This is the house that Florence and Marvin built... color it hot! She's Florence Greenberg and he's Marvin Schlachter, pres. and v.p., respectively of the very successful Scepter and Wand labels. Since the Summer of 1960, when Scepter hit big with "Tonight's The Night," the company has turned out a steady chain of top ten records and has developed one of the industry's leading teen artist stables, including: the Shirelles, Chuck Jackson, the Rocky Fellers, James MacArthur, Tommy Hunt, Dionne Warwick and Theola Kilgore on the Serock label. The diskery recently added Maxine Brown to its roster. The Scepter-Wand operation moves into its recently acquired building in New York the end of this year.
‘THANK YOU MR. MOON’

Destined to be the big summer single of 1963... by THE BLUE SONNETS

A FELOMAN, GOLSTEIN, GOTTEHRER PRODUCTION

Also available on single: 33 442793

Columbia Singles Sell!
ON DISTRIBUTION

Perhaps it's prompted by the extended soft business picture in combination with the great possibility that the Handelman Company may buy two or three distributing firms in the Detroit and Cleveland area shortly, but one thing is certain: never have we heard so much discussion on the subject of the changing distribution picture in the United States as has been noted during the past week.

Everyone is probing. Some even sound as though they're ready to press the panic button. But most are taking a long, hard look at the present day distributor picture and are trying to predict what course the merchandising of records will take in the near and distant future. (See other stories this week.)

At best, the most anyone can do at the present time is make a good guess as to what the future holds. This applies to the independent distributors as well as the manufacturers whose product is handled by them.

We are definitely at a fork in the road. And there is no clear map that can tell us what the right route may be. Although everyone in the business performs the same basic function of producing albums and singles for the public, no two people have spoken to during the past few weeks have come up with predictions that are even alike. And should the Handelman deal go through tomorrow, we doubt that it will clear up the picture at all.

However, two late developments last week indicate that people are taking action.

The Cosnat Corporation, the veteran distributing operation with branches in six key cities, has approached a number of the bigger indie manufacturers with an offer to open for five or six strong disk producers with catalog, a dozen strategically located warehouses which will blanket the U.S. From these warehouses the company will ship, sell and promote the manufacturers' product on a percentage basis. In these warehouses, the manufacturer will own his own inventory and will determine at what price the merchandise is to be sold. No one else will sell the manufacturers' product other than the Cosnat outlets. The move is designed to give the manufacturer the ability to stabilize prices at the distributing level. For the idea to succeed the Cosnat Corporation is asking the possible subscribers to the plan to pick up their present inventory from their current distributors. Under the terms of the deal, manufacturers will also carry all accounts receivable.

In a sense, this is the much discussed "depot" concept. At present it may appear that the jelling of the Cosnat idea seems improbable. But it wasn't too long ago that the thought of 50 rack jobbers accounting for one-sixth of the industry's volume appeared equally improbable.

Another move was Roulette Records taking over its own N.Y. distribution. Roulette has purchased Action Records and will operate the company as a branch. It has not yet determined whether it will carry lines other than its own.

For each change that is being announced, there are ten others rumored. And you can be assured that everyone is watching the changing scene very closely.
HENRY MANCINI TAKES TO THE SURF

...AND RIDES THE CREST OF THE CRAZE!
DON'T BE LEFT HIGH AND DRY! ORDER TODAY! *8184

RCA VICTOR

The most trusted name in sound
Moa Brass, Phono Firm Reps Meet in Chicago

Chicago—Hopes rose that all four of the major Jukebox manufacturers would become exhibitors and advertisers in this year's meet of the Music Operators of America (MOA) with the report to Cobb Bros last week that a luncheon held in Chicago between top brass of MOA and reps of the four manufacturers. Convention takes place Sept. 3-6 at Chicago's Morrison Hotel. Cobb Bros' info was that the atmosphere was "very warm" at the gathering, held at the Sheridan House last Tues. (21), for the four manufacturing representatives and Pres. Harry Snodgrass and managing director Bob Blundrid. The four manufacturers represented were Seeberg, Leister, CBS, Rowe AC Service and Wurlitzer.

Seeberg announced last April, through Bill Adair, its sales veep, that rob reps met with an exhibitor. Two years ago, all but one of the manufacturers cut ties with all MOA activities after what were termed "unfair" MOA conventions in Chicago and Miami. The Seeberg rep, President Harry Snodgrass and managing director Bob Blundrid. The four manufacturers represented were Seeberg, Leister, CBS, Rowe AC Service, and Wurlitzer.

The entire music trade, however, including films, publishers, composers, have been encouraged by a reorganization of MOA, sparked by the elections of Snodgrass, leading coin machine op-erators. In stressing the importance to the industry rep, and Blundrid, a trade association exec, to their respective posts. Since last fall, the execs have managed to win over many local associations, which made financial contributions following a personal appearance by Blundrid.

Riddle In Spotlight On 5 New LP's From Reprise

Hollywood—The varied talents of Nelson Riddle are showcased in the simultaneous release of five LP's from the Repertoire label. In addition, the label issued a singles offering from one of them, the title theme and "Connie's Theme" from "Come Blow Your Horn." Riddle scored and the music of which he is baston in an LP of the same name.


The discography is accompanying the release by an "intensive" promo spotlight by one of the city's top radio stations by the musician beginning this week (27). First stop is Chicago, and then on to Cleveland, Detroit, New York, Philadelphia, and St. Louis.

Riddle will meet with radio-TV per-sonnel, dealers, jukebox operators, one-stops, distributors, etc. Midway through his trek on May 31, he flies to At- lanta to conduct the Atlanta Syn-phony Orchestra in a pop concert.

Riddle is now completing a number of recording projects for the "56" theme of the "Pike Fare" ("When It Sizzles," starring William Holden and Audrey Hepburn), and the closing segments of a major TV's "Naked City" and "Route 66.""No Action Yet ON Celler Bill

NEW YORK—The House Subcommittee on the Celler Bill, which proposes a payment of a royalty for jukebox plays, was still studying written testimony at presstime, and therefore had not taken a vote on whether or not to pass the bill on to a Full Judiciary Committee.

Price, Warfield In Victor's New LP Of "Porgy & Bess"

NEW YORK—RCA Victor Records has completed recording sessions for a new "Porgy & Bess." The highest honor of the George Gershwin classic is scheduled for fall release.

Leontyne Price is "Bess" and Wil- as "Porgy, " both became identified with their roles during an extensive tour of Europe and the U.S. in a stage production of the operas. Miss Price, Metropolitan Opera star, flew to New York from Europe for the recording. Coincidentally, two other of her disk performances were released this week in New York with her recording work here, she attended the National Academy of Arts and Letters, where 121 songs were selected for the "Porgy & Bess" award, including the "Porgy & Bess" award, including the tenor's portrayal of the title role, "Porgy," in the best opera recording of the year. A new recording of "Madama Butterfly," again featuring her portrayal of the title role, may prove to be Victor's best-selling opera release.

John W. Rubles, who assumed the role of Producer's Life in the 1935 world premiere performances of the opera, returned to New York for the Victor recording.

Orchestra and chorus for the produc- tion, recorded in the Decca-Dynagroove process at the St. George Hotel, Boston, guests were conducted by Skitch Henderson. Leonard De Pauw was as chorus director and Diet Mahr as Victor's A&R director.
Cosnat’s Blaine Proposes
Depot Concept To
Key Indies

NEW YORK—Evidence that the dis-
tribution picture in the record indus-
ty is changing is apparent. To investi-
gate possibilities for solidify-
ing it, the company has clearly indicated via a unique sug-
scription on the part of the Cosnat Corpo-
ration, when a letter from Jerry Blaine, head of the Cosnat com-
pany of six dozen senders, was sent the following letter to a handful of the leading
larger disk manufacturers currently
distribution and branches:

How To Be Your Own Distributor
Without Any Problems

In our opinion, because of the cur-
rent unrest and situation in the record industry, the following steps must be taken by the important producers of phonographs.

In order to make this a solid, grow-
ing industry, it is necessary to stabi-
Hilize the prices. To do this, it is im-
portant that producers control their
own manufacturing plus the master.
The Cosnat Corporation, is prepared to make the following offer:

We will open for five or six strong
(producers with catalog), ten or
twelve for the other two to offer houses to cover the entire United
States. These houses will merit-
chandise, promote and employ sales
staffs throughout the country. We will
sell, ship, merchan-
dise and promote your product
throughout the United States, send
the invoices to you and to carry out all work.

All that will be necessary is for you to own your own copying ware-
house and all any of your product
with separate order blanks on your
complete line. Your investment is pro-
duction, inventory, billing and mer-
chandise, will be handled by us.

We will insure your inventory for
fire and theft.

There is only one prerequisite that we require of you. You must not
sell or buy from anyone else but Cos-
nat, which shall have the exclusive
franchise for your product. There are
no other expenses except what you
any reason whatsoever. You set the
prices and we will set the policy.

Continued on page 44

DISTRIBUTION FACES SHOWDOWN

NEW YORK—"The concept of record
distribution as we've known it is on
its way out.

That's the consensus of both the
independent producer and the
independent distributors, and it seems to be unanimous.

We feel that there is a change begin to take shape in the record
industry, the manufacturer-owned branch opera-
tions in key cities; the entry of the
businesses into the retail
of record jobs; the entry of
of the servicing of retail outlets from one
and the end of the distribu-

Each of these moves has been a
staging on the same back, and the general feeling is that the very next
one may break the bank. Many feel that the situation has been
reached and we are now going to see
a great many changes in succession
that will give the distribution busi-
ness a new look by the mid-year mark of
next year.

The one reason given most as res-
ponsible for the accelerated rate of
transition everyone expects to see in
the next few months is the extended
slowdown. The sluggishness of the U.S. record industry has been faced with right from the start of
1962. Through the last quarter of the
country is on the rise, the
record business for someone recently
been able to pull out of a slump which
hit right after Christmas of last year.
When the industry was on the
soft business picture has awakened the
entire industry and has made al-
most everyone realize that the busi-
ness can't go on the way it has been functioning without utter chaos re-
sulting.

The other reason which is given is that
the general price confusion may have made the con-
sumer "record shy." The day after
he buys a $1.39 record for $1.44, he
may see an ad which publicizes the
same record's availability at $1.44.

In my opinion, there is an even
more complex problem. No one seems to know
for sure. But the extended slump has
prompted people to act or at least
examine a possible course of action for the
record business. The situation apar-
ness is now at the point where one
can expect almost weekly announce-
ments that will see a major face lift-
ging up to places within the next six

Uppermost on the list of events is
the pending sale of the Jay Kay and
Arc Distributing firms of Detroit and
the possible decision of Cleveland to
the Handlener Company, probably the nation's largest
producer. Some say that the deal
has already been set although this is
denied by the parties involved. Among
the many labels distributed by these
key companies, most if not all of the
portant and productive companies in
the record industry. Although most
have stated that they will not pull
their lines should the deal go through, many have raised their hand to

However, a number have clearly
indicated that they cannot go along with the move.

One manufacturer said he would
stick with his Detroit distributor for
the present. "If under the new own-
ership the distributorship conforms with our
standards and that they will not pull
their lines should the deal go through, many have raised their hand to

But in the interim we're exploring a
number of possible courses. I may also say that the three firms have done a
job for them in the past, and there's
no way why the same cannot be
accomplished under the new set-up.

There is the possibility that the
only move that's taking place.
There are moves being made in all
directions.

In recent weeks, many key manu-
facturers have been discussing the
possibilities of opening a mutually
owned branch. Discussions are going
right now and could materialize
shortly. A branch representing a number of key, productive
labels could serve as a clearing
of individual branches in a city might fold. One
is controlled under this branch set
up. When a manufacturer owns his own branch, he can deter-
rent transshipping into that area.

Then there is the proposal which
the Cosnat Corporation has made to a selection of major manufacturers
(see other story this week).

The "distributor" concept is that
expected to see many manufacturers arranging a number of the smaller
markets is another transition that is
taking place. In lieu of 33 distribute-
s representing a line now, 14 or
15 distributors will handle a manu-
facturer's product today to cover a
number of smaller markets with resident men
who will place orders through the
15 depots. This is seriously under dis-
ussion and is taking place now.

Continued on page 44

Further Defense of Columbia
Record Club at L.A. Hearings

Robert Cinter, member of the man-
agement firm which handles Jake
Educational Boarding. He also
cited some of the state-
ments made by Previn, in that Julie
London's LP's had dwindled consid-
erably in retail sales and that the club's
exposure had renewed interest in the
singer's albums in both the club and
retail stores.

previn's "director of mer-
chandising, Joel Friedman, cited spe-
cific albums distributed by the club
which picked up at the retail level
after they had been released by the
label. "The club's orders, even for our
Every Brothers album was distrib-
uted by RCA Victor through its club
and this one also was reactivated at
retail.

A former president of Columbia
Records, James B. Conkling, added
fuel to the fire by giving more back-
ground to the club's sales and of the
of the many meetings held with dealers at the
time (1955). Conkling, presently president of International Educational Boarding Corpora-
tion, a non-profit organization similar
to the Voice of America, said that the
company did not get blanket approval
for the club from the dealers just

Roulette Takes Over Action In N.Y.

NEW YORK—Morriss Levy, Presi-
dent of Roulette Records, today an-
nounced it has acquired control of
the New York operation of Action

At the same time Lou Klayman,
President of Action Records, con-
firmed the sale by a letter to Levy,
head of the Roulette operation as a distributor from the New York market.

Roulette will operate the distribu-
tion and the wholesale business.
At this date Roulette was underdetermined whether they will carry any lines other than their own. Their own
products are Roulette, Specialty, Testa,
End, Goone and Forum (a budget line).

Klayman, when reached for com-
ment, stated that "Distribution was in
an extremely chaotic state" and felt that this direction would be
in order at this point.

Klayman will assist Roulette in setting up their distribution, and will warehoused all accounts short-
ly.
**Pick of the Week**

**FALLING** (2:22) [Acuff-Rose BMI—Oribison]

**DISTANT DRUMS** (3:09) [Columbia ASCAP—Walkerton]

ROY ORBISON (Monument 815)

Oribison’s fantastic chain of hits is already experiencing another setback, linked in “Falling” to his emotional best on another self-penned opus that builds along the way. The call-and-response martial best couples “Distant Drums,” can also follow suit. Top drawer bar back credits belong to Joe Tanner on the former and Bob Moore on the latter.

**NOT ME** (2:31) [Rock Masters BMI—Anderson, Guida]

**MY BEST FRIEND** (2:19) [Kalmann ASCAP—Mann, Appell]

THE ORLONS (Cameo 257)

The Orlons, who just made “South Street” an important teen location, can have a back-to-back chart stand here. One side’s a delightful rock-a-dour tune, “Not Me” and is cut from a bass by Best Friends. It’s a high-speed winner from the “Don’t Hang Up” school. Either end, or both, can chart the turn chart.

**RAT RACE** (2:10) [Tro-Polition BMI—Leiber, Stoller, McCoy]

**IF YOU DON’T COME BACK** (2:40) [Tro-Polition BMI—Leiber, Stoller]

THE DRIFTERS (Atlantic 2191)

The Drifters, who have a project of their own with their social-psychological messages, “Up On The Roof” and “On Broadway,” can make it three-in-a-row with this new Atlantic slice. It’s an exciting and very interesting moving jazz-blues-oriented affair titled “Rat Race.” Should create loads of attention. There’s also a taste of jazz on the infectious blues-pleader, “If You Don’t Come Back.” Can also happen.

**HARRY THE HAIRY APE** (2:17) [Lowery BMI—Stevens]

**LITTLE STONE STATUE** (2:53) [Lowery BMI—Stevens]

PAUL REYNOLDS (Mercury 72159)

Funny man Ray Stevens is back with another rib-teaser that should make the grade in no time flat. Tagged “Harry The Hairy Ape,” it’s a tale about an ape that escapes from the zoo and goes around scaring everyone (with a hoo) and it’s related contagious “Ahab The Arab” manner. Ray does a complete about-face on the touching, show off chart ballad-bauble winner, “Little Stone Statue.” Powerful double-header.

**SURF CITY** (2:24) [Screen Gems-Columbia BMI—Berry, Wilson]

**SHE’S MY SUMMER GIRL** (2:33) [Screen Gems-Columbia BMI—Berry, Alfield, Wilson]

JAN AND DEAN (Liberty 55380)

Jan & Dean, who accompanied “Linda” on her return to chartdom, should put “Surf City” on the wax map. It’s the crew’s entry in the surf sweepstakes and it’s a pounding twirler that has what it takes for a ride all the way up the charts. Get with it. The catchy rock-a-ch-church undercoat can also take a hit trip.

**THE ME DOWN KANGAROO SPORT** (2:38) [Beechwood BMI—Harris]

**I FEEL LIKE CRYING** (2:28) [Cooga BMI—West]

**PAT BOONE (Dot 16481)

Boone should soon be in a battle for chart honors on “The Me Down Kangaroo Sport.” The Australian clip introduced here by Epic’s Rolf Harris is a happy-go-lucky effort that Pat and the vocal crew knock out in their spirited style. Fettich kicks in the vocals. Boone’s the underdog, “I Feel Like Crying,” a country-angled weeper ballad that can be the big one in the long run.

**I’M THE BOSS** (2:05) [Pamper BMI—Howard]

**THE MOON IS HIGH** (2:20) [Tree BMI—Miller]

**SURLY IVES (Decca 31564)

The multi-talented performer’s next chart item will most likely be “I’m The Boss.” It’s an enticing calypso-like novelty on which Bob claims to be unique, and one that’s bound to catch out in its spirited style. Fettich kicks in the vocals. Boone’s the underdog, “I Feel Like Crying,” a country-angled weeper ballad that can be the big one in the long run.

**COME GO WITH ME** (2:33) [Gib & Felse BMI—Quick]

**KING WITHOUT A QUEEN** (2:32) [Just BMI—Jones, Young]

DION (Laurel 317)

Dion, who scored biggest hit of his career in his heyday’s days with Laurie, “Sandy,” can do the same with this one from the label’s disk vault. It’s the years-back Del-Vikings’ chart-topper, “Come Go With Me,” that Dion is galloping ditty delivered in tongue-in-cheek manner. Both ear-pleasers, called from the artist’s “Burl” LP, are backed in winning fashion by Owen Bradley’s or-khu-chords.

**THE HIGHWAYMEN** (United Artists 602)

**ALL MY TRAILS** (1:45) [Reprise BMI—Fisher, Daniels]

**MIDNIGHT TRAIN** (2:37) [Columbia BMI—Schorr]

Austy folk setting here.

BRIAN LORD & THE MIDNIGHTERS (Capitol 4987)

**THE BIG SURFER** (2:28) [Buffalo-Zappa] JFK hogs on the surfin’ bandwagon via an impersonator, who makes humorous comments. It’s a raving surfbeat from the musicians. Could be a roof-dancer.

**NOT ANOTHER ONE** (2:10) [Buffalo—Heine, Buff]

Weird sound starts this intriguing if-instrumental surf date going.

THE STEPPING STONES (Philips 40168)

**I GOT MY JOB THROUGH THE NEW YORK TIMES** (2:13) [Fabricant BMI—Bolen, Jones] Familiar slogan of the want ad sets difference in the New York Times is used as the springboard for an infectious blues-rock novelty stunt by the song crew and it’s this chart. If the date can get by programming difficulties, it’s actually a cornball could happen.

**THE NEARNESS OF YOU** (2:30) [Famous ASCAP]


LITTLE STEVIE WONDER (Tamla 54880)

**FINGERTIPS—PART ONE** (2:49) [Jobete BMI—Paul, Crooby] The multi-talented artist gets his finger on the buttons and bongos on the end of this one he’s on top of. It’s a tricky, medium-rock pose on a strong item. Could move. Jay-George Records is handling it. See the label.

**WITHOUT LOVE (There is Nothing)** (2:10) [Gordy—Programmed by Paul, Crooby] Fingertips is this in-finger-warrier is highly convincing on the tearful opus.

JOHNNY GIBSON (Bigm 3149)

**OOF PAAH DOO** (1:53) [Minut BMI—Hill] Gibson’s instrumentals, who scored territorially a short-while-back with “Midnight,” can do even better with this one. This coming up-dating of the few-seasons-back Jesse Hill chart identity. Yon’s some time about comments along the way.

**SUMMER HOLIDAY** (2:39) [MPS BMI—Gibson, King, Mack] This rockin’ twist’r’ or also boasts a hit sound. Eye ’em both.

GEORGE E. LEE (Kapp 530)

**DANCE WHAT YOU WANT** (2:11) [Kapp BMI—Cook, Alexander, White] Loads of blues-styled excitement to this free-wheeling display. For those lacking the new novelty step will do just fine, as the title informs. A wild- one that could step-out.

**DON’T LET HIM IN** (Highwood BMI—Fann) Kids do no resist from this rock-chocker.

MAKINE DAVIS (Gapney 208)

**SHE’S GOT TO GO** (Cental BMI—J., A. Allison) Lark can have an important item here. Both the pattern and the novelty category with her feeling interpretation. A real one to take a look at.

**GONE** (Hill & Range BMI—Morgan) An emotion-packed revival of Ferlin Husky’s years-back success. Two strong, chord-backed, b-b-baΛaΛaΛaΛs.
GEORGE MAHARIS IS BACK IN THE GROOVE!

PREPARE FOR HOT SUMMER SALES WITH HIS NEW SMASH SINGLE "WHERE CAN YOU GO (FOR A BROKEN HEART)" 5-9600

EPIC
“TANGO” (2.97) [Three Boys BMJ—R.O.R., Isley]

“SHE’S GONE” (2.85) [Three Boys BMJ—R.O.R., Isley]

ISLEY BROTHERS (United Artists 560)

The Isley trio have a smash in their very first UA outing. Felaas demonstrate the soulfulness titled “The Way to the ‘Bongo’” on this steady-driving delighter. The laugh-filled deck’s loaded with hit ingredients. There’s an African-like tom-tom beat backing up the fellows’ crying towel chant. “She’s Gone.”

“ALLENTOWN JAIL” (2.18) [Bourne ASCAP—Gordon]

“TWO BROTHERS” (2.40) [Shapiro, Bernstein ASCAP—Gordon]

LETTERMEN (Capitol 1976)

The Lettermen are good bets to return to Top 10 territory with this change of pace Capitol session. The sixth song stylistly take one from the folk dept., “Allemtown Jail,” and knock it out in feelingful, quick best fashion. The touching Civil War tale, “Two Brothers,” makes for a potent soft-spoken companion piece.

