny Burke. Ben Deutschman was on hand to discuss the series.
### RADIO ACTIVE CHART

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

(SURVEY COMPLETED TO OCTOBER 10TH)

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<th>% OF STATIONS ADDBING TITLES TO PROG. SCHR. THIS WEEK</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHR. TO DATE</th>
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<td>Return To Sender—Elvis Presley—Victor</td>
<td>49%</td>
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<td>44%</td>
<td>My Own True Love—Duprees—Coed</td>
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<td>32%</td>
<td>I Dig This Station—Gary U.S. Bonds—Logrand</td>
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<td>Chains—The Cookies—Dimension</td>
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<tr>
<td>28%</td>
<td>My Heart Stood Still—Bernadette Carroll—Julia</td>
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<tr>
<td>28%</td>
<td>Ride—Dec Dee Sharp—Cameo</td>
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<td>28%</td>
<td>Don’t Ask Me To Be Friends—Everly Bros.—WB</td>
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<td>20%</td>
<td>Don’t Hang Up—Orlons—Cameo</td>
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<tr>
<td>20%</td>
<td>I’ll Bring It On Home To You—Carla Thomas—Atco</td>
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<td>Baby Face—Bobby Darin—Atco</td>
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<td>Fiddle Dee Pat</td>
<td>Hello Out There</td>
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<td>Buddy Greco (Epic)</td>
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<td>Portrait Of A Bland</td>
<td>Why Can’t He Be You</td>
<td>Dave &quot;Bobby&quot; Cortez (Ches)</td>
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<td>Honk Levine (Dalton)</td>
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<td>I Can’t Help It</td>
<td>Four Walls</td>
<td>Morrie Blaine (Scvile)</td>
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<td>Johnny Tillotson (Cadence)</td>
<td>Key Steer (Capitol)</td>
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CASH BOX—OCTOBER 20, 1962
CHIPMUNK
CHRISTMAS SALES PROGRAM

NEW CHRISTMAS LP:

CHRISTMAS WITH THE CHIPMUNKS
LSX-1016

NEW EP:

Christmas with the Chipmunks
LRP-3256/LST-7756

NEW EP:

THE CHIPMUNK SONGBOOK
LSX-1015

PROGRAM INCLUDES THE ENTIRE CHIPMUNK CATALOG:

THE CHIPMUNK SONGBOOK
LRP-3229/LST-7729

THE ALVIN SHOW
LRP-3209/LST-7709

AROUND THE WORLD WITH THE CHIPMUNKS
LRP-3170/LST-7170

SING AGAIN WITH THE CHIPMUNKS
LRP-3159/LST-7159

LET'S ALL SING WITH THE CHIPMUNKS
LRP-3132/LST-7132

EP'S:

SING AGAIN WITH THE CHIPMUNKS
LSX-1008

LET'S ALL SING WITH THE CHIPMUNKS
LSX-1007

POINT-OF-SALE MERCHANDISER

- Suitable for floor or counter use
- Displays the entire line of LP's, EP's, and Singles.

TERMS:

- 15% cash discount
- 100% exchange privilege
- Payments: 1/2 December 10, 1962,
  1/2 January 10, 1963

ADVERTISING:

20-SECOND TV SPOTS
WILL FOLLOW "THE ALVIN SHOW"
IN 40 KEY NATIONAL MARKETS.
Mr. Hitmaker

JOEY DEE

New Smash Single

"I LOST MY BABY"

R-4456

The Sound Track From Joey's Latest Movie

R-25182

Starting to Break

The Flamingos

"NEAR YOU"

End 1116

#1 at KGFJ—Los Angeles

Sam & Dave

"NO MORE PAIN"

R-4445

PD's & DJ's—if you haven't received your samples contact us immediately!
The Queen is wailing the blues . . .

DINAH WASHINGTON
Sings
IT'S A MEAN OLD MAN'S WORLD"

R-4455

showing up
Lou Christy
"THE GYPSY CRIED"
R-4457

Broke Out In New Orleans
Ann Cole
"DON'T STOP THE WEDDING"
R-4452

Dinah's Big New Album
"DRINKING AGAIN"
R-25183

Roulette
the Home of the Stars

Cash Box—October 20, 1962
Kris Jensen's Sales Sensation

Torture

C/W

Let's Sit Down

Hickory-1173

..... Climbing on all Charts!.....
HER'S

ANOTHER HICKORY HIT!

SUE THOMPSON'S

FIFTH SMASH IN A ROW

JAMES

(Hold The Ladder Steady)

C/W

MY HERO (That's What You Are)

HICKORY-1183

..... Climbing on all Charts!.....

Hickory

RECORDS, INC.

2510 Franklin Road
Nashville 4, Tennessee

Cash Box—October 20, 1962
The fellas who more than likely have back-to-back smashs as soon as their latest Vol. I, "Big Girls Don't Cry" is a handclapping teen delight that's loaded with the commercial ingredients that sent "Sherry" zooming up the top. Complete change-of-pace in the soft beat cha-cha weeper couple.

"ESO BESO" (2:12) [Flanka]
"GIVE ME BACK MY HEART" ASCAP—J. & N. Sherman (1:55) [Spanka BMI—Anka]

PAUL ANKA (RCA VICTOR 8907)

The international favorite hops aboard the bossa nova bandwagon as he delightfully carve out the exciting "Eso Beso (That Kiss)", which he bowed on Ed Sullivan's 10/7 show. Great orio-choral assist from Joe Sherman's outfit, "Give Me Back My Heart" is a toe-tappin' up beat guaron-plauder that also has a healthy chart outlook. Two-sided sales dynamite from Anka.

"I CAN'T HELP IT" (2:21) [Accuf-Rose BMI—Williams]
"I'M SO LONESOME I COULD CRY" (2:48) [Accuf-Rose BMI—Williams]

JOHNS TILLOSON (Queen 1432)

Tillotson, whose latest hit string has been country-angled ("Send Me The Pillow, etc.), stays on that successful kick as he serves up a pair of Hank Williams classics this time out. "Tapeside, I'm Not In Love," the quick-to-flip, slightly up tempo "Mary Ann Regents" and the slow ballad beauty, "How Do You Fall Out Of Love," that the chorus-backed Ives carve out in top flight fashion. Watch 'em both.

"BIG THE STATION" (2:15) [Roc Masters BMI—Guida, Matthews, Anderson, Royster]
"MIXED UP FACULTY" (2:21) [Roc Masters BMI—Guida, Barge, Royster]

GARY (U.S.) BONDS (Legrand 1022)

Flatt spinnin' around for a "Gibberish" with this new Gary Bonds' newest Legrand performance. It's a stonkin' natural, dubbed "I Dig The Station," that Gary & Co. dish up in ultra-commercial fashion. More top rock-teen sounds on the happy-go-lucky crooner. Stand has that money-in-the-bank-for-all-concerned outlook.

"EVERYTIME I HEAR YOUR "LET'S CRY TOGETHER" (2:21) NAME" (2:21) [Painted Desert BMI—Daytona, BMI—Singleton—Kennedy — Kennedy]

PATTI PAGE (Mercury 72941)

Patti, who recently made the cash registers jingle with "Boys Night Out," can do likewise with both ends of her new Mercury dut. They're two tear-compelling beat-ballad stands, the elli"t "Everytime I Hear Your Name" and the shuffling "Let's Cry Together," that the canary multi-tracks with telling effect. Excellent assists from the Merry Melodies Singers and the Jerry Kennedy orch on both ends.

"GETTING READY FOR THE HEARTBREAK" (2:20) [Legrand BMI—Dixit BMI—Bogdan]
"IN BETWEEN TEARS" (2:25) [Ludix BMI—Dixon, Elgin, Rogers]

CHUCK JACKSON (Wand 125)

Jackson should soon be adding this one to his long list of chart credits. "Getting Ready For The Heartbreak" is a 60s slumber ball with that new Gary Bonds' newest Legrand performance. It's a stonkin' natural, dubbed "I Dig The Station," that Gary & Co. dish up in ultra-commercial fashion. More top rock-teen sounds on the happy-go-lucky crooner. Stand has that money-in-the-bank-for-all-concerned outlook.

"DEAR HEARTS AND GENTLE PEOPLE" (2:57) [Edwin H. Morris ASCAP—Hillard, Fain]
"GOTTA TRAVEL ON" (2:04) [Frank ASCAP—Clayton]

THE SPRINGFIELDS (Decca 3426)

The Springfields stand a strong chance of making it two big hits in a row via this follow-up to their chart-making debut, "Silver Threads And Golden Keys." A country-angled version of "Dear Hearts And Gentle People" that sports a format the kids can cha cha to. Artists pick up steam as they up-date the dusty folk-olide on the flip. Could also break thru. Both are cuts from their Philips LP low.
A SMASH FOLLOW UP TO "MR. IN BETWEEN"

from BURL IVES

MARY ANN REGRETS

c/w HOW DO YOU FALL OUT OF LOVE

31433

on DECCA RECORDS - naturally!

Cash Box—October 20, 1962
**Record Reviews**

**B+ very good**

**B good**

**C+ fair**

**C mediocre**

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

---

**Pick of the Week**

"I DON'T BELIEVE I'LL FALL IN LOVE TODAY" (2/06)  
*Central Songs BMI—Howard*

"TO WHOM IT MAY CONCERN" (2/10)  
*Central Songs BMI—Bare, Williams*

BOBBY BARE (RCA Victor 8837)

Bare, whose Victor debut, "Shame On The Coots" chart news in both the country and pop fields, has reason to repeat that success with his top caliber rock-a-cha-cha-styled version of this short-while-back country hit, "I Don't Believe I'll Fall In Love Today." His soft beat cha cha rendition of the tearful "To Whom It May Concern" sports a potent mid-tempo recitation. A double-barreled release.

"DESAFINADO (SLIGHTLY OUT OF TUNE)" (2/09)  
*Hollis BMI—Jobim, Mendonca, Cavanaugh, Hendricks*

"STARDUST (BOSSA NOVA)" (2/09)  
*Mardis BMI—MARTIN, STERMANN*

ELLA FITZGERALD (Verve 19274)

As soon as the soft cut vocal, "Slightly Out of Tune," of "Desafinado," starts heading towards chartville expect this one to among the front runners. It's bossa nova-styled winner superbly executed vocally by Ella and musically by Marty (Stevenson). The fascinating rhythm makes for a fine new setting for the standard on the other end.

**THE SAME OLD THINGS KEEP HAPPENING" (2/14)**

*Dr. Feelgood & The Interns* (Okeh 7161)

Dr. Feelgood & The Interns appear to have the right prescription for chartdom once again. The crew has a rockin' good time with a powerhouse twistmer tagged "The Same Old Things Keep Happening." Sock dual-ment entry. Artist's let up the inviting pace on the "Good Time" pairing.

"VOLARE" (2/58)  
*Robbins ASCAP—Modugno, Migliacci, Parrish*

LOOKING BACK (2/20)  
*Eden, Swofford ASCAP—Hendricks*

ACE CANNON (Hi 2657)

Ace Cannon & his instrumental pianist with another Hi offering that carries the chart-weight of his "Tuff" click. This time it's "Volare" that gets the alto sax, shuffle rhythm treatment—with same lyrical choruses. Also keen on the eye on the soul-based revival of the short-while-back click. Could be a double-header.

"I FEEL GOOD ALL OVER" (Roosevelt BMI—Scott, Blackwell)

"LOOK AT THAT GIRL" (Maureen BMI—Stewart, Morris)

*THE FIESTAS (Old Town 1127)*

The Fiestas, who rode back to chartville with their "Broken Heart," are in for another happy month's music-making trip with this one. It's a rock-a-cha-cha-like opus with "I Feel Good All Over," that the fellas deliver with loads of dual-ment teen appeal. Things pick up on a sock twist back on the bright upbeat.

"SHUTTERS AND BOARDS" (2/19)  
*[Camp & Canyon BMI—Murphy, Turner]*

"AM I THAT EASY TO FORGET?" (2/19)  
*[Four Star Sales BMI—Beck, Fair]*

JERRY WALLACE (Challenge 7171)

Wallace is a good bet to grab off another Top 100 position as a result of his latest Challenge waxing. It's a heartbreaking waltzer on which he (and a chorus) tearfully tells that "Shutters And Boards" cover the windows on the house where he and his wife used to live. The beautiful, short-while-back country click, "Am I That Easy To Forget," receives a fine lifting-ballad up-dating on the other end. Could be a big two-sider.

"I WON'T PRETEND" (2/22)  
*[Pagan BMI—Darlin]*

"NOT LIKE A SISTER" (2/22)  
*[G. Pincus & Sons ASCAP—Gold, Udell]*

Florraine Darlin, who make a strong first impression with her click Epic bowl, "Long As The Rose Is Red," does likewise with her follow-up title track. A Haarle, Darlin has presented an act that the chart multi-tracks with loads of feeling. She's also in top form on the potential hit. "Not Like A Sister." First rate Bob Mersey chor-alork support on both licks.

**TRACIE DEY** (Vee Jay 467)

"JERRY (I'm Your Sherry)" (2/19)  
*[Boboh ASCAP—Tunick]*

CREEE, Gaudie) Label's own number is marked. The Four Seasons version, "Sherry," gets a femme reply whose beat is close to the original success. Between the two, fans will make their favorites, side ought to be making a good Top 40 turntable.

"QUICKER THAN BLUE BLUE MOON" (2/34)  
*[Starday ASCAP—Crewe, Bass]*

Law and her accompanists are being in a display of a very appealing ballad.

**CHRIS KENNER** (Irondale 3520)

"LAND OF A 1000 DANCES" (2/19)  
*[Bobby BMI—Kermit]*

The "I Like It Like That" hit tape—tell—with an infectious back-up—of all the dances making the teen-floor rounds. Can score.

"THAT'S MY GIRL" (2/24)  
*[Mr. & Mrs. BMI—Kermit]*

Much the same dance-floor approach here.

BOBBY CAVER (Coral 62357)

"NEVER LEAVE ME" (3/05)  
*[Champion BMI—Caver]*

Here's one that rates loads of attention. It's a teen-anthem beat-ballad with a fetching falsetto lead vocal job. Plenty of chart potential.

"ROLLER MOTION" (2/22)  
*[Champion BMI—Caver]*

This change-of-pace quick beat teen delighter also has an eye on the charts. Potent duo.

B. B. KING (ABC-Paramount 10567)

"TOMORROW NIGHT" (2/17)  
*[Bobby BMI—Tale*]

Low, Gross] The vet reb combo comes up with a first-rate, real slow-moving, in-the-pocket back-scores his potent blues style. Side could stem into a Top 40.

"MOTHER'S LOVE" (2/35)  
*[Prentice ASCAP—Owens]*

On this end King delivers an unusual, close-tradition-oriented item with an interesting teen-geared beat.

TONY YOUNG (Cameo 224)

"THE MASH" (2/17)  
*[Renda BMI—Otis]*

The click teen step is represented with lots of teen-ma-roning material on a nifty rhythm crew and a deep-voiced dance leader. Solid hootpode production.

"THE W.A.H.AT U.S.I." (2/19)  
*[Kalmann & Lowe ASCAP—Mann, Appel]*

Another teen-trad item here features reliable representation.

DARRA HOOD (Acam 132)

"ONLY YOURS" (2/02)  
*[Gronson BMI—Roberta]*

Dark licks with elements that relays the intense ballad. A dramatic rock-a-string arrangement supports the lark.

"I'M GONNA LAUGH RIGHT IN YOUR FACE" (2/02)  
*[Gronson BMI—Tone*]

Teen interest here lies mainly in the funny harmonica sound.

MARK RYDELL (Philips 40058)

"PENNY" (2/41)  
*[Preferred ASCAP—Raydel, Elow, Paul]*

Pretty affectionate was the theme of a TV soap opera on which the actor-singer once starred. His coy reading is appealing listening. A soft rock-chord sound back-ups. Merits play.

"GOODBYE" (2/13)  
*[Sonne ASCAP—Jenkins]*

Another little limerick by the performer.

JOE SOUTH (AHLwood 402)

"JUST REMEMBER YOU'RE MINE" (2/23)  
*[Lowrey BMI—South]*

Singer South does a nifty job on his ballad, while his support from the music laments and chorus is contagious. Could step-out. Label is distributed by Atlantic Records.

"SILLY ME" (2/22)  
*[Warren—Progressive BMI—South, Weil]*

Milder blues rhythm track.
LENOX RECORDS COMES OUT SWINGING

REMEMBER “LITTLE ESTHER”? SHE’S BACK!!! A SOLID HIT
from Seattle to Miami ... from New York to Houston

“Little Esther” Phillips' “RELEASE ME”

b/w “DON’T FEEL RAINED ON”
(NX-5555)

“DRUMMER BOY OF SHILOH”

b/w “FORGET-ME-NOTS”
by CLINT MILLER
(NX-5557)

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LENOX RECORDS A Division of
157 WEST 57TH STREET
NEW YORK 19, N. Y.
PL 7-1041

Cash Box—October 20, 1962

17
**BEST BETS**

**DAVID CARROLL ORCH.** *(Mercury 72046)*

(B-+ "JACQUELINE & CAROLINE" (2:12) [Peer Int/IMI.—Prado] The First Lady and her daughter are saluted with a happy Bossa Nova-type sound from the Carroll crew. Tune is a catchy creation of Latin maestro Perez Prado. He may have given a fellow baton man an active deck.

(B-+ "LITTLE PIECE" (1:46) [Karolyn—Stax] More in a genial Bossa Nova groove. Could also happen.

JOHNNY BURNETTE *(Chancellor 1123)*

(B+ "TAG-ALONG" (2:20) [Press & Ferguson] Little "tag-along" has grown-up a guy has discovered upon his return to the city in this pretty light-beat Nashville sound from the popular teen singer and his orchestra. A catchy idea for a rocking all-star band.

(B- "PARTY DOLL" (2:30) [Ivorado—MCA] MCA is walking. Tills] Good-sounding effects—including a solo trumpet—supports Burnette's warble of a ditty about a guy who loves a "party doll."

**TOMMY EDWARDS** *(MGM 15109)*

(B+ "TODAY I WON'T BE THERE" (2:31) [George Paxton ASCAP—Kenn C. Warren—Edwards' wistful ballad is as bad as it sounds. It's a ballad that should have been made by an attractive Nashville-styled full orch-chorus arrangement. Could move.

