With each passing year, Tony Bennett gains greater stature as a "pro with class." Known only as a record name some years back, Tony today has built a large following that makes him a top attraction in clubs, concerts and on TV. Above, the Columbia recording star is pictured with the 1963 Rock-Ola "Rhapsody 160" phonograph which will be premiered nationally November 4th thru 10th, along with a smaller model, the "Capri 100." The machines place the accent on sound with twin stereo pre-angled tweeters set in top panel in addition to main unit speakers below. Provision is also made for displaying name of location and featured recording artist. Tony is currently hotter than ever with two tremendous LP's: "I Left My Heart In San Francisco," and "Tony Bennett At Carnegie Hall." And his beautiful, best-selling single waxing of "San Francisco" already has elevated the song to standard status, a talent for which Bennett has become famous in the trade.
Cash Box
Vol. XXIV—Number 8
November 3, 1962

Cash Box
FOUNDED BY BILL GERSH

NASHVILLE
(NOV. 9 & 10)

Next week will see the music industry migrate to Nashville for the 11th Annual WSM Country Music Festival celebrated in conjunction with the 37th Birthday of the Grand Ole Opry (Nov. 9 & 10).

From early indications it looks as though this year’s Convention will be the biggest to date. The Nashville Fest has grown in size and importance with each succeeding year and based on the tremendous strides Country Music has made during the last twelve months, many companies who saw little or no value in attending previous WSM Conventions have planned to be at the forthcoming meet.

The companies which showed a lack of interest in meeting with Country publishers, producers, writers and artists were those which had no country rosters. But events that have taken place since the last Convention have radically changed the thinking of a great many people.

The acceptance of recordings of country songs by artists not previously associated with country music is without a doubt the most significant single factor responsible for attracting a larger and more varied audience to this year’s Fest. The overwhelming success of Ray Charles’ big C & W LP and single and the current heavy sales of Nat Cole’s country single and album, as well as Connie Francis’ LP and 45 rpm’er featuring the same music is keeping the importance of country music in the forefront right up to convention deadline. Also the fact that almost 20 of the current top 100 titles on the Cash Box Best Selling Singles Chart are by artists who made the transition from country to pop is further evidence of the wealth of material and talent that country people contribute to the pop picture.

Then, as always, there are the great many people who are interested in Country Music solely for the sake of Country Music and not for any pop by-product which it may produce. We still have heard of no country music department operating in the red. Country divisions have always been able to pull their own weight and play an important role with only their country records in paying the monthly rent. And unlike much pop product, country music album catalogs have a greater lasting value as evidenced by the many country artists whose very first album releases have not yet been put on the cut-out list.

With such a diversified audience expected and with country music’s popularity at an all time high, we can expect an exciting convention.
<table>
<thead>
<tr>
<th>Song Title</th>
<th>Artist</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>Monster Mash</td>
<td>Bobby Pickett</td>
<td>Verve</td>
</tr>
<tr>
<td>He's a Rebel</td>
<td>Crystal Palace</td>
<td>Viking</td>
</tr>
<tr>
<td>Don't Knock Love</td>
<td>Contours</td>
<td>Decca</td>
</tr>
<tr>
<td>Big Girls Don't Care</td>
<td>Brenda Lee</td>
<td>Liberty</td>
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<tr>
<td>Only Love Can Break a Heart</td>
<td>Elvis Presley</td>
<td>RCA</td>
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<tr>
<td>The Return to Sender</td>
<td>Chuck Berry</td>
<td>Atlantic</td>
</tr>
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<td>Sherry</td>
<td>4 Seasons</td>
<td>Dot</td>
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<tr>
<td>Gini</td>
<td>Johnny Mathis</td>
<td>Hollywood</td>
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<td>Patches</td>
<td>Buck Clayton</td>
<td>Liberty</td>
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<tr>
<td>Next Door to an Angel</td>
<td>Neil Sedaka</td>
<td>RCA</td>
</tr>
<tr>
<td>Limbo Rock</td>
<td>Chuck Berry</td>
<td>Atlantic</td>
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<tr>
<td>Surfin' Safari</td>
<td>Beach Boys</td>
<td>Capitol</td>
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<tr>
<td>Close to Candy</td>
<td>Mike Clifford</td>
<td>Capitol</td>
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<tr>
<td>What Kind of Fool Am I?</td>
<td>Sammi Davis</td>
<td>Reprise</td>
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<tr>
<td>Alley Cat</td>
<td>Don't Forget</td>
<td>Liberty</td>
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<tr>
<td>Green Onions</td>
<td>Boohey &amp; Toni</td>
<td>Mercury</td>
</tr>
<tr>
<td>Torture</td>
<td>Kris Jenson</td>
<td>Liberty</td>
</tr>
<tr>
<td>I Was Such a Fool</td>
<td>Connie Francis</td>
<td>MGM</td>
</tr>
<tr>
<td>Bobby's Girl</td>
<td>Connie Francis</td>
<td>MGM</td>
</tr>
<tr>
<td>James (Hold the Ladder Steady)</td>
<td>Sue Thompson</td>
<td>MGM</td>
</tr>
<tr>
<td>Don't Hang Up</td>
<td>Orioles</td>
<td>Capitol</td>
</tr>
<tr>
<td>The Cha Cha Cha</td>
<td>Bobby Rydell</td>
<td>Capitol</td>
</tr>
<tr>
<td>Love Me Tender</td>
<td>Richard Anthony</td>
<td>MGM</td>
</tr>
<tr>
<td>Desafinado</td>
<td>Stan Getz &amp; Charles Byrd-Veece</td>
<td>1020</td>
</tr>
<tr>
<td>Stay</td>
<td>Frank Sinatra</td>
<td>Capitol</td>
</tr>
<tr>
<td>I'll Remember You</td>
<td>Frank Sinatra</td>
<td>Capitol</td>
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<tr>
<td>Can't Help It</td>
<td>Johnny Tillotson</td>
<td>Liberty</td>
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<tr>
<td>I'm Going Back to School</td>
<td>Dee Clark</td>
<td>Vee-Jay</td>
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<td>Heartaches</td>
<td>Del Shannon</td>
<td>ABC</td>
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<td>Next Door to the Blues</td>
<td>Etta James</td>
<td>Scepter</td>
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<td>Mr. Lonely</td>
<td>Teddy Gruenfeld</td>
<td>Telarc</td>
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<tr>
<td>Kid Galahad (King of the Whole Wide World)</td>
<td>Ray Price &amp; His Dixie Riders</td>
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<td>Rain, Rain Go Away</td>
<td>Bobby Vinton</td>
<td>Capitol</td>
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<td>Let's Go (Pony)</td>
<td>Ray Price</td>
<td>Capitol</td>
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<td>Release Me</td>
<td>Tiny Tim</td>
<td>Mercury</td>
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<td>Happy Weekend</td>
<td>Dave &quot;Baby&quot; Cortez</td>
<td>Chess</td>
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<td>Eso Beso</td>
<td>Anthony Alvarado</td>
<td>RCA</td>
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<tr>
<td>Keep Your Hands Off My Baby</td>
<td>Little Eva</td>
<td>Capitol</td>
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<td>Don't Ask Me To Be Friends</td>
<td>The Beach Boys</td>
<td>Capitol</td>
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<td>The Notations</td>
<td>Ace</td>
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<td>Linda Scott</td>
<td>Capitol</td>
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<td>I Need Your Love Have Mercy</td>
<td>Sam Cooke</td>
<td>RCA</td>
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<td>That's Life</td>
<td>Barbie &amp; Angels</td>
<td>Swan</td>
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<tr>
<td>I've Been Everywhere</td>
<td>Bob &amp; Marcie</td>
<td>RCA</td>
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<tr>
<td>I'm Here To Get My Baby Out of Jail</td>
<td>The Byrds</td>
<td>Epic</td>
</tr>
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<td>The Ventures</td>
<td>Capitol</td>
</tr>
<tr>
<td>Anna</td>
<td>Arthur Alexander</td>
<td>Atlantic</td>
</tr>
<tr>
<td>You Can Run (But You Can't Hide)</td>
<td>Jerry Butler</td>
<td>Vee-Jay</td>
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<td>I Remember Carol</td>
<td>Tommy Boyce</td>
<td>RCA</td>
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<td>Push and Kick</td>
<td>Mark Valentin</td>
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<td>Duane Eddy</td>
<td>RCA</td>
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<td>The Moderns</td>
<td>Imperial</td>
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<td>The Lettermen</td>
<td>45-75</td>
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<td>Edith Curtola</td>
<td>Decca</td>
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<td>ABC</td>
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<td>Further More</td>
<td>Ray Stevens</td>
<td>Capitol</td>
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<td>Mind Over Matter</td>
<td>The Flying Burrito &amp; The Pirates</td>
<td>Capitol</td>
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<tr>
<td>Heart Breaker</td>
<td>Deanie Christie</td>
<td>Bell</td>
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*Sharp upward move*
“25 Minutes to Go” by The Brothers Four has broken wide open!

Columbia Singles Sell
Columbia To Bow 21 LP's In November

NEW YORK—Columbia Records will market 21 LP's in Nov., including 11 pops, two masterworks and two Latin-American.


The Latin-American entries are: "Boleros de Amor" with Roberto Yanes and Lucio Milena and His Orch. and "Los Cinco Latinos Tangos" with Lucio Milena and His Orch.

The masterworks LP's include, as previously announced, "First Performance," featuring the opening concert at Philharmonic Hall in N.Y. with Leonard Bernstein & the N.Y. Philharmonic Orch. and other artists. Further masterworks include: "Winter Holiday," Sketch Henry's and "Rigoletto, Wakerlin conducts the N.Y. Philharmonic, "100th Anniversary—Frederick Delius," The Philadelphia Orch. conducted by Eugene Ormandy, two other Bernstein & N.Y. Philharmonic LP's: Bach's Magnificat.

Dealers Selling Sleeveless Shorman "Folk Singer" LP's

HOLLYWOOD—In what is probably the first instance of its kind in the record business, dealers in Southern California are selling an album minus jackets.

Demand for the runaway hit album "My Son The Folk Singer" by Allan Sherman has been so tremendous that Warner Bros. Records has been unable to keep up with jacket production.

Consequently, according to Bruce Hinton, local WB promotion rep, the Los Angeles-based distributor, Son Rama Music, has been shipping LP's to dealers sans jackets. Dealers in turn have been selling disks and taking advantage of the situation in an on back order. Situation led KMPC's Gary Owens to comment that he had an exclusive in being the first one to air the jacket.

LP is number 21 on this week's mono LP chart.

INDEX

Album Best Sellers 21
Album Plans 20
Album Reviews 22
33 1/3's 27
Bios for DJ's 56
Country Music Section 44
International Section 57-13
Tours and Revivals 18
Looking Ahead (Singles) 8
Looking Ahead (LP's) 27
Blatter Panner Patter 26
End of the Round 26
R & B Top 50 27
Record Ramblings 23
Singles Review 12, 14
Syrups 12
Top 100 Artists 28
Top 100 Publishers 36

New Epic-EMI Licensing Agreement

NEW YORK—Epic-EMI Records has made a new licensing arrangement with Electric Music Industries, Ltd., according to an announcement by Harold Annenberg, EMI's vice president for international operations. Repertoire produced by Epic will be released in Western Europe by EMI.

New association follows an announcement in Jan. 1962, of the licensing and distribution of all Epic product in the United Kingdom by EMI. Licensing and distribution of Epic repertoire by EMI in Western Europe covers Austria, Belgium, Denmark, Finland, France, Germany, Holland, Italy, Norway, Portugal, Spain, Sweden, Switzerland, West Germany, domestic is included, as well as all new material recorded by Epic recording artists.

In each country, the local EMI affiliate will be responsible for the release of Epic product. In Austria, the Epic repertoire will be released by Oesterreichische Columbia Graphophon, G. M. B. H.; in Belgium by S. A. Gramophone N.V.; in Denmark by Skandinavisk Grammophen Aktieselskab; in France by Disques Eum, in Holland by N.V. Verloep-Maatsschappij Bove- ma; in Italy by La Voce del Padremono-Camponoto, S. P. A.; in Norway by Theissone, A. S.; in Spain by Compagnia del Gramofono-Oedone, S. A. E.; in Sweden by Skandinaviska Grammofon Aktiebolaget; and in Switzerland by Emlag Verkaufs- A. G., Der Elektric and Musical Industries, Ltd.

Distributes Size Up Their Problems in Answering Armada Survey

NEW YORK—Distributors are acutely aware that they are faced with changing marketing patterns; many are actively revamping their operations so as to meet the problems raised by shifting industry conditions; and virtually all distributors emphasize the need for governmental action—the agency most mentioned is the Federal Trade Commission— bringing stability and order not only to the distribution picture but to the industry generally, including manufacturers.

Allison Resigns Country A&R Post at Liberty

HOLLYWOOD—Joe Allison, country A & R director for Liberty Records, has asked for and received his release from the label. However, he will remain in an advisory capacity as well as produce indie sessions periodically.

Allison plans to devote his full time to his own interests, one of which is music publishing. This is where he is a general professional manager as well as diversify his interests in other Stone enterprises. He will attend the upcoming Country Music Festival in Nashville with his successor, who will be announced shortly.

Allison, who joined Liberty in March of 1960, organized its country western department. Al Bennett, Liberty's president, said: "Joe has been largely responsible for the acceptance of our c-w product everywhere. He will be missed, and for that reason, it is with a feeling of regret, that we accept his resignation."

Cash Box—November 3, 1962

Liberty Discounts LP's 15% During Nov.

HOLLYWOOD—Liberty Records will offer dealers a 15% discount on its LP product. Though the program is not a new discount, it is a continuation of regular releases, including four new entries, and one for Premiere issues, with two new releases, the same terms apply.

Dealer terms feature a 15% cash discount, taken off the face of the invoice, on the dealer's entire order of new releases priced at 33 1/2 cents per LP. A 100% exchange privilege will also be included with merchandise exchangeable any time after April 1, 1963. New releases needed for 1st Feb. 10, 1st March 10.

Liberty's sales department has arranged for a 100% guarantee return for wholesalers, retailers and dealers who qualify in ordering the new Premier merchandise and adhere to the terms set forth. Dealers are asked to consult their distributors for further details.


The new Premier items are: "Play Country Play," Harry Geller and his mandolins, and "Hooedown!," Felix Slatkin.

Capitol Plans Wide Promo At Country Fete

HOLLYWOOD—Promotions ranging from a daily convention newspaper to signs on the side of every bus in Nashville for the Jan. 21-26 grand opening of "The Nashville Convention," which kicks off the 1963 exploitation activities at the Country Music Festival, next week (8, 9, 10).

Nashville's 140 buses will each carry a large sign on their left sides while hundreds of other similar signs and banners will be plastered around the city.

As previously announced, Capitol will, for the second year in a row, publish its Festival Times newspaper on Thurs., Fri., and Sat. mornings during the convention.

In keeping with the theme, Capitol will host a huge reception in the Grand Ballroom of the Andrew Jackson Hotel on Saturday evening just before the Grand Ole Opry performance. Capitol's Hospitality Suite, also in the Andrew Jackson, will be open during the convention when no official activities are scheduled.

All the Capitol artists expected to be on hand to welcome delegates are Ferlin Husky, Wanda Jackson, Jean Shepard, and Paron Young.

Pre-convention plans are under the supervision of Jim Batten, Capitol's A & R chief in Nashville.

Capitol execs flying in from Hollywood to represent the label at the convention will be Doyle Gilmore, executive producer and director of singles; Ken Nelson, executive director of promotion; and Ken Veeser, director of photography. Bill Tallant, the coast-based VP and national sales manager of Capitol Records Distributing Corp. will also attend.

Tommy De Peer, regional manager for CRDC in the south and southeast, and Ray Harris, southern promotion man for CRDC also will be on hand.
Cameo/Parkway Reports Record Earnings; Labels Issue First Dividend
NEW YORK—Cameo/Parkway Records had record earnings of $180,116 for the third quarter ended Sept. 30, according to unaudited figures announced last week. This compared with $184,419 or 30¢ per share for the same period a year ago.

The board of directors also announced the company’s first quarterly dividend. The directors declared a quarterly dividend of 5¢ per share, payable on Dec. 10 to shareholders of record Nov. 15, 1962.

VICTOR BROADENS RADIO-TV PROMOTION; STAN PAT TO HEAD DEPT. ON WEST COAST
NEW YORK—RCA Victor has expanded its radio and television relations department, it was announced last week by Renee Benjamins, manager of Radio-TV relations and field promotion.

“We have broadened our areas of operations, to include seeking new areas of sales potential that have evolved in recent months,” Rosner stated. “More markets,” he continued, “mean more interest in our product; more radio and TV exposure for our artists. It is vital to our interests that these budding and blossoming new areas be accorded the attention and service they require and deserve.”

Promoted in the department expansion is Stan Pat, who formerly covered the Chicago-Milwaukee-Minneapolis territory. Pat, whose new title is manager of west coast radio & TV relations and artist promotion, will have his office in Los Angeles, and be responsible for the areas of San Francisco, Seattle, Portland and Phoenix. He will report to Rosner.

Another move out of former territory is a key promotional area— Ausie Blumo, who previously had represented Victor artists in the cities of Baltimore and Washington, D.C.

The Baltimore-Washington area, and the cities of Philadelphia and Harrisburg as well, will now be covered by Dave Bransfield, who has just joined the Victor organization, was formerly with Schwartz Brothers in Washington, D.C., and is a veteran of years of experience in the promotional field.

Also broadening their areas of artist relations and promotion in this creative work is a change in the handling of RCA Victor records in the territories of Kentucky and West Virginia. The last change was the resignation of Howard Rossin, but just joined the Victor organization, was formerly with Schwartz Brothers in Washington, D.C., and is a veteran of years of experience in the promotional field.

The new board of directors will be in the Andrew Jackson Hotel which will be filling up with delegates to WSM’s 11th Annual Country Music Convention. Prospective members are also invited to the open session in the morning of that day. Afternoon, a closed meeting of the CMA membership will be held for the purpose of electing new directors in six of eight categories.

Due to a rotation schedule, there will be no directorships in the artist or musician categories or the Radio-TV categories. Two directors will be named to each of the following categories: Manager-Promoter, Composer and Trade Publications.

Proxy ballots were mailed to all members who do not expect to attend the annual meeting.

The new board of directors hold their first official meeting Nov. 11 and will be introduced at the Awards Banquet and the 37th Annual Convention on Friday evening, Nov. 9 at the Hillwood Country Club.

The current board of directors hold their last official meeting on Nov. 6 at the Capitol Park Inn here.

Coming from the most distant point to the East Coast, the annual convention and the WSM Country Music Festival are Britshers John McKenzie, president of the British C&W Society and Fred Jackson, of 142 Music Co.

English Decca Ups Year’s Sales Net
NEW YORK—Decca Records Ltd., English subsidiary of Alfred Lion’s WSM, reports a record net profit of $3,497,200 for the fiscal year ended March 31.

In addition, the firm raised its dividend from 23% to 25%. Gross sales were $8,680,000 for the new period, with taxation taking $4,054,400.

WSM FEST READY TO GO
WSM’s breakfast Nov. 9 will officially begin the “Fest” and closing will be the 57th birthday celebration of the Grand Ole Opry on Sat. (10) at the Ryman Auditorium.

The Ryman Auditorium will be “all decked out and looking its best” for the “Fest”, and this year the Opry logo have been installed front and stage, with new signs, and the name of the street outside the building has been changed to “Opry Place.” In a bill pressing the Ryman, the Mayor, Jack C. City Councilwoman, the name was officially changed in Sept. and new signs were posted.

All highways leading into Nashville will carry new signs of welcome to the fete.

VICTROLA LABEL REVIVED IN ENGLAND
NEW YORK—The ‘Victrola’ label, identified with the classical catalog of the Victor Talking Machine Company, which was closed in 1906, has been revived in England by RCA Victor to identify the reissue of classical recordings by great artists of the original era. It is said by the artist manager, the RCA Victor Red Seal label. Dario Soria, to perform personalized and international liaison department, announced its return last week.

The new name of ‘VICTROLA’ records will bring them within the realm of the great names and the music of music-lovers, according to Soria. The series has been released in Great Britain and the States.

The first list of eight 12” LP’s in this series was printed and distributed by Toscanini, Monteux, Reiner, Kondrashin and Stokowski; ballet music by Ravel and Debussy, and Jean Morel; the Tchaikovsky Violin Concerto by Horszowski; and the Beethoven under the direction of Munich. Orchestras represented are the NBC Symphony, the Royal Opera House Covent Garden Orchestra, the Boston Symphony and the Columbia Symphony.

RCA Victor Records will be advertised at 21 shillings, a maximum of each (approximately $8), above the cost of regular LP records in England.

By the end of 1963, it is planned to have at least 50 recordings available in the RCA Victor catalog.

Although the ‘VICTROLA’ trademark was created and first used by Eldridge Johnson, who, with Emile Berliner, founded the famous Victor Talking Machine Company, and though Johnson owned the trademark primarily for the first-born-enclosed phonos, it soon also became a famous trademark for recordings.

The “VICTROLA” trademark was registered by the Victor Talking Machine Company as early as 1906 to be used both for talking machines and for records for talking machines.

Great artists whose recordings have appeared on the Victrola label ranged from Pathé and Tannegau to Caruso, De Luca, Galli-Curci, Martinelli, John McCormack, Toscanini, Kreisler, Paderewski and Heifetz.

JO STAFFORD CUTS FOR REPRISE
NEW YORK—Jo Stafford is the latest addition of established talent to the roster of Reprise Records. According to the label’s president, Earl Blackwell, guest stars will cut an album next month featuring numbers of the Tommy Dorsey era, when she was a vocalist with the orchestra. It will be released in Jan.

The label recently announced the signing of veteran Rosemary Clooney. She will appear on a Reprise LP as will the label as Frank Sinatra, Sammy Davis, Jr., Dean Martin, Danny Kaye, Ethel Merman, Phil Harris and many others.

Cash Box—November 3, 1962
LOOKING AHEAD

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

1. IF YOU WERE A ROCK AND ROLL RECORD
   Freddy Cannon (Swan 4172)

2. NO ONE CAN MAKE MY SUNSHINE SMILE
   Eddy Bros. (Warner Bros. 13997)

3. BLUEBIRDS OVER THE MOUNTAIN
   Echos (Smash 1766)

4. WHY CAN'T HE BE YOU
   Patsy Cline (Decca 31429)

5. MAGIC WAND
   Dan & Juan (Bigtap 3131)

6. 4 O 9
   Beach Boys (Capitol 2477)

7. THE ALLEY CAT SONG
   David Tanne (Riverside 4530)

8. I DIG THIS STATION
   Gary U.S. Bonds (Legrand 1922)

9. I DON'T BELIEVE I'LL FALL IN LOVE TODAY
   Bobby Bare (RCA Victor 8083)

10. CHAINS
    Cookies (Dimension 1002)

11. MY HEART STOOD STILL
    Bernadette Carroll (Julia 1106)

12. ONE MORE TOWN
    Kingston Trio (Crest 4642)

13. FIESTA
    Dave "Baby" Cortez (Emi 301)

14. I FOUND A NEW LOVE
    Blue Belles (Newport 3009)

15. UP ON THE ROOF
    Drifters (Atlantic 2162)

16. MINSTREL AND QUEEN
    Impressions (ABC-Paramount 10357)

17. 25 MINUTES TO GO
    Brothers Four (Columbia 42586)

18. SLIGHTLY OUT OF TUNE
    Pat Thomas (MGM 13103)

19. WHEN MY LITTLE GIRL IS SMILING
    Jimmy Justice (Kapp 4832)

20. THE LONGEST DAY
    Mitch Miller (Columbia 42585)

21. A LITTLE BIT NOW, SHE'S A TROUBLE MAKER
    Majors (Imperial 5870)

22. VOLARE
    Ave Cannon (Hi 2057)

23. BLUE FLAME
    Billy Vaughn (Dot 16397)

24. PEEPIN' AND HIDIN'
    Count Victor (Coral 61324)

25. FOUR WALLS
    Ray Starr (Capitol 4835)

26. CONEY ISLAND BABY
    Excellent (Blast 205)

27. BOY TROUBLE
    Revlions (Capax 41668)

28. PLEASE REMEMBER ME
    Dick Roman (Harman 1007)

29. YOU WON'T FORGET ME
    Jackie De Shannons (Liberty 52441)

30. THE MUSIC FROM THE HOUSE NEXT DOOR
    Toni Fisher (Bigtap 3134)

31. LIMELIGHT
    Mr. Acker Bilk (Atco 6238)

32. THEME FROM NAKED CITY
    Nelson Riddle (Capitol 4643)

33. WHERE DO YOU COME FROM
    Elvis Presley (RCA Victor 8100)

34. SPANISH LACE
    Gus McDaniels (Liberty 55510)

35. I'M STANDING BY
    Ben E. King (Atco 6347)

36. DIDDLE-DE-DUM
    Balmants (Sabina 507)

37. ECHO
    Emiliano (Kapp 490)

38. DEAR HEARTS AND GENTLE PEOPLE
    Springfield (Philips 40072)

39. I LOST MY BABY
    Jody Dow (Roulette 5256)

40. SHUTTERS AND BOARDS
    Jerry Wallace (Challenge 9177)

41. GETTIN' READY FOR THE HEARTBREAK
    Chuck Jackson (Warner Bros. 1138)

42. LOVE CAME TO ME
    Brian (Laurie 3145)

43. HOW DO YOU FALL OUT OF LOVE
    Buki Fyes (Decca 31433)

44. DAY TRAIN
    Sandy Nelson (Imperial 5864)

45. SWING LOW
    Floyd Cramer (RCA Victor 8074)

46. BLUEBERRY HILL
    Ramsey Lewis Trio (Argo 5433)

47. TRUE TRUE LOVE
    Bobby Darin (Capitol 4837)

48. NO MORE
    Uptones (Late 6325)

49. CLEO'S MOODS
    Joy Walker (Harvey 117)

50. OUR ANNIVERSARY OF LOVE
    Bob Brown (Decca 31430)

America's new No. 1 singing sensation

NAME: Helen Shapiro
ADDRESS: Epic Records
AGE: 16

Qualifications for position desired: A great new single

"KEEP AWAY FROM OTHER GIRLS"

Chairman — November 3, 1962
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SABINA RECORDS

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Sabina 507

BUDDY SHEPARD & The Holidays
"TIME TO DREAM"
Sabina 506

picking up action

"MISIRLOU"
SANTO & JOHNNY
CA 144

Dist. by
CANADIAN AMERICAN RECORDS, LTD.
150 W. 55th St., N.Y.C.

Cash Box—November 3, 1962
**RECORD REVIEWS**

**Cash Box**

B+ very good  B good  C+ fair  C mediocre

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

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**Pick of the Week**

"DEAR LONELY HEARTS"
(Sweco, Cetra BMI—Halley, Antor)

NAT COLE (Capital 4870)

Cole follows his hottest record in quite a while, "Ramblin' Rose," with a double-header that can make top-tennave via either end. On one end Nat ambles over a tender, country-flavored weeper labeled "Dear Lonely Hearts." On the other half he's in a Latin groove as he cha-cha's thru a tear-compelling opus tagged "Who's Next In Line." Excellent corn-husk backdrums on two extremely commercial stands.