“RAGTIME SOUND” (2.14) [AME Top BMJ—Huffman, Klein]

“LITTLE MISS FOOL” (2.15) [AMETOP BMJ—gelber, Zimmerman]

MARCIE BLANE (Seville 126)

The young lark can enjoy another chart run with either end of her new Seville session. On one end she happily romps over a rock-a-rasa-rasa-ta-ditty titled “Ragtime,” while on the other she chunkles thru a text-compelling, multi-track item labeled “Little Miss Fool.” Strong ork showcases supplied by Billy Mure.

“SCARLETT O’HARA” (2.83) [Regent BMJ—London]

“BREAKWATER” (2.15) [Harry Von Tilzer ASCAP—Gordon]

LAWRENCE WELK (Dot 16188)

The Welk aggession comes thru with another strong chart-contender in this superb cover of the Jet Harris-Tony Meehan English smash, “Scarlett O’Hara.” It’s a fascinating, quick moving affair that sports a charming melody and sans lyric choral chants. The fast-paced, tricky beat thumper, “Breakwater,” can also be traced thru. There’s waves-against-the-shore sound effects along the way.

“NO OTHER BABY” (2.08) [LeBlil, Marill BMJ—Hildebrand Channel]

“NIGHT PEOPLE” (2.01) [LeBlil BMJ—Channel, Hausey]

BRUCE CHANNEL (Smash 1826)

Chance are Bruce Channel will have another sales-giant on his hands with this new smash outing. It’s a most attractive, up tempo romancer, titled “No Other Baby,” that Bruce and the combo-chasus care out in ear-arresting, country-flavored style. The haunting, rock-a-cha-cha, “Night People,” can also take a ride to hitsville.

“NOBODY’S DARLING BUT MINE” (2.30) [Duchess BMJ—Davis]

“UNCHAINED MELODY” (2.31) [Frank BMJ—Zaret, North]

FRANK IFIELD (Vee Jay 525)

The charter checks in here with another Vee Jay stanza that can duplicate his Great Britain chart status. The new one, “Nobody’s Darlin’ But Mine” is a warm and tender, country-style revival of the old. Another years-back success, “Unchained Melody,” takes a strong, slow beat-ballad ride on the flip.

“OVER THE WEEKEND” (2.37) [Dundell BMJ—Madara, White]

“I’LL BE TRUE” (2.33) [Kalmann ASCAP—Mann, Appell]

JOHNNY MAESTRO (Camco 256)

Songster, who has already clicked as a lead with the Crests and on his own, can have another hit item in this Camco solo bow. It’s a rockin’, moody pre-talented “Over The Weekend,” that Johnny and the crk-chrs belt out with solid sales authority. Also eye the inciting beat-ballad romancer, “I’ll Be True.” It also has a healthy chart outlook.

“SAME OLD SONG” (2.35) [Lowery BMJ—South]

“STANDING INVITATION” (2.27) [Lowery BMJ—South]

JOE SOUTH (MGM 1315)

South, who’s tasted territorial success in the past, can have a nation giant in his MGM bow. It’s a thumping rock-a-cha-cha lament, tmb: I’se Got Song,” that South multi-tweaks with touching sincerity. Only the powerful coupleer, “Standing Invitation,” he was the tempo to a sparking twist pace, Great vocal-instrumental backgrounds on both ends.

EDDIE ROCK (Dauntless 041)

(B-1) “SO MUCH TO BE THANKFUL FOR” (2:06) [Pandora BMJ—Rowley]. Songster does well as he emotionally delivers a big-sounding ballad about a fella who’s has plenty to be thankful for, but is finding himself. He’s got to love the guy, his gal. Label is the Audio Fileh-Mills-Capitol.

(B-2) “ALONG THE NAJAGO TRAIL” (2:05) [Leads ASCAP—Marks, Delange]. A rock-内でd, off-beat, eerie study. A guitar dominates the backdrop of both sessions.

THE OCTUBERS (Chairman 4402)

(B-1) “STOP IT LITTLE GIRL” (2:06) [Screen Gems-Columbia BMJ—Klein, London]. Mills and Stern get a reply deck on the big hit by The street; the weather and the hill. In this version, a femme and two guys engage in the marpette. Good-soothing folk on an offbeat manner.

(B-2) “I SHOULDA LISTENED TO MAMA” (1:59) [Screen Gems-Columbia BMJ—Greenfield, Miller]. Bright rhythm with high good novelty chanting. Waxery is part of the London Family.

CHILES-PETTIFORD (Bery 1001)

(B) “AFTER YOU’VE GONE” (2:40) [Marxville ASCAP—Creamer, Layton]. The ancient item comes for a distinctive, unbullied blues album of the same song. Dorn is offering a little different for the teen jocks, and this is a softie. Label is based in the Bronx, N. Y.

(B) “TO LOVE & BE LOVED” (2:20) [Marxville ASCAP—Van Helen, Cahn]. A Latinish blues reading of the pretty tune from an old Frank Sinatra flick.

TIP & TINKER (Audio Filedita 088)

(B) “JOANIN’ AN’ GRANDIN’” (1:14) [Chime BMJ—Hinkson]. Doo offers a hammer-stone bluesier about a man who’s got a girl. A beggar around here. Epresents some very effective whatting walls throughout. Interesting item with an offbeat manner.

(B) “RIDERS IN THE SKY” (2:19) [E. H. Morris ASCAP—Jones]. A folk-pop western in a production-number setting.

LOU JORDAN (20th Century Fox 404)

(B-1) “MY BABY” (2:27) [Peneb- scot BMJ—Jordan, Belle]. The good lady is revivified. Mills has presented with a catchy rock-rhythm touch in this version, and the or directories back, which incudes worthwhile wordless comments. There’s an offbeat manner. Date has the teen sound down pat; merits exposure.

(B) “JUST TO LOOK AT YOU” (1:57) [Trinity BMJ—Barry, Schuster]. Similar rock workings, theme.

THE CRESTRIDERS (Crysalisette 756)

(B) “ALWAYS A STOMP” (1:52) [Carvey BMJ—The Spinners]. K’s got a reliable surf-stomp pose (A), that’s completely rock ‘n’ roll. Does ample justice to the crowling ax so is also part of the excitement. Will come in handy during 5-minute spins.

(B) “SUZI’S FEVER” (2:05) [Carvey BMJ—The Spinners]. As the title suggests, team puts on funky garb for this session.

THE VENDORS (Capitol 1333)

(B-1) “PUBLIC LOVER NO. 1” (2:28) [Tree BMJ—Riley, Wilkins]. Warhols don’t waste the fun-in-ofect of the cute romantic twist on the Public Enemy phrase. Brass stems out in the bright chorus from the musicians.

(B) “STEPPIN’ STONES” (2:32) [Tree BMJ—Riley, Kilner]. Lead with her off-beat “blues-bits” song about a chick who has her own “stepin’ stones.” Lead has a high seat on top, and has no need for the people who were her “stepin’ stones.”

MICKEY ALAN (Epic 8508)

(B-1) “I’LL WAIT A LITTLEwhile” (2:12) [Cap-Lark BMJ—Taylor]. Nice folkish romantic is appealingly essayed by the warbler, who is multi-tracked. This intro- ducing display could get solid coin if it gets enough exposure.

(B) “THE LITTLE WHITE DUCK” (2:13) [General ASCAP—Barrows, Zartisky]. Cute Radio-orientated outing.

NELSON RIDDLE (Reprise 20,169)

(B-1) “CONNIE’S THEME” (2:52) [Saloon Songs BMJ—Riddle, Cochran]. Male chores nicely serves the pretty romantic, heard in the Frank Sinatra-stared flick, “Come Blow Your Horn.” Go to the Maestro and Riddle has a lush, sentimental backdrop, a solid: time from good-music outlets.

(B) “COME BLOW YOUR HORN” (2:15) [Maraville ASCAP—Cahn, Van Heusen]. The melinet the slye Riddle-with-strings swing boost.

ORETHEA BARNES (ABC-Paramount 10434)

(B) “YOUR PICTURE ON THE WALL” (2:22) [Pamco & Vijay BMJ—Riddle]. Item promises to be with just a photo of her best-love in this interesting pose by the author, who has a feelingful way with the number. Good light up-beat doing from the musicians.

(B) “SAME AS THE OLD” (2:50) [Pamco & Vijay BMJ—Pierce]. The gal in this tale is also in love in vain.

RAY CORLINA (Riccio 1106)

(B) “SHOULD I START TELL- IN’ YOU” (1:55) [Tune House ASCAP—Zak, Brooks]. Bouncy romantic revolnt, topped by singer Corlina, about a romance on the go.

(C+) “THERE’S A RING AROUND THE MOON” (1:58) [Tune House ASCAP—Tobin, Zak]. Similar going-on.

Mickey FREARRE (Bethelehem 3069)

(B) “WONG FOO” (2:30) [Pan- horn-Osala BMJ—Ivanovic]. An Oriental chap is described for teen lads in this well-done novelty rocker from the songsters. Pro fun- fruit product.

B) “WE DID THE BOSSA” (1:28) [Pan- horn-Osala BMJ—Chizmar]. Couple falls in love while doing the Bossa Nova is the storyline of this easy medium-beat romantic.
THE GOLDEN CHORDS
THE SWEET CHARLOT SINGERS
THE NATHANIEL LEWIS SINGERS
(Recorded Live)

HERE'S THE NEXT BIG ONE!

The Authentic New Pop Gospel Sound

Opening in New York

OF SOMETHING BIG!

Swingin' High At The Sweet Charriot

Recorded Live at "The Sweet Charriot"

Captured on COLUMBIA RECORDS
Riccardo Puglisi The New York Times

From May 22 to June 2

The Sound Of Music 50 years, and it is more than a musical hit. It is a cultural phenomenon, a nostalgic trip into the past, a celebration of the power of music to bring people together.

The show tells the story of the Von Trapp family, who are forced to leave Austria when their country is taken over by the Nazis. They flee to Switzerland and eventually to the United States, where they find refuge and happiness.

The music of The Sound Of Music is beloved by millions of people around the world. It includes such timeless classics as "My Favorite Things," "Do-Re-Mi," "Sixteen Going On Seventeen," and "The Sound Of Music." The show's songs have been covered by numerous artists and have become part of the American cultural lexicon.

The Sound Of Music has been adapted into a number of films, including the Academy Award-winning 1965 film starring Julie Andrews and Christopher Plummer. The show has also been performed numerous times on Broadway and in regional theaters across the country.

In honor of the show's 50th anniversary, a special production of The Sound Of Music is being presented at the Kennedy Center. The cast includes such legendary performers as Rex Smith, Mary Tyler Moore, and Robert Goulet.

The Sound Of Music is a true classic, and this special production is sure to be a hit with audiences of all ages. So come and join the Von Trapp family on their journey to musical bliss!
"AIN'T THAT A SHAME"

OUR BACK SIDE IS SHOWING *

'SOON'
The 4 Seasons

Vee Jay 512

*SHOWING BIG SALES & BIGGER POTENTIAL FOR A 2 SIDED HIT!

Vee Jay 1449 S. Michigan Ave., Chicago 5, Ill.
Cash Box

RECORD REVIEWS

**Best Bets**

- **JIMMY MCCracklin** (Imperial 5055)

  **Homesix DAVY (1617)**

  **HOME IS WHERE YOU COME** (Savoy & Basi BMI—Porter)

  Basi BM—Stoneberrifg from the warbler, who tells a tale about a guy who wants a girl to come back to where his heart is. Catchy cut.

  **BOBBI GOLDSOBER** (Laurie 3168)

  **WILL DO** (515) (Brackenbury & Hill & Range BMI—Peacock)

  Warbling, but it's well-toned, thanks to that warbler's voice.

  **THAT'S THE WAY** (2:19) [Travis BMI—McCrackin] Rancho's back on the tenor sax effectively takes the solo spotlight.

  **JACK McDUFF** (Premier 365)

  **SANCTIFIED SAMBA** (2:23) [Jack McDuff] The talented tenor sax player has some things going for him on this rhythmic, hard-driving jazz affair to grab onto.

  **WHISTLE WHILE YOU WORK** (2:15) [Churchill, McCormick] On this McDuff disc a front-runners treatment of the kick standard.

- **JOHNNY MONROE** (55577)

  **THE GIRL I LOVE** (2:24) [Skidmore ASCAP—Tobias] The Em's saxophonist has a superb performance on this oldie.

  **I'M THE ONE I LOVE** (2:00) [Shapiro & Bernstein ASCAP—King, Junktin] Monroe goes on the croon route, with Poignant poignance.

  **COMING HOME** (2:39) [Barr BMI—Hunt]

  **EDDIE HODGES** (Vista 420)

  **BRING ME THE SUN** (2:24) [Wonder BMI—R. M. & R. B. Sherrard] Artists pair-off with a shooz-campin' ditty from the new Walt Disney flick, "Summer Magic," in which they are featured. Yes, singing-choir is involved, but this is a soundtrack issue. (B+)

  **JOHNNY MAHALIC** (Select 725)

  **RED WING** (2:29) [Joy BMI—Mahalic]

  This is a goin' down-stream trip-putting up of another oldie—a recent hit for the Howeymen.

  **JOHN WATKINS** (2:39) [Joy BMI—Mahalic] The man who played the chickadee, now gets behind a chart-blow, "Little Band Of Gold," one of a series on his hit debut disc. Yes, it's the oldie with the twist—a rhythm combo to match the title.

  **COTTON FIELDS** (2:38) [Joy ASCAP—Arr: Mahalic] This one is an appealing thumper twist-second of another oldie—a recent hit for the Howeymen.

- **REVIEWED**

  - **LITTLE DAVE** (Savoy 1617)
    - **HOME IS WHERE YOU COME** (Savoy & Basi BMI—Porter)

      "Something's gotta give" from the warbler, who tells a tale about a guy who wants a girl to come back to where his heart is. Catchy beat.

    - **BOBBI GOLDSOBER** (Laurie 3168)

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      Warbling, but it's well-toned, thanks to that warbler's voice.

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SURFIN' U.S.A. BEACH BOYS #4932
LOVE YOU BECAUSE AL MARTINO #4930
KINGSTON TRIO REVEREND MR. BLACK
#4951 • SUKIYAKI KYU SAKAMOTO #4945
THOSE LAZY-HAZY-CRAZY DAYS OF SUMMER
NAT KING COLE #4965 • 18
YELLOW ROSES BOBBY DARIN #4970
SHUT DOWN BEACH BOYS #4932 • WAYNE
NEWTON HEART #4920 • TIPS OF MY FINGERS
ROY CLARK #4956 • THE MINUTE
YOU'RE GONE SONNY JAMES #4969 •
CHARMAINE #4974 THE FOUR PREPS •
JACK SCOTT ALL I SEE IS BLUE #4955 •
MEXICAN MARKET DAY RAY ANTHONY
#4972 • KING OF THE SURF GUITARS
DICK DALE #4963 • ALLENTOWN JAIL
THE LETTERMEN #4976 • SURFIN' U.S.A.
SHUT DOWN BEACH BOYS #4932 • WAYNE
SLIP 'EM A MICKEY FOR THE BIGGEST SMASH EVER!!

MICKEY ALAN
"I'LL WAIT A LITTLE LONGER" 5.9598

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20th Century-Fox Records

Is Proud to Present

The Original Sound Track

Of

The Most Important Motion Picture Ever filmed

The Most Exciting Album of 1963

Available Now From Your Distributor
A Chillium, Maryland housewife is the winner of 1250 Capitol albums, a copy for each attire in the label's library, in WWDC-Washington's "1001 Nights" contest. Out of the thousands of entries, she was the only person to correctly identify all 25 mystery tunes and the artists. As a round-the-clock station-wide promotion, the contest ran five weeks (April 16th-May 5th) on both WWDC-AM and WWDC-FM. Eight to ten second excerpts from five records were aired each week. WWDC listeners were asked to identify each musical selection and the artist.

Growing folk trend: a new program, "Travelin' On" with Jack Taylor, recently started on WGN-Chicago, Monday thru Friday, in the 8:00-PM slot. The show features music from around the world including songs of the cowboys and the longshoreman, the railroad man and the sailor, the mountain and the prairies and the valleys. An interview with the Limelighters was heard on the premiere broadcast.

Other personalities set to appear on succeeding programs include Theodred Bikel, Judy Henske and Bonnie Dobson.

Larry and the Conservatives, currently out with "Can You Wobble?" on Liko, recently visited on Hal Jackson's WWRL-New York air stanzas answering phones and taking requests for the deejay.

Theopian Robert Cummings recently taped a series of public service announcements for Cerebral Palsy which were aired exclusively over KFJU-Hollywood. During the past week, the station was honored by the Veterans Administration, Diabetes Association, Los Angeles County Medical Association and the California Educational Clinic, for public service work performed for those organizations.

Hal J. Davis, general manager of KROD-El Paso, recently stated that radio can promote TV effectively. To prove his point, KROD tape-recorded segments of program soundtracks from sister-station KROD-TV and built a contest around them. Ten-second dialogue from the TV program soundtrack was aired on radio, with the first person who called and correctly identified the TV show winning flowers and candy for Mother's Day. Davis said response was terrific with about 50 calls received for each clue broadcast.

The Minnesota Safety Council has announced that KDWB will be honored publicly this month at the annual Governor's Award Presentation Dinner, at the Hotel LeMans in Minneapolis. At that time, KDWB will be cited as the only radio station in the entire state to be named by the National Safety Council as recipient of the 1962 Public Interest Award for Outstanding Service To Safety. A plaque noting KDWB's efforts on behalf of safety will be presented by Governor Karl Rolvaag to Donald French, the station's general manager.

KEX-Portland will sponsor the wedding in June of a lucky Northwest bride and groom-to-be. The wedding will be broadcast live by the station's early afternoon personality, Ted Rogers, and will emanate from the Memorial Coliseum during Rose Festival time, Saturday, June 15. It will be a royal affair for the "mystery couple" qualifying entrants will receive a host of gifts, including a complete outfit for the bridal wear for the groom and best man, wedding rings, catered reception, honeymoon stay at Ocean Lake and other gifts still to be announced. In order to qualify for the KEX couple of the year, entrants must write in 25 words or less why they would like to be the KEX couple of the year. Those couples who will be invited to the ceremony, Ted Rogers expected, will be a well-attended wedding since Margaret and Tony tied the knot.

For the eighth consecutive year, WXZY-Detroit will bring their listeners exclusive coverage of the world famous Indianapolit 500 mile auto Race on Memorial Day, May 30.

On a recent Sunday in May, 4,000 people raised a staggering total of $51,000 to help Dan R Thomas fight leukemia. For WLS-Chicago, the achievement was a particular point of pride. In 1962, the station lent full-on-the-air promotion efforts to recruiting funds and radio for a one-day ALSAC (Aiding Leukemia Stricken American Children) drive in May. The campaign was manually produced in three phases and aired for three months. On May 6th, marchers for leukemia raisers America's largest fundraising drive will be invited to the ceremony. Ted Rogers expected, will be a well-attended wedding since Margaret and Tony tied the knot.

The American Wind Symphony, Pittsburgh's unique orchestra that performs from a floating barge on the rivers of America, opens its 1963 season of public relations around the active support of KDKA-Pittsburgh. Since the Symphony's beginning in 1957, KDKA has been one of the major sponsors with a yearly grant of $1000. Believing that the orchestra is a worthwhile community project, the station also gives extensive public relations assistance to the organization and underwrites a yearly "kick-off" luncheon for the civic leaders and members of the press.

OKY-Winnipeg's 9-midnight deejay, Mark Parr, is conducting a cute contest to find a family pet that looks like him. Parr is asking his listeners to send in snapshots of their pets. An impartial board of judges will select the one showing the greatest resemblance and award the sender 5 LP's. Later, a collection of the entries will be displayed in the lobby of one of Parr's sponsor's stores.

VITAL STATISTICS
Danny Stiles is running an evening deejay show at WOAL-West Palm Beach. Ed Dunn, formerly with KITE-San Antonio, is now spinning 'em on WOAL-San Antonio. . . . Harry Munson has rejoined WOAL-Minneapolis in community relations director . . . Bill Steinhatch is a new salesman on KDKA-Pittsburgh.

PLATTER SPINNER PATTER

Here They Are:

THE RIGHTEOUS BROTHERS

Their First Record:

A SOLID HIT

LITTLE LATIN LUPE LU

b/w

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BURL IVES

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31504

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Also available in BURL IVES' latest album

BURL

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### 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 MAY 22ND**

<table>
<thead>
<tr>
<th>% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>LABEL</th>
<th>TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE</th>
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<td>52%</td>
<td>Not Too Young To Get Married—Bob B. Soxx &amp; Blue Jeans—Philles</td>
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<td>48%</td>
<td>One Fine Day—Chiffons—Laurie</td>
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<td>42%</td>
<td>First Quarrel—Paul &amp; Paula—Philips</td>
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<td>40%</td>
<td>I Wish I Were A Princess—Little Peggy March—Victor</td>
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<td>Falling—Roy Orbison—Monument</td>
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<td>34%</td>
<td>Don't Try To Fight It—Eydie Gorme—Columbia</td>
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<td>33%</td>
<td>My Block—Four Pennies—Rust</td>
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<td>29%</td>
<td>It's Been Nice—Everly Bros.—Warner Bros.</td>
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<td>Easier Said Than Done—Essex—Roulette</td>
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<td>28%</td>
<td>Detroit City—Bobby Bare—RCA Victor</td>
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<td>27%</td>
<td>Tie Me Kangaroo Down, Sport—Rolf Harris—Epic</td>
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<td>26%</td>
<td>On Top Of Spaghetti—Tom Glazer—Kapp</td>
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<td>Don't You Forget It—Perry Como—RCA Victor</td>
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<td>Every Step Of The Way—Johnny Mathis—Columbia</td>
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<td>Distant Drums—Roy Orbison—Monument</td>
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<td>Give Us Your Blessing—Ray Peterson—Dunes</td>
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<td>The Tips Of My Fingers—Roy Clark—Capitol</td>
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<td>Just One Look—Doris Troy—Atco</td>
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<td>Poor Boy—Jimmy Holiday—Everest</td>
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<td>Goodnite My Love—Fleetwoods—Dolton</td>
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<td>Stranger In Your Town—Shacklefords—Mercury</td>
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<td>String Along—Rick Nelson—Decca</td>
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<td>Memphis—Lonnie Mack—Fraternity</td>
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<td>Birdland—Chubby Checker—Parkway</td>
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<td>Blue On Blue—Bobby Vinton—Epic</td>
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**LESS THAN 10% BUT MORE THAN 5%**

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<td>I Know I Know</td>
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<td>Ruby &amp; Romantics (Kapp)</td>
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<td>Lonely Boy, Lonely Guitar</td>
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<td>Son Wonderful Things</td>
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<td>Jailer, Bring Me Water</td>
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<td>Johnny Thunder (Diamand)</td>
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<td>Shakes A Hand</td>
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<td>Six Days On The Road</td>
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<td>Dave Dudley (Golden Wing)</td>
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<td>All I Want To Do Is Run Elektra (U.A.)</td>
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<td>I Only Have Eyes For You Frontiers (Philips)</td>
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<td>Ninth Wave Ventures (Delton)</td>
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"ONCE MORE!" — Charlie Byrd — Riverside RS 9097

Charlie Byrd, still riding high on the crest of success as a result of his teaming with Stan Getz and his own efforts on "Brazilian Pass- aros," could make it to chartsville very quickly with this top-notch bossa nova addition. The guitarist, an eloquent spokesman for the Brazilian rhythm, pulls out all the stops here as he relies on his classical background to come up with some unusual but effective ideas. Excellent bands are "Limehouse Blues," "Samba da Minha Terra" and "Anina."