(B "PLEASE DON'T MESS WITH MY HEART" (2:24) [Selma BMI—S&M Craft] Inviting romantic done in a more intimate way.

**THE BEER GARDEN 4 PLUS 1** *(Smash 1778)*

(B+ "SAUKERKRAUT" (1:54) [Sherman-DeVerzon BMI —DeVerzon, Murtaugh] Lots of grow-on-you cheer and humor to this catchy novelty item. Vocal participation is a voice world-and-then-sings that he be passed the sauerkraut. Keyboard is the main instrumental sound. Should be admired.

(B+ "NEW GENERATION" (1:57) [Sherman-DeVerzon BMI—DeVerzon, Cole] Tune with Russian feel is done with an infectious sound by the musicians.

**THE TEMPTATIONS** *(Gordy 7010)*

(B+ "PARADISE" (2:24) [Jebote BMI—Gordy] Both deep-voiced and falsetto-sounding members of the long team play major roles in this striking blues rhythm. Kids could really go for this outing.

(B+ "SLOW DOWN HEART" (2:38) [Jebote BMI—Robinson] Busy Latinish date by the boys. Tune is interesting.

KENNY BALL & HIS JAZZMEN *(Kapp 494)*

(B+ "THE PAYOFF" (2:58) [Duchess BMI—Bechet] Latest sound from the famed British "trad" artist and his crew is a soulful, later swinging survey of one of today's most famous sounds. (This) Bechet's lovely tunes. The "Midnight Rocker" never, ever makes his mark, but he signed with this number, a hit in Australia by the Ray Price Quartet (released here by Decca). The song is done by (B- "CORNET CHOE" SUEY" (3:01) [Leeds ASCAP—Armstrong, Raymond] Bright trad doing.

**SAM BUTERA** *(Capitol 4862)*

(B "I FEEL GOOD ALL OVER" (2:19) [Rosevelt BMI —Scott, Blackwell] Louis Prima's sax playing knock-kick meets up with the teen market via a reliable upbeat vogue against a big band. An audience-pleasing second-generation blues-styled sound from his musicians and chorus. Good dance-floor item.

(B+ "LATER BABY, LATER" (2:20) [Famous—Katz, Robbins] Bouncy rock-inclined novelty affair.

**Denny Reed** *(Dot 16400)*

(B+ "LAMP OF LOVE" (2:05) [Desert Palms BMI—Conway, Conway] Reed warbles a catchy affectionate against a brisk rock-a-sounding background and mellow chorus. Agreeable stuff.

(B+ "FAITHFUL TO THE END" (2:10) [Desert Palms BMI —Conway, Conway & Co.] Somewhat similar sound for a novelty with a pun title: guy is not faithful to the girl, he goes back, but to the guy who plays end.

**JOHNNY LEE" *(Auburn 5802)*

(B+ "CLEO-CLE OPATRA" (2:05) [Le-Mor ASCAP —Milton, Rake, Walker] Famed soloist described in solid rock attack by his combo and friends. London distributes the label, which could have an active side here.

(B+ "TELL HIM I'M BLUE" (2:26) [Music Star BMI—Carson] Unhurried wistful item for the kids.

**PETE KING** *(Kapp 480)*

(B+ "AS LONG AS HE NEEDS ME" (2:23) [Hallis BMI —Bart) Sincere but not too much beauty ballad from "Oliver!" is solo thrush Jackie Ward. King's Orch & Chorus are soft-sounding backup sounds. A first-rate offering of the oft-cut number.

(B+ "CONSIDER YOURSELF" (2:52) [Hallis BMI—Bart] The Chorale is spotlighted in a spirited rendering of another item from the show.

**VAN HOUSTON** *(Columbia 42511)*

(B+ "ONE TIME TOO MANY" (1:58) [Cedarwood BMI—Bechet, Stanton, Walker] Though the theme of the catchy ditty is one of a lost love, there's an infectiousness to this session, which features a fine vocal by the vocalist against a bright shuffle-beat arrangement from the combo-chorus. Whistling also added to the good-reading here, Could move.

(B+ "GIVE HER MY LOVE" (2:30) [Surefire BMI—Leonard] A Dear John letter, starts off with the wistful plot—and appealing so.

**NORM FORREST** *(Challenge 1969)*

(B+ "THAT IS LOVE" (2:15) [Waylon & Wynn BMI—Bechet, York, Brown] Fine rock-a-billy outing in which the listener is told to accept the unpretentious tempo of this curious item that could catch-on some. (B+ "LOTS OF LUCK" (2:39) [Hansond BMI—McKelvey, York] Catchy cut by a guy who wishes a gal luck in finding the kind of chap she seemingly wants, a person whom she can tie to her apron strings.

**DICK DI RUSSO** *(Glenco 128)*

(C+ "NOBODY LOVES YOU LIKE I DO" (1:59) [ASCAP—Shannon] Thought to be a classic, a glistening shuffle-beat touch here, date has a sound that goes back to previous singles.

(C+ "FUNNY, BUT IT'S TRUE" (2:24) [ASCAP—Kenny, McCabe, Vandyke] A rhythm number of more relaxed, still years-back stint.

**Benny Freeman** *(Soundex 602)*

(B+ "COME ON AND TELL HER" (2:14) [Ron BMI—Lucas, Shem-Wahn] A catchy chick he digs in this catchy, twisty blues-oriented showing from the singer and his combo-femme chorus assistance. The Ric-Ron setup of New Orleans handles the label.

(C+ "GIGI" (2:21) [Arvee BMI] The ever-popular teen step gets OK representation here.

**BAD LADS** *(Mark-Fr 1034)*

(B+ "HE MAN" (2:15) [Hite BMI —Johnson, Everidge, Warren] New Hollywood disco goes after the teen market with a reliable upbeat beat noise from the songwriter and hiscombo-femme chorus. Is the going gos winning gal coming down the street. Guitar-led musicians provide an interesting and catchy hearing.

(B+ "WHY" (2:02) [Hite BMI —Johnson, Everidge, Warren] Guys is not too much a novel item in appealing teen-ballad form. An effective chimes-like chant is included.

**LEE THE BIG MASHER" ** *(Alcor 014)*

(B+ "DANG MASHER" (2:35) [Budy Joy BMI—Lee] The Everest Records' subbed hops on the market with this solid rock-a-ballad. A terrific narrative by Lilli against a reliable mash sound from the musician.

(B+ "SPOOKY MOVIES" (2:25) [ASCAP—Alcorn BMI] Bright fun rockin' with zany sound effects.

**BOB JAXON** *(ABC-Paramount 10364)*

(B+ "ONE WAY TO LOVE ME" (2:20) [Karolyn ASCAP—Jaxon, Esslinger, Krondes] A catchy, swingin' piece with a catchy verse and a synth-laid melody feeling this interesting rock-a-billy pose. Kids will dig the bright points-on rock-a-combo-charts. Merits teen-market programming.

(C+ "IT'S A CRUEL, CRUEL THING" (2:33) [Karolyn ASCAP—Jaxon, Leiser] A Nashville-type ballad sound backs Jaxon tearful handling of the lost-love opus.

**EVERITT BARKSDALE** *(Celpix 660)*

(B+ "ONE ARM BANDIT" (207) [Concertone ASCAP—Kronde] There's sort of a continental flavor to this spryly, guitar-led country percolating item of fitful sound. A sound that grows-on-you.

(C+ "FIREWATER" (2:31) [Concertone ASCAP] Another teen chart item. More dramatic arrangement aptly resembles an Indian war-chant.

**JUDY JAE** *(Jacob-Char 628)*

(B+ "TWISTERED" (1:44) [Cedarwood BMI—Bucaro, The Moonbeams offer a solid twist crowd pleaser. Twisters get a real rock-a-billy workout with this one. Also a Chicago outfit.

(B+ "GRAB BOOK TWIST" (2:12) [Cedar Lane BMI —Hartsoc, Esslinger] More twist vitality.
"LEAH"
ROY ORBISON ........................................ Monument 467

"RETURN TO SENDER"
ELVIS PRESLEY .......................................... RCA Victor 8100

"HE THINKS I STILL CARE"
CONNIE FRANCIS ...................................... MGM 13096

"BIG GIRLS DON'T CRY"
4 SEASONS ................................................. Vee Jay 465

"I'VE GOT A WOMAN"
JIMMY McGRIFF ......................................... Sue 770

"I'M GOING BACK TO SCHOOL"
DEE CLARK ................................................ Vee Jay 462

"NEXT DOOR TO THE BLUES"
ETTA JAMES ............................................... Argo 5424

"BOBBY'S GIRL"
MARCIE BLAINE .......................................... Saville 120

"I'LL BRING IT ON HOME TO YOU"
CARLA THOMAS .......................................... Atlantic 2163

TUCKER GOES POP

NEW YORK—Metropolitan Opera tenor Richard Tucker (left), conductor Stith Henderson (middle) and Columbia Records producer Thomas A. Shepard are shown above going over the score for one of the popular songs recently cut by Tucker. The LP, due for January release, is the first venture for the performer in the popular idiom.

ARMADA MEMBERSHIP APPLICATION

The American Record Merchants and Distributors Association is a trade organization dedicated to protecting and improving the status of distributors—and in a broad sense the total record industry. A strong organization is particularly needed during the present period of changing marketing patterns and complex problems.

ITS GOALS

ARMADA's aims, specifically, are as follows:
1. Establish and maintain a workable standard of practice with the manufacturer;
2. Seek a livable plan of discount between distributor, rock jobber and one stop, whereby all can prosper;
3. Establish an educational and mutual assistance program to help keep the existing retail catalog dealer in business, and thereby perpetuate this industry;
4. Work out realistic quantity allocations of merchandise from manufacturer to distributor, thus minimizing the possibility of oversupply and unrealistic sales practices at the manufacturing and distribution levels;
5. Cooperate with the Federal Trade Commission to aid the distributor by bringing about fair trade practices;
6. Appoint a committee of ARMADA's officers, directors and members, who will be available to help solve and mediate problems in a member's selling area;
7. Establish a clearing house for general ideas with a bi-monthly bulletin to be sent to all members.

WHO IS ELIGIBLE

Distributors are eligible for full membership with, of course, voting rights. Record manufacturers, pressing plants, publishers, suppliers, etc., are eligible as associate members. They have a voice at conventions and sessions, but no voting rights. The membership and participation of all these groups is earnestly sought. All can add to the solution of problems in today's record business.

American Record Merchants and Distributors Association
663 Fifth Avenue
New York, N.Y.

Please send me details on membership in ARMADA.
Name ...........................................
Street Address ....................................
City ........................................... State
Telephone .................................
**Radio Actively and SALESWISE**

**A Definite SMASH!!**

**“BLUB TWIST”**

by JOHNNIE LEE WILLS

* On Cash Box RADIO

SIMS RECORD # 129

ACTIVE Play List

CIMARRON-SIMS RECORDS, INC.

P.O. BOX 308 - ROGERS, ARK.

Phone: M8rose 6-4613

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**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>#</th>
<th>Record Title</th>
<th>Artist</th>
<th>Label</th>
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<tbody>
<tr>
<td>1</td>
<td>BUSTIN’ SURFBOARDS</td>
<td>Tornadoes</td>
<td>Aetna 100</td>
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<tr>
<td>2</td>
<td>SOMEBODY HAVE MERCY ON ME</td>
<td>Sam Cooke</td>
<td>RCA Victor 8088</td>
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<tr>
<td>3</td>
<td>MIND OVER MATTER</td>
<td>Helen String</td>
<td>Fortuna 246</td>
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<td>4</td>
<td>WHEN THE BOYS GET TOGETHER</td>
<td>Jackie Sommers</td>
<td>Warner Bros. 5308</td>
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<tr>
<td>5</td>
<td>SWING LOW</td>
<td>Floyd Cramer</td>
<td>RCA Victor 8024</td>
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<td>6</td>
<td>DON’T ASK ME TO BE FRIENDS/NO ONE CAN MAKE MY SUNSHINE SMILE</td>
<td>Everly Brothers</td>
<td>Warner Bros. 5297</td>
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<td>7</td>
<td>WHY CAN’T HE BE YOU</td>
<td>Patsy Cline</td>
<td>Duco 31420</td>
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<td>8</td>
<td>4 O 9</td>
<td>Beach Boys</td>
<td>Capital 4777</td>
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<td>I'M HERE TO GET MY BABY OUT OF JAIL</td>
<td>Everly Bros.</td>
<td>Cadence 1429</td>
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<td>HEART BREAKER</td>
<td>Dean Christie</td>
<td>Select 715</td>
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<td>11</td>
<td>YOU CAN’T LIE TO A LIAR</td>
<td>Kitty Lester</td>
<td>Era 2088</td>
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<tr>
<td>12</td>
<td>ONE MORE TOWN</td>
<td>Kingston Trio</td>
<td>Capital 4842</td>
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<td>13</td>
<td>MY HEART STOOD STILL</td>
<td>Brenda Lee</td>
<td>Capitol 4843</td>
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<tr>
<td>14</td>
<td>THAT’S LIFE</td>
<td>Gabriel &amp; The Angels</td>
<td>Swan 4118</td>
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<td>MY OWN TRUE LOVE</td>
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<td>Cool 371</td>
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<td>THEME FROM NAKED CITY</td>
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<td>Dave &quot;Baby&quot; Cortez</td>
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<td>PUSH AND KICK</td>
<td>Mark Valentine</td>
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<td>ANNA</td>
<td>Arthur Alexander</td>
<td>Dot 16387</td>
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<td>WHEN MY LITTLE GIRL IS SMILING</td>
<td>Jimmy Justice</td>
<td>Kapp 483</td>
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<td>BABY THAT'S ALL/FOREVER AND A DAY</td>
<td>Jackie Wilson</td>
<td>Brunswick 55233</td>
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<td>STOP THE CLOCK</td>
<td>Perry Como</td>
<td>Imperial 5875</td>
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<td>23</td>
<td>LOOK OF LOVE</td>
<td>Frank Sinatra</td>
<td>Reprise 20107</td>
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<td>24</td>
<td>MINSTREL AND QUEEN</td>
<td>Impressions</td>
<td>ABC-Paramount 10337</td>
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<tr>
<td>25</td>
<td>25 MINUTES TO GO</td>
<td>Brothers Four</td>
<td>Columbia 42586</td>
</tr>
</tbody>
</table>

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**Cash Box—October 20, 1962**
DO YOU LOVE ME
(NOW THAT I CAN DANCE)

SHAKE SHERRIE
YOU BETTER GET IN LINE
IT MUST BE LOVE
CLAUDIA
WHOLE LOTA WOMAN
FIRST!
THE HIT SINGLES
NOW!
THE HIT ALBUMS
COME FROM
TAMLA
MOTOWN
GORDY

MARY WELLS
Featuring:
“You Beat Me To The Punch”
“The One Who Really Loves You”
“Strange Love”
and others
Tamla LP 605

MARY WELLS

the MARVELETTES
Featuring:
“Beechwood 4-5789”
“Playboy”
“Forever”
and other favorites
Tamla 231

THE MIRACLES
Featuring:
“What’s So Good About Goodbye”
“Speak Low”
“On The Street Where You Live”
“I’ve Got You Under My Skin”
Tamla 230

CONTACT YOUR LOCAL DISTRIBUTOR
FOR SPECIAL DISCOUNT PLAN!
TAMLA/MOTOWN/GORDY
2648 W. Grand Blvd.
Detroit, Mich.

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.

Cash Box

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

<table>
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<tr>
<th>Label</th>
<th>Discount Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>AUDIO LAB</td>
<td>12% discount on entire catalog including new LPs. Expires Oct. 30.</td>
</tr>
<tr>
<td>BETHLEHEM</td>
<td>12% discount on entire catalog including new LPs. Expires Oct. 30.</td>
</tr>
<tr>
<td>BLUESVILLE</td>
<td>1 free LP with the purchase of 7. Expires Nov. 10.</td>
</tr>
<tr>
<td>CAMEO/PARKWAY</td>
<td>12% discount on 15 new LPs, with various other incentive deals for additional discount. No termination date announced.</td>
</tr>
<tr>
<td>CAPITOL</td>
<td>12% discount on 41 new albums from the Capitol and Angel catalogs; exchange program; deferred billing. Expires: Dec. 24.</td>
</tr>
<tr>
<td>COLPIX</td>
<td>“Big Hit 15—1951 Fall Plug” deal enables distributor to receive 16 free albums for each 100 that are purchased. Expires: Nov. 30.</td>
</tr>
<tr>
<td>DOOTO</td>
<td>Entire catalog at discounts up to buy-6-get-1-free depending on volume. Described as a limited-time offer.</td>
</tr>
<tr>
<td>DOT</td>
<td>Optional discount—two free albums on the purchase of every ten or a 15% straight cash discount. Delivered billing with 20% to be paid back Sept., Oct., Nov. and Dec. No expiration date has been set.</td>
</tr>
<tr>
<td>ELEKTRA</td>
<td>Plan offers 1 free LP with 9 on catalog merchandise and 1 free LP with 10 on new releases. Expires: Oct. 15.</td>
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<tr>
<td>FIRE/FURY</td>
<td>All hit deals marketed by the firm are available on a buy-6-get-1-free basis. No expiration date has been set.</td>
</tr>
<tr>
<td>HORIZON</td>
<td>2 free LPs with the purchase of 16. Offer covers 16 LPs released in Aug. and Sept. No termination date.</td>
</tr>
<tr>
<td>IRISH</td>
<td>1 free LP with the purchase of 7. Expires: Nov. 15.</td>
</tr>
<tr>
<td>KING</td>
<td>15% discount on entire catalog including new LPs. Expires Oct. 30.</td>
</tr>
<tr>
<td>LIBERTY</td>
<td>15% cash discount on all Liberty and Decca LPs. 10% exchange privileges with merchandise coming in any time after Feb. 1, 1966. 2/3 payments Nov. 10, Dec. 10 and Jan. 10. Expiration: Oct. 15; Christmas Bonus Programs: 15% discount on All Chisholm LPs and 1LP. 10% exchange privileges. Payment: 1/2 Dec. 1, 1/2 Jan. 10. No termination date announced.</td>
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<tr>
<td>LIVELY ARTS</td>
<td>1 free LP with the purchase of 1. Expires: Nov. 15.</td>
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<td>MOODSVILLE</td>
<td>1 free LP with the purchase of 7. Expires: Nov. 15.</td>
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<tr>
<td>NASHBRO</td>
<td>Buy-5-get-1-free on entire catalog including new LPs. 10% exchangeable. No expiration date has been set.</td>
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<tr>
<td>NEAR EAST</td>
<td>1 free LP with the purchase of 7. Expires: Nov. 15.</td>
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<td>NEW JAZZ</td>
<td>Buy-7-get-1-free. Expires Nov. 15.</td>
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<tr>
<td>PHILIPS</td>
<td>15 free albums with the purchase of 100. No termination date announced.</td>
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<tr>
<td>PRESTIGE</td>
<td>Buy-7-at-a-time. Expires Nov. 15.</td>
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<tr>
<td>REPRISE</td>
<td>&quot;$14,000 Talent Reading&quot;—10% up to 15% discount plan in which new releases are tied in with catalog items. Dating. No termination date announced.</td>
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<td>ROULETTE</td>
<td>LP catalog available on a buy-10-get-1-free basis. Described as a limited-time offer.</td>
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<tr>
<td>ROULETTE</td>
<td>16% discount on free merchandise on Roulette, Roost, True, Gee, Gee and Paul LPs. Expires: Nov. 30.</td>
</tr>
<tr>
<td>SMASH &amp; FONTANA</td>
<td>10% discount on all LPs from both labels; deferred payment. All products bought during Sept. and Oct. is 100% exchangeable. Expires: Oct. 31.</td>
</tr>
<tr>
<td>SONODOR</td>
<td>A buy-6-at-a-time offer on four LPs by the Orchestra Del Oso. Described as a limited-time-only deal.</td>
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<tr>
<td>SWINGSVILLE</td>
<td>1 free LP with the purchase of 7. Expires: Nov. 15.</td>
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<tr>
<td>TRU-SOUND</td>
<td>3 free LP with the purchase of 7. Expires: Nov. 15.</td>
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</tbody>
</table>