"HUSH HEART" (2:11) (Saturn BMI—Washington)

"I'VE GOT A FEELING" (2:32) (Saturn BMI—Washington)

BABY WASHINGTON (Sue 769)

Baby Washington, who recently collected loads of territorial loot with "Handful Of Memories," is a good bet to come up with her biggest money-maker to date in this new Sue stand. It's a fabulous, thumpin', slow-twist-styled affair, labeled "Hush Heart," that the lark soaks out with telling effect. (Love's Bestial All—Berlin) the pounding blues shuffler, "I've Got A Feeling," Great corn-husk choral on two self-penned hits that can really establish the lark.

"HAPPY TRUMPETER" (2:35) (Roosevelt BMI—Kaempfert)

BART KAEMPFERT (Decca 31489)

Both ends here have "That Happy Feeling" the tag of the LP from which they're cutted. They're two Kaempfert originals. Titles, "Happy Trumpeter," & "Tootie-Violi" are self-explanatory as to which instruments take the lead spotlight. Two 'must programming' items from the Kaempfert outfit.

"THAT LAND IS YOUR LAND" (2:27) (Ludlow BMI—Guthrie)

"LOVE IS FOR EVERYONE" (2:22) (Aee Cee Mmm BMI—Smith)

KETTY LESTER (Era 509)

Ketty Lester, who's still collecting hits, has a "You Can't Lie To A Sinner," turns to the folk dept, on her newest Era chart contender. It's the inspiring off-cut from Guthrie opus, "This Land Is Your Land," that makes the corn-husk dancer out in sparkling twist-like fashion. The enchanting corn-husk band delivers a beautiful, string-filled showcase. Watch it too!

"THE RIVER TOOK MY BABY" (1:16) [Ozin ASCAP—St John]

"MY LONELY SELF (THINKING OF YOU)" (2:00) [Ozin ASCAP—St John]

DICK & DEEDEE (Warner Bros. 5220)

Dick & Deedee check out on the latest from their Warner Bros. bow. It's a 'tragedy affair, labeled "The River Took My Baby From Me," that the duo carves out in ear-astringing manner. Top drawer cha-cha beat (Love's Bestial Al—Berlin) & Wilder Bros. however, don't overlook the touching beat-ballad-with-string-country-flavored undercut, My Lonely Self.

"TO LOVE" (2:20) (Coward Milburn—Goldner)

"SWEETHEART" (2:22) (Alan K BMI—Vann)

RAL DONNER (Goe 5133)

Donner makes another powerful bid for chart status with this new Gone performance. Artist squeezes every ounce of emotion out of "To Love," a cha cha beat opus based on the beautiful "La Paloma" melody. Dick has 'top ten' potential. Get with it, warm, appealing coupler in the "Love Me Tender"-styled "Sweetheart." Jock'll like 'em both.

"EACH AND EVERY DAY" (2:23) [Dymor ASCAP—Allen]

"IS HE THE ONLY MAN IN THE WORLD" (2:27)

LESLEY UGGMAS (Columba 42611)

The pro young talent could have the big chart break she so well deserves in this Columbia release. Side, labeled "Each And Every Way," is a pulsating beat-ballad-romantic blueser that the chirp treats to an emotion-packed reading. Superb corn-husk croons belong to Klaus Ouppermann. On the flip Leslie warmly lifts over the lovely ballad from "Mr. President."

"PEGGY GOT ENGAGED" (2:05) [Wegar BMI—Millette, Schupack]

JANIE GRANT (Caprice 119)

Janie Grant can have two winners on her hands in her newest Caprice session. One end's a haunting, crying-towel cha-cha opus, labeled "Peggy Got Engaged," that John & Joe duotone with the utmost sincerity. Grade "A" support from Gerry Granahan's ork & chorale group. The 'crying-in-your-beer,' country-flavored "Two Is Company" lilter rates as a power-packed companion piece.

THE DELLS (Argo 5428)

(B+) "THE (Bossa Nova) BIRD" (2:28) [Chevy—Davis, Hall]

This is a strong blueses-styled take-off in the hot bossa nova style, with the songsters offering their kind of a Bosso Nova step. Lots of attention is given to the bossa nova steps it should be eyeled closely.

(B) "INTERNALLY" (2:30) [Art BMI—Frenches, McGill]

Attractive Latinish blues lovey-dovey.

BOBBY DUNN (Ordell 501)

(B+) "YOU ARE THE ONE" (2:38) [Starfire—Benel—Horizon BMI—Smith]

And his companion accomplishment—featuring a mild backbeat sound—are close to the catchy blues-ballad cuts made by Brook Benton. Label is distributed by Jay-Gee Records.

(B) "AM I TOO LATE:" (2:02) [Starfire—Benel—Bozart BMI—Smith]

A recent Matt Monro-arranged romantic stand. A backbeat sting is again a feature of the corn-husk.

BOB LUMAN (Warner Bros. 5521)

(B+) "ENVOY" (2:01) [Acuff—Rose BMI—Smith]

An extremely well-done pro rock-a-billy talent belts out a John D. Loudermilk ditty with rapid-fire fowling. The corn-husk combo drops Luman's own enthusiasm. It's a real breakthrough.

(B) "YOU'RE EVERYTHING" (2:18) [Acuff—Rose BMI—Smith]

A powerful corn-husk stand in the Roy Orbison tradition.

STEVIE ALLEN (Dot 16408)

(B+) "MAH-MAH LIMBO" (2:06) [Pee Bee BMI—Marten, Martin BMI—Smith]

Getting to the top with a talented song, that the Ramblers' band delivers with corn-husk, both on keyboard & via vocal shouts, a wild reading in the Limbo idiom. Potent sound.

(B) "(2:38) [Michael H, Golden ASCAP—Mercer] A nice Latinish reading of the evergreen.

WILLIE TEE (AFO 307)

(B+) "ALWAYS ACCUSED" (2:26) [Eve BMI—Mellin BMI—Smith]

A worthy contender.

(B) "LAST LIMBO" (2:34) [Lenox BMI—Smith]

The New Orleans-based diskery competitor has thrown a one-sided corn-husk talent, led by singer Willie Tee, who tells a tale of a fellow who says he's not the Don Juan folks say he is. Has that can catch-on touch.

(B) "ALL FOR ONE" (2:50) [Last BMI—Turbohorn]

Straight down-home blues approaches here.

RUSSELL BYRD (Syndom 915)

(B+) "WHICH HILL Part 1" [Robert-Mellin BMI—Russell] As Russell, formerly heard on Secker, offers a good-natured rhythmic narrative, he's backed by a sure-handed blues floor beat. Sue handles the label, which could have a noise-maker here.

(B) "WHICH HILL Part 2" [Robert-Mellin BMI—Russell] Meller's eclectic selects have most of the funky sound on this end.

CLINT MILLER (Lenox 5557)

(B+) "DRUMMER BOY OF SHI-LOH" [Metroplex BMI—Thom, Johnson]

A rather nifty folkish outing with a Civil War storyline. Miller's fine as backed by a corn-husk ensemble. Label, an affiliate of New York's Ad Lib Records, could have a noise-maker.

(B) "FORGET-ME-NOTS" (Longhorn BMI—Arnold) This contrapuntal cut on the order of Bobby Vinton's "Roses Are Red."
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RCA VICTOR
© The Most Trusted Name In Sound
"RAINBO AT MIDNIGHT" (2:33) Shapiro, Bernstein ASCAP—Miller
"RHUMBA BOOGIE" (2:18) [Hill & Range BMI—Snow]
JIMMY RODGERS (Dot 16407)
Rodgers, whose first Top 10 Dot appearance resulted from his "No One Else Ever Knows," is having a hot follow-up in this country-old pairing. On one end he tenderly eases over the lovely lilting sentimental refrain, "Rumbo en el Cielo" from the Orquesta Bellamina, and on the other, a sock twist up-dating of "Rumba Boogie." Top notch Milt Rogers-led chorale musical developments on both portions.

"TELL HER" (2:10) [Robert Melvin BMI—Russell]
"HARD WAY TO GO" (2:20) [Aldon BMI—King, Goofin]
ED TOWNSEND (Liberty 55516)
Ed Townsend's on the back of classic, in real voice, on a swinging new entry that should put him back in the limelight. Tune's a tantalizing opus, tagged "Tell Her," wrapped up in a terrific Bert Keyes or-chorus rock-a-chai-like format. Ed's a singer with a good on the feelingful, soft cha cha beat "Down Home" stand. Inviting couple.

"MIND IN A WHIRL." [Placid BMI—Turner]
"THE ARGUMENT" (2:11) [Placid BMI—Turner]
IKE & TINA TURNER (Sue 772)
Ike & Tina Turner's vast legion of fans should quickly send their latest Sue effort sailing. There's too much appeal in "Mind In A Whirl," a bit of soothing twister that Tina & the femm'e chorus, backed by Ike's instrumentalists, belt out with solid sales authority. "The Argument" is a cha cha shuffler that finds that duo engaging in back and forth comments.

"BLUES STAY AWAY FROM ME" (2:15) [Lois BMI—Delmore, Raney, Glover]
"EVERY STEP OF THE WAY" (2:52) Hill & Range BMI—Carson
PAT & SHIRLEY BOONE (Dot 16406)
Pat & Shirley Boone, who scored nicely as a team awible-back with their "Side By Side" EP, can come thru in Top 10 style with this Dot single. Artists inviting vocal blending makes for a listening treat as they shuffle rock thru the oldie "Blues Stay Away From Me," a recent instrumental cliché for Ace Cannon. More top teamwork on the lilting country shuffler, "Every Step Of The Way." Can be a big twister.

"KICKAPOO JOY JUICE" (2:52) [Clintone BMI—Larson, Greenback, Marcellus]
"MY REWARD" (2:42) [Beedwoch BMI—Long]
The RIVINGTONS (Liberty 55513)
Title here refers to the famous concoction dreamed up by the characters in the "Little Abner" comic strip. It's the Rivingtons' newest novelty contender for chartdom and it's loaded with a host of ultra-commercial musical and vocal (including the tag of their initial hit, "Papa Oom Mow Mow") tricks that the kid'll lip over. Pairing has the felalas in a feel-good beat-ballad pose.

Check both the pop and country charts in the near future for both ends of Eddy Arnold's RCA Victor pairing. (See Country Reviews).

EMIL O'CONNOR (Columbia 42017)
(B-) "SOMF (OF YOUR LOVIN'"
(B+) "SOMF (OF YOUR LOVIN')"
[Phillips, Spector, Phillips] Lots of busy blues-styled business from the vocalist and his backing band. Some solid rock & roll combination featuring an infectious whistle-like country-rock n' roll sound. The coda is a pleasing combo-shuffler.

(FABIAN (Dot 16413)
(B-) "SHE'S STAYIN' INSIDE"
[Antell, Linde] Fabian-Golden Age ASCAP—Evan, Tobias] The performer's first singles outing for Dot is loaded with untouched pop corn rock. Happy ditty tells of a guy who's so smitten with his love that he's sure she's the one. An organ is one of the strong backband sounds. Worthy of a try.

(B) "BREAK DOWN & CRY"

JAN FIELDS (Phills 40062)
(B+) "LIGHTS OUT FOR ME"
[Beck, Carson, B-I-R] (2:03) [Pamper BMI—Crutchfield, Williams] Field does a very convincing job on a touching blueser, where she gives a whole lot of her self who he thought was his true love with another guy. Hats off, too, to the expressive full or-country symphony. Side can turn out to be a Top 10 trekker.

(B+) "MASTER PUPPETEER"
(2:07) [Gill BMI—Eldin, Rogers] A "100 Pounds Of Clay," Philip's cleverly penned, lots of rock color by the singer and his big-gospelized backband.

CARLO PES (Suvios 1900)
(B+) "GINA, GINA"
(2:45) [Dutchess BMI—Pers] A happy-go-lucky import from Italy, featuring guitarist Pen and a very nice (Country in in Donna Nova-like samba shuffler) that comes up with heavy deejay reaction.

"RICOH (Do You Remember?)" (2:46) [Dutchess BMI—Pers] A pretty ballad sound from the guitarist.

JOHNNY Dow (Assassin 1889)
"JOHNNY PLAYBOY" (2:03)
[NT BMI—Gallo, Johnson] New songwriter Dow is involved in a lively rock affair about teasers who plays with love, Musicians & are on the scene. Stuff is this that it brings in the Big Boys Dolls assist. Discuss with the impresario.

"LAND OF ENCHANTED DREAMS" (1:45) NT BMI—Gallo, Johnson] Intriguing arrangement.

SONNY HODGES (Meryl 494)
"JAMIE (2:91)" [Star-Flite BMI—Hodges] Singer Hodges nicely handles a catchy number and receives an interesting gospel-type sound from the few musicians on hand. Label is located in Ferriday, La.

"FLAME" (2:30) [Star-Flite BMI—Hodges] Slow-beat affectionate.

RALPH DE MARCO (20th Fox 309)
(B+) "LOVELY FOR A GIRL"
(2:04) [Hollis BMI—Murray] There's a likeable bounce beat sound from the ork, serving as a backdrop for a solid vocal by De Marco on an interesting romancer. This is an original-sounding deck, and deserves spins.

"KEEP ON WALKIN'" (2:32)
[NT BMI—Gallo, Johnson] Like the name suggests, it's a choral in in Donna Nova-like samba shuffler. Small combo-chanting vocalists.

SINGLETON PALMER (United 221)
"MAMA'S GONE GOOD- BYE" (2:39)—Palmer gives the tube a light air in this enjoyable Dixie-styled deck.

"WHEN THE SAINTS GO MARCHING IN" (2:37)
Brighter Dixie swingin' here. 
Robert Gaulé (Columbia 42612) "Don't Be Afraid Of The Rain" (B) with the ASCAP-Berlin team. One of the choice ballads from Irving Berlin's new musical, "The Girl From Charing Cross." No doubt, the result of careful outlaying by the label's big-voiced leg-o-mutton soprano, is a first-rate ballad team. Gaulé had some of the "What Kind Of Fool Am I," flavor, and this date should benefit from it.

(B) "Young At Love" (2:35) [Regent BMI-Lojaco] A warm romantic expression with an interesting background arrangement. Likely to make lots of airplay.

(B) "Jungle Drums" (3:03) [Toby Vann BMI] This bit of sunshine from a deck that has what it takes to send the listener on a trip. An inviting, slow rock-a-cha-cha lamento that suggests a potent string-band texture to follow. A delightful dance background.

(B+B) "Mama Papa" (2:20) [Toby Vann BMI-Vann] This bright teener couple takes a delightful twisty route. Another solid salut to that can make the grade.

Wayne Books (Capitol 4866) "Postcard From Paris" (2:04) [Beechwood BMI - Ross, Wade, Wells] This with this interesting teen romantic, strong number tells of a guy who still has a reverse rock-a-cha-cha feeling; he has seen Paris, her theme is wrapped-up in a catchy rock-a-cha-cha beat. Eye it.

(B) "Know Bmt Pin" (2:15) [Trinity BMI-Schuster, Shik] This is a well-adopted bit of New York University's familiar humanity.

ANDY ROSE (Coral 62338) (B+) "Being Young" (2:19) [First International BMI] Carr, young; teen-directed performer, nicely assisted by a bouncy combo-chorus setting, offers a likely diddy about "being young" and the fun it holds. An uncomplicated rock sound that could make a star.

(B) "Say What's New" (2:11) [First International BMI] Carr, Manno, Snappy big-beat performance.

Adam Faith (Dot 16465) "Get It All Out" (2:05) [Sidewalk BMI - Vandyke] The English songster is clickier than usual. The American-style upbeat rock rock-offbeat-organized rhythm, the strolling "western" string statements could be a left-field hit like Frank Blackwell's "Separation." This is the latest English deck.

(B) "Mickie A Person" (2:20) [Jive BMI-Miller] A splendidly tuneful, pretty country-style item from a disk of the same name.

Bettie & Rose (Press 3806) (B) "Doodle Doo Doo" (1:58) [Leo Feist ASCAP-Kassel, Stitzinger] This song duet, first published by well-known as the Teen Queens, ably catch the good-humor of the sunny oldie. Pose by the musicians has the rock-and-roll attitude. Can come up with lots of airplay. The label is handled by the London Group.

(B) "That Twistin' Feeling" (2:03) [Columbia BMI-Collins] Infectious stuff that puts the team on more familiar rock ground.

Sonny Edwards (Cetone 508) (B) "This Time I'm Gonna Cry" (2:25) [Cetone BMI-Ramano, DiPramana] Accompanied by effective, exotically-grouped and male group comments, Edwards nicely handles the good teen own. While the backing is the kids. The label is based in Jersey City, N.J.

(B) "Toy Balloon" (2:28) [Cetone BMI-Dening] Another opinion-negative number gets a busier rock sound.

The Gentlemen (Bethlehem 3619) (B) "I'm Not Crying Any More" (2:25) [Pandora BMI - George, Baker] Feeling expression from the female lead, who is backed by a colorfully rocking band.

Jo Vitale (May 21) "My Little Cinder-Ellen" (2:20) [Sylvan BMI - Ebert Young] (rock-and-roll version) the lead singer is a national act that is dressed in the style of the ford and male chorus statement. Spinnaker teen take.

(B) "A Million To One" (2:37) [Starflower BMI-Medley] The wide-awake hit gets a hard-beat rendition.

Frankie Greer Quartette (Mutual 1003) "Spoooky" (2:23) [Effin ASCAP-Cohn, Reichen] Hip hop swing band in a breezy swing of the jazz-piano line, with backing from a trombone-led combo.

(B) "Cool Days" (2:02) [Effin ASCAP-Lorraine, Reichen] More stuff that leaves on the Hi-Lo's type sound.

Religious

Gospel Redeemers (Regent 214) "I'll Be So Glad!" "I've Been Changed!"

Tommy Brown Gospel Singers (Gospel 1069) "I heard Jesus When He Called Me"

Newberry Singers (Gospel 1070) "Trouble Will Soon Be Over"

Imperial Gospel Singers (Gospel 1066) "Oh No Help I Know"

Raymond Rasberry Singers (Regent 213) "Leave It All To Him"

James Cleveland (Savoy 4182) "Jesus Will Bring Things Out"

North Philadelphia Juniors (Sharp 630) "Battle Axe"

Ward Singers (Savoy 818) "Contract With The Lord"

Little Jimmy Davis (Sharp 692) "Faith"

Gary Stewart (Sharp-Hi 8823) "The Day Jesus Was Born"

Rev. Robert Ballinger (Peaceful 8807) "The Little Black Train"

Kelly Brothers (Federal 14272) "I Can't Forget You"

Joaan Aurn (Pledge 105) "A Wildwood Whispering"

Dixie Hummingbirds (Peacock 1863) "Without The Lord"

John Kontos (Maryford 13103) "Hymn To St. Angus"

R. H. Harris (Sar 135) "Somebody/Sometimes"

Kelly Brothers (Federal 14272) "When The Hour Comes"

Staples Singers (Riverside 4531) "Give Me Wings"

Loving Sisters (Peacock 1864) "The Gospel Writers"

Who Can Ask For More"

Josephine James (Peacock 1865) "The Holy Spirit"

Edwards (Peacock 745) "When The Hour Comes"

Gospel Songbirds (Peacock 1867) "Thank You Lord"

Gospel Solotones (Peacock 746) "Steady Away!" "Ride In The Chariot"

Zazz

Gene Ammons (Prestige 229) "Ca' Pruneg (Parts 1 & 2)"

Dave Pike (Prestige 228) "Mind"

Jimmy Grissom (Prestige 225) "I've Got You On My Mind"

Rev. Gary Davis (Bluesville 818) "I'm Glad I'm In That Number"

Brownie McGhee & Sonny Terry (Bluesville 818) "Begginn & Cryin'

Don Wilkerson (Blue Note 1864) "Candy Man"

Det Moore (Gallant 3004) "Jazz Dramatik, Blue Sax"
SERGIO FRANCHI
His first album LM/LSC-2640...a sellout in a week!

Watch his first single take off!

SERGIO FRANCHI
ONCE
I MUSTN'T SAY I LOVE YOU

ORDER BIG...NOW! 8103
RCA VICTOR

Cash Box—November 3, 1962
RADIO ACTIVE CHART

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

(SURVEY COMPLETED TO OCTOBER 24TH)

<table>
<thead>
<tr>
<th>% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE</th>
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<td>Eso Beso—Paul Anka—Victor</td>
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<td>The Alley Cat Song—David Thorne—Riverside</td>
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<td>Spanish Lace—Gene McDaniels—Liberty</td>
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<td>Release Me—Little Esther Phillips—Lenox</td>
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<td>I Can’t Help It—Johnny Tillotson—Cadence</td>
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<td>Go Away Little Girl—Steve Lawrence—Columbia</td>
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<td>Wiggle Wobble—Les Cooper—Everlast</td>
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<td>My Dad—Paul Petersen—Colpix</td>
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<td>Mind In A Whirl—Ike &amp; Tina Turner—Sue</td>
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<td>13 %</td>
<td>Get Out Of My House—Ernie K-Doe—Minit</td>
<td>13 %</td>
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<td>13 %</td>
<td>Soul Bossa Nova—Quincy Jones—Mercury</td>
<td>15 %</td>
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<tr>
<td>12 %</td>
<td>Angela Jones—John D. Loudermilk—RCA Victor</td>
<td>12 %</td>
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<tr>
<td>12 %</td>
<td>Limelight—Mr. Acker Bilk—Atco</td>
<td>18 %</td>
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</tr>
<tr>
<td>12 %</td>
<td>Happy Weekend—Dave “Baby” Cortez—Chess</td>
<td>25 %</td>
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LESS THAN 10% BUT MORE THAN 5%

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<tr>
<th>TOTAL % TO DATE</th>
<th>Are You Ready—Valiants (Imperial)</th>
<th>8 %</th>
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<td>Heart Breaker—Dean Christie (Select)</td>
<td>14 %</td>
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<td>TOTAL % TO DATE</td>
<td>I Feel Good All Over—Fiestas (Old Town)</td>
<td>7 %</td>
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<td>TOTAL % TO DATE</td>
<td>Everytime I Hear Your Name—Patti Page (Mercury)</td>
<td>7 %</td>
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<td>TOTAL % TO DATE</td>
<td>Nothing Can Change This Love—Sam Cooke (RCA Victor)</td>
<td>93 %</td>
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<td>TOTAL % TO DATE</td>
<td>That Stranger Used To Be My Girl—Trade Martin (Cord)</td>
<td>76 %</td>
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<td>TOTAL % TO DATE</td>
<td>Next Door To The Blues—Etta James (Arga)</td>
<td>27 %</td>
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<tr>
<td>TOTAL % TO DATE</td>
<td>I’ll Bring It On Home To You—Carla Thomas (Atlantic)</td>
<td>53 %</td>
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<tr>
<td>TOTAL % TO DATE</td>
<td>Mr. Mozart Mass—Valjean (Carlton)</td>
<td>6 %</td>
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</table>
A pair of choice ones, courtesy of Mr. Richard Rodgers
TAKING OFF!
EXCITING NEW SINGLE BY NEW TENOR SAX STAR

DON WILKERSON
"CAMP MEETIN’"

and
HOMESICK BLUES
BLUE NOTE 45X1864
FROM HIS NEW ALBUM
BLP 4107

"PREACH BROTHER"

Headin’ All The Way
"THEN A TEAR FELL"
c/w
"Save A Minute Lose A Wife"
EARL SCOTT
KAPP 854
Exclusive Mgr:
LITTLE RICHIE JOHNSON
Box 3, Belen, New Mexico

BY 3312
Annette
"The Story Of My Life"
16 Annette hits
plus 8 page full-color book

Bobby Bare
"I DON’T BELIEVE I’LL FALL IN LOVE TODAY"
and
"TO WHOM IT MAY CONCERN"
RCA-Victor #9083

Zooming To Number 2!
"THE LONELY BULL"
(El Solo Tore)
The Tijuana Brass
featuring Herb Alpert
A&M #703

A & M RECORDS

"YOU THREW A LUCKY PUNCH"
GENE CHANDLER
Vee Jay #468

1449 S. MICHIGAN AVE.
CHICAGO 16, ILL.

NEW ADDITIONS to TOP 100

73—RELEASE ME
(Little) Esther Phillips (Lavoe 5555)

77—KEEP YOUR HANDS OFF MY
BABY
Little Eva (Dimension 1003)

87—MARY ANN REGrets
But Ives (Decoto 31433)

88—ANNA
Arthur Alexander (Dot 16387)

90—RUMORS
Johnny Crawford (Dot-Ef 4188)

92—PUSH AND KICK
Mark Valentin (Swan 214)

96—ALADDIN
Bobby Castillo (Dot-Ef 4185)

99—MIND OVER MATter
Nolan Strong (Fortune 546)

100—HEART BREAKER
Dean Christie (Decca 715)

ATTENTION DISC JOCKEYS
BOB HELLER
FLYING RECORD DIST. CO.
665 N. Broad, Phila., Pa.
PICK OF THE WEEK
"IT’S OVER FOREVER"
GUY SPITALE
DJ’S WRITE:
WARRIOR RECORDS
208 Oak St. — Amite, La.

JUKE BOX OPS’
RECORD GUIDE

ACTIVE with OPS

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

MINSTREL QUEEN
 Impressions (ABC-Paramount 10357)

FOOLS RUSH IN
 Etta James (Argo 5424)

LIMELIGHT
 Mr. Aker Birk (Aero 6238)

MOONLIGHT SERENADE
Artie Shaw (Columbia 1428)

NAKED CITY THEME
Nelson Riddle (Capitol 4843)

ONE MORE TOWN
Kington Trice (Capitol 4842)

THE GREATEST ACTOR
Wanda Jackson (Capitol 4833)

MY DAD
Paul Peterson (Colpix 663)

TRY A LITTLE TENDERNESS
Arthur Franklin (Columbia 42502)

SUSAN
Tain Matthews (Columbia 42449)

LONGEST DAY
Mitch Miller (Columbia 42563)

OOPS/CHOO CHOO
Bill Doggett (Columbia 42531)

SUGAR LUMP
Kenny Williams (Capitol 576)

ONE ROSE
Bob Willow (Diamond 125)

BLUE FLAME
Billy Vaughn (Dot 16397)

BABY HAS GONE BYE BYE
George Hamilton (Epic 9555)

CLEO’S MOOD
Junior Walker All-Stars (Harvey)

VOLARE
Are Cannon (Hi 2057)

DAY TRAIN/TEENAGE HOUSE PARTY
Sandy Nelson (Imperial 5854)

KNOCKERS UP (EP)
Reezy Warren (Jubilee JGM 3029)

I DIG THE STATION
Grry (U.S.) Bands (Leopard 1023)

LOVE CAME TO ME/LITTLE GIRL
Dien (Louis 3145)

SPANISH LACE
Gene McDaniels (Liberty 55510)

THE BEST MAN CRIED/STOP
Clyde McPhatter (Mercury 72053)

EVERYTIME I HEAR YOUR NAME
Patti Page (Mercury 72344)

I FEEL GOOD ALL OVER
Flintex (Old Town 1137)

DEAR HEARTS AND GENTLE PEOPLE
GOTTA TRAVEL ON
Springfields (Philips 40077)

I’M GONNA CHANGE EVERYTHING
Jim Reeves (RCA Victor 8006)

I DON’T BELIEVE I’LL FALL IN
LOVE TODAY
Bobby Bare (RCA Victor 8083)

LOOK OF LOVE
Frank Sinatra (Capitol 13072)

ALLEY CAT SONG
David Thorne (Riverside 4350)

I LOST MY BABY
Joy Inn (Roulette 4526)

DIDDLE-DEE-DUM
Belmonts (Sababa 307)

IF YOU WERE A ROCK & ROLL RECORD
Frankie Connors (Sgram 4128)

DESAFINADO
Pat Thomas (Verve 10369)

GETTING READY FOR THE
HEARTBREAK
Chuck Jackson (Wend 128)

Y’ALL GON’ TO
the Festival?
(SEE PAGE 30)
Dear Lonely Hearts,

I'm writing to you. You said you could

Dear Lonely Hearts, I'd be so grateful to you.