"GOLDEN GOODIES" — Volume I — Roulette R 25207

Here is Vol. 1 in Roulette's 12-volume set of "Golden Goodies" LP's that features instrumental and vocal hits from the material produced since the advent of rock and roll. Included in this first package are "Don't Say Goodnight" by the Valentines, "Out in the Cold Again" by Frankie Lymon and "The Masqueraders Is Over" by the Harptones. These teen-angled sets should get plenty of sales action and airmtime.

"SURFIN' WITH BO DIDDLEY" — Checker LPS 3587

Although the surfin' craze is restricted to the west coast, the music that is associated with the sport has national appeal as evidenced by the many recent and current surfin' hits. Vet pop-rock guitarist Bo Diddley jumps on the surfin' bandwagon with this contagious, high-powered, rhythmic set from Checker. The artist adapts a fine batch of standards to surfin' beat including "White Silver Sands," "Hucklebuck" and "Old Man River," in addition to a first-rate group of newies. Disk should pull loads of loot.

"SUMMER MAGIC" — Burl Ives, Hayley Mills — Vista BV 4023

With this new package of ballads which make up part of his nightclub act. Price's rich, wide-range baritone voice and professional warm delivery is truly spot-on. The album boasts the talents of Burl Ives, Hayley Mills, Eddie Hodges and Deborah Walby. The songs are bright and melodic and should appeal to both children and adults. Delightfully performed are "Pink of Perfection," "Ugly Bug Ball" and "On The Front Porch."

"SLOW GLOW" — Annetta Ray — AYA A 16

With the industry becoming constantly more aware of "class" singers, newcomer Annetta Ray seems sure to create plenty of excitement. The lark has a rich vibrant wide-range light-styled voice and a pleasing casual delivery. On this, her premiere LP, the songstress renders a fine flock of evergreens with the assurance of a long-succesful. The crowd loved the album and the artist's phrasing, which provides some excellent mellow backings, Annetta shines on "I Don't Want To Walk Without You," "I'll Be Around" and "For All We Know."

"NIGHT LIFE" — Ray Price — Columbia CL 1971

The pet country chanter is out to please his fans with this new package of ballads which make up part of his nightclub act. Price's rich, wide-range baritone voice and professional warm delivery is truly spot-on. The album boasts the talents of Burl Ives, Hayley Mills, Eddie Hodges and Deborah Walby. The songs are bright and melodic and should appeal to both children and adults. Delightfully performed are "Pink of Perfection," "Ugly Bug Ball" and "On The Front Porch."

"HOW THE WEST WAS WON" — Hollywood Strings and Orch. — Columbia CL 1971

The currently-in-release flick, "How The West Was Won," easily ranks as one of the outstanding films of the decade. Unlike many similar films, the music can readily stand on its own merits. On this LP, Hollywood Strings and the Orch. reads a bevy of tunes from the film with enough polish to please even the most discerning buyers. Toppling the tracks here include "Home In The Meadow," "Come Share My Life" and "Wait For The Wagon."

"EVERY DAY I HAVE TO CRY" — Steve Alaimo — Checker LP 2386

Steve Alaimo, who recently struck paydirt with his hot single, "Every Day I Have To Cry" tags this new Checker album after the hit and includes with it eleven other weepers with the "cry" theme. The teen dance crowd will surely go for the chanter's stylized readings of the hits ballads with top-flight arrangements by Bill Jenkins. Best bets are here are the tag tune, "Cry Me A River" and "Cry Myself To Sleep."

"I GOT SOMETHIN' TO TELL YOU" — Moms Mabley — Chese LP 1479

Moms Mabley, who scored a while back with her "Moms Mabley Breaks It Up" LP, makes another strong bid for chart success with this comedy session from Chess. This time out the comedienne hurl's some barbed wit, and as integrated schools, nursery rhymes, fashion shows, the White House and society at large in her inimitable manner. Occasionally naughty, but always funny, the laugh is sure to spark plenty of sales with this one.

"GLORIA BLUE" — Gloria Lynne — Everest 5203

The lady, who is currently clickin' with her "Thunderbird" LP, comes up with a potent follow-up stanza with this everest outing of sentimental blues evergreen. The artist's commanding, soulful voice coupled with her tender phrasing carries her in good stead on top-flight renditions of "Stormy Monday Blues," "Am I Blue" and "Little Girl Blue." Disk has enough built-in success ingredients to reach the charts in no time flat.

"FOUR DAYS" — Stan Getz — Verve MVS 2001

A fresh look at traditional instrumentals and the way of life of the space age. About the saddest thing is that the music falls flat and is not very popular with listeners. Some of the tracks just lack direction, while there are no real highlights. The only thing that holds it together is the fact that it's by Stan Getz.
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AND THEIR ORCHESTRA CONDUCTED BY NICK PERITO

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the proudest name in entertainment
“TOO LATE TO WORRY—TOO BLUE TO CRY” — Glen Campbell — ST1881
Glen Campbell tags his second Capitol LP offering after his white-hot hit, “Too Late To Worry—To Blue To Cry,” and complements it with a bag of familiar country-flavored tunes. The singer-guitarist gets some top-drawer help from Jimmie Haskell who arranged and conducted the session. The songster is in fine form as he renders “Walking The Floor Over You,” “Be Honest With Me,” and “Long Black Limousine.” His multitude of country fans should come out in strength for the set.

“I'M ON MY WAY”—Willie Wright—Argo LP 4021
Argo makes its bow in the folk field with this top-notch disk showcasing the talents of newcomer, Willie Wright. The charter-guitarist has a dynamic commanding pop-folk style and the ability of render diverse material with equal poise. While backed by two guitars and bass, Wright turns in outstanding renditions of “Sinner Man,” “Man Taking Names” and “Go Away From My Window.” A talent to watch.

“BLUE STRINGS AND RAINBOWS”—Luchi De Jesus—CAL2301
Luchi De Jesus has created a mood package for UA that merits special attention. The octet has subtly but delightfully blended rich melody, superb arrangements and sensitive direction into a moodful amalgam designed for relaxed and pleasurable listening. Conducting a European symphony orchestra, the maestro feelingly essays “My Ship,” “When Winter Comes” and “In The Wee Small Hours.” The set should find early acceptance.

“TRIO CALAVERAS—25 ANIVERSARIO”—RCA Victor ML 1161
The Mexican Calaveras Trio notes its 25th anniversary with this album of South-of-the-Border styled instrumentals reminiscent from RCA Victor Mexican. The men showcase their artistry on a group of rhythmic melodies with an authentic folk flavor that should stimulate the more esoteric collector. Included in the set are “Granito De Sal,” “El Hijo Disobediente” and “Fallaste Corzon.”

“TOP SECRETS OF TOMORROW”—Ronald Edwin—Galileo 901
Here is a far-out spoken-word disk spotlighting the interesting talents of a modern-day Nostradamus called Ronald Edwin. Unlike his recent predecessors, Edwin does not boast supernatural powers. This Britishish is makes predictions on politics, science, personalities, etc. on this disk, bases his numerous predications extra-sensory perception and telepathy. Disk should spark some interest among psychologically-oriented record buyers.

“GOSPEL SONGS BLUEGRASS STYLE”—Barrier Brothers—Phillips 600083
The Barrier Brothers come up with a top-flight session in which they render a fine group of standard gospel items in their own distinctive bluegrass style on this new Phillips LP. The boys display an amazing feeling for the religious material as they offer “I'll Fly Away,” “Little Community Church,” “Armed Band.” All of the team's many country fans should come out in droves for the album.

“BIG TOP CIRCUS CALLOPE”—Audio Fidelity AFSD 5886
The Wurlitzer Calliope at Paul Eckins' Gay 90's Village in Sikeston, Missouri, is featured on this new LP from Audio Fidelity. Recorded out of doors, the calliope is heard on fourteen selections, mostly marches, and a few overgreens. The younger set should be pleased with the circus atmosphere created here on such oldies as “Parade of the Wooden Soldiers,” “Colonel Bogie March” and “The Eagle and the Lion.”

“A PERFECT MATCH” — Art Van Damme Quintet—Johnny Smith—Columbia CL 9912
The Art Van Damme Quintet gets a capable assist from guitarist Johnny Smith on this new Columbia LP. The group aside at the jazzing-idiom. Most of the tunes here have been around a long time but they get a fresh, inventive airing from the group. Brilliantly executed set. Bright band here include “Bye Bye Blackbird,” “Gone With The Wind” and “Spring Is Here.” Plenty of spintime material here.

“THAT'S HOW I LOVE THE BLUES”—Mark Murphy—Riverside 411
In an era when jazz-blues singers are almost becoming passe, Mark Murphy maintains a warm, emotional link with the past. The talented chanter has a distinctive, rich, wide-range voice and a fresh, dramatic approach. Murphy does not attempt to carbonize other blues singers but communicates such items as "Senor Blues," "Blues In My Heart" and "Rusty Dusty Blues" in an extremely-personal idiom. Superior listening throughout.

“GOOD LITTLE MAN”—Mary Jenkins—Reprise R 9977
Mary Jenkins, assisted by Kenny Dennis on drums and Stanley Gilbert on bass, gives out with some stellar piano readings on a quartet of standards and four originals on this new Reprise outing. The pianist goes on some fanciful flights here but the melodies are never completely obscured. Nick signal is "Time After Time," "What's New" and "I'll Drown In My Own Tears." The jazz buffs will dig this one.

“DJEVER?”—Jack Quigley Trio—Sand e 38
Jack Quigley is one of the true multi-talented jazzmen around today. On this new Sand set all of the artist's skills as an arranger-composer-conductor-pianist come into focus. While backed but the other two members of his trio, Chuck Bergbaure on bass and Al Underwood on drums, Quigley dishes up top-drawer readings of an excellent batch of originals in his distinctive, free-flowing, relaxed style. Among the track titles here are "Presto," "Kendrora" and "Djever?"

CLASSICAL PICK OF THE WEEK

SHOSTAKOVITCH: Symphony No. 4; Eugene Ormandy conducting the Philadelphia Orchestra—Columbia ML 2569
Shostakovich's mysterious Fourth Symphony, which was first heard by the world only a year ago at the Edinburgh Festival, is read with brilliant taste and dazzling style by Eugene Ormandy and the Philadelphia Orchestra on this new Columbia classical entry. The work is a complicated, far-out mixture of many diverse rhythmic elements with many thematic changes and harmonic changes. Ormandy and company breeze through the unfamiliar piece as if they had been playing it for years. A standout achievement.

SCHUMANN: Carnaval, Fantasiestucke—Arthur Rubinstein—RCA Victor LM 269
The giant of the concert stage 88 showcases the artist's program throughout the world. Two romantic works from the genius of Robert Schumann are expertly and sensitively explored by Rubinstein on his release from Victor. Beginning with a series of musical reinterpreted sketches and vignettes called "Carnival," the pianist continues with a very lyrical interpretation of "Fantasiestucke." In both of these introspective works, the pianist meaningfully evokes the spirit of the composer. A superb classical offering.
JOHNNY NASH COMES TO GROOVE!

JOHNNY NASH

I’VE GOT A LOT TO OFFER, DARLING

HELPLESS

AND STARTS THINGS OFF WITH A SMASH!

#0018

Groove RECORDS
NEW YORK:
Real pro dept; Tony Bennett, after winning three NARAS Awards, told us on the phone that a special tribute should be paid to Sammy Davis Jr., whose impersonations of him kept his name alive throughout the world during the period when his recordings were scarce for Tony. That’s Class! Bennett, who was visiting with Burt Ives in his West End Apartment last week, recently completed his second book, "The Great Week," a "Not-So-Note-Book," published by Bobbs-Merrill. Burt told us the book is a compilation of everything - songs, lyrics, and anecdotes on American bands he has collected in his travels. The book is already a big hit, and we wish him continued success.

Tony Bennett "The Boss," who has a new, Decca LP tagged, "Burt," and a single called "I'm The Boss," recently won a $10,000 "Funny Way of Laughing" and is appearing in three new flicks, "The Madrigal," "The Intruder," and "Mediterranean Holiday," which he has recorded. The "My Old Kentucky Home" (Capitol) is now nearly sold out, and the "Blackboard Jungle" (Decca) is on its way back. Bennett has added new dates of his own. Cy Levan has resigned as head of Golden Crest Records to work on publishing and related activities. Cy has offices and a studio at 1095 Broadway. Clark F. Gablehouse, label owner, has assumed presidency of Golden Crest.

Teddy Randazzo Freioli is in town for the week for recording sessions and club dates at the Copacabana in New York, and at the Stardom Inn in Las Vegas. . . . Pianist Randy Weston, also of Colpix, recently debriefed his "Native Son" LP to talk about his planned trip that will spend ten days participating in a series of blues and jazz workshops in the West African Center in Lagos, Nigeria. His trip is being sponsored by the Union of African Culture. Dion, still clicking with his "Baby" LP and "This Little Angel" (Decca) has a major hit in the "Baby" rhythm at the Colson, D.C. where the entire rhythm line is from the Bowlery rhythm in Queens this week (5/29). . . . Johnny Nash, recently signed by Hugo and Luigi for the United Artists label, is working on his first album, "—all Out To Offer Darling." . . . Micky Eckert writes that "No Lies" by the "Krafties," and "Stalemate" by the "Lottery" by Nelson & Company's Aspects, have done very well, and with good songs and sales reaction. . . . Teri Thornton (Dauntless), currently making her first LP, is also scheduled to debut on the Delton label. She makes her fourth appearance on the Johnny Carson show this week 5/20.

Jimmy Witherspoon, vet blues-singer has cut his first date on the Prestige Bluesville label. . . . Bobby Redell, clicking with "Wildwood Days," opens at the Three Rivers Inn, Syracuse, this week 5/11. . . . Xavier Cugat and Abbe Lane will play at the Freedomland Moon Bowl over the Memorial Day weekend. . . . Dodie Stevens has been signed to the Delton label. . . . Earl Wrighton will begin a tour of summer theaters playing the head in "Silk Stockings," beginning at Valley Forge, Pa. 6/10. . . . Gino Lornaldo will play for one of the First Lady's favorite charities, "Good Ship Hope" Ball 5/27 at the St. Regis, New York. . . . Orson Welles has written a story for ABC's new series, "The Screen of the Mind." . . . Sammy Davis Jr. has added Allan Winkler to his band, and is scheduled to appear on a new series, "An Evening at Stereo Studios." . . . Stanley Mills predicts big things for Helen Shankin's new disc, "No Trepassing" (Epic) . . . White Marshall notes that Lea Mara has scored "Take Me To Smell The Flowers" on the Mercury label. . . . Jack Fine over at Atlantic says Otis Redding's "These Arms of Mine" (Volt) is going up. . . . Johnny Cash, the trumpeter on Jimmy Garfield's "Groovin'" (Orion) goes out on his own on Select next week with "Jumping Jack Fields." . . . Capitol's man about town, Roy Botachio, has signed with Capitol, and has been assigned to the label by Florence Lawrence was slick in the field—and the final score was 7 to 3 with the promo guys on top. . . . Sid Ascher hinted that Freedomland will host a Teenage-Fair from 7/3 to 7/14, and that teenage participants, the halw-rock 'n roll groups) should call Irene Gordon at TV 7-8860 for information. . . . Monument head for Fred Astaire's Ava label for that show. . . . Another head to return to indie promo. No replacement has been named yet. . . . The American session is making it easier for those on the promo level to recognize its single releases. Almost all disks are going out with a baby blue vinyl color. First entry of its kind, called Astar-Look, "Did You Ever See A Lassie?" by Billy Frazier, has been picked up by the MCA Video-Sound process, which the disk industry lays down on surface noise, among other

improved features. . . . Cy Levan has resigned as head of Golden Crest Records to work on publishing and related activities. Cy has offices and a studio at 1095 Broadway. Clark F. Gablehouse, label owner, has assumed presidency of Golden Crest. . . . Teddy Randazzo Freioli is in town for the week for recording sessions and club dates at the Stardom Inn in Las Vegas. . . . Pianist Randy Weston, also of Colpix, recently debriefed his "Native Son" LP to talk about his planned trip that will spend ten days participating in a series of blues and jazz workshops in the West African Center in Lagos, Nigeria. His trip is being sponsored by the Union of African Culture. Dion, still clicking with his "Baby" LP and "This Little Angel" (Decca) has a major hit in the "Baby" rhythm at the Colson, D.C. where the entire rhythm line is from the Bowlery rhythm in Queens this week 5/29. . . . Johnny Nash, recently signed by Hugo and Luigi for the United Artists label, is working on his first album, "all Out To Offer Darling." . . . Micky Eckert writes that "No Lies" by the "Krafties," and "Stalemate" by the "Lottery" by Nelson & Company's Aspects, have done very well, and with good songs and sales reaction. . . . Teri Thornton (Dauntless), currently making her first LP, is also scheduled to debut on the Delton label. She makes her fourth appearance on the Johnny Carson show this week 5/20.

Connie Francis will be joined by 300 nationwide deejays when the Columbia Audio Expo features the launch of the 25 million disk sales she's chalked up in the past year. By encouraging her engagement, her act will be filmed for editing into a hour-long musical special headed for European television markets in the fall. Following her spot on Colpix, Connie will jet to Scotland 7/3 to do a "Command Performance" for Queen Elizabeth. She will also represent the United Nations. She will present a concert at the United Nations for the Delegation and members of the Secretariat 5/29. . . . Rick Nelson (Decca) on the charts with his LP "For Your Sweet Love" is off on a p.a. tour. . . . Cozy Cole out with a brand new album, "Jazz Bop" (Pathe) . . . Grant Johannesen, who scored such a tremendous hit last year's tour, was honored by the state of Utah when the Governor proclaimed "Jazz Bop" Day in the State. The pianist's career for Golden Crest, . . . Zsa Zsa Gabor will wax a variety of romantic ballads for Decca's music biz. . . . Dickey Lee sends out a new single from New York Times that his "I Go Lonely" (Smash) is doing well with the spinners. . . . Nancy Sinatra and her "Men of Refreshment" (Colpix) has attracted the attention of Richard Rodgers and the result could be a soft ballad written by future musical sex Bill Henner. . . . Folk singer Shawn Phillips has been signed by United Artists. . . . Marla Mason has a new disk on MCR tagged "Please Stay Away." . . . Dick Davis, mandolin and guitar player, is appearing at the Castilian Room in New York, D.C. has two LP's "Mandolin Italiano" and "The Magician" (Vanguard). . . . Jimmy Tillotson predicts his return from his European tour this week and will be booked into the Mardi Gras in Baltimore 6/11. . . . Joe Kolessy, proxy for Diamond Records, says he's got one of the hottest disks around in "Summertime's Coming" (Columbia). . . . The record label (Columbia) has the record label (Columbia) in the air. . . . Johnny Mathis has signed for a series of tent shows, and will tour southern states with the singer will be come Allen Drake, the Brandwings Singers and the Marvellous Belfoo...
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BEST ALBUM OF THE YEAR
BEST COMEDY PERFORMANCE

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VAUGHN MEADER

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THE NINTH WAVE
Rumble - Still - Skins
Arthur Lee and the L.A.G.'s . . Capitol Records

BREAKING!!!

TIE ME KANGAROO
Down Sport
BIG BLACK HAT
Rolf Harris... Epic Records

RELEASED MAY 31ST!!!

THE SHAKY BIRD PART I
The Rivington's . . . . . Liberty Records

BEECHWOOD MUSIC CORPORATION
1750 North Vine Street Hollywood 28, California
New York Office: 1730 Broadway

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

CADENCE

CAMEO-PARKWAY
15% discount on entire catalog. Expires: May 31.

CAPITOL
Dealers get 2 free LP's for every 10 they purchase on Dickie Dale's "Starfire's Choice" LP. Deal applies only to initial orders; on the label's "Capital-of-the-world series' German-Italian catalog, dealers get 1 free LP for every 2 purchased at the regular price.

DECCA
"Playing at Your House Tonight"—Special dealer incentive plan on the label's B'way cast and X'ed soundtracks LP's plus a Sammy Davis Jr. album, "Forget-Me-Note for First Nighters"; Deal on Rolf Grant catalog. Contain local branches for details. Both deals expire May 31.

EPIC
50% discount on 65 classical albums and 12 tapes specially chosen from the label's catalog plus four new classical albums and two tapes: 15% discount on 28 selected pop LP's plus four new pop LP's and two tapes. Expires: May 31.

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

LIBERTY
"Take Me To Your Sales Leader"; 15% discount on new releases and Bobby Vee-Ventures catalog; 100% exchange privilege, with merchandise exchangeable any time after Sept. 1; Payments: 1/3 July, 1/3 Aug., 1/3 Sept.; Expires: May 31; 15% discount on LP's by Martin Denny, Julie London and 31 Zentner; 100% exchange privilege, with merchandise exchangeable any time after Oct. 1. Payments: 1/5 Aug. 13, 1/3 Sept. 10, 1/3 Oct. 18. Expires: June 30.

