The young man in the film director's seat for a moment's rest, may some day find himself directing movies from the same spot. He's done everything else so successfully. A consistent favorite on the Red Skelton TV show and a top draw in clubs, Rydell soon adds another dimension to his career with a featured role in the upcoming film version of the B'way hit "Bye Bye Birdie." On discs, of course, Bobby is one of the most consistent hit makers around today. The Cameo songster is burning up the charts with his latest single "The Cha Cha Cha" and has a new LP dubbed "An Era Reborn."
IN THE HIT CLASS!!!
A GREAT NEW SINGLE
BY STEVE LAWRENCE
'GO AWAY LITTLE GIRL'
4-42601

Columbia Singles Sell
Also available on Single 88
Cash Box

Let’s Talk About . . .

With the international market contributing more and more each day to American companies’ profit picture, it is surprising how many Stateside companies know so little about something so important.

The most probable reason for this lack of knowledge is the tremendous turnover in the record industry. New faces continually pour into our business and overnight, a relatively unknown figure, one who’s probably never even been out of the country, finds himself the manufacturer or publisher of the biggest hit of the day. Probably because of the complexity of the American market and the many problems that arise when one has a big hit in the U.S., the individual too frequently is forced to consider the international market as a secondary factor and thereby finds himself losing considerable “gravy” income.

Unfortunately, there are also too many record men experienced in American operations who fail to educate themselves in foreign dealings.

Understanding the international market is as important to a manufacturer or publisher today as knowing how many quarters there are in a dollar. For almost no additional investment and with no additional recording and promoting expenses, an American company can earn great profits abroad if it handles its master or copyright properly.

The problem of ADVANCES for a master or a copyright is probably the American’s most vulnerable spot. Because Germany may offer a $1000 advance for a song, one cannot expect a smaller country like, let’s say, Denmark to offer an equal advance. A country’s population and record selling potential must be considered before one demands an advance. And American companies must realize that not all American hits meet with approval abroad. Some sounds are just never accepted and this too must be considered. Every market outside the U.S. borders has its own peculiarities and it is necessary that Americans familiarize themselves with those of each nation.

Some people feel that a very heavy advance forces an international company to work harder on a song. But should it fail, the pain of a heavy loss makes one extremely cautious in the future. And the record business is not a business for today, but for tomorrow.

We have even heard of cases in which publishers refuse to give a song to a firm in a foreign territory because they cannot get any advance. Doesn’t this individual realize that he’s only hurting himself?

American companies must face up to the fact that markets outside the U.S. are becoming increasingly nationalistic in their musical tastes. Although they want American product very much, they are also aware that they can survive with less U.S. product than was the case a few years ago.

We must be very cautious not to hurt our potential abroad by unreasonable demands. This can only be done by learning as much as possible about the international market. It is more important to know about who is representing you abroad than how much of an advance you can get.
<table>
<thead>
<tr>
<th>Position 10/20</th>
<th>10/13</th>
<th>Position 10/20</th>
<th>10/13</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 MONSTER MASH</td>
<td>BOBBY DARIN—Dolton-126</td>
<td>THE CHA-CHA CHA</td>
<td>CLARITY—Columbia-11057</td>
</tr>
<tr>
<td>2 DO YOU LOVE ME</td>
<td>CONTINUES—Gordy-705</td>
<td>33 WORKING FOR THE MAN</td>
<td>ROY O'BRIEN—Manhattan-467</td>
</tr>
<tr>
<td>35 I'M SOMEBODY</td>
<td>BILL WRIGHT—TNT-2035</td>
<td>34 LIE TO ME</td>
<td>BROOK CLEMONS—Mercury-72024</td>
</tr>
<tr>
<td>3 HE'S A REBEL</td>
<td>CRYSTALS—Philips-106</td>
<td>35 IF I HAD A HAMMER</td>
<td>PETE PAUL &amp; MARY—Warner Bros.-3296</td>
</tr>
<tr>
<td>34 I'M SOMEBODY</td>
<td>BILL WRIGHT—TNT-2035</td>
<td>36 DESAFINADO</td>
<td>RANDY GUNN—TNT-2032</td>
</tr>
<tr>
<td>6 ROYALTY</td>
<td>BUSTIN'—Pat Boone—TNT-2032</td>
<td>38 LOVE ME TENDER</td>
<td>RICHARD CHAPPELL—MGM-11097</td>
</tr>
<tr>
<td>104 I'M SOMEBODY</td>
<td>BILL WRIGHT—TNT-2035</td>
<td>39 SUSIE DARLIN'</td>
<td>ROYALTY—TNT-2032</td>
</tr>
<tr>
<td>38 I'M SOMEBODY</td>
<td>BILL WRIGHT—TNT-2035</td>
<td>40 (DANCE WITH) THE GUITAR MAN</td>
<td>DUANE EDDY—RCA-8087</td>
</tr>
<tr>
<td>50 I'M SOMEBODY</td>
<td>BILL WRIGHT—TNT-2035</td>
<td>44 DON'T HANG UP</td>
<td>ORLANDO—Cameo-331</td>
</tr>
<tr>
<td>77 I'M SOMEBODY</td>
<td>BILL WRIGHT—TNT-2035</td>
<td>48 I'M SOMEBODY</td>
<td>MARCIA BLAINE—Seville-120</td>
</tr>
<tr>
<td>63 I'M SOMEBODY</td>
<td>BILL WRIGHT—TNT-2035</td>
<td>50 I'M SOMEBODY</td>
<td>BOBBY'S GIRL—Skeeter-641</td>
</tr>
<tr>
<td>58 I'M SOMEBODY</td>
<td>BILL WRIGHT—TNT-2035</td>
<td>54 I'M SOMEBODY</td>
<td>TAKE ME TO THE PUNCH—BILLY WILLS—MGM-1632</td>
</tr>
<tr>
<td>56 I'M SOMEBODY</td>
<td>BILL WRIGHT—TNT-2035</td>
<td>58 I'M SOMEBODY</td>
<td>LEAH</td>
</tr>
<tr>
<td>66 I'M SOMEBODY</td>
<td>BILL WRIGHT—TNT-2035</td>
<td>61 I'M SOMEBODY</td>
<td>HIDE AND GO SEEK</td>
</tr>
<tr>
<td>72 I'M SOMEBODY</td>
<td>BILL WRIGHT—TNT-2035</td>
<td>62 I'M SOMEBODY</td>
<td>THE BURNING OF ATLANTA</td>
</tr>
<tr>
<td>79 I'M SOMEBODY</td>
<td>BILL WRIGHT—TNT-2035</td>
<td>64 I'M SOMEBODY</td>
<td>WHAT KIND OF LOVE IS THIS</td>
</tr>
<tr>
<td>86 I'M SOMEBODY</td>
<td>BILL WRIGHT—TNT-2035</td>
<td>66 I'M SOMEBODY</td>
<td>CHEAT AERT-VGAG-2035</td>
</tr>
<tr>
<td>92 I'M SOMEBODY</td>
<td>BILL WRIGHT—TNT-2035</td>
<td>68 I'M SOMEBODY</td>
<td>THE POP POP POP SHUFFLE</td>
</tr>
<tr>
<td>98 I'M SOMEBODY</td>
<td>BILL WRIGHT—TNT-2035</td>
<td>70 I'M SOMEBODY</td>
<td>BABY FACE</td>
</tr>
<tr>
<td>100 I'M SOMEBODY</td>
<td>BILL WRIGHT—TNT-2035</td>
<td>72 I'M SOMEBODY</td>
<td>THAT STRANGER USED TO BE MY GIRL</td>
</tr>
<tr>
<td>101 I'M SOMEBODY</td>
<td>BILL WRIGHT—TNT-2035</td>
<td>74 I'M SOMEBODY</td>
<td>NO ONE WILL EVER KNOW</td>
</tr>
<tr>
<td>102 I'M SOMEBODY</td>
<td>BILL WRIGHT—TNT-2035</td>
<td>76 I'M SOMEBODY</td>
<td>HE THINKS I STILL CARE</td>
</tr>
<tr>
<td>103 I'M SOMEBODY</td>
<td>BILL WRIGHT—TNT-2035</td>
<td>78 I'M SOMEBODY</td>
<td>DON'T YOU BELIEVE IT</td>
</tr>
<tr>
<td>104 I'M SOMEBODY</td>
<td>BILL WRIGHT—TNT-2035</td>
<td>80 I'M SOMEBODY</td>
<td>I CALL IT STORMY MONDAY</td>
</tr>
<tr>
<td>105 I'M SOMEBODY</td>
<td>BILL WRIGHT—TNT-2035</td>
<td>81 I'M SOMEBODY</td>
<td>TWISTIN' WITH LINDA</td>
</tr>
<tr>
<td>106 I'M SOMEBODY</td>
<td>BILL WRIGHT—TNT-2035</td>
<td>82 I'M SOMEBODY</td>
<td>I'VE GOT A WOMAN</td>
</tr>
<tr>
<td>107 I'M SOMEBODY</td>
<td>BILL WRIGHT—TNT-2035</td>
<td>83 I'M SOMEBODY</td>
<td>RAIN, RAIN GO AWAY</td>
</tr>
<tr>
<td>108 I'M SOMEBODY</td>
<td>BILL WRIGHT—TNT-2035</td>
<td>84 I'M SOMEBODY</td>
<td>I RIDE</td>
</tr>
<tr>
<td>109 I'M SOMEBODY</td>
<td>BILL WRIGHT—TNT-2035</td>
<td>85 I'M SOMEBODY</td>
<td>SHEILA</td>
</tr>
<tr>
<td>110 I'M SOMEBODY</td>
<td>BILL WRIGHT—TNT-2035</td>
<td>86 I'M SOMEBODY</td>
<td>HULLY GULY BABY</td>
</tr>
<tr>
<td>111 I'M SOMEBODY</td>
<td>BILL WRIGHT—TNT-2035</td>
<td>87 I'M SOMEBODY</td>
<td>KID GALAHAD (KING OF THE WIDE</td>
</tr>
<tr>
<td>112 I'M SOMEBODY</td>
<td>BILL WRIGHT—TNT-2035</td>
<td>88 I'M SOMEBODY</td>
<td>TEN LONELY GUYS</td>
</tr>
<tr>
<td>113 I'M SOMEBODY</td>
<td>BILL WRIGHT—TNT-2035</td>
<td>89 I'M SOMEBODY</td>
<td>YOU BELONG TO ME</td>
</tr>
<tr>
<td>114 I'M SOMEBODY</td>
<td>BILL WRIGHT—TNT-2035</td>
<td>90 I'M SOMEBODY</td>
<td>A WONDERSOME DREAM</td>
</tr>
<tr>
<td>115 I'M SOMEBODY</td>
<td>BILL WRIGHT—TNT-2035</td>
<td>91 I'M SOMEBODY</td>
<td>I'LL BRING IT HOME TO YOU</td>
</tr>
<tr>
<td>116 I'M SOMEBODY</td>
<td>BILL WRIGHT—TNT-2035</td>
<td>92 I'M SOMEBODY</td>
<td>STUBBORN KIND OF FELLOW</td>
</tr>
<tr>
<td>117 I'M SOMEBODY</td>
<td>BILL WRIGHT—TNT-2035</td>
<td>93 I'M SOMEBODY</td>
<td>WIGGLE WOBBLE</td>
</tr>
</tbody>
</table>

**BEST SELLING TUNES ON RECORDS COMPILED BY CASH BOX FROM LEADING RETAIL OUTLETS—OCTOBER 27, 1962**

*SHARP UPWARD MOVES*
In orbit...
The Tornadoes

TELSTAR
9561

TOP single in England—now heading to the #1 spot in the U.S.A.

From the Chart Happy
AMERICAN LONDON GROUP

Going all the way
Marcie Blane
BOBBY'S GIRL
Seville—120

Ace Cannon
VOLARE
B/W
Looking Back
Hi—2057

The Rev-Lons
BOY TROUBLE
Garpax—44168
Hollywood Bows Christmas Program

Liberty Bows Christmas Program

NEW YORK—Liberty Records has unveiled a 1962 Christmas Merchandising Program, which includes product from the Robert Rheims catalog, a Victoria+ brush xmas line, and Liberty keeps the Rheims catalog this year in a deal with Allied Records of St. Louis, which, oddly enough, has already received the catalog after Liberty had decided to break the distribution deal for the Rheims sessions.

Dealer terms include a 10% cash discount taken off the face of the invoices, as well as a 100% guaranteed sale: return-for-credit; return privilege, Jan. 1, 1963, but no later than Feb. 1, 1963; payments to be made 1/2 Jan. 10, 1/2 Feb. 10. Program ends Dec. 25.

The Rheims entries include "Merry Christmas Carol," "We Wish You a Merry Christmas," and "Silent Night." The Robert Rheims catalog entries are "Merry Christmas Carols," organ & chimes, and a single, "Silent Night" and "Come All Ye Faithful," organ & chimes. Additional sales include "Merry Christmas from Bobby Vee," and a Walter Brennan entry called "Twas the Night Before Christmas at Home." There's also a Premier Series reissue, "Season's Greetings," featuring the Fantastic Strings of Felix Slatkin.

Additional sales include a standby charter merchandise item which displays the entire Rheims line.

NARM Aims To Protect Rack-Jobbers

NEW YORK—NARM, the rack-jobber association, is putting its members under its wing in view of current legal issues within the music industry.

Through his New York office, A1 Abeles, managing director, has been working in conjunction with the group's legal counsel, Earl M. Foreman of Washington, D.C., in an effort to protect rack-jobbers who have been alerted to urgent problems involving them, with respect to litigation among a group of music publishing labels and a group of retail outlets.

Following precedent established in an earlier suit, rack jobbers—as well as other wholesale and retail dealers—may be held liable for damages in connection with the sale of records using unlicensed material. In taking an active position in this legal problem, NARM, in effect, assists its members in protecting the more than 20,000 retail outlets which sell with records. These outlets are in leading food chains, variety store chains, drug chains, department stores, discount houses, service F.X.'s, etc.

Jules Malamud, NARM executive director, has been in close contact with John S. Clark, attorney in the office of Julian T. Abeles, legal counsel representing the publishing firms, and Malamud recently met with Clark and Abeles, as well as with Al Berman of the Harry Fox office, agent for the publishing firms. NARM's active interest in the situation has been praised by both Clark and Berman.

The service performed by NARM, in notifying its members of their possible liability, as well as that of the retail outlets which they service, and in keeping in close touch with the situation as it develops for the benefit of its members, is an educational program developed by NARM, to handle the increasing complexities faced by its rack-jobber members. A1 Abeles and Vice-President Robert D. Cooperman must concern himself not only with buying and selling records, but with intelligent discrimination of problems in the record industry, from which he buys. The NARM educational program, which has been operating for some time, will be stepped up. Adequate and accurate information which will assist its membership in making the correct choices.

Because of the national scope of its activities, NARM believes it is in the best interest of its membership to keep its membership, which is spread throughout the United States and Canada, many away from the disk centers of New York, Chicago, and Los Angeles, informed of all developments in the industry which affect them and their operations.

Particular attention will be focused on developing a program designed to involve rack-jobbers' liability in the sale of product containing unlicensed material (as discussed above), and on educating independent record须and distributors, which may seriously affect their business operations, such as the Robinson-Pattman Act.

In commenting on the situation, Malamud said, "This problem presents an excellent opportunity for industry-wide cooperation. Product containing unlicensed material is not one for the rack-jobbers alone. It involves all record dealers in the United States, who are liable for damages when they handle unauthorized product, and this involves all record manufacturers and distributors, who are being put into a poor competitive position by unlicensed material, as its prices are considerably lower than legitimately produced product. Rather than emphasizing the differences among us, we are all in the music business. Record associations should grasp this opportunity for cooperation; this cooperative effort should involve RIAA, NARM, NAPRA, and others. The Association of Record Merchandisers has always, since its inception, held as one of its prime ideals, the enhancing of the image of the entire phonograph record industry. We are actively involving the other associations to join us in this project."

UA Props Kiddie Line For Xmas-Season Demand

NEW YORK—With its initial 10-album package of Tale Spinning For Children, Kiddie Series reportedly well past the half-million mark in sales, United Artists Records has stepped up production on the albums and both the floor and the counter stands to meet the holiday demands.

Due to the widespread acceptance to the new Kiddie line, Morris S. Price, national sales director for UA, stated "In the past five years, we have added to line for Jan., release, with additional packages to be made available through Jan. 1963. The 10 albums, Price stated, will stress the well-known names, such as "Little Lulu," featuring top actors and actresses in the lead roles, the Famous Theater Company and the Hollywood Bowl Choristers."

Direction to step-up the activity on the Tale-Spinners line, including the display racks and advertising plus incentive to Ted Harmes, the UA's sales manager, was made. Plan to increase production and introduce the five new packages as early as Jan., Price stated.

The Tale-Spinners line, which comes with a pre-pack of 24 albums, and which can then be serviced by distributors from regular stock, was one of the highlights of the "Holiday Sales-O-Rama" meetings where it was officially unveiled for the distributors. This display augments the floor stand, which is a Tale-Spinners and 1963 album display, and which has been available for several months. Price said that over 3,000 floor displays are now on locations throughout the United States, and in some 2,000 additional displays to be shipped in time for the holiday selling period.

Harmon Signs Sherwood

NEW YORK—Singer Roberta Sherwood is now recording for Harmon Records under an exclusive pact, according to a recent Harmon release.

For her initial single release, already out, the performer has cut "I Left My Heart in San Francisco" (Columbia's hit) and "Vegas Lullaby" (a Bobbejaan big hit). Fred Edwards said that the inking of the performer was in conjunction with plans to expand Harmon's LP and single line.

The artist had formerly cut for Decca Records, where a number of her singles and LP's were sold sales items. She has also been a favored jukebox name.

Don Everly Collapses; Returns From British Tour

NEW YORK—Only 48 hours after arriving in London, England for the opening of a four-week British tour, Don Everly of the Everly Bros. col- lapsed in his room and it was revealed that his illness was physical and nervous exhaustion, and returned to New York last Mon. (15). It was not known at premiere whether the singer would recover sufficiently to be able to return to complete the tour with his brother. Earlier reports that he had suffered food poisoning were denied by his brother.

Meanwhile, Phil Everly is carrying out the engagements alone.

Kapp's '63 Ad Budget More Than $500,000; New Agency Named

NEW YORK—Kapp Records has scheduled more than $500,000 ad budget for 1963 in its new ad agency, Gordon, Weiss & Sylvester, I hivd, this city.

The agency said that a greatly expanded program of consumer ads would be designed to reach a much broader segment of the disk buying public. The first of a series of full-page magazine ads and other Kapp performers will appear in the coming issues, the agency said.

Kapp's previous agency was Daniel & Charles, also of New York.

Foglesong Extends Show Line L.P. Activities At Col., Epic

NEW YORK—Columbia Records has assigned Jim Foglesong, pop A&R producer, to additional responsibilities. Foglesong will produce the Epic Folksong Line and the re-creation of famous Broadway show albums. For these activities, Foglesong will be assisted by Schuyler Chapin, director of Masterworks.

Foglesong will continue to be responsible for Dave Kaplanski, Eastern director of pop and rock and roll recordings by Robert Goulet, Les Paul and Mary, the Ames Brothers, pianist Ronnie Brown, Julie Andrews and Lester Lanin.

Columbia's recent re-creation of Show Boat was co-produced by Foglesong and Tom Shepard, associate producer, Masterworks. Foglesong, and Roger Eubanks, son of Glencanus Eubanks, which marked the first of the Epic Footlight Series.

Foglesong joined Columbia in 1961. In his capacity as A&R director, he was responsible with Epic as pop A & R Director.

Command To Cut Channings & Burns Act

NEW YORK—George Burns and Gracie Allen were given a command to form one of the top night club attractions in the country, have been signed by Command Records to record their act, "The Burns and Channing Show."

Enoch Light, head of Command, was in Las Vegas last week to cut the album while Burns and Channing were performing on the stage of the Sands Hotel. This will be the first album that the team has made.

Since pooling their talents a few months ago, Burns and Channing have appeared at Harrah's in Lake Tahoe, the Seattle World's Fair, the Illinois State Fair, and the Dunes, where they are currently fulfilling their second engagement in three months.

Both Channing and Burns perform separately as well as together, doing special material.

Reprise Inks Rosy Clooney

HOLLYWOOD—Reprise Records has added yet another Rosemary Clooney to its talent roster. Performer will do solo singles and LP's and also cut separate albums with Frank Sinatra and Dean Martin. She first gained disk fame for her recording of "Come On-A My House" and "High As Much," "Hey There" and others. She previously cut for RCA Victor Records.

Cash Box—October 27, 1962
VICTOR ADDS 3 SONGSTERS

HOLLYWOOD—Three songstiers have inked exclusive pacts with RCA Victor Records.

Bobby Day, who hit on the Renovous label with "Rockin' Robin" and "Little Bitty Pretty One," was signed by Steve Sholes, manager of west coast operations, and Neely Plumb, A&R director, as an A&R creature first release single immediate release.

Sholes has also signed Jesse Pearson, star of both the road and film versions of "Bye Bye Birdie" into a long-term pact, and actor Lorne Greene, who performed on Victor's recent "Bonanza" LP, which also featured other stars of the popular TVer.

Pearson will cut a LP and single within the next few weeks, with the LP set for immediate release early next year. Lorne will record an album for release next Spring.

WALCHLIS HEADS BOARD OF CAPITAL OF CANADA

TORONTO, ONTARIO—Following the resignation of Jeff O. Smith from the board of directors of Capital Records in the U.S.—which saw Glenn Wallich take-over as chairman of the board and Alan Livingston elected president—Smith (of the CRDC dept.) had been elected chairman (Wallich, his president, also chairman of the board).

Wallich, who continues to serve as president of Capital of Canada, announced that Geoffrey F. Raine has been named sales manager of the firm and that G. Edward Leetham has been elected a vice-president, Robert W. Quaye and Harold S. Smith have been re-elected vice presidents, Wallich also announced.

EARL GRANT RENEWS PACT WITH DECCA

NEW YORK—Earl Grant, who has served Decca Records as a best-selling pianist, organist and vocalist since 1956, has signed a new pact with the label, to remain in effect until next year's end at the earliest. It is understood that this year's contract, which expires this month, was never fully in effect due to differing interpretations of its terms.

Grant has also been added to the top attractions in leading nightclubs throughout the U.S., Canada and Mexico, including New York's Copacabana and Basin Street East, Buffalo's Town Hall Ballroom, San Francisco's Bimbo's and Elkwood Casino In Ontario and La Fiesta in Juarez. He has also been a frequent guest on the "Tonight" and "Ed Sullivan" TV shows.

4 NEW MERCURY LP'S

CHICAGO—Mercury Records has released four new albums as part of its fall offering, featuring Rex Allen, Damita Jo, Quincy Jones and the St. Olaf Lutheran Choir. The latter conducted by Olaf C. Christianson. Allen's album carries the same title as his current hit single, "Don't Go Near the Indian Territory" and was heard on "Sing A Country Song" and Jones in "Big Band Boska Nova." The St. Olaf Choir does "Fifty Golden Years."
CAST YOUR FATE TO THE WIND!!!

MARTIN DENNY'S EXCITING FOLLOW-UP TO HIS "TASTE OF HONEY" SOUND

LIBERTY RECORDS

#55514

Cash Box—October 27, 1962
A survey of key radio stations in all important markets throughout the country to determine by percentage of those reporting which releases are being added to station play lists this week for the first time and also the degree of concentration combining previous reports. Percentage figures on left indicate how many of the stations reporting this week have added the following titles to their play list for the first time. Percentage figures on right include total from left plus the percentage title received in prior week or weeks.

(survey completed to October 17th)

<table>
<thead>
<tr>
<th>% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>LABEL</th>
<th>TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE</th>
</tr>
</thead>
<tbody>
<tr>
<td>45%</td>
<td>Eso Beso—Paul Anka—Victor</td>
<td>45%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>45%</td>
<td>Keep Your Hands Off By Baby—Little Eva—Dimension</td>
<td>45%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>40%</td>
<td>Big Girls Don't Cry—4 Seasons—Vee Jay</td>
<td>53%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>35%</td>
<td>Ride—Dee Dee Sharp—Cameo</td>
<td>81%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>33%</td>
<td>A Little Bit Now—Majors—Imperial</td>
<td>33%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>28%</td>
<td>Return To Sender—Elvis Presley—Victor</td>
<td>76%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>28%</td>
<td>Don't Hang Up—Orlons—Cameo</td>
<td>93%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>23%</td>
<td>My Own True Love—Duprees—Coed</td>
<td>84%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>23%</td>
<td>The Push &amp; Kick—Mark Valentino—Swan</td>
<td>43%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>23%</td>
<td>Release Me—Little Esther—Phillips—Lenox</td>
<td>40%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>21%</td>
<td>I Can't Help It—Johnny Tillotson—Cadence</td>
<td>29%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>21%</td>
<td>Hercules—Frankie Vaughan—Phillips</td>
<td>28%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>21%</td>
<td>She's A Trouble Maker—Majors—Imperial</td>
<td>21%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>21%</td>
<td>If You Were A Rock N' Roll Record—Freddy Cannon—Swan</td>
<td>21%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>21%</td>
<td>That's Life—Gabriel &amp; Angels—Swan</td>
<td>21%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>18%</td>
<td>I'll Bring It On Home To You—Carla Thomas—Atco</td>
<td>46%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>18%</td>
<td>Night River—Ralph Marterie—United Artists</td>
<td>36%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>18%</td>
<td>(Dance With) The Guitar Man—Duane Eddy—Victor</td>
<td>41%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>18%</td>
<td>Anna—Arthur Alexander—Dot</td>
<td>18%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>18%</td>
<td>Again—Lettermen—Capitol</td>
<td>34%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>17%</td>
<td>I Lost My Baby—Joey Dee—Roulette</td>
<td>17%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>17%</td>
<td>Shutters &amp; Boards—Jerry Wallace—Challenge</td>
<td>17%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>17%</td>
<td>Comin' Home Baby—Mel Torme—Atlantic</td>
<td>17%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>17%</td>
<td>I'm Standing By—Ben E. King—Atco</td>
<td>17%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>17%</td>
<td>I Feel Good All Over—Fiestas—Old Town</td>
<td>17%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>17%</td>
<td>Lonely Bull—Tiajuana Brass—A &amp; M</td>
<td>17%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>17%</td>
<td>Rumors—Johnny Crawford—Delphi</td>
<td>17%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>17%</td>
<td>Wiggle Wobble—Les Cooper—Everlast</td>
<td>17%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>16%</td>
<td>Fried Marbles—Wee Willie Denison—May</td>
<td>17%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>16%</td>
<td>The Best Man Cried—Clyde McPhatter—Mercury</td>
<td>16%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>16%</td>
<td>You Should Have Told Me—The Angels—Caprice</td>
<td>16%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>14%</td>
<td>Chains—The Cookies—Dimension</td>
<td>46%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>13%</td>
<td>I've Got A Woman—Jimmy McGriff—Sue</td>
<td>13%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>13%</td>
<td>Baby Face—Bobby Darin—Atco</td>
<td>46%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>12%</td>
<td>Diddle Da Dum—The Belmonts—Sabina</td>
<td>27%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>12%</td>
<td>Mama Sang A Song—Stan Kenton—Capitol</td>
<td>25%</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Less Than 10% But More Than 5%**

<table>
<thead>
<tr>
<th>TOTAL % TO DATE</th>
<th>TOTAL % TO DATE</th>
<th>TOTAL % TO DATE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Further More</td>
<td>68%</td>
<td>Gotta Travel On</td>
</tr>
<tr>
<td>Ray Stevens (Mercury)</td>
<td>37%</td>
<td>Slightly Out Of Tune</td>
</tr>
<tr>
<td>Bobby's Girl</td>
<td>37%</td>
<td>Ella Fitzgerald (Verve)</td>
</tr>
<tr>
<td>Marcie Blaine (Seville)</td>
<td>15%</td>
<td>Stop</td>
</tr>
<tr>
<td>The Washington Twist</td>
<td>15%</td>
<td>Clyde McPhatter (Mercury)</td>
</tr>
<tr>
<td>Andre Kostelanetz (Columbia)</td>
<td>9%</td>
<td>In All My Wildest Dreams</td>
</tr>
<tr>
<td>The Lancers Day</td>
<td>9%</td>
<td>Malcolm Dodds (Amy)</td>
</tr>
<tr>
<td>Mitch Miller (Columbia)</td>
<td>8%</td>
<td>Our Anniversary of Love</td>
</tr>
<tr>
<td>A Boy With A Dream</td>
<td>8%</td>
<td>Bob Brown (Decca)</td>
</tr>
<tr>
<td>Michael Allen (Mercury)</td>
<td>8%</td>
<td>Bobby Has Gone Bye Bye</td>
</tr>
<tr>
<td>Teletor</td>
<td>8%</td>
<td>George Maharis (Epic)</td>
</tr>
<tr>
<td>Tornadoes (London)</td>
<td>8%</td>
<td>Limelight</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Mr. Acker Blik (Atco)</td>
</tr>
</tbody>
</table>
REGIONAL BREAKOUTS IN KEY MARKETS

"YOU WON'T FORGET ME"

Jackie De Shannon #55497

* LOS ANGELES, SEATTLE, BOSTON
HOLIDAY
SALES-O-RAMA

POPULAR
ORIGINAL SOUND TRACKS
UNITED ARTISTS JAZZ
COUNTRY & WESTERN

UNITED ARTISTS RECORDS PRESENTS AN OUTSTANDING ARRAY
OF NEW ALBUMS FOR THE PRIME SELLING MONTHS, INCLUDING
BEST-SELLING ARTISTS PLUS DELUXE PACKAGING FOR INSTANT
SALES APPEAL. FOR COMPLETE DETAILS OF THE EXCITING HOLIDAY SALES-O-RAMA CONTACT YOUR LOCAL DISTRIBUTOR IMMEDIATELY TO ASSURE THE BIGGEST, HAPPIEST HOLIDAY SALES IN YOUR HISTORY.

SNOWBOUND
An all-new Ferrante & Teicher best seller with a special polyethylene holiday wrap designed as a Christmas card and gift all-in-one. Your customer can address the gift just as it comes, no further wrap is needed. Designed for year-round listening, album wrap can be removed easily for post-holiday sales, utilizing the same attractive counter display. UAL 3233 UAS 6233.

TITO RODRIGUEZ' HITS
Each day the audience for Latin American music increases, and Tito Rodriguez is the leader in this growth. Here are 15 of his top hits all wrapped up in one big package. UAL 3239 UAS 6239

JUDY LYNN AT THE GOLDEN NUGGET
Her first single was on all the best-seller charts, and now this former Miss America contender and her group have their first album off and running. A great C & W package. UAL 3226 UAS 6226.
ONLY LOVE CAN BREAK A HEART—GENE PITNEY
A sure-fire sales item featuring Gene in his current smash single, plus 11 other great sides; terrific packaging, and a Pik-A-Hit contest that will make for top sales at all levels.
MUSICOR MM 2003 MUSICOR MS 3003

SELECTIONS FROM THE WORLD'S GREATEST OPERAS
RENATA TEBALDI

AIDA
LA BOHEME
LA TRAVIATA
OTHELLO
MEFISTOFELE
ANDREA CHENIER
LE NOZZE DI FIGARO

SELECTIONS FROM THE WORLD'S GREATEST OPERAS
An internationally famous Diva singing the most famous 19th Century operatic arias as only she can sing them. Miss Renata Tebaldi adds a new dimension to the world of recordings.
UAS 3236 UAS 6238

ORIGINAL MOTION PICTURE SOUND TRACKS

PHAEODRA

The great “Never On Sunday” team of Jules Dassin and Melina Mercouri in their follow-up film, also set in Greece with a musical score designed to obtain maximum excitement and sales.
UAS 4102 UAS 5102

TWO FOR THE SEE SAW
Shirley MacLaine and Robert Mitchum star in this major film which will be among the Academy Award considerations this Spring. Andre Previn did the score and conducts the Sound Track.
UAS 4103 UAS 5103

TARAS BULBA
THE big motion picture of 1962, starring Tony Curtis and Yul Brynner and an exciting score composed and conducted by Franz Waxman, in a deluxe book-fold, four-color cover plus a multi-million dollar ad campaign for the picture this Fall and Winter.
UAS 4100 UAS 5100

ORIGINAL MUSIC FROM THE MOTION PICTURE

TARAS BULBA

Music composed and conducted by FRANZ WAXMAN

PLUS THREE EXCITING NEW RELEASES FROM UNITED ARTISTS JAZZ

“Going To The Movies” Jerome Richardson; “Brazil Bossa Nova & Blues” Herbie Mann; “Lady Love” Billie Holiday

Cash Box—October 27, 1962
**Pick of the Week**

“LOVE CAME TO ME” (2:35) (Schwartz, Dial ASCAP—DiMucci, Falbo) [Mubon BMI-Schwart, Greenberg, Ber] DION (Laurie 3115)

A new Dion release hits the wax scene this week and we’ll bet bottom dollar the song is a hit. The song has more hits to it than any of the countless fabulations on the topside Dion’s in top shuffle-rock form as he ambles over “Love Came To Me.” It’s a pleasant little number with a soft ball backed beat. Standout Glen Stuart orch-choral assists on both halves. Looks like a hot double-decker.

“IF YOU WERE A ROCK AND ROLL RECORD” (1:55) [Claridge ASCAP—Goodies] “THE TRUTH, RUTH” (2:20) [Chicory BMI—Hunter] FREDDY CANNON (Swan 4122)

Cannon unleashes his commercial vocal talents full blast as he comes thru with another piece of sales dynamite. The new peonier, labeled “If You Were A Rock And Roll Record,” is a sensational multi-track’er that’s gonna keep the kids dancin’ round the clock. Tremendous instrumental assist from Cousin Slay’s outfit. There’s loads of twist-a- bility on the spirited underlid.