“HIT-MAKERS”
NEW DISTRIBUTOR IN PHILADELPHIA
SINGLE RECORDS ONLY
“WE START THEM AND THE NATION CHARTS THEM”
Div. of E.S.B.
Baldwin 3-9650 • 2522 N. Broad St., Phila., Pa. • Shy Raiken
<table>
<thead>
<tr>
<th>Pos.</th>
<th>Last Week</th>
<th>Pos.</th>
<th>Last Week</th>
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<td>FETER, PAUL &amp; MARY</td>
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<td>WEST SIDE STORY</td>
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<td>MUSIC MAN</td>
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<td>MUSIC MAN</td>
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<td>LEFT MY HEART IN SAN FRANCISCO</td>
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<td>HATARI!</td>
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<td>MODERN SOUNDS IN COUNTRY &amp; WESTERN MUSIC</td>
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<td>RAMBLIN' ROSE</td>
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<td>HATARI!</td>
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<td>JAZZ CHARLES GREATEST HITS</td>
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<td>DID YOU EVER</td>
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<td>THE TWO SIDES OF THE SIMMERS BROTHERS</td>
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<td>ROSES ARE RED</td>
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<td>HERBIE HANNAH AT THE VILLAGE GATE</td>
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<td>SINATRA AND SWINGIN' BRASS</td>
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<td>THINGS &amp; OTHER THINGS</td>
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<td>21</td>
<td>MONDAY Night IN CALIFORNIA</td>
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<td>WARM AND WELCOME</td>
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<td>BROOK BENTON SINGS THE BLUES</td>
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<td>SWINGIN’ SAFARI</td>
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<td>WHAT KIND OF FOOL</td>
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<td>HATARI!</td>
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<td>POT LUCK</td>
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<td>SPAIN</td>
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<td>RHAPSODY IN RHYTHM</td>
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<td>I SOLE MY HEART IN SAN FRANCISCO</td>
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<td>BASHIN’</td>
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*Also Available in Stereo*
It was as a gospel singer with The Soul Stirrers during a concert in Los Angeles Shrine Auditorium that Sam Cooke first came to the attention of the record company executive that asked him to record some popular songs. With the permission of his father, the Reverend Charles Cooke, Sam obliged the exe and began a career that has since produced "You Send Me" (his first hit), "Sentimental Reasons," "Win Your Love For Me," "Only 19," "There I've Said It Again," "Wonderful World," "Everybody Loves To Cha Cha," "Chain Gang," "Sad Mood," "Twistin' The Night Away" and now the chart-riding "Nothing Can Change This Love.

The son of a Chicago minister, the Victor record artist is a deeply religious youth. He is also a serious musician, writing much of his own material and playing the guitar as well.

Gene Pitney, who is currently zooming up the charts with "Only Love Can Break A Heart," began his career in music biz as a tunsmith. After supplying other performers with disk material, he stepped out last year on UA's Minter label with a chart rendition of his own number "(I Wanna) Love My Life Away." This year the chart seller in plenty of loot with "Town Without Pity" and "(The Man Who Shot) Liberty Valance.

Some of the artists who have cut Pitney songs include June Vali, Steve Lawrence, Tommy Edwards, Billy Bland and Roy Orbison.

A native of Rockville, Conn., the 20-year-old performer has, in addition to his singing-writing background, experience as an arranger and instrumentalist.

The performer's hobbies cover three areas: taxidermy, trapping and electronics.

A major breakthrough in the presentation of public affairs programming by mass audience radio stations was inaugurated last week when WINS-New York unveiled an unusual run-of-the-week rotation schedule for public affairs shows. Last Sunday the outlet began to integrate public affairs programming daily in peak listening hours in direct competition with the prevailing industry practice of bunching such shows into public affairs "blocks" in low regarded time periods. According to Mark Olds, general manager of the station, the overall WINS public affairs effort, currently being developed, will be spread throughout the entire broadcast week with emphasis on daytime hours.

Indicative of the new approach is the scheduling of "Around The World" with Mike Wallace which is being presented in cooperation with Hofstra College. This 30 part series dealing with leading international, political and social issues will be integrated into the full range of WINS programs on a rotating basis seven days a week.

As a gag, Robert Q. Lewis invited his KNJ-Hollywood listeners to bring "a favorite song" to the show according to Dexter Young's home. Lewis gave Young's address, explained a pool was being built and water was needed. More than 200 faithful fans showed up with gallons of water. . . . A mail from the winners is KHJ's Perry Allen current context wherein he asks listeners to "Snarl Along With Allen," and get your pet peesers off your chest. Listeners send in letters and cards, telling their pet peeves and winning letters are read daily.

Ed Wilson, WIL-St. Louis early morning personality was recently the guest of the 1962 Mayor's Cup Pole Match for Muscular Dystrophy. The championship game between St. Louis and Minneapolis was enthusiastically watched by some 10,000 fans. Wilson shared the spotlight with television star, Dale Robertson. At halftime, unusual modes of transportation were featured for a fashion show, and Wilson added to the spirit of the afternoon by arriving via helicopter.

During the entire month of October WWD-C-Washington will "hit the road" on behalf of the area's United Givers Fund campaign. Utilizing the start Cook as stimulus director in the Washington area on behalf of the UGF, in addition to be- ing a broadcast facility, WWDC's sat-elite studio will also be utilized as a collection center for UP donations for pledges. . . . As a public service to its listeners, WWD will broadcast a se- ries of face-to-face debates between principal candidates for office in the upcoming general election. The series is tagged "Tell Me, Mister Candi- date," and will get underway October 17th. The series is presented from studios Democratic and Republican nominees for the U. S. Senator from Maryland, Congressman-at-Large from Maryland, Congressman from the fifth and sixth districts in Mary- land.

Sorry, but one of our scribes goofed. A recent caption identified Hal Mal as an announcer for an Atlanta station. Actually, Mal is on the staff of WAUG-Augusta.

Bob Allen, program director of WNOO-Ashtabula, Ohio, said that the station recently put on a very successful series of outdoor dances for young adults at the Ashtabula County Fair.

Marty Faye debuted his new Saturday night TV'er, "A Start At 7"—Mark Faye Place"—Chi- cago. The hour long television show, produced and directed by Dick Locke, is a case study in complete with living room, music room, even kitchen where if any of the guests can display their culinary skills while on camera and showcases artists who are appearing at various clubs around town.

Pat and Harry Harrison (he's the WMCA air personality from 10 AM to 3 PM) have lost their first child, Patricia Anne. Both Pats are doing fine.

WXXZ-Detroit's Fred Wolfe, who is heard every morning from 6:00 to 10:00 AM is currently asking motorists listening on the car radio to adopt a practice that will be followed in other parts of the country. In the morning, according to Wolfe, school drivers are asked to turn their headlights on. The practice reminds others to drive care- ful and watch out for the kids. It also helps the kids see cars approaching, particularly when it is snowing.

WMCA-New York was awarded a citation last week by the Federation of the Handicapped for "all in stimu- lating programming that disabled." The award was made for the re- sults, achieved through WMCA's broadcasts since July 1960 of "The Handicapped Worker of the Day" on various times in twenty-four hour basis.

The 28th link was forged into a chain of annual Inter-Faith broad- casts last Sunday on KYW-Cleveland. Every year, since 1935, representa- tives of the various religious faiths have joined forces to present a special appeal in support of the United Appeal of Greater Cleveland. This year the program, usually of a thirty min- ute duration, was expanded to an hour. Music of all faiths was sung by the internationa-famed Cleveland Hild School Choir.

Jazz thresh Dode Greene recently appeared on Max Cole's WVR-New York show and Evelyn Cunningham's WLIB-New York plugging her latest Blue Note single and album.

VITAL STATISTICS--Bob Chase, formerly of WXQI-Atlanta, has been given the green light as program director of WESC- Greenville, said Collins exit his air post on WTUF-Mobile to take over a similar spot on CALB-Albara, La. . . . John Garry and Jim Simpson, both formerly of WOTD- Oklahoma City, are to become sister station WTRX-Platt, as program di- rector and production manager re- spectively. . . . Roy Brown is hold- ing down a jazz show on WABC-FM-N.York. . . . Antom Mon- ta-Gue leaves his program director- nichi on KSN-San Francisco to join and L.A. . . . John Garry and Jim Simpson, both formerly of WOTD- Oklahoma City, are to become sister station WTRX-Platt, as program di- rector and production manager re- spectively. . . . Roy Brown is hold- ing down a jazz show on WABC-FM-N.York. . . . Antom Mon-
The complete line-up of Bossa Nova's are on

MONAURAL

STEREO

SELLING BIG! COMING SOON!

NEW BEAT BOSSA NOVA
Meaning the SAMBA SWINGS
ZOOT SIMS and his orchestra

CP 435 SCP 435

The authentic new beat, bossa nova*
featuring a "Who's Who Among Musicians":
ZOOT SIMS
JIM HALL
SPENCER SINATRA
PHIL WOODS
GENE QUILL

*Also available as a single.

... more of the rhythmic beats of the exciting Bossa Nova in another popular LP!

Look for Vol. 2!

NOW READY! TOP JAZZ LP!

cantando bossa nova
singing the bossa nova

CP 438 SCP 438

Don't overlook the TOP jazz album of the year!

JAZZ MISSION TO MOSCOW
Featuring top jazz artists on their return from tour of Soviet Union 1962

CP 433 SCP 433

COLPIX RECORDS (A division of Columbia Pictures Corp.)
711 Fifth Avenue, N. Y.

Cash Box—October 20, 1962
New York:

Thanks to Anthony Newley, Anna Quayle & Co. we had one of the most delightful evenings in the theater—charmed by their performances in "Stop The World!" Mr. Newley is a truly remarkable versatile talent.

From Cassie's Evelyn Cornel joins us tonight to hear that Carl's "It's Hard To Say Goodbye To Yesterday" is up 3 places this week. Cassie has a hit Stax LP in "Green Onions." Carl Fach notes from up there that "Garden 4 Plus is different enough to make it real big. Smash's recording advocate Doug Moody, wholeheartedly agrees. Mike Shepherd of Los Angeles has a hot item in their Lute concert of "No Man." Ernie & L.A.'s Irwin Zucker for the "Little Black Book" in behalf of Jimmy Dean's latest Columbia chart-maker.

MGM's smash-maker Connie Franchi set to be honored at the American Hotel celebrity-press party to be given in her honor by Prentice-Young & Weil.

Laurie's Eddie Mathews informs that English lady Petula Clark's label's 45 "It's Not Right But It's All Right" has rocketed thru in the L.A. and San Francisco areas.

Phil Birtie, back in action after a serious illness, has regained Morse-Gurtman Assoc. for PR and music publicist to help boost their recent promo.

"T. J." Johnson tells us that his Teen Life was hopping with "I Love You," Charles St. School, Cong. Beth Israel & St. Catherine's Church—with Rust's Gloria Dennis, Photo's the Elegants, Dimension's Big Dee Irvin, Darryl-Richard's Richard and the R & B band, the Angels.

Mercy's Carl Deane up to tell us that Michael Allen's bow, "A Boy With A Dream," is getting great reception in the met area and that it was a Murray Kaufman-WINS contest winner. "No Man." Ernie & L.A.'s Irwin Zucker for the "Little Black Book" in behalf of Jimmy Dean's latest Columbia chart-maker.

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Chicago:

RCA-Victor Dist. Corp. hosted a country & western promotional attack this week. 10/5/6 in honor of Italian tenor Sergio Franchi who recently completed his engagement at the Oscar. High lights of the affair was an impromptu perform ance by the captaining Mr. Franchi. . . . Stacy Records promo Jimmy Gaylord announced the appointment of John Dolan as the label's national sales manager. Dolan was formerly associated with New Phoenix Records.

Look into John's mind and you'll find that John is looking for new charters in this West Coast market. John reports that things are so favorable for Promotions.

Looking over the horizon for next week, we see that Glicken that Johnny Crawford has another smash in single "Countryppers" and that Bobby Curtola and his "Aladdin" were quite a sensation at "The Iron Horse." As for Domino's Baby of Cosmopolitan Dist. Corp., tops his list of powerhouses with the new Joe Turner single, "You're Too Cold To Hold Over." (Todd), Jubilee outing "Goodbye My Love" by recent pacto Jordan Christopher, "You Are The One" by Bobby Dunn (Orrell), "Shy Guy" by the Crystalites (Crystalite), a Ray Charles item on the Baronet label tagged "I Used To Be So Happy."... and the third promo is "Rusty Warren In Orbit."... With Harvey Goldstein (Liberty Dist.), the winning pair is "Gang Sang A Song" by Walter Brennan and the "Little Black Book," "Rings Strangers By Day" by the Fleetwoods.

Hollywood:

Johnny Mathis has signed Jack Ferman as his new music director. Johnny makes his debut in the Latin Casino, Philadelphia, and the twinkle in his eye is that he will be touring the West Coast next week. (Sue) By the way, his new album, "Mr. Matcham," is out and Johnny is currently in the competition for a new TV series. . . . Jim Patton is the new promotion manager.

Spencer Davis, Del-Fi Records Western Promotion Manager, has been added to the promotion staff by Del-Fi Records and is slated for a wax records, LP's and 45s campaign.

Chicago:

RCA-Victor Dist. Corp. included "Bless Your Heart" by Johnnie Wright and "My Fool" by the Del-Fi's, "Mississippi Joe" by Jimmie Davis on their LP. It was announced by the Del-Fi's that "Mississippi Joe" is the first of a series of LP's that will be released by Del-Fi.

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MAKE ROOM AT THE Top!

This is the LP that's selling its way into more record collections faster than anything ever before recorded. That shouldn't come as a surprise. You know about the sensational popularity of this most amazing and amusing brother act in all of show business. Keep well stocked because there's even more promotion and advertising coming up soon with added emphasis on the Smothers Brothers' current national personal appearance tour. Keep your customers happy!
THE EPIC SIXSHOOTER DOESN'T MISS...
AND THESE SIX HITS PROVE IT!

Thar's Gold in Them Thar Tills With EPIC Singles
Deejay Helps "Torture"

BOSTON—Frank Holland, of Mutual Record Distributors, this city, recently awarded a gold record to WORC spinner Dick Smith for his efforts in behalf of Edra Jensen’s big chart-rider of "Torture." Shown (left to right) are Holland, Smith and Al Altman, mutual promo man.

WB Names Hinton
As So. Calif. Rep

BURBANK, CALIF.—Bruce Hinton has been named promotional representative for the Southern California market for Warner Bros. Records, according to Joe Smith, national promotion manager.

Hinton comes to WB after a long stay with Dale Enterprises, the Boston distributor. He will headquarter in Los Angeles and will work in conjunction with the label’s distributor, Sun State Music, Inc.

Hinton’s appointment continues WB’s aim to establish full-time promotion personnel in all key markets throughout the country. Similar cold record promotion for the diskery are based in New York, San Francisco, Chicago, Detroit, Baltimore, Philadelphia and St. Louis.

Cat Contest

NEW ADDITIONS to TOP 100

61—RETURN TO SENDER
Elvis Presley (RCA Victor 8100) 92—YOU CAN RUN (But You Can’t Hide)
Eddy Butler (Yazoo 463) 64—BIG GIRLS DON’T CRY
Four Seasons (Scepter 465) 98—LET’S GO (PONY)
Kotzner (Warner Bros. 5283) 85—RIDE
Dee Dee Sharp (Cameo 230) 100—MIDNIGHT SUN
Five Whispers (Dot 61) 86—MAA SANG A SONG
Bill Anderson (Douglas 17484) 100—FURTHER MORE
Roy Stevens (Mercury 72019) 90—YOU CAN RUN (But You Can’t Hide)
Eddy Butler (Yazoo 463) 100—THE LONELY BULL
Tijuana Aires (A & M 702)

Broadcasters Beam For Buddy

PHILADELPHIA—Buddy Greco was here recently, plugging his hit Epic single, "Mr. Lonely," and his album, "Buddy and Soul." Surrounding him at the offices of WIP are jockeys (standing, left to right) Marty O’Hara, Jim Tate, Chuck Dougherty, Dick Reynolds and Nat Wright. Seated are Larry Cohen of Mason Distributors, the charter and Sol Rahmowitz, national promotion manager of Epic.
MORE BIG ONES
FROM PHILIPS....
TAKING OFF AND
FLYING HIGH!!!