NASHBRO
Buy-10-get-1-free on entire catalog including new LP's. 100% exchangeable. No expiration date has been set.

ORIGINAL SOUND
Catalog available on a buy-10-get-1-free basis. No expiration date set.

PHILIPS
10% discount on all LP's. Expires: May 31.

PRESTIGE, PRESTIGE INT'L., TRU-SOUND, NEAR EAST, NEW JAZZ
15% discount on the catalogs of each label. Expires: June 30.

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

RIVERSIDE
Charlie Byrd deal; distributors and dealers receive 2 free on every 10 LP's ordered on 9 Byrd LP's. Expires: June 30.

ROULETTE
Golden Goonies LP's discount: 15% with an additional 5% discount when the series is bought as a prepack. Best of catalog at a 15% discount. Expires: May 31.

SELECT
15% discount on "Who Stole the Keechka?" LP by the Marys Bros. Described as limited time offer.

SONODOR
A buy-10-get-1-free offer on four LP's by the Orchestra Del Oro. Described as a limited-time-only deal.

STARDAY
The American Society of Composers, Authors and Publishers

proudly congratulates its members and those artists who have won the 1962 "Grammy" awards of the National Academy of Recording Arts and Sciences

LEONARD BERNSTEIN:  Best Classical Performance—Vocal Soloist (With or Without Orchestra) for conducting New York Philharmonic with Eileen Farrell in Wagner’s "Gotterdammerun—Brunnhilde’s Immolation Scene/Wesendonck Songe"  
Best Recording for Children for conducting New York Philharmonic in Saint-Saens’ "Carnival of the Animals"

GEORGE C. CORY, JR. and DOUGLASS CROSS:  Record of the Year and Best Solo Vocal Performance—Male for Tony Bennett’s record of their song, "I Left My Heart in San Francisco"

ELLA FITZGERALD:  Best Solo Vocal Performance—Female for "Ella Swings Brightly with Nelson Riddle"

JOE HARNELL:  Best Performance by an Orchestra—for Dancing for BART HOWARD’s "Fly Me to the Moon Bossa Nova"

JASCHA HEIFETZ:  Best Classical Performance—Chamber Music for "The Heifetz-Piatigorsky Concerts" (with Gregor Piatigorsky and William Primrose)

BURL IVES:  Best Country and Western Recording for "Funny Way of Laughin’"

STAN KENTON:  Best Jazz Performance—Large Group (Instrumental) for "Adventures in Jazz"

HENRY MANCINI:  Best Instrumental Arrangement for his "Baby Elephant Walk"  
Best Engineering Contribution—Other Than Novelty and Other Than Classical for his "Hatafi!" (Al Schmitt, Engineer)

MARTY MANNING:  Best Background Arrangement for Tony Bennett’s record, "I Left My Heart in San Francisco"

RIC MARLOW and BOBBY SCOTT:  Best Instrumental Theme for their "A Taste of Honey"

PETER (Yarrow), PAUL (Noel C. Stookey) and MARY (Travers):  Best Performance by a Vocal Group and Best Folk Recording for "If I Had a Hammer"

RICHARD RODGERS:  Best Original Cast Show Album for his "No Strings"

IGOR STRAVINSKY:  Best Classical Performance—Orchestra for conducting his "The Firebird Ballet"  
Best Classical Performance—Instrumental Soloist or Soloists (With Orchestra) for conducting Columbia Symphony Orchestra in his "Concerto in D for Violin" (with Isaac Stern)

Best Classical Composition by Contemporary Composer for his "The Flood"
Fats Domino, who is currently hitting with his ABC-Paramount bow of "There Goes (My Heart)," was born Antoine Domino on February 26, 1928 in New Orleans. Although he was the only one of nine children to show an interest in music, the family was not an unusual one. His father was a violinist and his uncle had played with such famous jazz aggregations as those of Bix Ory and Oscar Celestein.

Fats first displayed his musical precocity when he was barely out of short pants. One of his cousins left an old upright piano with the family. The youngster was fascinated by the instrument and, in no time, he was able to pick out simple melodies on it. By the time he was ten years old, he was playing and singing for pennies in local honky-tongs.

After several years of working various clubs around the country, Fats landed recording contract with Imperial Records and his career went into high gear. As recording artist he sold millions of records including his sensational renditions of "My Blue Heaven," "My Dreamboat Comes Home" and "Blueberry Hill." Additionally, he has played many of the country's leading night clubs and theaters, attracting SRO business everywhere.

When he is not on the road or recording, Fats spends his free time with his wife and six children in New Orleans.

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**NEW ADDITIONS to TOP 100**

71—ONE FINE DAY
Chiffons (Laurie 3179)

74—FIRST QUARREL
Paul & Paula (Philips 40014)

78—ON TOP OF SPAGHETTI
Tom Glazer (Rapp 526)

79—SO MUCH IN LOVE
Tyres (FREMONT 871)

80—EASIER SAID THAN DONE
Essie (ROTULETTE 4180)

88—NOT TOO YOUNG TO GET MARRIED
Bob & Sue & Blue Jeans (Philles 113)

90—I WISH I WERE A PRINCESS
Little Peggy March (RCA Victor 8189)

91—BLACK CLOUD
Chevy Checker (Parkway 873)

92—FALLING
Roy Orbison (Monument 815)

94—SIX DAYS ON THE ROAD
Dave Dudley (Golden Wing 3920)

95—(I LOVE YOU) DON'T YOU FORGET IT
Pretty Came (TAM 818)

97—TILL THEN
Classics (Musicnote 1116)

98—KENTUCKY
Bob Moore (Monument 814)

99—DON'T TRY TO FIGHT IT BABY
Eydie Gorme (Columbia 42790)

100—MEMPHIS
Lannie Mack (Fratmore 906)

AIMED at OPS

"THE GOLDEN OLDIES"—Seymore—Heartbeat EP
"THE DUCKY DANCE"/"LUCK BE WITH YOU"—Dick Baker—Heartbeat
"SOUTH"/"MY SONS"—Seymore—Heartbeat 55
Howard S. Richmond expresses sincere appreciation to the writers, recording artists, record companies, program directors and disc jockeys for making possible

5 GRAMMY AWARDS from One Music Publishing Group

WHAT KIND OF FOOL AM I?
from "Stop The World—I Want To Get Off"
Composers: LESLIE BRICUSSE & ANTHONY NEWLEY
Publisher: LUDLOW MUSIC, INC. (BMI)

✓ SONG OF THE YEAR
Composers: Leslie Bricusse and Anthony Newley

FLY ME TO THE MOON (In Other Words)
Words and Music by BART HOWARD
Publisher: ALMANAC MUSIC, INC. (ASCAP)

✓ BEST PERFORMANCE BY AN ORCHESTRA—FOR DANCING
Joe Harnell—Kapp

DESAFINADO (Slightly Out Of Tune)
Original text by NEWTON MENDONCA
Music by ANTONIO CARLOS JOBIM
English Lyrics by JON HENDRICKS and JESSIE CAVANAUGH
Publisher: HOLLIS MUSIC, INC. (BMI)

✓ BEST JAZZ PERFORMANCE—SOLOIST OR SMALL GROUP
Stan Getz—Verve

IF I HAD A HAMMER (The Hammer Song)
Words and Music by LEE HAYS and PETE SEEGER
Publisher: LUDLOW MUSIC, INC. (BMI)

✓ BEST PERFORMANCE BY A VOCAL GROUP
Peter, Paul and Mary—Warner Bros.

✓ BEST FOLK RECORDING
Peter, Paul and Mary—Warner Bros.
NEW YORK—Arnold Maxim, prexy of MGM Records, recently supervised the original recording session of "She Loves Me," the chic' Broadway musical starring Barbara Cook, Daniel Massey, Barbara Baxley and Jack Cassidy, at the Manhattan Studios here. Barbara Baxley is pictured with Max in the top left pic. Standing (left to right) in the top right shot are Barbara Cook, Danny Davis, label A&R exec., and Maxim. Pictured (left to right) in the bottom left photo are Frank Military of the Tommy Valando pubbery, Maxim, and Jack Cassidy. In the bottom right pic Barbara Cook is shown holding the finished product, the two-disk LP.

ATTENTION ADVERTISERS!

CASH BOX WILL BE CLOSED ON MEMORIAL DAY THURSDAY, MAY 30 BECAUSE OF THE HOLIDAY, DEADLINES WILL BE MOVED UP ONE DAY. FOR BEST POSITION, ALL COPY & PLATES FOR JUNE 8 ISSUE SHOULD BE AT CASH BOX NEW YORK OFFICE BY WED. MAY 29th LATE FORMS STILL OPEN FRIDAY, MAY 31 BEFORE NOON

THE CASH BOX "SURE SHOTS" HIGHLIGHT RECORDS WHICH REPORTS FROM RETAIL DEALERS THROUGHOUT THE NATION INDICATE ARE ALREADY BEGINNING TO SELL IN QUANTITY OR ELSE GIVE EVERY INDICATION OF DOING SO.

"ONE FINE DAY"
CHIFFONS .................................. Laurie 3179

"EVERY STEP OF THE WAY"
JOHNNY MATHIS ................................... Columbia 42799

"FIRST QUARREL"
PAUL & PAULA .................................. Philips 40114

"PRIDE AND JOY"
MARVIN GAYE .................................. Tamla 54079

"ON TOP OF SPAGHETTI"
TOM GLAZER .................................. Kapp 526

"SO MUCH IN LOVE"
TYMES ........................................ Parkway 871

"EASIER SAID THAN DONE"
THE ESSEX ..................................... Roulette 4494

Thank you, NARAS*

Vaughn Meader

* BEST COMEDY PERFORMANCE OF THE YEAR
* BEST ALBUM OF THE YEAR
WE'RE PREPARING IT NOW!!!!

THE NEW EDITION of the

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• Surveys of the Domestic and Int'l Record Markets
• Mid-Year Summaries of Instore by Nation Record Markets
• Advertisements both Domestic & Int'l
• Plus Some Exciting New Features and Lists

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CONTACT YOUR LOCAL
CASH BOX
REPRESENTATIVE FOR COMPLETE DETAILS
(See pg. 3 this week for addresses of Cash Box Int'l Reps)
CASH BOX 1780 Broadway, New York 19, N.Y.
“SHAKE A TAIL FEATHER" THE 5 DUTONES
ONE-DERFUL (!) 4815

Chartbound MARK VALENTINO
JIVIN' AT THE DRIVE-IN
SWAN 4142
SWAN RECORDS
N.W. Corner 8th & Fitzwater St.
Phila., Pa. 7-1300

BROKE IN CLEVELAND & DETROIT
Spreading To Buffalo & Pittsburgh
Breaking For A Big Summertime Hit!

SUMMERTIME
b/w MINEROGY
CHRIS COLOMBO QUINTETTE
STRAND #25056

Picked As A CASH BOX "BEST BET" BILLBOARD "FOUR STARS"
"THE LP IS ALSO HITTING AND SPREADING LIKE WILDFIRE... BIGGEST SELLING LONG PLAYING RECORD IN CLEVELAND & DETROIT..."

CHRIS COLOMBO QUINTETTE
RE-DISCOVERING OLD JAZZ FAVORITES
SL 1044 Mono
SLS 1044 Stereo

MANY TERRITORIES OPEN FOR DISTRIBUTION
WRITE — WIRE — PHONE

WOW! We're Making It BIG!!

ATTENTION ADVERTISERS!

CASH BOX
WILL BE CLOSED ON
MEMORIAL DAY
THURSDAY, MAY 30
BECAUSE OF THE HOLIDAY,
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NEW YORK OFFICE BY
WED. MAY 29th
LATE FORMS STILL OPEN
FRIDAY, MAY 31 BEFORE NOON

CASH BOX TOP 100'S
PUBLISHERS
(Top 100 Titles Listed Alphabetically.
See card for artist and label credit)

LONELY BOY, LONELY
GUITAR (Lindemade—BMI)

LONELY YOU
(S.P.N.—ASCAP)

LOVE OF MY MAN
(Noterie—BMI)

MECCA
(Vinyl—BMI)

*MEMPHIS
(Brenton—BMI)

MY SUMMER LOVE
(Rosewood—ASCAP)

NEEDLES AND PINS
(Farmer—ASCAP)

"NOT TOO YOUNG TO GET MARRIED"
(Mother Bertha, Trio—BMI)

OLD SMOKY LOCOMOTION
(Stamps—ASCAP)

"ON TOP OF SPAGHETTI"
(Scott—BMI)

ONE LONG 200 LATE
(Trio—BMI)

"ONE NICE DAY"
(Screen Gem—Columbia—BMI)

PATTY BABY
(Great American—BMI)

PIECE LINE
(Honey—BMI)

POOR LITTLE RICH GIRL
(Screen Gem—Columbia—BMI)

PRIDE AND JOY
(Mother Bertha, Trio—BMI)

PRISONER OF LOVE
(Myrrh, Shevel—ASCAP)

PUFF THE MAGIC INK
(Papain—ASCAP)

PUSHOVER
(Chervi, Solano—BMI)

REV. MR. BLACK
(Batterfield—ASCAP)

SHAKE A HAND
(Little Richard—BMI)

SHAKE A TAIL FEATHER
(Veepe—BMI)

SHAME, SHAME
(Carold—BMI)

SHUT DOWN
(Sweet Times—BMI)

"SIX DAYS ON THE ROAD"
(Novak—BMI)

"SO MUCH IN LOVE"
(Cosmo—Parkway—BMI)

SOON I'LL BE HOME AGAIN
(Ballard—ASCAP)

SPRING
(Butterfield—BMI)

STILL
(J. E. McLaughlin, Comrade—BMI)

SURFIN' U.S.A.
(Bartholdy—BMI)

STING RAY
(A.J. House of Records—BMI)

STIRRING LONG
(Var—BMI)

SUKIYAKA
(Butterfield—BMI)

SWEET DREAMS
(Butterfield—BMI)

SWINGIN' ON A STAR
(Aubert, Van Heusen—ASCAP)

TAKE THESE CHAINS FROM MY HEART
(Armstrong—BMI)

TEENAGE HEAVEN
(Harmon—BMI)

THAT'S HOW HEARTACHES ARE MADE
(Sam—BMI)

THERE GOES MY HEART AGAIN
(Antoni—BMI)

THOSE ARMS OF MINE
(English, Time—BMI)

THIS LITTLE GIRL
(Screen Gem—Columbia—BMI)

"TILL THEE"
(Fredericks—BMI)

TOM CAT
(Veepe—BMI)

THOSE LAZY, HAZY, CRAZY
DAYS OF SUMMER
(Comet—BMI)

TWO FACES HAVEN'T
(Platars Desert—BMI)

TWO WINDMILLS
(Vicki, McLaughlin—BMI)

WATERMELON MAN
(Heerman—BMI)

WHAT GOES AROUND
(Trinity—BMI)

WILDWOOD FLATS
(Kelton—BMI)

"YOU CAN'T SIT DOWN"
(Been—BMI)

"YOU'RE OLD STANDBY"
(Been—BMI)

CASH BOX—June 1, 1963

36
NARM Xmas Product Survey Underway, Results Due In June

PHILADELPHIA—A survey is now in full swing of the Christmas product produced sold during the first holiday season by the record rack merchantisers in the National Association of Record Merchantisers, Inc. (NARM), in their 25,000 outlets in supermarkets, variety stores, drug stores, department stores, discount houses, and service P&Xs.

After compiling a complete listing of all Christmas LP product offered for sale by labels last year, Mr. Mel Malmud, NARM executive director, mailed to each NARM rack jobber, a survey questionnaire requesting an answer for each album, based on actual sales, in the store, in the order of five categories: "Excellent," "Good," "Poor," and "Did not use."

In commenting on the progress of the survey, Malmud stated, "Although the questionnaires were mailed only 10 days ago, more than half have already been returned to our office—an amazing return! This would indicate that there is great interest among our members in solving the problem of the tremendous quantity of Christmas product which is released every year.

When the survey has been completed, each label will receive a report on his company's product, the object being that product which is unsaleable, will be eliminated from the 1963 offerings. A consensus of survey results will also be sent to each NARM record merchantiser, alerting him to highly saleable product which he may not have carried last year.

The results of the NARM Christmas survey will be made available to record rack merchantisers and manufacturer in the early part of June, so that both will have ample opportunity of planning the holiday season's rack jobber in his selection of merchantises, and manufacturer in his planning of Christmas product. It is expected in addition, that certain recommendations will be forthcoming from the NARM board, to handle such problems relative to Christmas merchandising, as billing and return.

Cecil H. Steen, head of Recordwagon, Inc. of Boston, and president of NARM, stated, "The NARM Board of Directors, in initiating the Christmas survey, did so with a dual purpose in mind: to assist the record merchantiser and manufacturer in their future holiday plans, and to increase the bookings in the Person-to-Person Sales Conference sessions, at the NARM Mid-Year Meeting."

The NARM Mid-Year Meeting and Sales Conference will be held at the Edgewater Beach Hotel in Chicago, July 30 through August 2, and will be chaired by two past presidents of NARM, Ed Feldman of Rock Records in St. Louis, and James J. Tiedjen, of Musical Isle Record Corp. in Milwaukee.

Lots Of Dankind Of "Cane" Theme

NEW YORK—A sentimental ballad from an unusual source, the Italian-made documentary, "Mondo Cane," is spreading the world at the world, getting wide disk coverage. To date, nine singles entries have been released, featuring vocal and instrumental performers, on the movie's main-theme, "More." Included are Danny Williams (UA), Della Reese (Victor), Steve Lawrence (Columbia), Marty Shelley (Liberace), Ritchie Orlik (RCA), Katyana Ranieri (London), Semprini (Cople), Cleabon (Mercury), and Charlie Byrd (Riverobile). A complete info release is available from UA. Publisher of the score is E. B. Marks.

Rush Martino LP Named After Hit

NEW YORK—Al Martino is now a member of the LP-named-after-a-hit single club. Capitol Records is rushing out this week (27) an LP tagged "I Love You Because," the title of the song's current top 10 singles issue. Arranger and conductor on the date is Belford Hendricks.

Lloyd Leipzig To UA In New Promo Post

NEW YORK—Lloyd Leipzig has been named to the newly-created position of director of creative services at United Artists Records, it was announced last week by Art Talmadge, the label's top.

In this key position, Leipzig, a veteran publicist and personal manager with 15 years experience in various phases of the entertainment business, joins the label to supervise the advertising, publicity and exploitation departments and will also be in charge of artist relations. In addition, Leipzig will act as liaison with the parent film company in the release of soundtrack albums and music from U.A. pictures.

Leipzig has served as a publicist and exploitation man for United Artists and Loew's Theatres, and was in charge of pop publicity for five years with Columbia Records before departing to form his own personal management firm, W & L Management, where he represented such major names as Tony Bennett, Jill Corey, Bobby Darin, La Ann Simms and Barry Morton. For the past several years, Leipzig has worked closely with Mitch Miller as director of publicity and exploitation for his "Sing Along With Mitch" TV program.

Mercury To Provide All Acts In Palisades' Show

CHICAGO — It was "Mercury Day" at the Palisades Amusement Park in Fort Lee, N. J., last Sat. (25) when a lineup of seven of the Mercury label's acts were featured during the weekly "live" teen show. This marked the first time that the park ever devoted an entire day to one recording label. To promote the day, the park ran newspaper ads and billboards throughout New York City and New Jersey, and had Mercury displays at concessions all over the park. The show is hosted by Bruce Morrow of WABC in New York City, Arrangements for Mercury's participation was handled by Morris Diamond, label's national promo manager. Appearing for Mercury were Lesley Gore, Ray Stevens, Kenny Roesler, Anthony and the Sophomores, Billy and The Essentials, and The Pixies. Following their performances, the performers were on hand to sign autographs for their fans.

Mothers Of Label Heads Die

NEW YORK—The mothers of two record company heads died last week. They were the mothers of Norm Naizer, head of 20th Century Fox Records, and Harry Chipeto, general manager of Cameo-Parkway Records.
NEW YORK—Celebs turned out in force recently for the simultaneous NARAS Grammy award presentations in New York, Hollywood and Chicago. Some of the luminaries who attended the Gotham banquet were: (1) Arnold Maxin and George Maharia; (2) Joe Harrell kissing Eydie Gorme; (3) John McClure kissing Eileen Farrell; (4) Eileen Farrell with Duke Ellington; (5) Leontyne Price with Peter Nero; (6) Merv Griffin, Count Basie and Leonold Stokovski; (7) Bob Booker, Earl Doud and Jonathan Winters; (8) Marian Anderson, Duke Ellington and Count Basie; (9) Ernie Altschuler, Steve Lawrence, Eydie Gorme and William B. Williams; and (10) Nellie Ertegun, George T. Simon and Merv Griffin. Some of the celebs who participated in the Hollywood event were: (11) Mike Matheny; (12) Edie Adams; and (13) Lee Brown and June Hutton. The Windy City chapter of NARAS also had a gala Grammy awards soirée and prepared, as a special attraction, a huge cake (14). In pic (15) Dick Schory is shown introducing Marian McPartland.

The above feature is designed as an aid to retailers who have requested such a list to help them locate hot singles when consumers ask for them by artist name.
Laurie Offers Deal On New Dion LP

NEW YORK—Laurie Records, continuing to dip into its catalog of Dion dates, is running a 15 week plan on a new LP called "Dion Sings The Million Sellers," on which distributors are being offered sales incentives on quantity purchases. LP consists of Dion renderings of hits originally done by Bobby Vee, Chubby Checker, Lloyd Price, Joe Harnell, Bobby Darin, The Del Vikings, among others. Label also released a single by the performer, which couples "Come Go With Me," taken from the LP, and "Ring a Ring o' Roses." Columbia Records is Dion's present label outlet.

Pickwick Increases European Coverage

NEW YORK—Cy Leslie, president of Pickwick International, Inc., and its European subsidiary, Pickwick International (Great Britain) Ltd., has announced distribution arrangements in Belgium, Holland and West Germany. These countries will be serviced directly from England.