“I LOST MY BABY” (2:13) [Planetary BMI—Nash] “KEEP YOUR MIND ON WHAT YOU’RE DOIN” (3:20) [Jon Wars, Remaco BMI—Bluestar, Roy] JOEY DEE (Roulette 4450)

Doe, who successfully switched from the twist format to the romantic teenage ballad style (on “What Kind Of Love Is This?”), has another ball winner in the offering. This one, a one-side中心城市 ‘I Lost My Baby,’ that Dee and the instrumentalists put across with telling effect. More tasty teen beat cha cha sounds on the undercut. Strong coupler.

“KEEP YOUR HANDS OFF MY BABY” (2:29) [Aldon BMI—Goffin, King] “Little 16” (1:50) [Aldon BMI—Goffin, King] LITTLE EVA (Dimension 1003)

Little Eva, the gal that started the Dimension line on its happy hit path with her chart-topping debut, “Loco-Motion,” comes up with another power-packed entry that can also sit in the chart throne. The hand-clapping newbie, “Keep Your Hands Off My Baby,” is also from the loco-motion beat dept. Fearful coupler takes an easy-goin’ shuffle route.


The Belmonts, who’ve had their biggest money-maker, since joining the Sabina label, in “Come On Little Angel,” can make it two smashes in a row with this one. It’s a contagious mashed potatoes-styled affair with tear-compelling love lyrics. Stellar Alan Lorber arrangement and a vocal sock gimmick in the tag, “Diddle-Dee-Dum” (What Happens When Your Love’s Gone). The interesting, oh-so-smooth “Farewell” makes for a potent companion piece.

“SPANISH LACE” (2:24) (St. Louis BMI—Pomus, Shuman) “SOMEBODY’S WAITING” (2:37) (Metric BMI—Newman) GENE MCDANIELS (Liber 55109)

McDaniel’s, whose most recent addition to the personal hit parade was “Point Of No Return,” turns in another potent chart contender here. It’s a very prett, ‘south-of-the-border’-flavored love affair labeled “Spanish Lace.” Top-notch stuff from this man Mann Singers and the instrumentalists. The exciting “Somebody’s Waiting” can also step way out. Terrific duo.

“BABY HAS GONE BYE BYE” (2:52) [Aldon ASCAP—Allen, Roberts] “AFTER ONE KISS” (3:01) [Famous ASCAP—Heyman, Mancini] GEORGE MAHARI ( Epic 5555)

The youngins, whose most recent addition to their personal hit parade was "Point Of No Return," turns in another potent chart contender here. It’s a very pretty, south-of-the-border-flavored love affair labeled “Spanish Lace.” Top-notch stuff from this band Mann Singers and the instrumentalists. The exciting “Somebody’s Waiting” can also step out. Terrific duo.

“RUMORS” (2:11) [Aldon BMI—Greenfield, Miller] “NO MORE LOVING, LILLY GONE” (2:11) (2:11) [Dragowny BMI—Gates] JOHNNY CRAWFORD (Del-Fi 4188)

Check the hit lists in the weeks to come for the tag of George Maharis’ new Epic offering. It’s a charming, ‘good old fashioned’ ballad, titled “Baby Has Gone Bye Bye,” that Maharis carries with finesse. Excellent Bob Mersey orch-choral on what could be a giant. More warm, tender ballad stuff on the lovely undercut.


LOU CHRISTIE (Roulette 4457)

(2:15) “THE GYPSY CREED” (2:05) [Cannon ASCAP—Blasgen, Gibe] DION (RKO/BMI—Mor- bert, Sacco) “Some Rock” the rock trade could really use some of this exciting track from the songster and his combo-chorus backing, which includes a strong falsetto, all wrapped around a slick rock that’s got to be watched closely.

(2:5) “RED SAILS IN THE SUN” (2:09) [Cannon ASCAP—Blasgen, Gibe] DION (RKO/BMI—Mor- bert, Sacco) “Some Rock” the rock trade could really use some of this exciting track from the songster and his combo-chorus backing, which includes a strong falsetto, all wrapped around a slick rock that’s got to be watched closely.

(2:05) “THINK ABOUT THE POSSIBILITIES” (2:15) [Angel & Consoli BMI—Carroll, Payne] Blues thrush and her female singing companions are backed by a blues- ugh! sound that the blind James Ray so well in his disk jockeying of “If You Want To Make A Fool.” Ar rangement still holds one’s attention.

(2:20) “YOU’RE SOMEONE” (2:20) [Angel & Consoli BMI—Carroll, Payne] DION (RKO/BMI—Mor- bert, Sacco) “Some Rock” the rock trade could really use some of this exciting track from the songster and his combo-chorus backing, which includes a strong falsetto, all wrapped around a slick rock that’s got to be watched closely.

JO-an Baker (Ember 1989)

(2:00) “THE MIGHTIEST GUY” (2:37) [Tiki BMI—Melias, Willis] DION (RKO/BMI—Mor- bert, Sacco) “Some Rock” the rock trade could really use some of this exciting track from the songster and his combo-chorus backing, which includes a strong falsetto, all wrapped around a slick rock that’s got to be watched closely.

(2:30) “THE LUCKIEST GUY” (2:37) [Tiki BMI—Melias, Willis] DION (RKO/BMI—Mor- bert, Sacco) “Some Rock” the rock trade could really use some of this exciting track from the songster and his combo-chorus backing, which includes a strong falsetto, all wrapped around a slick rock that’s got to be watched closely.

(2:30) “THE LUCKIEST GUY” (2:37) [Tiki BMI—Melias, Willis] DION (RKO/BMI—Mor- bert, Sacco) “Some Rock” the rock trade could really use some of this exciting track from the songster and his combo-chorus backing, which includes a strong falsetto, all wrapped around a slick rock that’s got to be watched closely.

BOB CONRAD (Warner Bros. 5501)

(2:10) “AGAIN” (2:10) [Robbins ASCAP—Newman, Coachman] DION (RKO/BMI—Mor- bert, Sacco) “Some Rock” the rock trade could really use some of this exciting track from the songster and his combo-chorus backing, which includes a strong falsetto, all wrapped around a slick rock that’s got to be watched closely.

ERNE K-DOE (Minit 566)

(2:15) “GET OUT OF MY HOUSE” (2:37) [Minit BMI—Tess, Ka- dor, Neville] DION (RKO/BMI—Mor- bert, Sacco) “Some Rock” the rock trade could really use some of this exciting track from the songster and his combo-chorus backing, which includes a strong falsetto, all wrapped around a slick rock that’s got to be watched closely.

(2:31) “LOVING YOU” (2:31) [Gord BMI—Jador] Art ist has some distinctive touches as he offers the blues affectionate.

THE MULCAYS (Jubilee 5451)

(2:10) “FASCINATION” (2:10) [LIC ASCAP—Betts, Moore] DION (RKO/BMI—Mor- bert, Sacco) “Some Rock” the rock trade could really use some of this exciting track from the songster and his combo-chorus backing, which includes a strong falsetto, all wrapped around a slick rock that’s got to be watched closely.

THE MULCAYS (Jubilee 5451)

(2:10) “FASCINATION” (2:10) [LIC ASCAP—Betts, Moore] DION (RKO/BMI—Mor- bert, Sacco) “Some Rock” the rock trade could really use some of this exciting track from the songster and his combo-chorus backing, which includes a strong falsetto, all wrapped around a slick rock that’s got to be watched closely.
MAHARIS IS TAKING THE HIT ROUTE AGAIN! A ZOOMING NEW SINGLE BY GEORGE MAHARIS "BABY HAS GONE BYE BYE" C/W "AFTER ONE KISS" 5-9555
**DEREK SMITH** (Time 1056)
(B+) "I LEFT MY HEART IN SAN FRANCISCO" (2:25) [General ASCAP—Cory] Label has culled a swinging jazz reading of the click tone from a new LP by the popular Don Ellis combo. A jammer by the band that often goes on to pop-market success.

(B) "HONKY TONK TRAIN" (2:30) [Shapiro, Bernstein ASCAP—Lewis] The oldie is done with a wildly driving choo-choo touch. Also from the album.

**GUS VALL ORCH.** (United Artists 522)
(B+) "LOVE THEME FROM "LAURA" (1:54) [Unart BMI—Theodoreakis] Striking main title from the Greece-based flick receives distinctive Gershwin orchestrati- on, with solo keyboard work from Marco Rizo. Melina Mercouri and John S. Ragas' "Never Too Late" team, is involved in this production, too. Could sneak up and do chart business.

(B) "CANDLELIGHT" (1:49) [Unart BMI—Theodoreakis] Another of the pick gets a trace of the Kenny Ballard trad sound.

**SE sergio Franchi** (RCA Victor B105)
(B+) "LADY IN RED" (2:40) [Disney ASCAP—Russell, Spina] The dinkery's new legit tenor, getting a major promo from the firm, warbles in fine style doing an English reading of the old tune. A big org setting, with keeping with the artist's vocal prowess.

(B) "I MUSTN'T SAY I LOVE YOU" (2:31) [Mills ASCAP—Martelli, Neri, Der евиткю, Russell] This dynamic stilt has the performer singing in both Italian and English, and offering a narrative section.

**Gordon Jenkins Orch.** (Unart)
(B+) "I LEFT MY HEART IN SAN FRANCISCO" (2:15) [General ASCAP—Cross, Cory] The book is now beginning to get instrumen- tals, performed in an attractive mood. Both the pianist and organist, keyboard playing the show, with singing strings also playing a big role. Another theonomic outlet have a choice reading of a click melody.

(B) "THIS IS ALL I ASK" (2:24) [Masey ASCAP—Jenkins] A chorus sings the lyrics of a pretty tune about the joys of being your man. Class cut is from an LP, "The Magic World Of Gordon Jenkins."

**Bennio (Dell 520)
(B+) "BOSS BOSSA NOVA" (2:19) [Saxofon BMI—Schlieme] Or- chestra has lots of sparkle in this blues-tinged Bossa Nova reading of an old European melody. Hot Brazilian step goes a-rockin' in solid style here.

(B) "BOSSA NOCK" (2:17) [Saxofon BMI—Ramoal] Mu- sicians again do a strong job of get- ting the Bossa Nova sound within a rock format.

**JAMES H. STAYTON** (20th Fox 310)
(B+) "MORE THAN YOU'LL NEVER KNOW" (2:16) [Mills ASCAP—Stayton] From both vocal and writing standpoint, Stay- ton's been known for getting teen-beat fans to witness this upbeat display. He's penned a catchy little busy-beat track from the full orches- tration, an attention-getting sound.

(B) "LEON CANT WIN" (2:26) [Diplomacy BMI—Lawrence, Silva] Performer is very countryish on the lost-love item.

**CARLO & THE SECRETS** (Throne 801)
(B+) "PONY PARTY" (2:15) [Mills ASCAP—Finizio, Cor- ollo, Testa] The popular step is represented in a solid, no-holds-barred rock-and-roll assembly. A little bit of the oldie-Jobes combo companions. Certainly merits program preference for the label. Label is placed in Philly.

**BOBBY JAY** (Excello 2225)
(B+) "RED SAILS IN THE SUN- SET" (2:30) [Shapiro, Bern- stein, ASCAP—Jay does a reliable blues-oriented reading of the song. A steady, well-defined trio with a beautiful sound, showing. Good listening for both the pop & R&B areas.

**DREW PERRY** (Dureco 178)
(B+) "TELL ME NOW" (2:42) [Excello BMI—Jay, Weat] The wistful item is understandably done by the fine warbler.

**The Triumphs** (Dante 7188)
(B+) "THE LAZY MAN" (2:25) [Corette & Crazy Cajun BMI—Thomas] Fella admits he's always in a lethargic mood as far as work is concerned in this all-out rock attack by the group. Casual, a little above the voice do all the vocal work. He's backed by pro combo rockin'. Smash handles the label's usual no-holds-barred production.

(B) "I KNOW IT'S WRONG" (2:26) [Corette & Crazy BMI—Thomas] While the group's mates are up to the task, the fella up front makes a senti- mental teen-teen pose (theme is not a re- lease date, one but one that is a lost-love). A touching side.

**Teddy Randazzo** (Colpix 662)
(B+) "BIG WIDE WORLD" (2:55) [Randazzo, Weinstei, Barberis] The pro songwriter, with prominent outlet at Colpix with a convincing warble of a pretty I-can't-forget-you opus, a re- minder of the old Bobbe. A warbler's got lots of ballad-beat appeal.

(B) "BE SURE MY LOVE" (1:46) [South Music BMI—Randazzo, Weinstei, Barberis] A light- beat rock-a-cha arrangement supports the performer's rendition of a good romantic.

**Phil Harris** (Reprise 20,117)
(B+) "RUN RED RUN" (1:55) [Diper BMI—Leiber, Stoller] Vet performer is back with his good- humored narrative-song format with this cover of the novelty also cut by The Coasters. The Jubilee Four songs are out of the library setting. Harris' fans will appreciate his happy disk return here.

(B) "OLD MAN TIME" (1:55) [Miller ASCAP— Friend, Reynolds] Swingin' warble by the per- former.

**Tony Williams** (Philips 40069)
(B+) "CHLOE" (2:58) [Charles N. Daniels & Robbins ASCAP—Kahn, Moore] The songwriter with his outlet at Philips, used Jones to made fun of is done with a rock warble by the songster, and it could mean business to run for the opus. Exciting big orches- tration with a sound backs-up. Could get around.

(B) "SECOND BEST" (2:04) [Gleam ASCAP—Back] A catchy blues-styled setting accompanies the warbler's light-beat plaintive statement.
Two Great New Sides from Clyde

"STOP"

"THE BEST MAN CRIED"

Clyde McPhatter
72051

America's First Family of Fine Recordings

Cash Box—October 27, 1962
Pick of the Week

**NEWCOMERS**

In an effort to call attention to Pick records by "Newcomers" (artists newer before the Top 100) the editorial staff of Cash Box will list such records under this special heading.

**ZIP-A-DEE DOO-DAH** (2:40) [Joy ASCAP—Gilbert, Whurel]

**FLIP AND NITTY** (2:28) [Mother Bertha, James—Spector]

BOB B. SOXX & THE BLUE JEANS (Philles 107)

"Zip-A-Dee Doo-Dah," though hardly recognizable from its "Song of The South" nursery rhyme roots, is one of the season's best musicals to hear. The song, written by Bob B. Soxx and the Blue Jeans, is a gentle, relaxed rock-and-roll instrumental that has a pleasant, catchy melody and a memorable catchphrase that will stick in your head for days. The song is perfect for a lazy afternoon or a carefree evening. Soxx and the Blue Jeans are a rising force in the music industry, and this song is just the beginning of what's to come. Keep an eye out for their next release!"
JOE HENDERSON
Newest and biggest hit!
THE SEARCHING IS OVER
Todd 1079

JORDAN CHRISTOPHER
JUBILEE'S newest teen age idol
GOODBYE MY LOVE
b/w BROKEN HEARTED BOY

THE TORNADOES
Headed for sales on all national charts! (Great instrumental)
BUSTIN' SURF BOARDS
Aertoun 100

BOBBY DUNN
The biggest R & B record of the year!
YOU ARE THE ONE
Ordell 501

RELEASES TO WATCH
KAYE GOLDEN
Great artist! Great programming!
Sure winner!
THERE'S NO IN BETWEEN
Tempwood V 1038

JOHNNY WINTER
Tremendous R & B smash!
EASE MY PAIN
b/w VOODOO TWIST
Frellick 503

DAVE DUDLEY
On all national C & W Best-Selling Charts!
UNDER COVER OF THE NIGHT
Jubilee 5436

ALBUMS ON THE CHARTS
RUSTY WARREN IN ORBIT
America's #1 Best-Selling Comedy Artist's Newest Release!
Jubilee 2044

JOE HENDERSON
Smash hit all over the nation!
SNAP YOUR FINGERS
Todd 2701

RICHIE BROS!
The laugh sensation of the Night Club circuit.
BOTTOMS UP!
Jubilee 2037

DON SHERMAN GOES TO COLLEGE
Hilarious comedy album
Jubilee 2042

Nationally distributed thru
JAY-gee RECORD COMPANY, INC.
A DIVISION OF THE COSMAT CORPORATION
318 West 48th Street, New York 36, N.Y.
VICKIE SALLEE (Reprise 20,118)

(B+) "THERE GOES THE LUCKY ONE" (2:20) [Pine Hollow ASCAP-Jones, Lor] A vivid, evocative portrayal of a striking lost-love opus from the lark and her full-blown route, and a fair & charming vocal. This take could break-out in a big way.

(B) "YOUR FAVORITE LIE" (2:50) [Rose Hill BMI—Mar- nell, Singleton] A much more re- laxed wistful affair.

TAWNY WILLIAMS (Tuff 1836)

(B+) "PRETTY LITTLE WORDS" [Winkler ASCAP] Blues thrash relays the story- line, one about a girl who finds out that her G.I. boyfriend is going to marry in Tokyo, with excitement. Busy chorus—chorus setting has an ap- propriate Oriental-like touch. Might prove a noise-maker.

(B) "YOU LOST ME" (2:30) [Winlyn BMI—Roberts, Stevens] An old same delivery from the songstress.

THE VELLS (Mel-o-dy 103)

(B+) "YOU'LL NEVER CHERISH SO TRUE (TIL You Lost It)" (2:48) [Jebite BMI—Gales, Lawd's] A hit, this one. "She's got it—of- from her play's offer him purposes some philosophical advice in this very well- written verse by the girl's back- backed by a pro bright-beat stinger by the musicians. Keep close tabs on this item.

(B) "THERE HE IS (At My Door)" (2:40) [Holland, Dozier, Gorman] Musicians also contribute strong stuff to this more delicate warble by the loud voice and her companions.

LINDA HOPKINS (Brunswick 52047) (2:30) [Allied ASCAP—Kusk, Shayne] Strong forgive-me pose by Monte and his ensemble. Keep close tabs on the teen-market. Feeling tune is multi- tactual, this tune could be a first-rate rock-a-string ork & chorus. Sound may reach a chart status.

(B) "WHY DO YOU CALL ME GARL" (2:30) [Leo ASCAP—Myself, Werner, Werner] Sentimental with an old-time flavor, and is relayed by the performer.

BOB MOORE ORCH—CHORUS (Monument 800)

(B+) "AUTUMN, O AUTUMN, SO SOUVENIRS" (2:35) [Acuff-Rose BMI— R&B Bryant] The Moore, responsible rock instrumentation, and an exquis- click, "Mexico," can make a Top 100 move with this warm moving of a pretty tune from the pens of Felce & Boulevard Bryant. Trumpet is the spotlighted instrument. Side can de- develop into a click.

(B) "FLEA CIRCUS" (2:30) [Acuff-Rose BMI—Bryant] The color and hoopla of the circus atmosphere is captured in this robust outing.

JOHNNY & THE HURRICANES (Birtop 3125)

(B+) "MINNESOTA FATS" (2:35) [Plan Two & Bixame ASCAP—Moss, Baum] Popular teen-market item, girl song. The words could have a first-class class maker on her hands with this im- pressive, hard-driving, danceable item, which should take out real fast for the side. Label is an affiliate side.

(B) "I WANNA KNOW" (2:56) [Are BMI—Lovettes] On this end the duo dish up a pleasing, low- key, slow-sluffin' tradition-oriented blues weeper. Eye! There's another slide.

THE TENTRONS (Shepherd 3204)

(B+) "ALL ALONE" (2:40) ['Shat- Shop BMI—Stone, Simpson] Team of teen players, and girl voice is vio- lating back the teen-market years. Vehicle, not the Irving Berlin evergreen. Much material, and again the Strings are of the party in- strumentation. Song is a Cincy BMI—Shat Shop effort, which should be something for the Hollywood-based labels.

(B) "STAR BRIGHT" (2:09) ['Shat-Shop BMI—Fields] At- tractive item, and is relayed by a rock-string ork plus occasional chorus statements.

BILLY DAWN (Columbia 42005)

(B+) "FAINT HEART" (2:20) [Gower BMI—Jones, Smith] Deck is an appealing item, and adds to the collection with the voice marks from the musicians and a solid vocal by Dawn, who relays one about a girl who gets her projects together with much more ardor. Can make it.

(B) "THE MADISON'S RACK IN THE DANCE" (2:14) [Vicki BMI—Kasha, Weiss] The beat, currently with cow-swing sound, is made done with sure-handed hootenanny style.

BILLY BLAND (Old Town 1182)

(B+) "HOW MANY HEARTS AM I BREAKING NOW?" (2:30) [RCA—Devil, Woman] "Hurtin' well" After a distinctive opening, which includes a falsetto-like chant, the singer comes in with an upbeat portrayal of a number about a run- ning away from a discerning blond boy with solid teen-R&B appeal.

(B) "DALING WONT YOU COME HOME" (2:27) [Acuff-Rose BMI—Lewis, Lewis] Dramatic instru- mental opening is carried throughout this persuasive emotional display.

SHERRY SCOTT (Mercury 72047)

(B+) "DON'T TAKE Him From Me" (2:30) [B.F.] "Devil Woman" (Secret) [Marty's BMI—Robbins] This is an appealing female reply to Marty Rob- bins' (Columbia) smash, employing the same melody. Can get action.(

(B) "JUST IN TIME" (2:29) [Acuff-Rose BMI—Styne, Comden, Green] Love theme, which has a fine lead warble. The oldie is done with cow-swing sound, and many jocks will dig it.

VINNIE MONTE (Harmon 1009) (B+) "J ANIE DON'T B E SO COLD" (2:30) [Allied ASCAP—Kusk, Shayne] Strong forgive-me pose by Monte and his ensemble. Keep close tabs on the teen-market. Feeling tune is multi- tactual, this tune could be a first-rate rock-a-string ork & chorus. Sound may reach a chart status.

(B) "GOOD CARE OF HER" (2:32) [George Paxton ASCAP—Kent, Warren] A pleasing item of one Adam Wade's successes.

BILL BUCHANAN (United Artists 53) (B+) "BEWARE" (2:35) [Sargi- tarius BMI—Gordon] Side takes good-sounding advantage of the "Monster mash-up, with the sing- a-narrator and a female chorus de- claring that one's best friend could be a vampire. Buchanan (with Dickie Goodman) was responsible for one of these monster beats," "Fishing Saucer, " He may come through again.

(B) "THE NIGHT BEFORE HALLOWEEN" (2:06) [Marla-thon BMI—Gordon] A Boris Karloff- like theme, to a riff revolve of "Twas The Night Before Christmas. Also mash-beat oriented.

THE CHARMETTES (Marlin 16001) (B+) "GONE" (2:29) [Pine Hollow BMI—Reid] Gals and their instrumental support offer a limp-beat offering that is spon- to drive to greatly please dance floor- minded kids and twistin' adults. Could work.

(B) "SURRENDER MY LOVE" (2:30) [Sherry BMI—Reid] Haunting ballad to (Tybee BMI. London handles the line nationally.

Cash Box—October 27, 1962
RUMORS
PSSSST

JOHNNY'S GOT ANOTHER HIT!

RUMORS

RUMORS

RUMORS

J OH N N Y C R A W F O R D

AN OVERNIGHT SMASH!!

DE L-F I # 4188

ORDER NOW

WATCH FOR...

"GOOD BUDDIES"

THE CRAWFORD BROS.

JOHNNY & BOBBY

Cash Box—October 27, 1962
New York:

Joe Carson memo that he’s hop- ing to write a show in song style via Valjean’s Carson writing of “Mr. Mozart’s Mash.”

Len Ross, who’s been doing the classics in smash style in Ben E. King’s “I’m Standing By” on ABC under Bill’s “LimeLight” “Lonely” duo while Atlantic has an up- coming pair in Betty Lavett’s “My Man A Lovin’ Man” and Mel "Turme’s ‘Comin’ Home Baby.”

Reprieve’s Ernie Farrell’s expecting a trio of decks to follow in the hit foot- steps of Sammy Davis’ “Fool” (They’re December’s “Little Spanish Town,” Eddie Canio’s “Green- Door” and Phil Harris’ “Run Red Run.”)

London’s Paul Robinson buzzer from the road (Chicago) that his Tornadoes are spreading like wildfire with "Telstar" and that Frank Felitti’s "Flip-Tago" is tagging off in the Windy City with his charted thrill with his charted-arranging- style of Marty Blaine’s "Boy’s gone on Seville. Also, his tune, "Boy- Louloons," is a top item in Denmark.

Sid Ascher items that Chuck Clark’s VA has a UA release out soon. Sid, Free- morgan’s new booster is just back from a well-earned Puerto Rican vaca- tion. . . . The Tommy Dorsey orki, flown in on a Victor package tour, is booked for an 8-day gig, starting Feb. 17, in Panama.

Cash Box

New York:

Joe Carson memo that he’s hop- ing to write a show in song style via Valjean’s Carson writing of “Mr. Mozart’s Mash.”

Len Ross, who’s been doing the classics in smash style in Ben E. King’s “I’m Standing By” on ABC under Bill’s “LimeLight” “Lonely” duo while Atlantic has an up- coming pair in Betty Lavett’s “My Man A Lovin’ Man” and Mel "Turme’s ‘Comin’ Home Baby.”

Reprieve’s Ernie Farrell’s expecting a trio of decks to follow in the hit foot- steps of Sammy Davis’ “Fool” (They’re December’s “Little Spanish Town,” Eddie Canio’s “Green-Door” and Phil Harris’ “Run Red Run.”)

London’s Paul Robinson buzzer from the road (Chicago) that his Tornadoes are spreading like wildfire with "Telstar" and that Frank Felitti’s "Flip-Tago" is tagging off in the Windy City with his charted thrill with his charted-arranging- style of Marty Blaine’s "Boy’s gone on Seville. Also, his tune, "Boy- Louloons," is a top item in Denmark.

Sid Ascher items that Chuck Clark’s VA has a UA release out soon. Sid, Free- morgan’s new booster is just back from a well-earned Puerto Rican vaca- tion. . . . The Tommy Dorsey orki, flown in on a Victor package tour, is booked for an 8-day gig, starting Feb. 17, in Panama.
HEAD & SHOULDERS ABOVE THE CROWD!
FARON YOUNG'S DOWN BY THE RIVER
B/W SAFELY IN LOVE AGAIN #4868
The Martin Diesy Group, Liberty recording artists, have been signed by the Kingston Trio for additional concert dates in Nov., beginning in the Northwest. The Letterman currently on tour will be playing one-nites thru 11/16. George Duning has been signed by Screen Gems to write the score of the pilot film for its new series, "The Farmer's Daughter," starring June Steves. Alvin Rey recently in London for another BBC-TV Spectacular. Rey's new album in Dot is titled "I Remember Hawaii." Dick Van Dyke has been signed by Command Record Prexy Enoch Light to cut an album of Broadway show tunes under company's banner. Rumors in Hollywood about a possible movie property featuring Burl Ives and Elvis Presley. Preston Epps, currently playing his bongos for Del-Fi Records, has left the scene along with his bongo playing on his first single for the label. United Artists Records will release a new album by ex-contractor's Steve Lawrence and Eydie Gorme, "The Very Best Of Steve And Eydie." The Raiders of Ojai, juvenile rock'n roll combo, recording their first album for Cavalier Records. Fred Fox's latest album, "Laff Along With Fox," is the 50th he's made for Dotco Records. June Foray has recorded character singing with Frank DeVol for an untitled Columbia record. Jimmy Haskell arranged & conducted the music for Soupy Sales' new reprise single, "My Baby's Got A Crush On Frankenstein." Gospel singer Mahalia Jackson played a one-night concert at New York's new Lincoln Center.

**HERE AND THERE:**

**PHILADELPHIA** — The new Throne label expecting a big two-sided debut from Carlo (Genie) & the Secrets and their "Pony Party" "A Hundred Pounds Of Potatoes" duo. .. The hot new ones with Fran Murphy, at Ed Barsky's distribs, include Pat Thomas' "Slightly Out Of Tune," Frank Chervel's "Say Along," James Stayton's "Loners Can't Win" and Tommy Edwards' "Please Don't Tell Me." Jimmy Myers sends along word that it's now the "One More Mile" side on Tony Lawrence's current Jude stand. Artist's been set for a 10/26 Dick Clark show. Ellis Robinson, promo gal at Heller distribs, notes that her biggest breakout deck this past week was Gloria Dennis' "Richie" (Rust). Her newcomers to watch include Shank & Medders' "Bite Bye Bye" (Flip), the Hollywood Saxons' "Everyday Is A Holiday" (Elif) and the Moniques' "Hey Girl" (Benn-X). Big big disk news at Saul Lambert's outfit centers around Jimmy McGriff's "I've Got A Woman" (Sue), the Excellent's "Consay Island Baby" (Blitz), the Gamas' "Dwite Me" (Arten) and Little Esther's "Release Me" (Leon). The upcoming Columbia sales sizzlers, according to Ted Kellem, are Robert Johnson's "Kinds Of Fool," Claude King's "Burning Of Atlanta," Johnny Tillotson's "Montreal," Jerry Reed's "Holly Gally Guitar" and the New Christy Minstrels' "Don't Cry Suzanne." Matty "The Humdinger" Singer buzzin' that he has a sure-fire pop-rocker hit in R. B. King's latest "Tomorrow Night." Matty adds that Ray Charles' "Modern Sounds In Country Music Vol. II" has had a fantastic initial impact—even greater than that of Vol. I—adding that the place was a bedlam on Columbus Day—when all the stations were playing the LP and they were in a frenzy fill- order.

**SHERREPORT** — Stanley Lewis long-distancing that his distrib is going great guns—so much biz due to his advertising on 350,000-watt KEEL, KWAH and KAAY—Little Rock. Among his sizzlers are "Little Esther's "Release Me" (Len), Tommy Rock's "Burning Of Atlanta" (ABC), the 4 Seasons' "Big Girls Don't Cry" (VI) and Carl's Thomas "I'll Bring It On Home To You" (Atlantic).

**DOVER, DELA.** — The Jarrell diskery hoping for a chart item in Gene Cook's just-released "Ann Marie" and "Billy Girl." OKLAHOMA CITY — Personal

**Record Ramblings**

(Continued from page 52)...

**4 FOR THE MONEY!**

**MR. AKER BILK**

**LIMELIGHT / LONELY**

6238

**BENE KING**

**I'M STANDING BY**

6237

**BETTY CARTER**

**ONE NOTE SAMBA**

6239

**DIANE RENAY**

**LITTLE WHITE LIES**

6240

**HENRY GIBSON**

**VICKI SALLEY**

**GENE COOK**

**Cash Box** — On the plug list from indie promo gal Jane Oliver are Don & Juan's "Baby" (Big-pop), Del Shannon's "Swiss Maid" (Big-top), Kakt's "Dreamboy" (Monogram), the Castells' "Echoes In The Night" (Emi), the Young Sisters' "Casanova" and Skeeter Davis' "Something Precious" (Victor). Over at Fenway distributes Jack Hakim reports a tremendous flurry of activity on the Flamingos' "Tell Me What You Want" and the Isley Bros. "Twistin' With Linda." Tri-State general sales mgr. George Abromowitz notes that Bobby Bland has a big breakthrough in "Call It Stormy" and "Let It Rain" throughout Penna. Ohio and W. Va.

**L.A. VEGAS** — Songstress Joanne Patrick at the Sinbad Lounge of the Dunes Hotel for a 6-week engagement.
Dot RECORDS PROUDLY PRESENTS...

BILLY VAUGHN

WITH A TWO SIDED HIT!!

BLUE FLAME

SOMEONE

#16397

PLUS HIS SMASH ALBUM...
A SWINGIN' SAFARI
DLP 3458 MONO
DLP 25458 STEREO

AND HIS NEWEST ALBUM
THE SHIFTING WHISPERING SANDS
DLP 3442 MONO
DLP 25442 STEREO

ORDER NOW FROM YOUR DOT DISTRIBUTOR OR WRITE DOT RECORDS 1507 N. VINE, HOLLYWOOD 28, CAL.
GET’EM their HOT

BLUE NOTE
Jazz goes Pop!

JUST RELEASED

A WARM SOULFUL VOCAL BY

DODO GREENE

MY HOUR OF NEED

I WON’T CRY ANYMORE

BLUE NOTE 45X1857

DON WILKERSON
CAMP

MEETIN’

HOMESICK BLUES

BLUE NOTE 45X1864

NEW ADDITIONS to TOP 100

74—MY OWN TRUE LOVE
DuNups (Cap 521)

84—DON’T ASK ME TO BE FRIENDS
Every Bros. (Wander Bros. 5297)

86—BUSTIN’ SURFBOARDS
Tornadoes (Artston 100)

87—THAT’S LIFE
Gabriel & Angels (Swan 4173)

88—TELSTAR
Tomatoes (London 9661)

90—SOMEBODY HAVE MERCY
Sam Cooke (RCA Victor 8083)

93—I CAN’T HELP IT
Julianne Tillman (Cap 5473)

96—ESS BESO
Paul Anka (RCA Victor 8097)

98—I’M HERE TO GET MY BABY OUT OF JAIL
Every Bros. (Cap 5474)

100—GOSH
Townes (Capitol 4621)

Y’all goin’ to the Festival?
(SEE PAGE 46)

JUKE BOX OPS’ RECORD GUIDE

ACTIVE with OPS

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

MINSTREL QUEEN
Impressioni (ABC-Paramount 10357)

BLUEBERRY HILL
Ramsey Lewis (Argo 3423)

FOOLS RUSH IN
Ella Jones (Argo 3424)

LIMELIGHT
Mr. Acker Bilk (Atco 6238)

MOONLIGHT SERENADE
Archie Bleyer (Cadence 1426)

NAKED CITY THEME
Nelson Riddle (Capitol 4843)

ONE MORE TOWN
Kingston Trio (Capitol 4842)

THE GREATEST ACTOR
Wanda Jackson (Capitol 4833)

TRY A LITTLE TENDERNESS
Aretha Franklin (Columbia 4250)

SUSAN
Tobie Matthews (Columbia 42489)

LONGEST DAY
Mitch Miller (Columbia 42585)

OOPS/CHOO CHOO
Bill Doggett (Columbia 42391)

SUGAR LUMP
Kenny Williams (Curtain 578)

MARY ANN REGRETS
How Do You Fall Out of Love
Burl Ives (Decca 31438)

BLUE FLAME
Billy Vaughn (Dot 16397)

YOU CAN’T LIE TO A LIAR
Ketty Lester (Bro 3088)

MIND OVER MATTER
Nolan Strong (Fortune 546)

VOLARE
Ace Cannon (Hi 2057)

KNOCKERS UP (EP
Rusty Warren (Jubilee JGM 2029)

I DIG THE STATION
Gary U.S. Bonds (Legend 1022)

STOP/THE BEST MAN CRIED
Clyde McPhatter (Mercury 72051)

LET’S CRY TOGETHER
Patti Page (Mercury 72044)

YOUR HEART BELONGS TO ME
Supremes (Motown 1027)

DEAR HEARTS AND GENTLE PEOPLE
Gotta Travel On
Springfields (Philips 40172)

SWING LOW
Floyd Cramer (RCA Victor 8084)

I’M GONNA CHANGE EVERYTHING
Jim Reeves (RCA Victor 8080)

I DON’T BELIEVE I’LL FALL IN
Love Today
Bobby Basci (RCA Victor 8083)

LOOK OF LOVE
Frank Sinatra (Reprise 20107)

ALLEY CAT SONG
David Thomas (Riverside 4530)

DESAPINADO
Pat Thomas (Verve 10269)

GETTING READY FOR THE HEARTBREAK
Chuck Jackson (Wand 138)

WATCH THESE 2 RECORDS!!