"Dear Hearts and Gentle People"
THE SPRINGFIELDS
NO. 40072
You asked for it! And here it is! Already getting terrific D.J. play!
Looks just as big as their great single,
"Silver Threads and Golden Needles."
From their sensational LP.
"SILVER THREADS AND GOLDEN NEEDLES"
PHM 200-052 / PHS 600-052

"Hercules"
FRANKIE VAUGHAN
NO. 40070
A rocking love song with the most unique
lyrics since Adam kissed Eve!

A BIG, NEW LP FROM DIZZY!
"Dizzy At The French Riviera"
DIZZY GILLESPIE
PHM 200-048 / PHS 600-048
Dizzy and his band give the famous
Gillespie treatment to some great selections,
including a big bossa nova hash
of "Desafinado"

2 MORE SIZZLING SINGLES!
"Dear Addy"
HASH BROWN
NO. 40061

"The Wrong Side of Town"
MEL CARTER & CLYDIE KING
NO. 40049

PHILIPS RECORDS
35 E. WACKER DRIVE - CHICAGO, ILLINOIS

Cash Box—October 20, 1962
NEW YORK—Stan Applebaum, Warner Brothers Records' east coast A&R chief, is pictured above going over an arrangement with Chip Taylor (left), who was recently inked to an exclusive recording contract by the label. Taylor's single, "Here I Am," was released last week.

Fred Fox Sails For Biz In Europe

NEW YORK—Fred Fox, veep at Sam Fox Publishing Co. and Sam Fox Film Rights, sailed with his wife last week (11) for a seven week business trip to Europe and the Middle East. In addition to conferring with affiliates in Amsterdam, London, Paris and Milan, Fox will establish Sam Fox affiliates in Greece, Lebanon and Israel.

Sam Fox, president and founder of the pubbery, preceeded his son Fred to Europe by several weeks and has just concluded negotiations whereby recent Sam Fox acquisitions will now be made available throughout Europe. Included, among others, in these negotiations are the catalogs of Palls backwood Music Library, OK Background Music Library and Dora- bet Music Publishing Co., the Clea- noff, Robinson and Giovanni publishing firm.

Before his departure, Fred Fox stated: "The recent acquisition of valuable material in both publishing and background music areas necessitates both the expansion of our existing branches and the establishment of additional offices throughout the world."

Western One Stops, Inc. Buys R. F. Jones One-Stop

SAN FRANCISCO — Western One Stops Inc. has purchased the R. F. Jones One Stop Record Division and has transferred all stock and employees to Western One Stops in San Francisco, it has been announced by Ted Fullmer, vice-president.

Fullmer also announced that "Sase" Rubinstein, formerly with RCA Victor Records, had joined the firm's sales division.

Jay Kay Moves

DETOIT—Tom Schlesinger of Jay Kay Distributing Co., this city, has announced that the firm has moved to new quarters and is now located at 13401 Lyndon.

Lieberson Lectures To Students Of Musicals

NEW YORK—The art of recording original cast albums is more than merely taking singers and the pit orchestra out of the theatre and putting them in a recording studio," said Goldber Liedberson, president of Columbia Records, who spoke last week (8) at the fifth session of the ASCAP Seminar on the musical theatre.

"We must always bear in mind that we are creating an aural production, one that people listen to in the privacy and intimacy of their own homes. Many of the arrangements have to be changed slightly because of this, including augmenting the pit orchestra with strings. We do, however, always strive to create as much of a theatrical atmosphere as possible by using stereo movement and including bits of aural business."

Lieberson admitted to the group that competition has forced record companies to invest heavily in musicals, but he maintained that this was a development that he was sorry to see happen. "When I first heard the score for 'My Fair Lady,'" he said, "I had such confidence in it that I recommended to CBS make a substantial investment. I also felt that we could talk about 'Bye Bye Birdie.' But this was done because I genuinely believed in the talent of the creators of those shows."

In response to a question on recording old musicals, Lieberson pointed out that three musicals Columbia recorded, "Fergy and Bess," "Pal Joey," and "On Your Toes," furnished the inspiration for Broadway revivals. "Recording old musicals is not always commercially successful," he said, "but we plan to continue doing them because they then become a permanent record of an important event in our theatre's past history. My own personal favorite of all the bygone musicals that we recorded is 'Oh! Kay!'"

The ASCAP Seminar on the Musical Theatre is an eight-week series of Monday nights that is designed to help young composers and lyric writers become familiar with every phase of the musical theatre. This week's session, which will take place at 6 p.m., will be a discussion on arranging and conducting.

Sid Ramin, arranger for the current hit, "A Funny Thing Happened on the Way to the Forum," and a Broadway conductor will speak.

All eight sessions are being broadcast Saturday evenings over WNYC, from 9 p.m. to 9:55 p.m.

New Petersen Single

To Bow On "Reed" TV'er

NEW YORK—Paul Petersen (Colpix) will debut his bid for four straight Top 100 singles with the introduction of his newest deck, "My Dad," on the Oct. 25 telecast of the "Donna Reed" TV'er, on which he is a regular. Petersen's previous hits include "She Can't Find Her Keys," "Keep Your Love Locked" and "Lollipops & Roses." Another Colpix artist, Shelby Fabares, is a regular on the same show, and she, too, has had singles success (e.g. "Johnny Angel"). James Darren, also on Colpix, sang one of his hits, "Goodbye Cruel World," during a guest appearance on the show.

Cash Box—October 20, 1962
Copy of the Most Complete and Largest DIRECTORY Issue (20th Anniversary Issue)

Cash Box

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ADDRESS
CITY ZONE STATE
Type of business

Cash Box—October 20, 1962
Columbia Inks Barbra Streisand

NEW YORK—Barbra Streisand, rated a musical comedy find during the 1961-62 season, has been signed to an exclusive pact by Columbia Records, Goddard Lieberson, president of the label, has announced. The performer is already heard on two Columbia albums, one of them the original cast LP of “I Can Get It For You Wholesale,” the musical in which she has a show-stopping number, “Mas Mamertine.” The second LP is Columbia’s re-creation of the score of the famed revue of the ’30s, “Pins & Needles,” which, like “Wholesale,” has songs by Harold Rome.

Her first solo recordings will be produced later this month by Mike Bernini, pop A&R producer, with a release to follow shortly thereafter.

The performer’s contract was negotiated by David Karpalk, east coast director of pop A&R, and Martin Erlichman, her personal manager. The lark is shown above at the inking ceremonies with Goddard Lieberson (left) and David Karpalk (right).

Steve & Eydie Cut ‘Live’ LP In Vegas

NEW YORK—Steve Lawrence and Eydie Gorme, currently enjoying a four-week engagement at the Sands Hotel in Las Vegas, cut their first live album for Columbia Records last week-end and simultaneously performed on stage.

The album will be titled “Steve and Eydie: Swingin’ at the Sands,” it was announced by the couple’s manager Ken Greengrass.

“Comin’ Home” Vocal Is New Torme Single

NEW YORK—Mel Torme makes his singles bow on the Atlantic label with a vocal version of “Comin’ Home Baby,” an instrumental heard in the label’s strong LP seller, “Herbie Mann at the Village Gate.” Label topper Nesuhi Ertegun had spent several months looking for material to be used in a single session for the artist.

Shirley Booth Cuts LP For Caedmon

NEW YORK—Caedmon Records and NBC-TV promotion services have joined forces to publicize a new LP by Shirley Booth, the star of the “Hasil” TVer. Copies of the album, on which Miss Booth reads four famous Dorthy Parker short stories, are being sent to NBC promotion managers around the country who will provide visual promos for the disk. The album will also be offered as a “giveaway prize” on audience participation shows.

Full Attendance Set For Annual NARAS Meet

NEW YORK—An almost 100% attendance is set for the annual meeting of the national officers and trustees of the National Academy of Recording Arts and Sciences on October 13 and 14. The meetings, which will take place in New York, will be attended by representatives of the New York, Los Angeles, and Chicago chapters. A full agenda for the meetings has been adopted. Under discussion will be scholarship awards, which are granted by the organization. A re-evaluation of voting procedures for the annual NARAS Grammy awards will be aired. An election of national officers will also take place. The following are slated to attend the meetings: the trustees from Los Angeles, Paul Weston, also national president, Van Alexander, Sonny Burke, Dave Cavanaugh, Mack David, and Victor Velasco, also National Secretary; from Chicago, Bernie Clapner and Dick Schory; from New York, George Avakian, Dom Cerulli, John Hammond, Michael Kapp, and Gunther Schuller.

Colpix Issues LP Of Bossa Nova Locals

NEW YORK—Colpix Records is releasing the release of a Bossa Nova vocal LP by Vi Velasco, whom the label has signed to an exclusive pact. Label believes it will be the first vocal Bossa Nova LP in the stores.

Thrush, whose Diannah Carroll’s understudy in “No Strings,” will help plug the Bossa Nova dance created by Fred Astaire and Ronne Monte of the Fred Astaire Studios, with which Colpix has a promotional tie-in, via appearances at record shops in the New York. Negotiations are in process to have the songstress, Zoot Sims, who has his own Bossa Nova LP on Colpix, and Fred Astaire dancers to present their Bossa Nova efforts on a national TV program.


Harmon To New Offices

NEW YORK—Harmon Records, this city, has moved its offices to 345 West 58th St. in the Coliseum Towers Building. Label recently had Top 100 action with Dick Roman’s “Theme from Summer Place.” Roman’s new single is tagged “Please Remember Me.”

New RCA Promoters R. M. Macrae

NEW YORK—The appointment of R. M. Macrae as RCA’s staff vice president of southwestern distributor and commercial relations has been announced by M. F. Bennett, vice president of RCA’s distributor and commercial relations.

Macrae, formerly vice president and general manager of the distribution division of RCA Victor Company, Ltd., Montreal, Canada, was succeeded by H. R. Maag, who will handle special assignments in the RCA distributor and commercial relations organization. Maag will retire at the end of this year. Macrae has been with RCA since 1945, having served in various capacities.

Executive Changes In Paramount’s Music Subsidiaries

NEW YORK—Arthur Israel, Jr., veep and general manager of Famous Music Corporation and Paramount Music Corporation, Paramount Pictures’ music subsidiaries, announced last week the appointment of Sidney Herman as business manager of those music companies, succeeding the late Louis Billetter. This new assignment will be in addition to Herman’s present duties as executive assistant to Mr. Israel on Paramount’s music interests.

Seymour Shulz, who was formerly at the Paramount Cartoon Studio, has joined Famous and Paramount at their Gotham offices and will serve as assistant business manager of these companies.

Ed Welpin, who has been general professional manager of the music companies for the last five years, will continue in that position.

7th N.Y. HiFi Show Called “Most Successful”

NEW YORK—The just-concluded (Sat., Oct. 6) 7th annual New York HiFi Music Show has been termed the most successful in the show’s history” by Raymond V. Pepe, president of the Institute of High Fidelity, Inc., sponsors of the show.

Pepe said that a large portion of persons attended the five-day exposition at the New York Trade Show Building, including 2,000 dealers. “Consumer response was so overwhelming that some manufacturers ran out of literature the day before the show’s closing,” he declared.

Pepe called this year’s audience of consumers the most “imaginative group ever to witness the annual event.” “Judging by their questions,” he added, “it appears that we attracted a large number of persons who were being exposed to high fidelity for the first time,” he said.

Next year’s show will be lengthened by one day. Dates are Sept. 9-14 and the site will again be the Trade Show Building.

Charles Ppants Connie Boswell

NEW YORK—Vet lark Connie Boswell has been inked to New York’s Charles label. Her own compositions, “I Don’t Mind,” “You’re So Nice,” “The More You Had Me,” “Nothin’ (Nothin’ at All)” mark her singles debut on the old label, whose sales and promotion head, Bob Carter, is planning an extensive tour and publicity set-up for the performer. The Charles’ roster also consists of singers Ginny Gibson and Alan Spilten. Dick Charles is the firm’s owner.

Damita Meets The Press

NEW YORK—Mercury Record’s Damita Haddon was recently honored at a party held in her honor at Gotham’s Copacabana where she was making a personal appearance. Two week’s before staff were trying to take part in the festivities. Shows (left to right) are Bob Ettinger, the lark and Irwin Lichtenman.

Hot R & B Releases!

Nothing In This World
Goanna Keep You From Me
Jimmy Anderson
Excello 2220
TROUBLE AT HOME BLUES
Silas Hogan
Excello 2221
‘POPEYE’ TRAIN
Tabby Thomas
Excello 2222
NEW SPIRITUAL ALBUMS!!
‘WALK ON AND TALK ON’
BROTHER JOE MAY
Hathaway LP 7010
1 BONUS LP WITH 7 PURCHASED
“I NEED YOU LORD”
HIGHTOWER BROTHERS
Hathaway LP 7011
NASHBROOK RECORD COMPANY
177 3rd Ave., N. Nashville, Tenn.

On The Charts!

Please Remember Me
Dick Roman On Harmony
Coming Fast....
Like I Gotta Get Away
Debbie Woods On Epic
B. F. Wood—N.Y.C.

The Big Hit From OLIVER

“AS LONG AS HE NEEDS ME”
Shirley Bassey
UA 511
UNITED ARTISTS
7577 hale Ave., N.Y. 19, N.Y.
CMA's Country Week Getting Lift From Many Sources

NASHVILLE, TENN.—Network television specials heavy label promotion, local radio and TV saturation and the second annual presentation of the Country Music Hall of Fame honorees (see separate story) will keynote the second national Country Music Week set for Nov. 4-10. Date coincides with WSM's 11th Annual Country Music Festival in Nashville. It was noted that this year's Country Music Week observance schedule already shows a "marked increase of activity" over last year.

Roy Horton, Country Music Association C&W Week chairman, announced that the country music industry's big week, Horton, an exec with Southern Music Publishers in New York, said that several key network TV shows, such as the Mitch Miller and Lawrence Welk shows, are weekly promoting the Roy Rogers-Dale Evans special, and Tennessee Ernie Ford's daily during the week, will be geared to the sound of country music. Ernie Ford has booked country music groups, including Jimmy Dickens, Nov. 6; Patsy Cline, Nov. 8; and Flatt & Scruggs, Nov. 9.

The radio network perennial, Don McNutt's "Breakfast Club" indicated it would be slated to tie-in with Country Music Week also.

CMA will send press kits to all radio stations in the U.S. and Canada, utilizing Chet Atkins, Flatt and Scruggs, Connie Francis, the Kingston Trio, Roy Acuff, Eddy Arnold, Patsy Cline, Hank Snow, Little Jimmy Dickens and Elvis Presley. In conjunction with this special disk release, CMA_ver Bob Pampes of Columbia Records Canada, is spearheading the production of a special Canadian talent show featuring an interesting flavor to the week. Pampes is producing material featuring Canadian artists and the show will be presented by CMA's Scottie. On November 10, the East Coast radio stations will be the first to air the package, which will then be distributed to all terrestrial stations in Canada and the U.S.

VTM Is Rep For Miller Package

NEW YORK—Edwin K. Greene, president of UTM, Ltd. (United Talent Management), has announced that arrangements had been completed with the personal management firm of Shela & Bruno, whereby the S&B package, "Music Made Famous by Roy Acuff" will be exclusively represented in all fields by UTM. Package features former Glenn Miller vocalists Tex Beneke, Ray Eberle and The Modernaires and Paula Kelly.

Greene, previously exclusively in the Canadian office of the company based in New York, has handed his share of the company over to his firm which will continue to operate in Canada and the U.S. artists. The Canadian stars will also plug Country Music Week on their TV shows. Pampes states there will be a CBC TV Special keynoted Country Music Week.

VMT is another company with an extensive background in the field. They have produced and distributed 30,000 LP's and 300,000 singles. With the new market for direct sales, they see a field of opportunity in the field of country music. They have produced and distributed 30,000 LP's and 300,000 singles. With the new market for direct sales, they see a field of opportunity in the field of country music.

Buddy Debut

NEW YORK—Mickey Carr has announced the new distro called Buddy Records has been formed and will issue its initial release within the next few weeks. The new label will be issued by Carr with John Abbott handling the A & R spots. Ray Artis, a new artist, is featured on the release single release "Dear Liz" and "Wella Wella." Also signed to the label are the Melotroes.

Italian Singer Cuts In U.S.

NEW YORK—Aardvark Records, this city, has released two singles which comprise their initial disk in this country by Italy's biggest star. One single includes "Bambina" and "Non Mi Lascerai" (Never Leave Me) while the other features "Ti Voglio Follare" and "Paese Lontano." Born in Sicily, Salvo has performed in Europe and South America.

Volk Bucks Controlling Interest In Fla. Distrib. MIAMI, FLA.—Allan Volk, formerly southern and eastern rep for the MGM Records' Folkway label for past four years, has acquired a controlling interest in Goldstate Record Dist., this city. Volk will manage the firm's sales, distribution and promotion. With the move, the distributor will expand into the album field, having been previously a singles house.

Party For Brook

NEW YORK—Brook Benton, who is known as The Rhythm of His Time, was recently given a surprise birthday party after an engagement at Gotham's Apollo Theatre. A huge birthday cake was wheeled out on stage at the close of his performance and the entire cast joined in the celebration. In the top photo, Ruth Brown is shown confiding the chant a gift in his dressing room when Benton's manager, Dave Dreyer, looks on in the background. Shown (left to right) in the bottom shot are: Moms Mabley, Benton, Ruth Brown and member of the Bluebells group.

BMI Makes Awards For Top Varsity Shows

NEW YORK—"Land Ho!," a musical revue written by Jack O'Brien and Robert James, has been named winner of the second annual Broadcast Music, Inc. Varsity Show Competition. Checks for $500 each will be presented to O'Brien and James as creators of the winning production and to the MUSKE (Michigan Union Student Media Group,) was selected as the University of Michigan which sponsored the show. "Land Ho!" was selected from thirty-four entries which were produced during the 1961-62 season.

Robert James is also a jazz pianist, and heads a group called the Bob James Trio. James and his crew were inked to a Mercury Records' pact by Quincy Jones, with whom he has "signed" a deal due next month.