Lonely Hearts, I'd be so grateful to you.

Lonely Heart

A smash hit to follow a smash hit!

**Nat King Cole**

**Dear Lonely Hearts**

b/w **Who's Next In Line?** #4870

Arranged and conducted by Belford Hendricks

P.S. See Nat at New York's fabulous Copa, thru Nov. 14

Capitol Records

Cash Box—November 3, 1962
Shirelles Honored By Dealers Assn.

NEW YORK—Orkster-chanter Lloyd Price is pictured above giving the Shirelles an award from the Uptown Dealers Association. The Scepter group was honored as being New York’s best-selling female quartet.

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
Buy-2-get-1-free. Expires: Nov. 16.

CAMEO/PARKWAY
10% discount on all new LP’s, with various other incentive deals for additional discount. No termination date announced.

CAPITOL & ANGEL
15% discount on 41 last albums from the Capitol and Angel catalogs; exchange program honored lifetime. Expires: Dec. 31. Buy-5-get-1-free consumer deals on Capitol’s “Bowl” LP’s and Angel’s opera issues. Expires: Nov. 30.

COLPIX
“The Big 16—1962 Full Plan” Deal enables distributor to receive 15 free albums for each 100 albums that are purchased. Expires: Nov. 30.

DOOTO
Entire catalog at discounts up to buy-6-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-4-get-1-free basis. No expiration date. has been set.

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

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

KING
15% discount on entire catalog including new LP’s. Expires Oct. 30.

LIBERTY
15% discount on entire catalog including new LP’s. Expires Oct. 50.

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

MOODSVILLE
1 free LP with the purchase of 1. 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 1. 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.

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

ROULETTE
15% discount in free merchandise on Roulette, Roost, Telon, Gee, Gone and End LP’s. Expires: Nov. 30.

SMASH & FONTANA
15% discount on all LP’s from both labels. Deferred payment. All products bought during Sept. and Oct. in 100% exchangeable. Expires: Oct. 21.

SONADOR
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 1. Expires: Nov. 15.

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

The Liberty and King labels will be new LP discount plans for Nov. See separate stories in this issue for details. The Liberty programs noted above remain in effect, while the present King plan will expire Oct. 30.
<table>
<thead>
<tr>
<th>Pos. Last Week</th>
<th>Pos. Last Week</th>
<th>Pos. Last Week</th>
<th>Pos. Last Week</th>
<th>Pos. Last Week</th>
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<tbody>
<tr>
<td>1</td>
<td>● COUNTRY MUSIC CONNIE STYLER</td>
<td>26</td>
<td>WEST SIDE STORY</td>
<td>1955</td>
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<tr>
<td>2</td>
<td>● WEST SIDE STORY</td>
<td>27</td>
<td>PETER, PAUL &amp; MARY (Warner Brothers (WS 1497))</td>
<td>1962</td>
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<tr>
<td>3</td>
<td>● MUSIC MAN</td>
<td>28</td>
<td>MUSIC MAN (Warner Brothers (WS 1497))</td>
<td>1963</td>
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<tr>
<td>4</td>
<td>● RAMBLIN' BOY</td>
<td>29</td>
<td>I LEFT MY HEART IN SAN FRANCISCO</td>
<td>1964</td>
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<td>5</td>
<td>● I LEFT MY HEART IN SAN FRANCISCO</td>
<td>30</td>
<td>WARM AND WISHING</td>
<td>1965</td>
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<td>6</td>
<td>● MODERN SOUNDS IN COUNTRY &amp; WESTERN MUSIC</td>
<td>31</td>
<td>THE TWO SIDES OF THE SMOTHERS BROTHERS</td>
<td>1966</td>
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<td>7</td>
<td>● HATAR!</td>
<td>32</td>
<td>GEORGE CHAKIRIS</td>
<td>1967</td>
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<td>8</td>
<td>● JAZZ Samba</td>
<td>33</td>
<td>PORTRAIT IN MUSIC</td>
<td>1968</td>
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<td>9</td>
<td>● SOMETHING SPECIAL</td>
<td>34</td>
<td>BEST OF THE KINGSTON TRIO</td>
<td>1969</td>
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<td>10</td>
<td>● A TASTE OF HONEY</td>
<td>35</td>
<td>THAT HAPPY FEELING</td>
<td>1970</td>
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<td>11</td>
<td>● THE STRIPPER</td>
<td>36</td>
<td>TONY BENNETT AT CARNEGIE HALL</td>
<td>1971</td>
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<tr>
<td>12</td>
<td>● JOAN BAEZ IN CONCERT</td>
<td>37</td>
<td>SINATA AND SWINGIN' BRASS</td>
<td>1972</td>
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<tr>
<td>13</td>
<td>● RAY CHARLES GREATEST HITS (ABC Paramount ABC 415; ABCS 415)</td>
<td>38</td>
<td>NEW CHRISTY MINSTRELS</td>
<td>1973</td>
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<tr>
<td>14</td>
<td>● MOON RIVER</td>
<td>39</td>
<td>MANY Moods OF BELAFONTE</td>
<td>1974</td>
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<tr>
<td>15</td>
<td>● JOAN BAEZ VOL 1</td>
<td>40</td>
<td>OLIVER</td>
<td>1975</td>
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<td>16</td>
<td>● SHERRY</td>
<td>41</td>
<td>RAY CHARLES</td>
<td>1976</td>
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<td>17</td>
<td>● JOAN BAEZ VOL II</td>
<td>42</td>
<td>HERBIE MANN AT THE VILLAGE GATE</td>
<td>1977</td>
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<td>18</td>
<td>● BABY ELEPHANT WALK</td>
<td>43</td>
<td>RHYTHM AND BLUES</td>
<td>1978</td>
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<td>19</td>
<td>● FOLK MATINEE</td>
<td>44</td>
<td>ALL THE Hits</td>
<td>1979</td>
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<td>20</td>
<td>● TWO OF US</td>
<td>45</td>
<td>ROUTE 66 THEME &amp; OTHER GREAT TV THEMES</td>
<td>1980</td>
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<td>21</td>
<td>● MY SON THE FOLK SINGER</td>
<td>46</td>
<td>RUSTY WARREN IN ORBIT</td>
<td>1981</td>
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<tr>
<td>22</td>
<td>● ROY ORBISON'S GREATEST HITS</td>
<td>47</td>
<td>JIM, TONY &amp; BOB—THE LETTERMAN</td>
<td>1982</td>
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<td>23</td>
<td>● RAPTURE</td>
<td>48</td>
<td>MODERN SOUNDS IN COUNTRY &amp; WESTERN MUSIC (Vol. II)</td>
<td>1983</td>
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<td>24</td>
<td>● POT LUCK</td>
<td>49</td>
<td>THE GARLAND TOUCH</td>
<td>1984</td>
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<tr>
<td>25</td>
<td>● SWINGIN' SAFARI</td>
<td>50</td>
<td>BUTTON DOWN MIND ON TV</td>
<td>1985</td>
</tr>
</tbody>
</table>

- ● Also available in Stereo
- ★ Also available in EP
"JOAN BAEZ IN CONCERT"—Vanguard VSD 2122
The success of Joan Baez as an album seller has been completely unprecedented. In the field of folk artists, which usually have a limited commercial acceptance, the talented lark has produced two successful selling LP’s. On this new Vanguard session, the thrush offers thirteen familiar and little-known items drawn from international origins. With deftly accompanying herself on the guitar, she turns first-rate readings of “Geordie,” “Black Is The Color” and “Lady Mary.” Disk should score heavily in the coin department.

"ON THE HAPPY SIDE”—Bing Crosby—Warner Brothers WS 1182
For over three decades Bing Crosby has thrilled the nation with his distinctive gimmick-free style of singing. On this top-reader set the chanter is in his best form in years as he showcases a happy side of his vocal coin with characteristic simplicity. Nineteen oldies get a swingin’, bing band, chorus-backed send-off from the performer. Some of the best sides here include “Me And My Shadow,” “Blues Moon” and "Red, Red Robin.” LP should pull loads of coin.

"ONLY LOVE CAN BREAK A HEART"—Gene Pitney—United Artists UAS 6203
Gene Pitney tags this new Musicor outing after his current chart-ruling single, "Only Love Can Break A Heart." The LP includes eleven other fine items with the same distinctive vocal approach. The LP also boasts some smooth arrangements and orchestral backing by Chuck Sigle, Burt Bacharach, and Alan Lomber. Other impressive tracks here are "If I Didn’t Have A Dime" and "(The Man Who Shot) Liberty Valance." Disk should cut out saleswise.

"DICK GREGORY TALKS TURKEY”—Vee Jay LP 1001
Dick Gregory’s razor-sharp, pungent wit has opened many doors for him. In just three years the laughman has played clubs that are usually reserved for white laughmen. On this yock-filled Vee Jay session Gregory, true to form, attacks everything from the Depressed to the Depressor. All of the funnyman’s legion of admirers will dig this rib-licking set.

"LET’S TALK ABOUT LOVE”—Joanie Sommers—Warner Brothers WS 1474
Joanie Sommers cashes in on the recent popularity of big band sounds with this Warner Brothers LP outing in which she is backed by a full orchestra conducted and arranged by Tommy Oliver. The lark displays her spritely, versatile delivery to date as she reads first-rate renditions of "Spring Is Here," "Something’s Coming," and "Namely You." Disk seems destined to spark healthy sales action.

"SHIRLEY BASSEY SINGS THE HIT SONG FROM OLIVER!”—United Artists UAS 6207
Shirley Bassey launches her newest session on United Artists with the plangent and dynamic number, "As Long As He Needs Me," from the new British hit "Oliver!" The lark’s powerful and wide-range vocal talents have won her many plaudits during the past few years, and are again aptly showcased in this set which also includes "I Get A Kick Out Of You," "Spring Is Here," and "The Second Time Around." LP is best to date from thrush and could cause plenty of sales excitement.

"TRIPLE PLAY STEREO”—Various Artists—Audio Fidelity AFSD 5978
Audio Fidelity have capitalized on a leader in the field, has come up with an interesting disk which combines the best in both the pop and jazz idioms. The discary has two selections in each groove, one jazz, the other pop. Utilizing standard stereo equipment it is possible to hear either channel or both at the same time. The effect is a new entertainment experience. Benny Golson has created some top-notch arrangements for the name artists here. Disk should attract both jazz and pop fans and audiophiles in droves.

"GET THAT BALL”—Kirby Stone Four—Colombia CL 1199
With the football season just getting into full swing, this spirited session of college fight songs seems sure to get plenty of spins and pick up some fast loot. The Kirby Stone Four, who have earned many laurels in the past for their distinctive music blends, should win many new admirers with their exuberant renditions of "The Eyes Of Texas," "Rumbling Buck From Georgia Tech" and "The Victory March." One of the best album’s that the group has cut to date.

"RIVIERA FESTIVAL”—Monte Carlo Light Symphony Orchestra—MGM AFSD 5978
MGM’s latest offering in its 21 Channel Sound Series features the Monte Carlo Light Symphony Orchestra playing a dozen continental oldies in a lifting, festive manner. The big-orchestra sound coupled with artful arrangements does much to enhance the lyrical qualities of such evergreens as "Love In Paris," "La Mer," and "April In Portugal." This top-drawer offering should be a welcome addition to any "good music" shelf.

"12 YEARS OF ACADEMY AWARD WINNERS”—Nick Taag—Cameo C 1041
Music as the music biz it is getting increasingly more difficult to find suitable material for album product. On this bright little package comes up a delightful, breezy package featuring the Oscar-winning tunes for the past 12 years. The built-in public acceptance of the songs coupled with Nick Tagg’s professional organ style should help the promotion of this LP. Disk here includes "Moon River," "High Hopes" and "Mona Lisa."

"THE EXCITING VOICE OF AL MARTINO”—Capitol ST 1774
There are many romantic baritone voices around today. Al Martino stands out from the pack with distinctive phrasing and rich, feelingful wide-range delivery. The chanter’s versatility is aptly spotlighted on the session. He renders the operatic "Nessun Dorma" with the same authority here as did "Hit The Lights". Kudos go to Monty Kelly for a batch of top-flight arrangements. An impressive showing.

"THE CHAPMAN REPORT”—Original Soundtrack—Warner Brothers WS 1478
Composer Leonard Rosenman, who has written some seamy film scores past ("East Of Eden" & "Rebel Without A Cause"), comes up with another top-notch score for "The Chapman Report." The music, which hops about from the sensual and tearful to rhythmic and spritely, is aimed at evocative scenes and does so effectively while contributing much to the development of the melodrama. The Warner Brothers disk also includes the themes from the aforementioned flicks scored by Rosenman.

"HEART SONGS AND LOVE SONGS”—Slim Whitman—Imperial IMP 7309
Slim Whitman offers sure-fire proof of his amazing staying power on this excellent set of soulful country items. The songster’s pure, rich, melodic voice is aptly suited to the fine collection of sentimentals being backed himself on the guitar the artist turns in feelingful renderings of "Blues Away From Me," "Restless Heart" and "Song Of The Morning." All of Wan- man’s many fans should come out in force for the disk.

"HERB STEWART PLAYS SO PRETTY”—Choreo LP 49
Dick Hazard, who supplies string backing and the arrangements here, showcases the talents of clarinetist Herb Steward on this easy-going Choreo package. The material on the set consists of a bevy of fine old romantic standards and Steward’s free-flowing, relaxed, jazz-based approach carries him in good stead as he offers "Indian Summer," "Remember" and "One False Move Is Done." Pleasant listening fare throughout.
“Toni Carroll: Single Gists of the Roaring 20’s” - MGM E-4083

All of the perpetual gaiety of the 20’s is captured on this lively set of winning covers evergreen by Toni Carroll. The songstress is completely taken up with the high-spirited tone of the project as she offers such fine oldies as “I’m Just Wild About Harry,” “Makin’ Whoopee” and “Five Foot Two Eyes Of Blue.” Top-flight listening enjoyment throughout.

“Yojimbo” — Original Sound Track — MGM E-4956

“Yojimbo” is the new Akira Kurosawa film that paradoxically has as its roots the classic American Western tale (as a fired gun cleaning up an evil town), Masaru Sato, who composed the score, has effectively contributed to the ominous feeling of doom and tragedy which permeates the story. Although the oriental flavor of the music fails a bit harshly on the Western ear, the excitement engendered throughout does much to dispell the alien sounds. Art-film buffs will find this a must for their collections.

“Ernie Freeman’s Soulful Sound of Country Classics” — Liberty LP 3264

Ernie Freeman cashes in on the current wide acceptance of country music. For this, his first LP outing for Liberty, all of the tunes here are rendered with their original country flavor. However, the orchestra has given each item his distinctive modern teen-oriented beat and added, on some of the tracks, a fake chorus. Best bets here include “I Walk The Line,” “I Don’t Hurt Anymore” and “It Makes No Difference Now.”

“My Big Band’s Showing” — Francis Bay—Philips PH 5060-04

The growing strength and importance of European bands and their influence on American music is evidenced in the number of fine LP’s from Europe which are finding their way to the shops and ultimately the homes of America. A top drawer example is the big band of Francis Bay (Belgian), who comes up with a tasteful and scintillating package of oldies dressed up in gay, inventive arrangements. Some excellent dixieland here are “September In The Rain,” and “All Of Me.” An excellent offering from Phillips.

“Higiani Grand Orchestre” — RCA Victor International FPM 198

Ace European arranger Armand Migiani has come up with a sparkling album of exciting arrangements of popular tunes. Migiani has utilized the fine wide-range voice of Anne Germaine as an integral part of the band’s instrumentation. On “Perdido” the lark delivers an electrifying trumpet-like sound while “Jealous Of You” calls for some top-notch jazz sax playing. Completely enjoyable listening throughout.

“Golden Favorites” — Wayne King—Decca DL 7499

Wayne King, who has provided the country with one of the very danceable music for several decades, recalls twelve of his most requested tunes on this easy listening package from Decca. With first-rate arrangements by Wayne Robinson and the mellower sax of the maestro, such oldies as “The Walters You Saved For Me,” “Dancing With Tears In My Eyes,” and “Meet Me Tonight In Dreamland,” centerpiece delights are in abundance. The orister’s many admirers will find much nostalgic listening here.

“Cesar Conception y Su Orquesta” — Allegro LPA 816

With the rapid rise of the bossa nova, Latin music is becoming more important every day. Cesar Conception, one of the outstanding Latin orkers, comes up with an extremely danceable set of high-spilled bossa nova numbers, mambos, etc. on this delightful disk from Allegro. With some first-rate vocal stylings from Freddie Gutierrez, the band turns in impressive performances on such titles “Devolucion,” “Recuerdos De Boringuen.”

“Cesar Conception y Su Orquesta” — Allegro LPA 819

With the rapid rise of the bossa nova, Latin music is becoming more important every day. Cesar Conception, one of the outstanding Latin orkers, comes up with an extremely danceable set of high-spilled bossa nova numbers, mambos, etc. on this delightful disk from Allegro. With some first-rate vocal stylings from Freddie Gutierrez, the band turns in impressive performances on such titles “Devolucion,” “Recuerdos De Boringuen.”

“The Sound of the Trio” — Oscar Peterson—Verve V 8450

On this set cut five live at the Windy City’s Long Beach House, 88’s partner Peterson and his boys, Ray Brown on bass and Ed Thigpen on drums, come up with a consistently stimulating, potent jazz set. The Trio does not carbon-copy other small groups. Instead they offer their own impromptu stylings on such tunes as “On Green Dolphin Street” and “I’ll Wind.” Disk should bring out jazzophiles in droves.

“Sweet and Soulful Sounds” — Bobby Timmons—Riverside RLP 8422

Bobby Timmons’ bouncy, melodic, funky, keyboard style ranks him in the front ranks of modern jazz artists. The 88’s approach combines the best elements of the various schools of thought. With an able assist from Sam Jones on bass and Roy McCurdy on drums, Timmons unleashes his professional talents full-blast on “The Sweetest Sounds,” “Alone Together” and a delightful, low-key original tagged “Another Live One.”

“Preach Brother” — Don Wilkerson—Blue Note 4197

Don Wilkerson has been rapidly developing into a first-rate tenor saxist. On this Blue Note date, in which he is teamed up with Grant Green on guitar, Sonny Clark on piano, Butch Warren on bass and Billy Higgins on drums, he sprays his wings and showcases a fresh, hard-driving, potent soul-oriented approach. There are plenty of good bluesy sounds as Wilkerson dishes up “Homesick Blues,” “Camp Meetin’” and “Pigeon Fez.”

“Big Band Jazz From the Summit” — Louis Bellson—Roulette R 5287

There are few jazz drummers around today who are capable of shining with a big band backing. Louis Bellson is one of those rare exceptions. With a batch of top-flight musicians, Bellson shows off his hard-driving swing style on ten impressive tracks. Highlights here include “Cool,” “Prelude” and “With Bells On.”

“Wild Bill” Davison — Bear LP 10002

“Wild Bill” Davison is teamed up with a small, hard-driving combo for this highly exciting excursion into Dixieland from Bear. Davison displays a fine while-back sweet-sounding horn on this session of memorable recordings. The trumpeter and crew shine as they read first-rate arrangements of “Swonderful,” “St. James Infirmary” and “Manhattan.”

“The Golden Age of Harpsichord Music” — Rafael Payana—Mercury SR 90804

All the expressiveness and rhythmic intensity associated with the harpsichord is perfectly captured by Rafael Payana on this delightful disk of 17th and 18th century compositions. Payana does not rely on such superficialities as tone but goes right down to the understanding of the music, is of the highest technical order. Highlights here include “La Volta,” “The King’s Hunt” and “Les Buffons.” Package should attract a host of classical collectors.
NEW YORK:
Joe Bots London's national distrib
mgr., buzzing about the success of "The Thornadoes."
National promo mgr. Paul Robinson
jumps to the plate with the promise of further
showsings of the new fink, "Band Of Gyp-
sies," on a Billboard Panel of Four. But the
Bob's current wax stand is "When I Grow
Too Old To Dream."  
Murray Duetch, VP &
national promotion, is busy encouraging
Lee's to look into a big, pop-r&b dual-artist.
Acc. Eddie Thomas is currently working
on their LP, "Brooklyns Guns of
Living Love," Lloyd Price's "Under
The Moon," "Baby," and "Tomorrow
Night" and "You Are My Sun-
shine," from the Ray Charles
"C&W" Vol. 2 LP ... Singer-Comic Jody
Berry, who opens at the V.P. on 11/1,
will wax a live LP at the hote, tagged
"Five Song-Plots To Happiness" for
Begun. Joyce Beach & The Priv-
ettes, together with Amon topper Pat
Riccio and A&R director Vince Gagli-
for NBC, they are breaking here.
noise, representing the inter-
pretive powerhouses, are setting preview
DEC. UA release ... Lor Crane just
coming from her stint at the New York
Records on the west coast and will be
working thru the city this week to
arrange and conduct several discussions
with his latest noisemaker is "North-
typical" and will be working thro the city
for his state of the art LP, conducted for Lister Shaw (Aryy).

CHICAGO:
Allan Sherman, star of the hit Warner
Bros. album "My Son The Folk Sing-
er" and "Come On A" with the English
Lace" by Gene McDaniels and "Call
Your Fate To The Wind" by Martin Donny,
adding that sales have been in-
creasing steadily on "Walter Ben-
nett" and "Miss DeShannon's "You Won't
Forgive Me." ... Red Saunders, popular
singer and currently in London, is one of the most successful year as music coordi-
nator of talent at the Beatles.
... Vicky Belmont comes to town
to expose her Cadence wax
"Tina" ... Don't Get Him, via the
record hop route. ... Ned Bigback
(M.S. Dist.), going all out for the
Sydney Bechet (Reprise) and Kenny
Prestige, of the "Pachyderm" (Argo) and possible two-sider "I've
Sinned, But I'm On The Way"
by Jack Jones (Kapp) ... Ellc

BRIAN HYLAND
DOODGE
BOBBY KYVELL

JERRY PALMER
BOBBY MILAND
JODY BERRY

Cash Box — November 3, 1962
Record Ramblings

by The Dootones... Del-FI's new Johnny Crawford deck, "Rumors" fittingly hearing tower over the totally every station in the country.

Three major labels hot after the Coda album, "The Langurs at Har..." Publisher Ivan Magoffin in tow from New York for a short Coast business visit... Irwin Zucker promo firm launching big drive on "The Largest Day" vocal version by Mitch Miller for Paul Anka's Sparta Music... Bob Summers bows on the Challenge label with two instrumental sides, "One Stop" and "Scramble" with shades of Bob Paul. The Leon Paul influence could well be attributed to the fact that Bob is Mary Ford's brother... The smash album of the year could be Warner Brothers Records' "My Son, The Folk Singer" by Allen Sherman. Dick has already hit the top 50 album chart in first two weeks of release... Mike Connor reporting the Kingston Trio's Capitol waxing of "One More Town" now breaking out nationally... Era Records out with "The Ballad of Billy Budd" to tie in with forthcoming release of the movie. Film opened to rave reviews in London... New label, A & M Records came up with a smash on their very first effort, "The Long Pull Upstairs" by Doreen Alderton... Mike Gould, Campbell-Connelly Publix releases have "I Left My Heart In San Francisco" going on the other side of the Atlantic... The smash album of 1962, "Telstar" by The Tornados breaking u... The Los Angeles Times writer, "The Folk Frasco, WERA, Plainfield, New Jersey, having great success with his "Boy Guy" sticker campaign... Prudential's record of the same... As a result of the tremendous demand for his "Taste Of Honey" waxing for Liberty, Martin Denny has been booked for an additional week at the Sentimental Place, weekend with comp... Red Smith and the upright Broadway musical they are writing... "Put Me in the Picture" by 20th-Fox music producer, has been set by Red Ingle as singer-... When the orchestra opens 11/2 at the Hotel El Rancho in Sacramento... The #1 record last week at KMPC was, "I Remember You" by Frank H... "Love the Way You Do Me" for the one-week headlining engagement at Bimantium's, Boston, opening Nov. 12th... A new dance, "The U.T." which started at the University of Tennessee has been recorded by The Sparkles on newly-formed Caron Records... Jimmy McHugh Music Inc. sent out circulars to all school bands in the U. S, featuring "The First Lady Waltz" and "The Navy Swing." See Evans, singing harpist, has signed a recording pact with Sky-... The grand opening of the Doto Music Center, where all Doto recording & motion picture activities are to be housed, is scheduled for Nov. 11... Bob Bogle, Unity Records' proxy, has signed Bobby Bregman to a soloie with exclusive recording pact. Initial release is a gimmick-type disk, "Project Venus" b/w "Rockin' Ship."... Kitty White, popular recording artist and producer will be at the keyboarding nightly in the new Mariner Motor Hotel... Steve Lawrence flew to L.A. from Las Vegas where he is appearing with Eddy Gorme at the Sands hotel, for a day's Columbia Records recording session, which willinclude The Winners" LP.

1962

CASH BOX

The Winners' LP.

Philadelphia—Much of the
sales excitement at A & L distrib... notes promo man Harry Fiallo, is being caused by Little Eva's "Keep
Your Hands Off My Baby" and the Cookies' "Chains" (both on Dimen... Litter Shaw's "Theme From Northern Lights" (Amy). Dave 
"Baby" Cortez" "Fiesta" (Emid) had Lee Cooper's "Wiggle Wobble" (Ever... last). "Li'wise it's Gene Ammons' "Bad Bona Nova" (Frosty). 
Fran Murphy telegrams that Pat 
Thomas' "Slightly Out Of Tune" and Tommy Edwards' "Tonight I Won't Be There" (both MCM) are big items at Ed S. Barky'. ... Joe Bobbel, at David Rosen distribut... types that his most exciting new platter is the Columbia hit list are the brothers 
Fire with "25 Minutes To Go," Jerry Reed's "Ruthless Guitars" and Johnny 
Walker's "Gina." In the new dept. it's Demetrius Tapp's "It Isn't The End Of The World.