WHAT IT MEANS TO BE LONELY
I’LL HAVE TO LET YOU GO
SALLY STANLEY
Excello 2223

WINTER TIME BLUES
I’M WARNING YOU BABY
LIGHTNIN’ SLIM
Excello 2224

REMEMBER: 1 ON 7 NASHBORO LP DEAL

NASHBORO RECORD COMPANY
177 3rd Ave., N. Nashville, Tenn.
a "classick" smash!

"MR. MOZART'S MASH!"

c/w Mewsette
(from the UPA film "Gay Purr-ee")

VALJEAN at the piano

CARLTON 582
NEW YORK—During a recent recording session George Maharis (right) received a visit from three welcome guests. They were (left to right): Bobby Vinton who is currently riding the charts with "Rain, Rain Go Away," Epic's national sales manager, Leonard S. Levy, and label songster Buddy Greco, who is presently clicking with "Mr. Lonely."

POP POPPIN' TO THE TOP!
The Nation's Newest Dance Craze

"Pop, Pop Pop-Pie"
The Sherrys

GUYDEN 2068
Jamie/Guyden DISTRIBUTING CORP.
1330 W. Girard Avenue

ALBUM SURE SHOTS

MONO & STEREO

• Rapture
JOHNNY MATHIS
(Columbia CL 1915; C8 8715)

• Tony Bennett At Carnegie Hall
(Columbia C26 23; C25 823)

• Warm & Willing
ANDY WILLIAMS
(Columbia CL 1879; CS 8679)

MONO
Sherry
FOUR SEASONS
(Vee Jay LP 1053)

STEREO
Oliver
B'WAY CAST
(RCA Victor LSOD 2004)

#1 IN NEW ORLEANS . . . . . . BREAKING NATIONALLY!!

"Kiss Tommorrow Goodbye"
Danny White

FRISCO RECORDS NATIONALLY DISTRIBUTED BY ARLEN RECORDS

FRISCO RECORDS NATIONALLY DISTRIBUTED BY ARLEN RECORDS

Cash Box—October 27, 1962
<table>
<thead>
<tr>
<th>Pos. Last Week</th>
<th>Pos. Last Week</th>
<th>Pos. Last Week</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>PETER, PAUL &amp; MARY</td>
<td>1</td>
</tr>
<tr>
<td>2</td>
<td>WEST SIDE STORY</td>
<td>2</td>
</tr>
<tr>
<td>3</td>
<td>MUSIC MAN</td>
<td>3</td>
</tr>
<tr>
<td>4</td>
<td>RAMBLIN' ROSE</td>
<td>4</td>
</tr>
<tr>
<td>5</td>
<td>I LEFT MY HEART IN SAN FRANCISCO</td>
<td>5</td>
</tr>
<tr>
<td>6</td>
<td>MODERN SOUNDS IN COUNTRY &amp; WESTERN MUSIC</td>
<td>6</td>
</tr>
<tr>
<td>7</td>
<td>JAZZ SAMBA</td>
<td>7</td>
</tr>
<tr>
<td>8</td>
<td>HATARI!</td>
<td>8</td>
</tr>
<tr>
<td>9</td>
<td>SOMETHING SPECIAL</td>
<td>9</td>
</tr>
<tr>
<td>10</td>
<td>THE STRIPPER</td>
<td>10</td>
</tr>
<tr>
<td>11</td>
<td>CHARLES GREATEST HITS</td>
<td>11</td>
</tr>
<tr>
<td>12</td>
<td>A TASTE OF HONEY</td>
<td>12</td>
</tr>
<tr>
<td>13</td>
<td>JOAN BAEZ VOL I</td>
<td>13</td>
</tr>
<tr>
<td>14</td>
<td>ROSES ARE RED</td>
<td>14</td>
</tr>
<tr>
<td>15</td>
<td>MOON RIVER</td>
<td>15</td>
</tr>
<tr>
<td>16</td>
<td>ROY ORBISON'S GREATEST HITS</td>
<td>16</td>
</tr>
<tr>
<td>17</td>
<td>TWO OF US</td>
<td>17</td>
</tr>
<tr>
<td>18</td>
<td>POT LUCK</td>
<td>18</td>
</tr>
<tr>
<td>19</td>
<td>FOLK MATINEE</td>
<td>19</td>
</tr>
<tr>
<td>20</td>
<td>BABY ELEPHANT WALK</td>
<td>20</td>
</tr>
<tr>
<td>21</td>
<td>GEORGE CHAKIRIS</td>
<td>21</td>
</tr>
<tr>
<td>22</td>
<td>JOAN BAEZ VOL II</td>
<td>22</td>
</tr>
<tr>
<td>23</td>
<td>SHERRY</td>
<td>23</td>
</tr>
<tr>
<td>24</td>
<td>PORTRAIT IN MUSIC</td>
<td>24</td>
</tr>
<tr>
<td>25</td>
<td>SWINGIN' SAFARI</td>
<td>25</td>
</tr>
<tr>
<td>26</td>
<td>HERBIE MANN AT THE VILLAGE GATE</td>
<td>26</td>
</tr>
<tr>
<td>27</td>
<td>BEST OF THE KINGSTON TRIO</td>
<td>27</td>
</tr>
<tr>
<td>28</td>
<td>SINATRA AND SWINGIN' BRASS</td>
<td>28</td>
</tr>
<tr>
<td>29</td>
<td>RAPTURE</td>
<td>29</td>
</tr>
<tr>
<td>30</td>
<td>RHYTHMS IN RHYTHM</td>
<td>30</td>
</tr>
<tr>
<td>31</td>
<td>COUNTRY MUSIC CONNIE STYLER</td>
<td>31</td>
</tr>
<tr>
<td>32</td>
<td>WEST SIDE STORY</td>
<td>32</td>
</tr>
<tr>
<td>33</td>
<td>WARM AND WISHING</td>
<td>33</td>
</tr>
<tr>
<td>34</td>
<td>THE TWO SIDES OF THE SMOOTHER BROTHERS</td>
<td>34</td>
</tr>
<tr>
<td>35</td>
<td>JOAN BAEZ IN CONCERT</td>
<td>35</td>
</tr>
<tr>
<td>36</td>
<td>TONY BENNETT AT CARNEGIE HALL</td>
<td>36</td>
</tr>
<tr>
<td>37</td>
<td>MONSTER MASH</td>
<td>37</td>
</tr>
<tr>
<td>38</td>
<td>ROUTE 66 THEME &amp; OTHER GREAT TV THEMES</td>
<td>38</td>
</tr>
<tr>
<td>39</td>
<td>THAT HAPPY FEELING</td>
<td>39</td>
</tr>
<tr>
<td>40</td>
<td>NEW CHRISTY MINSTRELS</td>
<td>40</td>
</tr>
<tr>
<td>41</td>
<td>MANY MOODS OF BELAFONTE</td>
<td>41</td>
</tr>
<tr>
<td>42</td>
<td>BUTTON DOWN MIND ON TV</td>
<td>42</td>
</tr>
<tr>
<td>43</td>
<td>MY SON THE FOLK SINGER</td>
<td>43</td>
</tr>
<tr>
<td>44</td>
<td>OLIVER</td>
<td>44</td>
</tr>
<tr>
<td>45</td>
<td>BASHIN'</td>
<td>45</td>
</tr>
<tr>
<td>46</td>
<td>IT KEEPS RIGHT ON A-HURTIN'</td>
<td>46</td>
</tr>
<tr>
<td>47</td>
<td>RUSTY WARREN IN ORBIT</td>
<td>47</td>
</tr>
<tr>
<td>48</td>
<td>RAY CHARLES STORY 26</td>
<td>48</td>
</tr>
<tr>
<td>49</td>
<td>WHAT KIND OF FOOL AM I</td>
<td>49</td>
</tr>
<tr>
<td>50</td>
<td>THE GARLAND TOUCH</td>
<td>50</td>
</tr>
<tr>
<td>51</td>
<td>BROOK BENTON SINGS THE BLUES</td>
<td>51</td>
</tr>
</tbody>
</table>

**STEREO**

<table>
<thead>
<tr>
<th>Pos. Last Week</th>
<th>Pos. Last Week</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>WEST SIDE STORY</td>
</tr>
<tr>
<td>2</td>
<td>MUSIC MAN</td>
</tr>
<tr>
<td>3</td>
<td>RAPTURE</td>
</tr>
<tr>
<td>4</td>
<td>THE SOUND OF MUSIC</td>
</tr>
<tr>
<td>5</td>
<td>HATARI!</td>
</tr>
<tr>
<td>6</td>
<td>A TASTE OF HONEY</td>
</tr>
<tr>
<td>7</td>
<td>MODERN SOUNDS IN COUNTRY &amp; WESTERN MUSIC</td>
</tr>
<tr>
<td>8</td>
<td>SWINGIN' SAFARI</td>
</tr>
<tr>
<td>9</td>
<td>CAMELOT</td>
</tr>
<tr>
<td>10</td>
<td>RHAPSODY IN RHYTHM</td>
</tr>
<tr>
<td>11</td>
<td>RAY CHARLES GREATEST HITS</td>
</tr>
<tr>
<td>12</td>
<td>FOLK MATINEE</td>
</tr>
<tr>
<td>13</td>
<td>ROUTE 66 THEME &amp; OTHER GREAT TV THEMES</td>
</tr>
<tr>
<td>14</td>
<td>SINATRA AND SWINGIN' BRASS</td>
</tr>
<tr>
<td>15</td>
<td>THAT HAPPY FEELING</td>
</tr>
<tr>
<td>16</td>
<td>SPAIN</td>
</tr>
<tr>
<td>17</td>
<td>ROME ADVENTURE</td>
</tr>
<tr>
<td>18</td>
<td>TWO OF US</td>
</tr>
<tr>
<td>19</td>
<td>THE GARLAND TOUCH</td>
</tr>
<tr>
<td>20</td>
<td>BREAKFAST AT TIFFANY'S</td>
</tr>
</tbody>
</table>

*Also available in Stereo* *Also available in EP*
**ALBUM REVIEWS**

**POPULAR PICKS OF THE WEEK**

"MODERN SOUNDS IN COUNTRY AND WESTERN MUSIC—VOLUME TWO"—Ray Charles—ABC Paramount 2441

Ray Charles's latest album of country songs developed into one of the most successful disks in years, and this new collection of simple melodies should quickly go the same hitwave route. On one side here the blues chanter is backed by his own big band and turns in excellent Gerald Wilson-arrangements of such favorites as "No Lovers Today" and "Making Believe." On the other part of the package he delivers some first-class Marty Paich string arrangements of such oldies as "Your Cheatin' Heart." Album should skyrocket in the sales department.

"CAROUSEL"—Alfred Drake and Roberta Peters—Command RS 843 68D

If you’re overhearing an extremely well-cut and superbly recorded "Carousel," it’s a good bet you’re listening to Command’s new rendition of the great Rodgers & Hammerstein musical. In its initial release of a complete vocal-instrumental version of a Broadway score, the label has assembled top-notch performers Alfred Drake, Roberta Peters, Claramas Turner, Norman Treigle and Jon Crain to do full justice to the memorable score. And the orchestra led by veteran Broadway maestro Jay Blackton has a crisp sound that adds to the LP’s feel. Performance and Command’s famed Stereo 33mm sound is going to make this a preferred LP "Carousel."

"ALL ALONE"—Frank Sinatra—Reprise R 1007

Proof-positive of the musical value of oldies is this impressive new Reprise LP featuring Frank Sinatra rendering an easy-going flock of Gordon Jenkins arranged standards. With his superior phrasing and distinctive, wide-range vocal abilities, the chanter turns in outstanding performances on "All Alone," "The Girl Next Door" and "Charmaine." Sure-fire chart item.

"DON’T GO IN THE LION’S CAGE TONIGHT"—Julie Andrews—Columbia CL 1886

Julie Andrews, whose last album teaming up with Carol Burnett ("Julie And Carol At Carnegie Hall") pulled plenty loot, should have another winner on her hands with this delightful solo outing. With a bag of first-rate arrangements and the backing of a male quintet, the lark delivers a bevy of fine old music tunes. The artist displays an electrifying, wide-range delivery as she offers "Mother Was A Lady," "Everybody’s Doin’ It" and "Smarty."

"ONE IS A LONELY NUMBER"—Adam Wade—Epic LN 24036

Adam Wade’s many fans should come in force for this sentimental package which showcases the chanter offering a new and exciting blend of romantic and romantic in a manner that should make the "One Is A Lonely Number" a hit. The discus in the title number and "Tell Me Tommorrow" should prove a hit with those fans of oldies.

"MY SON, THE FOLK SINGER"—Allan Sherman—Warner Brothers WS 1475

Although folkingers have been immortalized in song and story by other folkingers there has been little, if any, satire on these dedicated troubadours. On this hilarious Warner Brothers set Allan Sherman leaves nothing untold as he pokes fun at the folk arts. Utilizing a universal Jewish perspective the liltter man skillfully breezes his way through some delightful musical routines. From Belafonte to old English madrigals, nothing is omitted. Many yocks to be had here.

"SONGS OF FAITH"—Dee Dee Sharp—Cameo C 1022

Dee Dee Sharp who built up a spectacular reputation, for her hard-driving, uptempo renditions of popular teen items, displays her versatility on this new Cameo album with five foxy instrumentals. The songstress perfectly captures the spirit and mood of all the varied pieces here. She turns her most mature wax performances to date on "You’ll Never Walk Alone," "I Believe" and "Peace In The Valley." Set should win the artist a completely new flock of fans.

"GAY PURR-REE"—Original Soundtrack—Warner Brothers BS 1479

Vet musical comedy cleffers Harold Arlen and E. Y. Harburg have come up with a delightful new score for the soon-to-be-released UPA full-length cartoon. The story is about Mewsette, a lovable kitten, and her eccentric set pals. Judy Garland is in perfect voice in the title role. The flick also boosts the voices of such first-rate performers as Robert Goulet, Red Buttons, Herman Gingold and Paul Frees. Highlights of the score include "Paris Is A Lonely Town," "Bubbles" and "Little Drops Of Rain." Eye the package for rapid acceptance.

"SURFIN’ SAFARI"—Beach Boys—Capitol T 8435

The Beach Boys, who are currently riding high on the charts with their best-selling single of "Surfin’ Safari," dig this rollicking Capitol LP outing after the biggie. The boys display some first-class vocal and instrumental talents as they offer impressive readings of "County Fair," "Ten Little Indians" and "Summertime Blues." Ditk looms a logical candidate to score.

"RUSTY WARREN IN ORBIT"—Jubilee JGM 2044

Rusty Warren, who has enjoyed a sensational commercial acceptance thus far, comes up with another uninhibited romp in which he gently pokes fun at American sexual morals. With a fresh batch of irreverent comments, songs and stories the comedienne attacks the vast area of preoccupation in her distinctive rapid-fire delivery. Ditk seems destined to become a quick coin-piller.

"CHET ATKINS PLAYS BACK HOME HYMNS"—RCA Victor LSP 2601

Chet Atkins has earned many laurels in the past for his distinctive brand of guitar artistry and this new album of fine old country hymns should win him a flock of new admirers. All of the familiar selections here are rendered in Atkins’ potent, guitar-flecked, tasteful style. The guitarist’s legion of fans should really appreciate "Amazing Grace," "Further Along" and "God Be With You."

"THE GEORGE GERSHWIN SONGBOOK"—George Chakiris—Horizon WP 1610

Although George Chakiris is currently on another label, this delightful Horizon session of Gershwin’s studies should go up the charts in no time flat. The songster’s wide-range, baritone voice carries him in good stead as he renders "Stairway To Paradise," "Falling In Love With Love," Looking Up" and "But Not For Me." Included in the package is an attractive photo-foilo of the performer.

"MUSIC FROM IRVING BERLIN’S MR. PRESIDENT"—André Kostelanetz—Columbia CL 1921

Irving Berlin’s long-awaited new musical is given a top-notch, instrumental treatment from Andre Kostelanetz and ork on this bright new Columbia session. The orkster-arranger has come up with some attractive arrangements for the showstoppers as "Is He The Only Man In The World," "The Secret," "I’m Afraid Of Romance." Spinners should flock to the package in droves.

"THE WILDEST MUSIC FROM THE WILDEST PARTY EVER FILMED"—Leith Stevens—Colpix SCP 427

Here’s an interesting set of music from "The Interns." Leith Stevens, who composed the music for the flick, leads his orchestra on the selections. The score which includes both plaintive ballads and rousing jazz-flavored up tempo items perfectly captures the spirit of the flick. Top-notch tracks include "You’ve Me A Scalpel," "Lovely Loara" and "Happy New Year." Plenty of topnotch instrumental perfection.


"BEYOND THE FRINGE"—Original Cast—Capitol LP 1747
An artist-writer foursome has one of England's biggest legit successes, and Broadway is due to receive the group later this month. From a disk view of 10 of the skits, it looks like an hilarious, intimate-type review. The humor is broad, as is the many antics of stars Alan Bennett, Peter Cook, Jonathan Miller and Dudley Moore. Although the LP hasn't got general Broadway shelf appeal, the "in" crowd will consider it a must.

"THE INCREDIBLE CARLOS MONToya"—RCA Victor LPM 2566
Carlos Montoya is truly incredible. He stands head and shoulders above any other flamenco guitarist alive today. His agile fingers and profound feeling for the music makes a Montoya concert a rich, rewarding experience. On this Victor session, cut live at Gotham's Town Hall, Montoya offers nine superb samplings of his art reading only his own transcriptions. Top-notch tracks here include "Dualla," "Huelva" and an interesting rhythmic treatment of "St. Louis Blues."

"THE ALLIGATOR AND OTHER POEMS BY HENRY GIBSON"—1961
Henry Gibson, who has gotten quite a bit of national exposure recently via the "Tonight!" TV'er, displays his usual low-key, laconic style on this extremely funny LP from Liberty. Not unlike Will Rogers, Gibson utilizes a dry, country-flavored sense and routines here. If this first session is any indication of his future, the laughman ranks as a performer to watch.

"MORE GOLDEN BLUEGRASS HITS"—Barrier Brothers—Philips PBS 600 019
With the rapidly-rising commercial acceptance of country music, this top-flight professional outing from Philips showcasing the vocal and instrumental talents of the Barrier Brothers could pick up some fast loot. The trio evidences a real feeling, sincere bluegrass style as they deliver such popular oldies as "Smoke On The Water," "I'll Go Steppin' Too" and "Destroyed." Plenty of listening enjoyment throughout.

"SIT-IN: SONGS OF THE FREEDOM RIDERS"—Various Artists—Dauntless DS 4601
All the vital, easy-going set, Pete Terrace and crew dish up a dozen familiar all-time Latin hits with enough polish and verve to appeal to a host of terpichoreans. The oldies are rendered in danceable cha cha, mambo and pachanga tempos with an emphasis on rhythm. Scream "Sweet And Gentle," "The Bird" and "Not Much Hair."

"LATIN OLDIES BUT GOODIES"—Pete Terrace

"BILL PLAYS BIX"—Billy Butterfield—Epics LA 16025
Billy Butterfield and his band offer eleven musical tributes to Bix Beiderbecke on this delightful session from Epic. Butterfield has not tried to imitate the late trumpeter or play his tunes in a modern style. Instead he delivers such popular Beiderbecke items as "Sensation," "Sing, Sing, Sing," "Tiger Rag" and "Swallow Of Dreams" back-dated to lend the proper flavor to the proceedings. Jazzophiles should really dig the disk.

"STEVE HALIL"—Steve Halil—Philips SPS 2875
Steve Halil is another of those recent arrivals who is making serious inroads in the straightahead big band field. His group on this record is comprised of the following: Halil, David Fabiano, George Geib, Ray Ambrose, Jack Muhlenbeck, Mike Roy, Bill Brown, Bobby Goulet and June Christy. It's a super band.\n
"THE WONDERFUL BELGIAN BAND ORGAN"—Audio Fidelity AFSD 5975
The "star" of this delightful Audio Fidelity set is the world's largest, merry-go-round organ, which is featured at Paul Ekins Gay '50s Village in Skicoton, Missouri. The instrument has 418 pipes, 22 xylophone bars, bass drum, snare drum, cymbal and double castanets. The organ perfectly captures a warm, happy cowbell flavor as it delivers "Washington Post March," "Over The Rainbow" and the "Dutch Eagle" and nine other well-known marches.

"BENNY GOODMAN IN MOSCOW"—RCA Victor LOC 6008
Benny Goodman's recent successful jazz concert tour of the Soviet Union is perfectly captured on this two-disk Victor set cut during the clarinetist's farewell appearance in Moscow. Backed by a top-notch group of jazzmen including Phil Woods on alto saxophone, Zoot Sims on tenor sax and Teddy Wilson at the piano, the Goodman crew dish up eighteen swingin' evergreens and originals with all of their expected style. Some outstanding tracks here are "Let's Dance," "I'll Steal In' Apples" and a delightful John Bunch new tagged "Feathers." Package should bring out a boot both for jazz and pops fans.

"TRUMPET EXODUS"—Don Goldie—Verve V 8475
Don's Goldie dedication to the trumpet carries him in good stead on this pleasant Verve session of flick and standard tunes. Oliver Nelson and Al Cohn have come up with some first-rate god arrangements for the up-and-coming trumpeter. Don's trumpet is front and center throughout. The album is a delight for both fans of all trumpet playing and jazz in general. Package could stand a bit more cover art.

"BOSSA NOVA"—Shorty Rogers—Reprise R 6656
Shorty Rogers and his group have come up with a modern jazz treatment of the modern jazz rhythms and choral changes of improvisation with the rich harmonic structure of the bossa nova. The concept here is to create the synthesized forms of the samba with a jazz-based bossa nova. Some of the arrangements beautifully on "Samba Do Lorrinho," "Samba Triste" and "So Um Amor." An exceptional, innovative disk.

"CLASSICAL PICK OF THE WEEK"

"PROKOFIEFF: LOVE FOR THREE ORANGES; CHOPIN: LES PRUNELLES"—Arthur Fiedler conducting the Boston Pops Orchestra—RCA Victor LM 2621
Arthur Fiedler has a great deal of success in the past with his stunning readings of the classics and this new Victor offering containing the famous works by Prokofieff and Chopin should attract a legion of collectors. Fiedler's approach here is up to his usual high standards as he directs the orch through the intricate paces of the two compositions. A superior classical disk.
Busting Out!

"HOW'S MY EX TREATING YOU"  
Jerry Lee Lewis
Sun #379  
SUN RECORDS  
Memphis, Tenn.

Sensational!!!

"Strange Love Affair"  
The Dootones  
#470

DOOTO

101 Strings  
The World's First STEREO-SCORED Orchestra

On The Charts!

PLEASE REMEMBER ME  
Dick Roman On Harmon  
Coming Fast . . .

LIKE I GOTTA GET AWAY  
Debbie Woods On Epic  
B. F. WOOD—N.Y.C.

ALBUM PLANS

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

AUDIO LAB
15% discount on entire catalog including new LP's. Expires Oct. 30.

BETHLEHEM
15% discount on entire catalog including new LP's. Expires Oct. 30.

BLUESVILLE
1 free LP with the purchase of 7. Expires: Nov. 15.

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

CAPITOL & ANGEL
33 1/3% discount on 81 Xmas albums from the Capitol and Angel catalogs; exchange program; deferred billing. Expires Dec. 24; buy-5get-1-free consumer deal on Capitol's "Row" LP's and Angel's opera issues. Expires: Nov. 25.

COLPIX
"The Big 16—1962 Fall Plan"—Deal enables distributors to receive 15 free albums for each 100 that are purchased. Expires: Nov. 28.

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

EPIC

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

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

IRISH
1 free LP with the purchase of 7. Expires: Nov. 15.

KING
10% discount on entire catalog including new LP's. Expires Oct. 30.

LIBERTY
16% cash discount taken off the face of the invoice on dealer's entire order of new releases and Christmas catalog. 100% guarantee sale; return for credit. Merchandise may be returned anytime after Jan. 1, 1963, but no later than Feb. 1, 1963. Payments: 1/2 Jan. 15, 1/2 Feb. 15. Expires: Dec. 22; Chipmunk Xmas Sales Program; 10% discount on all Chipmunk LP's and EPS; 100% exchange privilege. Payments: 1/2 Dec. 16, 1/2 Jan. 16. No termination date.

LIVELY ARTS
1 free LP with the purchase of 7. Expires: Nov. 15.

MOODSVILLE
1 free LP with the purchase of 7. Expires: Nov. 15.

NASHBoro
Buy-7-get-1-free on entire catalog including new LP's; 100% exchangeable. No expiration date has been set.

NEAR EAST
1 free LP with the purchase of 7. Expires: Nov. 15.

NEW JAZZ
Buy-7-get-1-free. Expires Nov. 15.

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

PRESTIGE
Buy-7-get-1-free. Expires Nov. 15.

PRESTIGE INT'L
Buy-7-get-1-free. Expires Nov. 15.

REPRISE
"14,000,000 Talent Rainbow"—10% to 15% discount plan in which new releases are tied-in with catalog items. Dating. No termination date announced.

REQUEST
LP catalog available on a buy-10-get-1-free basis. Described as a limited-time offer.

ROULETTE
10% discount in free merchandise on Roulette, Roost, Tico, Gee, Gone and End LP's. Expires: Nov. 30.

SMASH & FONTANA
10% discount on all LP's from both labels. Deferred payment. All products bought during Sept. and Oct. 16 are 100% exchangeable. Expires: Oct. 21.

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

SWINGSVILLE
1 free LP with the purchase of 7. Expires: Nov. 15.

TRU-SOUND
1 free LP with the purchase of 7. Expires: Nov. 15.

COUNTRY FESTIVAL ISSUE  
COMING NOV. 5th  
DEADLINE: NOV. 1st

Cash Box—October 27, 1962
IN APOLOGY

The demand for the album
"MY SON, THE FOLK SINGER"
Warner Bros. #1475, by Allan Sherman, has exceeded such vast expectations and quite frankly put us in an embarrassing situation. We knew we had something good when we released the album but the response thus far has overwhelmed us.

To be sure, ours is an embarrassment of riches. So great is the demand, that we have enormously added to our manufacturing facilities to fill all orders.

To the countless numbers of dealers, rack merchandisers and one-stops who are awaiting fulfillment of their orders, we humbly beg your patience.

Rest assured that your orders will be filled with all haste. Our apologies for the delay incurred thus far.

Our thanks, too, to the many disc jockeys, columnists and others who helped so much to spread a little mirth.

/S/ JOHN K. MAITLAND,
PRESIDENT
WARNER BROS. RECORDS
Fifteen New England radio stations have signed up and are not part of the newly-formed ABC Radio New England Network. Purpose of the new network will be to supply station managers with news and feature programming and to give advertisers regional coverage with one invoice. Key station will be WORL-Boston, whose general manager and executive vice, George Gray, has been the moving force in the new organization. ABC Radio New England network will operate the RKO affiliate of the American Broadcasting Company. However, many of the smaller New England markets where ABC radio does not have affiliated stations will be included in the regional network. The ultimate goal will be a network of 50 to 56 stations covering 64 states.

DeeJay Perry Allen, who spins 'em on KJH-Hollywood, made radio-TV history last week in the H'wood area as the KJH-TV cameras invaded his radio booth during an actual broadcast. The novel simulcast was described by Allen to his radio listeners as seen by the channel 9 (Los Angeles) audiences at the same time.

Johnny Mathis, who rose to stardom in 1961 with his hit recording of "Gee Whiz," has done it again with her novel Alliance hit of "Will Bring It Home Top You" which is currently riding the Top 10. The tune is the answer record to Sam Cooke's recent smash of "Bring It On Home To Me.

Carla Thomas, who rose to stardom in 1961 with her hit recording of "Gee Whiz," has done it again with her new Alliance hit of "Will Bring It Home Top You" which is currently riding the Top 10. The tune is the answer record to Sam Cooke's recent smash of "Bring It On Home To Me."

Johnny's hometown, already "It's crooning At him," has taken Columbia's "Good-Music" hits to an regional standing to a hometown, already "It's crooning At him," has taken Columbia's "Good-Music" hits to an regional standing to a
PAUL ANKA GOES BOSSA NOVA
A SWINGING HIT SINGLE IN THE #8097 NEW SOUTH AMERICAN BEAT!

PAUL ANKA
ESO BESO (That Kiss!)

ORDER BIG...PRONTO!

RCA VICTOR

Cash Box—October 27, 1962
Music City Sessions

Colpix Distrib Contest
To Name New Folk Group

NEW YORK—Colpix Records is using a distributor contest to come-up with a name for a new folk quintet just signed to the label. A cash prize will be awarded to the distributor or any member of his staff who provides the winning moniker. Contest runs through Nov. 15.

The group, which previously sang under the name of The Trinidads, are all attending Trinity College. During time off from school, the band has appeared in several clubs in the U.S. and in the West Indies. Their repertoire consists of traditional folk, pop and modern material.

Atco Gets Bent To Bend
For Stereo “Alley” LP

NEW YORK—Atco Records finally has its stereo version of Bent Fabre’s “Alley Cat” LP—and it wasn’t easy getting one.

When the “Alley Cat” single started to hit, Atco asked the European pianist, a top executive of the Danish division of Metronome Records, to cut an “Alley Cat” LP. But, true to his reported hyper-relaxed personality, he decided that it would involve unnecessary extra troubles for himself and his engineers to cut in stereo and that the stereo sales would not be big enough to justify such “an extra use of energy.”

Atco distributors and salesmen thought it was worth the time and effort, and soon after the release of the mono LP began demanding a stereo version. So, Bent was convinced that a stereo “Alley Cat” album was worth the while, Atco released it last week.

C/P’s Al Cahn
Back From Distrib Trek

NEW YORK—Al Cahn, national sales director of Cameo-Parkway Records, returned recently from a cross-country tour of key record markets, where he held individual meetings with local distributors and field promotion men.

His itinerary included Washington, Baltimore, New York, Chicago, Minneapolis, San Francisco, Los Angeles, Cleveland, Boston, Detroit, Atlanta and Miami.

Conferences with his distributors encompassed following up the new rack-program recently instituted by Cameo-Parkway, and re-evaluating the record order system.

To date, record re-orders are reportedly so high, (sales have passed the half million dollar mark over and above the orders placed at the recent sales meeting in Chicago), Cameo-Parkway is four weeks behind delivery. The advertised program of 15% discounts on new merchandise, and potential additional discounts on quantity purchases (specific details available thru distributors), plus discounts on new releases highlight the cause of the situation.

Releases that are causing back-orders are: “Down To Earth”—Chuck Checker and Dee Sharp; “An Era Reborn”—Bobby Rydell; “Spanish Inferno”—110 Man, International Pop Orchestra; “Back In Time”—Ray Marchow,” Organ of the Philadelphia Academy of Music (the organ used on this album worth $400,000 and was recorded for the first time in this album); and “All The Hits” series which include albums by Chubby Checker, Dee Dee Sharp, Dokels, Bobby Rydell and the Cameo-Parkway All-Stars.

Bob Russell Writing
Lots Of Musical Notes

NEW YORK—Writer Bob Russell is musically busy-as-a-bee these days. Having written the lyrics to a number of standards over the years, Russell has humped his composing activities in the film and legit musical areas.

He composed the background score for the prize-winning foreign film, “Reach For Glory,” and wrote the theme and title song for the Terry Thomas comedy flick, “A Matter of WHO.” He’s due in England at the end of this month for a new musical which he is penning and co-producing.

Russell has written a swinging tune for Tommy Leonetti’s nitty act, which the songster will record soon. As if reflecting Russell’s own increased activity, some of his standards are getting big disk coverage in current releases. There are nine new recorded versions of “Kiss Me A Long Way From St. Louis,” including dates by Delia Reese, Peter Duchin, Tami Grimes, Teresa Brewer, Barkey Kessell, Anthony Newley, McKinley, Frankie Carle and Etta James.


An interesting fact about Russell’s work is that while working on the “Reach For Glory” score in Italy, he caught a performance by tenor Sergio Franchi and the ideas that over the performer is credited with leading to his past with RCA Victor Records, which has a big push on his behalf.