First honorary mention awards were made to "The Wildbirds," with book, music, and lyrics by Gordon Zellman, presented by the Juilliard School of Music. Two second honorary mention awards were made to: "Lute, Fiddle, Lyre and Sackbut" by Arthur Morey, presented by the Harvard Musical Theatre Group, and "Te Deum of the Simeon" with music by John Simon, presented by the Triangle Club of Princeton University.

Judges who selected the winning entries included Jerry Beck and Sheldon Harnick, writers of the Pulitzer Prize-winning musical "Fiorello!"); Lohman Engel, composer; Terence Hanbury, author for many Broadway productions; Howard Barker, and Herman Shumlin; music publisher Tommy Vandel; and Robert B. Sours, BMI vice president in charge of writer relations.

Congress Handling Dynamic Single

NEW YORK—A single review in last week's issue on "A Letter From Susan" by Susan Smith, released on the Dynamic label, incorrectly stated the name of the firm which is handling the disk's distribution. Correct firm is Nell Galligan's Congress Records.
CASH BOX TOP 100's PUBLISHERS

(Top 100 titles listed alphabetically by publisher, one card for artist and label credit)
On the occasion of the Festivalivities around the Dutch Concertgebouw and the Concertgebouw Orchestra this winter, commemorating the 75th anniversary of the building's inauguration in the spring of 1885, Philips released a special LP edition of Mahler's First Symphony. The symphony will be performed at the Festival tour of the Concertgebouw Orchestra through Holland this winter season, conducted by Bernard Haitink. Mahler's Symphony is connected to the Concertgebouw Orchestra in a very special way: it was composed in 1888, the very year of the Orchestra's foundation, and was premiered and conducted by Gustav Mahler personally in the Concertgebouw. Since, countless performances have taken place by the Concertgebouw Orchestra, many of them under the late Wilmem Mengelberg. On Oct. 1 of this year, when the Symphony was performed at the Festival Concert in Amsterdam, conductor: Haitink presented the first copy of the LP to Her Majesty Queen Julian of The Netherlands.

The successful Sept.-Oct. tour of Les Freres Jacques in Holland is honored with high praises in newspapers. The LP, which was released in connection with this tour, met with the same enthusiasm by press and public, creating, at the same time, a demand for a recent EP-recording. The EP, containing "Le Petit Homard" and "Don Léon," was released Oct. 1. Among other new French chanson-releases, Leo Budewits, general label-manager of L. C. Plasen, draws attention to an LP-recording of Anne Sylvester on the Philips-label.

The well-known St. Laurens Tower of Rotterdam, heavily bombed and damaged during the air-attack of May, 1940, has a new carillon which is the pride and glory of the bell-casters. Leo 'T Hart, famous carillon-player and instructor, plays a recital of Christmas melodies on this carillon on a new Philips EP: "Carillon Christmas Sounds."

Eldert Van Zoeren, Dutch Belinda chief, gave Cash Box the big news that the C.N.R. record of Ben Steenek, "Lonely River Rhine," will be released in the U.S. soon, on the Big Top label.

Bovema's Imperial-label will soon release a special item for collectors of religious and folk music; Holland's first Jewish cantor, Hans Bloemendal, singing excerpts from Jewish wedding ceremonies in the original Hebrew-text. Imperial Holland's rapidest Jewish hit is "O Man," the current big hit, "Venus In Blue Jeans."

The big hit from abroad in Holland is "Paradiso," the original version of which is sung by Connie Francis; Bovema's Gramophone house is almost over-run with a host of teen requests for the number.

### Holland's Best Sellers

1. Brandend Zand/Heiser Sand (Anneke Grönloh/Phillips, Mina/Misoly, Polydor, RCA, Philips, Philips/Brussels)
2. Speedy Gonzales (Pat Boone/London) (Metro Music/Amsterdam)
4. Roses Are Red (Padre Twins/Arbette, Bobby Vinton/Columbia) (Les Ed. Int. Basart/Amsterdam)
5. Do You Want To Dance (Cliff Richard/Columbia) (Les Ed. Int. Basart/Amsterdam)
6. Guitar Tango (Shadow/Columbia) Editions Climax/Amsterdam
7. Marching Along With The Blue Diamonds (Blue Diamonds/Denca/Amsterdam)
8. Janus Pak Me Nog Een Keer (Paula Dennis/Arbette, Rita Valk/Fontana) (Unguerri Joerg Penteng/Handels)
9. Like I Do (Nancy Sinatra/Reprise) (Top Music Altona/Amsterdam)
10. Sealed With A Kiss (Briam Hyland/ABC Paramout) (Chappell/Amsterdam)

### South Africa's Best Sellers

1. Kiss Me Quick (Elvis Presley—RCA)
2. I Don't Know Why (Eden Kane—Decca)
3. Things (Bobby Darin—London)
4. I'll Be Home (Donnel Sedaka—RCA)
5. Such an Easy Question (Elvis Presley—RCA)
6. I'm Gonna Love You For Ever (BBC)
7. Guitar Tango (The Shadows—Columbia)
8. I'll Be Me (Cliff Richard—Columbia)
9. I Can't Stop Loving You (Ray Charles—ABC Par)
10. Ver In Die Ou Kalahari (Jim Reeves—RCA)

### Breaking 'Em Up In Italy

South Africa's Best Sellers

1. Speedy Gonzales (Pat Boone—Decca)
2. Sealed With A Kiss—Brian Hyland
3. Things—Bobby Darin
4. Vacation—Connie Francis
5. Needles And Pins—Roy Orbison
6. King Of Gloves—Neil Sedaka
7. I Don't Know Me—Ray Charles
8. I'm Coming Home—Paul Anka
9. Follow The Leader—Ray Charles
10. Roses Are Red—The Padre Twins
12. Man On The Run—Kenny Chandler

13. When The Girl In Your Arms—Cliff Richard
14. Send Me The Pillow You Dream On—Ray Conniff
15. We Say Yeah—Cliff Richard & The Shadows
16. Baby Face—Bobby Darin
17. Walk A Lonely Mile—Brian Hyland
18. Our Love Can Break A Heart—Gene Pitney
19. I'm Here To Get My Baby Out Of Jail—Billy Vaughn
20. Dance To The Locomotion—Tedd Randazzo

### Milena Gets Gold Disk

Bert 'N' Billy

### Israel's Best Sellers

1. Speedy Gonzales—Pat Boone
2. Sealed With A Kiss—Brian Hyland
3. Things—Bobby Darin
4. Vacation—Connie Francis
5. Needles And Pins—Roy Orbison
6. King Of Gloves—Neil Sedaka
7. I Don't Know Me—Ray Charles
8. I'm Coming Home—Paul Anka
9. Follow The Leader—Ray Charles
10. Roses Are Red—The Padre Twins
12. Man On The Run—Kenny Chandler

13. When The Girl In Your Arms—Cliff Richard
14. Send Me The Pillow You Dream On—Ray Conniff
15. We Say Yeah—Cliff Richard & The Shadows
16. Baby Face—Bobby Darin
17. Walk A Lonely Mile—Brian Hyland
18. Our Love Can Break A Heart—Gene Pitney
19. I'm Here To Get My Baby Out Of Jail—Billy Vaughn
20. Dance To The Locomotion—Tedd Randazzo

Buenos Aires—Peter de Rouge ment (left), CBS-Columbia's veep for Latin America, recently awarded Lucicio Milena (center) a gold record for the sales of his records over the years. The 21-year-old singer received the award on "Pinocchio" TV program Juan Carlos Marcelo (Pinocchio) is shown at the right.

Hamburg—Decca orchestra-composer Bert Kaempfert (left) recently played host to Dot maestro Billy Vaughn. The American musician, who was on a trip throughout Europe, was invited to receive a golden disk for his "Wheels."
Cash Box — October 20, 1962

GERMANY

At the first European showing of the new Rockola Capsule 100 and Rhassidy 160 machines held recently in Hamburg and Munich by distributors AK Addicks of Nova Apparate G.M.B.H., the top music operators in this country gathered to see the new machines. The operation is a music operating and of course, to talk business as usual. We'll have a special feature on the meeting next week in the Coin Machine section. The reason for bringing up the meeting in this column is in an effort to make the delegates aware of the importance of keeping a good relationship with the major manufacturers of Electric and Coin operated machines in this country. The change-over of the Mercury catalog leaves Radio Corporation Pty. Ltd. without a major overseas singles label, but it is understood that negotiations are being undertaken with such factories as EMI, Fontana, etc., in an effort to fill the gap left by the departure of Mercury. Radio Corporation Pty. Ltd. is one of the largest manufacturers of electrical appliances and has offices in Sydney and Victoria, as well as overseas offices and branches in all major overseas countries.

AUSTRALIA

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Roy. 
CGD announced that its representation contracts with MGM and Verve have been renewed.

Jerome B. Thomas, international sales director of Liberty Records, visited in London this week with a delegation of Francis Carree and Richard Be." VCM, Thomas, who joined Liberty last January when he left Dot—i. on his first European-wide business visit. He, Carree, and VCM's Harry and David de Vita represent.

Francis and Cash Box had lunch. Attending the lunch also were Mr. Vassura, who takes care of all of VCM's foreign lines, and Mr. de Vita, VCM's French representative.

A piece of news from Toronto, Canada, which concerns Italy, Frank Carena and his "Songs Of Sunny Italy" radio programs enter their eighteenth year of broadcasting the latest Italian hits and stars. They produce programs for Weekend Review, the longest running radio show in Canada, and for many others.

These programs bring Marino Marini, Fausto Papetti, Emilio Pericoli, Domenico Modugno, and many others to the attention of half a million Italian-Canadians and Italian-Americans. In addition, they advertise the greatest Italian motion pictures and their soundtracks. In other words, they bring Italy home right into the homes of the Italians. As always, Carena is at the service of the Italian recording industry and is always ready to collaborate. Simply write Frank Carena—1 Aldwyf Avenue—Toronto O—Ontario, Canada.

The contract between Walter Gutter and the Barcays has not been renewed. Next week, the Barcay's record line will be distributed by RCA Victor of Rome. Recently Walter got the Italian representation of the record catalog produced by Leon Cabat, the Vogue line, while RCA Victor of Rome got the Pety line.

Kirkog Mintosh had lunch with Nanni Ricordi, who has recently opened his own record house, Produzioni NR, and maybe in the future some arrangement for a joint cooperation in the record business may be achieved, but this is pure speculation.

Francois Minchin told use of a "new fantastic" recording by Edith Piaf, a duet with the young Gianna Maria Gerrini, and the island of Aix les Bains. The song is "Rendezvous A Paris—Plaf, Chevalier."

News from RCA Victor of Rome: Perez Prado appeared on our TV screens for the first time last month and recently opened the Italian RCA records book. Ned Seluda launches his first disk in the Italian language, "Tu Non Lo Sai (Breaking Up Is Hard To Do)" backed by "Einete Vivi" (As Long As I Live), two recordings he cut during his recent visit to the RCA Victor studios in Rome.

Among the latest London's releases in Italy are particularly worthy of mention are "Caterpillar Stroll" by The Campaign (Challenge), "Runaway Pony," a twist by Daugne Edie (Jamie) and Roy Orbison's latest hit "The Crow" (Monument). Tab Hunter, whose "Young Love" was one of the best sellers on London for four years ago, is still on the Italian market under London label with his two most recent dates, "I Can't Stop Lovin' You" and "Born To Lose" (Dot). Also Roger Williams appears on the Sept. product issued by Decca with his latest successful album of the year "Maria" (Kapp): In the same issue Kapp is also represented by the jazz LP, "The Blues Ain't Nothing But A Good Man Feelin' Blue," by pianist Sammy Price and The Bluesicians.

One of the first to put out his latest album was Jimmy L. James (Pye). The album features his latest hit, "It's Better Than I Was," backed by "The Folks (Saturday Night)."

Many hopes for a new Durium group, I Peo, who recorded "Ferrovie Ferrovie" which was so successful in Italy last year that its American release may come any day now. Manager Irving Michanek, in England for the Del Shannon tour, reports that Johnny And The Hurricanes will be opening the 1961 Durium season. Although Michanek and Subotky have failed to come to a satisfactory financial arrangement. However, Johnny And The Hurricanes will open a long tour for Decca this December. This tour will be followed by a two-week tour. The group will spend four weeks in Britain.

Exchange for Johnny And The Hurricanes, a British group, Sound in Pictures will play a four-week season at New York's Penthouse Lounge in mid-Dec. Sounds Inc., who have supplied the backing for many American artists on their British tours, has a disk release planned by Decca called "Lolita's Locomotion."

Publishing Michael Aranda of Paul Arden's Music. Hamburg in London recently reported that fellow publishers Jack Heath (Baton Holdmans), Jimmy Phillips (Peter Maurice), John Nice (Burlington) and Cyril Gee (Mills Music)

"Just For Fun," the sequel to the now in-production Warner Bros. film which is being handled by Milton Subotky include Freddy Cannon, Johnny Tillotson, Kety Lester and The Crickets from America; and Joe Burod's "The Man from U.N.C.L.E."

In Japan, where the popular TV show "The Adventures of O'Hara," with George Shearing and Joe Williams, has two album releases on Riverside "Junior Mance At The Village Vanguard" and "Big Chief."

Italy's Best Sellers

Week's End

This Week

Week


1B. 18. Quando Calletta El Sol: Hermanos Riquel/—Marecolos Ferial/Durium—Lina De Lino/Rif—Tre Sombreros/Pho

1C. 11. Ogni Giorno (Love Me Warm And Tender): Paul Anka/RCA

1D. 1. Et Maintenant: Gilbert Becaud/VCN


2B. 13. M's press office/Glenn Miller & His In Italy top foreign artists to appear as "guest stars" in to TV Shows. Milena Mercurio, internationally known artist, with which spa, and recently released with Ferrante & Teicher, the famous piano duo. Ferrante & Teicher have also taped a Special which will be played later on.

Spain's Best Sellers

1. A Steel Guitar And A Glass Of Whiskey: The Steel Guitarists (RCA Victor)

2. Good Luck Charm—Elvis Presley (RCA Victor)

3. La Chica Que A Ma (No More)—Elvis Presley (RCA Victor)

4. Fascination—Gilbert Becaud (Vox Su Amo)

5. Perdone—Dido Dinamico (Vox Su Amo)

6. Sweety—Gonzales—Pat Boone (RCA Victor)

7. The Young Ones—Cliff Richard And The Shadows (Epic)

8. Balada De La Trompeta—Cinco Latinos (Fontana)

9. Ragtime—Chick Wyness (Columbia)

10. Night—Paul Anka (RCA Victor)

Cash Box—October 20, 1962—International Section
**Great Britain's Best Sellers**

1. **You Don't Know Me**—Elvis Presley (RCA)
2. **Play It Cool**—Buddy Holly (Decca)
3. **Golden Age Of Donovan**—Donovan (RCA)
4. **Picture Of You**—Joe Brown (RCA)
5. **Black & White Minstrel Show**—The Minstrel Show Band (Pye)
6. **Shadows To The Fore**—The Shadows (Columbia)
7. **King Of Twist**—Buddy Holly (Columbia)
8. **Hello Little Girl**—Cliff Richard (Decca)
9. **Wonderful Land Of The Shadows**—The Shadows (Columbia)

**Argentina's Best Sellers**

1. **Cuando Calienta El Sol** (Emma-Edmadi) Tony Villar (Columbia); Siro San Román (Music Hall); Hermanos Riquelme (RCA); Alberto González (RCA)
2. **Bailando En El Baile** (Bomba y Chus) Juan Ramón (Disc Jockey); Danny Martin (Disc Jockey);
3. **Boca De l'Agua** (Bomba y Chus) Juan Ramón (Disc Jockey); Danny Martin (Disc Jockey)
4. **Boca De l'Agua** (Bomba y Chus) Juan Ramón (Disc Jockey); Danny Martin (Disc Jockey)
5. **La Chica Del Pullover** (Acordito-Fernanda) Adriano Microfoni (RCA); Pino Serrano (Disc Jockey; Disc Jockey)
6. **Palomas** (Julio Rigual) Luisa and Julio César for Columbia; Siro San Román (Music Hall); Roberto Yanes (Columbia); Los Quilla Huasi, Hugo Díaz (Peyton); Los Quilla Huasi, Hugo Díaz (Peyton)
7. **Reminiscin’** (Bombardeo) Luisa and Julio César for Columbia; Buenos Aires Records (RCA); Rosamel Araya (Disc Jockey); Los Chiloteles, Los Changos de Atahualpa (Odeon)
8. **Chiquitita** (Los Chiloteles) Siro San Román (Music Hall), 1960
9. **El Cigarrón** (Fermina) Hugo Blanco (Peyton)
10. **Hey Do De Lysayas** (Aldon-Fernanda) Neil Sedaka (RCA); Juan Ramón (Disc Jockey)
11. **Norman** (Sue Thompson) RCA; Joly Land (RCA)
12. **Tendría Que Mejorarme** (Hyland) (Ariel)
13. **Me Talisman** (Good Luck Charm) Johnny Carr (Orfeo); Elvis Presley (RCA) (Smart)
14. **Eres Mi Rayito De Sol** (You Are My Sunshine) Peter Terrace (Ariel)
15. **Mi Tristeza** (Los Pick Up) (Music Hall)
16. **I Can't Help Myself** (Columbia)
17. **Un Amor En El Cuerpo** (Columbia)
18. **Whispering** (Columbia)
19. **Baby I'm Falling in Love** (Columbia)
20. **Your Love** (Columbia)
21. **I'm In The Mood For Love** (Columbia)
22. **Let's Have A Party** (Columbia)
23. **Spades Are Wild** (Columbia)
24. **Don't Lend Me Your Crayons** (Columbia)
25. **I'm In Love With A Soldier** (Columbia)

**Great Britain's Top Ten LPs**

1. **West Side Story**—Soundtrack (Decca)
2. **Best Of Ball, Barber & Bill**—Kenny Ball, Chris Barber, Acker Bilk (Pye)
3. **Golden Age Of Donovan**—Donovan (RCA)
4. **Picture Of You**—Joe Brown (RCA)
5. **Black & White Minstrel Show**—The Minstrel Show Band (Pye)
6. **Shadows To The Fore**—The Shadows (Columbia)
7. **King Of Twist**—Buddy Holly (Columbia)
8. **Hello Little Girl**—Cliff Richard (Decca)
9. **Wonderful Land Of The Shadows**—The Shadows (Columbia)
10. **Follow That Dream**—Elvis Presley (RCA)
11. **It's The Long, Long Trail**—Peter Handke (Decca)
12. **The Best Of The Yardbirds**—The Yardbirds (RCA)
13. **The Best Of The Who**—The Who (RCA)
14. **The Best Of The Beatles**—The Beatles (RCA)
15. **The Best Of The Rolling Stones**—The Rolling Stones (RCA)

**Cash Box**

- **Argentina**

"Corazon De Luto" (Mourning Heart) seems to be the hottest tune around these days, Microfon released the first version of the tune about three weeks ago, recorded by Chacho Santa Cruz. Now, Columbia has released the Luis Ordonez version, but when the record hit the airwaves, it was not an instant hit, although it has climbed rapidly to the top of the charts. A few months ago, about two months ago, the tune hit the airwaves, where it hit the charts, too. The strong promotion made by Uruguayan radio (which is a national radio chain) and heavy airplay on some of the stations from Buenos Aires) started a wave of inquiries in the record stores of Buenos Aires, which moved Microfon to rush a cover version of the tune. Because of the type of the song, it is expected to come from the province, more than from Buenos Aires. Marc Kaminoff, who is responsible for the promotion, points out that "this is the kind of music that may mean the beginning of a new era of prosperity for Microfon." This disco disc has been released in limited quantity, but sold out quickly. The timing of "Corazon De Luto," and got initial orders for 4,600,000.