Ferriday, La—Myri Topper, Melvas Doige sends along word that he's getting action in key markets on Sonny Hodges' "Flame." — "Jamie" stand and Big Walter's "Watusi Frenzy" startter.

FELTON, DEL.—Folks herabouts hoping that local boy James H. Stay- ton will hit the bigtime with his wax bow on 20th-Fox. "More Than You'll Ever Know!" and "Lovers Can't Win." 

Shreveport—Stan Lewis sends along word that his Record Shop has a hot item in the Parmarines' "The Dogwood" on the Minaret label. Dick is reportedly attracting heavy airplay...
KDKA-Pittsburgh radio and TV personalities in the city's southern suburbs recently aided the hospital that serves their area via a special bowling event. The public was invited to bowl for a frame for a dollar donation to the hospital's building fund against a station runner. Every participant received a prize donated by the outlet. Additionally, prizes were awarded for high and low scores.

The American Forces Network, Europe, has for the first time enlisted the aid of its American and foreign deejays, WIND-Chicago's Howard Miller, Perry Marshall and Tom Sherwood for regular broadcasts to the 62 million servicemen and Europeans reached by the eleven stations. Miller, Marshall and Sherwood will provide thirty minute segments weekly. The shows will feature current U.S. pop music and will provide informative chatter about what's happening back home.

KBOX-Dallas recently climaxd its $10,000 Savings Jamboree promotion with the awarding of a huge $5,000 swimming pool and a 1962 Rambler auto. The promo was originated by the Dallas outlet earlier this year when they mailed 300,000 Savings Jamboree Booklets with valuable coupons to local residents. Listeners were invited to return the coupons to KBOX and vote for valuable prizes.

Murray Kaufman, who spins 'em on WINS-New York, on the Monday-Saturday (7 to 11 P.M.) slot now has a regular Sunday slot, Truck Jockey's showtime is from 4 to 7 P.M.

Just received word that WWDC-Washington has notified the Soviet Union that it is calling a halt to broadcasting of Russian top tunes until American music, supplied the Washington station, is played on Moscow Radio. WWDC's decision to "stop the music" came after 20 selections of Russian popular music arrive at the station from the Soviet government. An accompanying letter of transmittal to Irv Lichtenstein, the station's programming vee, from Nikolai Karev, editor-in-chief of radio Moscow, made no mention of Radio Moscow or any other Soviet station playing the American Top 10 supplied previously by WWDC.

Deejays at KJIJ-Hollywood recently switched around when Paul Compton gave up his night time slot for day-time stanza and Lucky Pierre Gonzalez moved over to emcee a new program tagged "L. A. Accent." Walter O'Keefe's afternoon show has also been absorbed into the new after dark program.

WIL-St. Louis has received the "Certificate of Appreciation" from the St. Louis Society for Crippled Children. The station was cited for its outstanding and generous participation for the 1962 Easter Seal campaign. . . . Gary Stevens, WIL personality, recently spoke before a packed auditorium at St. Louis McKinley High School. The students invited Stevens to speak in behalf of their school newspaper and, in addition to boosting subscriptions 50%, Stevens gave an impromptu lecture on the benefits of higher education.

Twenty-one AM and FM stations, all the radio outlets in the Dade County, have agreed to join in a music public service effort. All the broadcasters will simultaneously air a five-minute United Fund program at 12 Noon, Friday, November 2nd.

This effort, spearheaded by Milton Kemlo, WCKI-Miami general manager, and chaired by WQCS-United Fund Radio Subcommittee, will urge Dade County citizens to respond to the United Fund's "A Million Answers" appeal the following Sunday, and also call attention to the United Fund Campaign activities.

WXZY-Detroit Radio and Television Stations have been singularly honored by the American Cancer Society for their assistance in the "Heart to Heart" and "Dial-to-Life" programs. The awards in the form of a plaque, featuring the society's sword symbol, were presented at the annual meeting of the Michigan affiliate of the American Cancer Society.

KBOX-Dallas, has added to the controversy about whether or not Dallas-Ft. Worth should have two separate airports. KBOX personalities have set to music their support of Love Field, as the one and only airport for Dallas-Ft. Worth. Entitled, "The Love Field Story," the record has been given out to all radio stations throughout Texas, in hopes of creating additional support for the one airport. The record is a parody on the situation, which uses excerpts from currently distributed personality imitating VIP politicians.

Broadcasting industry and lay spokesmen gathered for a depth probe into radio programming last week in New York at a day seminar hosted by Westinghouse Broadcasting Company. Panels, addresses and demonstrations sparked the agenda at the Hotel Americana, including the up-coming October 29th "Dial-to-Life" Day holiday and proceeded to list the institutions which would be closed in observance of the day. In the group, he included the Post Office. Within minutes, a breathless mailman, whose car radio was tuned to WEBS, appeared at the studio door to tell him that there would be mail deliveries as usual on October 12.

VITAL STATISTICS:

Steve Trivers given the nod as program director of WOCF-Boston. . . . Lonnie Starr is now WKN-New York. . . . Jim Mendes is now holding down the all-night show on WXCN-Providence. . . . Jerry Dee exits his produc- tion manager chair at WBFM-Buffalo to take over all programming on WSIR-Pensacola. . . . Jim Garrigan has moved to WFEW-St. Louis as music director. . . . Forthright Fred Sawyer leaves his air spot on WORL-Boston to become assistant program director on WGAN-Portland.
New York—Columbia Records was scheduled to cut the original-cast LP of Irving Berlin’s new musical, “Mr. President,” last Sun. (28) for a rush-release this week. The musical, which opened on Sat., Oct. 20, is Berlin’s first Broadway score since 1906 (“Oh! IMadam.” It’s considered one of the prize original-cast acquisitions of the 1960-63 season.

Col.’s “Mr. President” Caster Due This Week

Making The Jockey Rounds

New York—Pat Thomas, whose current noisemaker of “Slightly Out Of Tune” (recently switched from the Verve label to MGM) was well received last week when she made the rounds of Gotham’s radio stations promoting the deck. In the top left photo (left to right) are: Verve’s Creed Taylor, MGM’s Andy Miele, Julie Rifkin, the lark and Lenny Sheer. At WNEW in the top right photo are Alan Rosenberg, Bob Taylor, the songstress, Don Tiglieri, Al Drilling, George Mykles and the label’s Bunny Willis. Posing at WMAQ in the bottom left pic are Jack Specter, Pat Thomas, Bunny Willis and Steve Harris of Malverne Distributors. The lark is pictured with Ted Brown of WINS in the bottom right shot.
MR. ACKER BILK
LIMELIGHT
6238
ATCO RECORDS
1841 B'way, N.Y. 23, N.Y.

The Majors
"She's A Troublemaker" and
"A Little Bit Now (A Little Bit Later)"

Jilly
Imperial Records

The Big Hit from OLIVER
"AS LONG AS HE NEEDS ME"
Shirley Bassey

United Artists
72976AVE-N.Y.19,N.Y.

The above feature is designed as an aid to retailers who have requested such a list to help them locate hit singles when consumers ask for them by artist name.

Lebendiger feels that, although it first became popular in Brazil, the rhythm is actually an international jazz language, not a "Latin-American step." He notes its origins in Brazil, belongs, like U.S. jazz, to Brazil's Negro population. He likes the idea of a Bossa Nova step, as long as the jazz feel of the samba-like rhythm remains intact. If the Bossa Nova sound is kept intact, Lebendiger foresees not only increased revenues for disk sales, but a new uplift in the sales of sheet music. He says that various jazz arrangements are being swapped with demands for Bossa Nova arrangements for sax, guitar, etc. "It means millions of dollars in increased business for the sheet music field," Lebendiger declares.

Lebendiger, who's been in the publishing business for 25 years, is in New York, following a three month stay in Europe placing Bossa Nova material with European publishers. He notes that the Bossa Nova is beginning to catch on in Europe, especially in Italy and France. In Italy, such top stars as Mina, Marino Marini and Caterina Valente have cut Bossa Nova tunes. The Barclay label, in France, he notes, is cutting Bossa Nova dates with U.S. jazz musicians who are appearing in that country.

Besides representing U.S. publishers, including Mills, Leeds, Spanish, Robert Merrill, Howie Richmond, Allen and Frank, Lebendiger is the outlet in Brazil for the Cameo-Parkway and Atlantic labels through his Ferrnata Producers.

Maharis & Weber
Form 2 Pubberies

NEW YORK—George Maharis, the actor-songster, and his personal manager, Mimi Weber, have formed their own publishing firm. The firms, Geoimi Music and Eta Music, will lean toward the publication of material by young songwriters, an announcement said. Maharis, star of TV's "Route 66," is making a disk name for himself on the Epic label.

"HIT-MAKERS"
NEW DISTRIBUTOR IN PHILADELPHIA
SINGLE RECORDS ONLY
"WE START THEM AND THE NATION CHARTS THEM"

Div. of E.B.R.
Baldwin 3-9650 • 2522 N. Broad St., Philadelphia, PA. • Shy Raken

Cash Box—November 3, 1962
ALBUM SURE SHOTS

- **JOAN BAEZ IN CONCERT**
  (Vanguard VRS 9112; VSD 2122)

- **MY SON THE FOLK SINGER**
  ALLEN SHERMAN
  (Warner Bros. W 1475; SW 1475)

- **NEW CHRISTY MISTRELS**
  (Columbo CL 1872; CS 6672)

- **ALLEY CAT BENT FABRIC**
  (Arco 33-148; SS 33-148)

- **ALL THE HITS**
  CHUBBY CHECKER & DEEDEE SHARP
  (Cameo C 1029, SC 1029)

- **MODERN SOUNDS IN COUNTRY & WESTERN MUSIC (VOL. II)**
  RAY CHARLES
  (ABC Paramount ABC 435; ABCS 435)

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**Dimenions Name: Williams R&B Promo Topper**

NEW YORK—Dimension Records, the Nevins-Kirshner label, continues to add new titles.

Following the recent appointment of Herb Linsky as director of sales and promotion, Barney Williams has been named director of R&B promotion. Williams, who has experience on the distributor, manufacturing and indie promotion levels of the business, will be responsible for the preserving of public relations with R&B stations around the country and will also assist in the coordination of the itineraries of artists on the label and arrange promotions for one TV and radio spots. He reports to Linsky.

ABC-Par Single For Michele Lee

NEW YORK—ABC-Paramount Records has released its initial disking by Michele Lee, the musical comedy performer. It’s a ten-directed single, the sides tagged "I'm Sorry Missus Murray" and "Havin' A Party for One," Performer now plays opposite Herbert Morris in the smash musical, "How to Succeed." She was previously partnered in the group-closet musical, "Bravo Giovanni."

Bel Canto Christmas Tapes

NEW YORK—Highlights of Handel's Messiah is the 4-track stereo tape spearheading the 1963 Christmas release of 11 Items from Bel Canto. Carrying a list price of $2.95, this classic is performed by the London Philharmonic Choir and Orchestra. Bel Canto Christmas tapes are being offered with a 100% guarantee return, plus an incentive program providing an extra free tape with each 11 purchase.

**Hits Give New Distrib in Seattle Strong Start**

SEATTLE, WASH. — Independent Record Sales, a division of the Craig Corp, is enjoying a "healthy" first quarter, according to Jerry Denom, IRS' sales manager of the recently formed outlet.

One of the reasons for the company's fast success, according to Denom, is that they have some of the hottest records in the Northwest. These include such chart climbers as "Release Me" by Esther Phillips on Lenox, "Lonely Bull" by the Tijuana Brass on A&M, "Hey, A Rebel" by The Crystals on Phillips, "I Left My Heart In The Balcony" by Linda Scott on Congress, and "From A Jack To A King" by Ned Miller on Fabor. Among other labels that have recently joined IRS are Original Sound, Caprice, Fraternity, R & B, Tillis, Gregmark, Tempe, Talent Scout, Kimberly, Rammy, Broth, Frisco, Omega and Joey.

**Rush New King Single After 'Atlanta' Controversy**

NEW YORK—The recent integration crisis in Mississippi has something to do with a new singles release by Claude King (Columbia), stated Tillman Franks, the artist's manager, last week.

Franks said that "Burning Of Atl-".

**ASCAP To Meet In N.Y.**

NEW YORK—Following the recent west coast gathering, the semi-annual eastern membership meeting of AS-.

**101 Strings**

The World's First STEREO-SCORED Orchestra

**JITTERBUG THE DOVELLS**

P. RIS

**CANDY**

BIG MAYBELLE

BRUNSWICK 55234

**DON'T FORGET**

P.F.C.

Ritchie

ADAMS

"We've got the know-how"
"We've got the salesmen"
"We've got the promotion"
"We've got the Capitals!"

LOOKING FOR HIT SINGLES & LP LINES!

**DELTA RECORD DIST. CO., INC.**

718 Howard Ave. New Orleans 12, La. 222-7104

HUGH DEVLIN—PRESIDENT

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**Cash Box—November 3, 1962**
Atlantic’s Progressive Music Is Sold To Hill & Range

NEW YORK—Atlantic Records’ pub-

licity firm, Progressive Music, has

been sold to Hill & Range Music for

a reported $500,000, it was announced

last week.

Progressive, begun as an Atlantic

affiliate in 1956, publishes jazz works

and songs by Bobby Darin and Ray

Charles.

Atlantic retains its other publicity

interests, including Walden Music, and

ARCAP firm, and has started a new

BMI firm, Cotillion Music.

Former principals in Progressive

were Atlantic execs Miriam Bien-

stock, Abmet and Nesuhi Ertegun and Jerry Wexler.

New Post at Col.

For Narissa Nickel

NEW YORK—Columbia Records has

appointed Miss Narissa Nickel as co-

ordinator of special programs, infor-

mation services, according to an an-

nouncement from John Kuriland, di-

rector of public relations and infor-

mation services.

She will be responsible for special

publicity programs involving record-

ning artists of Columbia and its sub-

sidiary label, Epic. Reporting to Peter

Reilly, manager of information serv-

ices in the East, she will maintain lia-

ison with national syndicated col-

umnists, as well as with trade and

consumer reporters. Epic publicity

programs will be co-ordinated by Miss

Nickel with Billy James, manager of

information services for Epic.

Miss Nickel joined Columbia’s in-

formation services department last

month. During the last four years, she

has held a number of related publicity

positions in various areas of the en-

tertainment world. She began her

career as an actress and achieved num-

erous stage and television credits

including a role long engagement

as a star with Hal March in the na-

tional tour of “Two For The Seesaw.”

Still Apart: Cathy Jean & Roommates Join C/P

NEW YORK—Cathy Jean and The

Roommates, who first cut as a team,

then as solo artists for the Valmor

label, maintain their individual disk

careers in separate pacts with Cameo-

Parkway Records. The Roommates

will bow on the label with two oldies,

“A Lovely Way To Spend An Even-

ing” and “Sunday Kind Of Love.” As

a team, Cathy Jean and The Room-

mates clicked with “Please Love Me

Forever” and had some successes on

their own.

Music Biz Subject

Of New Musical

NEW YORK—A musical comedy with

a music business setting—represented

in recent years by such hits as “Bye

Bye Birdie” and “Do Re Mi”—is due

on Broadway under the sponsorship

of Showtime Productions. The show,

tagged “Songs & Sex,” relates, ac-

cording to an announcement, the “pit-

falls of trying to get a song published,

especially if it is written by a young,

beautiful, uninform Miss from the

hinterlands of Texas.”

Book and lyrics are by Holly Hus-

ton and music is by Hi Pollach and

Huston in association with Jack Dev-

ron. No premiere date has been set.

Dizzy in S. F.

SAN FRANCISCO—Philips Record’s“G-Day” in honor of trumpeter Dizzy

Gillespie turned into a real coast-to-

coast event when the label’s person-

nel wearing the official Gillespie

sweatshirts throughout the entire day.

The jazzman is shown in the above

photo with Al Collins (left) on his

KGO-TV show.

Agency Exec Reports

Current Concert Season

Will Get Top Gross Business

NEW YORK—Only about a month

old, the current concert season is

going to be the “hottest season in

terms of gross business,” according

to Klaus Kolmar, head of the William

Morris Agency’s concert and special

attractions division.

Kolmar pointed out that bookings

are 35% above last year and that Wil-

liam Morris has more sold out tours

than any other year.

This happy outlook for concert will

continue in the years to come, Kolmar

feels.

“He points to the ‘definite trend to

the establishment of cultural centers

and concert halls all over the country, 

spurred on by the Lincoln Center in 

New York, the Los Angeles Cultural 

Center in Washington, D.C., a more 

culture-conscious public and the 

greater diversification of concerts to 

include all art forms, from the clas-

sics to pop.”

Kolmar said that William Morris

is “further stimulating the hold by 

projecting onto the concert stage 

people never previously thought of 

as concert artists.”

Philips To Issue

Rare Mengelberg LP’s

CHICAGO—In what he termed as a

“milestone in classical recording” Lou

Simon, sales manager of Philips Re-

cords, reported last week that the label

would release two LP’s by the Con-

certegebouw Orchestra of Amsterdam.

The re-issues are said to be two of the 

rarest musical documents ever

released and are the first in a Mengel-

berg commemorative series that may

include as many as six or eight

albums, Simon pointed out.

The initial albums are “Mahler, 

Symphony No. 4” and “Schubert Sym-

phony No. 9,” and are exclusively

Philips products. Simon pointed out 

that the recordings were never held 

but were originally recorded on glass 

disks by a Dutch radio station from 

actual performances during the concert 

season of 1930-40.

Simon said: “In such albums . . .

. . . fidelity is the least important

factor. These two performances rep-

resent one of the greatest conductors

who ever lived at the height of his 

power and fame. No serious record 

collector can be without them.”

Mengelberg, who died in 1953, spent 

50 years polishing the Concertgebouw 

Orchestra into one of the finest or-

chstras in the world.

Cash Box—November 3, 1962
Colpix’ Homes Visiting Label’s Foreign Distsrib

NEW YORK—Herb Homes, director of international relations for Colpix, last Thursday (25) on a three-week tour of the label’s foreign distribution.

Homes will visit England, France, Holland, Germany, Sweden and the Philippines. Jerry Baker, general manager, is expected to join Homes at some point during the trip.

Homes is expected to present Colpix’s new image and broader production scope. He will also discuss Colpix’s future disk product and set up methods to establish closer and more direct contact with dealers.

Before meeting with Colpix’ distributors, Homes was scheduled to attend a series of meetings in London sponsored by Columbia Pictures for the British label and its affiliated advertising managers from England, Australia, Italy, Sweden, Norway, Portugal and the Benelux countries. The conferences were held last weekend.

As Colpix representative, Homes was to acquaint continental Columbia Pictures personnel with Colpix re-leases and with joint-promotional campaigns that are in progress for Columbia films with related Colpix soundtracks and for singles and with plans for future Colpix-Columbia Pictures tie-ins.

Dick & Dee Dee Pacted To WB

BURBANK, CALIF.—Dick & Dee Dee have come home, so to speak. Liberty label has inked a long term pact with Warner Bros. Records, prexy Mike Maitland announced last week.

Their initial WB single is “The River Took My Baby” and “My Lonely Self.” Team is scheduled to begin a western tour at the date prom, and are en route for more TV appearances and TV engagements next month.

Their Liberty successes include “Mountains High” and “Tell Me.”

Rodgers Heads Musicals Div. For Lincoln Center

NEW YORK—Richard Rodgers, who knows a thing or two about the musical theatre, will direct the musical theatre division of New York’s Lincoln Center for the Performing Arts.

The vet cledger will be president and general manager of the unit, of which a non-profit membership corporation is to be formed under the aegis of the N.Y. Music Theatre Guild.

Griffith Deck Asks For & Gets Collect Calls

NEW YORK—A then “speaks” to his audience as part of the session of the form, he can be taken seriously.

Take Andy Griffith’s new novelty dixieking on Capitol, “Pool Table,” for example. He tells the story of a guy who’s stuck with a whiskey lookin’ pool table, and as the dixie’s conclusion, Griffith invites listeners to call all if they’re interested in buying the contraption.

He gives no telephone number, but a day at radio station WQVX, Hull and his phone number is available to call—Capitol’s New York office.

As of last week, the label had received 30 collect calls from various spots in and around Moline.

Cash Box—November 3, 1962

Command Issues Light’s Bossa Nova LP

NEW YORK—Command Records entered the Bossa Nova arena last week with the release of an album, “Big Band Bossa Nova,” featuring Enoch Light and the Light Brigade.

Light has used a 5-piece orchestra, whereas most Bossa Nova albums already in the stores utilize small combos. In a similar vein, Light applied the “big band” formula to the era a few seasons ago, and his album, “Pertinent Percussion Cha Cha,” met with good success.

“Big Band Bossa Nova,” available in mono and stereo versions, includes “Desifinado,” “Perdido,” and “Rio Junction Bossa Nova.” Single of two selections from the album will also be distributed to stores and radio stations.

Publish Book Of “Songs Belafonte Sings”

NEW YORK—Marking his first 10 years as a performer, Harry Belafonte has authored a book, “Songs Belafonte Sings,” just published by Duell, Sloan & Pearce. The 106 page volume contains 40 songs associated with performer and drawings by Charles White. In a forward, Belafonte defends his adaptations of “traditional” tunes, noting that many of the songs sung in America were created in other countries. “If we had to stick to what was the purest form of the folk art, then we would have moved no further than ‘Ugh,’” he writes.

SESAC Bows New Xmas Series

NEW YORK—SESAC has released its new “Christmas is the Day” program series. Included are four LP’s with more than 40 selections of Yule-tide music, a special bonus disk, “Just a Mistletoe” featuring Elliot Lawrence and His Orchestra, 13 Christmas minute tunes and 13 five-minute scripts that highlight Christmas Day customs around the world. Broadcasters are offered a choice on an outright sale basis at $19.95.

Benefit Date

DETOIT—Columbia’s Tobin Matthews poses above with the label’s Detroit promotion head, Russ Yerger, during Station WXYZ’s recent “Toys for Tots” benefit on behalf of the U.S. Marine Corps. Appearing along with TV stars Fess Parker and Roger Smith, Matthews sang his clicking single, “Suan,”...
NEW YORK—Leonard Pennario, a strong semi-classical and classical keyboard attraction, has been inked to a long-term pact with RCA Victor Records, it was announced last week by Alan Kayes, Red Seal manager.

Pennario, who previously had a long association with Capitol Records, will make his first recordings for Victor early next year.

Pennario has performed with virtually every major orchestra in the world, and is currently making his 17th trans-continental tour.


Pennario was invited to perform the Franck Piano Quintette with Heifetz, Piatigorsky and Primrose. Picture above at the signing session with Pennario (right) is Alan Kayes.
ARMADA Distrib Survey (Continued from page 6)

what might be done on a positive basis and asked them to list their chief objections.

There's little doubt that an increasing number of distributors feel they are being squeezed to death in their quest for sales and profit—perhaps 110,000 field men in 18 states in which they operate, is a good indication.

To get an idea of the real conditions, to which the survey was limited to the interests of the Armada Distrib survey, the answer was often qualified as "improving." "Only one manufacturer and we are teething on it with a real problem," says the南部 area director.

As to the questions, "Where does the problem start?" and "Why doesn't it stop?" the answers were "because of competition and the increased direct marketing by manufacturers.""In my area, it is very difficult to get a handle on this problem," says the south area director.

The survey also notes that the problem of increasing sales effort is now more apparent than ever before, and that the manufacturers are taking advantage of this situation to increase their own sales force.

It also notes that the increasing salesmen's salaries are a factor in the problem, and that the manufacturers are attempting to cut back on this expense by having the distributors do their own selling.

Ivan Davis, president of the Armada Distributors Association, says that the survey was made because "we needed concrete proof that the problem was real and not just an imaginary one." He adds that the survey was a "major step forward in our fight for fair treatment by the manufacturers."
Victor Cast LP
Of Besoyan’s “Student”

NEW YORK — RCA Victor Records has concluded arrangements to record the cast LP of “The Student Gypsy or Liederkranz of Budapest.” Besoyan’s new musical comedy, his first for RCA Victor, is being recorded under the title of “Little Mary Sunshine.” The announcement was made last week by Victor’s division president, Alfredo Muniz, to all RCA Victor recording department.

Caster is Victor’s third of the 1957-58 Broadway season. According to the show’s, “La Belle,” never reached Broadway, the English hit, is considered a strong entry (though it opens on Bway on Dec, 27, 1957, and has already played one week).

Arrangements to record the original Broadway cast album of the show were concluded this week by Edward W. Snyder, RCA Victor’s assistant vice-president and manager of A&R. The recording of the Broadway musicals and motion pictures.

“The Student Gypsy” will open in Bway in late December. The three-week engagements at the Schubert Theatre on Dec. 29, and will then play a two-week run at the Forrest Theatre in Philadelphia, starting Jan. 14. Its New York premiere at the Broadhurst Theatre as yet is unnamed, will be Jan. 31.

The album, a musical, with book, lyrics and music by Besoyan, will also direct, is scheduled to be recorded in Hollywood, California. Webster Hall Studio, on the first Sunday after its opening, the stage version of Central European operetas. “The Student Gypsy,” will star Eileen Brennan in her Broadway debut. She made her initial New York appearance in the title role of Besoyan’s “Sunshine.”

Music publishing rights to the score are owned by Tommy Valabio’s Sunbeam Music Company, as is “Sunshine’s” music.

Terry Snyder To Columbia

NEW YORK—Columbia Records has signed Terry Snyder to an exclusive recording contract, according to an announcement from Irving Townsend, executive vice west coast A&R producer. Snyder has been an independent arranger and composer has been the strong success of his stilt on the United Artists and Command labels.

In making the announcement, Townsend stated: “Terry Snyder has been greatly responsible for launching the successful stereo-poor music in 1958, his albums have established him as one of the industry’s top selling artists and have developed the public’s interest in sound albums with sharply-defined stereo arrangement.

Snyder’s first album for Columbia will be released next February. The LP was completed at Columbia’s 30th Street Studio in New York under the supervision of Townsend, RCA’s popular A&R producer Teo Macero.

Snyder has long been associated with Columbia as a freelance artist. He performed on the first Columbia recordings of Johnny Mathis Tony Bennett and The Four Lads. It was through these freelance assignments that Snyder began his association with Townsend.

Snyder’s very musical experience came in the orchestras of Benny Goodman, Jan Savit and Paul White. Bungling into broadcasting, he played in bands accompanying Perry Como for 12 years, while also working on numerous other network radio programs.

Snyder is now preparing original material for his forthcoming albums.

Milburn To Motown’s LP-Retter Build-Up

DETROIT—Amos Milburn, the well-known blues artist, has been signed by Motown Records as part of the label’s present long-playing LP drive. His Motown record will be released shortly. According to Barney Ales, label vice president, the present LP drive involves the addition of established artists to its talent roster.