CHUCK JACKSON
GETTING READY FOR THE HEARTBREAK
Wand 138

CLIMBING ‘HOW ABOUT THAT’
DEAN RANDOLPH
C—1122

CHAUFFEUR
Produced by Nat-M rearrangement, Inc.
FABER #114
FABER RECORD COMPANY
2609 W. OLIVE ST., BARBARK, CALIF.
TH 6-7444

NASHVILLE—Proof-positive of the importance of Nashville as a main center of musical activity are these shots taken at some recent Mercury sessions. The label brought down a host of their key artists and cut them in the city. In top photo Bill Justis is pictured holding his new Smash LP with A&R director Shelby Singleton. Pictured in the second shot (left to right) are: Quincy Jones, Bob Moore, Singleton and label artist Bobby Scott. Chanter Ray Stevens is shown breaking some members of an appreciative chorus in the third picture. Singleton is shown going over some material with Dama Jo in the fourth photo. Leroy Van Dyke (extreme right) was honored with a surprise birthday cake after he completed a date at the Bradley Studios in the bottom shot.

BOURNE BRINGS OAKLAND HUB PUBLISSRES INTO FOLD

NEW YORK—Bourne Music has added Ben Oakland Music and Oakland’s interest in Hub Music to its catalog holdings. Catalogs in both firms contain copyrights by Ben Oakland, L. Wolfe Gilbert, Mort Greene, George Jessel, Art & Dotty Todd, Helen Morgan and others. Bourne publishes "I’ll Take Romance," which Oakland wrote with Oscar Hammerstein 2nd.

In the Bourne publications are also the ABC Music, Bogat Music, Bach Music, Larry Taylor Music, Bourne-Rank Music, Jimskip Music, Jaro Music and Lady Mac.

CASH BOX—October 27, 1962
Seein' Double??

that's 'cause the

Sims Twins

are going to double your money with their new two-sided winner

"I Gopher You"

and

"Good Good Lovin"

SAR 136


Cash Box—October 27, 1962
**N.Y. Studio Improves**

NEW YORK—Mastertone Recording Studios, this city, will have its new $50,000 mastering room ready for operation on or about Dec. 1, according to Sidney Feldman, chief engineer. Two new lathes will bring to five the studio's total number of lathes.

---

**BMI Sponsors 11th Student Composers Awards**

NEW YORK—Student composers residing anywhere in the Western Hemisphere are eligible to win awards totaling $15,800 in the 1962 Student Composers Awards (SCA). It has been announced by Carl Haverlin, president of Broadcast Music, Inc., BMI annually sponsors the competition to encourage the creation of concert music by young composers. The 1962 contest is the fourth in which composers from countries throughout the United States and Canada are eligible to compete. Seventy-six student composers have received SCA awards since 1951.

SCA is open until February 15, 1963, to residents of any country in the Western Hemisphere who will be under 25 years of age on Dec. 31, 1962. Entries must be enrolled in an accredited secondary school, college or conservatory, or engaged in private study with recognized and established teachers.

Announcement of the 1962 awards will be made no later than June, 1963, with sums ranging from $250 to $2,000 to be granted at the discretion of the judges.

The permanent SCA Judging Panel is made up of William Schuman, president, Lincoln Center for the Performing Arts; Earl V. Moore, chairman of the Department of Music, University of Houston; Henry Cowell, composer and teacher; and Claude Champagne, Assistant Director of the Conservatory of Music and Dramatic Art of the Province of Quebec, Canada. The 1962 judging group will be augmented by other living composers, publishers, and interpreters of music.

Because it is the purpose of SCA to encourage student composers, no limitations are established as to instrumentation or length of manuscript. Students may enter as many as three compositions, but no contest or year may win more than 1 award. Compositions need not have been composed during the year of entry.

Student Composers Awards were established in 1951 following a meeting, called by BMI, where it was outlined to a group of music educators. The plan met with the unanimous support of the group, which included representatives of colleges, conservatories, and the Music Educators National Conference.

Compositions and entry blanks are available from Russell Sanjek, Director, SCA Project, Broadcast Music, Inc., 580 Fifth Avenue, New York 19, New York.

---

**Arwin Sets Biggest Dickin' Sked**

HOLLYWOOD—Arwin Records, in a major expansion development, has completed a full recording schedule starting next month, marking a new company high in activity, it was announced last week by Bob Crystal, vice president of the company.

Masters as well as basic recording material will be given top consideration by Arwin, Crystal added.

Currently in release on the Arwin label is the David Lucas version of the Jack Paar theme, “So Until I See You.” Dickery also is rushing several new recordings of “Make This A Slow Goodbye,” theme song of “The Perfect Setup,” Martin Melcher’s new magic moment, and for an Oct. 24 opening on Broadway.

---

**PRESTIGE LABELS SET NEW ALBUM ISSUES**

NEW YORK—New albums have been set for immediate worldwide release. The Swingsville series will soon be represented by “Dixieland Hits—Country & Western,” a dixieland tribute to the artists and instrumentalists who will be featured in the series, including Al Dexter, A Trace, Eddie Arnold, Red Foley and Stan Jones. Performers are Sidney DeParis, trumpet; Charlie Queener, piano; Leonard Gaskin, and Herb Lorrv, drums.

An upcoming New Jazz issue is a bossa nova album, “Bossa Nova Carnival,” with vibist, Dave Pike playing the music of Joao Donato. Also on the date are Clark Terry and Kenny Burrell. Also on New Jazz will be an album with Kenny Burrell and John Coltrane.

On the Prestige International label, the recording of 1961 Jazz Festival winner, Yaffa Yarkoni and Limbo performer, The Duke of Iron.

---

**WANT TO READ?**

**JAY DEE BRYANT & THE KIDDE-OS**

On Their Big ALFA Release

**If you are reading someones copy of Cash Box why not mail this coupon today!**

<table>
<thead>
<tr>
<th>CASH BOX</th>
<th>1780 BROADWAY</th>
<th>NEW YORK 19, N. Y.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Enclosed find my check.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>□ $15 for a full year (52 weeks) subscription</td>
<td></td>
<td></td>
</tr>
<tr>
<td>□ $30 for a full year (Airmail in United States)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>□ $30 for a full year (outside United States)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>□ $45 for a full year (Airmail outside U.S.)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>NAME</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**FIRM**

**ADDRESS**

**CITY**

**ZONE**

**STATE**

---

**WORLD RECORDS**

**Val right to the people of the world.**

**If you are reading someones copy of Cash Box why not mail this coupon today!**

<table>
<thead>
<tr>
<th>CASH BOX</th>
<th>1780 BROADWAY</th>
<th>NEW YORK 19, N. Y.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Enclosed find my check.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>□ $15 for a full year (52 weeks) subscription</td>
<td></td>
<td></td>
</tr>
<tr>
<td>□ $30 for a full year (Airmail in United States)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>□ $30 for a full year (outside United States)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>□ $45 for a full year (Airmail outside U.S.)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>NAME</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**FIRM**

**ADDRESS**

**CITY**

**ZONE**

**STATE**

---

**Common Sense Is Keynote Of Connie Francis Book**

NEW YORK—Connie Francis' first book, "For Every Young Heart," aimed at the teen set, is a pleasant and straightforward guide for the lark's roost to Stardom interspersed with bits of advice for her teenage readers.

The songstress recalls a host of incidents from her career, point up and prepare the way for her suggestions on a variety of subjects, such as beauty aids, clothes, dating, love and career. Miss Francis does not attempt to pass herself off as an authority on any of these topics, but rather discusses them as they relate to her own life.

The transformation from a chubby but charming Dickie star to a sophisticated yet performer is accomplished in the book with a maximum of modesty. However, her experiences in this exciting field of the actres-singer that will serve as a stimulus for their own aspirations. Miss Francis also includes a generous sampling of photos which highlight her own rise in the world of show biz.

"For Every Young Heart" is published by Prentice-Hall, Inc. ($2.95).

---

**Strand Issues More LP's**

NEW YORK — Albums by Pearl Bailey, Andre Previn and Mel Torme are included in a new series of Strand Records. Also included are a first time LP of Dionne Warwick as "Miss American in Paris" and a Christmas issue featuring the 101 Caroling Angels, New LP's are barley a total of 160 mono and stereo releases in its catalog. Further issues before the year runs out will bring the total to 200 by the beginning of '63.

---

**Roman Roams S. F.**

SAN FRANCISCO — Dick Roman (far left) recently visited here to promote his recently released Harmon single of "Please Remember Me." The young singer, Penny Riser, Miss American Youth, to her left are Earl Holm, and KPIX-TV personality and Dick For- ester, promo man for D-M Record Sales.

---

**Cash Box — October 27, 1962**
NOW! THE VOICES OF GARLAND AND GOULET  
Singing the Songs of ARLEN & HARBURG  
In a Magic New Listening Experience From

the UPA PRODUCTION  ❤❤ GAY PURRR-EE ❤❤

Backed by Sales Promotion Plus

Here is a musical adventure that may never be matched again! Warner Bros. presents the inimitable Judy Garland, Robert Goulet, Hermione Gingold, Red Buttons and Paul Frees in the original sound track "Gay Purrr-ee"! Songs that throb, tempt, tickle and tease hearts. Sure to join "The Music Man" and "Rome Adventure" at the top of the best-selling Original Sound Track list...And it's backed by a score of promotion plusses: counter cards, window streamers, brochures and a solid selling press campaign.

Write, Wire or Phone. Contact your Warner Bros. distributor now about the special screening of "Gay Purrr-ee" in your city.

from the first name in sound

WARNER BROS. RECORDS  
4000 WARNER BOULEVARD - BURBANK, CALIFORNIA

Cash Box—October 27, 1962
NEW YORK—Colpix chanter Paul Petersen (left) is pictured above discussing a promo trek with label A&R exec Jack Lewis (center) and Ray Lawrence, recently appointed member of the Colpix sales staff. Petersen's latest single, "My Dad," will be premiered on the Donna Reed TV'er later this month.

1. ALLEY CAT (To College Alley I 1772; Phone MgM 220-8059)
2. BEST OF SAM COOKE (RCA Victor LPM 2625; LSP 3625)
3. JOSE JIMINEZ TELLS TO TEENAGERS (Kapp KL 1304; KS 3040)
4. JIM, TONY & BOB—THE LETTERMAN (Capitol T 1764; ST 1764)
5. I HAVE BUT ONE HEART Jerry Yule (Columbia CL 1797; CS 8597)
6. ALL THE HITS Dee Dee Sharp & Chubby Checker (Come C 1059)
7. THINGS & OTHER THINGS Bobby Darin (Acro 146; 217446)
8. MOMS MARLEY BREAKS IT UP (Chess 1472)
9. TREASURED TUNES FROM THE VAULT (Chess 1474)
10. SUGAR 'N' SPICE Poggy Lee (Capitol T 1772; ST 1772)
11. MONSTER MASH John Zacherlie (Parkway 1018)
12. DEVIL WOMAN Marty Robbins (Columbia CL 1918; CS 8718)
13. I'LL WALK WITH GOD Maria Lanza (RCA Victor LM 2607)
14. LIVELY ONES Vic Damone (Capitol T 1748; ST 1748)
15. CONCERT FOR MY LOVE George Shearing (Capitol T 1755; ST 1755)
16. FIDDLE FADDLE Boston Pops (RCA Victor LM 2638; LIC 2638)
17. GAY PURL-EE Soundtrack (Warner Bros. W 41425; WS 41425)
18. CARIBBEAN GUITAR (Columbia LPM 2549; LSP 2549)
19. STOP THE WORLD/OLIVER Mountains (London L 3370; BS 270)
20. SPANISH INFERNO International Pop Orch. (Come C 4035; CS 4035)
21. BICKERSONS FIGHT BACK Dan Arno & Frances Langford (Columbia CL 1682; CS 8682)
22. DID YOU EVER Dan Gardner (RCA Victor LPM 2498; LSP 2498)
23. TILL DEATH DO US PART Bob Braim (Dorco DL 4337; DL 74337)
24. MARILYN Marilyn Monroe (Decca DKA 169)
25. BEST OF JOLSON Al Jolson (Decca DKA 169)

OFF TO A BIG START WITH A HIT!

Wilbert "Kansas City" Harrison
and His Kansas City Playboys

"BROKE"/"OFF TO SCHOOL AGAIN"

ORDER FROM YOUR DISTRIBUTOR NOW:

ALL STATE—Chicago
A & E—Cincinnati
ALPHA—N.Y.
APEX MARTIN—N.J.
ARNOLD—Charlotte
CONCORD—Cleveland

DIAMOND—I.A.
DELTA-New Orleans
DISC—Brooklyn
BILL EMERSON—Dallas
ERG—Sun Francisco
FENWAY—Pitts.

GOLD STATE—Miami
GENERAL—Baltimore
HUFF—Seattle
HITMAKERS—Philco
HEILICHER BROS.—Minn.

M. R. KRUPP—El Paso
METRO—Buffalo
MUSIC SALES—Memphis
NORMAN—St. Louis
SEABARD—Huntsville

SOUTHERN—Nashville
SOUTHLAND—Atlanta
STAN'S—Shreveport
UNITED—Houston

DJ'S: Write For Your Samples Now!

DOC RECORDS
Suite 207, 21 So. College Ave.
Salem, Va. (Phone 389-4515)

Cash Box—October 27, 1962
NEWTOWN RECORD CO.
gave you
"I SOLD MY HEART TO THE JUNKMAN"
NOW!
Selling All Over The Country
THE
BLUE BELLES
"I FOUND A NEW LOVE"
NT 5006
PATTY LA BELLE
"LOVE ME JUST A LITTLE"

Write for your DJ or Radio Copy:
H. B. ROBINSON
6600 N. Broad St., Phila., Pa.
Phone: Li 8-5010

Please Send Copies of Your Station Charts To Us!
NASHVILLE—When the over 2,500 country music desejays gather in the Music City on Nov. 9th and 10th for WSM's 11th annual National Country Music Festival, they will be greeted with street signs reading: "Welcome To Nashville, Home Of The Grand Ole Opry, Music City U. S. A." This is the first time in Nashville's 150 year history that welcoming signs of any kind have been placed on the outskirts of the city. One of the signs was presented to Ot DeVine (L.A.), manager of the Opry, by Mayor Ben West who in turn made the honorary member of the Grand Ole Opry.

CMA Banquet Looks Like Biggest Yet

NASHVILLE, TENN. — Apparent trade-wise acceptance of the annual Country Music Association anniversary banquet has spurred an "unprecedented rush" on ticket orders at CMA headquarters here, according to executive secretary Jo Walker.

The $10-a-plate dinner-dance is scheduled for the evening of Fri., Nov. 9, at the Hillwood Country Club, and will be the focal point of the second annual National Country Music Week, Nov. 4-10, and will occur during the WSM 11th Annual Country Music Festival.

The CMA banquet, an optional dress affair, annually attracts the cream of the country industry. It is expected to attract the largest number of participants, and in all probability the biggest banquet ever to be held in Nashville.

Model Music Adds To Bossa Nova Catalog

HOLLYWOOD—Following its acquisition of "The Bossa Nova," with English lyrics by Jack Machado, Model Music of Hollywood has announced the launching of a Bossa Nova line geared to the fast rising trend in Brazilian jazz.

This record, signed to the catalog and being set for recordings are: "Time For Love," a Bossa Nova ballad with words and music written and composed by two instrumentalists, "Bossa Nova No. 2" by Carlos Quinlan and Antonio Charavilla, and "Bossa Nova Blues" by Carlos Quinlan.

Phelps Names 2 New Distribs

CHICAGO—Lou Simon, sales manager of Phelps Records, has announced the addition of two distributors for the label.

Bill Lawrence, Inc., Pittsburgh, Pa., has taken on the line in that area where Phelps was not previously represented.

Ke Klavan's A. & L. Record Distributing Company, Inc., has been appointed to distribute Phelps Records in the Cincinnati, Ohio area. They replace Ohio Appliances.

Art Blakey To Riverside

NEW YORK—Riverside Records has signed prize jazz drummer Art Blakey to a long-term pact, Blakey has had a large following both on records and in live performances, for over a decade. He comes to Riverside from Blue Note Records, where he was a consistent seller.
Mills Acquires U.S. Selling Rights To English Pubbery

NEW YORK—Jack Mills, president of Mills Music, has announced that his firm has just acquired exclusive selling rights in the U.S. for the complete catalog of H. Freeman & Co., Ltd., of Brighton, England, the long-established English pubbery. About 800 separate items, including classics, piano pieces, vocal and choral works, instrumental solos and instruction books are involved. Mills, one of the leading publishers and representatives of English and European catalogs, also has U.S. rights for several other important English catalogs, including Joseph Williams Ltd., Alfred Lengnick & Co., Ltd., W. Paxton & Co., Ltd., and the Associated Board of the Royal Schools of Music.

In another international move, Mills also announced that his firm had acquired exclusive U.S. selling rights for "Seraneta Sincera," from the Carinth pubbery of Milan, Italy. The Italian click is one of the sides on Sergio Franchi's singles debut for RCA Victor Records, under the English title of "I Mustn't Say I Love Her."

Prosen To Blast As Promo Topper

NEW YORK—Sid Prosen, yet music man, has been named national promotion manager of Blast Records, affiliated with the Blackbird label, this city. Prosen is currently working on the diskery's singles output, "Coney Island Baby" by The Excellents. He has already set the group to tape the Dick Clark radio show, the Buddy Deane TV and the Dick Smith show.

Criterion Music Acquires 2 Oldies

NEW YORK—Criterion Music has acquired two oldies for its catalog. They are "Say It's," a 1954 click penned by Buzz Adlum and Nat Burton, obtained from Bel-Air Music, which got the renewal from Islam Jones Music and "Marina," the years-back hit by Rocco Genna, acquired from Ray Maxwell Music, which had the American and Canadian rights. New disks are being set on both numbers.

Step Right Up

Baltimore—Annette recently appeared on Bud Deane's top-rated TV'er plugging her latest Vista single of "Mr. Piano Man" and her new LP, "The Story Of My Life."

Mike Stewart Has Minor Surgery

NEW YORK—Mike Stewart, who heads United Artists' pubbery activities, is convalescing after minor surgery at Doctors' Hospital, this city.

Everybody's Playing

"Fried Marbles"

by WEE WILLIE DENSON

Marnshek Assoc. 1650 B'way N.Y.

Breaking All Fronts

"The Push and Kick"

Mark Valentino

Swan 431

New Fats Smash!!

Fats Domino

"Stop the Clock" and

"Did You Ever See a Dream Walking"?

Jessel Offers Poetic Readings On Epic LP

NEW YORK—George Jessel, long-time entertainer and "Commander in Chief of the United States," goes dramatic in a new LP from Epic Records. For the LP, tagged "Old Friends," Jessel has selected 18 of his favorite poetic readings, with material ranging from the religious, kidie-directed and philosophical. Albus Fontana produced the album and produced by A&R producer Enlce Altschuler.

Jessel is currently on a 22-city personal appearance tour which ends Jan.

Cash Box—October 27, 1962
Capitol “Bowl,” Angel Opera Albums In Consumer Deal

NEW YORK—The Capitol and Angel labels have a consumer buy-two-get-one-free deal on their series of Hollywood Bowl and opera LPs, respectively. The “Bowl” offer involves 35 albums, including two new entries due Nov. 3, while the Angel deal takes in complete operas and “highlight” LPs. Included in the “Bowl” program are two LPs which are covered under CRDC’s special Christmas deal. Both programs end Nov. 30.

Included in the Angel program are every two opera disks purchased at a regular price, buyers will receive one free disk of the same price level. A dealer may purchase a three-record set for the price of two records.

The “Bowl” deal is being promoted through full-page ads in Life Magazine and the Schwinn Catalog and point-of-purchase display material.

Consumer ads promoting the Angel offer are scheduled in the New York Times magazine section, Saturday Review, The Reporter, Cue and Schwinn’s. In-store display material and Angel opera brochures will be available to dealers.

4 CRDC Execs Get New Posts

HOLLYWOOD—Four field execs have been appointed to new posts at Capitol Records Distributing Corp., it was announced by CRDC’s new exec vp and national sales manager.

Tom Beckwith, Kansas City sales manager, takes over as sales chief of CRDC’s Chicago branch, succeeding J. Balinsky, who becomes operations manager at the Los Angeles branch.

Richard Ware, just returned from a year of active duty with the Army, returns to his old job as Kansas City sales manager.

Elliot Allsup, formerly CRDC sales representative in Alabama and Missis- sippi, has been promoted to sales manager of the New Orleans branch replacing Charles Gilbert, deceased.

Coral Inks Lark

NEW YORK—Singer Ginger Gordon has been signed to an exclusive disk pact at Coral Records. Recently returned from an around-the-world tour for the U.S. State Dept., the performer just completed a feature role in an upcoming flick, “Arms & the Man.” A single will be released shortly, backed by a heavy exploitation campaign.

Rackmil Looks Into Univ. Pict.’s Crystal Ball

NEW YORK—With the consent decree between the Music Corp. of America and the U.S. going officially into effect last Thurs. (18), Milton Rackmil, president of Deca Records and Universal Pictures and vice-chairman of the board, of RCA, announced future plans for Universal at a luncheon held here on the same day.

The consent decree ended the Government’s anti-trust action against MCA and enabled the firm, through various stipulations, to consolidate with Decca and Universal.

Rackmil announced that Universal had completed or was filming 16 major flicks, including John Houston’s “Freud,” the Bobby Darin-starring “If a Man Answers,” and “The Ugly American,” and that with the added staffing of MCA, many more major productions will be turned out each year, keeping in mind quality efforts. Rackmil noted that MCA’s Revue Productions, the largest TV producer in the world, will continue to operate only in the area of TV. MCA has already put $10 million into the expansion of Revue Productions and Universal City. Another $10 million has been earmarked for further expansion, including the building of a $30 story office building, doubling the size of the commissary, etc.

Rackmil added that MCA has acquired additional acreage for a total of 406 acres, with film and TV productions to be done on 308 acres and the remaining acreage to be used for real estate development.

While Universal has developed many stars in the past, Rackmil indicated that greater opportunities exist at the present time for the increased exposure of performers both from films and records on TV and in films.

In line with the consent decree, Rackmil emphasized that Decca, Universal and Revue would operate as separate branches. The exec claimed that Decca was “at least the third highest profit-making” label.

Rackmil said that it was expected that Decca and Universal would have greater earnings in the coming year.

Philips Extends “Go” Program

CHICAGO—Phillips Records has extended its “Go” program under which 13% discount is offered, through Oct. 31. Lou Simon label sales manager announced last week.

Originally, the program was designed to run from Sept. 1 through Oct. 15, but as a result of its success, an additional 15 days have been added, Simon said.

The label’s national consumer contest, with sports or compact cars as prizes, is going along at a good pace and will continue until Dec. 15, he pointed out. Under the contest, three grand prize winners will each choose from a selection of foreign and compact automobiles. Three cars will also be offered to Philips dealers.

Monument’s Foster Names A&R Assistant

HENDERSONVILLE, TENN.—Fred Foster, president of Monument Recor- ds, here, last week appointed Janet Martin executive assistant to aid him in running the firm’s A&R department. Last employed as secretary to Roy Squires, label manager for EMI Ltd. in Nashville, she will handle consulting and professional management of Michael Reine Music, London, will join Monument’s home office staff about Nov. 1. She will assist Jack Kirby, the firm’s national promo director, and will also be active in the operation of Combine Music, Monument’s BMI affiliate. Both Miss Foster and Miss Martin worked together previously at Top Rank International.

Old Town Patrols Adams

NEW YORK—Faye Adams, the blues thug, has inked a pact with Happy Weiss’ Old Town label. Material is now being chosen for her initial release.
TOP 50 IN R & B LOCATIONS

POS. LAST WEEK

1. THE CROW GOSSES (Cordy 7005) 1
2. JESUS IS COMING HOME (Capitol 104) 6
3. GREEN ONIONS 2
4. TESTER T & MG (Gee 127) 5
5. MY CLOWN (THE HITCHHIKER) (Down Home 106) 5
6. SAM HARE (Not "King" Cole (Capitol 4808)) 3
7. SHERRY 3
8. FOUR SEASONS (Vee Jay 45) 1
9. LIMBO ROCK (Chubby Checker (Parkway 849) 7
10. NOTHING CAN CHANGE THIS BUT LOVE (Son Cooke (RCA 858) 7

DO the Charlie does Records dance 45 21
CHICAGO 45 42

HOLLYWOOD—A quality approach to LP merchandising was recently undertaken by the Music City record store here. The shop spotlighted an eye-catching painting of Johnny Mathis in their window instead of the usual grouping of albums. The chart's new Columbia album is tagged "Rapture."

Mercury Artists Head Min. Symph. Concerts

MINNEAPOLIS—This season's series of Sunday Symphonies by the Minneapolis Symphony Orchestra will be dominated by Mercury Record artists.

The symphony itself records on the Mercury label as does Stanislaw Skrowaczewski, music director, and Frederick Fennell, associate director. In addition, the St. Olaf Lutheran Choir, on Mercury, will be featured on the final Sunday of the series.

Skrowaczewski will conduct two of the programs and Fennell will wield the baton at seven.

Ambassador Streamers Promote All Kiddie Disks

NEW YORK—Kiddie disks from all labels get a boost from 20,000 streamers that have been distributed to dealers by Ambassador Records, which has the Peter Pan monopoly on the field. The streamer reads: "Don't Forget . . . Records for the Kids." According to the kiddie disk sales are up in outlets where the streamer is displayed.

UA Pacs More Jazzists

NEW YORK—United Artists Records has signed three artists for its Jazz Series, it was announced last week by Alan Douglas, the division's R & B director. Move is in line with the over-all expansion of this phase of the company under the direction of Douglas.

Artists now pacted to the label include Oliver Nelson, King Pleasure and a new vocalist, Danny Small, whose initial album release came out several weeks ago. Label recently signed Charles Mingus to a long term pact.

Under its new jazz policy, UA has now released nine packages, including albums by Herbie Mann, Billie Holiday, Jerome Richardson, John Coltrane, Art Blakey, Mingus, Bill Evans and Jim Hall, and music from the motion picture, "A Taste of Honey." Oliver Nelson has completed recording an album of music from the upcoming Melina Mercouri-starrer, "Phaedra," and an album featuring Duke Ellington, Mingus and Max Roach has also been cut for release shortly.

Douglas, after completing his current recording schedule, will spend the balance of the year in Europe where he will also record product for release early in 1963. In addition, Douglas will visit a number of the UA affiliates on the Continent to acquaint himself with the new UA Jazz Series and the plans for the new releases in their various countries.

More "President" Singles From Columbia

NEW YORK—Columbia Records is continuing its singles coverage of the score of the new Irving Berlin musical, "Mr. President," which opened on Broadway last weekend (20).

Set for immediate release are decks by Robert Goulet ("Don't Be Afraid (Of Romance)"). The Kirby Stone Four, backed by the Bobby Doyle Three ("Empty Pockets Filled With Love.") Label recently issues singles diskings by Andre Kostelanetz, Leslie Uggams and The J's with Jamie who included "Mr. President" songs. The complete single was collected on the maestro's LP devoted to the show's score. Columbia will also release the original-cast LP soon.

"Phaedra" Made By "Sunday" Team

NEW YORK—With the tremendous success of "Never On Sunday" and its title-tune hovering in the back-ground, "Phaedra," the film production by producer-director Jules Dassin and actress Melina Mercouri, made its U.S. bow last week, as did United Artists' Records' soundtrack LP.

Besides the LP, UA also released a single of the "Love Theme from "Phaedra"" and "Candlelight" by Gus Vall and His Orch, a interpreter of music from Greece, the setting, dedicated as "Sunday," for "Phaedra.

On UA diskings, the "Love theme" has been released in readings by Henry Mancini ( RCA Victor) and Jimmie Haskell (Capitol).

The "Phaedra" score is published by UA's Unart publ. the firm's latest album with Shidmore Music has rights to "Sunday's" music. Music was composed by Mikis Theodoras.
How about you?

They'll be telling the DJs their story.
And, they'll be congratulating the OPRY on its 37th Birthday. How? Thru CASH BOX's special Country Music Issue (out November 1st).

Don't you want to join them?

Phone: JU 6-2640

The Cash Box
World's Leading Record and Music Magazine

WFM is doing it...
everybody else in Country Music will be doing it...

Sure Shots

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

RIDE

DEE DEE SHARP ........................................... Comco 230

"LOVERS BY NIGHT, STRANGERS BY DAY"

FLEETWOODS .............................................. Delton 62

"MAMA SANG A SONG"

STAN KENTON ............................................. Capitol 4837
WALTER BRENNAN ..................................... Liberty 55508
BILL ANDERSON ......................................... Decca 31404

"MY OWN TRUE LOVE"

DUPREES .................................................. Coed 571

"THE LONELY BULL"

TIAJUANA BRASS ........................................ A&M 703

"LET'S GO (PONY)"

ROUTERS .................................................. Warner Bros. 5283

Latin Labels Display

United Front At Lima Meet

LIMA, PERU—Cooperation on matters that benefit all labels highlighted the accomplishments of the recent meeting in Lima of the Latin American Federation of Record Manufacturers.

The gathering, which drew representatives from 41 companies, was held Oct. 7-10, and produced the following accomplishments:

The conference has decided to have its members submit their artists' rosters to the federation so that all companies will know these are or are not able to sign contracts. There has been much difficulty reported with artists who sign pacts in one country and then go to another country to record there for another label. The federation hopes to influence the Common Market of South America now meeting in Mexico to eliminate or reduce the duties on raw materials for biscuits, compounds, matrixes, tapes, etc., as well as certain unusual taxes, such as Chile's 7½% tax on wholesale prices.

The federation will be looking into situations wherein artists are using playbacks for personal appearances in some countries and will try to prevent recurrences.

Among the other topics discussed at the meet was Fair Play between companies.

Presiding over the meet were Peru's Luis Aubry, secretary and legal advisor Henry Jensen of Brazil and Lt. veep M. Wyngaard of Argentina.

American music men on hand included Sidney Sigel of Seeco, Sid Frey of Audio Fidelity and Ed Chaplin of PXP.

Lockwood In Holland

AMSTERDAM—Sir Joseph Lockwood, EMI's chairman, recently took an extensive trip throughout Europe visiting the firm's affiliates with L. T. Dines the international director of EMI. In top shot he is pictured meeting with Gerry M. Oord, president of Bovena. Shown (left to right) are Sir Joseph, Dines and Oord.

Checker In B. A.

BUENOS AIRES—Chubdy Checker, who is currently riding the charts in the States with "Popeye (The Hitch-hiker)" on Parkway, is shown above with M. S. Brenner, general manager of Formata Argentina, on his arrival in the country. The chanter was in Argentina for a series of personal appearances.