In addition, the firm is engaged in an extensive program of spot commercials on Radio Luxembourg and an advertising and promotion program built around a national contest with the two-week tour trip to the French Riviera. Pickwick's British subsid handles both pressing and distributing functions for the United Kingdom on the same budget-priced, children's and specialty record lines the parent company now sells in the United States and Canada. Pickwick opened its British subsidiary in November, 1962.

Leslie estimated that it will take another six months before Pickwick's overseas sales "start to make a substantial contribution to our total volume. However, by 1970 we believe that our sales to the 300 million consumers in the Common Market and the almost 125 million in the British Commonwealth will equal our business in the United States."

The Pickwick President noted that the growth of budget-priced albums in Europe is now at the stage that it was in the United States five years ago. "Non-music retailing outlets are first starting to move into the sales of recordings, although some of the more progressive merchants have already entrenched themselves solidly in the field."

Paperback Keyed To "First Family" Sets

NEW YORK—"The First Family" idea is milked for further laughs in a new "First Family Photo Album" just published by the Lipsett, Fawcett, & Kohn. Besides material from the 4 million LP seller and vol. 2, the paperback includes photos, mostly of the Kennedy clan, with comic captions. "First Family" producers Earle Doub, Bob Booker plus George Foster prepared it.

"Losing You" Team

NEW YORK—Brenda Lee (center), who is currently riding high on the charts with "Losing You" on Decca, is pictured above with Carl Sigman, the writer of the tune, and publisher Ivan Marcus during her recent Copa engagement.

Smash Signs Kenny Dino

CHICAGO—Kenny Dino is now part of the "name" talent build-up of Smash Records. He's been inked to an exclusive pact by the label, according to Charlie Fach, who directs the label's activities. Dino was previously on the Musicor label, where he came through with a Top 100 item, "You're the One That I've Been Dreaming Of." A few days later, Smash has set the immediate release of the artist's first singles outing, "I Wanna Know."

Dong Moody, the label's combination A&R director, promo man, negotiator and concluding the pact; his first acquisition since recent re-assignment as A&R director.

Colpix Stars Cut "Birdie" Album

NEW YORK—Colpix Records will release "Bye Bye Birdie" featuring its top teen artists. Sharing the spotlight will be James Darren, Shelley Fabares, The Marcels and Paul Petersen. Musical director for the album is Stu Phillips, who has done the backings for all of the past singles and LP releases for these artists.

The album has the artists doing solo selections, and they are grouped on some of the tunes. The Stu Phillips orchestra and chorus also interpret some of the numbers.

Daren, Petersen and Miss Fabares currently have a best-selling disk with their "Teenage Triangle."

The LP is scheduled for release in early June.

Riverside To Bow New Brazilian Jazz Sextet

NEW YORK—A new Brazilian jazz crew—having what is described as a middle-line sound—will make its debut on the Riverside label this fall. Group is a sextet called Joao & His Brasileros, which has been making appearances in one of Brazil's plushest jazz niteries, The Blue Room, which is operated in Rio de Janeiro. On Sept.1, the label will issue an LP by the crew of "Play It Cool in Rio," produced & arranged by Freddy Marshall, who has just returned from a business trek to Brazil. Deal for the LP was finalized by Alan Bates, Riverside's foreign rep. Plans call for an international push on the set.

UA Adds Isley Bros.

NEW YORK—The Isley Bros., no strangers to the Top 100, have joined the talent stable of United Artists Records. The trio—Ronald, Rudolph & O'Kelly—had a smash dipping with "Shout" on the Victor label some years ago, and more recently made the grade with "Twist 'n' Shout" on Atlantic. Crew's UA debut is due shortly, and the producer will be Bert Burns, who gave the label a smash effect with "Tell Him" by The Exciters.

Jeff Clark To Dot Distrib In L.A.

NEW YORK—Jeff Clark, vet music promo man, has been appointed to top publicity & promo dept. of Dot Records Distributors of Los Angeles in the Southern Calif. area, according to Dorothy Freeman, president. Jeff Clark was previously associated with Decca Records and operated his own ad agency.

Breaking Out All Over!

SO MUCH IN LOVE

THE TYMES

P.871

THE JIVE BONE IS ON CAMOUFLAGE

Green Monkey

DARNELL COOPER
& His Kinfold

JUBILEE 5445

JUBILEE 5445

Natl. Dist. By
JAY-GEE RECORD CO., INC.
318 W. 48th St., N.Y. 36, N.Y.

Redd's Latest Hit

"Crack Up"

Redd Foxx

R-834

DOOTÓ

BEAT & PAT OFF.

DOO WOP & ROCK & ROLL

FASTER THAN A SPEEDING BULLET

RECORDS, INC.
2800 ERASTUS STREET
HOUSTON 26, TEXAS

FANTASTIC REACTION

CAN LEARN

BY THE CHAINS PEACOCK 1932

DUKE-PEACOCK
RECORDS, INC.
2800 ERASTUS STREET
HOUSTON 26, TEXAS

P-871

FOR CRESCECON LINE

NEW YORK—Olympia Distributors, this city, has just taken over the distribution for the Metropolitan New York area of Crescendo Records, the west coast diskery.

GA Groove Gets Rich


Horowitz' Dynagroove Attack Follows Grammmy For Col. LP

NEW YORK—Vladimir Horowitz, the noted pianist, has taken a swipe at RCA Victor's upcoming Dynagroove process as a result of his two Grammy awards from NARAS (see last week's story) for his Columbia Records' debut LP.

While Victor introduced its new sound process earlier this year, Columbia proxy Goddard Lieberson created quite a stir when he denounced the system as not accurately representing artists who cut under the process. Horowitz, for many years a Victor Red Seal artist, took the same tack in a statement he issued through Columbia, after receiving two Grammy's for his solo LP, "Vladimir Horowitz," which was named by NARAS as the best classical disk of the year and the best classical performance in the solo instrumental category.

While he didn't actually name Victor or the Dynagroove system, it's obvious that he alluded to both when he stated: "... Nothing is as important to an artist as the faithful reproduction of his art. As a musician has an obligation to a composer, a record company must mirror on disk the truest sound, dynamics, colorations and expression which defines an artist and which permits him to preserve for all his own musical statements. This must be done without unnecessary synthetic enhancement, which in some cases is over flattering to the performance of the artist and to the sound of the recording in general. Columbia Records has placed the values of the artist above all others. And all conscientious artists, for whom truth is a necessity, share this appreciation and gratitude."

When reached for comment on the Horowitz statement, a Victor spokesman noted that a solo performance by Arthur Rubinstein cut in Dynagroove had been hailed by a critic of the New York Times as "pure gold." The Victor exec added that all Red Seal artists have the right of approval on all recordings they make, and none who have recorded under Dynagroove have mixed the process. As of present time, Victor had no plans to officially answer Horowitz' remarks.

Name N.Y. Distrib For Crescendo Line

NEW YORK—Olympia Distributors, this city, has just taken over the distribution for the Metropolitan New York area of Crescendo Records, the west coast diskery.
April Was Ava's Top Sales Month

HOLLYWOOD—April was the biggest sales month in the 1¼ year history of Ava Records, the label reported last week. Although no sales figures were announced, the disk jockey said that April brought the firm its biggest singles & LP successes to date. "Little Jolly's "Little Bird," and the soundtrack LP of "To Kill A Mockingbird." Other album product cited as doing a major sales job for the firm are "Little Bird," featuring the Jolly crew and "David & Lisa: Jazz Impressions of David & Lisa."

Atlantic's New Folk Team: The New World Singers

NEW YORK—Atlantic Records has signed an exclusive recording contract with the folk singing group, The New World Singers. The group will be managed by Simon & Garfunkel, and their first single, "Don't Think Twice, It's Alright" and "Stow Ball" was released last week.

In commenting on the signing of the group, Ertegun stated that he "has never felt more certain that a new group of performers would achieve success. The complete naturalness of their singing style and the feeling that their heart must be present in all of their music is tremendously appealing."

Many bookings for The New World Singers are coming in. The group already has dates lined up well into the fall. From June 14 until September 12, the group will appear at the Silver Jake near Grand Rapids, Michigan. Prior to this engagement, they will appear at concerts in a number of cities and will perform at the Parents Theatre for one week at the end of May.

"Don't Think Twice, It's Alright" was recorded by the group for folk singer Bob Dylan, pacted to Columbia. Dylan is one of the groups biggest boosters.

KC Buys Master

NEW YORK—KC Records has purchased a hot master out of New York. Sale is "Brenda" by The Beach Boys, previously released on the Anko label, owned by Jeromus and Joe Colombo of Long Island, N.Y. Sam Weiss, of Superior Record Sales, KC's N.Y. district, said last week he has sold 10,000 copies. Other areas doing "heavy" business with this deck, an announcement said, were Miami, Newark, Hartford, Albany, Milwaukee, Philadelphia and Los Angeles.

Colis Issues "Woolf" Caster

Columbia Records has released its complete recording of "Who's Afraid of Virginia Woolf?" Edward Albee's prize-winning drama. The original Broadway cast recording was produced by Goddard Lieberson, president of Columbia Records, and contains a special 10-page brochure with articles by Albee, Harold Clurman, critic Walter Kerr and Lieberson.

The four-LP set will retail at the suggested list price as follows: $15.00, mono; $17.00 stereo.

"It is my belief," Lieberson stated in announcing the special reduced price of the four-record package, that the recording of a drama should contain no more than two days' best seats at an actual performance in the theater.

"Woolf?" opened October 13, 1962 at theBilly Rose Theatre and became the most controversial play of the season. Starring Uta Hagen, Arthur Hill, George Grizzard and Melinda Dillon, all of whom appear in Columbia's recording.

This recording marks the beginning of a new series of plays that will be recorded in their entirety by Columbia. The Actor's Studio Theatre production of Eugene O'Neill's "Strange Interlude" has already been recorded and will be released at a later date. Under an agreement with José Quintero's Quinto Productions and representatives of the O'Neill estate, Columbia has obtained rights to record the complete works of O'Neill. The productions will be directed by Quintero and produced on record by Lieberson, with all-star casts featuring noted American actors.

Columbia has also recorded Bernard Shaw's "Don Juan in Hell," featuring the First Drama Quartet, "Waiting for Godot," with the Original Broadway Cast, and "The Importance of Being Earnest," with Michael MacLiammoir. In addition, Columbia has released "Dreamatic Readings from Eugene O'Neill," with Jason Robards Jr., John Gielgud in "Ages of Man" and Hal Holbrook in "Mark Twain Tonight."
Motown Artists Get Special Int'l Push From Revue, Film

DETROIT—Motown Record, this city, is now engaged in a concentrated program to gain exposure and promotion in the U.S. and overseas, via live stage shows and TV film, for artists on the firm's Motown, Tamla and Gordy labels, according to Berry Gordy, Jr., president of the promoting company.

Motown, one of the most successful indie operations, joined forces a few months ago with International Talent Management, Inc., the Detroit talent agency, to package the Motown Revue, a live stage presentation starring several Motown disc personalities, and complete with MC and orchestra. The Revue has been touring the Midwest and East since April 19, playing one-nighters and longer engagements. It arrives at the Apollo Theatre in New York May 31 for one-week stand, following one-night performances at Playland Roller Park in New York, Pa., and the State Theatre in Elizabeth, N.J., and then heads for a swing through the South. Gordy and ITMI, which represents many of the Revue's performers, have come up with a double-barreled exposure and promotion gimmick for both the show as a package and the artists as individuals. They've signed Charles Derkens, producer of TV documentaries, including NBC-TV's "White Paper," to make a motion picture of the Revue during its engagement at the Apollo Theatre in New York. The film will serve a two-fold purpose. In the U.S. it will be used as a promotion piece for the show itself, with screenings being held for theatre owners prior to booking play dates. At the same time, plans call for showing the film to agents, bookers, promoters, club and theatre owners, etc., as a means of conveying the talent as single-act booking potential. Overseas the movie will be used for distribution to TV stations, thus getting wide exposure and publicity for Motown artists who are popular in foreign record markets. Meanwhile, ITMI is running a promotion brochure for the Revue to theatre owners, promoters and bookers, and Motown's Detroit office is handing out publicity and promotion for the show. Revue features Mary Wells, Martha & The Vandellas, The Marvelettes, The Miracles, The Contours, The Supremes, and others.

Al Porgie Dies

NEW YORK — Al Porgie, head of Porgie Music (BMI), died on Sat., May 18, in Yonkers Professional Hospital, the age of 64. Porgie founded his pubbery outfit in 1940 and published such successes as the Lights Go On Again and "Twilight Time." His widow, daughter, two grandchildren and a brother survive.

Maharis Back In Disk Studio, Epic Issues Single

NEW YORK — For the first time since his second hepatitis attack last Nov., George Maharis has resumed his recording activities. Epic Records has announced the release of "Where Can You Go (For A Broken Heart)," which Maharis recorded in Epic's New York studios two weeks ago.

In conjunction with the release of his single, Maharis made several personal appearances in the New York area. On May 18, he appeared at May's Department Store in Brooklyn and on May 25 at Alexander's in Queens. While at Alexander's, Maharis autographed copies of his new single and his albums, attracting nearly 1,000 admirers in two hours within the confines of the record department.

As announced earlier, Maharis will make his first public singing appearance on the Ed Sullivan Show June 16.

3 SURE MONEY WINNERS!

BALLADS! BELTERS! SWINGERS!

A DRIVING GOSPEL POP!
"SOUL CITY"
BY PERVIS HERDER

"TO LOVE OR NOT TO LOVE"
BY JAMIE/GRUEN DISTRIBUTION CORP. / PHILA. 23, PA.

Calling all Indie Labels!

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Eddy Howard Dies

Palms Desert, Calif. — Eddy Howard, the singer-bandleader-cleretary whose 1946 Mercury diskling of “To Each His Own” sold more than 2 million copies, was found dead, apparently of natural causes, at his home in Palm Desert late last week (25). He was 48 years old.

Howard, who recently returned to the recording world in a semi-retirement status, again with Mercury, had another more-than-million-seller for Mercury, “Sing.”

Among those personally touched by his death were Mercury sales veep Kenny Myers, who was a trumpeter and vocalist with Howard from 1941-48. Myers later did publicity for Howard.

Howard was native of Woodland, Calif., and first achieved success as a mas-ter via college dances in the San Francisco Bay area. During the 30’s, he was a featured vocalist with the popular Dick Jurgens orchestra. Howard was also the writer of a number of songs, including “My Last Dance,” “Careless” and “If I Knew Then.”

Surviving Howard are his widow, a son and daughter.

Ocean No Barrier to Rush on “She Loves Me” Album From London

NEW YORK—Countless cabled telephone calls between London and New York have resulted in the in-stantaneous recording and release of Eng-lish maestro Frank Chacksfield’s LP record of “She Loves Me,” the new B’way hit, for London Records.

The across-the-sea effort took place between May 9, when London & New York maestro Frank Chacksfield in London received the music from Joe Blott in New York, and May 20, when finished records were in the hands of the New York office of the label. Besides the LP, a single from the sessions, Chacksfield has been on one of the label’s leading mood-music labels for a number of years.

Every Southern California Deejay predicts this will be a Giant!

“When a Boy Falls in Love”

by Mel Carter

Mel Carter

“UNLUCKY GIRL”

and “ERNESTINE”

by Patience Valentine

On the air with w/e This Little Girl

Staying Home

Bollen Label Sets New “Medium-Price” LP Line

Philadelphia—A new line of “medium-price” LP’s featuring well-known artists in the folk, sacred and novelty field is being prepared by Irvin Bollen’s Gotham Record Corp. To be announced by Dirksend publica-ton-ries will bow in Aug, with 10 LP’s and will appear on Bollen’s 20th Century label, which Bollen formed in 1946. Dates will consist of tapes acquired from other companies plus product from Bollen’s own vaults.

After the initial release, three LP’s a month will hit the market.

SORD Sets June Meet In Miami

NEW YORK—SORD, the dealer or-ganization, will join two other major radio sets (AFTRA and ROSA) in May, June and July. Dates reported for the SORD gathering are June 23-25.

Porgie Music Not Up For Sale

NEW YORK—The late Al Porgie’s probate, Porgie Music, is not for sale, Mr. and Mrs. Paul Porgie, Rose Cash Box has been informed. Follow-

1st Quart. Phono Sales Above ‘62 Period

WASHINGTON—The sales pace of mono & stereo phones during the first quarter sets all-time records. Figures for the first quarter of last year, says a report from the Electronics Industry Association, which will be issued in early May, show that the first three months of this year to 750,756 sets. Last year sales March of 746,651 and the first quarter of last year were 623,313 phones.

March mono sales at the factory rose to 92,874, from the 77,971 sold during the previous month and 60,951 sold during March of 1962. This year’s first-quarter sales totaled 261,354, an increase of 53,100 over the period of 1962.

On the radio end, a gain in monthly sales was reported—121,067 in Feb. to 181,510 in Mar.—but in Mar. of last year, 121,376 receivers were sold, compared with the previous three month period of 128,237. This year’s gain over Mar. stood at 1,887,894.

Radio output reached 1,568,381 re-
mansions, a gain of 1,761,892 or 56.9% over the same period last year, up from 1,396,692, 63 days, but falling short of the 1,860,417 produced in Aug. of 1962. This year’s first-quarter production total was 4,194,474,000, of which 4,277,820 were sold.

It was also reported that FM-stereo reception capability was contained in 50% of all color TV-com-binations and radio-phones produced during the first quarter of 1963.

During the first quarter, 1963, produc-tion of radio- and radio-phonos was reported to be 123,456, of which 205,717 had FM-stereo capability. A total of 24,650 radio-TV combinations and other manufacturers, and was used in the production of 62,816 produced and produced by...
NEW YORK—Campaigns on the United Nation’s “All Star Festival” LP have been conducted in Denmark, Norway, and Sweden, and the UN’s world refugee fund is more than $800,000 better qualified to perform its humanitarian function.

Checks, representing proceeds from sales of the LP, were presented by reps of the three nations last week (22) to Felix Schneider, the UN’s High Commissioner for Refugees, at UN headquarters in New York.

It was pointed out that in Sweden, sales of the “Festival” LP broke, within 24 hours, all previous records for an LP album: 122,900 were sold in one day, whereas the previous mark had been 56,000. In Norway and Denmark, sales reached 55,000 and 25,000 respectively, within the first week of sale. Figures take-on particular significance in view of the populaion in these countries (Denmark: 4,617,000; Norway: 5,655,000; Sweden: 7,562,000), which have a notable history of refugee action.

In accepting the checks, Schneider said that the success of the LP venture would not have been possible without the whole-hearted contribution of the artists and the (record) companies to which they are linked in contractual obligations, without the sacrifice of the copyright-holders and musicians who voluntarily surrendered their rights for the benefit of the refugees, and without the whole-hearted co-operation of the entire (record) industry.

Schneider also noted that record dealers in all three countries sold the LP without receiving a “single penny” to cover their overheads or their operating costs. The Governments also made their contributions, he added. The Government of Norway was the first in the world to announce that it would refund the tax paid on the records. The Government of Sweden promised to contribute five Swedish crowns, nearly $1, for every record sold, thereby refunding slightly more than the import duties and the taxes paid on each record. The Government of Denmark agreed to waive the purchase tax on the record.

The LP was pressed in Norway, and the director general of the firm concerned not only agreed to provide the record in any quantity, but also to review his costs after the operation and to make a gift to the “All Star Festival” fund if the actual costs proved to be lower than the original estimate.

The “Festival” LP, featuring 13 international stars, was released last Feb., 1962, in the United States and became an immediate hit. While a UN campaign in the Scandinavian countries is over, those in other countries are still going on or have not even begun.

N.A.B. Will Survey And Accredit Rating Services

NEW YORK—The National Association of Broadcasters announced last week that it was preparing a system under which the audience counts approved by radio and TV stations and programs supplied would by companies that had been tested and accredited by the association.

LeRoy Collins, N.A.B. proxy, outlined the concept to a House Commerce subcommittee. Subcommittee members indicated they agreed with the idea, which involves organization of a rating-audit service to set standards and to accredit audience-counting companies that meet them.

Collins, who noted that he hoped to have the system operating within 60 days, was asked to give the subcommittee a description of the procedure. The council will consider standards for rating companies and appoint a rating-audit service with a staff to administer the system.

CRDC Names To Merchandising Dept.

HOLLYWOOD—Robert F. O’Neil has been appointed assistant merchantman for Capitol Records Distributing Corp., it has been announced by Paul E. Russell, CRDC’s merchandising topdog. He succeeds Gene Moss, who resigned to join an ad agency. O’Neil joins CRDC with stints with Wohlgemuth Advertising of Los Angeles & D’Arcy Advertising of St. Louis.

Erick Friedman Cutting In London For Victor

NEW YORK—Violinist Erick Friedman has arrived in London for an RCA Victor recording session with the London Symphony Orchestra conducted by Sir Malcolm Sargent.

During the 5-day period, Friedman and the orchestra will record works by Chausson, Saenza-Saarae and Wieniawski for an LP album scheduled for release later this year.

This will be the third album for Victor by the 23-year-old artist. First was a collaboration with his teacher, Jascha Heifetz, in the Bach Double Concerto, and second included performances of the Paganini Concerto No. 1 and the Saenza-Saarae Introduction and Rondo Capriccioso.

Further Defense Of Columbia Club In L.A.

Continued from page 7

prior to its inception, and that some of them adopted a wait-and-see attitude. In continuing, Concling remarked that early reports on the effect of the club at dealer level reflected an upward trend in sales in the shops. The exec also stated that the dealers were strongly advised to go along with the club idea to stem the threat posed by the Book of the Month Club’s proposed record club ventures which had attempted to lure Columbia artists away from the label.

When Conkling left Columbia to become president of Warner Brothers Records, he continued in his belief in the club’s beneficial aspects to all concerned—label, artists, dealers, etc.

Mercy Signs Chad Mitchell Trio

NEW YORK—The Chad Mitchell Trio, the strong folk attraction, has signed to the folk depts of Mercury Records, according to label topper Irving Green. Group comes from Kapp Records, where they had such singles successes as “Lizzie Borden” and “The John Birch Society.” Green said that Milt Okan, the group’s musical director, will have full charge of group’s disk sessions. An LP is due for release sometime in the fall.