Promo... are still in the air during the Festival and Storyville records in Argentina. The label has about 200 sample records of these and other labels, and plans to select several of them for inclusion in future releases. According to the record store chain checker, arrived in Buenos Aires the October 7, PF (Cameo representative) has put out a new LP, titled "Menos Y Zapatos (Don't Knock The Twist) and New Song from Odeon: The label is preparing a new version of "Pera Madura," the hit that hit the airwaves. The record is made by a local songstress Ambar La Fox. Monica Landers, new star recently launched by the label, is receiving heavy promotion, through her first record, "Every Night" and "Sende Una Mechita." She has already recorded a single, which will be put to sale soon. Los Husena Hua are also being promoted, through their new LP, "Let's Go." The disk has been awarded its best selling artists with "Gold Temples," that is, Odeon's traditional LPs. The LP is expected to be sold in Buenos Aires, and will be sold in Europe as well.

Big news from RCA: the label has released two LP's with great sales appeal; a new album of the Explosivos selection series (humorously titled "Explosivos de los Plátanos"—"Explosives of the Bananas") and the new LP "The Best Of The Beatles." The album is a collection of the band's greatest hits, including "She Loves You," "Can't Buy me Love," "Help!" and "A Hard Day's Night," among others. The album has been well received by music critics and fans alike.

Another strong release is a new LP by Los Chalchaleros, whose latest hit, "Alma Satisfeta," has been selling extremely well. The new one is titled "Alma D'Negro" and "El Casamento." Other big tunes are "Nosotros," "Me Acuerda," "La Fura," "El Chiquito," "El Chino," "El Gordo," and "El Piscachuo." Besides, RCA is releasing a new LP by Juan B. Olivo, well known tango orchestra director: "Moroco Y Cantor." It is felt that this album will be very well received by tango aficionados.

More news from Music Hall: Freddy Luciano, who has been recently in the charts with "Multivision," sung in Spanish, has cut a new single, which was just released. The song is "El Niño," and is a great success. Freddy Luciano is a member of the artistic staff of MH, has finished a tour of Merida (in the Western part of Argentina), and is planning a new recording of folk music, which will be released soon. The LP's latest hit, "Difícil," is selling very well, according to the disc's director.

More about MH: A information furnished by the disc's director reports that among best sellers of the label, there are "El Chiquito," "La Fura," "El Chino," and "El Gordo." The LP "The Best Of The Beatles" has become a hit. The promotion of the first LP waxed by Rodolfo Zapata, one by Los Santos and the first one by Carlos Vega Pereda has also been started. There is a lot of interest in the sale of the single "El Laberinto," which is the LP's first hit, "Inolvidable." Some of the titles of the album are "Cuando Calienta El Sol," "El Pico De Nike" (The Sergeant Edgardo tune), "El Poeta Lloro" (local hit), "Desagradecida and others.

In the international line, Music Hall is releasing a new LP by Billy Vaughn ("orro De Don Boron," also known as "Don Boron," with "Shock," an LP with the music of "State Fair" (starring Pat Boone, Anne-Margret and Bobby Darin), and the Bob Ballard voices (in stereo). Latter LP was released in Mexico as the same name.

Cash Box just received a post card from Connie Francis, who's now in skiing a new film, Connie writes that she will probably come to this part of the world later this year. Connie Francis is very well known in Argentina, since she is not well known here. However, she is a big star in Argentina, and her records are selling like hot cakes. A new LP which has hit the airwaves is "The Voice of America," and has been released by Intar at base has released many Connie Francis waxings (the latest one is "Linda Muchachita") but a lack of promotion has made them ineffective.

Regarding CBS, the label, currently in Spain, met there Los Tres Sudamericanos, who are also on tour, to record with them several European hits, in Spain. After their concert in Rome, the band arrived in Paris, and there they had a very successful concert and, especially, electronic music. In Buenos Aires, Lucio Milea has released a new LP which has finished with big symphony orchestra. The album includes tango standards as "Gaucho," "El Partenito," and "Volver," played with new arrangements and orchestra. This LP is a big hit, according to John Lear, artistic director of CBS, pointed that "after listening to this album, one can't help feeling that the band is better than ever (some of them were made thirty years ago) as representative of our music."

Regarding CBS's best selling LP's, the top four albums are "Bubaires Musicales" (a low priced, promotional LP), "El Tango La Santi As" (sung by Julio Soza, and released about a month ago), "Es Continental" by Ray Conniff, and the music from "West Side Story." The label plans to release a new LP on which the band will sing folk music. This LP will be put to sale in Nov.
Brazil's Best Sellers

**SAO PAULO**

1. Sauté E A Noite—(Tender Is The Night)—Moacyr Franco (Copacabana)
2. O Arlequim De Toledo—(L`Arlequin De Toledo)—Gilda Lopes (Vale)
3. O Arlequim De Toledo—(L`Arlequin De Toledo)—Gilda Lopes (Vale)
4. Quem E Silvino—(Phillips)
5. Dumpy—Ray Ellis (RCA)
6. Stello By Starlight—Ray Charles (Polydor)
7. Multiplication—Bobby Darin—(Alce-Fernata) (Aberbach)
8. Quando Setembro Vive—(Come September)—Billy Vaughn—(Copacabana)
9. O Arlequim De Toledo—(L`Arlequin De Toledo)—Angela Maria (RCA)
10. O Arlequim De Toledo—(L`Arlequin De Toledo)—Angela Maria (RCA)
11. Stello By Starlight—Ray Charles (Polydor)

**RIO DE JANEIRO**

1. Sauté E A Noite—(Tender Is The Night)—Moacyr Franco (Copacabana)
2. O Arlequim De Toledo—(L`Arlequin De Toledo)—Gilda Lopes (Vale)
3. Quem E Silvino—(Phillips)
4. Dumpy—Ray Ellis (RCA)
5. Stello By Starlight—Ray Charles (Polydor)
6. Multiplication—Bobby Darin—(Alce-Fernata) (Aberbach)
7. Prat Teu Castigo— Nelson Gonçalves—(RCA) (Enterpre)
8. Peem G Olhar—Millisno—(RGE)
9. Let's Twist Again—Chubby Checker—(Parkway-Park)
10. Stello By Starlight—Ray Charles—(Polydor)

Brazilian Music

**San Paulo's Top Ten LP's**

1. 'S Continental—Ray Conniff—(Capacabana)
2. Dedicated To You—Ray Charles—(Capitool)
3. Poesia De Olhar—Millinson—(RGE)
4. Cole Espanhol Navemente—Nat King Cole—(Capitol)
5. Berlin Melody—Billy Vaughn—(Dot-RGE)
6. Ouvindo-Te Com Amor—Silvana & Ronaldo Calheiro—(Copacabana)
7. A Vida De Jesus—Various Art-ists—(Mambo-Paran)
8. Samba De Aves Do Brasil—Joaquim Delgas Franch—(Capacabana)
9. Contrastes—Moacyr Franco—(Vale)
10. The Jet Black's—The Jet Black's—(Chantilly)

**Brazilian Music**

Yamaha Music withdrew from film-record scenes Oct. 1. Starting last Dec., Yamaha set out to distribute the "Yamaha Air-Mail Special" series in film-record libraries of Charles Cosgrove, Anti-American Congress, 4-Stars, Spiral, etc., besides its sub-publishing business. The decision had been under speculation among music publishers since this firm's board reshuffle in early September. Sales results were considered one important reason for Yamaha's board rearrangement. Then, the firm returned to film-record publishing field nearly after 10 months. Yamaha now represents Spanks, January, Roosevelt and many, many others. Current smash under the firm's control include "Mugmutes," "The Young World," "A Steel Guitar," etc.

Two other entries were added recently to the participants list of the 17th Annual Photomontage Rock Division, announced by the Photomontage Congress of Japan. One is the sponsorship of the Ministry of Education. Victor's addition is a pack of 2 stereo LP's titled "Warabe Uta (Kiddies' Songs)—Compiled with Accompaniments," as directed by Kyuki Shinj, arranged by Shigeo Imashiki, "Koto" played by Toshio Yonekawa, vocals by Shinzo Kawauchi. This LP is also called "The First Japanese Children's Album," and contains Japanese folk tunes and traditional folkish kiddies' songs. The other one is coming from Columbia. It is a pack of 4 regular LP's as directed by Kashi Machida. It's title is "Denshiden-Uta no Ouchi to Kono Utsurikawa (Changing Tide Title No. 1—Shami-gen Instrument)."

Victor's month of Aug. 1962, affiliated members to Japan Photomontage Recording Association (JPRO) produced 2,773,887 copies or about $3.1 million (value at producer's cost tax exempted). Produced numbers by type of speed were: 296,135 LP's, 48,629 EP's, 1,006,000 singles and 46,641 45's. Stereo pressed groove waxes (of which figures were included in the given total) were 464, 166 copies in the same period. These show 24% less in produced number of 21% less in money value than the previous month.

Brazilia has entered in music instrumental line after Victor and Toshiba. They now publish and promote records. They placed electronic pianos on sale in the market. The product, called "Eliepan," has 75 keys and sound thru electric devices, not thru piano strings. The newly developed instrument, composer exclusively parted with Columbia for writing, again left Tokyo for Europe. His business will include a wax session at Pathé-Marconi in Paris where his composition, "Oshato," and three others are recorded.

Victor's national sales conference, represented by branch-toppers, acknowledged the promotion campaign. "The electric piano, they plucked electronic pianos on sale out here. They placed electronic pianos on sale in the market. The product, called "Eliepan," has 75 keys and sound thru electric devices, not thru piano strings. The newly developed instrument, composer exclusively parted with Columbia for writing, again left Tokyo for Europe. His business will include a wax session at Pathé-Marconi in Paris where his composition, "Oshato," and three others are recorded. Victoria's first album by Sayuri Yoshinaga will come out in Nov. The LP includes her current small, "Samui Asa (On A Chilly, Cold Morning)," and 7 other dates.

Japan's Best Sellers

2. Good Luck Charm/Ellie Presley, Victor: Masayuki Horii, King/ABERBACH—JASARR
3. I Can Stop Loving You/Ray Charles, ABC-Parmount: Takashi Shikashiki, King: Frank Akagi, Polydor Tone/TONE—JASARR
4. A Chubby Checker/Various artists, Victor: Charles Cosgrove, Anti-American Congress, 4-Stars, Spiral, etc.
5. L'Eclipse/INDEX, Victor: Yamada—JASARR
7. Follow That Dream/Ellie Presley, Victor: Masayuki Horii, King/ABERBACH—JASARR
8. Cry, Cry, Jack Scott, Capitol: Hishito Iida, Columbia/Shinko—JASARR
10. Let's Twist Again/Chubby Checker—(Parkway—Park)

**Rio de Janeiro's Top Ten LP's**

1. 'S Continental—Ray Conniff—(Capacabana)
2. Dedicated To You—Ray Charles—(Capitool)
3. Poesia De Olhar—Millinson—(RGE)
4. Cole Espanhol Navemente—Nat King Cole—(Capitol)
5. Berlin Melody—Billy Vaughn—(Dot-RGE)
6. Ouvindo-Te Com Amor—Silvana & Ronaldo Calheiro—(Copacabana)
7. A Vida De Jesus—Various Artists—(Mambo-Paran)
8. Samba De Aves Do Brasil—Joaquim Delgas Franch—(Copacabana)
9. Contrastes—Moacyr Franco—(Vale)
10. The Jet Black's—The Jet Black's—(Chantilly)

Brazilian Music

Cash Box: October 20, 1962 — International Section
GLENN BARNER (United Artists 512)

(B+) “I CAN’T STOP” (1:56) (Oscar White/Martha Matish) Vet chant Glen Barber could have a fast noisemaker on his hands with this dual-track, uptempo, bluegrass-flavored hillbilly lament. Side looms as national for heavy airplay.

(B+) “I CAN’T STOP” (2:09) (Gail Barber—BMI) This time out the artist dishes up a fast-moving, honky tonk affair with a potent, commercial sound.

BUDDY MEREDITH (Starland 603)

(B+) “SECRET SIN” (2:32) [Starday & Window BMI—R. & D. West] The lad delivers a plainspoken story all about the secret love affair. Side has an effective chorus backing and a real pretty set of lyrics. Could be a sales sleeper.

(B+) “I MISS YOU ALL OVER” (2:16) [Starday & Window BMI—Shook] This side’s a top-notch medium-paced lament with a fine, listenable sound.

EDDIE BOND (Pen 114)

(B+) “I GUESS I’VE GOTTEN THE BLUES” (2:02) (Becks—BMI—Wood) Eddie Bond tells a familiar country tale of heartbreak on this mediated, medium-paced lament. Tune should get the spins.

(B+) “AS LONG AS I’LL FOR-GIVE” (2:50) [Becks—BMI]—Keeler] Pretty churc-backed weeper with the songstress wearing a rich, full-bodied vocal style.

BOOTS TILL (Capa 110)

(B+) “I KNOW HOW IT IS” (2:48) [Medico—BMI—Miller] This side’s a more top-notch dual-tracked weeper, lovingly aggressive, with a subtle punctuating banjo.

(B+) “BABY I CAN’T CRY” (2:59) [Medico BMI—Mills] On this side the lark offers a pop-styled tear-jerker with a potent mid-paced, rocky recitation.

DOTTIE BRISCO (Toppa 1067)

(B+) “I’LL WAIT TILL YOU WANT ME” (2:37) [Mixter BMI—Brisco] Dottie Brisco seems to have a bright future ahead of her if this slow-shuffling folk-flavored ballad can catch your eye. Like all good country releases the lady’s on the ball with a perfectly-manicured vocal delivery and a well-honed arrangement.

MELBA MONTGOMERY (Novel 500)

(B+) “YOUR PICTURE” (2:19) [Longo & Oscar BMI—Montgomery] The songstress reads an impressively respectful, uptempo teen beat opus with an exceptionally fine, danceable melody. With the proper exposure the side might cause a stir.

(B+) “HAPPY YOU LONELY ME” (2:31) [Longo & Oscar BMI—Montgomery] Pleasant, bluegrass-levered dual-tracked etching carried on in a feelingful fashion by the artist.

STANLEY BROTHERS (King 688)

(B+) “I JUST CAME FOR YOUR DOLLAR” (2:05) (Bill & Peter Hail BMI—R. & C. Stanley) The boys could pick some quick foot with their distinctive brand of harmonising on this first-rate hillbilly romance. Spinners should flock to the side in droves.

(B+) “MAMA DON’T ALLOW” (2:04) [(P. D.) Lively vocal and instrumental reading of the old traditional.

MARTY COLLINS (Renner 227)

(B+) “SHE’S FINE” [Glam BMI—Collins] Marty Collins utilizes a potently heartfelt harmonica to cover this lively, pop-flavored lament. An extra plus here is some real fancy guitar work.

(B) “MY HEART WOULD KNOW” [Acuff-Rose BMI—Williams] Here’s an attractive, sweet ‘n’ soft country ballad essayed with loads of poise by the chanter.

Cash Box—October 20, 1962
Seems that every time we look around country sounds are becoming increasingly more popular. As the amount of hard rock and big city stations that have switched to country programming recently is absolutely amazing. Proof-positive of this trend, KRAK-Sacramento, with the help of its sales manager Howard Yokes swung the deal and will also publish both of the songs tagged "Honky Tonk Row" b/w "The Sycamore Trees" through its Yokes Music in New Kensington, Penna.

Billy Wallace, longtime Music City tunesmith, who has written many hits for many major artists, will have his first Del Ray record out shortly. Billy is happy that vet country main man Howard Yokes swung the deal and will also publish both of the songs tagged "Honky Tonk Row" b/w "The Sycamore Trees" through its Yokes Music in New Kensington, Penna.

Roy Clark is hitting the road hard and heavy. Jim Halsey has locked the chanter for a slew of dates including appearances in Texas, and Missouri during this month.

Congrats to Chuck Bringman, a spinner on WFMX-Statesville, North Carolina. Chuck finally made the big plunge and goes more "country." Last word out from single Bringman was a letter telling how great reception Moon Mullican got when he was down the jockey's way.

Slick Nichols info that he has deejay copies available of the following releases: Jimmy Dickens' "The Violet And A Rose," Warren Smith's "180 Pounds Of Hurt," Webb Pierce's "Sooner Or Later" and "Cowtown." Any spinner interested in any or all of the decks should contact Slick at P.O. Box 653, Highlands, Texas.

Bill Goodwin and his country dance and show band recently opened the Bank Club in Ely, Nevada for a four week stand. Goodwin is currently putting his hopes in his Band recording of "Heartsongs."

David Nitz, who recently started a new country on WJLS-Beckley, West Virginia "Tree music," has just released "Boy Seven Jubilee" sends out an urgent s.o.s. for any country platters. Nitz can use both old and new sides.