Cash Box—October 27, 1962
Electrodes Records has announced officially that it has taken over the entire line for Germany. Until now the company had no branch in Britain, Ireland, Greece, New Zealand, India, Pakistan and Turkey, and the new contract is expected to increase its market in all those countries. The company also plans to extend its activities to Denmark, Belgium, Holland, Switzerland, Spain, Norway, Finland, Portugal and Austria. The line had been handled by Philips Records until recently. Eddie Boyd is the new manager for Germany, France, Italy, Sweden, Denmark, Belgium, Holland, Switzerland, Spain, Norway, Finland, Portugal and Austria. The line had been handled by Philips Records until recently. Eddie Boyd is the new manager for Germany, France, Italy, Sweden, Denmark, Belgium, Holland, Switzerland, Spain, Norway, Finland, Portugal and Austria. The line had been handled by Philips Records until recently. Eddie Boyd is the new manager for Germany, France, Italy, Sweden, Denmark, Belgium, Holland, Switzerland, Spain, Norway, Finland, Portugal and Austria. The line had been handled by Philips Records until recently. Eddie Boyd is the new manager for Germany, France, Italy, Sweden, Denmark, Belgium, Holland, Switzerland, Spain, Norway, Finland, Portugal and Austria. The line had been handled by Philips Records until recently. Eddie Boyd is the new manager for Germany, France, Italy, Sweden, Denmark, Belgium, Holland, Switzerland, Spain, Norway, Finland, Portugal and Austria. The line had been handled by Philips Records until recently. Eddie Boyd is the new manager for Germany, France, Italy, Sweden, Denmark, Belgium, Holland, Switzerland, Spain, Norway, Finland, Portugal and Austria. The line had been handled by Philips Records until recently. Eddie Boyd is the new manager for Germany, France, Italy, Sweden, Denmark, Belgium, Holland, Switzerland, Spain, Norway, Finland, Portugal and Austria. The line had been handled by Philips Records until recently. Eddie Boyd is the new manager for Germany, France, Italy, Sweden, Denmark, Belgium, Holland, Switzerland, Spain, Norway, Finland, Portugal and Austria. The line had been handled by Philips Records until recently. Eddie Boyd is the new manager for Germany, France, Italy, Sweden, Denmark, Belgium, Holland, Switzerland, Spain, Norway, Finland, Portugal and Austria. The line had been handled by Philips Records until recently. Eddie Boyd is the new manager for Germany, France, Italy, Sweden, Denmark, Belgium, Holland, Switzerland, Spain, Norway, Finland, Portugal and Austria. The line had been handled by Philips Records until recently. Eddie Boyd is the new manager for Germany, France, Italy, Sweden, Denmark, Belgium, Holland, Switzerland, Spain, Norway, Finland, Portugal and Austria. The line had been handled by Philips Records until recently. Eddie Boyd is the new manager for Germany, France, Italy, Sweden, Denmark, Belgium, Holland, Switzerland, Spain, Norway, Finland, Portugal and Austria. The line had been handled by Philips Records until recently. Eddie Boyd is the new manager for Germany, France, Italy, Sweden, Denmark, Belgium, Holland, Switzerland, Spain, Norway, Finland, Portugal and Austria. The line had been handled by Philips Records until recently. Eddie Boyd is the new manager for Germany, France, Italy, Sweden, Denmark, Belgium, Holland, Switzerland, Spain, Norway, Finland, Portugal and Austria. The line had been handled by Philips Records until recently. Eddie Boyd is the new manager for Germany, France, Italy, Sweden, Denmark, Belgium, Holland, Switzerland, Sweden, Den
LIMBO ROCK
18
LITTLE DARLING
(21-BMI)
31
PLEASURE HOST
(Platinum—BMI)
LONELY BULL
39
LOVE ME TENDER
71
Lovers by Night, Strangers By Day
58
MAMA SANG A SONG
71
MIDNIGHT SUN
99
MUSK MASH
1 (Saturn & Capital—BMI)
MR. LOVE
(ROLLEY—BMI)
69
MY OWN (I love you)
74
NEW DOOR TO THE BLUES
70
NO ONE WILL EVER KNOW
50
NOTHING CAN CHANGE THIS LOVE
25
ONLY LOVE CAN BREAK A HEART
6 (Arch—ASCAP)
PACHY
8
POPEYE (The Hitchiker)
9
POP-POP-POP-PIE
47
RAIN, RAIN GO AWAY
56
RAMBLIN* ROSE
5
RETURN TO SENDER
19
RIDE (Imperial, Chat-Cool—BMI)
57
RIGHT NECK HOLE TO AN
16
SAVE ALL YOUR LOVIN’ FOR ME
95
SECOND MELODD GIRL
75
SHERRY
(Decca, Capitol)
58
SHEILA
(Decca)
58
SOMEBODY HAS MERCY ON Me
(Arrow—BMI)
65
Stubborn Kind of Fellow
15
Surfin’ Safari
6
SUSIE DARLING
38
SWEET SIXTEEN BARS
91
TELETAR
88
TEN LOONY LUNES
81
TEEN AGE IDOL
82
THAT STRANGER USED TO BE My GIRL
97
THAT’S LIFE
87
The Burning of Atlanta
45
TORTURE
5
TWISTIN’ with Linda
54
UNTIE ME
6
VENUS IN BLUE JEANS
26
WARMED OVER KISSES
24
WHAT A FOOL AM I
14
WHAT A LOVE IS THIS
106 (Flamarrey, Don George—ASCAP)
WIGGLE WIGGLE
66
WORKING MAN
33
YOU BETCHA
24
YOU CAN RUN (But you can’t hide)
83
* Asterisk indicates first appearance on Top 100

Cash Box—October 27, 1962—International Section
### Holland’s Best Sellers

1. Brandeind Zand/Heisser Sand (Anneke Grönlöf/Philips, Mina/Polydor, Willy Schoblom/Artone) (Benuex Music/Vectis)
2. Speedy Gonzales (Pat Boone/London) (Metre Musik/Amsterdam)
3. Paradiso (Anneke Grönlöf/Philips, Connie Francis/MGM) (Editions Atoms/Amsterdam)
4. Sheila (Tommy Roè/ABC Paramont) (Editions Herman Brauer/Brussels)
5. She’s Not You (Elvis Presley/RCA) (Belinda/Amsterdam)
6. I’ll Be Me (Cliff Richard/Columbia) (Belinda/Amsterdam)
7. Can’t Stop Now (Al Aguilar/ABC/PARAMONT) (Acuff Rose Music/Benelux/Brussels)
8. Roberta (Serge Gainsbourg/Wilton/Columbia, Padre Twins/Artone) (Lee Ed. Int. Basart/Amsterdam)
9. Guitars Tango (Shadows/Columbia) (Editions Cimacx/Amsterdam)
10. Marching Along With The Blue Diamonds (The Blue Diamonds/Decca) (Editions Cimacx/Amsterdam)

### Great Britain’s Best Sellers

#### Last Week

| 1. | The Tornadoes | Decca (Ivy) |
| 2. | Tommy Roe (HMV) |
| 3. | Little Eva (Columbia) |
| 4. | Carol King (London) |
| 5. | Elvis Presley (RCA) |
| 6. | Cliff Richard (Columbia) |
| 7. | The Shadows (HMV) |
| 8. | The Shadows (Columbia) |
| 9. | The Shadows (Columbia) |
| 10. | The Shadows (Columbia) |

#### This Week

| 1. | The Tornadoes | Decca (Ivy) |
| 2. | Tommy Roe (HMV) |
| 3. | Little Eva (Columbia) |
| 4. | Carol King (London) |
| 5. | Elvis Presley (RCA) |
| 6. | Cliff Richard (Columbia) |
| 7. | The Shadows (HMV) |
| 8. | The Shadows (Columbia) |
| 9. | The Shadows (Columbia) |
| 10. | The Shadows (Columbia) |

---

### Great Britain’s Top Ten LP’s

#### Last Week

| 1. | West Side Story | Soundtrack (HMV) |
| 2. | Golden Age Of Donewing | London (Pye) |
| 3. | A Picture Of You | Joe Meek (Parlophone) |
| 4. | Big Boll, Ball & Bisk | Kenny Ball, Chris Barber, Acker Bilk (Pye) |
| 5. | Pot Luck | Elvis Presley (RCA) |
| 6. | 32 Minutes 17 Seconds | Cliff Richard, Columbia |
| 7. | Black & White Minstrel Show | George Mitchell Minstrels |
| 8. | Out Of The Shadows | The Shadows (Columbia) |
| 9. | South Pacific | Soundtrack (RCA) |
| 10. | On Stage With The George Mitchell Minstrels | (HMV) |

#### This Week

| 1. | Follow That Dream | Elvis Presley (RCA) |
| 2. | Some People | Soundtrack (Pye) |
| 3. | It Cool | Bolly Fury (Decca) |
| 4. | A Sleepy Lagoon | Kari (RCA) |
| 5. | Four Hits And A Mister | Acker Bilk (Columbia) |
| 6. | Black & White Minstrel Show | George Mitchell Minstrels |
| 7. | The Shadows To The Fore | The Shadows (Columbia) |
| 8. | Wonderful Land Of The Shadows | The Shadows (Columbia) |
| 9. | King Of Twist | Chubby Checker (Columbia) |
| 10. | The Boys | The Shadows (Columbia) |

---

### Great Britain’s Top Ten EP’s

#### Last Week

| 1. | Follow That Dream | Elvis Presley (RCA) |
| 2. | Some People | Soundtrack (Pye) |
| 3. | It Cool | Bolly Fury (Decca) |
| 4. | A Sleepy Lagoon | Kari (RCA) |
| 5. | Four Hits And A Mister | Acker Bilk (Columbia) |
| 6. | Black & White Minstrel Show | George Mitchell Minstrels |
| 7. | The Shadows To The Fore | The Shadows (Columbia) |
| 8. | Wonderful Land Of The Shadows | The Shadows (Columbia) |
| 9. | King Of Twist | Chubby Checker (Columbia) |
| 10. | The Boys | The Shadows (Columbia) |

---

Toronto retailers have noted considerable sales action on the white-back Robin Luke etching of "Susie Darlin". The sales action was inspired by the Tommy Roe version of the same tune just recently released by the Spartan folks. Quality, distributors of the Luke disc on Dot, still stock the side in its golden treasuries series. The action on the Luke song was sufficient to inspire a national promotion whereby Quality is calling on deejays to conduct a sort of battle of the sounds between the two versions of "Susie Darlin". Lee Farley notes that the Robin Luke side still sells consistently out of Quality’s Montreal branch, indicating that it has considerable staying power with French speaking record buyers.

Cliff Richard visited Toronto for a round of promotion visits on behalf of his recent Dot release, "Wonderful To Be Young," and for the movie of the same name. He'll be back in the big town for the premiere of the flick (11/6). A new LP by the young British entertainer is about to be released by Quality. Even though Richard is a new comer to the Dot fold, he is not strangers to the boys at Quality who handled a very hot single by him some time back, entitled "The Man With The Golden Arm".

Quality plan to reissue its R&B version of Jimmy Bell’s “She Wears My Ring.” There is another waving of the song beginning to flex its muscles in Canada.

Enjoyed a phone chat with Mac Wiseman the other day. Mac is very excited about the possibility of a new "Flip Pam Fackner" Precacher." Side was penned by CKLW-Oshawa deejay, Slim Gordon.

R. Dean Taylor out with two new sides for Barry. As yet the Quality people haven't determined which will be the big side of the new disc, but "We Fell In Love As We Tanged" seems to be Mr. Big as this is written. Flip is "Beautiful Dreamer." Taylor clicked a white back with "I’ll Remember." Canadian distro's should do something about lining up representation in this country for a new Faber side by Ned Miller. "From A Jack To A King" is doing very well in the Ottawa area.

P. J. The Deejay, heard and seen over Winnipeg CKY-Radio and CJAY-TV, is thriving his support behind Jerry Palmer's new Galtzy outing, “Come Along With Me.” Jerry and his manager Don Grashay are currently touring eastern Canada to promote the new single, and had nothing but praise for Peter Jackson’s (P. J.) help and support for their song in the Manitoba Capital.

Bud Hazdon at Phonodiscs’ enthusiasm over a new Sue release by Jimmy McGriff. But says it could easily be the record of the year.

Ted Dalgie and his band appeared with the Marty Robbins-Skeeter Davis country package that appeared in Ottawa (10/19). Ted and his crew supplied the backing for Skeeter, and did several numbers themselves. Local booker, the Robbins, visited a couple of shows, took in the show and reports that he was considerably impressed with the sound and savvy of Ted’s new band.

John Simpson, former Production Manager of CFAM, Altona, Manitoba, has joined CPPL, Port Arthur as Program Director. Mr. Simpson will supervise the outlet’s new “good music” policy.

Dave Clark, Spartan man in Montreal, rushed in a copy of the newest material from the Sinatra government, a Reprise album by Ethel Merman. It’s Ethel at her best and includes many of the songs she made famous and vice versa.

Had a visit from Bobby Cartola and manager Bazil Hurden a week ago. They report action on the flip side of their current Tarrant/Delphi single. A copy was rushed and made an immediate impact. The outlet’s single distro’s are reporting much interest on the part of deejays especially on the flip, “I Don’t Want To Go On Without You.” During their visit, they left a copy of Bobby’s new Christmas single. The Tarrant pairing features an up-dated version of “Jingle Bells” that comes on very commercial, and a sensational new ballad bearing the title, “My Christmas Tree.” Cartola’s new album, “Meet Mr. Personality,” is set for international release later this week (10/25). It contains such current and choice items as: “Fortune Teller,” “I Cry And Cry” and “Aladdin.” Best new side in the album would seem to be a ballad titled, “Too Late For Tears.” Round to be hot sales and jockey package from this album to be included in the price of more material and the first new release.

A debut of Leeds Music burning the midnight oil these days in promo work for the Sandy Selkie Columbia cookie, “Walk With Me My Angel.” Flip is a cute by the name of “Gonna Get Some Records.” Either one could score easily.

Bill Kearns, Quality’s hard working promo-sales type in Toronto is about to become a proud papa. His beautiful, his name is CHUM-Toronto’s Derek Lind and the Mrs. proud parents of a baby girl. New arrival is their second youngest.

---

Mike Maitland Feted In Canada

CASH BOX—October 27, 1962 — International Section

49
Helen Meets The Spinners

Chubby Checker just visited Buenos Aires. The “king of twist” spent four days in the city and attended the Latin American Twist Festival, organized by Escala Musical at the Luna Park, Buenos Aires. He also appeared on the radio and TV networks of Argentina and Brazil. The event was attended by thousands, and Checker was accompanied by local disk jockeys, celebrating the artist’s arrival on Oct. 9. The meet was held at the historic Luna Park and was followed by a press conference. Felicita Moreno and her husband, Carlos Dellacasa, released Checker’s latest LP, “Do Not Knock The Twist,” in Buenos Aires with the same tune.

While visiting Buenos Aires these days is Brazilian star Elza Soares, who is appearing in the highly rated Antonio Prieto TV show called “Ranchero” for the third consecutive month in Buenos Aires. About two weeks ago, Prieto received the “Martin Fierro” prize from the Argentine Society of Radio and TV Networks for “the best show of 1961.”

Currently in Buenos Aires are the Trio Irakitan, who are appearing on Festival TV, a costly hour-long program aired by Channel 13. At the same time, many other Brazilian bands have released their own LP’s to reach the Argentine market. This week, there are new LP’s by Nat King Cole (with George Shearing), Efrem Kurtz, Miltos Rosza (under the Capitol label), and a London selection LP with songs by the Fabulous ‘B’-Bop Bangers in the EP field, there are new releases by Brenda Lee (“I Started All Over Again” and “Don’t Let Me Be Lonely Jack”). Also, Los Chilcestes (folk group); new singles are “Runaround Sue” sung by a Spanish singer; “Mambo” by a Mexican band; “Chica Chola” and “Pampas del Chanar.” There is also a new Argentine single by Julio Cesar Benedetti, “M.G.’s,” and another from UA: “Didn’t Have A Date” by Gene Pitney.

After a year of working as contact man between the record companies, Argentine musicologist Peter Russo has launched his own publishing company, called “Escandalo,” to promote foreign music. Russo, who has been associated with several big hits enjoyed by Edamai, as “Escandalo,” “Tico Tico” (Tatulsky, Good Luck Charm (Irene), Danny Martin (Philip), in copyright in Brazil. It will be done by Ediciones Euterpe of that country. Russo has already prepared the next Hermann Riquel release, its “The Desdemona,” and it will be put out to sale as “Cuando Calienta El Sol stops selling. This may take a couple of months, since “Cuando Calienta” is stil on top of the charts. Another interesting RCA release is an Aki Prieto recording, “La Elegida” and “El Pecador.” This record is showing a tremendous sales increase.

Fermata publishers are working on “Desenfadado,” the Joao Gilberto hit down on the list of local versions are being planned a Spanish version of the Portuguese.”

Cash Box—ARGENTINA

MELBOURNE—English songstress Helen Shapiro is shown above surrounded by a group of Australian disc jockeys who go out on tour. The spinners (from left to right) are: Barry Ferber (3DB), Tony McLaughlin (9XY), Geoff Hiscox (3AK), Geoff Marion (3AW) and Pete Smith (3AB).

ARGENTINA (cont’d)

...everybody, since its cost will be much lower than regular LP’s, and these records offer all kinds of music.

The Duo Dinamico, two young artists from Spain, have returned to Argentina after ten years of absence. During which, she performed in several countries, including the United States. Recently, she appeared in the Parisian show “Les Saintes,” giving two weeks of shows. The LP releases there are new LP’s by Nat King Cole (with George Shearing), Efrem Kurtz, Miltos Rosza (under the Capitol label), and a London selection LP with songs by the Fabulous ‘B’-Bop Bangers in the EP field, there are new releases by Brenda Lee (“I Started All Over Again” and “Don’t Let Me Be Lonely Jack”). Also, Los Chilcestes (folk group); new singles are “Runaround Sue” sung by a Spanish singer; “Mambo” by a Mexican band; “Chica Chola” and “Pampas del Chanar.” There is also a new Argentine single by Julio Cesar Benedetti, “M.G.’s,” and another from UA: “Didn’t Have A Date” by Gene Pitney.

After a year of working as contact man between the record companies, Argentine musicologist Peter Russo has launched his own publishing company, called “Escandalo,” to promote foreign music. Russo, who has been associated with several big hits enjoyed by Edamai, as “Escandalo,” “Tico Tico” (Tatulsky, Good Luck Charm (Irene), Danny Martin (Philip), in copyright in Brazil. It will be done by Ediciones Euterpe of that country. Russo has already prepared the next Hermann Riquel release, its “The Desdemona,” and it will be put out to sale as “Cuando Calienta El Sol stops selling. This may take a couple of months, since “Cuando Calienta” is stil on top of the charts. Another interesting RCA release is an Aki Prieto recording, “La Elegida” and “El Pecador.” This record is showing a tremendous sales increase.

Fermata publishers are working on “Desenfadado,” the Joao Gilberto hit down on the list of local versions are being planned a Spanish version of the Portuguese.”

Argentina’s Best Sellers

1. Cuando Calienta El Sol (Emmi-Edami) Tony Vilar (Columbia); Siro Sol Roman (Music Hall); Hermanos Riquel, Antonio Prieto (RCA); Alber- Ven (Dion); Artea (Columbia); Nene (Dion Jockey Marceos Ferial (Miciron); Danny Martin (Philips). 
2. Una Guitarra T Una Cepa De Vino (Spanka-Fermla) Paul Anka (RCA Juan Ramon (Din Jockey); Ricardo Rada (Grasso). 
3. Rito Africano (Toniska-Pemnta) Berta Kaempfert (Polydor); Trump Boy (Philips).
4. La Chica Del Pellelor (Accordo-Pemnta) Adriano (Miciron); Pitti Donagno (Odeon Pops); Juan Ramon (Din Jockey).
5. Mari de la Virgen (Toniska-Sancho-Dan) Enrique Gunama (Columbia); Los Pick Up (Music Hall); Johnny Teseco (RCA); Juan Ramon (Din).
6. Paloma (Korn) Julio Molina Cabral, Siro San Roman, Paul Shaw More (Music Hall); Roberto Yanes (Columbia); Los Quilla Huasi, Hugo Di (India); Los Andes (Toce); Los Nortenos De America (Columbia).
7. Alma De Negro (Odeon) Gilberto (Odeon); El Chontay el Que Mejorame (Pero-Femnta) Brian Hyland (Ariel).
8. Ricardo De Los Pajaros (King Of Glows) (Alban-Edami) Neil Sedaka (RCA); Juan Ramon (Din Jockey).
9. Eres Mi Rayito De Sol (You Are Mi Sunshine) Peter Terrace (Ariel); Tony Sheridan (Columbia); Los Pick Up (Music Hall);)
10. Susy La Coqueta (Rural Sun) Dino Prieto (Din Jockey); El Chontay el Que Mejorame (Pero-Femnta) Brian Hyland (Ariel).
11. Los De La Salta (Philips); Julio Molina Cabral (Music Hall); Los Chalcestes (Columbia); Tomas Campos (Columbia); Los Peregrinos (Dimas).
12. Eres Mi Rayito De Sol (You Are Mi Sunshine) Peter Terrace (Ariel); Tony Sheridan (Columbia); Los Pick Up (Music Hall);
13. Qh Muchachos (Femnta) Los Jutos (Sure). 
14. Local Product.
Darren McCan, the popular American TV actor in the "Mike Hammer" series, is now in Mexico City, performing at theaters and night club. Darren LLP, who has been living in Hollywood for a long time, arrived in Mexico a few days ago. He is currently located in the Hotel Continental, near the downtown area.

Ricardo Rocca, a new young singer who is earning popularity very fast, has recorded some of the best new romantic songs, including the latest American hits "I Didn't Have A Dime" and "Mr. Blue." The first of them was recorded by Los Hermanos Cariño at Columbia Records.

Ricardo Rocca is now being acclaimed as soloist at Columbia Records, the songs of "Gina" and "If I Lost Your Love," both with arrangements that are really very good. He is already being compared to the Inter American Economic and Social Council.

The young singer Alcides Boro, a Chilean group who settled in Mexico a few years ago, returned a few days ago from a long tour through South and Central America, recording new songs for RCA Victor and after that went to New York, where he will play some of the greatest clubs during his visit. The young maestro of his generation, David, has recorded various tracks with the groups Los Carrion's, Los Ojos del Momo, and other groups. His latest album, "Alcides Boro, Now!" is now in the stores.

The American TV show "The Big Valley" is being screened on the Televisa network in Mexico, with a few changes. The show's format and plot line have been changed to fit the Mexican audience. The Mexican fans are very excited about the show, and it has become very popular among the Mexican viewers.

The Mexican singer and actress Diana López, who is known for her role in the TV series "The Big Valley," was recently seen at the international airport in Mexico City, preparing for a trip to the United States. She will be performing in Los Angeles and New York, promoting her new album "Diana López." The album, produced by renowned Mexican producer Ruben Arrieta, features a mix of traditional and contemporary music. The album has received positive reviews from critics and fans alike, and it is expected to do well in the Mexican market.

The popular Mexican singer and actor Osvaldo Macias, who has been active in the entertainment industry for over 30 years, has released a new album titled "Vive Tu Sueño." The album features a mix of traditional and contemporary music, with some covers of popular songs and new compositions. The album has been well-received by both critics and fans, and it is expected to do well in the Mexican market.

The Mexican singer and actor Silvia Pinal has released a new album titled "Mi Vida," which features a mix of traditional and contemporary music, with some covers of popular songs and new compositions. The album has been well-received by both critics and fans, and it is expected to do well in the Mexican market.

The Mexican singer and actress Diana López was recently seen at the international airport in Mexico City, preparing for a trip to the United States. She will be performing in Los Angeles and New York, promoting her new album "Diana López." The album, produced by renowned Mexican producer Ruben Arrieta, features a mix of traditional and contemporary music. The album has received positive reviews from critics and fans alike, and it is expected to do well in the Mexican market.
Denmark
Lennie Baldwin to Denmark to make a tour with Papa Bu’s Viking Jazz Band. They are to appear in the USOC and “Lilli Jane” (“Royal Telephone”). Dann Grammofonpladerforlag has rushed out a new single on the Storyville label featuring Lennie Baldwin’s Dauphin Street Six with a vocal by “Lilli Jane”.

Knut Mörk of Mörks Musikforlag reports to Cash Box that the American single market for Scandinavian records is interesting. An AB is the first label released in Denmark on the Triola label. The songs are “Cecilia” (Does Your Young Know You Are Out, Cecilia?) and the Italian song “Stiefelus.” The record has been very well received by the critics as well as the record buyers. Other countries are interested in the record, Mörk reports. Danish TV will play it on one of its “Let’s Play Music” programs early in Nov. Mörk also told Cash Box that he is publisher of “Ten Little Boys” (“Lovers Lane”) from Pat Boone’s latest record.

Every once in a while some sector of the entertainment field comes under fire from critics and at the time of writing it is commercial radio which is on the receiving end.”

Cash Box

Norway
American label Big Top is handled in Norway by Viking Music A/S, Kjell Karlsen, head of Viking told Cash Box.

Lennie Baldwin-born singer now living in Oslo, contracted for a three week tour in Poland. Before leaving for Poland, she will appear in a radio program in Oslo together with Nat Russell, American-born singer now living in Copenhagen, Denmark.

Sweden
Cupol songstress Mona Grain back from Near East where she entertained the Publisher Felix Stahl told Cash Box that he has placed the German song “Du sitzt so selten elegant” (“You sit so elegant”) by Hans Arno Simon with Leed Music in New York. Stahl also told Cash Box that he has recently made a deal in Sweden with AH’s first publisher in Sweden has made a deal with AMRA (American Mechanical Rights Agency, Inc.) for the collecting of mechanical fees in United States and Canada. He has sold the right to them from all of his Swedish publishers. It seems that their visit will give a boost to her disk sales in this country, EMI told a trade reception for Helen, which was attended by radio, TV and Press representatives.

Myles F. E. Wright, general manager of Radio Station 3AW, was elected Federal President of the Australian Federation of Commercial Broadcasting Stations—this was announced at the recent annual convention of the Federation.

Ron Dalton of Viking Records reports that its new house of singles includes “How Much Longer Must I Wait” (Mark London), “When My Dream Boat Comes” (Johnny Haymes) and “I Left My Heart In The Balcony” by Linda Scott. Viking recently had a problem on its hands over “You Belong To Me” by The Duprees. It seems that EMI had released this disk. After it had been on the market for a couple of weeks, it was withdrawn but has now been released by Viking.

You Can’t Have Happiness” (Bobby Darin) is making its debut visits to Australia called Cash Box to say hello and to advise that he is currently preparing a tour of New Zealand—for late October—with some top American stars. Negotiations are still going on, but by now it is safe to say that he will be here in Australia during the early part of next year. The show will include Gene McDaniels, Jo Ann Campbell and Bobby Vinton.

Four newies appear on our best-seller list of singles this issue. The Festival group has two of them—“Yes, I indeed I Do” by Johnny O’Keefe and “Venus In Blue Jeans” by Jimmy Clanton. EMI has the others, “Little Miss Lonely” by Big Joe and in the same number ten spot is “Ramblin’ Rose” by Nat King Cole.

Australia’s Best Sellers

1. Silver Threads And Golden Needles (The Springfields—Philoos) 10.00
2. Swim Maid (Del Shannon—London) Chappell & Co. 9.50
3. Alley Cat (Best Fabric—Columbia) Philips A/S 9.50
4. Tennessee Valley Waltz (Dale McManus—W&G) Leeds Music 8.80
5. She’s Not You (Elvis Presley—RCA) Belinda Music 8.70
6. Yes Indeed I Do (Carlo’s Band—London) Silver 8.50
7. I Remember You (Franis Ifedil—Columbia) Chappell & Co. 8.50
8. Shells (Tommy Roc—Amper) Quiver/ foresee 8.40
9. Lonely Heart (Europe—Columbia) 8.40
10. Venus In Blue Jeans (Jimmy Clanton—Festival) Tu Con 8.30

Ramblin’ Rose (Nat King Cole—Capitol) Comet Music

Norway’s Best Sellers

1. She’s Not You (Elvis Presley/RCA Victor) Belinda (Scandinavia) AB 10.00
3. I’ll Be Me (Cliff Richard/Columbia) Belinda (Scandinavia) AB 9.50
4. On The Border (Bobby Vinton/Columbia) 9.50
5. Honey Grove (Little Tony/Philips) No Publisher 9.00
6. Adios Amigo (Jim Reeves/RCA Victor) Egil Monn Iversen A/S 9.00
7. That's All Right (Mink Monroe/RCA Victor) Egil Monn Iversen A/S 9.00
8. No Iol, No Vin, No Drama (No Bier, No Wein, No Schnaps) (Jack Dalley/Viking) Multi Tone 8.70
9. The Final Dance (Ikan I Dalen) (The Quivers/Triola) Egil Monn Iversen A/S 8.50

Sweden’s Best Sellers

1. She’s Not You (Elvis Presley/RCA Victor) Belinda (Scandinavia) AB 10.00
3. I’ll Be Me (Cliff Richard/Columbia) Belinda (Scandinavia) AB 9.50
4. Honey Grove (Little Tony/Philips) No Publisher 9.00
5. Honey Grove (Little Tony/Philips) No Publisher 9.00
6. On the Border (Bobby Vinton/Columbia) 9.00
7. Adios Amigo (Jim Reeves/RCA Victor) Egil Monn Iversen A/S 9.00
8. That's All Right (Mink Monroe/RCA Victor) Egil Monn Iversen A/S 9.00
9. No Iol, No Vin, No Drama (No Bier, No Wein, No Schnaps) (Jack Dalley/Viking) Multi Tone 8.70
10. The Final Dance (Ikan I Dalen) (The Quivers/Triola) Egil Monn Iversen A/S 8.50

Sweden’s Best Sellers

1. The Boulevard Of Broken Dreams (Lill-Jorgen/Columbia) Scandinavia 12.00
2. I Can’t Stop Loving You (Ray Charles/Karussels) Acculf Rose Scandinavia 11.00
3. Covered Wagon (The Australian Republic Band) Stockholm’s Musikproduktion 10.00
4. Rehi Bun/Two Chappell 10.00
5. Benny Gale (Booth/Benny Vinton/Columbia) 10.00
6. Gimme Ganni (Little Tony/Karussels) Bents Music 10.00
7. I’ll Be Me (Cliff Richard/Columbia) Belinda (Scandinavia) AB 10.00
8. Honey Grove (Little Tony/Philips) No Publisher 10.00
9. On The Border (Bobby Vinton/Columbia) 10.00
10. The Final Dance (Ikan I Dalen) (The Quivers/Triola) Egil Monn Iversen A/S 10.00

Hungary’s Best Sellers

1. The Boulevard Of Broken Dreams (Lill-Jorgen/Columbia) Scandinavia 11.50
2. I Can’t Stop Loving You (Ray Charles/Karussels) Musikk-Fazer 11.00
3. Covered Wagon (The Australian Republic Band) Stockholm’s Musikproduktion 10.00
4. Rehi Bun/Two Chappell 10.00
5. Benny Gale (Booth/Benny Vinton/Columbia) 10.00
6. Gimme Ganni (Little Tony/Karussels) Bents Music 10.00
7. I’ll Be Me (Cliff Richard/Columbia) Belinda (Scandinavia) AB 10.00
8. Honey Grove (Little Tony/Philips) No Publisher 10.00
9. On The Border (Bobby Vinton/Columbia) 10.00
10. The Final Dance (Ikan I Dalen) (The Quivers/Triola) Egil Monn Iversen A/S 10.00

Cash Box—October 27, 1962

International Section
Two very important events this week. First one: Richard Anthony is without any doubt one of the most promising names on the French market. This brings some comments. When people talk here of the number one man, they usually say Hallyday, but since the holiday season started Richard Anthony seems to be the only one with dreams and whose future can't be predicted, but that its due to two principle facts. Hallyday was the idol of the teenagers, when Lawrence first made his debut and again, he pens his own lyrics, and they are just as good as any others. For Richard Anthony there is no question of friendship, and his family seems to be the public, to whom he feels loyal. And his name is Michel Magne.

Perhaps the next recording session of Hallyday will change people's minds, but in the meantime he has to conquer the hearts of the public, and this should be for quite some time to come.

Second event also very important. The circular distributed by Odene Arto, which announces a raise in the price of the classical series from NF 9.95 to 12.00 NF, is extremely significant. There is a limit in the low prices, as in these cases it is dangerous to shake these prices either lower or higher. Sell for selling purposes does not signify anything. It's only natural that people should sell to recuperate the expenses engaged, and also have the possibility to continue to create. The price fixed in the beginning by Artoe permitted it sell quite a lot, and this could have continued, enabling this firm to continue their beautiful adventure. But to the results, well lets wait and see. What we can say is that the competition is very lively, and a simple turn of prices does not resolve the solution.

I don't think I am saying anything wrong if I say that the audience for Frank, Dick and Jerry in the U.S. is growing. His name was never to speak this Bossa Nova craze is Gilbert Marouani (Editions Caravelle) and his LP "Le Parfum de la Joie" has sold 200,000 copies in the United States. He brought back material that Sacha Distel will use in his next recording session. Deffes has also acquired the rights in "Rumbling Rose," which is now a real international hit. The first LP "Chanteur" and which the Compagnon de la Chanson will groove this. While on the subject of LP's, this week, Grande Dalles, the singer and producer of the famous "Mexicali Rose," sounds very much like it! It's coupled with "Mexicali Rose," for a total of four English language songs. They're all about "Mexicali Rose." And in the air in Holland now is his recording of "Runaway" and "Baby Elephant Walk." On the label label.

Among other things, producer Leroy Anderson visited A. J. G. Strengtenh, president of the Basart Publishing House, to talk about a close cooperation between Anderson and Basart. The cooperation of Basart, "Euphonium Muziek," gave a party in Hotel Gooland, Hilversum on behalf of the distribution of the prices of the Euro- pean publisher to yesterday's evening, which is the signing of the prize winning song "Zonder Jou" to the authors. Rita Corrada recorded another song out of this competition, which was a Dutch version of the song "If You Really Want To." A Dutch party and offered her recording to the Dutch artists.

Most recently acquired by IVY Music Ltd. the Dutch rights of the Tornado's recording "Teister." Phonogram made a rush release of "Tesiara" and expects a lot of this fabulous instrumental. A cover version on the Fontana label.

Basart, who obtained the rights of the big Petula Clark hit "Monsieur," anxious watching it climb the German charts. Basart was very happy to be able to get a Dutch recording of "Monsieur" by Conny van den Bos, who has established herself as a first rate chanteuse, on Philips.

The 25th anniversary tour of the USA on April 16 in New London (New Hampshire) at the Colby Junior College. Tour was organized by the Canadian Touring Company. The 1965-1966 season will give prominence to I Musici's tenth anniversary. In Rome, the season opened with a concert which was attended by numerous heads of state. The tradition of music lovers pays homage to this group of music makers in a mutual ex- change of appreciation of their oeuvre and inspirations. The anniversary has also been marked by the issue, in English, French, German, Italian, and Dutch versions, of a special disk contained in a twelve- page booklet. The booklet is filled with interesting articles, the most fitting and lasting tribute to this body of dedicated men and women whose specific wish for the future, to use their own words, is "to play more and more beautiful music, to pass on the beauty of that music to receptive and appreciative audiences, to go on for many more years, to stay together as we are together, as we are today."

Two things happened this week. One has hopes to get the best out of the recent signing of vocal star Bobby Darin, says Boevma's Columbia label manager. The Capitol label, still in the charts with Nat King Cole's "Ramblin' Rose," will release Bobby's second album, "A Man and His Music," next week.

From now on, Boevma's Imperial label will release Petula Clark recordings here and now in the Netherlands. Once more, Dutch Decca paid full attention to Kathleen Ferrier's repercus- sions from the six years of her recording period (1936 until 1942). The show "Les Chansons de Kathleen Ferrier Memorial Series" now to a total of 19. Introduced by Opera star Bessie Besko, the series continues at the Colonia- tion when she sang Jennes "Altar," Hans Tecker, label of classical Decca in Holland, said that the large color painting of Kathleen Ferrier by illustrator Berg, also on all EP covers, will be distributed on card- board displays to present dealers.

A very promising release on the Dutch market is Karl Denver's fantastic recording of "My Mother's Eyes" on Decca. It isn't certain yet that it will come out for a TV performance, but backed with a recording like this several of his previous records like "Sleepy Lagoon," would guarantee that we'll hear a lot more of his music. As John Ros of Dutch TV says, "Kathleen Ferrier is a genuine artist and a name to watch."

Four of Erroll Garner's famous Trio recordings from the 1949-50 period for the RCA Victor Label will now reach the Dutch people. They're rare and sought after recordings by the many Garner fans, like "Flamingo" and "Cotton Tree," and are once more a Dutch tribute to Garner's masterful piano playing.

Will Bob Moore score once more? His new recording of "Ain' Mean King Jim," "Put Me In The Honey," "Mexican Rose," and "What Is This Thing Called Love?" for RCA Victor, is "Mexico," sounds very much like it! It's coupled with "Mexicali Rose," for a total of four English language songs. They're all about "Mexicali Rose." And in the air in Holland now is his recording of "Runaway" and "Baby Elephant Walk." On the label label.