The trio has just completed its first season of concerts, including an appearance at New York’s Town Hall and Orchestra Hall in Chicago, and has made a 15-week tour of Latin America for the State Department. Future plans for the group include a fall and spring tour in major halls throughout the U.S., including Carnegie Hall in New York, as well as a European tour.

Mercury’s ever-growing folk roster also includes Joach White, The Smothers Brothers, Iman & Ira, The Knob Lick Upper 10,000, Anita Carter, The Couriers, Ernie Sheldon, Joyce James and Stu Ramsey.

Pictured (left to right) in the above pic are Irving Green, Chad Mitchell, and Mike Kobuk, another member of the folk trio.

Liberty Hopes All Win This Contest

HOLLYWOOD—Liberty Records expects to happily hand out lots of sales leader LP’s during the expense paid week-end trips to Hollywood, thanks to its “Follow the Sales Leader” LP program now in effect.

According to Don Bohanan, national sales manager, four of the firm’s distributors have already surpassed their sales quotas, and if everyone makes their sales goal, the label will be host to more than 150 reps in July.

Contest was conceived by Bohanan as a sales stimulus, with all Libertyists and their sub-sale people eligible. Everyone who makes their six months sales quota makes the trek, which will include a preview of the label’s fall program. Other prizes are being awarded at regular intervals.

Early winners are: Davis Sales, Denver; Polynesian Distributors, Hawaii; C&C, Seattle, and Big State Dist, Dallas.
Columbia Inks Jordanaires

NEW YORK—Columbia Records has signed the Jordanaires, the vocal team, to an exclusive pact. Crew’s bookings will be produced in Nashville by Don Law, the label’s exec A&R producer.

The Jordanaires, Gordon Stoker, Hoyt Hawkins, Neal Matthews and Ray Walker, were organized in 1948. Originally, the quartet sang spirituals and barbershop songs. They went on to win an Arthur Godfrey’s Talent Scouts in 1956, which was the same year in which they introduced a new type of vocalizing, by providing a background of vocal harmonizing for leading singers. They have been heard on more than 20 million records and albums each year and have been associated with Elvis Presley’s career since its inception. They have also provided background for such artists as Jim Reeves, Marty Robbins, Patti Page, Ricky Nelson and “Tennessee” Ernie Ford.

FCC To End AM Freeze, Sets Long-Range AM-FM Split, Votes To Back Full AM Time Limits

NEW YORK—The Federal Communications Commission (FCC) endorsed several major proposals regarding the broadcasting industry last week.

In one move, the Federal agency extended its freeze—its intention to end its freeze—in effect for over a year—on the issuance of new AM outlets, seeing that they are put in operation in a “gradual and orderly” manner. The agency also declared a “long-range” proposal to split ownership of AM & FM outlets, so as to insure greater programming diversity. The agency thus prohibits same-programming practices by a single AM-FM outlet to 50%.

The FCC also voted to back Government commercial time limits on a pact with the broadcasting industry’s own voluntary code as set forth by the National Association of Broadcasters (NAB).

Move, accomplished by a 4 to 3 vote by the seven Commissioners, was led by Chairman Newton Minow, who left his post June 1 to join the Encyclopedia Britannica.

The FCC has not looked kindly on the fact that more than three-fifths of the country’s 4,043 radio outlets during the last year have joined the ranks of “super-stations” (one-stops, etc.).

Under the NAB code, radio stations are limited to 18 minutes of commercials in one hour and a maximum of 14 minutes an hour averaged over a week. TV-wise, commercials can come in four minutes at a stretch, plus 30 minutes during program breaks. The other time slot, at the top of the hour during prime viewing hours, plus 70 seconds of local commercials fitted into network station breaks. The minute flat, other time slot, where a commercial cannot exceed 30 seconds, plus a maximum station break of two minutes and 10 seconds.

The FCC commercial time control is angrily opposed by broadcasters who fear a tide of further Federal control over broadcasting.

Comments on the proposed rules can be made to the FCC by July 1.

Everest Inks Ruth Olney

HOLLYWOOD—Murray Cohen, vice president and general manager of Everest Records, has announced the signing of singer Ruth Olney to an exclusive long-term contract.

Negotiations were completed between Cohen and Lee Magid, personal manager for the artist. First album by the artist was cut by Cohen in Mexico City with a 40 piece orchestra which was scheduled for July release. Cohen also announced the signing of Danny Lewis, Jerry Lewis’ father, who has recorded an album of pop songs backed by Dick Stabile and his orchestra.

So African Music Man In U.S.

NEW YORK—Charles Segal, pianist and parabuhy exec from South Africa, is spending a few months in America to secure masters for South Africa, and is in New York for a release in the U.S. He said he has already secured masters and has had two of his own compositions, “Smartly” and “Go Go Eskimo” cut by Johnny Restivo, who has been signed for a tour of SA in the near future. Segal can be contacted through Southern Music, this city.

Premier’s ’62 Sales Best Yet

NEW YORK—Annual sales and earnings of Premier Albums, Inc., were the highest in the company’s history for the fiscal year ended last Jan. 31.

Sales rose 67% to a record $4,207, 269 compared with $2,513, 173 in the previous fiscal year. Net income after taxes advanced 70% to a record $422,359.

Earnings were divided equally among the four默默 partners, who are partners in the record label. Distribution of $24,000,000, on earnings of $31, a share on the same number of shares outstanding, compared with a dividend of $13,333, 333 per share on earnings of $23, a share on the same number of shares outstanding.

The firm, which was formed in 1960, has worked hard, in its fourth consecutive year in which the company’s sales and profits have increased, to achieve increased sales and earnings. The period also marked the company’s 25th anniversary of its publishing and master record production.

Reprise Pacts Greeley

HOLLYWOOD—George Greeley, a standout pop keyboardist on the Warner Bros. label for the past five years, has moved over to Reprise Records, Frank Sinatra, Reprise press, announced last week.

The label wasted little time getting out initial Greeley product, a singles side of two tunes from Greeley’s slight, “Elegia,” “Ciclona.” Deck couple “Anubis & Cleopatra” and “Cicis & Caesar.”

Greeley’s first LP for the discory, called “Piano Rhapsodies of Love,” will be released later this month.

Outside of disc activity, Greeley is musical director for the new TV series, “My Favorite Martian,” which hits the airwaves on the CBS network next fall in a Sunday time-slot.

Label, Pubbery Moves To East Coast

NEW YORK—Spoltide Records and a pubbery affiliate, Pannent Music, has made a cross-country change of address from Burley, Idaho.

Fort Lee, N.J. Firm’s Sidney F. Moell now heads an office at 2 Horizon Road, Palisade Section, in Ft. Lee.

Blaine’s Depot Concept

Continued from page 7

That goes for everyone in the record industry (one-stops, rack jobbers, discount houses, chain music, retail stores, cut out products, etc.).

Your investment in being to the record distributing business will be to only hold inventory from your present distributors.

You, and you alone can insulate stabilized prices and product throughout the United States and Canada to the proper protection of your own business.

After sincerely and carefully surveying our industry for many, many years and watching how it deteriorate, we contend that this procedure is the only sure means of survival for a vibrant, growing industry.

If you are interested, we are available to meet and discuss our proposal at your convenience, any time, any place.

The leader went to such companies at 20th-Cent Fox, Mercury, Liberty, London, MGM, United Artists, Roulette, Atlantic, Kapp, Dot, ABC-Parnon, RCA Blue, and many others.

Distribution Faces Showdown

Continued from page 7

not only on the independent level but also by the majors whose distribution is handled by the independents.

The most frequently referred to label for such a deal is Columbia, Ohio from which a distributor would ship to Cleveland, Cincinnati, Pittsburgh and on to New York, covering for importing markets.

But this is the depot concept from the manufacturer’s standpoint. However, some key distributors who are handing the wall on the wall are waiting for the manufacturer to introduce the move but rather are going through the channels to see that they are given the line for a new or another adjoining city, thereby cutting down somewhat on transshipping. In such cases, the distributor is installing his own resident men in his smaller, nearby location.

There has also been a great deal of talk about manufacturers buying rack jobbers and eliminating distributors going into the one-stop business.

The possibilities are infinite. We do not know at present whether any one of them is going to be determined at present. As a matter of fact, there may be a number of different types of distribution developing.

In a city where a rack jobber is the most important purchaser of product, his operation may distribute most of the labels. In another city these rack jobbers may be few and the distributors, many see a merger making some sort of a super distributor. Where a one-stop is the key service of merchandise, it may become the super distributor for the most important labels in his area.

What the legal ramifications are such changes cannot be determined until suit is brought by one faction against another.

But, the industry is at a point now where decisions have to be made and many are making them. No one knows yet which is correct. Many routes may be proper. But people are putting their best foot forward a following their own courses.

The next year could see the survival of the fittest in the record industry.

Selecta Gets Ember In England

LONDON—Jeff Kruger has announced that his Ember label, one of the most successful independent industry in England, is being distributed in Great Britain through all four branches of Selecta, which also handles the English Decca line. Mr. Selecta is seen as a major step in the development of the Selecta label which will hand.

Negotiations were concluded between Kruger and A. W. Green, general manager of Selecta. Ember is a catalog of over 150 LP’s, EP’s, singles.

Roger King Mozian Death

NEW YORK—Roger King, 49, the banjoist, died at a hospital in the city this morning of a lung disease at the age of 35. Mozian cut many LP’s for the Decca label and named many as “singer” of the band.

He was also a writer and worked on dance arrangements, including scoring for the popular dance team of Augie & March. It is said that his death has left a serious gap in the music world.
COUNTRY TOP 50

1. ACT NATURALLY
   Buck Owens (Capitol 4937)
2. LONESOME 7-7203
   Hank Williams (King 5711)
3. ROLL MUDY RIVER
   William Bras. (Decca 3144)
4. THE MAN WHO ROBBED THE BANK AT SANTA FE
   Hank Snow (RCA Victor 851)
5. HEAD OVER HEELS
   Don Gibson (RCA Victor 8144)

6. AMOS
   Still Hill (Decca 3148)
7. MY FATHER'S VOICE
   Judy Lynn (United Artists 571)
8. TAKE A LETTER MISS GRAY
   Justin Tubb (Groove 0017)

9. THE YELLOW BANDANA
   Faron Young (Mercury 7250)
10. WE MUST HAVE BEEN OUT OF OUR MINDS
    George Jones & Melba Montgomery (United Artists 375)

11. TWO OUT OF THREE
    Bob Goffin (Hickory 1207)
12. GOODBYE KISSES
    Cowboy Cures (Sunday 627)
13. SWEET DREAMS
    Patsy Cline (Decca 31683)
14. PLEASE TALK TO MY HEART
    Country Johns Mathis (United Artists 536)
15. YESTERDAY'S MEMORIES
    Eddy Arnold (RCA Victor 1214)
16. LOVE, GODFREY PEARL
    Porter Wagoner (RCA Victor 8728)
17. FUSION
    Webb Pierce (Decca 31488)
18. NOBODY'S DARLIN'
    Webb Pierce (Decca 31488)
19. IN THE SHADOWS OF THE WINE
    Porter Wagoner (RCA Victor 8728)
20. SANDS OF THE GOLD
    Webb Pierce (Decca 31488)
21. NIGHTMARE
    Faron Young (Mercury 72114)
22. SHOES OF A FOOL
    Bill Goodwin (Veejay 501)
23. RING OF FIRE
    Johnny Cash (Decca 32788)
24. SIX DAYS ON THE ROAD
    Dave Dudley (Golden Ring 3200)
25. TELL TANGIBLE
    Ernest Tubb (Decca 31467)
26. COLD AND LONELY
    Kittle Wells (Decca 31467)

COUNTRY ROUND UP

The recent Country Music Festival held at Denver's Four Seasons motel club was a sensational success. The event was an annual get-together of the promotion of country music. Approximately two thousand attended the dinner-dance and more than half of them were directly connected with the industry. The doyenne that traveled the farthest distance to attend was Mrs. Bessie Tubb, of KZFE-Fortamington, New Mexico. Mrs. Tubb was presented with an engraved plaque honoring her work in country music. Mrs. Tubb supplied the talent which included Earl Scott, Warren Robie and Carlton Rose, Randy King and his Country Rhythm Boys were also on the program.

Jon Matthews, program director of KBUR-Pueblo, Colorado, was on hand to say that he is leaving his post to handle the full time management of Bill Goodwin. The station, who is currently Lights "Shes of a Fool" on Wes. Jay, is presently touring with the "T-Bone Stetson" Anyone wishing to contact Goodwin should write to Jon at 302 Marfell, St., Apt. 105, Dallas, Texas.

With "The Arthur Smith Show" now only enterprising in four out of southeastern television markets, Arthur is a continuing a personal appearance tour taking the movies to jacks into every area covered by this network venture. On Saturday night, May 11, a new appearance was held in Knoxville, Tennessee, where the auditorium was filled and more than 600 people turned away at Whitley Springs Auditorium.

Mickey Gross, Rex Allen's manager, info that his boy has inked contracts for appearances on a city-wide Fourth of July celebration in Neligh, Nebraska, and for a country and western show on TV-Rapid City, South Dakota July 19-20.

Any spinners needing copies of Ed Norris' "I Held Heaven In My Hands" and "I Saw Flowers Through The Door" by Johnny Meeks, both on the label, may get them pronto by writing to Tom-Cat Publishing Co., 720-16th Ave. S., Nashville, Tenn.

Clyde Beavers is keeping real busy these days playing a string of key dates. On June 1st the station will launch the Army's World tour in the Army in Washington D.C. along with Hank Snow and the Rainbow Ranch Boys, Mac Wiseman, Don Gibson, Leroy Van Dyke, Wilma Lee and Slone Cooper and Judy Thomas.

Johnnie Lee Wills and his band released their past 10,000 people in six days at the Tulsa Stampede in Tulsa Oklahoma, Johnnie has played the Tulsa show for the past twenty-five consecutive years.

Bob Lunningham, program director of KZFE-Farmington, New Mexico, released word of an interesting station promotion. Since Farmington didn't have a bus system they decided one badly, the outfit bought a bus and started it on a regular schedule. KZFE gave listeners a free ride downtown in the morning and took them home in the afternoon. The tickets were absolutely free and listeners could pick them up from any of the station's sponsors.

Roy Lee Matthews sends along word that he is once again with WOON-Greenville, North Carolina.
**ARGENTINA**

**Artist Manager Daniel Gutierrez has informed Cash Box about several artist releases in Buenos Aires.**

**1.** Gilbert Becaud, the famous French singer, is now in Brazil, for a short tour which will be announced later. Public appearances and interviews are planned.

**2.** Andy and Bandeau, from Los Angeles, are also in town, for a short tour which will be announced later. Interviews and press releases are planned.

**3.** The album of the famous Brazilian singer, Luiz Gonzaga, has been released in Argentina, and has been well received by the public. Interviews and press releases are planned.

**4.** The album of the famous Brazilian singer, Gilberto Gil, has been released in Argentina, and has been well received by the public. Interviews and press releases are planned.

**5.** The album of the famous Brazilian singer, Caetano Veloso, has been released in Argentina, and has been well received by the public. Interviews and press releases are planned.

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**BRAZIL**

**Brazil's Top Ten LP's**

1. **Afrikan Beat—Bert Kaempfert (Polydor)**

2. **S'Volee—Ray Conniff Singers (CBS)**

3. **Afrikan Beat—Bert Kaempfert (Polydor)**

4. **Orgao...Samba...Perecussao—André Pennazi (Audio-Fidelity)**

5. **The Jet Black's—The Jet Black's (Chantecler)**

6. **Eduardo Giannini—Eduardo Giannini (Vitale)**

7. **Eu...Milhao...Milhao—(RGE)**

8. **Bert Kaempfert—Bert Kaempfert (Polydor)**

9. **Show DoQua—Moacyr Franco (Copacabana)**

10. **Crepusculo—Billy Vaughn (Dot-RGE)**

**ARGENTINA (Cont'd)**

Two belong to the Seeco series.

Roberto Lambertucci of Neumann publishers still at work on the tunes included in the Seeco series. The play list is as follows:

- "Buenos Aires" (tango), "Llueve En Mi Alma," a rock and "Buenos Aires Nueva Ola," a twist. The play list comes with all the dance courses for this season, and with dance partners from Argentina, Brazil, and Chile.

1. **Puent Pexos (Lagos) Los Truadores del Norte (CBS); Julio Molina (Muzear); Antonio Torni (Disc Jockey); Farias Caballanos, (Disc Jockey)**

2. **Amor (Love)—Spamka-Ferna (Paul Anka (CBS))**

3. **La Plata Blues—Los Tres (Cabezas)**

4. **Ruby Baby (Tiger-Aberbach-Ferna) Dion (CBS)**

5. **La Bamba Chubby Checker (Ferma)**

6. **Lo Se (Camargo-Grande)**

7. **Te Recuerdo Fray Delfino (Ariel)**

8. **El Estan Cerco (Siro San Roman) (Muzear)**

9. **Jean Thomas (Cabezas)**

10. **Camilla (Korn) Paolio Ortega (RCA)**

11. **Bos Guita (Simpro-Korn) Dune Eddy (RCA)**

12. **La Plata Blues (Los Tres) Siro San Roman (Muzear)**

13. **Ingrid ( İlgin) (Flamenco) (RCA)**

14. **Ace Tomos (El Borne) Los Luchers (RCA)**

15. **Teresa Ace (Da Silva) (Muzear); Monica Landor (Odeo Pops)**

16. **Vareaciones En El Cariño—Acevedo (Disc Jockey); Mike (CBS)**

17. **El Mantelido—LeGrand (Montreux) Gilbert Becaud, Gely, Luccho Gato (Odeo); Los Cinco Latinos (CBS); Raul Lave (RCA); Los Abrijles (Philips)**

18. **Felt Bert Kaempfert (Polydor)**

19. **Local**
Another of our leading record firms has reduced the price of its classical albums. We refer to EMI Italiana, which has just released a series entitled "Invitation To The Music." The retail price of all albums in this series is now 25 lire, about 50% less than previous recordings, while among the performers are the most popular artists of the classical field such as Walter Gieseking, Claudio Arrau, Mattia Goffredo and Bruna Vaghi.

After RCA Italiana, this is the second record house which has lowered the price of classical LP's, and as a result of this policy the market for these records has increased.

At the same time EMI Italiana has announced the distribution of a new special "opera" series with the label "H.M.V. Angel." This label returns on the Italian market after an absence of about fifty years. (It is one of the oldest labels in the world, being registered in 1898.) These releases include the most of the great productions of the lyric opera repertoire recorded in the most important European centers. Among the performers are famous EMI international artists as Corelli, Gedda and Christoff. A special presentation is provided for these LP's: every album contains, besides the libretto, a book reproduced in facsimile with thecondo, the real librettos of the two French operas "Paradise and the Peri" by John Dryden and "Ammassa" by Domenico Scarlatti.

Passing to the pop field, always on the subject of E.M.I. Italiana, the release of the week is an extended play containing four performances of George Harrison, the well known singer and actor who gave an Oscar as protagonist of the film "West Side Story." The release includes two tunes from the film, "Tonight" and "Maria," while the other titles are "Lolipops and Roses" and "A Taste Of Honey."

Among the other releases are two singles waxed by two new EMI talents, both singers and composers. The name of the first one is Adamo, whose record contains "Senti Qui Con Me" b/w "Che Funerale," both tunes penned by himself. The second artist recently inked by EMI is Franco Nebbia, already with a hit record as a composer, who presents on the first single waxed for EMI two titles also written by him, "Chanson Pour Paschustro" and "Sirena Chn Chn Chn."

A song festival devoted to children has been held in Rieicone, one of our most beautiful cities. The contest was named Children European Festival, under the High Patronage of the President of the Republic of Italy. Among the international labels in the contest were: Fonit Cetra (Italy), EMI (Britain), Marco Polo (France), Austria, Switzerland, Sweden, Belgium, Holland, Italy and San Marino.

Head of the organization was Mario Caraglia, Tenor, children one, on every country, were invited to perform a song in their original language. The jury also included one, a famous conductor. Conductor of the organ music was Gordon Kramer, The Festival has been broadcasted and televised.

The publishers which presented the songs were: Sweden Music (Sweden), Mozart (Belgium), Filarma Verlag (Austria), Caravalle (France), Sirkors (Germany), the songs of Switzerland and San Marino being property of the authors.

Among the songs presented were the following: "Il Pescatore" (b/w "Che Cotta") was presented to the contest among the other two songs which we wish to point out: "Che Cotta" (Laconteo-Testa) and "Marionella" (Massiera-Nurs)."

E'talano another town very near to Rieicone, will host also this year the 7th edition of the International Festival. Cash Box has not yet received the list of the songs performed in this contest. The contest was called Children European Festival, under the High Patronage of the President of the Republic of Italy. Among the international labels in the contest were: Fonit Cetra (Italy), EMI (Britain), Marco Polo (France), Austria, Switzerland, Sweden, Belgium, Holland, Italy and San Marino.

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In this connection, we note that many Italian record firms are obtaining tunes with "tambourine" beat. It is probable therefore that the tambourine will be the "brachio" of our beaches this summer.

The first 14 albums released by RCA Italiana with the Dunagroove system, announced during the last visit of George Marek, will be put on the market during September. Among such releases are the Puccini's "Fosse" conducted by Herbert Von Karajan and interpreted by Leontyne Price, Di Stefano, Taddei, Carema.

In the meantime, RCA has started with its summer promotional campaign. Among the first titles are "Donne Miei Sei Salvi," waxed by Charles Aznavour on Barclay, "So Long," grooved by the new talent Rossy, already obtaining a strong reaction, "Se Mi Perderai, (b/w Cecina Di Mare)" panned out and sung by the pop artist Nino Fidencio, (who represents the return of this singer on the music stage with a completely new style), but the first RCA disk among the new summer LP's may be the new single by Rita Pavone of which we have written some weeks ago. We refer to "Il Ballo Del Mattone" b/w "Il Curore," quickly climbing the sales centers.

Among the pop albums recently released by RCA is the first LP of Edoardo Vianello, and the album waxed in Italian by Paul Anka. In this regard, a new single of this artist will early appear on the market. The tune grooved is entitled "Il Coraggio Di Vivere," a new Italian material number the EMI recording firm.

Adriano Celentano has obtained a very great success on the stage of the minstrel in Paris. On this occasion, Adriano was invited to give a cocktail party given by Vogue to present the last releases of our star "Il Tagnacce" (b/w "Grazie Prego Scusi"). A strong reaction welcomed the first appearance of Adriano on French TV screens.