Hank Cochran recently flew to Minneapolis, Minn. for a big country package along with Willie Nelson, Patsy Cline, Don Helms, Johnny Cash and the Tennessee Two. The show was set by Curtis Artist's Productions.
A name that's out of date and out of style.

It does nothing to build the high character of your business. That's why the industry's worn-out name is now good for the phonograph that opens the door to today's bigger opportunities... the revolutionary Seeburg LP Console.
Everyone Needs A Leader

THE TRADE ASSOCIATION

Look at a progressive industry and you will find somewhere in the picture its trade association whether it's the cosmetics, tobacco or medicine business. In this day and age little can be done without representation and this need becomes greater as one goes up the legislative levels to national government. The reason is simple. Government representatives have a job to do and they generally do it to the best of their ability. But they are not Einsteins. They must be taught the facts. A trade association is usually in a position to educate the public, the government, or an important branch of business or politics, because association representatives can speak for an industry and an industry is important—or at least more important than an individual. An association with representative membership makes for strength, an asset to each member. And with strength, generally speaking, there is harmony within the ranks. The left hand knows what the other hand is doing—an important characteristic of any modern day group of businessmen.

There are many leading trade associations in the music and vending business today capable of representing the industry at the state or municipal levels. Offhand examples can easily be found in Virginia, New York State, West Virginia, Nebraska and in several other states. The industry in each instance is in good hands and is strong enough to combat harmful factors which almost periodically come about. Shining examples can be found in legislative victories by NAMA—the national voice of the vending industry.

Music machines, on the national level, received a welcome addition to its ranks earlier in the year in the presence of Bob Blundred who is now the MOA Managing Director. MOA's Board spent considerable time looking for the right man for the giant task which lies ahead. From what we've seen and heard of Blundred in New York, in West Virginia, in the locales of our industry, he has the willingness to learn with an aim to using this knowledge in rebuilding a meaningful organization. We wish him luck and offer him our support. We hope other members of the industry do likewise.

The point of this editorial is that a trade association is important to the industry. If you do not have an organization in your town, look into the prospects of building one. They have worked miracles, especially at the small town level where an industry voice can be heard more readily. If you do belong, cherish your vote and support the association financially. More and more, with each passing day, business needs a voice in government. It is probably the most important part of an association's job because of the all-encompassing effect of legislation. It generally spares no one. And it's frustrating to go down without even swinging.
New York Music Ops Attempt To Organize Games Under MONY Head

Denver And Blatt To Hold Meetings, Oct. 16

NEW YORK—Officials of the Music Operators of New York, Inc., metropolitan music machine operating association, held meetings last week to consider the possibility of a mass mailing made last week to games operators in the city and to non-member music machine operators with respect to an association.

The letter which was mailed last Wednesday, October 10, solicited the presence of each operator at a special meeting to be held Tuesday, October 16, in the office of MONY. Purpose of the meeting, according to Teddy Blatt, former legal counsel for the Metropolitan Opera Association, is to organize “Machine Operators of New York, a games association which followed the McClellan Committee hearings in 1956, is to organize the games operators, who have had no organization since that time.”

Blatt told Cash Box that the mailing was made at the request of games operators who desire the formation of a games association. He said that they feel the need for leadership and organization. “An association will bring order to the present chaos which exists due to the division of the board into groups,” he said. “An association at this time would save much grief later on,” apparently referring to the need for organization and representation at legislative levels.

Al Denver has gone on record in favor of the move and would like to see a joint organization in New York under the leadership of MONY with member-operators from all phases of the industry. The meeting, if held, will be held in the executive offices of MONY, at 250 West 57 Street in New York.

The exclusive games operator in New York, was Blatt, he stated that an association would be formed, in order to organize games operators, and would have approximately 75. Most games operators have taken into their routes, music machines and some vending equipment. Many music machine operators also operate coin-operated games, however.

Joe Orlick, Cash Box Publisher, Wed

Married Pauline Slott Oct. 11

NEW YORK—Joe Orlick, President and Publisher of Cash Box, was married here to Pauline Slott, on Thursday, Oct. 11, at 8 P.M. in the Mayflower Hotel, held by the Metropolitan Opera Association, which is to be held October 11-12, preceding the National Automatic Merchandising Association Convention which starts in that city October 13. Rich-Ola will exhibit its vending machines at this vending show.

On hand to witness the private wedding of the Slottes were some of the older members of the gaming industry including Slott's friend, Youngstown, Ohio: Al Conte, John Parner, Sam Baskin, Al Sweigert, and Al Sweigert's wife, Montse Coote Music Co., Utica, N. Y.; John (Red) Wallace and Hobart Booth, Jr.,

Association At Work

NAMA Officials Command Group Effort In Achieving Anti-Slug Legislation Preventing Usage

CHICAGO—Two years of intensive effort on the part of N.A.M.A. and its members culminated on September 19, 1962, with the signing by President Kennedy of H.R. 6058, a bill sponsored by N.A.M.A. and existing federal anti-slug laws and to cover, for the first time, the “use” of counterfeit and foreign paper currency and coins in vending machines.

The President’s signature is the result of industry-wide team work under the direction of Cliff Darling, N.A.M.A.’s first Executive Advisor, who guided the original slug laws in Congress.

Initially originated by Universal Match Corporation, parent company of National Rejectors, Inc., for the purpose of including paper as well as slug, the federal anti-slug law, N.A.M.A. suggested a complete modernization of the law which has since been and spearheaded an industry drive to make illegal the use of slugs, paper or foreign paper currency and coins in vending machines.

At a meeting of industry leaders called by N.A.M.A. on June 14, 1961, the specific language of the proposed new bill was worked out, and industry strategy adopted.

When surveyed for information on slug losses, N.A.M.A. members responded immediately and cooperated wholeheartedly, supplying highly important information substantiating the need for modernizing the statute. Hundreds of N.A.M.A. members and other individuals share credit for the passage of the new law. Every letter written by a member to his Representative or Senator was helpful. Every phone call from a constituent helped Representatives and Senators to understand our problem. The work of your professional staff assigned to the anti-slug legislation both in Chicago and in Washington was magnificently done, said Orlick. The bill was signed by President Kennedy, President of N.A.M.A., in a letter to members last week.

The special thanks for time and energy expended “beyond the call of duty” were directed at William Martin, Automatic Candy Co., Columbus, Georgia, and to Fred Wallin of National Rejectors, Inc., and the industry is indebted to the following for traveling to Washington and testifying in behalf of the bill before both Senate and House Committees:

David Elloit, ABT Manufacturing Co.; J. Richard Howard, Automatic Retailers of America; William Martin, Automatic Candy Co., Columbus, Ga.; Ed Richmond, Automatic Canteen Company of America; and Fred Wallin, National Rejectors, Inc.

A copy of the new law will be sent to members as soon as an official copy has been received from Washington, said Orlick.
Another Williams First...

The exciting new skill feature

VAGABOND

- hitting 10 rollover buttons lites center drop target—sets up play for extra ball.
- making skill lanes A-B-C and D gives extra ball.
- two eject holes at sides raise drop target and gives extra ball, when lit.
- high score gives extra ball.
- five jet bumpers • rebound kickers
- two flippers • single coin chute
- plasticote finish long life playfield resists wear.

See Vagabond at your Williams Distributor

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SEE THESE NEW AND EXCITING FEATURES IN ALL NEW WILLIAMS GAMES

New 24 volt system • New “push-pull!” latch mechanism for front molding • New polished chrome metal one-piece flippers • New modern style back box with metal back door • New Relays • New “brushed nickel” front door and frame.

Struve Draws Record Crowd At Salt Lake Show

SALT LAKE CITY—On September 9th at the Empire Room of the Hotel Utah, Salt Lake City, the Struve Distributing Co. held a Premiere Showing of the new Seeburg “LP Console,” before a record crowd. “Pres” Struve stated that never in his affiliation with the distributing business had he seen a product that has received so much acclaim as the new Seeburg “LP Console.” Operators from Idaho, Wyoming and Utah attended, many of them driving hundreds of miles to attend. It was termed the greatest turnout we have ever had.” Operators were never more responsive and enthused when they viewed the unveiling of the new “LP Console,” according to Struve officials. Not only did they marvel at the beautiful new styling, but they were very impressed with the wonderful service features made available to them, said “Pres.”

As guests arrived they were greeted by Dorothy Leonard, Gay Merrill and Stan Larsen of the Struve Distributing Co. Cocktails and dinner were served preceding the Premiere Showing which was presented by Arnold Silverman, Seeburg's District Sales Manager and assisted by C. S. Britton, Jim Phillips and Sid Grund, of the Seeburg Sales Corporation.

King Sano, New Filter Tip, Announced

NEW YORK—A new cigarette—the king size, menthol filter-tip King Sano—is being launched by United States Tobacco Company, Louis A. Bantle, President of the Company, announced last week.

The Company expects to gain quicker-than-usual acceptance for the menthol cigarette by using the existing King Sano brand name and the national distribution network for its already established King Sano filter-tip cigarettes.

The new cigarette increases to three—king size filter, king size filter menthol and unfiltered—the types of cigarette the Company produces through the exclusive Sano process for reducing nicotine.

Both types of King Sano are being promoted in nationwide color advertising.

Bantle noted that sales of the regular unmented King Sanos had “increased substantially in the past 15 months and are continuing to grow.”

WANTED

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On display now at your Rowe AMI Distributor

Rowe AC Services
Division of Automatic Coating Company of America
18 So. Michigan Ave., Chicago 3, Ill.
New York—Jack Semel, veteran coin machine operator in this area, died Friday evening, October 5, of a heart attack. The coin machine operator had suffered several attacks in the last few years. At the time of his death, Semel headed Jack Semel Inc., coin machine operating firm with music and games in metropolitan New York locations. He was a member of the Music Operators of New York, Inc., and a regular visitor to New York's Tenth Avenue, the coinrow of this area.

Semel's operating career dated back to the 1930's when many machines and ten-selection music machines were the vogue. He entered the manufacturing and distributing business at one time but returned to operating equipment.

Moxy officials hurriedly placed calls to many members of the industry here upon hearing of the coin operator's death and the Riverside Funeral Home in Brooklyn, where Semel was buried, was filled with many operators and distributors from the area. Semel leaves his wife, a daughter, a son, and several grandchildren. He resided in New York City at the time of his death.

FOR SALE—BARGAINS!

GAMES INC. SUPER WILDCAT........ $145.00
GAMES INC. TRAIL BLAZER........... 195.00
GAMES INC. TWIN SUPER WILDCAT.... 295.00
GAMES INC. TIM-BUC-TOO............. 245.00
GAMES INC. TWIN TIM-BUC-TOO..... 345.00
GAMES INC. TWIN TIM-BUC-TOO..... 395.00

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COIN MACHINE EXCHANGE INC.
1750 W. NORTH AVE. CHICAGO 22, ILLINOIS

Joe King • Carl: "FIRSTCOIN—Chief"

Cash Box—October 20, 1962

Happy Birthday This Week To:

Chas. A. Maroon, Bridgeport, Ohi O. James A. Burkhead, Houston, Texas
Earl Montgomery, Memphis, Tenn. Mrs. Carole E. Durand, Green Bay, Wis. Nick G. Tomahawk, Wausau, Wisconsin
Buddy J. Black, Hibbing, Minn. Buddy J. Black, Mexico, Mo. John F. Kehl, Hattiesburg, Miss.
Sam Gerro, Cincinnati, Ohio.

Midwest Musings

Amos Hellrich, Advance Music Co., Minneapolis, was confined to bed for several days because of a high fever. Some kind of a virus, but he is coming around. He is feeling much better. . . . Joe Kuhl, Tomahawk, carries his shot gun with him on his route. Partridge season is open and Joe does some hunting every day. . . . Ray, a disappointing trip into Canada for Moose hunting. Spent four days in Canada and never saw a Moose. To top it off his outboard motor hit a reef and broke it up and had to be towed back. First time he has been shot at in several years.

Johnny Cooper, Duluth, Minn. in town for the day. With him was Harry Balk, Cloquet, Minn. . . . Also in town for the day was Walter Rausch, Minn. Morris picking up his record and parts orders . . . . June Christy opens at Freddies in Minneapolis Monday, Oct. 8th for one week. At the Flame Room, Tomahawk, a great night's entertainment the other night. Schlitz, Grand Rapids, Minn. leaves next week with several friends for Wyoming where the deer and antelope seem to be plentiful. Expect to keep in touch.

Irv Lindholm, Fargo, N. Dakota left for the NAMA meeting in San Francisco .. . . Gabby Clusiau, Grand Rapids, Minn. in town this week end for the Chicago Football game. . . . Johnny Carlson, Nashwauk, Minn. bought a new Oldsmobile.

Red Wilbur, Duluth, Minn. in town for a few hours to pick up his records and parts and also to visit his son attending the University of Minnesota. . . . Frank Coebal, Bloomer, Wis. in town for the day making the rounds.

Bill Smilneovich, Hibbing, Minn. last month moved into his new home. Believe it or not Bill and his wife built themselves. Took them 4 years and what a wonderful job they did.

California Clippings

Conversation along Pico Blvd. the last week centered on the disappointing fact that the Dodgers were not playing in the World Series. The 'theme' song for the Dodger team could be changed to—"I Left My Heart in San Francisco.

Hank Tronick informed that C. A. Robinson & Co. has been experiencing an increase in the up-surge in bowling demands, with United's 'Tropical' bowling alley enjoying good sales action. Another shipload of 'Target' games arrived & the operators pleasure in this particular game, is reflected in continuous sales. . . . The shop at Simon & Salesman, for the past week readying export orders, for the Far East. Sonny Lomberg mentioned receiving a phone call from Jack Simon while attending the NAMA show in San Francisco, expressing enjoyment very much. . . . At American Coin Machine Bill Lanzy states that their repair business has continued to increase, keeping the store very active with the present demand for repairs, on all types of equipment.

Lee Parker of Diamond Dist. stopped by the Leukenahagen 'record bar' to spin Tommy Dorsey's current release, "Susie Durand," on the Ant label. Lou Stokens of Buckeye Dist. was also in to check sales on "Torture" by Kris Jensen on Hickory. . . . At ANCO Music & Vending Inc. Kenneth Kanamoto is on a two weeks vacation, and Leo Simone is in Phoenix, Ariz. calling on operators. Rocky Nesselroad was proud to announce the arrival of his new niece, "Kathy" born 10/25.

The new Bally pinball called 'The Twist' is on display at Paul Laymon, Inc., and is being well accepted by theoplay. Jim Wilkins said R&W, former 20 yr. Laymon employee stopped by for a visit, and is enjoying his retirement.

Export orders are being prepared this week at Duarte International Sales for shipment to Noumea, French Caledonia and Dublin, Ireland. Joe Duarte in San Francisco attending the NAMA convention. . . . Vaughn Fields of the Wurlitzer Factory Branch had his car stolen from in front of his residence. The car was found the next day, but was returned in bad condition. Two suits were robbed from Leonard Hick's car while parked in the same location where it had been stolen, a month ago.

Gabe Orland of California Music Co. informed he is planning another fishing trip to Baja. Buddy Graham is considering a trip to Alaska for the Record One-stop Assoc. meeting to be held in Chicago, during the month of Dec. . . . Mr. and Mrs. Joe Caproni of Chicago, are visiting various movie theatres over the week end. Two new employees have been added to the service department, Thomas Baird and Frank Scott, both have had many years experience. Mrs. Ed odor Gray was absent a few days, due to an attack of the flu, and Willie Battles is vacationing in Texas for two weeks, visiting with his family.

In town visiting distributors and one-stops this week were: Ray Hamlin, San Bernardino; Bill Sparron, Riverside; Vern Ephron, Bakersfield; Frank Nartone, Mexico; Charlie Carlson & Cliff Jones, Bakersfield; Brandenburg, La Habra; Bill Schaffer, Bakersfield; Lee Wirt, Montello; Don Swalm, San Diego; Charlie Roske & Johnny Ketcherud, Long Beach, and Bill Minard, San Diego.
Empire Shows
New Rock-Ola Line
750 Hear Tony Bennett, Nick Noble, At Sahara
CHICAGO—A huge throng of music operators and their wives—close to 750—from this wide area converged on the Chicago area’s plush palace of pleasure—the swank Sahara Inn—last Saturday evening, October 6, for a gala buffet dinner and cocktail party, hosted by Gil Kitt, owner of Empire Coin Machine Exchange, to view the premiere of the upcoming introduction of Rock-Ola Manufacturing Corporation’s “Big 3 for 63” trio of coin-operated automatic phonographs.

On hand with Gil Kitt as co-hosts were Joe Robbins, Empire Coin’s general sales manager; and sales representatives Jack Burns, Bill Herboi; Bob Wylie (head of Empire Coin’s Detroit, Michigan branch); Norman Lieder, and Caroline Weinberg. Rock-Ola Mfg. was represented at the affair by Edward G. Doris, executive vice president; Donald Cor, Nick, Lee Rieck, Ralph Wyckoff and Frank Schultz. Most of the Empire Coin and Rock-Ola execs on hand had their wives with them.

Tony Bennett, Columbia’s recording ace, jetted in from New York Saturday to greet the visiting operators. He delighted the huge assemblage by singing several of his famous hits. Another celeb on hand was Chicago’s favorite son, Liberty Record’s Nick Noble, who attended with Liberty promo man Harvey Goldstein. Nick also entertained the throng despite a bad cold. Both recording artists received standing ovations amid thunderous applause. The entertainment was encored by host Gil Kitt.

The music was provided by Sam Di Stefano and his combo. Other artists on the bill were comic Harvey Fine and Monet Malvar, who was appearing in Chicago.

FULL HOUSE AT SAHARA: A lens eye-view of the Regency Room during the height of the soirée.

PERSONALITIES: Gil Kitt huddled with radio personality Sig Sakowicz and tork leader Ralph Marterie (United Artists Records). (Left to right) Muriel

Wise Operators

Has What It Takes To Go Places...

- Conventional Playfield
- Conventional Backglass Scoring
- Hinged picture frame door swings open for inspection or replacement of lite bulbs.
- Instantly Responsive Scoring Mechanism

plus

- chrome side and front rails
- beautiful cabinet with two-tone red and pebble dash deluxe finish
- steel door
- plasticate finish extends playfield life indefinitely.