Cash Box—October 27, 1962
“SAFELY IN LOVE” (2:13) [Acuff-Rose BMI—Ashworth]

“I TAKE THE CHANCE” (2:21) [Acuff-Rose BMI—I. C. Louvin]

ERNEST ASHWORTH (Hickory 1189)

Faron Young had a first-rate coin-puller with his last release of “The Comeback” and this new two-sided entry seems destined to go the same success route. The charted predecessor his third recording by vocal blunts in winning stead on “Safeley In Love,” a catchy, pop-styled happy blueser. “Down By The River” is a tender, chorus-backed, lament with some excellent guitar work. Either end can make it real big here.

“KING OF THE BLUES” (1:50) [Acuff-Rose BMI—Ashworth]

“I TAKE THE CHANCE” (2:21) [Acuff-Rose BMI—I. C. Louvin]

LORETTA LYNN (Decca 31435)

Loretta Lynn, who scored last time out with “Success,” comes up with a potent follow-up stanza with this new Decca release. The top side here, “Get Set For A Heartache,” is a first-rate, slow-moving country weeper ensared with loads of authority by the lark. Eye it for rapid acceptance. The flip, “World Of Forgotten People,” is a real pretty, slow-shufflin’ ballad with an attractive pop flavor.

THE BALLAD OF JED CLAMPETT” (2:01) [Carolintone BMI—Henning]

“COAL LOADIN’ JOHNNY”

Loretta Lynn—(Rose, Scruggs, Flatt)

LESTER FLATT & EARL SCRUGGS (Columbia 12488)

The bluegrass vets could have their giant hit in quite a while with this delightful, fast-moving novelty ditty tagged “The Ballad Of Jed Clampett.” The tune, which the theme songs of the new TV’er “The Beverly Hillbillies,” has enough built-in exposure to move up the charts in no time flat. On the other side, “Coal Loadin’ Johnny,” the duo deliver a top-notch folk-flavored opus with an appealing, commercial melody.

“I WAKE UP CRYING” (2:24) [Copar-Forrest BMI—McPherson]

“AFRAID TO LOOK BACK” (Copor-Forrest BMI—McPherson)

WARNER MACK (Decca 31436)

Warner Mack could jump once again into the national spotlight with this promising new pop-flavored newbie tagged “I Wake Up Crying.” The tune an attractive, medium-paced affair with a lush arrangement is given an excellent send-off by Mack. The chart tells a plaintive story in “Afraid To Look Back,” another top-rung popish effort. Wax could skyrocket.

GRANDPA JONES (Monument 801)

(B+) “4 T FOR TEXAS” (2:16) [Peer International BMI—Rogers] The vet country performer unleashes his potent vocal talents full-blast on this lively, high-spirited yodelin’ affair. With the proper exposure the side could receive quite a bit.

(B+) “TRITZEM YODEL” (2:11) [G-J Music BMI—Jones] This time out the chanter offers another fast-moving country-yodeledin’ effort. Plenty of potential here.

BUD CROWDER (Toppa 1078)

(B+) “ROOM FOR ONE MORE HEARTACHE” (2:25) [Central Songs BMI—Mize] Bud Crowder effectively utilizes the dual-track technique for the “Ballad Of Jed Clampett.” The tune, which the theme songs of the new TV’er “The Beverly Hillbillies,” has enough built-in exposure to move up the charts in no time flat. On the other side, “Coal Loadin’ Johnny,” the duo deliver a top-notch folk-flavored opus with an appealing, commercial melody.

“I WAKE UP CRYING” (2:24) [Copar-Forrest BMI—McPherson]

“AFRAID TO LOOK BACK” (Copar-Forrest BMI—McPherson)

WARNER MACK (Decca 31436)

Warner Mack could jump once again into the national spotlight with this promising new pop-flavored newbie tagged “I Wake Up Crying.” The tune an attractive, medium-paced affair with a lush arrangement is given an excellent send-off by Mack. The chart tells a plaintive story in “Afraid To Look Back,” another top-rung popish effort. Wax could skyrocket.

GRANDPA JONES (Monument 801)

(B+) “4 T FOR TEXAS” (2:16) [Peer International BMI—Rogers] The vet country performer unleashes his potent vocal talents full-blast on this lively, high-spirited yodelin’ affair. With the proper exposure the side could receive quite a bit.

(B+) “TRITZEM YODEL” (2:11) [G-J Music BMI—Jones] This time out the chanter offers another fast-moving country-yodeledin’ effort. Plenty of potential here.

BUD CROWDER (Toppa 1078)

(B+) “ROOM FOR ONE MORE HEARTACHE” (2:25) [Central Songs BMI—Mize] Bud Crowder effectively utilizes the dual-track technique for the “Ballad Of Jed Clampett.” The tune, which the theme songs of the new TV’er “The Beverly Hillbillies,” has enough built-in exposure to move up the charts in no time flat. On the other side, “Coal Loadin’ Johnny,” the duo deliver a top-notch folk-flavored opus with an appealing, commercial melody.

“I WAKE UP CRYING” (2:24) [Copar-Forrest BMI—McPherson]

“AFRAID TO LOOK BACK” (Copar-Forrest BMI—McPherson)

WARNER MACK (Decca 31436)

Warner Mack could jump once again into the national spotlight with this promising new pop-flavored newbie tagged “I Wake Up Crying.” The tune an attractive, medium-paced affair with a lush arrangement is given an excellent send-off by Mack. The chart tells a plaintive story in “Afraid To Look Back,” another top-rung popish effort. Wax could skyrocket.

GRANDPA JONES (Monument 801)

(B+) “4 T FOR TEXAS” (2:16) [Peer International BMI—Rogers] The vet country performer unleashes his potent vocal talents full-blast on this lively, high-spirited yodelin’ affair. With the proper exposure the side could receive quite a bit.

(B+) “TRITZEM YODEL” (2:11) [G-J Music BMI—Jones] This time out the chanter offers another fast-moving country-yodeledin’ effort. Plenty of potential here.

BUD CROWDER (Toppa 1078)

(B+) “ROOM FOR ONE MORE HEARTACHE” (2:25) [Central Songs BMI—Mize] Bud Crowder effectively utilizes the dual-track technique for the “Ballad Of Jed Clampett.” The tune, which the theme songs of the new TV’er “The Beverly Hillbillies,” has enough built-in exposure to move up the charts in no time flat. On the other side, “Coal Loadin’ Johnny,” the duo deliver a top-notch folk-flavored opus with an appealing, commercial melody.

“I WAKE UP CRYING” (2:24) [Copar-Forrest BMI—McPherson]

“AFRAID TO LOOK BACK” (Copar-Forrest BMI—McPherson)

WARNER MACK (Decca 31436)

Warner Mack could jump once again into the national spotlight with this promising new pop-flavored newbie tagged “I Wake Up Crying.” The tune an attractive, medium-paced affair with a lush arrangement is given an excellent send-off by Mack. The chart tells a plaintive story in “Afraid To Look Back,” another top-rung popish effort. Wax could skyrocket.
**Cash Box - Country Roundup**

**Pos. Last Week** | **Pos. Last Week**
---|---
1 | 1 |
26 | 27 |
27 | 26 |
28 | 41 |
29 | 25 |
30 | 35 |
31 | 34 |
32 | 29 |
33 | 43 |
34 | 36 |
35 | 39 |
36 | 32 |
37 | 38 |
38 | 47 |
39 | 28 |
40 | 44 |
41 | 48 |
42 | 49 |
43 | 46 |
44 | 47 |
45 | 40 |
46 | 48 |
47 | 49 |
48 | 50 |
49 | 50 |
50 | 50 |

**Special news flash: United Artists’ George Jones is now represented by Nashville-based Wilshire Agency according to an announcement sent out last week from the Music City by the chanter, H. W. “Pappy” Daily and Bob Neal of the talent stable. Jones and his band, “The Jones Boys” along with Georgie Riddle have been one of the biggest audience-drawing acts in the country. The agency plans to build up a national booking and tour policy, as well as looking to Jones as the headline attraction. . . . Further cause for excitement at the agency is the recent joining of the Louisiana Brothers to exclusive contracts. Bob Neal is currently making plans for a special appearance for the Capitol duo in one-nighters and tour dates.**

---

**2 Hot Releases**

**LONZO & OSCAR**

**CATFISH DINNER**

*b/w*

**DON’T WANT TO CHANGE IT NOW**

**Nugget—2032**

**MELBA MONTGOMERY**

**“HAPPY YOU LONELY ME”**

*b/w*

**“YOUR PICTURE”**

**Nugget—2033**

---

**Ed McLemore’s Big “D” Jamboree on the 27th. The Victor chanter will be assisted on the bill by Norma Jean, The Conner Family, Chuck Jennings, Judy Beaver and Cowboy Weaver.**

---

**Vokes Music Publications sends along word that Sunday Music are now representing the firm throughout the world, outside of the United States. Howard Vokes, topper of the pubpery, says his activity on his firm's entire catalog is getting wider exposure in several foreign countries via single records, EPs and albums.**

---

**Ernest Tubb and the Texas Troubadours just finished a successful stand in Woodward, Oklahoma. The gang is now set to play a slew of dates in the Lone Star State.**

---

**Indie promo man Sick Norris and Smiley Monroe are covering ground these days hitting a lota Texas cities for personal. The occasion for all this fancy travelin’ is to promote the chanter’s new Toppa release of “Bluegrass In Hollywood.” Just received word that Bill Collie cut a ses- sion for Reprise in Los Angeles a while back. The first sides are due for release in four weeks.**

---

**Cash Box—October 27, 1962**

---

**Country Top 50**

1. *Mama Sang A Song*<br>Bill Anderson (Decca 31404)
2. *I’ve Been Everywhere<br>Hank Snow (RCA Victor 8072)*
3. *I’m Gonna Change Everything<br>Jim Reeves (RCA Victor 8080)*
4. *Cow Town<br>Webb Pierce (Decca 31421)*
5. *Pride<br>Ray Price (Columbia 42518)*
6. *A Girl I Used To Know<br>George Jones (United Artists 505)*
7. *Kickin’ Our Hearts Around<br>Buck Owens (Capitol 4826)*
8. *Don’t Go Near The Indians<br>Res Allen (Mercury 71997)*
9. *The Burning Of Atlanta<br>Cluade King (Columbia 42581)*
10. *Devil Woman<br>Marty Robbins (Columbia 42466)*
11. *We Missed You<br>Kitty Wells (Decca 31423)*
12. *Big Fool Of The Year<br>George Jones (United Artists 506)*
13. *Sooner Or Later<br>Webb Pierce (Decca 31421)*
14. *Wall To Wall Love<br>Bob Gallow (Hickory 1181)*
15. *The Violet And The Rose<br>Little Jimmy Dickens (Columbia 43456)*
16. *Daddy Stopped In<br>Cloudy Grey (Mercury 72014)*
17. *I Can’t Stop (My Lovin’ You)<br>Buck Owens (Capitol 4826)*
18. *If You Don’t Know I Ain’t Gonna Tell You<br>George Hamilton IV (RCA Victor 8063)*
19. *Hello Out There<br>Carl Bible (RCA Victor 8059)*
20. *Another Day, Another Dollar<br>Wynn Stewart (Challenge 9164)*
21. *The Sound Of Your Footsteps<br>Willis Bowes (Decca 31425)*
22. *I’m Walking Slow (And Thinking About You)<br>Rey Price (Columbia 42576)*
23. *Must You Throw Dirt In My Face<br>Louise Bros. (Capitol 4823)*
24. *Little Black Book<br>Jimmy Dean (Columbia 42529)*
25. *Willie The Weeper<br>Billy Walker (Columbia 42492)*
26. *Wicked World<br>Kitty Wells (Decca 31422)*
27. *Footsteps Of A Fool<br>Judy Lynn (United Artists 472)*
28. *Why Can’t He Be You<br>Patty Cline (Decca 3149)*
29. *Send Me The Pillow You Dream On<br>Johnny Tillotson (Cadenza 1444)*
30. *36-22-36<br>Johnny & Jack (Decca 31423)*
31. *So How Come (No One Loves Me)<br>Din Gibson (RCA Victor 8086)*
32. *Bonanza<br>Johnny Cash (Columbia 42512)*
33. *The Greatest Actor<br>Wanda Jackson (Capitol 4853)*
34. *Just Passing Through<br>Letty Priessi (Columbia 42521)*
35. *I’d Fight The World<br>Johnny & Tonya Hadley (Columbia 42499)*
36. *Cajun Joe<br>Barry & Doug (Hickory 1177)*
37. *Under Cover Of The Night<br>Dave Dudley (Jubilee 5484)*
38. *Pride Goes Before A Fall<br>Jim Reeves (RCA Victor 8080)*
39. *Stranger<br>Letty Priessi (Columbia 42521)*
40. *A Tear Fell<br>Earl Scott (Kapp 854)*
41. *Everybody But Me<br>Ernest Withrow (Mickey 1170)*
42. *I Sat Back And Let It Happen<br>Leroy Van Dyke (Mercury 72018)*
43. *When Two Worlds Collide<br>George Jones & Margie Singleton (Mercury 72034)*
44. *Heartaches<br>Patty Cline (Decca 3149)*
45. *Cancel The Call<br>Charlie Phillips (Columbia 42526)*
46. *You Must Be True<br>Jimmy Newman (Decca 31416)*
47. *Does He Mean That Much To You<br>James O’Gwynn (Mercury 72008)*
48. *The End Of The World<br>Shooter Davis (RCA Victor 8089)*
49. *160 Pounds Of Hurt<br>Walter Smith (Liberty 55470)*
50. *There’s Gonna Be Love In My House Tonight<br>Willie Nelson (Liberty 55484)*

---

**Coast To Coast It’s Bob Gallion’s Wall To Wall Love**

**Hickory 1181**

---

**Nugget Records**

**MOVES TO MONTGOMERY**

---

**ATTENTION! DISTRIBUTORS, ONE STOPS, AND RECORD SHOPS—ORDER NOW! SEVERAL CHOICE AREAS STILL OPEN!**

---

**Personal Appearances**

**Jack Logan**

**Nugget Records**

**ROUTE 1 GOODLETTSVILLE, TENNESSEE**

---

**Nugget Records**

---

**ABC-TV**

---
HOTTEST COMBO OF THE YEAR Seeburg's exciting new combination remote selector and speaker unit is actually a miniature stereo phonograph. It does everything but spin records...a perfect companion in style and performance for the new LP Console. It features albums, true stereo sound, and it's personalized. And it has an exclusive new name, too...Seeburg Stereo Consolette.
The vending convention which came to a close last week in San Francisco was unlike the exciting and colorful performances which preceded it, and the industry is the better for it today.

For the excitement of last year and certainly the preceding years stemmed mostly from the unknown, much of which never satisfied the expectations of the originators. The colorful machine which acted almost human was in reality a hope more than a fact. More money will be made from the facts as they were presented at this trade show which closed on Tuesday, October 16.

The independent operator—who is receiving much publicity today—continued to be the center of many discussions. He is in fact in stronger contention than ever now that there is the probability of a combined buying association taking form. The independent operator was mentioned at nearly every planned meeting. In fact more small operators seemed to be in evidence than ever before and there were signs that perhaps the number of operators in business today has grown sharply.

Attendance was down compared with the fantastic figure of last year but again, exhibitors thought more operators of a smaller size were on the scene. Sales were ahead for the year in almost every instance and the main reason given from the floor, from the meetings, and from the corners of the elegant dining rooms in this favorite of cities was simple—additional locations, a healthy sign of the future.

A large number of coin machine people were in attendance—distributors and operators alike. In the past their presence may have been brought about through coincidence, convenience, or idle curiosity. But this year those who traveled to California did so for one reason—to take a long, hard look at what may be a sensible adjunct to a music operating business already expanding into cigarettes and candy in many areas of the country.

Iced drink machines and dollar bill changers no longer turned heads, but changes from within the machines which will result in greater performance and lower service costs were in evidence everywhere and this is what the operator looked for.

It was a sensible convention from beginning to end and most visitors returned home with more than their money’s worth, as usual. From here on in it appears as though the vending conventions will offer a more substantial route to profits from automatic merchandising, sans glamour. We believe that’s exactly what the progressive operator expects when he attends his annual trade show.
SAN FRANCISCO—The most sophisticated town in the United States proved to be a wonderful choice for the 1962 NAMA Convention but 4000 conventioneers managed to keep their heads in a fashion that reflects the state of the vending industry today. The glamour has rubbed off and Wall Street has looked for another boom industry. Vending reached maturity this year and the convention floor proved it.

From the opening day, Saturday, October 13th, when keynote speaker Martin Agronsky told the audience that they cannot “Stop the world and get off” but rather “stay on and make the best of it,” the members of the vending industry were staying on the automatic merchandising road to success and without the glamour, they were making the best of it. Meetings highlighted details such as penny-profits, increased volume through countless techniques (but not vast increases), greater emphasis on proper sanitation, pilferage, the ever-present cloud of tobacco-health problems, and personnel-labor problems. The meetings sounded as though they were attended by old line veterans of the steel or automobile businesses instead of the once typed “infant” of American industry.

Attendance was off from previous years and the guess was that the cost of attending the Convention in this distant city with all of the extras which come about may have been a little too much for the average vendor. Next year’s meeting returns to Chicago and it is expected to boost attendance past the 5000 mark once again.

Exhibitors were satisfied with the action, though, and complaints were few and far between. Visitors were heard to gripe about “nothing being new” which in reality was an unformed complaint since there was much to be viewed for the first time, although the revolutionary advances of past years were not in evidence.

Super-market merchandising, new fresh-brew coffee ideas, postage stamp and book vendors, an instant shoe-shine pack, excellent improvements in hot food and oven-heating methods, money-handling, but more prevalent than ever was the emphasis on performance and reliability of equipment. This was evident in almost every exhibit booth.

Two firms introduced new background music systems, NAMA announced its profit findings within the industry during 1961 (ahead by 1% over last year), members elected Lou Risman (Mystic Automatic Sales) president of NAMA for one-year which begins January 1 following Herb Geiger who will step down, and the future of the independent operator was discussed. Details of these events appear throughout this post-convention issue.
Vending Shows Two New Coin-Operated Racks

SAN FRANCISCO—Three models, two of them new, of The Vendo Company’s revolutionary coin-operated rack merchandiser were shown at the National Automatic Merchandising Association trade show this month in San Francisco.

By automating the well proved rack merchandising technique, Vendo, the world’s largest manufacturer of automatic vending equipment, is entering a vast multi-million dollar industry.

Any item which can be packaged on a card up to nine inches long and five inches wide can be sold by these remarkable new merchandisers. There are already hundreds of products available in the popular blister, skin or Stretch Pak® format, that with a simple addition of a special grommet can be immediately sold from the automatic rack merchandisers.

Popular selections that now come in packages readily adaptable to the automatic rack merchandiser include cosmetic and health items, household goods, hardware, pet needs, souvenirs, fishing tackle, sundries, notions, articles of clothing and stationary supplies.

The first coin-operated rack merchandiser developed by The Vendo Company was introduced at last year’s NAMA show and since that time has undergone extensive field testing. It is a large double-section merchandiser that offers 89 different selections and has a total inventory capacity of from 800 to 1,000 individual items. With the “Visti-Mart,” products are sold in bulk dispensing rods which are controlled from a central panel. The customer chooses the price of the item he desires, deposits nickels, dimes or quarters in any order, in the coin changer, and a button at the end of the rod to remove the article he has selected. An automatic catch prevents a second item from being slipped off. The customer’s hand must hit the button to activate the product, but he cannot remove it until it is paid for. The machine makes change and sells at prices ranging from five cents to a dollar in nickel increments.

Essentially, each of the 98 dispensing rods on the unit is a vending machine. For example, when a quarter is dropped into the coinage mechanism any single item selling for 25 cents may be taken off any one of the dispensing rods. The two new automatic rack merchandisers that Vendo produced at the big trade show operate in the same manner as the Visti-Mart. However, they take different forms.

The “Variety Vend,” a smaller version of the Visti-Mart, features 20 coin-actuated vending posts and is ideally suited for low volume locations or for the merchandising of a single company’s complete line of products. This unit is 65 inches tall, 36 inches wide and only 18 inches deep. It will accept change up to a dollar and its coin take different forms.

The second variation is the result of automating the conventional tree-type rack merchandiser. This is a 6-sided revolving unit that has a capacity of 240 products while requiring the very minimum amount of floor space. It has 24 vending posts on a total of four sides. The fifth side is the coin control panel. The unit is 57 inches tall and has a radius of 30 inches. It also accepts coins up to a dollar.

The Vendo coin-operated rack merchandisers are available for the first time the controlled sale of single items. The model will open up new markets to manufacturers of numerous items, making their products available in locations where it would otherwise be impossible to sell them.

The automation of this important merchandising technique represents one of the most important advances in the history of the automatic merchandising industry.

Continental Introns 4-Selection Ice Cream Vendor

SAN FRANCISCO—The vending industry’s first four-selection ice cream dispensing machine, Continental Vending Machine Corporation’s new Ice Cream Shoppe—was unveiled last week at the National Automatic Merchandising Association Show at Brooks Exhibit Hall.

A complete variety of ice cream products: bars, pops, sandwiches and novelties, are available in a single machine for the first time. The Ice Cream Shoppe is equipped with a totally new coin computing system which permits three different price settings, accepts any combination of coins, and produces change.

In addition, the machine has a complete automatic defrosting system and evaporator and assures consistent temperatures in the high-temperature world.

Beside the new ice cream machine, Continental Vending is displaying its complete range of products, headed by the successful Continental Vending Machine Corporation’s only 30-bank cigarette machine (which also can dispense cigarette cases) and its new Conti-Cold Fresh Brew machine, which serves coffee with or without cream and sugar.

A variety of other automatic machines are currently being developed at the Continental Vending research laboratories, according to Company President Harold Roth. These include a Dari Shoppe, a single cup brew Coffee Shoppe, an all-purpose vendor for hot and cold service, a Candy Shoppe, a Pastry Shoppe, and one-and five-dollar bill changers, all with new improvements.

Named Univid Director

SAN FRANCISCO—Martin Agronsky, NBC News Analyst and internationally known correspondent, addressed the NAMA Convention audience on Saturday morning. One of 13. His keynote speech advised the listeners to think of Dr. Khrushchev in the light of Anthony Newley, whose current Broadway hit says, “Stop the World, I Want to Get Off.” Agronsky’s address was based on the premise that since we can’t stop the war, we must find a way to stay on and live.

His talk covered international experiences over 20 years and his association with the world’s great leaders. He emphasized that the peoples of the capitals of Europe seem to live a life of zest filled with intensity during the factory working day and the pleasures of the relaxing evenings. “But,” he said, “what’s the question,—are we heading for annihilation?”

Agronsky’s talk asked that we do not stress the need for war, nor should we stand ready to appease. He stated that his own philosophy centered more on a middle of the road policy which reflected Winston Churchill’s remark, “jaw is better than war.”

Agronsky defended President Kennedy’s actions on many recent political and international involvements, and he criticized Congress for reacting to Premier Khrushchev’s “Pavlov’s dog” technique of ringing the bells of moving America answer the call.

“AmeriVend will invent a machine with the answers to these world problems we’ll have to get along with the old-fashioned way,” he asked. The audience responded with a smile and applause.

“AmeriVend” is the name of the new company which will be responsible for inspection and quality at all Seeburg plants.

Agronsky Keynotes NAMA Sessions

SAN FRANCISCO—Martin Agronsky, NBC News Analyst and internationally known correspondent, addressed the NAMA Convention audience on Saturday morning. One of 13. His keynote speech advised the listeners to think of Dr. Khrushchev in the light of Anthony Newley, whose current Broadway hit says, “Stop the World, I Want to Get Off.” Agronsky’s address was based on the premise that since we can’t stop the war, we must find a way to stay on and live.

His talk covered international experiences over 20 years and his association with the world’s great leaders. He emphasized that the peoples of the capitals of Europe seem to live a life of zest filled with intensity during the factory working day and the pleasures of the relaxing evenings. “But,” he said, “what’s the question,—are we heading for annihilation?”

Agronsky’s talk asked that we do not stress the need for war, nor should we stand ready to appease. He stated that his own philosophy centered more on a middle of the road policy which reflected Winston Churchill’s remark, “jaw is better than war.”

Agronsky defended President Kennedy’s actions on many recent political and international involvements, and he criticized Congress for reacting to Premier Khrushchev’s “Pavlov’s dog” technique of ringing the bells of moving America answer the call.

“AmeriVend will invent a machine with the answers to these world problems we’ll have to get along with the old-fashioned way,” he asked. The audience responded with a smile and applause.

“AmeriVend” is the name of the new company which will be responsible for inspection and quality at all Seeburg plants.

“Coffee 100” Shown

SAN FRANCISCO—American Univid Corporation unveiled its latest vending product, “Coffee 100,” at the NAMA Convention in San Francisco. Among 28 items, “Coffee 100” will be available for use in all outlets from restaurants to pools and office facilities to the military.

“Coffee 100” as its name implies, is a 100% pure coffee concentrate. It contains no preservatives or additives of any kind. He asked the audience, “Hot or cold water, and most important, has the flavor and aroma of freshly brewed coffee, according to company officials.

Other advantages “Coffee 100” offers the vending machine operator are found in economical portion control, the product is free of sediment, residue, and old-fashioned waste. It cuts storage space, promotes easier dispensing and requires no preparation, thus reducing maintenance costs and problems.

MARTIN AGRONSKY
NBC News Analyst

CHICAGO—Leonard Gross, Executive Vice President, Operations, of the Corporation has announced two appointments.

Carl Carlin has been appointed Vice President of Operations. Carlin, a veteran of more than 20 years with Seeburg, is in charge of all facility planning, both domestically and overseas, as well as all tooling and factory maintenance.

Marion Gregory, who has been in charge of quality control since joining the company in 1948, has been elected Vice President, Quality Assurance. In his new capacity, he will be responsible for inspection and quality at all Seeburg plants.
A Convention Of Machines and Men ... and Ideas.

IMPERIAL: Stewart McDonald, Gene Sabin, E. R. Sabin

NRI: Stan Schlaf, W. R. Sabol

UNIMATCHCO: James Brown, Chas. Pittman, Frank Tapper

AMERICAN UNIVEND: I. Roll, R. A. Gaffney

SERV-O-MATIC: J. Groely, H. Weirauch, M. Menzer

PLANTATION: Mal Kaufman, Paul Ridgeway

ROCK-OLA: Jack Shawcross, John Bilotta, Frank Doyle

COFFEE-MAT: Bob McCarthy with Italian visitors

M&R: S. Kallick, D. Dudley, F. Smith

AMERICAN UNIVEND: Ralph Vance, Jack Hopson

SMOKESHOP: A. Weymouth, J. Bilotta, A. Brier, W. Gross

Coca-Cola: Arthur Roberts, Dave Collins

SEEBURG: H. Wertheimer, B. Fitz, Z. Hovsepian

SEEBURG: Stu Auer, Mr. and Mrs. Wm. Pound

CONTINENTAL-APOCO: J. Stumston, H. Sternberg, P. Mallay, W. Sherman

Cash Box—October 27, 1962
1962
OPERATOR PROFITS ON ROCK-OLA COFFEE VENDING EQUIPMENT WERE THE GREATEST EVER...

1963
PROFITS WILL BE EVEN GREATER WITH THE NEW ROCK-OLA LINE

MODEL 1401
ROCK-OLA IVI SINGLE CUP FRESH BREW COFFEE MACHINE. Coffee 4 Ways, Fluffy Hot Whipped Chocolate. All Dry Ingredients. (Extra Creme and Sugar Button.)

MODEL 1401-S
Same Features As Model 1401 with Addition of Delicious Hot Whipped Soup. (Extra Creme and Sugar Button.)

MODEL 1800
ROCK-OLA IVI SINGLE CUP FRESH BREW COFFEE MACHINE. Coffee 4 Ways, Fluffy Hot Whipped Chocolate. Granulated Sugar. Fresh Refrigerated Cream. (Extra Creme and Sugar Button.)

MODEL TRILB-M
ROCK-OLA IVI BATCH FRESH BREW COFFEE MACHINE. Coffee 4 Ways, Fluffy Hot Whipped Chocolate. Hot Whipped Soup. (Extra Cream and Sugar Button.)

MODEL 3402

ROCK-OLA IVI CORPORATION-FRED HEBEL CORPORATION
SUBSIDIARIES OF ROCK-OLA MANUFACTURING CORP.
800 NORTH KEDZIE AVENUE • CHICAGO 51, ILLINOIS

LOOK TO ROCK-OLA FOR ADVANCED PRODUCTS FOR PROFIT

Cash Box—October 27, 1962
A Convention Of New Techniques, New Markets

STANDARD: James McNutt, Bill Denin

DR. PEPPER: R. Lancaster, R. Stone, J. Corbin

VENDO: J. Burlington, M. Hocus, W. Meeder, C. Hughes

DEAN'S-GENL. FOODS: Tom McAdams, putting

AVENCO: J. Montgomery, B. Otteson, R. Selsin

F&F: K. Wilson, J. Freeman, R. E. Hurley

CURTISS: Major Bush, J. B. Galtarneau

PEPSI-COLA: P. McLaughlin, P. Hughes

DuGRENIER: B. Grady, F. DuGrenier, G. Lanker, D. Gibbs

AUSTIN: M. Asch, E. Fox, J. Graham

RESEO: John Gilman, Ralph Meutz

HERSHEY: B. O'Conor, W. E. Deardon, J. Elie, W. O'Leary

FEARN: Mrs. Faye Coolidge, Bob Clark

BONDWARE DIV: Lee, Perpignani, Roll, Drum, Krogman

CAMPBELL: Bill Palmer, Chas. Staehle

D. L. CLARK: Mrs. E. Schwartz, W. Taylor, R. L. Green

MERKLE-KORFF: Simms, Strand, Bratt, Band

Cash Box—October 27, 1962
The new classic in cigarette merchandising the “personalized”

RIVIERA

by Rowe

Outstanding Sales Features

• New “personalized” display panel plugs your location, creates interest, conversation.

• Your choice of five dramatic front panel colors: Turquoise, Spring Yellow, Tropic Orange, Twilight Black, Gold White, Charcoal Black or White cabinet colors.

• Sav-a-Match control button. Saves you money by cutting match costs as much as 30%.

• Increased capacity. 20 brands, 800 packs.

• New, easy-view instant action selection keyboard.

• Perfected Rowe mechanism, reinforced steel cabinet, accepts all combinations of coins.

MAKE NEWS—MAKE SALES!
WITH

RIVIERA

ROWE AC SERVICES
Division of Automatic Canteen Company of America
18 South Michigan Avenue, Chicago 3, Illinois
A Convention Of
Proven Equipment,
Reliable Performance

BECH-NUT: A. Boudreau, R. L. Vandre, J. Boudreau

BLUMENTHAL: Joseph Blumenthal, Wilbur Carlisle

AMERICAN HOME: Charles Beedle, Joe Kelly

SILVER SKILLET: Al Arreger, Thomas Steele

BEV. EQUIP. LEASING: Geo. Haas and M. Toohey

HEINZ: M. G. Chapman, W. M. Hedblade

DIXIE: J. C. Redd and visitors

OLD WORLD: Simpson, DeRolf, McNeil, Young

CANADA DRY: C. Kavanagh, N. Tunell, M. Fishman

PROGRESS FOR VENDING: Logan, Sharps

BOWEY'S: J. Michael, R. Murphy, H. R. Murray

P. LORILLARD: Haglund, Russell, Levinson

PHILIP MORRIS: Merl Sorenson, Walt Hauser

UNIVERSAL VENDORS: M. McIntyre, Ben Palafox


NABISCO: J. Adams, H. Berger, W. Jackson

COAN: Robs. Fosser, Bob Morris, J. K. Bennett

Cash Box—October 27, 1962
This is the famous Continental "30" — the world's most versatile cigarette salesman. Let's you sell as many brands as you want. Let's you stock up to 830 packs if you need to. The industry's most distinguished salesman, its handsomely designed cabinet comes in a wide variety of colors, wood grains and vinyl finishes. Features Push-A Pak Selector Buttons and illuminated coin-entry plate. And inside... the industry's most advanced mechanism, for guaranteed service-free performance. The Continental "30" is now on thousands of locations all over the country, building profits 2 ways: 1) increasing volume, and 2) reducing service costs. Put this super-salesman to work for your locations.

Full-line vending calls for unity of equipment — matched-quality as well as matched-styling. Every Continental-Apco machine in this line up is designed and engineered to perfection. /The SodaShoppe that is the standard of the industry./The Tobacco Shoppe "30" (formerly "Corvette"), a cigarette vendor that has increased volume and reduced service costs in every location./The new Autotronic CoffeeShoppe Fresh Brew (with fluid or dry cream) that serves the finest cup of coffee ever vended./The new Autotronic Ice Cream Shoppe with complete automatic defrosting system./The new Autotronic Hot Food Shoppe that serves a hot meal from the deep frozen state in one operation. The line-up you've been waiting for!

**CONTINENTAL-APCO INC.**
THE WORLD'S FOREMOST PIONEERS OF AUTOMATIC VENDING EQUIPMENT
A Division of Continental Vending Machine Corp.
5000 Brush Hollow Road, Westbury, L.I., N.Y., 11590 4-7200

**AND COMING SOON!** New Autotronic Dari Shoppe ■ New Autotronic Single-Cup Brewed Coffee Shoppe ■ New Autotronic All-Purpose Vendor for both hot and cold service ■ New Autotronic Candy Shoppe ■ New Autotronic Pastry Shoppe ■ New Autotronic Dollar and Five-Dollar Bill Changer
A Convention Of
Ideas From
The Vendors,
The Suppliers,
The Leaders

LIGGETT & MYERS: G. B. Leake, Pat Tobin

JENNINGS: Howard, Moore, Rischmueller

BROWN WILLIAMSON: Gardner, Rolain, Ma-
ger, Rood

MECHANICAL SERVANTS: Baum, Brookstone

VENVERSAL: Galin, Willoughby, Magnuson

TENCO: Henry Yesson, Ed Stanton

PROGRESSIVE: Shilken, Sells, Baker, Williams

COFFEE 100: M. Lindsley, B. Glassman, L.
Glassman, R. Lindsley

GENL. CIGAR: Harold Sutro, Robt. Thayer

AMERICAN TOBACCO: Dikeou, Kaye,
Mooney, Mrs. Ditron

CHEVROLET: A. Kent and J. M. Peek

VENDAVERSAL: Galin, Willoughby, Magnuson

NECCO: McAdams, Pian, Harrington

VICTOR: McCormack, Parker, Mertz

RAYTHEON: Moyer, Kuhl, Epstein, Lane

VISITORS: Jack Lou and Stan Schwaf

NAMA
Convention
Photos
Begin
on Page 58

Cash Box—October 27, 196
SAN FRANCISCO—Figure exhibit of The Seeburg Corporation at the AAMA show includes a display of the typical distributor's set-up comprising the company's new and improved parts department, and receiving and shipping departments.