The Italian public is expecting the appearance on the French TV screens of the top Brazilian star Joao Gilberto who as reported, is the star guest of our TV program "Il Campioncino." Presented by Johnny De Carlo, the Brazilian talent was released by Caracci and Odeon, obtaining good sales. The tunes included in the disk are "O Pato" and "Meditacao."

From Portugal, Tallies Gallo informed us about the big sales by "Hey Paula," the American hit tune, recently released in Italy with the original interpreters Paul and Pauls.

Italy's Best Sellers

This Week Last Week
1. 1. *Alta Mia Era* (At My Age): Rita Pavone/RCA. Published by RCA Italiana
2. 2. *Il Tagnacce/Grazie Prego Scusi: Adriano Celentano, Published by Ricordi—Italian Yanik/Arison/Italian Yanik
3. 3. 11. *I Piraccio* (Crying In The Wind): Pau Ank/RCA. Published by Curci
4. 6. 9. *Amore Fornati (Love Please Stop): Fred Bongusto Ri Fi. Published by Kramer
5. 4. 7. *Quelli Mia Mia Era* (Tous Les Garons Et Les Filles): Francoise Hardy/Saar, Catherine Speak/Ricordi. Pub- ted by Curci
6. 10. 2. *T'Uomo Capricci: Neil Sedaka/RCA. Published by RCA Italiana
7. 9. 8. 23. *Charlot (I Will Follow Him): Betty Curtis/CGD Frank Pourcel/EMI, Petula Clark/Saar. Published by Connely
8. 11. 6. *Il Tramonto (The Sunset): Ricki Giano/Jaguar. Published by Leonardri
9. 6. 10. *Original Italian Number

ITALY (Continued)

At the beginning of May, Decca released the third single by Katyna Ban- ler: the famous and internationally known singer has recorded the first edition in Italy of "El Pecador," a Spanish-style song by A. F. Roth which may be popular as has been received "El Pecador" in Spanish. On the other side a version of a very, very old and famous Italian song "Tu Solamente Tu." The singer is here accompanied by the orchestra conducted by her husband maestro Rio Orsini. The song were recorded recently by Katyna Banler, before she left for New York and South America for a series of concerts and TV appearances. She was back in Rome for a week in May: then she left once more for the States where she stays till the end of June.

Decca has informed us that, after a rather slow" start (the record was released in December!) "Telstar" by The Tornados is now a best seller and sales are getting considerably increased. Telstar will surely be a summer orchestral hit. Also "Diamonds" by the two ex-Shadows Jet Har- rys and Tony Meehan is very much requested.

We conclude our column, with the activity of the Campi publishing and record firms. The successful full, "Fellini 8-1/4," of which Campi produced the sound track, concluded the International Film Festival held in Cannes (on the French Riviera) during last week. As announced by Campi, Pathe Marconi (the French EMI) has acquired the reproduction rights of the album deriving from the film. The result is expected to recorded one of the songs included in this last Fellini creation.

"Pizza Pie" and "Twist Dell'Astronauta" are the two themes of two different films, of which Campi recently produced the backgrounds. "Pizza Pie" has been recorded by Cocky Mazzetti on Ri Fi, while "Il Twist Dell'Astronauta" has been recorded in an instrumental version under the Campi label "C.A.M." Titles of the two films are, respectively, "In Italia Si Chiama Amore" (In Italy It Is Called Love) and "Italia Proribita" (Italy Forbidden)."
**JAPAN's Best Sellers**

**INTERNATIONAL:**

This Last Week

1. (4) Hey Paula—Paul and Paula (Philips); Paradise King (Toshiba); Sub-Publisher/Shinko
2. (2) Follow The Boys—Connie Francis (MGM); Mieko Hirota (Toshiba); Bonnie Iida (Columbia); Michiko Azusa (King); Sub-Publisher/Shinko
3. (1) Bobby's Girl—Marcie Blane (London); Mari Uemeki (Toshiba); Tukaro Roi (King); Kemiko Goto (Columbia); Susan Maughn (Polydor); Sub-Publisher/Shinko
4. (3) Rhythm Of The Rain—Golden Hits (London); Sub-Publisher/Shinko
5. (8) I'm Gonna Be Warm This Winter—Connie Francis (MGM); Mieko Hirota (Toshiba);kiriko Sawa; Ikuchikuni—Sub-Publisher/Shinko
6. (9) Johnny Get Angry—Joanie Sommers (Warner Bros.); Kayoko Morigi转弯 (Toshiba); Shelly Fabares; Colpix—Sub-Publisher/Shinko
7. (10) Mr. Bass Man—Johnny Cymbal (Kapp); Sub-Publisher—CBS
8. (7) You've Gotta Have Love (Odeon); Masayuki Horii (King); Sub-Publisher/Aberbach
9. (3) Sherry—Four Seasons (Vee Jay); Paradise King (Toshiba)
10. (6) Goodbye Joe—Alma Cogan (Odeon); Q. Sakamoto (Toshiba); Misako Akira (King); Mari Sono (Gramphon); Sub-Publisher/IMP

**LOCAL:**

This Last Week

1. (10) Akai Hanashii—Yutaka Ichihara (Teichiku)
2. (9) Shimanami—Yukiko Asaka (Toshiba)
3. (5) I'm Gonna Be Warm This Winter—Mieko Hirota (Toshiba)
4. (3) Tsan Ush Bash—Sakamoto (Toshiba)
5. (4) Kiriko no Tango—Fran Kayagi (Victor)
6. (8) Shusshakido—Midoritatsuyama (Columbia)
7. (7) Gora—The Peanuts (King)
8. (11) Waki Kimi Waki Boku—Koyohiko Matsunaga (Toshiba)
9. (9) Tax Office—Jin Tanaka (Toshiba—Taito)
10. (3) Mahikan—Yukio Hashi (Victor)

**LP BEST SELLER:**

This Last Week

1. (2) All Star Festival—U.N.
2. (1) Ray Charles Story Vol. 1—Atlantic
3. (4) El Tango—Philips
4. (5) Girls Go! Girls Go!—Philips
5. (5) Sinatras & Basie—Reprise

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**BOSSA NOVA GOLD**

**MILVA**

sings in German

**"DEINE HAND UND MEINE HAND"**

Your Hand And My Hand Music Has Chosen 11 Hitstatts! Lyrics: Carl-Ulrich Biecher

**ARIAOL 10 236 AT**

New by Kassner-Germany

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**GERMANY's Best Sellers**

**This Last No. Weeks**

1. 10. *Wini-Wini—Tahiti Tamoures—Polydor—Hermann/Lero*
2. 5. *Ratfinkerdin An Der Donau (The Moonshine On The Danube)—Gus Backs—Polydor—Hans Georg*
3. 3. *Shuld War Der Basssoo (Blame The Basssoo)—Franziska Dumas—Peter Meisel/Intro*
4. 4. *Ich Kauf Mir Einen Tirolerhut (I'd Rather Buy A Tyrolean Hat)—Reindl's Kesslers*
5. 9. *2010 (Kinder) (Cattle)—Peter Hinzen—Arlos—Peter Meisel/Marrion*
6. 4. *Wenn Belly Dance Kommt (I'm Yours)—Peter Alexander—Polydor—Aberbach*
7. 7. *Ich bin Ein Cowboy (If I Was A Cowboy)—Martin Lauer—Polydor—Hans Georg*
8. 10. *Maddene—Rex Gildo—Eloise—Hans Georg*

*Original German Copyright*
Cash Box has learned on good authority that long-time Capitol executive White Haines, will exit the record company at the end of May to assume the presidency of the firm's Toronto B. H., the best that B.M.I.'s, Ralph Harding is about to launch a new business venture in partnership with old Dolgay of The Travellers, the well-known publicists, which will include a new label and an affiliated record label.

Tim Pratt, genial Phonodisc Sales rep out of the firm's Montreal branch, has accepted the position of force of CKGM Radio, that City (6/1), along long record row.

Jean Price of the Couriers tied the spurt knot recently in her adopted Valley, where in the near future, a group called Cash Box that its Mercury album outing, "The Couriers Carry On," is finding a real solid response, even the group's long-time mentor, George Price, of the good set by the Ottawa-based youngsters is paying off handsomely in sales, and bookings, Harvey indicated that he is seriously considering an opening for the group at a certain well-known New York night spot, having occasion to meet and work with these young Canadians will find them a real delight.

Best new sound in many a moon from Bobby Curtola on Tartan, is his most recent outing, "Indian Giver." Penned by his co-managers, The Hurdon brothers, the song is a thoroughly commercial Decca debut in both the U.S. and Canada, with a song entitled, "On A Gypsy Caravan," Montreal song writer, S. A. Landau, who also is responsible for the second side to break in both country and pop fields. The group did its new record on the "Juliette" TV coast to coast (5/25).

While getting under way of the full drum beating treatment from the Compo folks is a new release on Apex by Edmonton deejay, Bob F. Bresnahan, who appeared on the Apex stage recently on his newest disk outing. The ballad side, "Last Summer," has won early support from the country's spinners, but they're not overlooking the comical "If You Think You Know What I'm Talking About," which promises that the mold in eastern Canada is Vik's old stable mate at CJCA, John Postle,

A slow starter with the Quality folks currently is the Lonnie Mack side, "Memphis," Released in Canada on the Barry label, it took its time to make good in the country markets, but now is developing in both Toronto and other important markets across the country. Stan Dorling at Quality indicates that orders are increasing daily on the side, for April and the new best sellers currently are "The Mule," "The Great Eddy," and "Lose Your Head." The Mack side, "I Don't Care Where I'm Going," is the flip side, "You Be My Baby," coming in for its share of air exposure.

Music director Bruce Patenaude of Ottawa's CFMO-FM tells CB that ex-deejay, Vic Jorgensen, has just returned to the area with a net with tremendous listener response. He went on to say that technical ar- rangements would enable the FM station to broadcast in multiplex stereo will soon be completed.

Recent Toronto visitor, Billy May, in town for a TV taping session of the "Three's A Crowd" show, told Cash Box what was said the recent White Haines reports that the considerable country made most of the rounds despite a very limited time situation.

Harry Belafonte's Canadian activities at the end of June and the beginning of July, include lengthy stays at Toronto's O'Keefe Center, and Ottawa's Orpheum Theatre, with the promotion material and Belafonte discs for deejays in the two cities, set to play to the fabulous entertainer and his group. As a matter of fact, the lavish Belafonte package for this tour (5/12), Lasting twelve days the jaunt will Wray from coast to coast, and the tour's slogan is "Wray Is On The Road," "I Wish I Were A Princess," "(I Love You) And Don't You Forget It!" by Perry Como, "Detroit City" by Bobby Bare and "Ain't Now" by George Jones, are the new Groove outings by Justin Tubb. Another great Victor comer that's getting the full treatment from Wray on his trip is the Delta Reese.

Two members of the deejay fraternity find themselves currently "keeping engagements," They are Hal Boham, veteran spinner and most recently on the WB personnel, now with Toronto's Radio Station CHYX, and Paul Massena, New York. Dick is most interested in the Canadian broadcasting situation.

Great Britain's Best Sellers

<table>
<thead>
<tr>
<th>Week of June 4, 1963</th>
<th>Rank</th>
<th>Artist</th>
<th>Album</th>
<th>Label</th>
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<td>Me To You</td>
<td>The Beatles (Parlophone)</td>
<td>Northern Songs</td>
<td>Parlophone</td>
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Great Britain Top Ten LP's

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<th>Artist</th>
<th>Title</th>
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<tr>
<td>1.</td>
<td>Frank Ifield</td>
<td>Hits From Frank Ifield</td>
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Great Britain Top Ten EP's

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<th>Label</th>
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<td>1.</td>
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<td>Please Me</td>
<td>Columbia</td>
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Great Britain Chart

Canada (cont'd)

- The Count Victorias postcard from Detroit. They have been kept on the go in the Motor Metropolis, promoting their most recent Coral side, "Readabout It," which has been a big hit with the radio stations in the north west and across the country.
- The Count Victorias are currently working on their next album, which will be released in early July.
- The Count Victorias are also planning a tour of the United States later in the year.
- The Count Victorias are grateful for the support they have received from their fans and are looking forward to their next project.

Cash Box—June 1, 1963—International Section
Belgium's Best Sellers

FLEMISH
1. Een Toi Mamie (Adamo/Pathé)
2. Kiss Me Quick (Elvis Presley/RCA)
3. I've Been Working (George Baker Sextet/Ronex)
4. Dansenise (various versions; Grethe and Jorgen Ingmann/The Cousins)
5. Donne-moi Ma Chance (Richard Anthony/Columbia)

FRANCOPHONES
1. Quatre Perdu (Bob Azzan)
2. L'Ecole Est Finie (Sheila/Philips)
3. Elle Est Finie (Petula Clark/Vogue)
4. Hee Paula (Paul and Paula/Philips)
5. 10 Rhythms Of The Rain (The Cascades/Warner Bros.)

WELSH
1. Elle Est Finie (Petula Clark/Vogue)
2. Je Ne Sais Pas (from "Amour Perdu/Philips"
3. Sa Toi Mamie (Adamo/Pathé)
4. Waiting For Billy (Connie Francis/G/M)
5. Johnny Guitar (The Spotnicks/Discoart)

SAMMY DAVIS JR. FOR PYE IN ENGLAND

One must look across the border for special news about French language crooner Adamo, who was recently in Paris. Adamo, for the first time, appeared before a French audience and it happened at the Olympia Theater. It was his baptism of fire and he was lit at once when it was all over. He realized that famous names preceded him in this bastion of entertainment: Hallday, Anthony, etc. and that novices have often been beaten at the game. Nevertheless his performance pleased the audience. There was an appreciative roar for his rendering of "Sans-Toi Mamie." He did three numbers.

Mr. Gabin, commercial manager of SA Gramophone Brussels, who was present, was very pleased indeed. Bruno Coquatrix, manager of the Olympia, predicted a successful career for Adamo. So did a number of French newspaper. On the same program appeared, sponsored by "Europe Number One," Cliff Richard and The Shadows, who of course got away with most of the applause. Adamo was on French television the day before. His latest record featuring "Amour Perdu" and "J'Aime Une Fleur" (Pathé Marecioni) are following the successful trend of "Sans-Toi Mamie." Coming from Stockholm, Sid Colman, sulfur of the EMI-group, stopped in Brussels to meet M. De Boeck, director of the editions Armore and Beechwood Belgium. For Belgium and The Netherlands Armore and Beechwood acquired the rights of Editions Eco Music for the numbers of Joel Holmes, from his latest longplaying: "Frantech, La Vieille Fille," "Dansevise," "La Romance." "Dansevise, " "Sweet Memories," "Love Remembered," "La Romance.""}

The few reports that "Losing You" by Brenda Lee and "Barcarole In Der Nacht" by Connie Francis is starting very well and has great expectations that same will reach the first places of the bestsellers.

"Junge Musik" at Wald Wiedler has released the second version of "Kenzma Zonder Jou." This record will be released by Festival, The Celtiberias, successful singing group, in collaboration with the US-office. Bob Azzan also plans to make the French version of "L'旄de Lwydwy" (a cousins original on Palette). New title: "La Haut, La Haut." A 4th single, "Marry Me" is featuring with no success. New title: "Kenzma Zonder Jou.""

"Ich Bin So Einsam Ohne Dich," released the first June through Teldar in Germany. Basis on Metro's "Sans-Toi Mamie." The Cousins have now recorded titles with a big string orchestra. The records will be out very soon.

Sammy Davis Jr., pictured above rehearsing one of the numbers on a soon to be released LP, "Pye Sammy." Davis Jr. Salutes The London Palladium," in the firm's new recording studio while Pye's managing director, Peter Knight, looks on an arrangement. Pye is the English distributor for Reprise, the chanter's American label.
The most important note of the week is the new contract signed by young Mexican idol César Costa with RCA Victor, after being an exclusive pactee for several years at Orfeon. Both will record immediately new compositions by the composer and singer Tomás Méndez, who left RCA to Mutart Records and Martin Roeca went from Peerless to Mutart. Roeca's first single at this label is "Trilibilin" and "Casanova".

Another artist who did the same thing was tropical conductor Gambo Chávez who changed from Orfeon to RCA. Both will record immediately new compositions by the composer and singer Tomás Méndez, who left RCA to Mutart Records and Martin Roeca went from Peerless to Mutart. Roeca's first single at this label is "Trilibilin" and "Casanova".

Elaborate composer and singer Rómulo Méndez, who left RCA to Mutart, introduced his latest composition sung by popular bolero singer Marco Antonio Muñiz. His new composition is "Trilibilin", which is the same name as Marco Antonio's new long play, that promises to make the composer and singer one of those artists that Vercas will reportedly ordered 5,000 copies.

Decca's introduces new and beautiful singer whose name is Silvia Olga and who recorded the song "Poema" (Poem). Silvia has a nice voice that sounds a little like Chilean singer Monna Bell, who has not made any recording at Decca. The LP was recorded by Decca's new recording manager, Peerless Victor, and CBS president Juan Manuel Villarel left Mexico with his family to leave for Paris, having one of the most successful releases to date, combining it at the same time with some visits to the label's reps there.

International rep Félix Pérez said that the next act at "Sevenorials" night club will feature a new singer Agostinho dos Santos, who will be accompanied by Walter Wanderley and his quartet, which was presented in 1962 at "Sevenorials". H.W. Rosen-Jensen, told Cash Box.

"I'm Walking Behind You," the American standard, was recorded at RCA Victor by singer Rafael Vázquez with a beautiful arrangement by Luis Gonzalez. On the other side is Mexican composition "Embarazado" (Barricado) with the Chucho Ferrier backing. Also from RCA we received a copy of "Johnny Angel" and "At The End," made in Spanish by a promising singer named Corina. And with Nell Sedaka, out in Mexico, we listened to the songs "Let's Go Steady Again" and "Waiting For Never."

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Mexican singer Kathryn Georges made her debut, a successful one, at Capri's night club. She may have her own TV show.

### Sweden's Best Sellers

<table>
<thead>
<tr>
<th>This Last Week</th>
<th>Week On Chart</th>
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<tbody>
<tr>
<td>1. Lillo Borgaro El Borrocho</td>
<td>10. Summer Holiday (Cliff Richard/Columbia)</td>
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<tr>
<td>2. El Piporro (Mutart)</td>
<td>11. Amapola (The Spotnicks/Karussel)</td>
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<tr>
<td>3. Laura (Laura)</td>
<td>12. How Do You Do It (Jerry &amp; The Pacemakers/Columbia)</td>
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<td>4. Amor (Amor)</td>
<td>13. Cookie (Beach Boys/CBS)</td>
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<tr>
<td>5. Laura (Laura)</td>
<td>14. It's A Man's World (Billie Holiday/Savoy)</td>
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<tr>
<td>6. Amor (Amor)</td>
<td>15. Jimmy My Baby (The Righteous Brothers/CBS)</td>
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<tr>
<td>7. It's A Man's World (Billie Holiday/Savoy)</td>
<td>16. How Do You Do It (Jerry &amp; The Pacemakers/Columbia)</td>
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<td>8. Artist (Artist)</td>
<td>17. It's A Man's World (Billie Holiday/Savoy)</td>
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<tr>
<td>9. Artist (Artist)</td>
<td>18. It's A Man's World (Billie Holiday/Savoy)</td>
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### Denmark's Best Sellers

<table>
<thead>
<tr>
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<tbody>
<tr>
<td>1. Amapola</td>
<td>10. Summer Holiday (Cliff Richard/Columbia)</td>
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<tr>
<td>2. How Do You Do It (Jerry &amp; The Pacemakers/Columbia)</td>
<td>11. Amapola (The Spotnicks/Karussel)</td>
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<td>3. Cookie (Beach Boys/CBS)</td>
<td>12. It's A Man's World (Billie Holiday/Savoy)</td>
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<td>13. It's A Man's World (Billie Holiday/Savoy)</td>
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<td>6. It's A Man's World (Billie Holiday/Savoy)</td>
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**Israel's Best Sellers**

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<th>Week</th>
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<tr>
<td>1.</td>
<td>(7)</td>
<td>Charlat-Petula Clark. (Vogue)</td>
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<td>2.</td>
<td>(7)</td>
<td>Hey Paul-Paul and Paula. (Phillips/&quot;Hey Arzi&quot;)</td>
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<td>3.</td>
<td>(5)</td>
<td>Tous Les Garcons Et Les Filles—Francoise Hardy. (Vogue)</td>
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<td>4.</td>
<td>(7)</td>
<td>&quot;Journey To The End Of The Earth&quot;—The Shadows. (Charlton)</td>
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<td>5.</td>
<td>(9)</td>
<td>Let's Limbo More—Chubby Checker (Parkway)</td>
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<td>6.</td>
<td>(7)</td>
<td>&quot;Hey Paul—Paul and Paula. (Phillips/&quot;Hey Arzi&quot;)</td>
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<td>7.</td>
<td>(4)</td>
<td>If My Dar's There—Brian Hyland. (Arton/&quot;Hey Arzi&quot;)</td>
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<td>8.</td>
<td>(6)</td>
<td>&quot;I'm A Believer&quot;—The Monkees. (Parlophone)</td>
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<td>9.</td>
<td>(5)</td>
<td>&quot;Birdland&quot;—June Christy. (Roulette)</td>
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<td>10.</td>
<td>(2)</td>
<td>&quot;Day After Day&quot;—The Beatles. (Parlophone)</td>
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<td>11.</td>
<td>(5)</td>
<td>&quot;Old Enough To Love&quot;—Ricki Nelson. (Imperial)</td>
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<td>12.</td>
<td>(8)</td>
<td>Summer Holiday—Cliff Richard. (Columbia)</td>
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<td>13.</td>
<td>(3)</td>
<td>On Broadway—The Drifters. (Atlantic)</td>
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<td>15.</td>
<td>(18)</td>
<td>Walk Right In—Roe Top Singers. (Vanguard/&quot;Hey Arzi&quot;)</td>
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**South Africa's Best Sellers**

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<th>Week</th>
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<tr>
<td>1.</td>
<td>From A Jack To A King (Jim Reeves) RCA</td>
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<td>2.</td>
<td>Baby One (Don) CBS Columbia</td>
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<td>4.</td>
<td>Mexican Joe (Pat Boone) Dot</td>
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<td>5.</td>
<td>Walk Like A Man (The Four Seasons) H.M.V.</td>
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<td>6.</td>
<td>Queen For Tonight (Helen Shapiro) Columbia</td>
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<td>7.</td>
<td>Blame It On The Bossa Nova (Eddy Gorme/CBS) No Publisher</td>
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<td>8.</td>
<td>Kiss Me Quick (Elvis Presley/RCA Victor) Belinda (Scandinavia) AB</td>
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<td>9.</td>
<td>Singel Or Sand (Ollikamme/Philips) Edition Lychee</td>
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<td>10.</td>
<td>Rhythm Of The Rain (The Cascades/Warner Bros.)</td>
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<td>11.</td>
<td>How Do You Do (Gerry and the Pacemakers/Columbia)</td>
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<td>12.</td>
<td>Tenk Sà Dejlig Det Skal Bli (Wonne Myhre/Triola)</td>
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<td>13.</td>
<td>Regina Natt (Grätende Sky) (Anna-Lena/Metronome)</td>
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***A Friendly Visit***

W&G Inks Tomasetti

**Norway's Best Sellers**

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<td>1.</td>
<td>Buona Notte Bambino (Rocco Granata/CON, Angelo Biondi; Arone (Uggets) Joop Pertengen/Haartem</td>
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<td>2.</td>
<td>Buon Auguri (Gert Timmerman/Teledvlonk) (Holland Music/Ams)</td>
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<td>3.</td>
<td>Summer Holiday (Cliff Richard/Columbia) (Leg Ed Int. Base Amsterdam)</td>
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<td>4.</td>
<td>Soccinaboja (Anette Grönlis/Philips) (Leg Ed Int. Base Amsterdam)</td>
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<td>5.</td>
<td>Jung Kumm Bald (Freddy/Polydor) (Editions Altona/Amsterdam)</td>
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<td>7.</td>
<td>Hand In Hand (Jackie Van Don Fontana) (Belgian Music/Holland)</td>
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<td>8.</td>
<td>Do You Love Me (The Contours/Delta) (Belgian/Amsterdam)</td>
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The Move Into Vending

Not Whether, But When

Two years ago the cry of diversification was heard 'round the industry and since that time an impressive number of coin machine operators have done just that. Cigarette and candy-snack vendor sales have increased upwards of twelve percent with no small share of this increase due to the emerging music-amusement operating firm who has stepped into the vending picture.