Victor To Issue LP’s
Of Latin Best-Sellers

NEW YORK—As part of a program designed to make RCA Victor product produced in other countries easily available to U.S. distributors, Darío Soria, division vice president of the international liaison department, announced last week plans to manufacture here current best-selling albums and future releases from the RCA Victor Mexican catalog.

Aimed at the Spanish-speaking population in this country, the Latin American albums will be incorporated in the Victor catalog and will be merchandised under regular company policies.

According to Lee Schapiro, manager of domestic sales and promotion of foreign records, “We anticipate an annual sales volume of one million dollars with two years for our Latin American releases, representing a substantial increase in dollars for merchandise imported from Mexico by U.S. record dealers this coming year.” U.S. distributors have been ordering product from Mexico on a direct import basis since 1958.

With the first Latin album, which will be produced in Mexico, Victor will manufacture the actual records in this country. “We will offer better service, B-17 Tour For “War Lover” Pic, LP

NEW YORK—Flights to key cities in the United States by one of the B-17’s used in the filming of “The War Lover” as part of the cross-promotional efforts between Colpix Records and Columbia pictures on the film.

The special adaptation of John Hersey’s major novel stars Steve McQueen, Robert Wagner and Shirley Anne Field. The pic will open in Chicago in early November. Colpix has already released an LP, “The War Lover,” with music inspired by the film, which is set in England during World War II.

Flights aboard the place from the arrival city to the next city on the schedule will be offered to jockeys and members of the trade and consumer press.

Following is an itinerary for the plane, including arrival and departure hours for the various cities that the B-17 will visit and the flying time to reach each city on the schedule.

Dolton Re-Releasing Dana’s “Altar Boy”

NEW YORK—Dolton Records is re-releasing Vic Dana’s initial click, “Little Altar Boy,” for the Yuletide season.

Boe Reidorff, president of the Liberty-distributed diskery, said that distributor demands prompted the move. He added that he labeled the collection at a consistent fill, for the first time throughout the year and has the potential of becoming a Christmas standard.

Tacit Label Moves

NEW YORK—Tacit Records, this city, has moved to new offices at The Capitol Theatre Bldg., 1639 Broadway (Suite 4).

and, at the same time, will assist those distributors who have no previous sales experience with Latin American product, to stock and merchandise the ever-growing Spanish market,” says Schapiro.

Victor will use the same pictures, liner notes and serial numbers (MKI, 103) for all its Latin records and stereo, chosen from lists submitted by the eight U.S. distributors who had previously imported albums from Mexico, and will release new LP’s and albums of what comprises our first release,” points out Schapiro. “Our projected aim is 150 best-selling Latin albums from RCA Victor Records catalog by the end of 1963.”

With the Latin albums now being made available to 43 distributors, Schapiro feels the sales potential is already much greater than in previous years. “The distributor response has been excellent,” he says. The new program with Victor Mexican to assure its artists that their albums will receive wide distribution in this country. With simultaneous release of albums in both countries, artists will be able to take advantage of combined merchandising and publicity. Latin America’s most popular artists are featured, including: Amalia Mendoza, Miguel Aceves Mejia, Jose Alfredo Jimenez, Los Tres Aces, and Marco Antonio Manza.

Victor is launching the Latin American series with trade and consumer advertisements, plus record point-of-sale streamers and displays.

Smash Acquires Angie Single

CHICAGO—Smash Records has taken over the distribution of the Angie label’s single "I’ll Kiss Your Tears Drops Away” by The Laddins, Charles Byrd. "We have vice president in charge of Smash, announced last week.

The record, produced by Bob Yurey, will remain on the Angie label but will be distributed through Smash Records channels. Pach pointed out that the disk is “breaking big along the Eastern seaboard.”

On A Niter Tour
For Jackie Mason

NEW YORK — Comic Jackie Mason, who is expected to return from his month-long one-ter tour starting Nov. 4, Stins will cover Cleveland (1), St. Louis (2), Richmond (3), Richmond (4), Wilmington (7), Montrose (9), Toledo (10), Kansas City (12), Buffalo (13), Kansas City (14), St. Louis (15) and Detroit (18-34). Verve distributors and salesmen of all offices will have been requested by the label to make promotional tie-ins with Mason's appearances and his LP, "I'm the Greatest Comedian in the World Only,” by Know-How.

Cash Box—November 3, 1962
Victor Begins Further Promo Push For Franchi

NEW YORK—RCA Victor Records has announced "Pha's Two" of its multi-pronged promotion campaign for its new Italian tenor, Sergio Franchi.

Because of "great expectations" for Franchi's first RCA Victor Red Seal album, "Sergio Franchi—Romantic Italian Songs," Victor has made it a pivotal factor in a Red Seal sales push and advertising contest for distributors, a 17-day all-expense-paid European vacation by Alitalia Airlines on the alternate days Franchi will be present, and a $10,000 prize will be awarded, including a third distribution deal and an all-expense-paid trip.

Victor will also make available an RCA Victor color TV set to each of five RCA Victor dealers who rendered the most effective performance of the campaign.

Simultaneously, Victor is releasing an immediately single, "Oo, Back with 'I Won't Say I Love You,'" an Italian melody with new English lyrics. According to Robert L. Yorke, the label's vice president of commercial records creations department, "This is the first single we have released by a Red Seal artist in over five years. It reflects our confidence in Sergio Franchi as an artist whose talents and appeal are boundless."

"Since the day we signed him to a recording contract, he has been working for the proper single material. With a record like this, we feel Sergio Franchi will become quickly recognized as an important singles artist across the country."

To coincide with Franchi's first appearance on a Canadian TV network, he will release the first single in Canada, an extensive advertising campaign that will include numerous radio and television commercials, a large mailing list, and a large number of television stations.

Franchi recently completed a 4-day concert tour in Toronto, Philadelphia, Chicago and Cleveland, where his new single was previewed to dealers, distributors, and the record industry.

As a result of his Ed Sullivan TV appearance on Oct. 13, he has been booked for three additional appearances in New York and two in Canada, with options for further guest shots.

French Chat

HOLLYWOOD—Maurice Chevalier is deeply in thought these days. As his friend, a top Hollywood agent by KHI's Hollywood's Lucky Pierre. The French entertainer, in Hollywood recently made it a point to stop by to see the fellow countryman, now one of L.A.'s leading deejays.

Capitol Tests Depth Promo In Lark's 2-City Tour

HOLLYWOOD—For 10 days, beginning this week (28), Barbara Dane and Capitol Records Distributing Corp. promotion men will be concentrating on blanket, depth promotion of the singer's new album—"On My Way"—in Chicago and Detroit (her home town) exclusively.

With the two-city swing, CRDC will be testing the effectiveness of such depth, concentrated promotion to break a new artist in one region as opposed to surface-skimming nationwide tours.

"We feel nation-wide attention should follow big action in such important markets as Chicago and Detroit, and Barbara's trip to the two cities is designed to assure that kind of action," commented George Gerken, CRDC's head man.

CRDC promotion men Maury Lathowens, Chicago, and Art Hill, Detroit, will be handling the schedule as the performer hits all media of exposure: disk jockeys, TV, clubs, record stores, the press, and colleges. CRDC has also retained free lance writers Arthur Geiger and Williams to collaborate in the all-out effort.

Display Material Shows Colpix' Bossa Nova Product

NEW YORK—Colpix Records is using various display material as part of the promotion on its Bossa Nova series, dance tie-in with the Fred Astaire Dance Studios. They include a 14 x 22 inch counter card, which will be displayed in all 105 Astaire studios across the country and in dealers stores, a free dance certificate to learn the Bossa Nova dance at any Astaire studio with the purchase of "New Beat-Bossa Nova" by Zoot Sims on Colpix, a flyer to be posted in stores and in the Astaire studios, a hand-out bill for counters and the dance pattern for the Bossa Nova.

The dance pattern and free certificate will be enclosed in each copy of the Sims LP. All five items are in color.

The materials have been shipped to distributors who have begun locating them in stores. Astaire dancers have been teaching the Bossa Nova dance for the past few weeks exclusively to "New Beat-Bossa Nova."

Disk jockeys are also being sent copies of the dance pattern and a certificate to learn the Bossa Nova dance. Colpix distributors will work closely with Astaire studios to sponsor Bossa Nova dance parties for both teens and adults.

At Last It Broke CALL IT STORMY MONDAY BOBBY BLAND DUKE 355

The Answer To A Hit Becomes A New Hit! "DON'T STOP THE WEDDING" Ann Cole Roulette-4452

Scepter Tries Again With Old MacArthur Single

NEW YORK—Scepter Records says it has a single on a side released 15 months ago on another label.

In July, 1961, the now defunct Tricolor label issued artist James MacArthur's two-part item, "The Ice in Between Years." Deck reportedly caused some excitement during its initial release, but its two-part make-up caused confusion over which was the side.

Recently, the newly formed Buchanan-Greenfield Productions (Bill Buchanan was head of Tricolor) purchased rights to the disk and the songs. The pair leased the disk to Scepter, which reported last week that it was breaking in Detroit, with its distributor there, Record Merchants, placing an order for 5,000 records, the largest initial order ever placed for a "new" single by other than an established disk artist in the label's history.

To avoid further confusion, the sides have been re-titled, with "The In-Between Years" the "A" side.

Meetin' The Deejays

HOLLYWOOD—Bob Skaff, Liberty's national promo director, recently introduced the Rivingers to a group of local spinners. On hand to hear and see the artists at a Hollywood nitey were Don Anti (second from left), Bobby Dale (fourth from left) and Gene Wool (sixth from left) all from KFWB. In the front row are: Tommy LiPuma, the label's Southern California promo man, Skaff and Bob Leonard, manager of the group. The chancers are currently putting their hopes in their new release of "My Reward."

Cash Box—November 3, 1962

E. B. Marks Has Joio's "Family Album"

NEW YORK—E. B. Marks Music has made available a "Family Album" by national dealer Dick Joio, which contains short keyboard works under the titles of "Family Meeting," "Play Time," "Story Time," "Prayer Time," and "Be Time." The publisher publishes the writer's newest TV score for "Man of Independence," a series about ex-President Truman.

Brewer Inks Rep Pact With UTM, Ltd.

NEW YORK—Teresa Brewer has been offered an exclusive recording contract, reportedly covering all fields by UTM, Ltd. (United Talent Management). Performer recently moved over to the Philips label after a long career with Coral.

La Gloria's Miller Sets N.Y. Visit

AUCKLAND, N. Z.—Harry M. Miller, general manager of the label La Gloria Records, will be in New York either Nov. 4th or 5th for a few days.

SPOOKING HITS—THE 'SPOOK' IS ONE! OF CORPSE!

IT'S SELLING THE ASKETIQUE RECORD #5003 A 56 Third St., Hoboken, N.J.
Jay-Gee Covers All Phases
Of Music Biz In Depth

Seated above is Jerry Blaine (center), Jay-Gee chairman of the board, with Steve Blaine (left), president, and Murray Detch, veep and national promotion director.

NEW YORK—From a firm that started out 14 years ago as a producer of Yiddish and Italian novelty hits, Jay-Gee Records has emerged as a vertically integrated company that embraces all phases of the music business.

Today, the company has not only accelerated its record production—a 30% increase over last year—it has heavily expanded its distributing activities and is making "notable progress" in building up its music publishing subsidiaries.

Prior to Nov. 1, 1961, the firm was distributing for only five labels; this has been more than tripled over the past year. (Jay-Gee also handles its subsidiaries, Jubilee, Josie, Port and Dana.)

Jay-Gee is constantly scouting the field for labels that have promising disks, but need help in capitalizing on their potential.

Jay-Gee will often finance recording sessions, press, distribute and promote nationally, through its parent firm, The Comsat Corp., which has nine branches in the U.S.

Manufacturing facilities are now offered other labels through the acquisition last year of Monarch Record Mfg. Corp., the largest record pressing plant on the west coast. Jay-Gee also works with other manufacturers for labels that are not located on the west coast.

As for its own project, Jay-Gee followed its successes with Yiddish and Italian novelty decks with a sensational comedy series, Kermit Schafer's "Pardon My Bloopers," a collection of radio-TV fluffs, beginning in 1954.

It has over the past eight years produced comedy LPs by Larry Storch, Smith & Dale, Professor Irwin Corey, Will Jordan, Harry Hirschfeld and, above all, Rusty Warren, the label's hot risque comedians.

In 1957, the label backed the rock 'n roll trend with several "gimmick" ballad hits, including Don Bondo's "Two Different Worlds" and Deluxe Reese's "And That Reminds Me."

Performers also heard on Jay-Gee product include Martha Wright, Georgia Gibbs, Ethel Waters, Dick Haymes, Enzo Sturart, Cy Coleman, The Cadillacs, Don Carroll, Dick Reedbach and many others.

One of the label's top LPs is the "5000 Series," which comprises "selective listening entertainment," to include standards, jazz, instrumental-pop, etc.

Jay-Gee publishing interests are being expanded and its catalogs are being increased. Its publishing firms include Starfire Music, Howe-Leve Music and Benell Music.

Heading the overall operation is Jerry Blaine, who founded the company back in 1948, and now serves as chairman of the board. President of Jay-Gee is Steve Blaine, son of the founder. The younger Blaine is assisted by vet music man Murray Detch, veep and national promotion director, A&R men Mickey Eichner and Bob Stevens, Noel Walasz, who handles promotion for the south, and Irwin Libesh, in charge of all production activities for Jay-Gee.
Some two months ago, Australian Record Company announced the appointment of Sven Libaek as A&R Manager to move to local recording. The first single produced by Sven was released on the Corona label on October 22, the disk, an instrumental feature 22-year-old Danish Gmetal Andy Sandstrom playing the Russian instrument the balalaika. "A" side of the long awaited record is "Theme From An Unwritten Movie" composed and arranged by Sven Libaek, and the coupling is "Amorada."

Norman Whitley of Belinda Music reports that the firm's subsidiary company, Crown Music Publishing Pty. Ltd. is enjoying success in Holland with its copyright "Charlie Mopp." Crown Music's affiliates in Amsterdam arranged for the record to be recorded by the Dutch artists, The Cocktail Trio, the Dutch title being "Batte Vier." Belinda Music (Amsterdam) advised Norman Whitley that a golden disk has been awarded to The Cocktail Trio for their record of "Batte Vier." ("Charlie Mopp."), which means that 100,000 copies of the record have been sold; Norman was tickled pink to get an invitation to cocktail reception for the artist in Amsterdam.

Keith Livingston has joined the disc-jockey staff at Station 3KZ in Melbourne. Keith recently took over panalit on "Festive Friday" on 3KZ (left). When Stas returns, both men will share the D.J. chores at 3KZ.

Finland Record (A&M's new Finnish label) has invited "Silver Threads And Golden Needles" by The Springsfield, issued the new Joss Dee click, "What Kind Of Love Is This"—this disk could keep Phillips on the charts over the next few months.

The popularity of trad jazz is still in the upswing and should reach a new high within the next few weeks following the visit to Australia of Kenny Baker and His Jazzmen. The concern of Kong and Kong Records is responsible for the reactivation of trad jazz in Australia and has enjoyed consistent sales with many of his records in this country. Local bands from various cities will support the Kenny Ball band at their concerts.

The American musical show "Carnival!" had its Australian premiere at Her Majesty's Theatre in Melbourne. Buddy Phillips is responsible for the reactivation of trad jazz in Australia and has enjoyed consistent sales with many of his records in this country. Local bands from various cities will support the Kenny Ball band at their concerts.

The big push on Christmas releases has begun... The Festival group is making a drive on a big batch of Christmas material including thirteen albums and six EP packages. Australian Record Co. is also on the job with eight of their Coronet I 33-1/3 rpm "Gems" each release is available in mono and stereo.

FROM HERE AND THERE:

ECA released the Carl Belew single of "Hello Out There" coupled with "Together We Stand." "Tray's Back" is the title of a locally recorded single by the Tray's Band of Townsville. "King for a Day" by Vera Lyon was released on the GMI label.

Viking Records of New Zealand has reached an agreement with Talent City Records of Australia which grants Viking the New Zealand rights to issue the Talent City album of "The Sentimental Bloke" an all-Australian musical. Ron Dalton of Viking believes that "The Sentimental Bloke" will be staged in New Zealand with Adult Appeal.

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Sidney Frey, president of Audio-Fidelity Records, is organizing a Bossa Nova festival at New York’s Carnegie Hall, as previously reported. American musicians asked Frey to include their names among the Brazilian artists who will appear at the concert, Nov. 21. Appearing will be Vinicius de Moraes (diplomat and composer), Antonio Carlos Jobim (the maestro), Gilberto Gil (the pop star), Darcy Gálvez (the saxophonist), and Lairo (the percussionist). The American musicians already booked for the night are: Stan Getz, Diirry Gilepica, Lalo Shifrin, and many others. Frey is a full ambassador of Brazilian music in the States. As a music publisher and head of Audio-Fidelity, he’s doing an excellent job for Brazilian music and musicians and is responsible for a lot of the real interest in Brazil in the United States, concerning our rhythms, especially the “bossa nova” samba.

Audio-Fidelity also put in the retail stores two single-compactos, already doing good sales, under the Reprise label. One of them is called “Novamente” by Tony Britten and Irama Cima,18 and the other is called “I’m Getting Sentimental Over You” by Lou Monté: “Sixteen Tons” and “A Good Man Is Hard To Find.”

Negro Goes to Rio—The census figures show that “Auscencia (Absence),” a slow samba by Sebastiao Silva and Ivan Pires, has been waxed by several companies. Readings include Ruy Zacarias de Odeon; pianist Mario Albanese with orchestral arrangement for Chantecler; Walter Wanderley and his rhythm group for Odeon; Cereus Cunha for Copacabana.

**Brazil’s Best Sellers**

**Sao Paulo’s Top Ten LP’s**

1. ‘S Continental—Ray Conniff — (Columbia)
2. ‘S Continental Novamente — Nat “King” Cole — (Capitol)
3. Dinner Is Over—Ray Charles — (Polydor)
4. ‘Poema Do Olhar—Milton Holt—(Epic)
5. Berlin Melody—Billy Vaughn—(MGM)
6. Os Anjos Cantam—Nilo Amon & Seus Cantores de Ebanho—(Odeon)
7. Uovindo-Te Com Amor—Silvia & Rinaldo Calheiros—(Copaiba)
8. Romantico De Cuba No Cinema No. 2—Romanticos De Cuba—(Epic)
9. Contrastes—Moacyr Fransco — (Copacabana)
10. 'S Continental—Ray Conniff — (Columbia)

**Rio De Janeiro’s Top Ten LP’s**

1. Romanticos De Cuba No Cinema No. 2—Romanticos De Cuba—(Mundial)
2. Angela Maria Canta Para O Mundo—Angela Maria—(Copaiba)
3. Let’s Twist Again—Chubby Checker—(Parkway)
4. Brazil—‘Poema Do Olhar — (Capitol)
5. ‘Poema Do Olhar—Milton Holt—(Epic)
6. Ray Conniff—(Capitol)
7. A Reveilha—Silvino—Philips
8. ‘Poema Do Olhar—Milton Holt—(Epic)
9. Brazil—‘Poema Do Olhar — (Capitol)
10. ‘S Continental—Ray Conniff — (Columbia)

**Transatlantic Records, the independent label previously concerned with edu- cational music, has now entered the mass market field. First album release in the new series, "Songs Of Love, Lust and Leisure," has the unusual combination of poetry and folk music. The record is produced by Jeanne Maitland, who has also book and reading works by Shakespeare, Donne, Dryden etc. partnered by famous contemporary singers.**

Transatlantic is embarking on an unusual promotion campaign which, if successful, will be used for all future monthly releases. It plans a series of newspaper and magazine promotions for the artists and the provinces which will incorporate material used on the recordings and performed by the artists. On November 25, at the Mermaid Theatre, London, a “Meet The Artist” appearance will take place. Backing company will consist of Tony Britten and Irama Cima to promote the initial release. The album which retails at 35/6d ($5.43) is distributed through normal channels.

Latin American Music busy working on the No: 1 Italian hit “ Quando Cali- mardo” has been released by a special artist—Berta Valera, has been waxed in several companies. Readings include Ruy Zacarias de Odeon; pianist Mario Albanese with orchestral arrangement for Chantecler; Walter Wanderley and his rhythm group for Odeon; Cereus Cunha for Copacabana.

Agent Osie Newman, currently in the States accompanying Helen Shapiro, also has agreement with Brazilian talent for British tours. Newman can be contacted at the Park Sheraton Hotel, London.

The growing trend for record manufacturers to have their own wholesale organization is now evident in British industry. With the growth of the hardcover book market, the major companies, including EMI, have their own wholesale outlets and now maintain full-time representatives in the field. The result is that a single compact, issued by the label with the best distribution, may cut into the吃惊 market. The threat of extinction has been with the independent factors for some time now and was strengthened in May this year when Phillips, EMI’s main rival, announced that it would not be issuing such compacts.

Independent producer Joe Meek, who recently signed a contract with Ember Records, has a new album of material, and is due to be released by the end of the year. The album will be called "It Matters Not" and with Mark Douglas. The backing is supplied by The Tornadoes, whose Decca waxing of "Telstar" is currently topping the British Best Sellers.

**Traveling Men**

**South Africa’s Best Sellers**

1. Things (Bobby Darin—London)
2. I’ll Be Me (Cliff Richard—Columbia)
3. The Last Time (Rolling Stones—RCA)
4. Kiss Me Quick (Elvis Presley—RCA)
5. Guitar Tangos (The Shadows—Columbia)
6. She’s Not You (Sandy Williams—RCA)
7. Roses Are Red (Bobby Vinton—CBS)
8. Michelle (Bobby Darin—Epic)
10. Think Of Me (Nancy Sinatra—Reprise)
Great Britain's Top Ten LP's

Great Britain's Top Ten EP's

Israel's Best Sellers

Cocktail Trio Gets Gold Disk

Italy's Best Sellers
Sidney Siegel, president of Scope Records of New York, spent three days in Buenos Aires in visiting the recording industry and its representatives, including the Federal Chamber of Industry and Trade. In Santiago de Chile, Siegel told Cash Box that he is planning a big project for Argentina.

Several members of the industry have returned from the big record meet in Lima, Peru. Juan Truden, manager of CBS Columbia in Argentina, reports that the label is obtaining several new releases, which will be announced in the next issue.

Mario Kaminsky, of Microfon Records, will visit the United States in a few days. Kaminsky plans to stay about three weeks in New York and Los Angeles (he may also visit Chicago and other cities) getting in touch with the people of Audio Fidelity, whom he represents in Argentina, and several other recording companies. The success of "Corazon de Luto" and the promotion of that tune has obliged Kaminsky to stay in Buenos Aires during October, although he has previously planned to go to Lima to the meeting and afterwards fly to the States.

Romigio Giacopoli of Smart Publishers is back in Buenos Aires after spending about two months in Sao Paulo, Brazil. Since Giacopoli directs both Smart branchs in Argentina and Brazil, he has a very interesting way of life: one or two months in Buenos Aires, then two or three in Sao Paulo, then back to Buenos Aires. He has contacts in several retail stores, including the well known Centro Cultural del Disco.

Cash Box had the pleasure of talking with Michael Davis, of Ariel Records, about the details of his recent North American and European trip. The first stop was Buenos Aires, where Davis visited distributors, had the opportunity to look at the finest recording equipment available, and be present at several sessions. In New York, he visited Colpix Records (where he found the El Sol label building a very good catalog very fast) and ABC Paramount (also represented in Argentina) with Ricardo Rios, who is also in Europe. The press department of CBS reports that two new singles, recently released, are showing strong sales: the Spanish version of "Soy Tu Baby," sung by Ricardo Osvaldo Goluboff, and "Palabra Santa" and "Completame Felix," the latest in the Osvaldo Rios series. This waxing is for the SICAMERICA (Music Hall Records) SA has definitely moved to its new studio in London, Davis visited HMV, the biggest record store of Great Britain, and went to various contacts' export to other countries. In Paris, he contacted the people of Disques Versailles, and exchanged ideas about the publishing of locally recorded material in that country, bringing also some French charts and select LP's to Argentina. His last stop was Madrid, and he was present at the recording of the new Ed Lincoln LP, which has been announced as the new album made by Lincoln," and brought several tapes for release in Argentina.

More about Microfon: the diskery has already released the samples of practically all the Supraphon catalog, and plans to start releases next December. The Supraphon releases have been arranged by Kaminsky's label a few months ago, and there has been a slight delay in releases due to difficulties in getting the samples through the customs.

News from CBS: Los Tres Sudamericanos, currently in Spain, have finished recording their LP, which will be released in December; the last two titles are "Cuando Calla El Sol" and "Siempre Que Me Llaman." The three diskers, Ricardo Roca, Los Voces del Teuco (folk group, recently inked by the diskery), Uruguayan singer Dumont and Amadeo Monges, young harpist, The program will be out next March.

News from Fermata: "El Cigarron," the Hugo Blanco hit, has two new versions: Horacio Malvicino and his group have made it for Disc Jockey, while Ricardo Cipolla, a well known singer, has also recorded it for Los Tres Sudamericanos. Ricardo Roca, Las Voces del Teuco (folk group, recently inked by the diskery), Uruguayan singer Dumont and Amadeo Monges, young harpist, The program will be out next March.

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Al Alberts, just returned from Germany, opened at Montreal's El Morocco (10/22). Hal Ross introducing Al to new friends in the trade, and making sure that he got the best deal on the market. Ross tells us that Al has just finished recording "Just Call My Name" by Tommy Zang recently released by Quality on a test pressing. Ross says that Al was so impressed with the quality of the record that he has already booked it for his next four shows in Canada and the U.S. Ross adds that he hopes to have the record on the market in the near future.

Monsieur Dennis, an up-and-coming singer from France, is preparing for his first American recording session. The French star is scheduled to arrive in New York on Oct. 5th, and will be staying at the Plaza Hotel. He will then head over to Columbia Records, where he will record a number of songs in French and English. Monsieur Dennis has already been making waves in France, and his upcoming American release is sure to make him a household name.

A 19-year-old girl from Mexico City, Caterina Ashton, has just signed a contract with ABC. The girl, who is currently studying at the University of California, will be receiving a recording contract with ABC's new label, ABC Records. Ashton has already been performing in Mexico City, and her talent has caught the attention of ABC's talent scouts.

The new pair by Toronto's R. & B. (Cash Box 10/27) is stirring up considerable excitement in the Canadian market. The singer is looking for an up-to-date treatment of "Beautiful Dreamer." Lee Farley offers tales of romance and love, and promises to enchant his audience with his smooth delivery. The new single is expected to be released soon, and fans are eagerly waiting for its arrival.