Seeburg is adding two additions to its line of modular vendors, an improved model 604 of the Seeburg/Bally coffee vendor and the new Seeburg milk and juice carton vendor. This distributor display is the focal point of the exhibit and is designed to demonstrate the advantages of Seeburg's unique marketing operation through a nationwide chain of independent distributors. Seeburg alone of all vending equipment manufacturers, it is pointed out, operates entirely through local distributors.

A special slide-film presentation, operating for 20 minutes, ticks off the benefits to the operator of the local distributor concept.

Six major points are stressed in the slide-film and by Seeburg personnel at the booth.

1. The convenient "telephone close-in" service is available immediately.

2. The automatic cash register used only by the local distributor and available throughout the country.

3. The Seeburg driver is the focal point of the exhibit and is designed to demonstrate the advantages of Seeburg's unique marketing operation through a nationwide chain of independent distributors. Seeburg alone of all vending equipment manufacturers, it is pointed out, operates entirely through local distributors.

4. The "Simplifies your work, our worry" service to the local distributor.

5. The stock of parts and supplies is available immediately and the Seeburg driver is the focal point of the exhibit and is designed to demonstrate the advantages of Seeburg's unique marketing operation through a nationwide chain of independent distributors. Seeburg alone of all vending equipment manufacturers, it is pointed out, operates entirely through local distributors.

6. The "Seeburg Service for all Types of Vending Machines" in the light of today's economic conditions.

New Microwave Oven

SAN FRANCISCO — A simplified microwave oven designed for vending operations has been exhibited at the NAMA convention by Raytheon Company.

When used by consumers to heat refrigerated food, the new Mark IV microwave oven is ideal for vending machines and hot food vending machines. It is used as a companion equipment for cold food vending machines. The new oven has a built-in, refrigerated food compartment and a separate door for easy access.

The new oven is designed to hold food for up to 24 hours at temperatures of 35° to 40° F. The oven has a capacity of 300 pounds of food per day.

In addition to the "Simplifies your work, our worry" service to the local distributor, the oven also simplifies the operator's work in that it is completely automatic, with no operator needed.

Raytheon simplified microwave oven is designed for vending operations where only a small area or a limited number of machines are required.

The oven is a compact, lightweight unit, with a volume of 1.5 cu. ft. and a weight of 150 lbs. It is designed to be installed in any vending machine cabinet or other space available.

The oven is completely automatic, with no operator needed. It is designed to hold food for up to 24 hours at temperatures of 35° to 40° F. The oven has a capacity of 300 pounds of food per day.

Simplifies your work, our worry that provides double protection against theft of books and cash box contents. Cash box is kept individually and available through side door.

The Book-O-Mat can be converted into "Shop-O-Mat", a machine which automatically selects a variety of packaged merchandise, such as cosmetics, costume jewelry, dental and shaving needs, and other products—again, over a wide price range.

Williams Firm Eyes Paperback Sales Income From Book Vendor

SAN FRANCISCO—A new automatic book vending machine, which offers forty titles over a price range from 26 cents to $2.25, has been placed on the market by Williams Electronic Merchandising Corporation of Chicago.

The new "Book-O-Mat" was introduced by Sam Stern, president of Williams, who said that the machine eliminates many of the objectionable features of off-the-shelf racks. The books are not handled by the purchaser; thus, there is no soiling, exchange or vandalism.

Since the "Book-O-Mat" operates unattended, Stern anticipates it will boost considerably the sales of paperbacks, which already enjoy annual sales of more than 150 million dollars. The machine, Stern said, can be placed in food, drug and department stores, motels, church lobbies, schools and college union buildings, airports, bus depots, hotels, railway stations, clubs, arcades, military posts, bowling centers, hospitals and subways, among other locations.

Stern cited 1961 paperback book sales of $11,000,000, which he says show that the market includes 100 million adults, 18 years or older, who read just less than three books per person a year. During 1961, 276 million paperback books were sold at $1.25 per book, or $2.25 in increments of 5 cents.

Two front door locks and a side door provide double protection against theft of books and cash box contents. Cash box is kept individually and available through side door.

The Book-O-Mat can be converted into "Shop-O-Mat", a machine which automatically selects a variety of packaged merchandise, such as cosmetics, costume jewelry, dental and shaving needs, and other products—again, over a wide price range.

Williams planned to place 1000 machines in the San Francisco Bay area in the coming months, with an initial goal of 10,000 machines during the first year of operation.

Stern explained the coins are accumulated, counted and recorded in increments of 5 cents, and are held in special "escrow" until book is delivered to customer. After delivery, coins are deposited in locked cash box. Book vend ed is immediately replaced by another.

It is impossible for a patron to underpay, overpay or get a free book. All underpayments and overpayments are returned. Also, slugs and spurious coins are rejected. The Book-O-Mat is serviced by removing glass face of machine (same key for two locks). Operator lifts door up and outward, raises book retainer until it лачеs into position, and then inserts books of same price and thickness in each compartment. One book is placed in each display section.

The price adjusting panel consists of a vertical row of wires numbered from one to 40. These numbers correspond to numbers on book compartments. The wires identified from A to K represent individual price circuits. They are factory-set at "A" for 25 cents, "B" for 50 cents, "C" for 75 cents, etc., but are subject to quick chageover. All such values are marked on strip above each wire. Prices "A" to "K" may be changed to any value from 5 cents to $2.25 in increments of 5 cents.

Two front door locks and a side door provide double protection against theft of books and cash box contents. Cash box is kept individually and available through side door.

The Book-O-Mat can be converted into "Shop-O-Mat", a machine which automatically selects a variety of packaged merchandise, such as cosmetics, costume jewelry, dental and shaving needs, and other products—again, over a wide price range.
NAMA Elects Risman President;
Millman, Howard, VP's; Manning, Treas.

SAN FRANCISCO—Louis J. Risman, president, Mystic Automatic Sales Co., Medford, Mass., has been elected pres- ident of National Automatic Merchandising Association. He was elected last week at a one-year term which begins January 1, 1963, at the Automatic Vending Industry's annual national Convention and Trade Show held in San Francisco, October 13-16.

Risman succeeds Herb A. Geiger, Geiger Automatic Sales Company, a Division of United Servomation Corporation.


Long active in vending industry af- fairs, Risman most recently served as NAMA senior vice president. In addi- tion, he has served on numerous indus- try committees and has been a member of the association's Board of Directors continually since 1952.

Elected to the five new members of the NAMA Board of Directors were: Willard Geiger, Seeburg Vendors, Inc., Indianapolis, Ind.; Harry Rosen,

New Rowe AC

Background Unit

San Francisco—A complete back- ground music system providing nearly 60 hours of continuous programming from a compact unit that the hatbox is being unveiled here at the NAMA Convention by Rowe AC Services.

Called "Customusic," the new sys- tem offers the distinctive libraries—"commercial," "atmosphere" and "pro- duction." Each is tailored to the par- ticular needs of restaurants, stores, institutions, factories or offices.

Installed in the system is the "program- master" play center, measuring 13 3/4" x 11 5/8" x 13 3/8". Endless tape contained in six completely enclosed, dust-tight cartridges provide about 60 hours of continuous operation. In addition, an ingenious sequencer automatically avoids any consecutive repeti- tion of the same selections.

The complete "Customusic" installa- tion includes amplifiers, speakers, mi- crophones and radio tuners whenever desired. The "Programmaster" unit also operates in conjunction with sound systems already installed.

Full details of "Customusic" back- ground music systems may be ob- tained from Dept. MJ, Rowe AC Serv- ices, 18 S. Michigan Ave., Chicago 7, Ill.

New First In, First Out

Vending News

Cash Box

Cash Box—October 27, 1962

SAN FRANCISCO—A first-in-first- out candy vending machine which delivers the actual bar displayed, thus greatly cutting service and mainte- nance time, was displayed here at the NAMA Convention by Rowe AC Services.

The new machine—a production prototype of an experimental model first shown at the 1962 NAMA Con- vention—employs a unique vending mechanism which automatically vends the same bar displayed. Because a customer receives the bar he sees, di- fference of the same price of the bar can be carried within a column.

The "first-in-first-out" principle as- sures a continuing supply of fresh candy, and facilitates complete, faster control over inventories. Customer preferences are also easily discovered and changes can be made quickly to keep up with demands.

Capacity of the new candy machine is 12 bars in ten columns, plus a full assortment of gum and mint, in four columns. A new coin mechanism allows three different sale prices up to 25¢, and delivers change in nickles or dimes.

Complete information may be ob- tained from Dept. MJ, Rowe AC Serv- ices, 18 S. Michigan Ave., Chicago 7, Illinois.

First Coin-Operated Copying Machine Viewed

SAN FRANCISCO—On display at the Automatic Merchandising Association show was the world's first photocopier designed for coin op- eration by the phototype machine.

The "Docustat" is a fully-automatic photostat machine that photographs any material placed on its top glass surface and delivers an 8 1/2 x 11 inch, high-contrast copy in just 30 seconds. It copies letters, contracts, newspaper and magazine articles, and reproduces pages from books without having to remove the pages them- selves.

The "Docustat" can copy letter-size or legal-size material. Printed or typewritten matters, handwriting, colored pencils or inks, art work and illus- trations are all faithfully reproduced. Complete privacy is assured when using the DOCUSTAT. The machine retains no record of material. No one but the operator can see either the original or the copy; there is no nega- tive made and nothing to peel off or throw away and no harm whatsoever can be done to original material, because it does not pass through the machine.

The "Docustat's" simple operation has never before been achieved. It is fully automatic: just insert one quarter.

The "Docustat" provides a public service for those who do not have ac- cess to a typewriter or phototype machine.

New Jennings Milk

SAN FRANCISCO—A new milk ven- dor featuring four completely sep- arate conveyer systems which are individually removable for fast simple carton change or reloading without emptying the machine, is the newest vendor of its kind, ac- cording to Jennings & Company, official, developers of the new machine.

We've answered all the old prob- lems with this one," said Louis Urban, Jennings & Company President, in his office. "Installation is simple, and maintenance is just going to be a matter of putting in the milk and taking out the money."

The machine is claimed to be the simplest on the market as far as sanita- tion and cleaning are concerned, and it meets all Sanitation and Health Codes anywhere in the country. Typi- cal of the new design is a completely sanitary and tamper-proof delivery stage. As the door is opened to re- move the carton, a second door closes automatically to seal off the interior of the vendor.

All switches are hermetically sealed, as is the compression unit, and mov- ing parts are cut to an absolute mini- mum to assure completely dependable operation and a minimum of main- tenance. Operates on standard 110 Volt AC circuits.

Redd Appoints 3 More Dists

For Giepen Vending Line

RED OFFERED COFFEE VENDORS AND INSTANT SHINE PACKS: Left- ly right in the Redd NAMA Booth are Blake's "Cinch," Free Struve, Huber Wizom, who are the three new distributors appointed by Redd.

SAN FRANCISCO—Si Redd, Presi- dent of Redd Distributing Company, Inc., New England distributing firm representing the Giepen Corporation internationally, exhibited the first two coffee vendors at the NAMA Con- vention here last week, along with "Cinch," instant-shoe-shine, a product designed and packaged for a vending machine which Redd has manufacturered. Model GA 400, and Model U-Mix 100, are instant vendors. The smaller model offers a capacity of 114 packs with a variety of coffee, soup and hot chocolate available. The Model 400 holds 490 packs. Redd advised that while the machines attracted a vast number of operators, his prime con- cern was in appointing distributors for the line. By Monday evening, three major distributors were added to the growing Redd network of representa- tives. The names of the outfits will be available next week when negotia- tions have been completed.

Redd Distributing is located in Brighton, Massachusetts, where the veteran coin machine and vending dis- tributor represents Seeburg and five major amusement machine lines throughout five New England States.

and in Washington, D. C., there is continuous use of "Docustat" ma- chines located in office lobbies, Gov- ernment buildings, libraries, hotels, banks, railroad terminals, colleges, and in many other high-traffic areas, according to company officials.

Distribution and service will be pro- vided by local independent owner op- erators in each city under franchise to the manufacturer.
Rock-Ola Execs Call New Hot Drink Innovation “Revolutionary Development” New Model 3402 Exhibited At NAMA Show

SAN FRANCISCO—Rock-Ola Manufacturing executives are extolling the new Rock-Ola “IIV,” Model #3402 hot drink vending machine, which was exhibited at the NAMA Convention last week. This vendor, according to Jack Barabash, offers simplicity in operation and servicing, unexcelled versatility, and is unmatched in locations.

Model 3402 serves rich, aromatic coffee four ways. Also taste-tempting tea four ways, and delicious, hot whipped chocolate. It is a completely automatic hot drink vendor.

One of the vital features stressed strongly by David C. Rockola, president of Rock-Ola Manufacturing Corporation, is that Model 3402 hot drink vendor fits easily in any size location. He refers to it as “the little giant among hot drink machines.” Furthermore, he said, operating costs are very minimal.

A surprising innovation is the new chocolate cannister in the machine, with a motor-driven augur, which dispenses chocolate directly into the wrapper. Thence, from the wrapper directly into the cup. Thus, avoiding mixing coffee, tea and chocolate tastes together. This, Rockola feels, is one of the most revolutionary developments in hot drink vendors. It is a first by Rock-Ola Manufacturing.

Risman Lauds Independent Operator “Much To Learn, Little To Fear From Giants”

SAN FRANCISCO—Independent vending companies will maintain their share of the market, and possibly increase it, as the vending industry grows further, Louis J. Risman told vending executives at the program session of the vending industry’s national Convention here today.

Independent locally owned vending companies, he said, can achieve an even greater share than the 84 per cent which they now hold, if they do now,” the President-elect of the National Automatic Merchandising Association told the Convention which is attended by some 8,000 vending executives from all parts of the world.

“However, this won’t be true unless you apply the right kind of management organization and aggressive promotion to your operation,” Risman added.

In an address entitled, “What’s Ahead for Independent Operators,” Risman pointed out that the operating company managers of the past two years have not halted the progress of independent locally owned companies.

In the past year, many new vending companies have sprung up as in any year I can remember,” he said.

“Surely, there must be even more opportunity for those of us who are already in the business as independents. We have much to learn, but nothing to fear from the emergence of the national operating companies,” Risman admitted. “There is one thing, that a large company can do which you as an independent cannot also do.”

Risman paid tribute to the many hundreds of single-product operators as a result of the move toward national companies in the past few years. “Our prestige, our ability to obtain financing, our extension into new markets, all of these have been facilitated by the merger moves. But, if you are to compete, to win, to retain your place in the industry of small locally owned businesses,” he said.

“When you realize that about 84 per cent of our business is still in the hands of independent operators, that some 6,000 independent companies operate alongside a handful of national companies, so that proper perspective the opportunities and dangers are present for those who are independent and alert vending operators,” he stated.

Risman emphasized that competition with national vending companies is not a foregone conclusion, but strictly in the local scene. “You in Cincinnati are not competing with Canteen Company in Chicago, with A & R A in Philadelphia or with United in New York, your local competition,” he said.

Risman cited the advantages of local companies as “local ownership and decision-making power, the flexibility of operation, and ability to make spot decisions without delay. Independent companies do not neglect community activities “which go hand in hand with local ownership of any business.”

“You must know more than you’ve ever been called upon to know in your business, however, in order to compete with the national companies,” he urged independent companies to be constantly alert to changing developments in the vending industry.

Risman cautioned that national companies are not the exclusive force in local vending markets. “You are surely aware that the independent operators like yourself are far more important as competitors than the national companies,” he said. “You’ll do well to operate your business with your eye on them as well as on the national companies. They get more of the publicity, but don’t necessarily get more of the business in your hometown market.”

Risman, who heads the National Automatic Sales Company, Medford, Mass., warned vending operators that “the one hundred dollar sale or merger moves unless you’re sure it’s in your own best interest. Never accept them.”

He cited the emergence of regional purchasing organizations and independent operators as one of the many ways in which local companies can gain the same advantages as their national counterparts.

“In the next few years, vending will probably change and advance more than it ever has in its history,” Risman warned. “These changes will offer great opportunities for any vending company which is alert and well managed, regardless of size or type of ownership,” he said.

Risman urged independent companies to take a serious look at diversification. “I have myself faced the question of diversification and have concluded that it is no longer possible to specialize. The independent operator can no longer maintain a basic line and face the market alone. He must add other more profitable products. The slim profit margin and the lack of competition of us talk about right now, but we should think of the future. How we can make those margins which we single-product operators face on several other machines together with a few other lines.”

Risman was elected President of the National Automatic Merchandising Association Saturday and will begin his term of office January 1, 1963, succeeding Herb A. Geiger of Milwaukee. (See separate story.)

Cash Box—October 27, 1962

Coan Shows New Pastry Vendor

SAN FRANCISCO—The Coan Manufacturing Company featured a new Pastry Vendor in its NAMA exhibit last week, which has a capacity of 47 items and is designed to vend any type pastry or snack under the maximum dimension of 2” height—4” width—6” length. The machine is a console model.

A button which can be revolved is used to make pricing adjustments. The vendor comes in colors and can be set to vend items priced from 5¢ to 40¢. The machine vend all items for the same price once it has been set.

Model 188—a vendor with a capacity of 188 items, along with the Coan standard Model 74 which vend candy and cigarettes, and a new Model 94 which has a larger capacity.

Coan Manufacturing Company was represented by a staff of executives from the Madison, Wisconsin firm, headed by President Robert G. Morris.

DuGrenier Hot Drink Has “All-Coin Panel”

SAN FRANCISCO—In addition to its standard line of cigarette and candy vendors all of which were exhibited at the NAMA Convention last week, the Arthur H. DuGrenier firm introduced a new hot drink vendor—Model HD500. The hot drink machine is equipped with DuGrenier’s “all-coin panel” which sets for any combination of nickels, dimes, quarters at any three prices up to $1.50. The all-coin panel is now standard equipment on the company’s MCC-Sn, KC-20, KTNLCC Multi-Pack, and KCC14 Smokeraster. Dick Gibbs, sales manager of DuGrenier, headed a staff of executives from the firm’s exhibit during the four-day show.
**Rowe AC Exhibits Complete Line**

SAN FRANCISCO—Rowe AC exhibits combina- tion vest-pocket coin-operated vending machines featuring rugged, unitized construction to pro- vide economical service in locations in plants and offices, was dis- played here at the NAMA convention by the firm.

Named “Celebrity,” the full line covers both soft-drink, snack, candy, and cigarette items. A particularly effective unit for the janitorial market, which dispenses tabletopware, napkins, plates, jellies, and condiments.

“Customer-tested” color of light blue is new for this line. Additional colors are white, blue, green, and yellow.

New National Candy Machine

SAN FRANCISCO—A new candy vending machine, with the number and individual size of selections of the most popular small-size candy servicing ease—was announced here last week by A. F. Diederich, presi- dent of the firm.

The merchandiser introduces an en- tire new design. The candy is dispensed in 1-lb. tubes on trays which swing out for loading and acceptance of payments, with a swing- ing arrangement that assures “first-in, first-out” sale.

National Vendors is displaying a pro- ducing machine of the new mer- chandising Association Convention, in Boott Hall. The firm is the world’s largest manufacturer of candy and vending machines.

Style to match the merchandiser in the Vendor Module line, the new candy machine is electrically operated. The front is dominated by an illu- minated display of the 21 selections. Be- cause each selection is a button which the user presses lightly to obtain his purchase.

The merchandiser accepts nickels, dimes and quarters to the exact pur- chase. The selection is made by the user from a menu of 21 selections, with prices from a nickel to $1.25. Prices are determined by the user’s needs. A quick-disconnect price board arrange- ment of price setting is used both for the selection of the candy and the machine will vend and for the display of the menu.

Inside the machine are ten mer- chandise trays. They can be moved up and down by a mechanism. The trays contain a selection of items. A vend button is placed on the tray, parallel to the front of the machine.

The machine is placed on the tray. When the customer makes a selection, the machine is gener- ating one unit of merchandise to be de- livered from the tray.

There are two spiral trays, and one—designed primarily for paper goods. Small items are placed on the trays. The spirals can in a variety of sizes to accommodate selections of different sizes and are easily interchangeable, and provide capacity of 75 to 100 selec- tions depending on size.

 Celebrity Hot Food Vendor: Show- cases a variety of soups, soups and soups, 140 cans; additional 120 in optional preheat storage.

 Celebrity Candy Vendor: Candy, cookies, crackers, gum, mints and fruit drops. 11 columns, total of 340 items.

 Heaven Candy Vendor: Displays and serves sweets, individual pies, donuts, ice cream bars, hard and soft ice cream. 500 capacity, manual, incorporating the world-famous Rowe candy vending mechanism.

**New National Candy Machine**

**Gottlieb Ships “Flipper Cowboy” With Add-A-Ball Score Feature**

CHICAGO—Alvin Gottlieb, D. Gottlieb & Company, this city, announced the release of the “Flipper Cowboy” to Gottlieb & Company’s dealers. The machine takes part in the current test in many of the firm’s world-wide distribution points has, according to the firm, been the most popular Add-A-Ball feature of the manufacturing exec. “Flipper Cowboy” features 5-dimensional light box and cabinet and a “flipping and realistic background effect.” Each time the ball goes out of the playing area, the Cowboy in the light box shoots and a target spins in a complete 360° circle.

In addition, “Flipper Cowboy” fea-

**Parks Show Set For Nov. 25-28**

CHICAGO—John Bowman, Execu- tive Secretary of the National Asso- ciation of Amusement Parks, Pools and Beaches, New York, has announced last week that the Annual Parks Show will be held November 25-28 in the Sherman House in Chicago, as it has been for many years.

The show is supported by coin-operated and non-coin-operated vendors with rides as well as major suppliers to the amusement park industry. Several of the best-known local amusement vendors will display shows featuring new arcade and animatronics equipment, in addition to a series of meetings which center around the amusement busi- ness from the amusement park stand- point.

In the New York area, the Mike

**Nebraska Ops Hold Qty. Meet**

OMAHA—The Music Guild of Ne- braska was set for its quarterly meet- ing scheduled to be held here October 20-21 at the Lincoln Hotel in Lincoln, Nebraska. Howard Ellis, Secretary, Treasurer of the coin machine operat- ing association, stated that exhibits will be a part of the Convention. Sup- pliers, distributors, and dealers were present to see the new machines to be displayed, probably through the facili- ties of the H. Z. Vending Sales Company and Rock-Ola distributor in this area.

**New National Candy Machine**

**Newpond Cake**

SAN FRANCISCO—Lee Kaufman, Vice-President of Plantation Baking Company, announced that the company has introduced a new product—The Cinnamon Pound Cake — is priced under a nickel a unit. The newest product not yet in production is the Date Nut Bar. The firm packs in slim-lined cartons—144 count.

**Curtiss Displays**

SAN FRANCISCO—The Curtiss Candy Co. headed by J. S. Bailey, Convention Chairman, advised that the company’s complete line of new products was on display at the show in addition to Circlets and French Fries. Curtiss is currently promoting the movie “Gypsy” in an ad out Curtiss company tie-in campaign.

**Cash Box—October 27, 1962**
Miller Resigns MOA Post, Snodgrass Elected Pres. Board Broadens Base To Include Games, Membership Services To Be Expanded; Convention Plans Set

CHICAGO—Officials and board members of the Music Operators of America, Inc. held an executive meeting in the association's offices on Friday and Saturday, October 12 and 13. At this meeting, George A. Miller resigned officially as president and executive director of MOA, effective Saturday, October 13. J. Harry Snodgrass of Albuquerque, New Mexico was elected president to fulfill Miller's unexpired term. Snodgrass had been secretary-treasurer of the association for several years.

Simultaneously, Lou Casola (Rockford, Ill.) was elected secretary-treasurer and Clinton S. Pierce (Brook- head, Wisc.) continues as chairman of the board. All other officers remain in their present positions.

The bylaws of the association were amended resulting in two major changes as follows: (1) base of the association was broadened (Article 2 Section 2) and (2) the association has worked with firms operating coin-operated music machines or other devices that produce music and coin-ammunition devices. (3) The president will be a member of the industry in this, and all subsequent, elections.

A special committee was appointed to review the recommendations made by Bob Blundred, MOA’s managing director, on programs and services the association should install. This special committee met on Friday evening, October 12. Members of the committee attending the above meeting were Tom Greco (New York), Lou Casola, Harry Snodgrass and Clinton Pierce. In attendance were Nick Allen, MOA’s legal counsel, former president George A. Miller, and Bob Blundred, in ex-officio capacity.

Prime purpose of the special committee meeting was to review the staff recommendations in full and to decide which recommendations should go into effect immediately, and to suggest ways and means of raising the necessary funds to implement the approved recommendations.

The committee decided on the following:

1. A public relations program should be established. (2) An expanded program of membership services and activities should be established. (3) A membership drive should be established.

Lou Casola was appointed chairman of a special committee to direct the public relations phase of this 3-point program. The basic responsibilities of this committee will be to direct and decide what public relations activities will be conducted, and to establish a method of financing these activities as needed for this program. It was point out that no public relations program will be effectively implemented. Lou Casola was invited to assist him in this phase of the program.

Three individuals who agreed to approved the Board of Directors were Lyndy Nardone (Rochester, N.Y.), C.C. Bishop (Raleigh, N.C.), and Royce A. Green, Sr. (Andrews, S. C.).

There was much discussion on the major medical group insurance plan MOA has in effect. A proposal was made to set the deductible limit at $500.00 and raise the limits from $5,000.00 to $10,000.00, providing that the additional costs be paid by the Board.

An advisory committee, consisting of past presidents and former directors was established. Members will be appointed by the president. The prime purpose of this committee will be to advise on matters of policy affecting the industry and association.

BULLETIN

JFK Signs Endless Bill, Bans Bingos

WASHINGTON, D. C.—President John F. Kennedy signed the Endless Bill (S.5168) on Thursday, October 18, thereby making it illegal to ship bingo game interstate. The bill becomes law 60 days from the date of President's approval.

The House-Senate Conference Committee voted a revised version of the Endless Bill on August 29 after both Houses approved the legislation.

The Endless Bill, while banning the interstate shipment of gambling devices, does not affect coin-operated machines, bingos and uprights which also take multiple coins. The Bill does not affect in any way the free-play table machines or other standard coin-operated amusement machines.

Actually, the Bill which is vague in context, makes illegal the shipment of gambling devices and it is also removed from the workings of committees which reviewed the Endless Bill that the legislation is aimed at the bingo machine.

Although the changes in the Bill before it was approved by a House Conference Committee, last approved the legislation, it included the insertion of a provision which states that it shall be unlawful to transport any gambling device into any state in which it is transported by any person and disseminated as lawful in a statute of that state. This amendment is referred to as the state rights amendment and

it is not clear exactly which state is included, or would be included upon test, in addition to Nevada which has legalized gambling machines.

In a statement issued to the trade in September (Cash Box, Sept. 10), Ray Moncy, President of the Bally Manufacturing Company, announced that the company will discontinue the manufacture of multiple coin in-line games if the Endless Bill becomes law. The firm will, however, continue to manufacture coin-operated amusement machines, including shuffle alleys and arcade equipment, as it has for many years.

OPERATE Williams VAGABOND Single Player with New DROP TARP and more ways to get Extra Balls See Your Williams Distributor

ONLY WURLITZER HAS THE TEN TO TUNES GAMES MUSIC BULLETIN

CHICAGO—Officials and board members of the Music Operators of America, Inc. held an executive meeting in the association's offices on Friday and Saturday, October 12 and 13. At this meeting, George A. Miller resigned officially as president and executive director of MOA, effective October 13. J. Harry Snodgrass of Albuquerque, New Mexico was elected president to fulfill Miller's unexpired term. Snodgrass had been secretary-treasurer of the association for several years.

Simultaneously, Lou Casola (Rockford, Ill.) was elected secretary-treasurer and Clinton S. Pierce (Brookhead, Wisc.) continues as chairman of the board. All other officers remain in their present positions.

The bylaws of the association were amended resulting in two major changes as follows: (1) base of the association was broadened (Article 2 Section 2) and (2) the association has worked with firms operating coin-operated music machines or other devices that produce music and coin-ammunition devices. (3) The president will be a member of the industry in this, and all subsequent, elections.

A special committee was appointed to review the recommendations made by Bob Blundred, MOA's managing director, on programs and services the association should install. This special committee met on Friday evening, October 12. Members of the committee attending the above meeting were Tom Greco (New York), Lou Casola, Harry Snodgrass and Clinton Pierce. In attendance were Nick Allen, MOA's legal counsel, former president George A. Miller, and Bob Blundred, in ex-officio capacity.

Prime purpose of the special committee meeting was to review the staff recommendations in full and to decide which recommendations should go into effect immediately, and to suggest ways and means of raising the necessary funds to implement the approved recommendations.

The committee decided on the following:

1. A public relations program should be established. (2) An expanded program of membership services and activities should be established. (3) A membership drive should be established.

Lou Casola was appointed chairman of a special committee to direct the public relations phase of this 3-point program. The basic responsibilities of this committee will be to direct and decide what public relations activities will be conducted, and to establish a method of financing these activities as needed for this program. It was pointed out that no public relations program will be effectively implemented. Lou Casola was invited to assist him in this phase of the program.

Three individuals who agreed to approved the Board of Directors were Lyndy Nardone (Rochester, N.Y.), C.C. Bishop (Raleigh, N.C.), and Royce A. Green, Sr. (Andrews, S. C.).

There was much discussion on the major medical group insurance plan MOA has in effect. A proposal was made to set the deductible limit at $500.00 and raise the limits from $5,000.00 to $10,000.00, providing that the additional costs be paid by the Board.

An advisory committee, consisting of past presidents and former directors was established. Members will be appointed by the president. The prime purpose of this committee will be to advise on matters of policy affecting the industry and association.

WANTED TO BUY

• Will pay top prices for LATE-HOOTLED DAMES • BALLY BINGO • BARBELLS OF FUN • LOU CASOLA • ROYCE A. GREEN • UNITED TRIPLE PLAY • ALL ELECTRICAL

ARCADE EQUIPMENT

C.C. Gainer • $1100

C. C. Montgomery • $1250

C. C. Merriam • $1250

Merc. Floor Griz. • $85

Full Bell Win. • $500

Walt. Floor Griz. • $350

Walt. Poppy Tab. • $300

Get Shot Buckets • $250

Kinks, Metal Tab Tops • $25

Metal Tab Tops • $25

Mould. Fire Ball • $125

Wirharts Griz. • $45

Hawkes, Full Bell • $150

Jacks Floor Griz. • $85

Ball • $110

Walt. Floor Griz. • $100

Walt. Red Geeks Griz. • $100

Walt. sisters Griz. • $100

AUTO PHOTO—Midnight, Silver King Model 301, $450.00 Mid. Silver King Model 301, $1,200.00

DISTRIBUTORS FOR WURLITZER, UNITED, GOTTILLY AND MIDWAY

CLEVELAND COIN Machine Exchange, Inc.

2039 Prospect, Cleveland, Ohio

1615 W. Broad Street

1508 Fifteenth Ave.

Pittsburgh, Pa., C.E. 32793

GLASS BOTTLE DISTRIBUTOR

Cash Box—October 27, 1962
The Coin Machine Scene

Music and Games Representatives Take A Long, Hard Look At Vending

Lee Brooks, Tom Herrick, Joe Orleck
Abe Green, Irving Kaye, Howard Kaye
Lee Brooks, Jake Friedman

Henry Wertheimer, Zav Houspian, Nat Sodow
Alvin Gottlieb, Elky Ray, Lou Wolcher
Fred Pollok, Dave Rosen, Joe Orleck

Jack Gordon, Frank O'Brien, Joe Orleck
Hugo Pfohe, David Rockola, Al Adickes
Max Hurwich and Joe Orleck

Joe Orleck, Bill Fitzgerald, Lee Brooks, Jack Dunwoodie
Perry and Dee Wachtel
James McGuire, Mr. and Mrs. George George
Sandy Moore

Joe Orleck and Joe Robbins
Mickey Anderson and George George
Marty Tookey and Al Rodstein
Mr. and Mrs. Joe Orleck

Gary Sinclair and Al Weymouth
Gil Kitt and Abe Green
Sam Weissman
Leo Simone, Bob Portale, Lou Wolcher
TO YOU WHO REMEMBER VALUED FRIENDS AT CHRISTMAS...

The Person you Remember.

CHOSES HIS OWN GIFT!
— from a Beautiful Color Catalog (in the price range you wish)

HOW COULD HE NOT BE SATISFIED?

- Avoid giving the wrong gift to the right person
- Avoid extra shopping when the stores are packed
- All gift shipments are unconditionally guaranteed against loss or damage.

THEY PICK WE SHIP WE WILL ENCLOSE A PERSONALIZED CARD WITH EACH GIFT.

NATIONWIDE means the finest names in the gift merchandise field. All of our merchandise and shipments are fully and unconditionally guaranteed.

EACH SHIPMENT IS UNCONDITIONALLY GUARANTEED
1. We send you photostat of your recipient’s signed selection slip.
2. We send you photostat of signed merchandise receipt slip.