Order Yours today

J. H. Keeneys & CO. INC.
1600 N. WRIGHT STREET, CHICAGO 22, ILLINOIS

World’s Largest Inventory For Sale
Send for Complete Lists ARCADE—GAMES BINGOS—RIDES MUSIC, etc.

David Rosen
855 N. BROAD STREET, PHILA. 21, PA.
PHONE—CENTER 2-2903

Borthwick, Lee Brooks of Cash Box, Gil Kitt, (rear) Don Borthwick, Ralph Marterie, Barney Fields and Erwin Barg.

For right, swinger Nick Noble (Liberty Records) at the mike on stage. Tony Bennett not shown above, delighted crowd with a round of songs.

Want Mechanics
Several For Coin-Operated Machines

Apply In Person or Phone Collect to Mr. Hans Vandendop

Runyon Sales Company
36 Legal St., Newark, New Jersey
Phone: Bigelow 3-6777
8:30 a.m. to 5:00 p.m.
Collect
William’s Ships “Vagabond” Pin
'Drop Target' Offers To Go Up To 10 Balls

CHICAGO—J. A. (Art) Weinand, vice president in charge of the sales division of Williams Electronic Manufacturing Corporation, of this city, revealed a new skill feature—‘drop target’—when he announced the release to the coin machine trade last week of Williams’ newest amusement pinball game, “Vagabond,” which is now in full production in the Williams factory.

Weinand stated that “drop target” is incorporated for the very first time in this five ball group, and that reports from pre-test locations bear out that players are easily drawn to this new feature in most locations.

The “drop targets” are located at both ends (upper) of the beautifully illustrated, and action packed playfield. When the player hits the “drop target,” Weinand said, the ball drops in and is immediately returned to the player thus giving him another ball to play. In this way there are as many as 10 balls available for play in a single game, and as low as five balls in other scoring features there are 10 ball savers in a single row down the center towards the bottom of the colorful playfield, where the two flippers are in position for skill action shooting. If the player hits all 10 of the ball savers another “drop target” at the center of the playfield lights up setting up play for another extra ball. Also, making the skill lanes A-B-C-D and E gives the player an extra ball. High score registered on the backside indicator also gives the player an extra ball.

Weinand advised that “Vagabond” has five jet bumpers, numerous rebound kickers, the aforementioned two ball savers, and the Williams “plasticote” finish on the playfield assuring the long life of the playboard. There is one-piece stainless steel cash box and a single coin chute.

Weinand advised that “Vagabond” was put into a full production schedule for immediate availability, and that shipments are presently being made by the Williams distributors throughout the United States and to overseas markets.

Between Yom Kippur, the rain, Columbus Day and the World Series, very little was thought of this, of course, including Tenth Avenue, or did the last time we looked. Among those outfits doing business were the wholesalers with pool table lines. The 6-pocket game is big in both the 5-pocket and the 6-pocket, and the older player looking about pool table sales. Bert Bett, Eastern Novelties Distributors, probably one of the first pool table wholesalers in the Chicago area, counting on the wall, is to this day doing a heavy 6-pocket business for Fischer, who owes much to this progressive distributor. Bett took the line when pool tables were just breaking through. He is today a well known outlet and certainly one of the top pool table supply companies in the business.

American Shuffleboard’s new “Electra” is the newest pool table on the market. The firm introduced its first 6-pkt, model only one year ago (actually during last spring) and has already made its mark in the industry. The new game is said to have many new features not on the former “Diplomat 7.”

Can we mention pool tables without including the Irving Kaye line, which in many respects can be considered the pool table line of today? It has today. The Kaye line is heavily distributed across the nation, and with its new 1963 series just off the production line, you can bet that the Kaye firm will continue to sell its share of the market. . . . Valley Sales Company is undergoing expansion this month, and its all due to the success of its 6-pkt. pool table line. Next spring another wing will go up in the Bay City plant thereby enlarging the plant twice within one year to accommodate the tremendous sales that this firm enjoys, having started when the 6-pkt. was just a non-existent game. And so it goes. Seven years ago when World War II shuffled pool tables were being sold, the entire country, the pool table is a prime structure of the games and the coin business proper. It has saved many ops from destruction and has increased the income at the distributing levels. And from all indications, they’re here to stay.

By the time you read this, Joe Orelck, Cash Box publisher and president, will have been married to Pauline Scott, the gal he announced his engagement to last spring on the night UJA honored the well-liked trade paper exe. The happy couple was married Thursday, October 11, and is somewhere in Cleveland, Ohio heading for a stopover at the NAMA vending show in San Francisco for two days and then on to the Far East for a month-long honeymoon. Good luck Pauline and Joe for many, many years of marital bliss!

The trade in this territory was saddened by the death of an old friend—Jack Semel, veteran operator who did Friday evening, October 5, of a heart attack. (See story elsewhere.) Jack (or Jake as he was popularly known) experienced several heart attacks before this but managed to survive. He will be missed by many. Arrangements are in the care of the Betti, King and Ravin rummy table, and he will be missed by his wife and family. And he will be missed by his grandchildren, the apple of this oldtimer’s eye.

New York’s Central Park South looked like coinrow last Friday when the Big Fat Bally Distributors met in their Big Fat Room. Most of the Bally Distributors are going to be on the ball with the new games this year. The Plaza Hotel was the site and Ed Doris, Ralph Wyckoff, Art Daddi, Jack Barbash, and Les Reeck, were the hosts. The machines were unveiled in an announcement and that said: ‘It can be had here and now that the trade islication, and that shipments are presently being made by the Williams distributors throughout the United States and to overseas markets.

Teddy Blatt and Al Deaver have asked the City’s game operators to meet in MONY offices, Tuesday October 10, to listen to some suggestions on how the coinrow without an association to turn to, can benefit from membership in MONY. The Associated Amusement Machine Operators of New York, Inc., former game organization here which was disbanded just after the McGellan boys, is the last association to move in the legal counsel. Now he sees MONY as a haven for the column, who need leadership. Actually, the games ops requested the meeting some time ago and MONY was expected to conduct a mailing to the 50-60 exclusive games ops, plus those with music machines who are not MONY members. If several dozen turn up for the meeting things will be in a much happier. It could be the start of something good for the industry hereabouts.

The Board of Directors of JOA will meet in Chicago Friday, October 12, to discuss the forthcoming convention in the Morrison Hotel sked for May 5, 6 and 7. Bob Blundred will be in Chicago for his first official appearance at a Board meeting. . . . Net too many music and games ops reported going to San Francisco for the Show this year. 1960 was too far for most who can’t leave the business for that length of time.

And so, to San Francisco, where the vending industry is making news this week. And you will read all about it in Cash Box Vending News Section next week, when the Convention will be covered in its entirety from Brooks Exhibition Hall, in the land of sophistication . . . and fog . . . and the Top O’ The Mark . . . and thousands of vending machines . . . and the pennant-winning Giants . . . and the place where Tony Bennett lost his heart.

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Cash Box—October 20, 1962
Well, the NAMA Convention is finally beyond the planning stages. All roads lead to San Francisco where this year’s “biggest show in automotive merchandising” will be in progress from Saturday thru Tuesday, October 13-16.

... Rowe AC Services will be well represented. Just a sampling of the list include... Jack Dunwoody, Tom Sams, Dick Skor, Anne H. Ovitz, and Ralph Wiser... 

... the enjoyable efforts of all the stars at the NAMA Convention in San Francisco. Elocutio, however, is presided Ronald W. Welland's attendance there with some of his staff...

Paul Huesch, vice prez at J. H. Kenney & Company, info with much glee that he’s receiving exceptional action with such Keeney amusement games as “Sweet Shannon,” “Sammertime,” “Wild Arrow” and “Rainbow.” Paul sez expansion possibility is very bright these nice Fall days.

... at Chicago Dynamic Industries with Sam Genberg, Mort Secore and Herb Biderland last week we came away convinced that Chicago Coin has a big winner in the new play “Citation” puck bowler, with coves of all areas in mind. Bill O'Donnell, general sales manager of Bally Mfg., and vice prez Herb Jones are smiling of late. And, the two big reasons are Bally's releases: the “Big 7” Shuffle alley bowler and “Twist” in-line game. But the other reason was that operator acceptance was quick and very optimistic...

We'll certainly look forward to seeing Alton Music's Nate Feinstein who's planning out to San Francisco to be on deck in the Rowe AC Services exhibit area during the NAMA Convention. We met with Nate, Harold Schwartz and Irv Ovitz last week and learned that business has never been better there. That goes for domestic as well as export business...

Ted Rubey and Estelle Bye report heavy production at Marvel Mfg. in all coin machine products these days. ... Heavy activity is reported at Wico Mfg. Corp., where Milt Wizer, Ed Ruber and Morrie Wizer are receiving heavy orders from the new Wico catalog for '63...

Joel Stern, prez of World Wide, and general sales manager Fred Skor are very thankful that they made the big move to the new plant at Fullerton and Fairfield Avenues. The heavy sales activity brought on by Seeburg's 1963 “LP Contender” 45 record backieder phone was beyond their wildest expectations and the very busy staffers at World Wide are Kurt Klueter and old buddy Howie Freer.

A haven, as usual, for visiting coin machine operators in Chi is First Coin Machine Exchange, where prez Joe Kline, Sam Kolber and Fred Kline happily play the part of good hosts to the visitors. Sam opines that this will be one of the finest export seasons for First Coin, the action thus far being that heavy...

We sure enjoyed chatting with Champion Distributing's Mike and Irene Deetz at Gil Kitti's soirée. Other popular ops we greeted were Ed Holstein and his lovely wife; and Mr. and Mrs. Lee Stanley, George MacDonald, one of the young bloods in coinbiz, was seen strolling and chatting...
NAMAS Expect To Draw 5000
To San Francisco Convention
Vending Meet Gets Underway Sat., Oct. 13

SAN FRANCISCO—More than 5000 tradespeople were expected to file through the doors of San Francisco’s Brooks Exhibit Hall here before the four-day annual vending convention opens Oct. 12.

A unique and interesting program has been arranged to present an array of vending machines and products for the first time in the Far West. Visitors will find a wide variety of machines on display, along with industry leaders and manufacturers with whom to discuss the business.

The trade show will run Oct. 12-15 and is expected to attract more than 5000 people. In addition, a unique traveling entertainment, "Dial-A-Sale" system, will be available to the public at the end of the convention.

Vendors are expected to be from all parts of the United States, and a good number of exhibitors will come from Canada and Mexico.

NAMA President George Melikian said the convention will feature a variety of events.

"We have planned a program that will be of interest to everyone," Melikian said. "There will be demonstrations of new machines and products, as well as discussions with manufacturers and industry leaders.

"We have also planned a number of social events, including a reception for the NAMA board members and staff, and a gala evening for all convention attendees."
THE TWIST
pinball with a new twist

New “Next Play” Guarantee
Mystery flashing panels on backglass tell player exactly what each coin will buy. Every advertised advance is guaranteed.

New Magic Cards
Player’s choice of up to 11 different Cards. Complete double diagonals in every Card. Red, yellow and green scoring in every Card. Player can change Cards back and forth for top scoring.

New “Double Duty” Numbers
Numbers may appear twice in one Card, permitting player to light 2 spots in Card with a single skill-shot—up to 10 spots with 5 balls.

Bally® now brings you the first really new in-line game in years. New in eye-appeal to get immediate attention on location. New in simplified play-appeal to attract new players...and to insure fast, continuous repeat play, high coin averages and top earning-power. See THE TWIST at your Bally distributor today.

See your distributor... or write BALLY MANUFACTURING COMPANY • 2640 BELMONT AVENUE, CHICAGO 18, ILLINOIS
SPIDER SPECTACULAR

Gottlieb's

OLYMPICS

Breaks World's Record for Money-Making!
Soccer, swimming, high jump, discus, baseball, hockey, pole vault, whatever the event, OLYMPICS naturally attracts the crowds. Really a honey of a crowd pleaser; a honey of a money-maker. Order OLYMPICS for your locations.
See your distributor today.

- Each rollover designates an “Olympic City”.
- Scoring 8 cities awards special.
- Scoring all cities lights targets for specials.
- Each top rollover scores when its pair of bumpers are lit.
- Targets spot rollovers indicated by lit pair of bumpers.
- Center “run up” numbers keep total of cities scored.
- 4 on-off pop bumpers for high score.
- Match feature. Sparkling cabinet design.

Hymie Zorinsky: A Man With A Cigar

OMAHA—When coin machine veteran Hymie Zorinsky arrived in the United States in 1924 he spoke only one word of English—“job”. The young Russian refugee found the job he was seeking at the Beselin Cigar Company in Omaha. Now, 38 years later, the Beselin firm has become a division of Zorinsky’s H.Z. Vending & Sales Company.

The oldest jobbing firm in Nebraska, Beselin’s was established in 1884 by the late Herman Beselin. The founder was joined in the business by his son, Raymond in 1908. It was Raymond Beselin who gave Hymie his first job in this country.

“He was a skinny kid who looked like he hadn’t eaten for a month,” Beselin recalled. “Three years after he came to work for me he quit to take a job with the competition. I remember he was going to make five dollars a week. Twenty-three years ago Zorinsky struck out on his own with H. Z. Vending. With the purchase of Beselin’s firm is now considered to be the largest cigar jobber in Iowa and Nebraska. That’s a far cry from his homelands!”

At 17, Hymie became a member of a self-protection league when the Russian Revolution broke out, and was forced into the Red Army. He was wounded and spent six months in a hospital. Shortly after he escaped into Poland, and later came to the United States.

Chewing on a big cigar which has become his trademark, Zorinsky said: “This is certainly the greatest country in the world! If a man’s not lazy and will work, he can do anything he wants to.”

Eddie Zorinsky, Hymie’s son, is also very active in the firm. In fact, Zorinsky claims as his greatest joy the fact that Eddie is so popular with operators throughout the area, and also for his resourcefulness in the affairs of the firm.

Maryland Ops Come Through For Cerebral Palsy

BALTIMORE—When the Cerebral Palsy Foundation in this area approached the local coin machine operators for assistance in raising funds, the final outcome was not foreseen even by the professional fund raisers. At the request of the Foundation, the six major operators in Prince George County organized a fund raising program in conjunction with the receipts from music machines on location here which resulted in the Foundation netting several thousands of dollars and the parties of both the CPF and the coin machine industry receiving a good sized portion of invaluable publicity.

The operators, together with the location owners, agreed to donate gross receipts from one entire week’s collection from the juke boxes in the County to the charity. In preparation for the week-long drive, signs were made up for each machine, radio and television news programs carried information on the drive, and the outcome was left in the hands of the location patrons. The result was a huge financial success for the Foundation and a wealth of good feeling and fine public relations for the coin machine operators and the location owners who participated.

Pictured here is one of the machines used during the drive with the promotional sign which appeared on every juke box in Prince George County.

Cash Box—October 20, 1962

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Cash Box—October 20, 1962
MFRS. NEW EQUIPMENT CURRENTLY IN PRODUCTION

ALL-TECH INDUSTRIES, INC.
Indian Scout 120 HP.
Coy Coy 120 HP.
Roll-Away 120 HP.
Hi-Way Patrol 120 HP.
Fire Engine 120 HP.

AMERICAN SHUFFLEBOARD CORP.
Imperial Shuffleboard.

AUTO-PHOTO CO.
Model 12 Studio.$2,349.00.

BALLY MFG. CO.
The Twist (Dingoo) $1,150.00.
Cordoba (King) $1,125.00.
Elite (Jumbo) $1,125.00.
Bally Excel (Deluxe) $1,075.00.
Bank-Ball $1,075.00.

CHICAGO COIN MACHINE
Clarence Shuffle Alley.

EXHIBIT SUPPLY CO.
Kier Plastic Laminator Vendor.

FISCHER SALES & MFG. CO.
Crowns Imperial V.
Crowns Champion V.
Crowns Regulation X.
Crowns 375.

GAMES, INC.
Skill Rate Pingame (June 4).

GOTTLIEB & CO.

IRVING KAYE CO., INC.
Deluxe Elrodos 6 Pin Series.
Mark II, #244.
Mark IV, 8x10.
Deluxe Kool Pool, 8x6.

J. H. KEENEY & CO., INC.
Rainbow Fingers (6/6).
Sweet Shawnee.

MIDWAY MFG. CO.

ROCK-OLA MFG. CORP.

WILLIAMS MFG. CO.

MISCELLANEOUS

MISCELLANEOUS

Cash Box—October 20, 1962
Mike Clifford Hears Himself as a Wurlitzer Ten Top Tunes Artist

The newest mark of success for an artist is to have a disc listed among the "Ten Top Tunes for a half-dollar" on Wurlitzer Phonographs all over the nation. New teen-age singer Mike Clifford leapt into this elite class with his current "Close to Cathy" single.

Like Mike, the Wurlitzer Ten Top Tunes feature has skyrocketed into popular favor with the juke box fans and proved a real money-maker.

Shown here with Wurlitzer operator Sam Morrison of Musical Moments, Inc. in New York Chinatown's Two-Step Inn, Mike Clifford has it made. Helping him to stardom is the instrument that stands beside him—a Wurlitzer 2600! The Wurlitzer Company, North Tonawanda, New York—106 Years of Musical Experience.

Fast Rising United Artists Performer Rates Wurlitzer Honor Spot

Operate the WURLITZER 2600
It's Here!  

UNITED'S CIRCUS 
ROLL-DOWN BOWLING ALLEY

Players' Choice of 7 Ways to Play!

- **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**

- **BONUS SCORING**  
  TOP SCORE 9900

- **ADVANCE SCORING**  
  TOP SCORE 7300

- **SPECIAL SCORING**  
  TOP SCORE 8900

- **ALL SPARES SCORING**  
  TOP SCORE 3600

- **FLASH SCORING**  
  TOP SCORE 9600

Quiet Ball Return

TROUBLE-FREE OPERATION

1 to 6 Can Play

10c PER PLAYER

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

**NO-STOOP**  
Shuffle-Alley Height

- **CHROME RAIL**

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

**SIZE**

9 ft. 2 in. long  
2½ ft. wide

**SHIPPING WEIGHT (CRATED)**  
465 lbs.

HIGHEST RESALE VALUE

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