Another interesting label switch has just taken place in Germany. The Danish firm Sonet-Storyville Records switched distribution from Metrotone here to Philo Records. According to reports, the switch will be effective on Oct. 25 although the deal was already signed on Oct. 1. In the deal, Sonet-Storyville will continue to produce singles with artists such as Gunnar Winkel, Laila Kinnunen, Finland's top singer, and also handle radio-TV and artist promotion as well as public relations for the firm. Philo, however, will handle the sales and distribution of the singles in Germany. The changeover will be effective for the labels.

Philips is also expected to start extra distribution especially for its jazz repertoire sending special salesmen to the shops.

October 25th is the official Canadian market for the new band, Ralf Bendix from Kassel. The Bendix band is making its debut in Canada, and the new single, "Baby's Boogie," will be on sale in the Country section.

Ralf Bendix from Electrola set the market on its ear with a German wakening of the "Baby's Boogie" from the million selling Dutch recording. The original producer Hans Bertram, who was the Electrola producer of "Baby's Boogie" before he switched labels, has recorded the Baby's Boogie with Will Drain's band. The Bendix band is also handling the radio-TV and artist promotion for the labels.

Theobalds is catching on like wildfire here, Irving Davis and his London Star Label, has just added another single to their list for the show. The shows are expected to be a sensation for the German market.

Hans R. Belierlein from Montana Music reports that he just returned from a trip to Milan, Italy where he met with Adriano Celentano from Clan-Celentano and Victor, who are looking to the markets for Victor, and to Rudi Gurtner from Dr. Flori from Edition Titas, M. Panvini Rosati from Fermita and Jean-Jacques Pistorfrom from Swiss Voge. At present, his publishing firm is in negotiations with the ABC of Chief Kraus for "Sweety" and third place went to Connie Francis for "Paradise."

Bernhard Mikulski, the owner of Schallplatten Import Dienst which distributes records in Belgium, will be here to see the new Bendix band in person. The Bendix band is on the top of the charts, and Mikulski is looking to see how the new group will perform in the market.

After the success of "My Fair Lady" showing the German public that a musical can be a great hit, the German public will open its own pressing plant near Frankfurt, Germany. Six presses of the most modern design will turn out the pressings. It is expected that the German market will be strong.

A new twist club in Hamburg called the Star Club is bringing in American talent. The club is run by Eddie Rosenberg, son of Fats Domino, Joy Dee, Brenda Lee, Johnny and The Hurricanes, The Every Brothers, etc. The idea is to bring American talent to the German market.

Tokyo, Japan—A veteran of ABC is about to make a career change in Canada. Fredy Schaze is leaving ABC for the new Polydor label in Canada. Schaze is expected to run the Polydor label in Canada as a regional label, reports Barber. The new Polydor label in Canada will be used to promote new acts and new records that are being released by Polydor in Germany.

Another German major German musical has opened starring Germany's top record seller Freddy Quhn. The show is called "Helmwein Nach Saint Paul" (Homesick for St. Paul). The story's plot of a successful pop singer who has left America and gets homesick for his home town opened in Hamburg on Oct 14 to packed house and the critics all gave it a top write-up. The musical is expected to run until the fall of the year and then will go on tour. Polydor has released an LP of the show. Publishing rights are split between Sikorski Musikverlag and Odeon Musikverlag. The show is written by a well known writer of the music, Lutar Ollos, who turns out all of Freddy's hits. This is Freddy's first musical and is a sensational as the young star has sold over 17 million in his short career including 5 golden records for million sellers.

That's it for this week in Germany.

Spain's Best Sellers

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* Original German Copyright

Cash Box—November 3, 1962—International Section
COUNTRY D.J.
REGIONAL RECORD REPORTS

CARL DAVIS
WFMX
Statesville, N.C.
1. Willie Nelson (Pauline Conley)
2. "I've Been Everywhere" (Rose Allen)
3. "World's Greatest Hits" (Dolly Parton)
4. "I Don't Like Bad People" (Kathy Mattea)
5. "Prove It" (Kitty Wells)
6. "Blues" (George Jones)
7. "You'll Miss Me" (Kathy Mattea)
8. "Daddy"
9. "Blues" (George Jones)
10. "Blues" (George Jones)

COUNTRY REVIEWS
B+ very good C+ fair B good C mediocre

THE CASH BOX BULLSEYE

"PAIN A PILL CAN'T LOCATE" (2:13) (Cedarwood BMI—Bill)
"IF I HAD YOU" (2:34) (Cedarwood BMI—Walker, Joy)
CARL SMITH (Columbia 42610)
Carr Smith, who had nice run last time out with "Best Dressed Beggars" comes thru with an equally good pop standard in the fascinating new item tagged "Pain A Pill Can't Locate." The tune is all about a familiar country illness that can't seem to be cured with a fast-moving melody and some catchy lyrics. Smith renders a plaintive, sincere weeper on the flip, "If I Had You." Looks like money-in-the-bank for all concerned.

"DOES HE MEAN THAT MUCH TO YOU?" (2:20)
[Ross Junjnickas ASCAP—Robertson, Rollins]
"TENDER TOUCH" (1:55) [Four Star BMI—Kirby, Dickens]
EDDY ARNOLD (RCA Victor 8162)
Eddy Arnold, who scored last time out with "After Loving You," seems determined to go so similar sounding route with this Victor release. On top side here, "Does He Mean That Much To You?" is a charming, easy-going dual-track lament with a fine chorus assist. Eye it for rapid acceptance. In "Tender Touch," the chart offers a topical, slow-moving ballad in his distinctive warm vocal style. Side could get lotsa pop spins.

"THAT'S WHAT'S WRONG WITH ME"
[Cedarwood BMI—Tills, Walker]
"HANG YOUR HEAD IN SHAME" (2:27)
[Leeds ASCAP—Rose, E. G. & S. Nelson]

RED FOLEY (Decca 31437)
The vet country performer has one of his strongest candidates for chart honors in quite a while with this new outing tagged "That's What's Wrong With Me." The side is an infectious, high-spirited, chorus-backed ditty with a potent, commercial melody. Foley sells the item with enough sincerity for the wax to skyrocket. The flip, "Hang Your Head In Shame," is a top-flight medium-paced weeper in a pure country vein. Spinners should flock to the side in droves.

"IT TAKES ALL KINDS TO MAKE A WORLD" (2:21)
[Tree BMI—Miller]
"HAND ME DOWN MY WALKING CANE" (2:23) (P.D.)
BILL CARLISLE (Columbia 42609)
Bill Carlisle's new Columbia outing is packed with enough built-in success ingredients to send him back to chartsville in no time flat. In "It Takes All Kinds To Make A World," the chart offers a quick-paced bluegrass-flavored novelty affair essayed with loads of pace by the chanter. Jockeys should move on this one real fast. Carlisle turns in a standout performance on "Hand Me Down My Walking Cane," the clever oldey on the flip side.

"WE DON'T HAVE MUCH IN COMMON" (2:40)
[Cedarwood BMI—Hall, Jay]
"FOOL ME ONCE" (2:00) [Most-Rose BMI—Anderson, Carpenter]
CONNIE HALL (Decca 31438)
The, lark could move up the hitivale path in winning fashion with this power-packed Decca outing called "We Don't Have Much In Common." The side, a melodic, slow-moving chorus-backed lament, amply showcases the artist's wide-ranged, emotive vocals. Note how the songstress effectively utilizes the dual-track technique on the bluegrass-flavored coupler. Watch it move.

BILL MACK (United Artists 513)
[B+1] "SING ANOTHER BAD SONG" (2:15) [Gladd BMI—Mack] Mack dishes up a rollicking, fast-moving, chorus-backed country variety blueruis with a real sincere, feeling, professional approach. Side hires as logical candidate to make some fast noise.
[B+1] "I CAN STILL SEE HIM IN YOUR EYES" (2:29) [Gladd BMI—Mack] On this end the songster renders a pretty recitation 'n funny affair on a familiar country theme.

ERNE ST MAFFIN (Village 7778)
[B+1] "SET EM UP JOE" (1:58) [Big Howdy & Treetop BMI—Kennedy, Burton] Ernie Chaffin could jump into the national spotlight with this twangy, chorus-backed weeper with a potent teen-oriented beat. The chanter displays the musical artistry of a long-successful pro.

LAST CALL!!!
Want to really "SWING" at Nashville?
Tell your country music message in the Big Country Music Special dated November 10th

LAST MINUTE DEADLINE
THURSDAY, NOV. 1, 1962.

44
Cash Box—November 3, 1962
Cash Box—November 3, 1962

COUNTRY TOP 50

1 MAMA SANG A SONG
Bill Anderson (Decca 31404)

2 I'VE BEEN EVERYWHERE
Handy Snow (RCA Victor 8075)

3 COW TOWN
Webb Pierce (Decca 31421)

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

5 A GIRL I USED TO KNOW
George Jones (United Artists 500)

6 KICKIN' OUR HEARTS AROUND
Book Owens (Capitol 4326)

7 PRIDE
Ray Price (Columbia 42518)

8 DON'T GO NEAR THE INDIANS
Roy Alan (Mercury 71997)

9 THE BURNING OF ATLANTA
Claude King (Columbia 43541)

10 WE MISSED YOU
Kitty Wells (Decca 31422)

11 DEVIL WOMAN
Marty Robbins (Columbia 42486)

12 WALL TO WALL LOVE
Bob Gallion (Hickory 1171)

13 BIG FOOL OF THE YEAR
George Jones (United Artists 500)

14 SOONER OR LATER
Webb Pierce (Decca 31421)

15 THE VIOLET AND THE ROSE
Little Jimmy Dickens (Columbia 42453)

16 I CAN'T STOP (MY LOVIN' YOU)
Buck Owens (Capitol 4826)

17 DADDY STOOD IN CHINA GREY
Marty Robbins (Mercury 72001)

18 ANOTHER DAY, ANOTHER DOLLAR
Wynn Stewart (Challenge 9164)

19 THE SOUND OF YOUR FEETSTEPS
Willie Nelson (Decca 31425)

20 HELLO OUT THERE
Carl Bawer (RCA Victor 8090)

21 MUST YOU THROW DIRT IN MY FACE
Laurie Bird (Capitol 4822)

22 WICKED WORLD
Kitty Wells (Decca 31421)

23 LITTLE BLACK BOOK
Jimmy Dean (Columbia 42529)

24 I'M WALKING SLOW (AND THINKING OF YOU)
Ray Price (Columbia 42578)

25 IF YOU DON'T KNOW I AIN'T GONNA TELL YOU
Georgia Hamilton Jr (RCA Victor 8062)

26 WHY CAN'T HE BE YOU
Patsy Cline (Decca 31429)

27 36 - 22 - 36
Johnny & Jack (Decca 31423)

28 JUST PASSING THROUGH
Lefty Frizzell (Columbia 43571)

29 FOOTSTEPS OF A FOOL
Jody Lynn (United Artists 472)

30 SO HOW COME (NO ONE LOVES ME)
Don Gibson (RCA Victor 8085)

31 UNDER COVER OF THE NIGHT
Dove Dudley (Juliette 5436)

32 THE GREATEST ACTOR
Wanda Jackson (Columbia 42481)

33 WILLIE THE WEAVER
Billy Walker (Columbia 42492)

34 SEND ME THE PILLOW YOU DREAM ON
Johnny Tillotson (Columbia 1424)

35 BONANZA
Johnny Cash (Columbia 42512)

36 A TEAR FELL
Earl Scott (Kapp 854)

37 THE END OF THE WORLD
Shirlee Davis (RCA Victor 8089)

38 YOU MUST BE TRUE
Jimmy Newman (Decca 31416)

39 I CAN'T HELP IT
Johnny Tillotson (Columbia 1422)

40 DON'T LET ME CROSS OVER
Carl Butler (Columbia 42543)

41 SING A LITTLE SONG OF HEARTACHE
Roy Maddox (Capitol 4845)

42 STRANGER
Lefty Frizzell (Columbia 42521)

43 IT WAS YOU
Ferlin Husky (Capitol 4833)

44 MARY ANN REGRETS
Bud Hess (Decca 31433)

45 HEY LITTLE STAR
Roger Miller (RCA Victor 8091)

46 I'D FIGHT THE WORLD
Johnny & June Houser (Columbia 42487)

47 THERE'S GONNA BE LOVE IN MY HOUSE TONIGHT
Willie Nelson (Liberty 55414)

48 I'M HERE TO GET MY BABY OUT OF JAIL
Every Brothers (Cadence 1429)

49 HELLO TROUBLE
Orrilla Couch (Voc. Jay 470)

50 DAY AFTER DAY
Willie Nelson Brothers (Deeco 31425)

As part of its campaign to promote the brand country format KRKA-Sacramento recently contacted a number of governors of the mountain, south central and north central states. It was explained to the governors that more than half of the city's population had its origins in their respective states and that they still had strong ties with their home states. Taped voice salutes to the people originating from their states and currently residing within KRKA's coverage area were obtained from Governor Price Daniels of Texas, Governor Matthew Welsh of Indiana and Governor John Dalton of Missouri. These were immediately placed on the air and received extensive broadcast exposure. Just received that Dewey Groom, head of Longhorn Records, cut a session featuring Jimmy Littlejohn. Masters of the material are being offered to the major labels through Charles Wright Agency. 706 No. Bishop, Dallas, Texas. Tillman Frecks sends along word that his boy Claude King recently shared top billing with Rex Allen in Houston. The show was produced by Ken Grant of KNUZ-Houston and Leroy Clogger of KIKK-Pasadena.

Opry Inking Sessions

NASHVILLE—In keeping with the Grand Ole Opry's tradition of recognizing talent, Ott Devine, manager of WSM, has signed two outstanding country luminaries to the cast of the Opry. The two artists are Mercury's Leroy Van Dyke and Dot's Sonny James. Van Dyke first jumped into the national spotlight a while back with "The Auctioneer." Since then he has had a slew of hits including "Walk On By" which sold heavily in two markets. James achieved star status with "Young Love." Showed (left to right) to the left pic are: Joe Wright of the Wright Talent Agency, Ray and Devine. In the right photo (left to right) are: Bob Neal of the Wil-Helm Agency, James and Devine.

Contagious Country Climber

BOOTS' TILL'S
"BABY I CAN'T CRY"
A Real Epidemic—Excellent Trade Reports Country D.J.'s Write: CAPA RECORDS 803-R Government St. Mobile, Alabama

VILLAGE RECORDS has
A 2 Sided Hit With
ERNIE CHAFFIN
"SET EM UP JOE"
/bw
"Spare Me The Details"
7777
VILLAGE RECORD CO.
P.O. Box 151 Angie, La.

LONZO & OSCAR
"CATFISH DINNER"
NUGGET-2032
MELBA MONTGOMERY
"HAPPY YOU, LONELY ME"
NUGGET-2033
* * * * * * * * * * * * *
Booking Agent: JACK LOGAN
NUGGET RECORDS Route #1 Goodlettsville, Tennessee

COAST TO COAST
IT'S
Bob Gallion's WAll TO WALL Love
HICKORY 1181

Cash Box—November 3, 1962
The spindle hole. With Seeburg’s exclusive new 33⅓ ‘Little LP’ stereo album records, you can program the LP Console with the very same album music the public is buying for home play... and intermixed with singles. One phonograph, and one only, gives you ALL the music to sell. The revolutionary Seeburg LP Console.
Is there an operator of coin machines in the country today who still doubts that the future of his business will include vending equipment? If so, then he is to be commended for his foresight or, perhaps criticized for his short-sightedness. No one can say for certain at this moment. But from where we sit, the vending machine is an inevitable part of every coin machine operator’s future. Through necessity, or through sheer good common sense business, the automatic merchandise machines should be a natural adjunct of a coin machine operator’s route. Experience, location contacts, and minimal service costs stemming from a simultaneous operation all pave the way for a profitable vending business.

Vending immediately conjures up full-line installations with hot beef stews, high costs of perishables, and fantastic equipment costs—in the mind of the unknowing. However, the crossover can be made much more simply and at a more reasonable price. The operator can make the entrance into automatic merchandising via the cigarette and candy machine and if you have not already done so then you will eventually be in the minority, judging from unofficial reports and informal conversation with operators across the country who have already made the move.

The reasons for the expansion vary according to the operator. One larger operator in the east has probably suffered large amounts of losses in income merely because he did not go into candy vending sooner. Today his business has increased greatly and a large part of the increase is the result of candy sales. Another operator recently lined up four major locations—a bowling alley, two industrial plants, and a restaurant. Cigarette machines and candy vendors will go into each of the four establishments by the first of November and they will be the first vending machines this operator has ever owned.

A music and games operator from the Bronx—with possibly 75 machines scattered throughout the metropolitan area—informed us last week that he intends to offset the rising cost of loans and bonuses with income from candy and cigarettes. He has already found out that you can’t operate nickel candy, incidentally. Most of his candy machines are going into present cigarette and music stops.

A visit to the Vending Convention two weeks ago provided us with an opportunity to view the vending picture from a national standpoint. There is no question that small vending operations are growing in number with each passing week. The earlier threat of the giant operating firms has passed as most threats based on bigness generally do. And the business to be signed by vending operators appears to be available to the businessman who can sell himself and his operating firm.

There is no reason why the coin machine operator cannot benefit from this potential by studying the business and entering via a small investment. To the neophyte, the purchase of an entire route is almost necessary. To the coin machine operator, the addition of cigarettes and candy to an established music and amusement route, seems as logical as nightfall. And tomorrow will be here before you know it.
Chicago—David C. Rockola, president of Rock-Ola Corporation, announced last week that the great strides Rock-Ola coin-operated phonographs have made over the past several years in design, clarity and full resonance of sound and in overall demand by music operators throughout the United States, in Canada, and numerous foreign markets, is being capped this fall with the introduction this week of Rock-Ola Manufacturing's new "Big 3 for 63" phonograph models.

David Rockola further advised that the "Big 3 for 63" are certainly the greatest coin-operated phonograph the company has produced.

The full-line—offering music operators a complete line of coin-operated phonographs—"Big 3 for 63"—"Big 3 for 63"—includes to your Rock-Ola 10, 108 "Rhapsody 160," de luxe stereophonic models, Rock-Ola 100, model 404, (with "Full Dimensional Stereo-No Excess-Monaural phonographs); and, finally, the model 404, "Capri," de luxe stereophonic (no speakers at top). Included with the "Big 3 for 63" are the new Rock-Ola model 1558 (108 selection) wall box, and model 1556 (100 selections) wall box. Also the model 1562 Receiver/Unit (100 selections), model 1574 (100 selections) Rock-Ola 100 monaural; Rock-Ola "Capri" Twins, Jr., Extension Speakers, and Rock-Olax de luxe, model 1624 "Stereo Tall Boy" (model 1624 "Stereo Tall Boy").

David Rockola further advised that the "Big 3 for 63" are currently being introduced to coin-operated phonograph operators everywhere with a minimum of effort on the part of the operators. The Rockola demonstration is prepared to serve our operator friends with ease and efficiency, as it is stated. The first step in this huge program was for Rock-Ola distributors to hold showings in their respective areas. This was done to show our distributors and coin operators the many new features of Rock-Ola "Big 3 for 63" phonographs.

"It is very important to explain here and now—that this exciting, new group (or we should say 'trio') of coin-operated phonographs is part of a complete line of Rock-Ola phonographs in all sorts of locations in every part of the world. It took much hard work, and was certainly attributable to 'no accident' in development. Our people went all out to come up with a line of phonographs to bring this line to operators everywhere."

"A truly good phonograph is only as good as the component parts that make it up. It is here that this exciting, new group of coin-operated phonographs is really exciting. "We, as Rockola Corporation, feel that we can certainly prove this point in all three of our new models."

"Big 3 for 63" phonographs are being introduced just in time for the holidays, and are available to coin operators in November and December.

Eastern Regional Distributors were feted at New York's Plaza Hotel early in October during distributor showings of Rock-Ola's "Big 3 for 63" phonograph line. Pictured left to right is: Ralph Wyckoff, Advertising Manager; Art Duddis, Eastern Regional Representative; Les Black, Vice President and Jack Barash, Chief Field Engineer and Service Manager. Second photo, Executive Vice-President Ed Davis with Columbia recording star Tony Bennett, who attended the luncheon in NYC and also performed at Empire Coin Machine's showing the same weekend in Chicago. Third photo, Al D'Indio, Bennett and Al Simon, Albert Simon, Inc., and fourth, officials of the Groco Bros. Amusement Co., John Greco, Jule Olshein and Tom Greco.
We take great pride and enthusiasm in presenting to the Operators in Europe

THE 1963 ROCK-OLA
Fully Stereophonic Phonographs

Capri 100 100 Selection

Rhapsody 160 160 Selection

WE EXPRESS CONFIDENCE THAT WITH THESE WELL-STYLED — QUALITY-BUILT ROCK-OLA PRODUCTS . . .
THE LEADERSHIP IN PHONOGRAPH SALES IN EUROPE WILL NOT ONLY BE MAINTAINED BUT WILL BE FURTHER EXTENDED.

WE WISH TO EXPRESS OUR SINCEREST CONGRATULATIONS TO MR. ROCKOLA, HIS EXECUTIVE STAFF, AND HIS PERSONNEL ON THIS VERY FINE ACHIEVEMENT.

NOVA APPARATE COMPANY
A. W. ADICKES, PRESIDENT
Industry’s Gross Profit Up 1% To 5.5% Of Sales; Product Diversification Continues, Commissions Dip

CHICAGO—The vending machine industry’s profits before income taxes rose nearly 1 percent in 1961 to a record national average of 5.55 per cent of sales, according to the annual industryside survey released last week by the National Automatic Merchandising Association (NAMA). This marked a 50 percent increase over the 1960 figure of 3.68 per cent and varies from 6.6 per cent to 2.6 per cent depending on the dollar volume classification of the vending operating companies.

Actual profit from operations, not counting auxiliary income from non-vending sources, averaged out at 4.88 per cent of sales, compared with 3.58 per cent in 1960.

The most significant change revealed in the 15th annual operating ratio study is the 6.0 per cent profit before income taxes achieved by companies with annual sales of $750,000 and over. Reports in this category indicate 10 companies accounting for nearly several large national operating companies which were formed through mergers in the past several years.

Diversification into such fields as manufacturers of automatic and manual food service by companies in this bracket also is reflected in the 15th survey. The 1961 report shows “sales other than through vending machines” at an average of 15.96 per cent of total sales (16.96 per cent in 1960), with the larger operating companies reporting 18.2 per cent in this category, as compared with less than 10 per cent by the smaller annual volume is less than $750,000.

The profit averages also fluctuate on the basis of types of products vended by different companies, according to the study which is prepared by Price Waterhouse & Co. for the association.

For example, the report shows that for every $100 of sales at retail, the operator of a 45 cent vending machine in product costs ($50.39 in 1960), while operating expenses took another $41.94 (up from $37.03 in 1960).

The national vending association’s analysis includes figures from 111 typical operating companies totaling some $160,300,000 in 1961 retail sales. Because of mergers in the industry, the number of companies in the report is down from 184 in 1960, but the volume represented is up from $128,500,000 in 1960.

The NAMA study analyzes cost and sales figures for vending operating companies but does not cover manufacture of vending machines.

Pointing out the increasing diversification of products in vending, the share of cigarette sales dropped from an average of 45 per cent of total vended sales in 1960 to 37 per cent of the total in 1961. Hot cup beverages maintained the ratio of 19 per cent of total sales, while hot food sales (mostly coffee) slipped to 35 per cent from 31 per cent in 1960. Sandwiches and pastries were up slightly to 4 per cent (3.5 per cent in 1960).

The nickel cup of coffee is definitely a thing of the past, according to the survey report. In 1961 over 90 per cent of vended coffee sold at a dime, as compared with 83 per cent in 1960 (75 per cent in 1959). Average annual sales for all types of vending machine reached $1,191 per machine, according to the report ($1,068 in 1960), with a range from $723 to $1,745. This average was $2,477 average sales per machine for hot cup beverage machines ($447 and $2,350 in 1960).

Average rental payments to location owners (commissions) dipped slightly to 7.94 per cent of sales over per cent in 1960). Copies of the complete profit ratio study are available only to members of the association, at a price of $10 per report. Non-member companies receive a copy free of charge.

**Interstate Sales For 6 Mos. Up 29%**

CHICAGO—Record sales and earnings for the fiscal year ended June 30 were announced by Interstate Vending Company in the 1962 annual report mailed to shareholders last week.

Sales of $61,800,598 for Interstate and its wholly-owned subsidiaries represented a 29 percent increase over the $47,874,102 reported last year.

As per share earnings also increased 29 percent to reach 97 cents, based on the average 312,564 shares outstanding during fiscal 1962. Last year’s 75 cents a share earnings were based on the average 310,018 shares outstanding during the period. Net earnings after taxes reached $2,063,070, a substantial increase over the prior year’s earnings of $1,485,207.

Sales of companies purchased by Interstate increased from the $7,266,191 in 1961 to $8,851,405 in the year just completed.

**New NAMA Officers and Directors**

NEW NAMA OFFICERS: (Seated from left) J. Gordon Scott, Scott Vending Co., Forest City, North Carolina; R. E. Schollhamer, R. E. Schollhamer, Inc., Schenectady, N. Y.; president-elect, of Medford, Mass.; Herb A. Geiger, president of NAMA; Harry Rosen, Allegheny Cigarette Service, Williamsburg; (Left to right—standing)—William Salley, Llly-Tell Cup Corp.; Frank O’Brien, president of Seeberg Corp.; Robert Deutsch, Interstate Vending Chicago; William Schmidt, Indiana Vendors, Inc., Indianapolis; (Standing, rear) Howard Miller, New York, N. Y.; (treasurer), Rudd-Melikian Co., Hartford; Carl Millman, (vice president), of Milwaukee, Wisconsin. Vending executives who were officially nominated and elected during NAMA Convention in San Francisco two weeks ago.

New Sweetheart Plastic Cup

SAN FRANCISCO—Star attraction at Sweetheart’s NAMA booth in San Francisco was their new low priced PV-277 Plastic Coated Hot Drink Cups. With minor engineering changes, the new PV-277 permits greater stacking in vending machines, actually up to 15 more cups per tube. For the vendor, this means less frequent servicing of units and less like-aversion of sales. Also, a shorter cup-packing case of low-nesting PV-277 cups can increase warehouse storage capacity up to 25%.

In addition to the new PV-277, Sweetheart also showcased their new vending line, now expanded to include Popcorn Cups, Soup and Hot Food Containers, Special Cups for ice making equipment, Cold Drink, Squat and Tall Hot Drink Cups.

**R-M Has ‘Practical’ Full-Line Food Unit**

SAN FRANCISCO—“To fill the industry’s need for a basic food unit, Rudd-Melikian, Inc., a manufacturer of versatile vending equipment, Hawthorn, Pa., has introduced this week the revolutionary new ‘Full-Line’ Universal automatic food vendor to the annual exhibit and convention of Automatic Merchandising being held at Brooks.”

“It offers a practical answer to full-line vending,” reports George R. Schallhorn, operating president, machine manufacturing. “The unit features many exclusive advantages including complete flexibility without the wedge-packaging problem, visibility without a ‘nicked’ look, true first-in, first-out dispensing and less floor space requirements with front or rear loading.”