ORDER BLANK

NATION-WIDE-GIFT-SERVICE
DIVISION OF MAR-MATIC SALES COMPANY, INC.
1009 E. BALTIMORE STREET
Baltimore 2, Md. phone: EA. 7-5745
UNITED STATES CABLE ADDRESS—MAR-MATIC

Please send me a sample Gift Presentation Folder
Please Rush me the following Gift Presentations
Charge my American Express Card

QUANTITY PLAN COST
1 $5.00
2 10.00
3 15.00
4 25.00
5 50.00
6 70.00

FIRM NAME

ADDRESS

AUTHORIZED SIGNATURE

On all shipments west of the Mississippi R. add 5%. All prices subject to excise and sales tax as applicable.

TOTAL

Plan Price
1 $5.00
2 10.00
3 15.00
4 25.00
5 50.00
6 70.00

All Prices Include Shipping Charge

PLEASE NOTE—
On all shipments west of the Mississippi R., add 5%. All prices subject to excise and sales tax as applicable.

A Delightful Effect Is Created...
When Your Recipient Chooses his own gift.

OUR 4 STORY BLOCK LONG WAREHOUSE

is the home of the world’s finest names in gift merchandise.
Our modern warehousing and shipping facilities provide fast, dependable service throughout the free world.
We maintain our own efficient offices in principal European cities and enjoy a high reputation in our field.
Our Very Best Service Is At Your Disposal

NATION-WIDE-GIFT-SERVICE
BALTIMORE, MARYLAND
**World's Largest Inventory For Sale**

Send for Complete Lists

**Arcade—Games Bingos—Rides Music, etc.**

**David Rosen**
Exclusive AMI Dist. To Pa.
855 N. Broad Street, Phila. 23, Pa.
Phone—Center 2-2903

**Shuffles—Bowlers**

Shuffles

- Bally Lesty Shuffles 295
- Bally Deluxe Glen 275
- Bally Official Jumbo 350

Bowlers

- C.C. Martell Jr.-Write 331
- C.C. Pat Del—Henderson 423
- C.C. Double Feature 245
- C.C. Championship 125
- Un. Regulation 99
- Un. Henderson 125
- Un. Alixx 115
- Un. Stopxx 159
- Un. Lightpin 150
- Un. Clipper 175
- Un. Sunny 175
- Un. Captain 195
- Bally Rainbow 75
- Bally Spectra 162
- Bally Sunset Alley 275
- Bally TV 175
- Bally Victory 195
- Bally Champion 125
- Bally Dixie Ribbon 1325

**Monroe**

Coin Machine Exchange, Inc.
2423 Payne Ave.
Cleveland 14, Ohio
Superior 1-4600

**Shuffles**

- Culp and Wurlitzer's Johnson Cover Four City 6 O' Service

TULSA—It developed into a full and busy show when Culp and Wurlitzer Field Service Engineer Karel H. Johnson, during the first week of October, "You can always count on it." The event was a complete and thorough job of organization, reported Johnson. "Arriving in the Oklahoma area we got off to an early start Monday, October 1, in Oklahoma City. We had in attendance the following personnel from B & M Music Company and Culp Distributing; Bob Donaldson, Jimmy Hunley, Paul Davis, Ivan England, John Miles, Jerry Burroughs, Ben Dickson, J. B. Haddock, Wally Al- lison, John Riley, Jack Campbell, Bill Tensley and LeRoy Kitch," stated the Wurlitzer field service man.

"Thursday the 3rd, we were in Tulsa, Oklahoma. We had another good group," continued the rep, with Dale Rarie of Leer Music Company, and the remaining from B & M Music Company were Hurry Ackley, Phil Deming, Hershal Emberton, George Bringefeld, and Howard Riley.

"Wednesday night, October 2, we started the show in Muskogee, Oklahoma, while there we held a Service School for the personnel of Rast Music Company.

"Thursday, October 4, we were in Ardmore, Oklahoma, and a Service School lasted all day. Those in attendance were
ter's Leadman But Schwartz of Oklahoma Vending Company." Culp was in attendance at each of the schools and the speakers thoughtfully pleased at the results according to reports. He said that the schools are "an important segment of his business. More and more men are eager to attend whenever these schools can be arranged. It gives the men of these companies an opportunity to get together and exchange ideas and further helps them understand the business better. Of particular interest are the electronic components and electrical salesmen displays at which Johnson did not do at each of these schools," said Culp, "and I personally feel the men attending gained a great deal from them.

"Our absence on Tenth Avenue this week may have been noted by a few but that is neither here nor there. The fact is we spent our time on Nob Hill in San Francisco way up there in that B.C. area," said Culp, "a place that you have to go to if you want to make the city. The reason was the 1962 NAMA Convention which seems to have been extremely important. In connection with the convention we visited the trade vending show which was held in what may refer to as the finest city in the USA. It was our first visit and we hope it will not be our last. And the idea that one industry can have a convention where they can get to know your shop is where you place your key card—and there was just about enough room for us... and our 156 fans.

Joe Orlick and his lovely bride Pauline attended the conventions and lit on Sunday for the far east honeymoon which has been mentioned here before. It seems as though Joe is quick to take advantage of the presence of these things. Upon returning from the honeymoon they were present at the UJA Victory Dinner (which honored Joe) last May, and then proceeded to get married on the eve of the NAMA show thereby having at his command thousands of friends who have met Joe Pauline and have offered congratulations. Joe has always planned ahead.

And now for the names of our parishioners who were on the San Francisco scene: among those who distributed equipment in nearby hotels was the lovely Friday, who has the highly attractive 6-pocket tables in a suite at the St. Francis and there was no shortage of either hospitality, or the liquid refreshment which makes even the shy ones aggressive. Irving must have entertained more than one hundred visitors, and we were among them... Barneys Supermarket, Abe Green, Mickey Anderson, Joe Ash, Dave Rossman, Rich Cloud, Joe Culp, Abe Raskin, Bruce Harris, Kenneth Streug, Hony Smith and John Payson. Also there was Joe Culp for Southern Vending; also attending were Joe Brown, Marc Fontana, George Culp, and all of Oklahoma Vending Company." Culp was in attendance at each of the schools and the speakers thoughtfully pleased at the results according to reports. He said that the schools are "an important segment of his business. More and more men are eager to attend whenever these schools can be arranged. It gives the men of these companies an opportunity to get together and exchange ideas and further helps them understand the business better. Of particular interest are the electronic components and electrical salesmen displays at which Johnson did not do at each of these schools," said Culp, "and I personally feel the men attending gained a great deal from them.

Joe Orlick and his lovely bride Pauline attended the conventions and lit on Sunday for the far east honeymoon which has been mentioned here before. It seems as though Joe is quick to take advantage of the presence of these things. Upon returning from the honeymoon they were present at the UJA Victory Dinner (which honored Joe) last May, and then proceeded to get married on the eve of the NAMA show thereby having at his command thousands of friends who have met Joe Pauline and have offered congratulations. Joe has always planned ahead.

And now for the names of our parishioners who were on the San Francisco scene: among those who distributed equipment in nearby hotels was the lovely Friday, who has the highly attractive 6-pocket tables in a suite at the St. Francis and there was no shortage of either hospitality, or the liquid refreshment which makes even the shy ones aggressive. Irving must have entertained more than one hundred visitors, and we were among them... Barneys Supermarket, Abe Green, Mickey Anderson, Joe Ash, Dave Rossman, Rich Cloud, Joe Culp, Abe Raskin, Bruce Harris, Kenneth Streug, Hony Smith and John Payson. Also there was Joe Culp for Southern Vending; also attending were Joe Brown, Marc Fontana, George Culp, and all of Oklahoma Vending Company." Culp was in attendance at each of the schools and the speakers thoughtfully pleased at the results according to reports. He said that the schools are "an important segment of his business. More and more men are eager to attend whenever these schools can be arranged. It gives the men of these companies an opportunity to get together and exchange ideas and further helps them understand the business better. Of particular interest are the electronic components and electrical salesmen displays at which Johnson did not do at each of these schools," said Culp, "and I personally feel the men attending gained a great deal from them.

Sad news upon our return as we hear from Jack Mitnick who was sales director of Alle-Tech and is now back on his own after a difference of opinion led to a parting of the ways. Jack told us he’s off for a fishing vacation in Miami Beach (I wish where they have them), where Jack will work... For the last few weeks I was in Nashville, where I attended the trade meeting... Where you asked, you never saw a good buy and Joe Culp, who left off left for World I Want. Burt Wachtel, Abe Raskin and their Miriam, together with Wachtel's Vendin'sy's Aaron Goldman and Bill Goulde, spent much time together viewing the show and discussing Black business, a business interest which is showing a finer statement to its stockholders with each passing quarter.

Arrive's Chuck Miller attended the show with Joe Ash... We missed Harold Roth but he did make an appearance at the plush cocktail party his firm sponsored... Jack Donwood and Jim Newlander, assisted by Jack Harper and a host of AMI ex-guys also threw several parties, with each one better than the night before.

Perry Wachtel and his wife Dee were on hand at the vending show. The coin machine advertising agency couple are still beaming over their daughter’s (Stephanie W. Winters) success in "The Great American Horse Race" and their daughter’s triumphs in the business, and don’t you think, if you are planning a horse race or anything? Ray and Fred Satin will throw a big party in New York this weekend and we are very much looking forward to that... Empire's Joe Robbins due in town next week for a vacation with his wife. ... Ditto Les Riece, Ed Doris and wives on 11/1 at which time we hope to have them visit us... Jack Gordon, Sehbo's exec v.p. on hand at the show and now Jack's a full-ready vending exec having after long since overcome the recent jock box and dolly cop machine business... DJ, Weikel of Fischer, attended the show with Errol Fischer and the coowner displayed the Fischer pool table line... Bert Betti's wife couldn't join him at the last minute. Errol's mother and father, who have been staying at Bert's home for one week, just couldn't handle the baby-sitting chore that would have been theirs, and you never saw a greater one... But you never saw a greater one... But you never saw a greater one... But you never saw a greater one... But you never saw a greater one... But you never saw a greater one... But you never saw a greater one... But you never saw a greater one... But you never saw a greater one... But you never saw a greater one... But you never saw a greater one... But you never saw a greater one... But you never saw a greater one... But you never saw a greater one... But you never saw a greater one... But you never saw a greater one... But you never saw a greater one... But we never saw a greater one... The New-York Times... When you think of the Vanam and the Last Resort... You have to... That's all... Mighty big story, all over the country...
All coin-box eyes were turned to beautiful (even when it rains) San Francisco and the Golden Gate last week as the National Automatic Merchandising Association’s Convention was in full bloom at the huge Civic Center and Brooks Hall October 13-16. On hand were a multitude of coin machine and vending people from every nook and cranny of these United States. The hotels were all jam-packed, and if you didn’t have a prior reservation for rooms you were plain out-of-luck.

As usual Tom Hungerford, executive director of NAMA, and his very capable staff did a bang-up job at this year’s convention. Guest speaker during the general meeting was ace NBC newscaster Martin Agronsky. The convale was chaired by Herb A. Geiger, president of NAMA.

We wish to thank Walter Reed and Gerry Whaley for their excellent assistance. Also, of course, Tom Hungerford, and everyone else connected with NAMA for their considerable courtesies.

Naturally the highlight of the entire show was the presence of Joe Orleck and his lovely bride, Pauline Orleck, who stopped over briefly in San Francisco before continuing on to Los Angeles, and then an exciting honeymoon through the Far East. We were thrilled to have been a party in this Frisco phase of the honeymoon. (Bon Voyaze, Pauline and Joe!)

While meandering through the hotels and the exhibit hall we managed to meet so many coinmen from all over the country that it is impossible to mention everyone. However, we’ll try to spark the source of our (so-called) memory and come up with some. How could anyone forget to mention Joe Robbins and Gil Kirk of Coin Machine Exchange who were very much on the scene. It was a pleasure to exchange pleasantries with Lou Wolcher and Bob Portale, of Advance Automatic Distributors in San Francisco. . . Alvin Gottlieb was seen with his lovely wife greeting their very many friends. Also in the Gottlieb party were Mr. and Mrs. Elhia (Elky) Bay, D. Gottlieb & Company’s West Coast regional manager. Would any column be complete without mentioning coinvent Johnny Bilotta? Johnny was on hand with his lovely wife.

We chatted briefly with Don Moloney, a Bally executive on the exhibit floor. . . Rock-Ola Mfg. was very well represented to show the line of Rock-Ola “IVI” coffee and hot drink vendors. Included in the Rock-Ola party were Edward G. Doris, Don Rockola, David Rockola, Jr., Ralph Wyckoff, Frank Doyle, Les Rieck and Jack Babash. (there goes that name again)!. . . Another firm that was well represented at this year’s NAMA Conclave was Rowe AC Services (and the parent firm, Automatic Canteen). Among those accountable were president Pat O’Malley, who exhibited Canteen’s “World’s Largest Vendor,” which was a beautiful “Mel-A-Sale.” Also on hand were Jim Durand, Bally, Gregor, Dean McMurdie, Rowe AC chief Jack Harper, Bill Fitzgerald, Jim Newlander, and many others.

As we wandered into the Seeburg picture we spotted Delbert Coleman, Frank O’Brien, Jack C. Gordon, Tom Herrick, Stanford Jarocki, Jr., Bob Dunlap, and Stuart Auer. There were also other Seeburgites in attendance at the NAMA show. . . Herb Perkins, of Purveyors Distributors in Chi was see flitting about meeting with many Seeburgites. Herb was making another trip to the West Coast all year. . . We spent a happy (but brief) period chatting with old buddy Joel Stern, proxy of World Wide Distributors, who also made the trip to Frisco. Joel is elated over the terrific success he’s enjoying with the new Seeburg “LP Console” phone.

No column would be complete without mentioning a couple of truly wonderful people and old coin friends, Nate and Eva Feinstein, who were in representing Athos Music Company and Rowe AC Services. . . Getting back to Bob Portale for a moment: Bob’s greatest expectation last Sunday was getting ready to watch Giant southpaw Billy Pierce “hogtie” those mean ol’ Yankees. We were glad we left Frisco just before Yankee giant killer Ralph Terry shut them out. We took off in our jet just before the final pitch of the game that gave the Yankees their 26th World’s Series victory. At any rate, Bob Portale is not a very happy guy this week!

Another happy group at the convention, and headquartered at the Mark Hopkins Hotel (atop Nob Hill) was the Fischer Sales & Mfg. Co. gang. Heading this happy family were Ewald and Margaret Fischer, and Bill and Ruth Welkel. Bill advised us that the new line of pool tables will shortly be on the market.

In the New York contingent were such popular coinmen as Barney (Shugey) Sagerman, Irving Kaye, and his son Howard Kaye, Abe Green, Mickey Anderson, in the Wurlitzer Company and so many, many more columnists. It isn’t possible to list a complete rundown on the list of coin and vending people in attendance from the many West Coast firms. But we can state that there was a large attendance from these firms.

Hospitality in Frisco was king, and the San Franciscans are easily among the most hospitable people in this country. . . Another guest who came all the way from Hamburg, Germany was Al Adickes, who was very much impressed by what he saw at Brooks Hall. . . A long glance through the adjoining pages of this edition of Cash Box will reveal numerous photos of the action at Brooks Hall. Yup, this year’s NAMA Conclave was a real bash!
Chicago Coin's

BIG HIT

- NEW 15 TO 30 BALL PLAY
  AFTER 14th BALL PLAYER MUST CONTINUE
  HITTING TARGETS FOR ALL 30 BALLS

- A NEW TWIST
  TO A PITCHING AND BATTING GAME

- 9 TARGETS TO HIT
  ACCURACY AND TIMING HELP PLAYER SCORE

- FASCINATING APPEAL
  PLAYERS HATE TO SEE GAME END

- SEPARATE RED & BLUE TEAM SCORING!
- ATTRACTIVE RECESSED BACKGLASS!
- CHOICE OF REGULAR OR FREE PLAY!

10¢ STRAIGHT
OR 10¢ AND
3 FOR 25¢
PLAY!

STAINLESS STEEL
COIN ENTRY
PLATE...AND BALL
AND BAT CONTROL!

SEE YOUR DISTRIBUTOR FOR THE COMPLETE LINE OF Chicago Coin PROFIT-MAKING GAMES!

CITATION

HAS THE BIG CHANGE
IN CABINET DESIGN!
NEW! RECESSED ILLUMINATED
"PICTURE FRAME" BACKGLASS plus
STREAMLINED COLORFUL CABINET
with FOUR-INCH LOWER OVERALL HEIGHT
1. STRAIGHT 10¢ PLAY
2. TWO NICKELS, DIME & QUARTER
3. TWO NICKELS, DIME, QUARTER
   & HALF DOLLAR!
One game for 2 nickels—1 dime
or Three games for 1 quarter
Six or Seven games
for half dollar

ROYAL CROWN BOWLER

- EXTRA FAST SCORING!
- OPTIONAL COIN CHUTE!
- LARGE ILLUMINATED
  SCORING DRUMS!

STRAIGHT 10¢ PLAY
1 GAME—2 nickels
or 1 dime
3 GAMES—25¢
6 or 7 GAMES—50¢
A NEW
GOTTLIEB
ADD-A-BALL!

Featuring Eye-Catching,
Play-Making Light Box Animation!

Cowboy Shoots—Target Spins
Score an additional ball—the Cowboy shoots
... the target spins! 3-dimensional animation
attracts players and coins like a magnet!

See these features demonstrated at your distributor:
☆ Hitting rate-targets lights numbers 1 through 7
☆ Lighting any 4 consecutive numbers adds-a-ball to play
☆ Ono ball added for each additional consecutive number hit
☆ Each time player makes two blue and two yellow rollovers
  an additional ball is added
☆ Hitting rate-target bullseye adds-a-ball to play
☆ High score adds additional balls to play

Mitnick Resigns All-Tech Post

he, and top management at the kiddie
ride firm, agreed to part over a dif-
fERENCE of opinion. Mitnick was
Sales Director of the firm at the time
of his departure. He had helped
develop a kiddie ride line which now
totals eight rides over a period of
less than two years.

Mitnick has held top executive posts
with several major coin firms. Before
joining All-Tech he was International
Director of Sales for United Music
Company. Previous to that he headed
AMI’s sales division in the East. Mit-
nick has spent a lifetime in the coin
machine industry.

As for the future, Mitnick advised
that he will operate from his office
after an extended fishing trip here.
"After two years I’ve found out where
the big ones are and I’m going fish-
ing!,” stated the coin exec. His num-
ber while at home in Miami Beach is
865-8147.

Cash Box—October 27, 1962
**CLASSIFIED AD RATE 20 CENTS PER WORD**

Count every word including all words in firm name. Number in address count at each letter. Margins: 1/2 inch on top and 1 inch on side. **ORDERS FOR CLASSIFIED ADVERTISING: If check is not enclosed with order, space must be furnished.**

**NOTICE:** $57 Classified Advertisers. (Outside USA add $52 to your present subscription price). You are entitled to a classified ad of 40 words in each week's issue of your local newspaper. If you are allowed 40 words for $57, you are allowed 40 + 30 words for $57 + 30 cents.

**Classified Ad each week if you desire. All words over 30 for $57.**

If you are allowed 40 words for $57, your Classified is not due to reach New York publication office by Wednesday. 12 Noon, of preceding week to appear in the following week's issue.

**Classified Ads Close WEDNESDAY**

Send all copy to: CASH BOX, 1780 Broadway, New York, N.Y.

**WANT**

WANT—Philadelphia Toboggan (like Ball) quadruple, complete. Refer to 1974 CLEVELAND MACHINE SHOW. NAME John T. Dennis, P.O. Box 134, CLEVELAND, OH. (Tel. 216-661-8421)

WANT—Scheinburg machines 1126B and C-523 MEILEN ACV (Designer Machinery, THE GENERAL AUTOMATIC B.C. 88, RUE VAN DER WAAL 5, BELGIUM. CABLE ADDRESS JECRAT—BRUSSELS.

WANT—Best price for Hall game. We are looking for rums, right off the route. Not no smoking machines. See our willingness to pay. Send the trade at 14 EAST 1ST ST., BALTIMORE 14, MD.

WANT—Bingos, will accept in trade against anything. We are looking for Pinoles, Pin Games, Skeeter, Arcade. Send to 818-208 CLEVELAND MACHINE SHOW, CLEVELAND, OH. (Tel. 216-241-4281)

WANT—Attention: Distributors and record shops. We are looking to pick up any quantities of 45rpm records. Write information to: EARL KUNIS DISTRIBUTING, 11100 SANTA CLARA, CALIFORNIA. (Heryn 1-8881)

WANT—We pay the highest prices for all Balles, Gottlieb, Zenith, Arcade, and all other pinball machines. Inquire at 1232 N. HAGERTY, REDONDO BEACH, CA 90277. ADVERTISING ADDRESS: HOBELO-EBURU. BRUSSELS.

WANT—Juke Box Operators For a steady year round income. We carry over three thousand records, 10 per cent to operators. Write the trade at RECORD SALES & DIST., 714 N. 7TH ST., BALTIMORE, MD. (Tel. 332-6363)

WANT—You used or surplus records all types; $20.00 each, not to exceed price. Write to: MACHINES TRIBUNES, INC. 511 NORTH MAIN ST., GRAND RAPIDS, MI 49503. (Tel. 455-1321)

WANT—Best price for Heaven in Las Vegas (Dealer Paid) for Slot Machines. Prices are negotiable between ages 35-75. No post agent referrals accepted. Contact, WIMBLEDON MANUFACTURING CO. 2105 S. PEACH ST., BALTIMORE, MD 21224.

WANT—Collective Mechanic for work at Honest John in fabulous Las Vegas on slot machine repair. Experience or qualifications required. Write to: 15 ALABAMA AVENUE, ISLAND PARK, LONG ISLAND.

WANT—To buy in cash for resale—NATIONAL Pinball Machines. For cash or trade. Write: L.L. HARRIS, MAE Enterprises, CHEY-ER, ILLINOIS.

WANT—All types of music, Bingo, Bally, Gottlieb, Williams, mid-priced Machines. We are cash. Locate: H. ASHTON, 24 SLOWITCH ST., New York, N.Y. 10013. (Tel. 289-8543)

WANT—Never used 45 rpm Records, new or not, over 6 months old. We pay $1.00 and the following address: RECORDS, 1735 W. N. 8TH PLACE, BALTIMORE 14, MD. (Tel. 332-6134)

WANT—Eichholtz's DUO. Select them and Hor- show. State price, quantity and condition in your write to: CASH BOX, 1780 BROADWAY, N.Y.

WANT—AM 120 and 280 Phonographs, Hidge- ners. We are interested in any good condition Phonographs. Address to: PHILIP GELLERT, P.O. BOX 7101, BALTIMORE 14, MD. (Tel. 356-2771)

WANT—Either 1875 or 1876, complete, 1875 is best. We pay $3.00 and the following address: WASHINGTON, D.C. N. 20036.

WANT—Used 45 RPM Records, Right off the route. All types, no sorting or picking. No quantity too large or small. Highest price in the land. Write to: BUTLER-BURGESS, 118 N. EYRE ST., ELLICOTT CITY, M.D. (Tel. 744-1410)

WANT—We are looking for used and Kiddle Records. We will purchase your equipment in any condition. We are willing to work on a contractual basis. Ben Jacoby—Dan Morris, PATRICK-BURGESS 1-4000.

WANT—Jukebox Service Trained Men on contract basis. We have establishment, 15 ALABAMA AVENUE, ISLAND PARK, LONG ISLAND.

WANT—To buy in cash for resale—National pinball machines. For cash or trade. Write: L.L. HARRIS, MAE Enterprises, CHEY-ER, ILLINOIS.

WANT—Mechanics several for complete machine—Experience on AMI, Bally, Gottlieb, Williams, and others. Also several mechanics. Full time, permanent position. Plenty of room for ad- vancement. We are looking for experienced men considered. Apply in person 1875 SLOWITCH ST., BALTIMORE, MD. DOP. RUNTON SALES COMPANY, 36 SLOWITCH ST., BALTIMORE 14, MD. (Tel. 332-5777), 11:30 a.m. to 5:00 p.m. collect.
MFRS. NEW EQUIPMENT CURRENTLY IN PRODUCTION

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

ALL-TECH INDUSTRIES, INC.
Indian Scout — Motorcycle
Cow Pony
Gray War Patrol
Snare Band
Saturn 4
Saturn Satellite

AMERICAN SHUFFLEBOARD CORPORATION
Erie 4 Pocket Pool Table

AUTO-PHONE CO.
Models 210-V 2-V Auto-Voice Responder

BALLY MFG. CO.
Large 5- blessings
Big 7 Shuffle

BPM COMPANY

CHICAGO COIN MACHINE
Igo

COURT SUPPLY


E X H I B I T S U P P L Y CO.


FISCHER SALES & MFG. CO.


GAMES, INC.


IRVING KAYE, INC.


J. FRANTZ MFG. CO.


K. S. KEELEY & Co., INC.


MIDWAY MFG. CO.


ROCK-OLA MFG. CO.


ROYAL IVO INCORPORATED


MISCELLANEOUS


MISCELLANEOUS—Burglar Alarm for coin operated games and jukebox cabinets.

MISCELLANEOUS—Two going Ardaces on a single slot machine (one with 2000 key and the other with 4000). Interchangeable parts. Waterfront lot 169, 500 machines $159.00. Ardaces 200, Building 8, 5 apartments Round up 75 each, Town Square $30.00, Searles offered for examination.

ROWE AC SERVICES


Cash Box — October 27, 1962

81
Bally
Big 7 Shuffle

WITH 7 EXCITING WAYS TO SCORE

FLASH-MATIC
PLUS SUPER-STRIKES
BIG 7 SHUFFLE is the only flashing light alley with SUPER-STRIKE skill-appeal

MATCH-MATIC
WITH
SECOND-SHOT SCORE-SAVER
Strike scores up to 500. If Strike not scored, flashing lights permit player to score up to 500 on second shot.

JUMBO
WITH
SPEED-CONTROL SKILL-APPEAL
PLUS SUPER-STRIKES

OFFICIAL
FOR DYED-IN-THE-WOOL
A.B.C. BOWLING FANS

HANDICAP
(OFFICIAL A.B.C. SCORING)
Any number of players may be allowed "easy" Strike HANDICAP for as many frames as agreed.

ALL-STRIKE
FOR
FAST COMPETITIVE PLAY
ONLY STRIKES SCORE

MYSTERY
popular skill "equalizer"
PLUS SUPER-STRIKES

BIG 7 SHUFFLE is everybody's alley, appeals to the whims and moods of every type of player, keeps busy every minute of the business day. Get BIG 7 SHUFFLE now.

FULL LENGTH
STAINLESS STEEL
CABINET RAILS

HIGH SPEED
TOTALIZERS

ROTARY
PLAYER & FRAME
COUNTERS

8 ft. 8 in. by 25 in.
1 TO 6 CAN PLAY

COIN STYLES
1. DIME ONLY
2. DIME OR 2 NICKELS
QUARTER, HALF DOLLAR

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

Cash Box—October 27, 1962
UNITED'S EMBASSY
SHUFFLE ALLEY
Featuring 7 Profit-Proved Ways to Play!

3-REEL and 4-REEL SCORE TOTALIZERS

CHROME RAILS (BOTH SIDES)

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

FLASH SCORING
TOP SCORE 9600

REGULATION SCORING
TOP SCORE 300

BONUS SCORING
TOP SCORE 9900

ADVANCE SCORING
TOP SCORE 7300

SPECIAL SCORING
TOP SCORE 8900

ALL SPARES SCORING
TOP SCORE 3600

TROUBLE-FREE OPERATION
HIGHEST RESALE VALUE

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

8½ FT. LONG
2½ FT. WIDE
SHIPPING WEIGHT (CRATED) 465 lbs.

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

UNITED OPERATORS ARE SUCCESSFUL OPERATORS
UNITED MANUFACTURING COMPANY • 3401 NORTH CALIFORNIA AVE., CHICAGO 18, ILLINOIS • CABLE ADDRESS: UMCO
SEE THE
ROCK-OLA
BIG 3
FOR '63
AT YOUR LOCAL ROCK-OLA
DISTRIBUTOR SHOWROOM
OPEN HOUSE WEEK
NOVEMBER 4th THROUGH 10th, 1962

LAKE CITY AMUSEMENT CO., INC.
4351-4533 Payne Ave., Cleveland 3, Ohio
Phone: Henderson 1-4100
PAUL A. LAYMON, INC.
1429-31 W. Pico Blvd., Los Angeles 15, California
Phone: Richmond 9-7351
B. D. LAZAR COMPANY
1635 Fifth Ave., Pittsburgh 19, Penn.
Phone: Grant 1-7610
LESTOURGEON DISTRIBUTING CO.
2028 S. Blvd., P.O. Box 641
Charlotte 1, North Carolina
Phone: Jackson 3-5834
MOUNTAIN DISTRIBUTORS
3830 Downing Ave., Denver 5, Colo.
Phone: Acoma 2-8518
MUSICAL SALES, INC.
2920-22 Locust St., St. Louis 3, Mo.
Phone: Jefferson 5-4310
PAN AMERICAN SALES CO., INC.
812 S. Presa St., San Antonio 10, Tex.
Phone: Capitol 7-8371
PATTON MUSIC COMPANY
611 Eye St., Modesto, Calif.
Phone: LA 2-4707
ROBINSON DISTRIBUTING CO.
321 Edgewood Ave. S.E., Atlanta 12, Georgia
Phone: Jackson 3-3456
S & H DISTRIBUTING CO., INC.
1550 Bolinger Ave., Shreveport, La.
Phone: 423-8618
S & M DISTRIBUTING CO., INC.
1074 Union Ave., Memphis 4, Tenn.
Phone: Broadway 5-1133
SANDERS DISTRIBUTING CO.
612 Eighth Ave. S., Nashville 10, Tenn.
Phone: Alpine 5-4119
SEACOAST DISTRIBUTORS, INC.
1200 N. Ave., Elizabeth 4, N. J.
Phone: Bigelow 8-3524
Bigelow 8-3525
ALBERT SIMON, INC.
561-9 Ninth Ave., New York 18, N. Y.
Phone: Longacre 4-065/7/8
STATE MUSIC DISTRIBUTORS, INC.
3100 Main St., Dallas 26, Texas
Phone: Riverside 1-8435
S. L. STIEBEL COMPANY
635 W. Main St., Louisville 2, Ky.
Phone: Juniper 3-2144
GORDON STOUT COMPANY
126 N. Monroe, Pierre, S. D.
Phone: CA 4-4097
TARAN DISTRIBUTING, INC.
3401 N. W. 36th St., Miami, Florida
Phone: Newton 5-2301
TARAN DISTRIBUTING, INC.
Ninety Riverside Ave., Jacksonville 4, Florida
Phone: Elgin 6-1551
TULSA AUTOMATIC MUSIC COMPANY
1214 W. Archer St., Tulsa 6, Okla.
Phone: 4-4775
ALLIED SALES COMPANY
401 Jones Ave., Oak Hill, W. V.
Phone: Hobart 5-8616
WESTERN DISTRIBUTORS
1292 S. W. Sixth Ave., Portland 5, Oregon
Phone: Capitol 8-7565
WESTERN DISTRIBUTORS
3129 Elliott Ave., Seattle 1, Wash.
Phone: Atwater 4-8410
WESTERN DISTRIBUTORS
1007 W. Wash. St., Spokane 1, Wash.
Phone: FA 8-7260

A M A DISTRIBUTORS, INC.
500 Magazine St., New Orleans, La.
Phone: 529-2316
ACTIVE AMUSEMENT MACHINES CO.
656 N. Broad St., Philadelphia 30, Pa.
Phone: Poplar 9-4495
ACTIVE AMUSEMENT MACHINES CO.
1141 Catouse Ave., Scranton 8, Pa.
AMUSEMENT DISTRIBUTORS, INC.
1615 St. Emanuel St., Houston, Tex.
Phone: Capitol 7-3347
ARIZONA AMUSEMENT & VENDING CO.
848 N. Fourth Ave., Tucson, Ariz.
Phone: Main 4-2626
BADGER NOVELTY CO., INC.
2539 N. 30th St., Milwaukee 10, Wis.
Phone: Franklin 2-2010
BIGNER MUSIC, INC.
2345 Quebec Rd., Cincinnati 14, O.
Phone: BL 1-1500
BIRD MUSIC DISTRIBUTORS, INC.
124-126 Poyntz Ave., Manhattan, Kan.
Phone: PR 8-5223
H. B. BRINCK
825-827 E. Front St., Butte, Montana
Phone: 6726
BROWN BROTHERS, INC.
2127 N. Washington Ave.
Minneapolis 11, Minnesota
Phone: Jackson 2-6648
CALDERON DISTRIBUTING CO., INC.
430 N. Alabama St., Indianapolis, Ind.
Phone: Melrose 4-8468
COIN AUTOMATIC DISTRIBUTING CO.
241 West Main, P.O. Box 384
Johnson City, Tennessee
Phone: Walnut 6-3642
VICTOR CONTE MUSIC CO.
1001 Lansing Street
Utica 3, New York
Phone: Redwood 2-7896
EMPIRE COIN MACHINE EXCHANGE
1012-1014 N. Milwaukee Avenue
Chicago 22, Illinois
Phone: Everglade 4-2600
EMPIRE COIN MACHINE EXCHANGE
7743 Punta Ave., Detroit 38, Mich.
Phone: Diamond 1-5800
FLOWER CITY DISTRIBUTORS, INC.
387-389 Webster Ave., Rochester 9, N.Y.
Phone: OL 4-8020
FRANCO DISTRIBUTING CO., INC.
24 N. Perry St., Montgomery 2, Ala.
Phone: 263-6463
GENERAL VENDING SALES CORP.
239-245 W. Biddle St., Baltimore 1, Maryland
Phone: Vernon 7-4119/20/21
GRECO BROS. AMUSEMENT CO., INC.
Main St., Box G, Glens Falls, New York
Phone: Cherry 6-8700
GRECO BROS. AMUSEMENT CO., INC.
1288 Broadway Ave., Albany, N. Y.
Phone: HQ 5-6225
H. Z. VENDING & SALES CO., INC.
1201-1207 Douglas St., Omaha 2, Neb.
Phone: 341-1121