“Full-Line” was engineered by our design staff incorporating suggestions made by our unique Operator Advisory Council,Modest Scott — a credit to Raymond Loewy/William Smith, Inc.

Hot foods, cold foods, packaged beverages, dry goods, and any item up to 9 ½ x 9 ½ x 2½” can be dispensed through the new “Full-Line” Universal vendor.

Capacity is flexible. It can vend from 50 to 240 items on eight serving levels. Different items in each level may be served from the same level since menu board is not required when each item is labeled.

Eight different prices are available from 5c to 85c,90c. 1.50, 2.00, 2.60, 3.00. A totalizer which shows the consumer how much his money has been spent.

The machine is 79” high, 31” deep, 28” wide, and weighs about 500 pounds. It is electically operated requiring 115 volts single-phase 60-cycle AC at 3 amps.

Industry Awards

Herb A. Geiger (at left) is shown presenting the Meritorious Service Award to William H. Martin, of Automatic Candy Co., of Columbus, in appreciation of his foresight and leadership which contributed so importantly to the modernization of the Federal Anti-Slugs Law. Presentations took place during NAMA Banquet, Oct. 16.

And Frank Newman, Automatic Can- ton Company of America.

Cash Box—November 3, 1962
CINCH SHOE SHINE VENDOR—
Manual packet shine vendor with 50 pack capacity designed expressly for rest rooms and other high-traffic locations. 10¢ vend “Cinch” packet made by Quintone “Scuff” self shine any color shoe, hand bags, leather goods without buffing. Cinch packets are pre-inserted into white 26 P. T. tubes for totally service-free operation. Also available in 5/packs to fit king size column in cigarette machine, returning 15¢ for 30¢ vend. Dimensions: Height 13", Width 6", Depth 5¼”. Available only from Redd Distributing Company, 128 Lincoln St., Brighton 39, Mass., Algonquin 4-4540 and their distributors.

NEW CURTISS “GYPSY” BAR—
“Everything’s Coming Up Roses” and the title of the hit tune of the forthcoming movie “Gypsy” describes the multi-million dollar promotion of Curtiss Candy and Warner Bros. The latest step in the promotion is the announcement of a new ten cent “Gypsy” candy bar packaged in boxes of twenty-four which will be in distribution starting November 19. Fluffy marshmallow and creamy caramel on the inside coated with a delicious chocolate, comprise the ingredients.

R. F. Jones Displays At Grocer’s Show

ANAHEIM, CALIF.—R. F. Jones Co., Rowe-AMI distributors in the western area, recently exhibited vending equipment at the Costume Corner at Disneyland. Among the company’s representatives on hand were, left to right, Don McGowan of the local Jones branch, demonstrating the Tele-Norm system; John Montgomery and the Celebrity drink vendor; and Tony Sanchez-Correra of the Jones San Francisco branch, with the AMI Programaster and Tele-Norm communications equipment.

Cash Box—November 3, 1962
1963 Rock-Ola Line
Launched By Nova
In European Market

HAMBURG, GERMANY—When Rock-Ola officials in Chicago decided to set a date for the introduction of the 1963 phonograph line they also agreed on showcasing the machines in Europe at about the same time, thereby retaining an international impact on coin machine markets. Judging from Adickes’ showings in Hamburg and Munich, his Nova Apparate firm supported the European segment of the worldwide showing to distributors in fine fashion. Nova is European distributor of Rock-Ola phonographs and vending machines in Germany, England, Austria, Switzerland, France, Italy, Portugal and the Scandinavian Countries.

The initial showing was held in the Nova display rooms in Hamburg (see picture) in September where Adickes invited his European sub-distributors to view the new Rock-Ola “Klangody 160” and “Capri 100” phonographs. Thirty-five persons from European outlets were present at the lavish buffet which offered delicacies and a wide variety of refreshments. The second showing was held in Munich later in October where fifty people attended a buffet dinner and special showing of the new equipment.

Both groups were highly impressed with Rock-Ola new line. Adickes was delighted with comments from the veteran coin machine distributors many of whom admitted that the new equipment was “the finest ever brought to the European market.”

In Munich, Adickes was joined by David Rockola, son of the President of Rock-Ola Manufacturing Corporation. Young Rockola recently graduated from the University of Munich where he completed his Doctorate. Adickes stated that Rockola’s presence at the Munich show impressed visitors and gave them an opportunity to meet him for the first time.

Adickes said in a general way that the machines “caught the eye in engineering achievement.” He said that the common comment on the obvious cost of new design, the overall beauty of cabinetry, and the high tonal quality. Adickes advised the international group that Donald Rockola, Chief Engineer at the Chicago plant, was one of the persons responsible for the new model.

He also remarked that reception of the 100-selection and 150-selection wallboxes was gratifying. “Attractive and very practical,” said the European distributor.

Also displayed for the first time at the shows was the new “Model 3402-T” coffee vendor, with a capacity of 280 cups.

Following photos were taken at Munich showing: A. W. Adickes, President of Nova; H. Neck, Loven, Bingen; H. Kastner, Fu Volbracht, Hannover; H. Schmidt, Fu Volbracht, Hannover; H. Schmidt, Fu Volbracht, Hannover; and Peter Palmcr.

Kh. Schmidt, Fu Volbracht; H. Schmidt, Fu Schulte, Bingen; Dr. David Rockola, Fr. Schulte, Bingen.; and H. Wirbel, Munich.

Following photos were taken at Hamburg showing: Mrs. Hansen, Copenhagen; Adickes, David Rockola, and Herr Binkert, Zurich.

Chef served large Nova party from lavish buffet; Cash Box German Office Manager, Mel Sondock, and A. W. Adickes.

Mr. Leinum, Trondheim; Herr Eino, Helsinki; Herr Borresen, Norge; Herr Reimer, Kopenhagen; Herr Hansen, Kopenhagen; M. Cuen, Metz; Frau Hansen, Kopenhagen, Herr A. W. Adickes, David Rockola, Herr Banken, Goteberg; Herr Jeker, Basel; Mr. Walker, London; Herr Binkert, Zurich; and Herr Dr. Baumann, Zurich.

Cash Box—November 3, 1962
JOE GRILLO WILL INTRODUCE NEW ROCK-O-LA
At Party In Rochester’s Casa Lorenzo

ROCHESTER—The Casa Lorenzo is ready and waiting for a big party of machine operators to arrive on Sunday, November 4th. The reason for the wait is that they really needed one to have a good time. Joe Grillo, mainly, and the Rock-Ola phonograph line, secondly, Joe has decided to give the “Rhapsody 169” and the “Capri 100” the send-off they deserve—so the sky’s the limit.

Every operator in Western New York State is invited to come (even if you haven’t received an invitation in the mail) and to enjoy the liquid refreshment that will flow from 3:00 PM till closing (whenever that is). Entertainment, record sales, and plenty of surprises will make the afternoon and evening one to remember. Grillo has lined up a party program that will be seen in this area, to bear him describe it.

Grillo heads the Flower City Distributing Company here and distributes the Rock-Ola line in this territory. It is one of the first really big parties Grillo has thrown for a new line introduction. “This line deserves it,” said Grillo last week, “and we’re going to give the operators who have been buying them a wonderful time on us.” If we were you, we’d be at the Casa Lorenzo is located at the corner of Chestnut and East Avenue. You’ll smell the lasagna about ten minutes before you turn into the parking lot.

Urban Will Display At Three Trade Shows

LOUISVILLE—Nat Batten, returning from a road trip which covered a half-dozen distributors of Urban Industries “Kiddle Kolor Cartoon” and “Peek-O-Rama” movie machines, has announced that the firm will display at the forthcoming Parks Show in Chicago’s Sherman Hotel; the Disc-N-Cube Show in the Trades Show Building in New York City January 22 thru 25; and then will fly to London for exhibition of the line at the Amusement Trades Exhibition largest European color motion picture and amusement trade show, January 8-9.

Batten, Sales Manager for the movie machine firm, said that distributors with the line chalk up sales easier once the machine is in location. Operators insist on testing the machine and in many instances insist on the job is tough. Operators have not had a machine such as this before. However, once the unit is located properly and the public takes note, repeat sales are easily made, according to Batten.

He stated that exposure in retail establishments and amusement parks will stimulate sales which is why the firm is taking the equipment into the towns mentioned above. Batten visited Cleveland, Syracuse and Atlanta during a recent trip.

—Hugh Montenegro—Time Record Company.

Selections include “Rachmaninoff Blues,” “Cry Me a River Blues,” “Dark Eyes” and “My Prayer.” “Flight Of The Bumble Bee,” “Palin Canyon Part 3,” “Fantasy Impromptu,” “Because Of You” and “I Concentrate On You” and “Be My Love.”

—Cash Box—November 3, 1962

4 Top Talent Record Packs

CHICAGO—Rowe-Ami’s Phil Glover has announced four Top Talent albums scheduled for the week of October 9th, selections are: Portrait of Jimmy Dean—Jimmy Dean—Col. Thomas Mason of Elizabethtown, Ky. and Joe Ash (Philadelphia) has a Top Talent release. Bottom, new distris Red Wallace and Hobart Booth, of Oak Hill, West, Va.

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333 MORTON ST., BAY CITY, MICH.

Cash Box—November 3, 1962

First Coin Wurlitzer Phono School A Success

CHICAGO—Sam Kolber of First Coin Machine Exchange Inc., this city, reports that a very interesting and successful Service School was held at the North Avenue establishment on October 16. Preceding at the session was Wurlitzer Field Service Engineer C. E. Ross, assisted by Cliff Mueller, Service Manager for First Coin.

“Both men,” said Sam, “did a splendid job in covering the subject of electronics and circuitry of phonographs. We are so pleased at the results that we look forward to planning another session soon. Even the buffet dinner served after the meeting met full approval of those attending.”

Those who attended this Wurlitzer Service School were: Franklin C. Lantz and Paul Folk of Western Automatic Music Co., Chicago; Jim Russo, San Street, Ed Remke and Norman Dempke, all from Apex Amusement Co., Chicago; Rene S. Pirard, Bud Hofert, Walter S. Lipinski, all from Melody Music Co., Chicago; Walter Malecki from Chicago; Robert Mac-

Leon and George Polimato of IXL Amusement, Kenosha, Wisconsin; George Villareal, Henry Trujillo and Art Velasquez from Automatic Music, Chicago; Earl Terrell and Billy M. Clark from Eastern Music, Chicago; Sol Silver of Silver Music, South Bend, Indiana; Frank Chomaz, of Cas games, Chicago; and all the staff of First Coin Machine Exchange Inc., Wurlitzer Distributor in Chicago.

PARTY!

Western New York Operators Are Cordially Invited To Attend The Premiere Showing Of The 1963 Rock-Ola Phonographs

Rhapsody 160

Capri 100 at a special buffet-party to be held at the Casa Lorenzo

Corner of Chestnut St. and East Ave.

ROCHESTER, NEW YORK

Sunday, Nov. 4th

3:00 PM till?
Your Host

JOE GRILLO

Flower City Distributing Co.
Rochester, New York

DELICIOUS FOOD! ENTERTAINMENT! RECORDING ARTISTS! BEVERAGES! SURPRISES! Come One, Come All!

Sell Equipment Where The Buyers Look For It

Cash Box

53
Eli Kasper
Dead At 65

Veteran Coin Man Suffers Heart Attack

EAST MEADOW, L.I., N.Y. — Eli Kasper, known as the busiest and best-informed figure in the coin machine industry in this area for many years, died of a heart attack in Meadowbrook Hospital here on Sat-

turday. Despite his reputation as a tireless manager at Kasper & Green, the 65-year-old man was ill only a few days before his death.

At the time of his death, Kasper was employed as Service Manager and Dispatcher for the Consolidated Amuse-ment Co. of Long Island, major operating firm. At one time, Kasper managed the Associated Amusement Machine Operators of New York, a game association which was not in business today, but coincidentally agreed to join with MONY in one centralized association, on the eve of Kasper’s death.

Eli Kasper started in the coin machine business in 1939 with American Vending Company, owned by Milton Green, Kasper’s brother-in-law. He operated machines on routes in Jersey City and Newark, and during World War II did contract defense work for the United States Government, mak- ing turnbuckles for the Army. He managed Kasper & Green’s association until its demise in 1958 and then was em- ployed by Irving Holzman and Joe Green, owners of the National Nov- elty Company. Kasper was walked from Midwood Chapel, in Brooklyn, and buried at Beth David Cemetery in Elmont, New York on Sunday, October 21. A spokesman summed up the feelings of the coin machine people when he said: “Kasper was one of the nicest guys in the business.”

Monroe Damaged By Fire

CLEVELAND—George George, Pres- ident of Monroe Coin Machine Ex- change Inc., was recalled to his plant on Wednesday, Oct. 17, when a fire broke out in the firm’s office and showrooms. The coinman was in Las Vegas with his wife on the last leg of a journey which started in San Francisco at the NAMA Convention. Damage has been unoffically re- ported at $50,000. George was managed to continue in business and is shipping and receiving as usual.

There was more talk last week along Tenth Avenue of blockades and ships, than of music and music, and this was evidenced by the fact that many knowledgeable people were very well-informed on the serious matters of negotiation and war and none appeared to be alarmists, and at press time it is hoped that they were right in their prediction.

Big news along the avenue of the arrival of the 1903 Rock-Ola “Big 3 for 33” phonographs and if you haven’t seen them drop by Al Simon’s place. The phonographs are completely new in style, design and sound. The “Rhapsody 100”, a 150-selection changeover, is a fully automatic changer in upper left of the top display panel and it would be worth your while to stop by and try to listen to something and see the new unit in action.

The “Capri 100” is the smaller model of the trio that’s offered in that it has 100-selections. The “Capri 100” is also available without the top panel featureing the Ebbe-cam players, which gives you the “three for 63” you’ve been hear- ing so much about.

The joke boxes are gaily presented in splashing color in this issue (turn last page but you really must hear them, to appreciate them. Simon will hold open all week long starting November 4 and it is expected that many ops will be by.

Another Rock-Ola distributor who spends time on Tenth Avenue but hails from Glascow (and a branch in Albany) is young Tom Greco, who distributes the line in upper New York State.

Tom, his brothers, and Jules Oslebin expect big things from Rock-Ola once again this year...

Bettie, who sub the line under Dave Stern, New York’s franchised distributor, also looks forward to a big bright season with the Big 3. Rock-Ola distrubs happened to be away, for the most part, on vacation last week so don’t think they’re not interested in selling you a few machines. The wife of Bettie to the contrary, is looking forward to the changeover on Big 3’s they did during 1962, and after all that sunshine and rest, you can bet they’re heading for sales goals starting Nov. 4th!

Joe Grillo, Flower City Distributing Company, will host a big party at the Colony Inn on the Rock-Ola week. Mayor of New York operator, you are cordially invited. Beverages, refreshments, hot food, and entertainment will be awaiting your arrival. Come one, come all, says Joe Grillo!

Leon Tussen, manager of the games association in Pennsylvania, has ad- vised us that the group’s regular monthly meeting will be held October 31, at the Colony Inn, 3, 5 days of Harrisburg. Bob Sudder will address guests. N.Y. State Ops Guild will meet Nov. 21 at the Nelson House, Dougheashee.

Al Dickes, Nova Apparate, Rock-Ola distributors throughout Europe, is ex- pected in town during the week. He attended the 10th annual meeting of the German Phonograph Industry. U.S. — "Capri," told us he has a nukele and will strum wherever he is requested to play. But to date he has not received word of the half of the Birmingham Gold Dust Twins, will be honored October 29 at a Testi- monial Dinner sponsored by the Island Bond Committee. The gala event will be held at the Fairmont Club in Birmingham, Ala.

Dave Rosen, "has done it again". He installed a complete vending installa- tion in the Grafz University, a Hebrew college down Philly way, and of course the food is kosher. (See story elsewhere). Atlantic New York Corp. has advised that two new record packs have been issued for the 33 single “Artist of the Week” campaign.—The McGuire Sisters “Songs Everybody Knows”; and Roger Williams “Songs of the Saxing Sixties”, two hit LP’s.

The trade was shocked by the death of Eli Kasper (story this page) who was well known in the field. Attending the funeral was Consolidated Amusement when he passed on. He will be missed because he and his wife will be called. His condolences go to Eli’s family and his large number of close personal friends.

Teddy Blatt is now the legal counsel for the games operators who were ad- mitted to MONY at the initial meeting two weeks ago. Blatt was legal beagle for 12 years before he did not wish to be a consultant but was again with Consolidated Amusement when he passed on. He will be missed because he was a hard worker and a lion to his family. For help from his constant sympathies go to Eli’s family and his large number of close personal friends.

Joel Munves and his crew are working on some interesting prototypes in the shop. J.V.L. Munves does all types of mechanical and electrical job work and will build a machine for you if you submit the basic idea.

Abe Lipsky didn’t get to the vending convention but he has managed to keep up to date on what is new in cigarettes and other types of automatic mer- chandising machines. Expect to ex- pected by the time we stop by again which will be exactly in one week.

Willie Aaronson, coin machine operator with an eye on the vending machine business, is looking over a new changeover type machine which will be ready for the backs in early November. Morris Rood never does get off the phone and Irving Kemper runs down his list of calls and sales for the past week and it appears very good.

Hank Koegele is at home now after suffering a heart attack and is recuperaing with the help of the heart specialist, Dr. Bill Schwartz, Seeburg sales representative, happy at the general reaction to the Seeburg pin games in San Francisco and is on king list of pin game operators to be a record earning vendor.

Miss Weinstein, Irving Holzman’s right hand, is still at work and is back from her celebrated European trip and has been visiting ten countries and really studied and enjoyed each one of them. Culture, econ- omy, and the people themselves were subjects for this coinga’s eye and she is back with vast amount of knowledge since last visiting many of these same countries five years ago.

Mike Munves saddened over the death of Eli Kasper, whom he knew for many years. The Munves aggregation is busy these days shipping the export orders being handled by Harold and Irvin. Munves has been on a quick Bermuda vacation and selling the United Shufflers as though they were going out of style (but there’s no hint of a new model coming). If you are in the market for a Rock-Ola you Druckman manages to fight back one heck of a cold without a hitch. And so another week comes to a close.
This week heralds the introduction—amid considerable fanfare—of the latest in Rock-Ola Mfg. Corp. coin-operated phonograph models throughout this country and overseas (particularly on the European Continent). David C. Rockola, president of Rock-Ola Mfg. Corp., happily announces that this leading line of phonos is greater than it ever has been in all the many years since the firm was founded by him, Edward G. Doris, executive vice-president, who is currently hosting a Caribbean Cruise for many Rock-Ola districts, hastened to advise via long distance that he easily expects the most successful sales campaign ever with this new line. It easily follows off what was a banner year for Rock-Ola Mfg. with the new phonoe line and the exciting hot drink vending machines.

A large group of European operators visited Chi last Tuesday, Oct. 23, and were hosted by Dave Rockola, his staff and Albert W. Adickes, who was in Hamburg, Germany. Among these were G. A. Van Duynen, Amsterdam; Frederick Einbeck, Frankfurt; Mr. Olland, Delft, Holland; W. W. Schmitt, H丛, and Hans Theoer, Germany; Erich Summerer, Germany; H. Brunstutter, Emmen, Holland; Ermer Speicher and Charles Halter, Germany. Also Johnny Neidenhauser, of Polymat Automaten A.C., Switzerland; M. F. Van der Heiden, Amsterdam, Holland; Hans J. Hauber, Williams, Germany; Jurgen Hall, Hans Rosenweing and Dr. Heim Kummer, all of Germany. Among those present for Rock-Ola were Dr. David Rockola, Frank Doyle, Art Jay, David Ehrdt, Ralph Wyckoff, Jack Barabas, Frank Scholz and Hugh Gorman.

The big action at Bally Mfg. these days is on the Bally “Big 7” shuffle alley bowler, which has seven ways to score, according to Bill O’Donnell and Herb Jones.

We’re advised by Sam Wolberg and Sam Gensburg, heads of Chicago Dynamic Co., that there is a “big hit” among amusement game houses produced at Chicago Coin. The name of the game—naturally—“Big Hit?”

C. B. Ross, Wurlitzer’s field engineer and Cliff Mueller, of First Coin Machine Exchange, conducted a service school session at First last Tuesday, during which they heavily attended (more than 35 attendees to this session which included a tasty buffet supper were Joe Kline, Sam Kolber and Fred Kline. Joyce Larson, Joe Kline’s lovely secretary, undertook major surgery another day at Lutheran General Hospital in suburban Park Ridge. . . Frank Mercelli was in town last week briefly.

Seeburg board chairman Delbert Coleman, Jack C. Gordon and Tom Herrick jetted to the European Continent to show the new Seeburg line of “LP” records in the accessory line of equipment last week. Stan Jaryski further advised that Stuart Auer and C. S. Britton, Enplaned to Hawaii for showings of the Seeburg phone line. Britton will also conduct service schools there.

Paul Huesch, vice president of J. H. Keeney & Co., is “complaining” that his company has been unable to keep enough Keeney amusement game hands on file to heavy orders. Thus, he and Clayton Nemecoff are shaking their heads.

The word from Bill DeSelm, exec, vice proxy of sales at United Mfg., is that both Johnny Casolla and Al (the non-flying Duchman) Thoelke, United’s men-in-motion, are off to the West Coast on separate junkets. Johnny is enroute to Los Angeles to attend the San Francisco, Portland and Seattle. While “LP” hits San Francisco first, then Los Angeles and finally Phoenix, Arizona.

World wide proxy Joel Stern is mighty pleased with his huge, new headquarters and the way the new Seeburg “LP Console” phone is selling. Fred Kline info that Art Wood, World’s district director of sales, is doing a fabulous job calling on the trade. And is not only well received but also well liked everywhere. Keeping the busy home fires burning are Howie Freer and Ken Master.

The fall schedule of service school sessions is now in progress at Atlas Music Co. The opener in the above program was held in the firm’s showroom last Wednesday, Oct. 21, according to Harold Schwartz and Iriv Ortiz. Nate Kline returned to the city from the WAMA Convention week in San Francisco, and Nate immediately dug in to handle the heavy sales at Atlas in Rowe-Ami phonos and Rowe vending.

NOW IT CAN BE TOLD (And Joe Robbins will probably “cream” us for this). Due to insurmountable difficulties in obtaining tickets for the Packer football games Joe Robbins with his lovely Marian) tied himself off on a Caribbean Cruise, If Joe were back home he’d probably be “stoned” by his many operator friends who are clamoring for duets (and who’s to blame ‘em?).

While we’re on the cruise we may as well explain that a large group of Rock-Ola distributors hosted by Edward G. Doris and Les Reck of Rock-Ola Mfg. Corp., are on a pleasure cruise “somewhere in the Caribbean Sea” during these early days of the month. They are having a wonderful time despite the tensions being generated in that area. The word we received from them is that they are a long way from the critical area (just don’t sneeze in the wrong direction, fellows!).

Everyone at D. Gottlieb & Co. is mightily enthused over the new “Flipper Cowboy (Add-A-Ball) pinball amusement game, which was released last week. The smilers are unanimous, and they include Dave Gottlieb, Nate Gottlieb and Jud Weinfield. Tell Dick the “Flipper-Type” Gottlieb games are among the most popular everywhere.

Leonard Gross announced his resignation last week as executive vice president of operations at the Seeburg Corporation. He said he has no immediate plans formulated as yet.

Sam Stern, president of Williams Electronic Mfg. Corp., is delighted over the reaction his “Book-O-Mat” and “Shop-O-Mat” vending received by the trade at the Chicago convention during the recent NAMA Convention in St. Louis. Chris and Sam with Sam was his son. The reason: They’re shopping West Coast universities. . . And this one is from genial Bob Blundor, hardworking managing director of MGA—The epitaph on the tombstone of a hypochondriac reads: "I TOLD YOU I WAS SICK!"

Cash Box—November 3, 1962
UNITED'S TROPICS BOWLING ALLEY Attracts Big Profit Play Seven Ways

- REGULATION SCORING
  TOP SCORE 300

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

- ADVANCE SCORING
  TOP SCORE 7300

- FLASH SCORING
  TOP SCORE 9600

- SPECIAL SCORING
  TOP SCORE 8900

- BONUS SCORING
  TOP SCORE 9900

- ALL SPARES SCORING
  TOP SCORE 3600

DIME COIN MECHANISM
2 for 25c COIN MECHANISMS
OPTIONAL AT EXTRA COST

1 to 6 Can Play

Available in
13 FT. and 16 FT.
Standard Lengths

4 FT. and 8 FT. Sections
are available to increase lengths
as desired

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

HIGHEST RESALE VALUE

Get Details on the Complete Line of UNITED Amusement Games
ORDER FROM YOUR UNITED DISTRIBUTOR TODAY!

UNITED MANUFACTURING COMPANY - 3401 NORTH CALIFORNIA AVE., CHICAGO 18, ILLINOIS - CABLE ADDRESS: UMCO

Cash Box—November 3, 1962
YOUR OLDER MODEL PHONOGRAPHS ARE WORTH FAR MORE ON A
WURLITZER 2600 WITH THE FABULOUS EXTRA EARNING
TOP TEN TUNES FEATURE
REJUVENATE YOUR ROUTE
INCREASE YOUR INCOME
TRADE YOUR OLD PHONOGRAPHS
SEE YOUR WURLITZER DISTRIBUTOR TODAY

THE WURLITZER COMPANY / NORTH TONAWANDA, NEW YORK • Backed by 106 Years of Musical Experience
WORLD'S LARGEST INVENTORY FOR SALE

Send for Complete Lists

ARCADE—GAMES
BINGOS—RIDES
MUSIC, etc.

DAVID ROSEN
655 N BROAD STREET, PHILA. 23, PA.
PHONE—CENTER 2-9003

FOR SALE

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AKE CITY AMUSE. CO.
4533 PAYNE AVE., CLEVELAND, OHIO
(Tel: HE-1-4100)

Robbins Suggests Games For Charity

CHICAGO—Joe Robbins, general sales manager of Empire Coin Machine Exchange, of this city, appealed recently to coin machine wholesalers and operators in this country to donate older types of amusement games, which are too obsolete for further distribution to churches, synagogues, bowling alleys and other such charitable institutions in the various communities throughout the United States.

He said: "We have been bombardled with countless requests for us to ac-cept and trade at any price whatsoever, older types of games, including shuffle alleys, bowlers, guns, etc. As you know, there just isn't any market for these. These games are being used to take away the money from over 50,000 coin machine salesmen and operators anywhere in the United States.

"It is our feeling that it would be a wonderful gesture if these games could be cleaned up properly and donated to the various charitable organizations in your area of operation. Please bear in mind that this type of contri-bution is tax deductible. It would do an enormous amount of direct good to the youth of these organizations, and would cost you absolutely nothing.

"We further suggest that each of you mail a letter of your intention to donate and make calls to these various institutions, and we believe that you will get a very good response. This spaghetti. would, of course, be a great boost to the various charitable institutions for this industry as a whole in every part of this country.

"We urge operators in this area to furnish us with a list of the charitably inclined and interested game dealers and local organizations. We would like to get your names to this list, so that we can do our utmost to see that this information is well pub-lished. We believe we can get news articles printed in the various news-papers that will work in this area and get public attention to this good will activity on the part of the coin machine operators in Chicago.

If you are reading someone else’s copy of The Cash Box why not mail this coupon today

THE CASH BOX
1780 BROADWAY
NEW YORK 19, N. Y.

Enclosed find my check.

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

Please Check Proper Classification Below

FIRM

CLASSIFICATION

JUKE BOXES
AMUSEMENT GAMES
CIGARETTE MACHINES
VENING MACHINES
OTHER

Please Check Proper Classification Below

NAME
FIRM
ADDRESS

CITY
ZONE STATE

California Clippings

The distributors & operators along Pico Blvd. report the economic picture for their machines at this time is excellent. Jim Trank of C. A. Robinson & Co., informed bowler activity which had been dormant for sometime, has suddenly revived with many used ones leaving the box. The new equipment is being urged to ship in some new "Tropics" to take care of the unexpected demand. Hank added, "or is it just good salesman-ship?"

At Duarte International Sales Co. export orders are being pre-pared for shipment to Manila and Dublin, Ireland. Enrique Ventura, shop mechanic, is sporting a new Pontiac and planning to take a trip to Mexico with his family.

Sonny Lomberg at Simon Distributing Co. reported a large shipment being delivered to one of the local arcades, that is in the process of expanding.

George Muraoka is planning to spend a weeks vacation at Pebble Beach, playing golf. The fishing is very poor on the Intracoastal, Coin Machine Bill Lany has stated they are mainly occupied at the present time, with a great demand for repairs on all types of equipment. Bill is leaving for the trip to the Bay area for a few days.

Jerry Wallace paid a visit to the Leuenhagen 'record bar' to promote his new Challenge release, "Shutters and Boards," which the Solle girls reported as their present top seller. Jim Patton of Cosmat Dist., was also in to check the sales action on Joe Henderson's latest Todd release, "The Searching Man." Jim informed that "Shy Guy" by the Crystallettes is getting very good reaction throughout the U.S. and Canada.

Amie Addy, ass't. credit mgr., has returned to the No. Tomawanda, N.Y. office, after spending a couple of weeks at the local Wurlitzer Factory Branch. Clayton Ballard is vacation-ing for two weeks at his cabin in the mountains, and Cliff Nugent returned from Lancaster, calling on OP's.

A new sales specialist, Al Peale, has been added to the Vending division at AMCO Music & Vending Inc, Nick Monti, special Seeburg factory rep., in-formed the sales Force was very enthusiastic about the interest of the operat-ing trade, toward the Seeburg line of hot & cold drink equip., & the milk vendor, at the NAMA convention. Don Roos, pres. of AMCO, returned from a two week business trip to Chicago. A La inside. Taylor, Inc. has laid off a few employees, and Jim Patton of Cosmat Dist., has added a few new accounts. Jim Wilkins and his two sons, David & Jim Jr., are leaving on a Dis-ti—and are planning to visit their Whittier Scout troop, into Angeles National Forest for the week end.

Gabe Orland of California Music Co. returned to work after spending a few days fishing at Las Vegas, Mexico. Ted Rosenberg and Chuck Gregory of Colum-bus, Ohio, return late in the week in confusion with Sam Ricklin. At K. F. Jones & Co. the 'Jones Boys' returned from San Francisco and reported the vending show a great success, in spite of the weather and the World Series game. Ed Wilkey has announced that Hanro Maki will be working as a mechanic in the shop, and they are happy to have him join the staff, as Maki is one of the bet AMI men in the business.

Hank Sims of Simons-Carter is making many changes to reorganize and enlarge the shop. Luke Hodges, former mgr. of the background music div., is now the executive v.p. of "Big Bob" Corp., specializing in TV and mot-ivating. More and more people have been coming to the big show, and personal-ly thank all of the members of the Jones Corp., for their many years of friendship and cooperation.

In town visiting distributors and one-stop this week were: Ray Branden-berg, La Habra; Al Borth, Barstow; Sylvester Guild, Riverside; Mel Teixiera, Santa Maria; Jerry Graves, El Monte; Cecil Ellison, Lancaster, and Walter Cook, Palos Verdes.

Midwest Musings

Jim Donatell, Spooner, Wisc. in town for the day to pick up his record and parts order. Jim who is operating a lovely supper club in Spooner looking for new buyers, Minneapolis Coin & Advance newspaper, he was in town with his wife for Fargo and Grand Forks, No. Dakota and will continue on to Winnipeg to visit Mrs. Pinks relatives. Erna and Mrs. Olsen in town for the day buying records. The Olsen's have bought themselves a tavern in Sauk Rapids and Mrs. Olsen is managing it at the present time.

Billy Gummock, Hopkins, Minn. in town for a few hours to buy records and parts from Lee Rau and his party of friends got their permit of travel to Devil's Lake in Wyoming last week. Pete Worson, Mankato, Minn. is still getting his in lieu of golf as long as the weather is staying so nice. George Weh-ler, St. Peter, Minn. has a pretty good chance of becoming mayor in No-men. Good luck George.

Jack Leonard opens for one week at Freddie's Cafe Ote. 22 and Gordon and Sheila McRea open for one week at the Flame Room Oct. 22, in Minneapolis. Charles and Dennis Weber, Billboard, have the rounds as was Bob Lucking, Benson, Minn. Mr. & Mrs. Carl Guscetti, La-Verne, Wisc. in town for the day pick up the orders for the stores and also visiting their children who have moved to the Twin Cities. Their son is teach-ing school in St. Paul.

John Trucano, Deadwood, So. Dakota returned last Friday from the NAMA show in S. F. Red Wilbur in town visiting his son at the University.

Ditchburn Reps Visit NAMA Show

SAN FRANCISCO — Among the NAMA Convention visitors from Europe were the two gentlemen shown at the right. They are Peter Ik, their president, and Sylvester Guild, of the Ditchburn Organization in London, major coin machine and vending distributors.

Cash Box—November 3, 1962
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!

MONY Votes To Accept Games Ops 15 Firms Sign

NEW YORK—Members of the Music Operators of New York, Inc. voted to accept games operators into the membership of this music machine association at a meeting held in the organization’s offices on October 16. Fifteen games firms submitted applications for membership and they were accepted. More games operators currently have applications submitted and additional firms are expected to join during the coming weeks.

Teddy Blatt, legal counsel for the games operators facet of the association, said that the games operator has faced the need for a centralized organization since the demise of AAMONY late in 1968. Restrictive regulations from license bureaus, fraudulent practices by location owners, and general industry conditions have necessitated the organization of amusement machine operators.

The next meeting of the MONY, with music and games members attending, will be held in Rosoff’s Restaurant in NYC on Tuesday, October 30. Dinner will be served at 6:00.

Cash Box—November 3, 1962

SPECIALY PRICED FOR "ACTION"!

FORTUNE THEATRE
with Interchangeable "LIVE-ACTION" PUPPETS
• Fast, 30-second, 5¢ Play
• Earnings of $15-$20 per Week

Our inventory reduction gives you an extra profit opportunity! For the next 30 days you can have the amazing Fortune Theatre at these once-in-a-lifetime low prices:

LOTS OF 10 $63.95 each
SINGLE UNITS $69.50 each

Counter Model (without stand) LOTS OF 10 $58.95 each
SINGLE UNITS $64.50 each
TERMS: 30%, with order, C.O.D.

ADMIRAL VENDING CORP.
140 W. 56th St., Chicago 9, Ill.
MFRS. NEW EQUIPMENT CURRENTLY IN PRODUCTION

Prices above are list prices f.o.b. factory. Mfrs. have not authorized prices where no price is shown.

ALL-TECH INDUSTRIES, INC.

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AMERICAN SHUFFLEBOARD CORP.

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BANK-VAN, INC.

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EXHIBIT SUPPLY COMPANY

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FISSLER SALES & MFG. CO.

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J. F. FRANTZ FOG CO.

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<td>Money Machine (Counter Pistol)</td>
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<td>Bowlie Corner (Football Player)</td>
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GAMES, INC.

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MIWAD MFG. CO.

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ROCK-OLA MFG. CORPORATION

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VALLEY SALES CO.

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<td>Deluxe 7-Pocket Model</td>
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WILLIAMS MFG. CO.

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<td>Vendor</td>
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Cash Box—November 3, 1962
Taran Distributing, Inc.
3401 N.W. 36th St., Miami, Florida
Phone: Newton 5-2531
Branch: Ninety Riverside Ave.,
Jacksonville 4, Florida
Phone: Elgin 6-1551

Tulsa Automatic Music Company
1214 W. Archer St., Tulsa 6, Okla.
Phone: 4-4775

Western Distributors
1226 S.W. Sixteenth Ave., Portland 5, Oregon
Phone: Capital 8-7565
Branch: 3126 Elliott Ave., Seattle 1, Wash.
Phone: Atwater 8-4140
Branch: 1007 W. Wash. St., Spokane 1, Wash.
Phone: FA 8-7250

Zorinsky Omaha Show Premieres
Rock-Ola Line At New Diplomat

OMAHA—Hymie and Edward Zorinsky, H. Z. Vending & Sales Company, hosted a gala Friendship and Preview Showing of the 1963 Rock-Ola “Big 3 For 63” line of “Rhapsody” and “Capri” coin-operated phonographs, Sunday, October 14, at the new Diplomat Motor Hotel in downtown Omaha. More than 125 operators from Iowa and Nebraska and their wives were on hand to witness the showing and to partake of a sumptuous dinner-cocktail party.

Guests were invited to bring their swimsuits as the cocktail party, complete with a huge assortment of hors d’oeuvres, was a refreshing poolside affair. Dinner was served in the main dining room.

During the unveiling of the Rock-Ola “Big 3 For 63” phonographs Ed-die Zorinsky eered the proceedings. Pictured here: Top left, Eddie Zorinsky with Joe Blend at the mike; right, Ted and Jack Nixon and Hymie Zorinsky; Second row left, Dave, Doug, and Ruby Johnson, and Carol Gorman; right, Mr. and Mrs. AI Allen. Third row left, Zorinsky with Doug and Dave Johnson; right, E. Zorinsky with Mr. and Mrs. Jules Epstein. Bottom left, Mr. and Mrs. Harold Christensen, center, Zorinsky, Marion Cipilo and Harry Abramson, right, Harold Klein, Zorinsky, and Howard Ellis.

New Background Music System—
“Music Master”—Announced By Rock-Ola

CHICAGO—Rock-Ola has announced its first background music system, introduced to distributors last month, and available for operators at distributor outlets this week. The “Music Master” is a controlled background music system offering a wide variety of music from an extensive catalog of taped selections.

The unit is a 20-watt tape player using one reel of continuous tape. The drive system features a multiple belt which overcomes breakdowns and permits continuous life. A radio can be used in conjunction with the amplifier as can a phonograph.

The background unit is finished in a hand rubbed walnut cabinet and white antique grill, which permits a blending with any decor. Tone control, a music fade jack, separate volume control for the music, for the public address, and for the speakers is also featured.

Handling of the unit is simple for locations. A tape cartridge can be inserted easily to start the music, and merely disconnected to stop it. There is no threading, re-winding, or winding of tape.

Rock-Ola officials announced that the background music unit is designed for the location which does not desire a juke box, or does not utilize a juke box during certain hours. “Music Master” information can be had from any Rock-Ola distributor by referring in letter or in writing to Model 81.

The firm’s tape catalog includes categories for “Show Tunes,” “Continental,” “Motion With Emotion” (locations such as high traffic stops, super shopping centers, etc.), “Swave and Sophisticated” (for the high-type spots including banks, medical offices, etc.), “Fun Outdoors” (for the outdoor amusement location); “Memorium” for the funeral home and for burial services; “Skating,” “Special Occasions” (birthday, etc.); “Personality Series” (including selections from recordings by Tommy Dorsey, Lawrence Welk and David Rose); “Long Playing Magazines For Business,” “For Industry” and “For Variety.”

Times run from one hour to three and one-half hours in length.

Background music has filled a void in the coin-operated music industry by having equipment available for operators where a juke box does not serve the purpose. Rock-Ola officials stated that the prime purpose of the background unit was to continue to offer the operator another piece of equipment which will help him increase income. The firm recently introduced a new coffee vendor (“Model 3402-T”) and is introducing next week the 1963 phonograph line.

Happy Birthday This Week To:
Samuel Holzman, Bklyn, N.Y. . . .
Douglas Detrick, Auburn, Ind. . . .
Arthur Lavoie, Fall River, Mass. . . .
Edw. J. Betti, Union City, N.J. . . .
Andy Benna, Ironwood, Mich. . . .
Harvey W. Marble, North Platte, Neb. . . .
Whitney Le Jeune, New Roads, La. . . .
Erwin E. Barnett, Cleve, Hts., Ohio . . .
Fletcher A. Hallock, N.O. La. . . .
Manuel Ehrenfeld, Passaic, N.J. . . .
Million Green, Bklyn, N.Y. . . .
Ralph S. Pelletier, Silver Creek, N.Y. . . .
L. M. Flow, Puniak Sps, Fla. . . .
Herbert J. Perkins, Chgo, Ill. . . .
Stacy L. Lewis, Cambridge, Md. . . .
Jess M. Langston, Chattanooga, Tenn.

Cash Box—November 3, 1962
Robinson Distributing Company
321 Edgewood Ave. S.E., Atlanta 12, Georgia
Phone: Jackson 3-3456

says:
"Bravo ROCK-OLA...you've done it again!"

S & M Distributing Company, Inc.
1074 Union Ave., Memphis 4, Tenn.
Phone: Broadway 3-1133

says:
"Never before have I seen excitement like this! Orchids to ROCK-OLA"

Sanders Distributing Company
612 Eighth Ave. S., Nashville 10, Tenn.
Phone: Alpine 5-4119

says:
"Magnificent! Stupendous! A must see and hear for everyone!"

Seacoast Distributors, Incorporated
1200 N. Ave., Elizabeth 4, N. J.
Phone: Bigelow 8-3524; Bigelow 8-3525

says:
"The ROCK-OLA Big 3 for '63 is truly Big news!"

Brown Brothers, Inc.
2127 N. Washington Ave.
Minneapolis 11, Minnesota
Phone: Jackson 2-6648

SAYS:
"4 STARS FOR THE ROCK-OLA BIG 3 FOR '63!"

State Music Distributors, Incorporated
3100 Main St., Dallas 26, Texas
Phone: Riverside 1-6455

says:
"The new ROCK-OLA sound and styling is sensational!"

S. L. Stiebel Company
635 W. Main St., Louisville 2, Ky.
Phone: Juniper 3-2144

says:
"This ROCK-OLA achievement sets them far apart from all others!"

Gordon Stout Company
125 N. Main, Pierre, S. D.
Phone: CA 4-4097

says:
"We like everything about the ROCK-OLA Big 3 for '63!"
The Rhapsody 160 is the result of Rock-Ola’s World Famous Tradition of Excellence in engineering, unexcelled dependability and quality construction. Elegant Styling, Brilliant Colors, Appealing Design and Glowing Metal appointments plus Rock-Ola’s NEW Exclusive FULL DIMENSIONAL STEREO SOUND captures the patrons attention and assures complete location satisfaction and maximum earnings.

33⅓–45 RPM MECH-O-MATIC INTERMIX PLAY.
Dual-speed Rock-Ola turntable mechanism permits complete all mechanical intermix of 33⅓ and 45 rpm records in any sequence in any bank of records. No matter the speed or whether it’s stereo or monaural records, they can all be played on Rock-Ola’s big 3 for ‘63, the only truly flexible phonographs. Has no electrical components and is designed for years of trouble-free operation.

160-SELECTION MECHANISM
Faster Cycling of Record Magazine.
100% Increased Record Popularity Meter Counting Capacity
The above are but a few of the many features to be found in ROCK-OLA’s 160 Selection mechanism incorporated into the NEW RHAPSODY 160 PHONOGRAPH.
THE LONG TRADITION OF ROCK-OLA’s engineering skill is proven by the unexcelled dependability of its Revolving Record Magazine. Its often imitated but never equaled dependability guarantees years of trouble free performance.
This dependability, when coupled with the other rigidly tested ROCK-OLA components, assures you of the world’s highest quality product.
AMA Distributors, Inc.
500 Magazine St., New Orleans, La.
Phone: 529-2316

says:
"Bravo ROCK-OLA...you've done it again!"

Active Amusement Machines Co.
666 N. Broad St., Philadelphia 30, Pa.
Phone: Puplar 9-4495
Branch: 1141 Coteau Ave., Scranton 8, Pa.

says:
"The new ROCK-OLA sound and styling is sensational!"

Allied Sales Company
401 Jones Ave., Oak Hill, W. V.
Phone: Hobart 5-3616

says:
"We're speechless! The Big Appeal, Style and Design of the ROCK-OLA Big 3 for '63 speaks for itself!"

Amusement Distributors, Incorporated
1615 St. Emanuel St., Houston, Tex.
Phone: Capital 7-3347

says:
"The ROCK-OLA Big 3 for '63 is great!"

Arizona Amusement & Vending Co.
848 N. Fourth Ave., Tucson, Ariz.
Phone: Main 4-2826

says:
"The ROCK-OLA Rhapsody 160 and Capri 100 are magnificent!"

Badger Novelty Co., Inc.
2530 N. 30th St., Milwaukee 10, Wis.
Phone: Franklin 2-2010; Hilltop 2-3030

says:
"The ROCK-OLA Big 3 for '63 is truly Big news!"

Bigner Music, Incorporated
2345 Quebec Rd., Cincinnati 14, O.
Phone: 8L 1-1500

Says:
"4 STARS FOR THE ROCK-OLA BIG 3 FOR '63!"

Bird Music Distributors, Incorporated
124-126 Payntz Ave., Manhattan, Kan.
Phone: PR 8-5229

says:
"The ROCK-OLA Big 3 for '63 is full of surprise bonuses!"

H. B. Brinck
825-827 E. Front St., Butte, Montana
Phone: 6726

says:
"We knew something great was on its way from ROCK-OLA and the Big 3 for '63 is way beyond our expectations!"
Albert Simon, Inc.
587-9 Tenth Ave., New York 18, N. Y.
Phone: Longacre 4-006/7/8

says:
“More features! More styling! What more could you ask for!”

Calderon Distributing Company, Inc.
433 N. Alabama St., Indianapolis, Ind.
Phone: Melrose 4-8468

says:
“You’ve got to see and hear the ROCK-OLA Big 3 for ’63 to believe it!”

Coin Automatic Distributing Company
241 West Main, P.O. Box 364
Johnson City, Tennessee
Phone: Walnut 6-3642

says:
“Never before have I seen excitement like this! Orchids to ROCK-OLA”

Victor Conte Music Co.
1001 Lansing Street, Utica 3, New York
Phone: Redwood 2-7896

says:
“Magnificent! Stupendous! A must see and hear for everyone!”

Empire Coin Machine Exchange
1012-1014 N. Milwaukee Ave., Chicago 22, Ill.
Phone: Everglade 4-2600
Branch: 7743 Puritan Ave., Detroit 38, Mich.
Phone: Diamond 1-5800

says:
“The ROCK-OLA Big 3 for ’63 gives greater flexibility for location profits!”

Flower City Distributors, Incorporated
387-389 Webster Ave., Rochester 9, N. Y.
Phone: Gil 4-8020

says:
“Another sensational smash hit from ROCK-OLA”

Franco Distributing Company, Inc.
24 N. Perry St., Montgomery 2, Ala.
Phone: 263-6463

says:
“Worth waiting for!”

General Vending Sales Corporation
239-245 W. Biddle St., Baltimore 1, Maryland
Phone: Vernon 7-4119/20/21

says:
“This ROCK-OLA achievement sets them far apart from all others!”

Greco Bros. Amusement Co., Inc.
Main St., Box G, Glasc, New York
Phone: Cherry 6-8700
Branch: 1288 Broadway Ave., Albany, N. Y.
Phone: HO 5-0228

says:
“We like everything about the ROCK-OLA Big 3 for ’63!”
Big Style!
Big Design!
Big Appeal!

The Capri 100 is enhanced with beautiful brilliant colors and gleaming metal appointments. This plus Rock-Ola's NEW Exclusive FULL DIMENSIONAL STEREO Sound makes the Capri 100 the most wanted phonograph.

33 1/3 - 45 RPM MECH-O-MATIC INTERMIX PLAY.
Dual speed Rock-Ola turntable mechanism permits complete all mechanical intermix of 33 1/3 and 45 rpm records in any sequence in any bank of records. No matter the speed or whether it's stereo or monaural records, they can all be played on Rock-Ola's big 3 for '63, the only truly flexible phonographs. Has no electrical components and is designed for years of trouble-free operation.

100 SELECTION MECHANISM
The ROCK-OLA designed, tried and proven simplified 100 selection revolving record mechanism, quality built by master craftsmen in the traditional ROCK-OLA manner, is the reason for ROCK-OLA's product excellence and reputation for dependability and serviceability.

Simplified Coil-Less Selector
- Self cleaning selector levers
- Fast selection system
- Selection cycle 10 seconds or less

To Rock-Ola for advanced products for profits

Rock-Ola Manufacturing Corporation
800 North Kedzie Ave.
Chicago 51, Illinois

True Full Dimensional Stereo Sound is delivered right at the phonograph by combining perfect factory pre-angled stereo cone tweeters... with the main unit speakers. Achieving a sound that immediately captures the patrons' attention—thus assuring complete location satisfaction and maximum earnings.

Pre-Angled 2 1/2" Tweeters

For Capri 100 Model 404 Phonograph
The Capri 100 is embellished with gleaming metal appointments and elegant, brilliant colors. This FULL SIZED Deluxe Stereo-Monaural Phonograph has all the Quality, Dependability and Serviceability you expect from every Rock-Ola product. The Capri 100 is Tailor Made to fit every location requirement.

MORE STYLE!
MORE DESIGN!
MORE APPEAL!

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Rhapsody 160

Capri 100
H. Z. Vending & Sales Company, Inc.
1201-1207 Douglas St., Omaha 2, Neb.
Phone: 341-1121

says:
"Bravo ROCK-OLA...you've done it again!"

Lake City Amusement Company, Inc.
4531-4533 Payne Ave., Cleveland 3, Ohio
Phone: Henderson 1-4100

says:
"More features! More styling! What more could you ask for!"

Paul A. Laymon, Inc.
1429-31 W. Pico Blvd., Los Angeles 15, Calif.
Phone: Richmond 9-7351

says:
"Never before have I seen excitement like this! Orchids to ROCK-OLA"

B. D. Lazar Company
1635 Fifth Ave., Pittsburgh 19, Penn.
Phone: Grant 1-7818

says:
"Magnificent! Stupendous! A must see and hear for everyone!"

Lestourgeon Distributing Company
2828 S. Blvd., P.O. Box 641, Charlotte 1, N. C.
Phone: Jackson 3-5834

says:
"The ROCK-OLA Big 3 for '63 is truly Big news!"

Mountain Distributors
3630 Downing Ave., Denver 5, Colo.
Phone: Jackson 3-5834

SAYS:
"4 STARS FOR THE ROCK-OLA BIG 3 FOR '63!"

Musical Sales, Inc.
2920-22 Locust St., St. Louis 3, Mo.
Phone: Jefferson 5-4310

says:
"The new ROCK-OLA sound and styling is sensational!"

Pan American Sales Company, Inc.
812 S. Presa St., San Antonio 10, Tex.
Phone: Capital 7-8371

says:
"This ROCK-OLA achievement sets them far apart from all others!"

Patton Music Company
611 Eye St., Modesto, Calif.
Phone: LA 2-4707

says:
"We like everything about the ROCK-OLA Big 3 for '63!"
The Rhapsody 160 is the result of Rock-Ola's World Famous Tradition of Excellence in engineering, unexcelled dependability and quality construction. Elegant Styling, Brilliant Colors, Appealing Design and Gleaming Metal appointments plus Rock-Ola's NEW Exclusive FULL DIMENSIONAL STEREO SOUND captures the patrons attention and assures complete location satisfaction and maximum earnings.

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NEW ROCK-OLA EXCLUSIVE
TRUE FULL DIMENSIONAL STEREO SOUND is delivered right at the phonograph by combining perfect factory pre-angled stereo cone tweeters . . . with the main unit speakers. Achieving a sound that immediately captures the patrons attention—thus assuring complete location satisfaction and maximum earnings.

"Featured Star" record sleeve, standard feature
H. Z. Vending & Sales Company, Inc.
1201-1207 Douglas St., Omaha 2, Neb.
Phone: 341-1121
says:
"Bravo ROCK-OLA
...you've done it again!"

Lake City Amusement Company, Inc.
4531-4533 Payne Ave., Cleveland 3, Ohio
Phone: Henderson 1-4100
says:
"More features! More styling!
What more could you ask for!"

Paul A. Laymon, Inc.
1429-31 W. Pico Blvd., Los Angeles 15, Calif.
Phone: Richmond 9-7351
says:
"Never before have I seen excitement like this!
Orchids to ROCK-OLA"

B. D. Lazar Company
1635 Fifth Ave., Pittsburgh 19, Penn.
Phone: Grant 1-7818
says:
"Magnificent! Stupendous! A must see and hear for everyone!"

Lestourgeon Distributing Company
2828 S. Blvd., P.O. Box 641, Charlotte 1, N. C.
Phone: Jackson 3-5834
says:
"The ROCK-OLA Big 3 for '63 is truly Big news!"

Mountain Distributors
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Phone: LA 2-4707
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"We like everything about the ROCK-OLA
Big 3 for '63!"
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4531-4533 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 1-7818

LESTOURGEOUR DISTRIBUTING CO.
2828 S. Blvd., P.O. Box 641
Charlotte 1, North Carolina
Phone: Jackson 3-5834

MOUNTAIN DISTRIBUTORS
5830 Downing Ave., Denver 5, Colo.
Phone: Acoma 2-8518

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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

ALBERT SIMON, INC.
547-9 Tenth Ave., New York 18, N. Y.
Phone: Longacre 4-0071

STATE MUSIC DISTRIBUTORS, INC.
3106 Main St., Dallas 26, Texas
Phone: Riversidc 1-6455

S. L. STIEBEL COMPANY
635 W. Main St., Louisville 2, Ky.
Phone: Junipero 2-2444

GORDON STOUT COMPANY
125 N. Monroe, Pierre, S. D.
Phone: CA 4-4997

TARAN DISTRIBUTING, INC.
3401 N. W. 35th St., Miami, Florida
Phone: Newton 5-2531

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 5-8818

WESTERN DISTRIBUTORS
1226 S. W. Sixteenth Ave.,
Portland 5, Oregon
Phone: Capitol 8-9265

WESTERN DISTRIBUTORS
3126 Elliott Ave., Seattle 1, Wash.
Phone: Atwater 4-8410

WESTERN DISTRIBUTORS
1907 W. Wash. St., Spokane 1, Wash.
Phone: FA 8-7250