The rate of movement has by no means reached the speed it must eventually attain to support the logic behind such a transition. As yet, many coin-operators are clinging to music-game stops which have long since fallen off in revenue as though these locations were the link to survival. They are not. The operator who has shaken the losers and invested this money into other areas of coin machine service will back up this statement. One of these areas of profitable growth has been proven. This is the vending field which today is being entered into profitably by progressive coin machine operators via the cigarette-candy-snack route.

These new machines are being placed in present music stops, competitive vending stops where the complacent cigarette operator becomes the loser, in locations where the over-the-counter sale succumbs to the operator's service, and in new type locations springing up all over the country. This is where the gains are being made.

After two years the trend has been established and the cry is no longer whether to go into vending, but when to go into vending. It is our opinion, based on observations made almost daily into the economics and the mechanics of such a transition, that the time for the qualified operator to go into vending is now. Our reasoning is based on several factors.

There is no longer a doubt that the coin machine operator can profitably operate cigarette, candy and drink machines. We have spoken with too many individuals who have become important buyers of this equipment during the last twelve months to refute this.

There is no great problem of securing new locations for such equipment. Many music operators have increased numbers of machines on location upwards of twenty percent in a one-year period by adding cigarette machines alone—and the reason for this success is not always because of lucrative bonuses.

Early problems of nickel candy have nearly gone the way of 5¢ music with ten cent candy in more than half of the machines on location. Candy has become a highly profitable product to vend. The nickel cold drink has been swept by the boards with the advent of the unusually successful crushed ice drink machine which brought into being the dime cold drink and better margins.

Cigarette promotion allowances have never been higher. And with more competition look for continued supplier support.

There has never been more fertile areas for experiment than in the take-home market, the school market, the automatic restaurant market, the avenues of opportunity for the future. What better training ground than the single machine operation as a starter?

On a national level, the vending machine business is quite healthy. Production of new equipment is up 8%. Accounts receivable at the dealer level are better than satisfactory. Vending operators pay their bills, a simple but penetrating barometer of any business.

The position of a tradepaper advising operators-readers on such obvious industry trends may seem awkward to a few but then again the music-amusement operator has never been quick to change. Some still sell nickel music, an interesting display of early Americana but one which has sent several to the poorhouse. We have always directed editorials at the operators who make this business move ahead. Many have already entered the vending field. Many others need only a well-meaning nudge. As we have said earlier, the question is no longer whether this move should be made, but when.
OPERATORS! Here is today’s big new opportunity for you to expand your music business.

SEEBURG PRESENTS

ENCORE!

FOREGROUND MUSIC

The new music for people who like to listen.

Now background music steps out into the foreground. To entertain. To make listening a new pleasure. Music of character and identity, unsurpassed by the finest instrumental high-fidelity albums.

Encore! is a completely new music system, created by Seeburg to give modern business music for public entertainment that is likable and listenable.

NOW AT YOUR

SEEBURG DISTRIBUTOR’S

Listen to Encore! The sound is new. The look is new. And so are your profit opportunities!
Four Phono Mfrs. Meet With MOA Atmosphere Termed ‘Very Warm’

Industry Awaits Decision On Convention Exhibits

CHICAGO—Cash Box learned last week from reliable sources that MOA President Harry Snodgrass and Bob Blundred, president of Rowe-AM, have been entertaining with executives from the four phonograph manufacturers in a scheduled luncheon at the Sherman House here on Tuesday, May 21. The atmosphere was described as "very warm" and this is significant in that it was the first time in several years that this prominent group of top drawer coin-operated phonograph manufacturers has convened to meet with MOA brass.

The group discussed the Association in general and industry matters, including the forthcoming Convention—planned for September 4, 5 and 6 at the Morrison Hotel.

Last month (CB April 27) Bill Adair, Vice-President Sales, the Security Sales Company, announced that the company would display its music and vending equipment at the Convention thereby throwing a freeze which has surrounded MOA and its Convention.

Two years ago all phonograph manufacturers but one (Rowe-AM) dropped out of all MOA activities following their reported dissatisfaction with attendance at the Convention.

Canteen 6-Month Net Earnings Hit $2.5 Million, 37¢ Share

CHICAGO—Patrick L. O’Malley, President of Automatic Canteen Corporation, today announced that net earnings were $2.5 million for the six months ended March 31, 1963, of $11,915,775, 37 cents per share. Earnings from the vending operations of net earnings before taxes, were $1,868,025, or 28¢ per share, plus additional non-operating income, after taxes, of $647,274, or 9¢ per share, for a total of 37¢ per share. The 1962 figures compare to first-half 1962 sales and income of $98,878,679 and earnings after taxes of $560,095, or 8¢ per share. The 1962 figures have been restated to reflect substantial adjustments made during the fourth quarter of fiscal 1962.

Second-quarter 1963 sales and operating revenues amounted to $4,455,800, 10 per cent higher than corresponding 1962 revenues of $4,541,787. Net earnings for the second quarter were $674,872, or 10¢ per share, compared to reated 1962 loss of $7,050.

Decals Warning Against Slugs Site Federal Criminal Code

CHICAGO—Decals warning against the use of slugs in vending machines and coin changers are now available to members of National Automatic Merchandising Association (NAMA). The decals were designed by NAMA in cooperation with the Federal Government to serve as a reminder and to educate the public about the possibility of theft and vandalism when using slugs.

Several organizations, including the National Anti-Slugging Law and the Anti-Slugging League, have been working to educate the public about the dangers of using slugs in vending machines and coin changers. These organizations have been sending out materials to vending operators, as well as to vending machine distributors and retailers, to help them make educated decisions about whether or not to use slugs in their machines. The National Anti-Slugging Law, which was enacted in 1944, makes it illegal to use slugs in vending machines or coin changers, and the Anti-Slugging League has been working to educate the public about the dangers of using slugs in these machines.
Royal Readies Move To New Cincy Plant

CINCINNATI—On June 3rd, Royal Distributing Company, Inc. will open for business as usual but the address will be different. That's the date new quarters at 1210 Glendale-Milford Road, Cincinnati, will be completed and ready to receive operators from the Ohio territory.

Pictured here are photos taken during the construction of the new building which will house Royal's broad distribution lines of phonographs, amusement machines and vending equipment.

Royal's major line is the Rowe AC Services music and vending line. Other factory equipment distributed by Royal includes Auto-Photo, Bally, Chicago Coin, Fischer, Gold Medal, Gottlieb, Keeney, Midway, United and Williams. The firm is still operating out of the 2070 Seymour Avenue address. The formal move is scheduled to take place June 1st, a Saturday. The doors of the new plant will open formally June 3rd, a Monday morning.

Royal is managed by Harold Hoffman and Clint Shoelroy, two well-known coinmen here. According to company officials the new plant will feature colorful decor and furnishings.

The new building and parking facilities cover one acre of ground. The new showroom will be finished in a pale yellow—fluorescent recessed lighting in the ceiling—an alcove to one side with an early American bar scene showing the new Rowe AMI phonograph on display. Another section will show the full line of Rowe Celebrity Vending display. Other coin operated games and rides will be displayed at the best vantage points throughout the showroom.

The new parts room will have twice the capacity of the old one. The record room is the same size as the old one but more record lines will be added to take care of our climbing sales in the record business.

EXTERIOR OF PLANT located at 1210 Glendale-Milford Road.

Rowe Plant In Jersey To Open Friday

WHIPPANY, N.J. — Officials of the Rowe Manufacturing Company Inc. here announced that an Automatic Lunch will be served during an Open House affair scheduled to be held at the Whippany plant Friday, May 31.

Purpose of the Open House is to introduce vending representatives and operators in the area to a new addition of the vending machine plant which will open for business this week. Guests from the Chicago offices, dignitaries and operators were expected to attend the business lunch.

WE COMMEND THE FOLLOWING TO YOUR DISTRIBUTORS

• Ride with a winner! Ride with a big money maker. The new Keeney GO CART three or five ball (adjustable) amusement game is bath. Your customers will always have two ways—by high score or by fighting up all the carts. Either way is exciting and builds player enthusiasm.

• Play it at your local Keeney distributor. Available for immediate delivery.

J. H. KEENEEY & CO., INC.
2600 W. Fiftieth St., Chicago 32, Illinois
Telephone HEmlock 4-5800

NEW! Available with tamper-proof PIN GATE CONTROL. LOOK; when electricity is off at night exclusive MAGNO-PLAY CONTROL.

The ULTIMATE in shuffleboards
Watch your profits soar when you operate the
ALL NEW IMPERIAL!

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

The Buyers Read
Cash Box
**Cash Box**

**VENDING NEWS**

The Vending Machine Industry’s Only Newsweekly

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**52 Firms Display At London’s Intl. Exhibition**

US Vendors Dominate But Europe Makes Mark

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LONDON—Fifty-two exhibitors at the International Vending Exhibition at Earl’s Court, London, breathed a sigh of relief when a threatened national railroad strike was called off less than three days before the Exhibition was to open, and instead, thousands of coin machine and vending tradespeople traveled here last week.

The Citizens of Dartmouth, a well-known Westminster City Councillor, officially opened the Exhibition on May 13th. In her opening speech, which was widely reported in the national press, she spoke of the bright future of the industry and of the tremendous advances that have been made over the past two years. She also congratulated the Automatic Vending Industry on exceeding £5 million pounds worth of equipment in the current year and wished them every success for the future.

The Exhibition has increased considerably since it was held two years ago. Fifty-two firms displayed every facet of the vending trade. This was an increase of twenty-three. Although attendance figures have not been officially established, the Organisers have stated that the final figures will be higher than the previous year. Many overseas visitors were in attendance, quite a number from the East European countries including members of a trade delegation from East Berlin.

The most striking feature of the displays was the tastefulness of the looks of the vending machinery. It was obvious that the industry has become very design-conscious over the past two years and have made every effort to please the public’s eye as well as their pocket. Every conceivable type of vending machine was on show, from the Italian-made Maternities to the cream vender, which will not be made available until 1964, to the familiar “Penny in the Slot” type, which are available at any bank of eighteen machines shown at the Glenmorston Equipment Co. Ltd. A late entry to the Exhibition was Victor Products Corporation, from Maryland, U.S.A., who had their vending equipment flown over to the U.K. just four days before the Exhibition was due to open. Vice President of the Corporation, Justin Funkhouser, reported that his last-minute decision had been well worth while as his refrigerated Vertical Merchandiser, designed and manufactured as much interest from his fellow exhibitors as from the outside visitors.

The AutoBar Company Ltd., were delighted that so many people were interested in their Hot Drink machine that has a bottle attachment which makes it ideal for installation on sites that have no plumbing.

One of the most prominent firms, Automatic Canteen Company (G.B.) Ltd., had a continuous stream of visitors, many of them from abroad, most of whom made a special note of their new, Fresh Tea Vender.

Norman Ditchburn, Chairman and Managing Director of Ditchburn Vending Machines Ltd., a pioneer of British automatic vending, attended the Exhibition talking freely and informatively with visitors to his stand. He was extremely pleased with the enthusiastic reception given to his latest innovation— the Minibar—a drink dispenser considerably smaller than the conventional machines of this type.

The most prominent feature of the colourful Fisher & Ludlow stand was their “Tea Break Unit.” This consisted of Tea, Coffee, General Merchandising and Orange Squash machines combined together to make a single unit for hire at an inclusive rate.

The well-designed display of the Rank Organisation featured prominently their latest machine for vending leaf tea or popular branded coffee with refrigerated milk. A single dial makes the selection. This machine has only been made available for distribution in the last six weeks.

Mr. C. F. W. Boon, Manager of the Seeburg (G.B.) Ltd., stand were five new machines—a cartoned milk machine and a soft drink vender were among them. In addition the company displayed a full range of cigarette machines and other vending equipment. General Manager, John Henderson, was on hand during the period of the Exhibition to give advice and demonstrate the versatility of his latest machines.

Several coin sorting and counting machines were on show. Of particular interest was the Sortaccount made by International Coin Counting Machine Company which sorts seven denominations of coin electronically. The pound note-changing machine displayed by the Company prompted many questions from technically minded visitors.

Lilly Capps and Containers (England) Ltd. had a new range of dispensible vending cups with safety aegis printed on them such as "Mind Your Eyes" for use in factories. During the course of the Exhibition, an order was placed with Monet Containers Ltd. for 15,000,000 of their plastic cups by Stockdale Industrial Venders Ltd. who were also exhibitors.

The actual sales carried out on the stand during the 5-day Exhibition clearly indicates that Britain is certainly becoming conscious of the benefits offered by automatic vending both as a service and profit making venture. Factories and offices have been completely won over but the smaller retail businesses are still reluctant and regard the automatic vending trade with suspicion. Fortunately, these retailers only account for a very small section of the potential market for vending equipment in Great Britain.

Whatever the outcome of the final results from this Exhibition, the benefit of the publicity that the show has received from the press, radio and television will do the British automatic vending industry a power of good.

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**USE OF SLUGS**

Section 491—Title 18—UNITED STATES CODE makes the use of slugs or foreign coins in this machine a Federal offense punishable by a fine of not more than $1,000 or imprisonment of not more than one year, or both.

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**SLUG WARNING DECAL** issued by NAMA displays the criminal nature of this activity and a warning penalty for use of slugs in machines. Details appear on page 58.

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**Interstate Borrows $12 Million**

CHICAGO—Interstate Vending Company announced that it has received a $12 million term loan from New York Life Insurance Company, a Massachusetts Mutual Life Company.

The funds will be used to further extend the Company’s present lease program, for refinancing, and to provide general working capital for the Chicago-based firm. The announcement was made by Ronald Wolff, president of Interstate, in a statement that the first time Interstate has received financing of this type.

Overall, the loan of $9 million was provided by the New York Life Insurance Company of New York, New York, and $3 million by the Massachusetts Mutual Life Insurance Company of Springfield, Massachusetts.

The loan was made for 15 years with repayments to be started in 3 years.

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**NYS Medical Hits Cigs**

NEW YORK—A resolution urging smokers to give up cigarettes was approved last week by the New York State Medical Society. It stated that evidence indicates an implication in the causation of lung cancer and other diseases.

IFMA’s conference planning committee:

The rousing keynote address was delivered by Alex Dreier, ABC Television’s newsman, who addressed the audience as "Man on the Go". His thought-provoking subject was "Where Do We Go From Here?"

The five afternoon (concurrent) workshops were based on: (1) Industrial And Vending Feeding, (2) Restaurants (White Tablecloth), (3) Drive-Ins, (4) Public Lodging, and (5) Retail Stores Serving Meals.

The Industrial And Vending Feeding segment covered the distribution of food items (perishables as against semi-perishables or non-perishables), and the impending changes being wrought in factories in the move from cafeteria type restriction to vending.

Carl Millman, Automatic Merchandising Corporation, stated that plant management is also taking a greater reductance now to subsidize cafeteria type facilities for the workers.

Members of the panel were: Millman; Maurice Glickman, of Automatic Coin Counting Machine Corporation; Lawrence "Chuck" Windsor, Institutions Manufacturers and Merchants, and William Stiner, of John Sexton & Company.

There was a spirited discussion among all members of the panel regarding the "Standardization of packaging sizes for vending machines." Finally, there was ample optimism predicting from all hands regarding "the future of food vending."

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**‘Ping Pong’ Panels**

**At The Palmer House**

CHICAGO — The Institutional Food Manufacturers’ Association (IFMA) convened in the Palmer House Hotel, last Friday, May 17, for a rapid-fire panel discussion on "Ping-Pong" panels in the morning, followed by workshops (which were held concurrently) during the afternoon hours.

IFMA’s general conference chairman was Jerome Gelfand, vice president of Recipe Foods, Inc. J. M. Culbertson, director of sales for Universal Foods Corp., was the chairman of.

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**CIGARETTE OPS!**

**Excellent Buys**

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**TAKING TEA AND SEE**

Sankey vendors offer employees of J. C. Bamford Ltd. tea and soft drink venders reduced a weekly 10% loss into a $3 profit after deducting costs of equipment over a five-year period.

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**NATIONAL**

DISTRIBUTING, INC.

2057 WESTWOOD
CHICAGO 37, ILLINOIS

PHONE: EL-1-7400

Ask for Harold Or Clint

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Cash Box—June 1, 1963
A Britisher Looks At Vending

- Centralized Cooking Must Be Streamlined
- The Workers Want Their Tea (and the girl tending the pushcart)
- But It's Only A Matter of Time

London—"It is in this field of retail vending that we see great progress during these next twelve months." These were the words of G. A. Cooper, Director of British Automatic Co., here in London last week.

The hope for the future may well be completely automatic but it would, of course, be an expensive venture. Basically, it is simply a question of whether the cost of the amortization of the machine, service and maintenance is cheaper than a manual operation to sell the same value of goods, bearing in mind that the machines can sell 24 hours a day.

"This year, vending machines sprang up throughout the country. Now, with the development of supermarkets and the excellent standard of individual shop front designs, banks of machines can be easily installed, by management as a well-planned part of window display to give a round-the-clock service.

"Even smaller retailers, with perhaps only one shelf, are installing machines into windows and exterior walls giving a clean and uncluttered approach to their shop.

"Apart from food sales, great development has been made in the vending of service commodities. Articles such as paperback books, nylons, etc., are now readily available by mail order. vending machines are becoming a common sight in every United Kingdom factory.

"Vending machines in industry hit many snags when they were first introduced. Industrial workers initially objected to them, for they felt that they were being deprived of their traditional tea breaks. "You cannot expect changes to be accepted overnight. The men looked forward to their chat with the girl pushing the tea-trolley. They expect human failures—they do not expect mechanical failures.

"And there were failures. Machines are not foolproof, because you cannot expect the idiom of "putting your money in and taking the goods out" to go on forever without mechanical maintenance and servicing of the machines.

"Most canteen staff, at first, regarded vending machines as a threat to their trade and had no intention of co-operating in their successful operation. Vending machines are being given training on the day-to-day running and maintenance of the machines, they are used as a means of testing machines, when the canteen ceases to operate economically—e.g. for night shifts or where employees are scattered in a large area away from the main canteen.

"This may well be that catering wages may increase to such a point that it would be cheaper to cook and provide meals in the factory and install machines and then distribute them to the various canteens until it is required to be heated and served. Each research is going into this development, but this is long-term and will take years to perfect.

"But your parking lot is a part and parcel of our lives in this country. Wherever you go you will find a vending, even on certain railway trains-where automatic buffets made their appearance last year.

The Dining-Out Habit Reviewed

- Women Prefer It
- Preferably With Friends
- Poor Service Is Murder

Chicago—The popular American habit of dining out is on the upswing, according to national findings released here, indicating that improved service holds the key to even more of the nation’s $100 billion a year restaurant business. Findings of the research may prove helpful to the coin machine-vending operators, who can position their machines to benefit from any upward trend in spending due to the dining-out location in his area.

"Improved service, at both tables and counters, ranked as the most important single factor which would encourage more people to visit restaurants. The findings released to the 44th annual National Restaurant Association convention and tradeshow survey just completed for the Institutional Food Service Division of General Foods Corporation.

A broad cross section of restaurant patrons and non-restaurant patrons was polled in this follow-up to a 1960 survey which showed that 8.1 per cent housewives were dining out at least once a week. The general public was polled in cooperation with the National Restaurant Association. It was established that today six per cent more people dine in all types of eating places than three years ago. The findings indicated that 57.3 million Americans eat outside their homes at least once a week. This is a jump of 5.1 million over the 1959 survey figure.

"Our findings," said A. F. Watters, General Foods vice president and chief operating officer, "indicate that the restaurant operator is actually in the retail merchandising business, and that his proper job is in the cooking business. They suggest that the restaurateur will find it profitable to concentrate even more heavily on pleasing present customers."

A machine that clearly points out that service holds the key to encouraging more frequent dining out, Mr. Watters urged the NRA members to "spend more time improving service in the 'front of the house'—the profit center—rather than supervising kitchen practices in the 'back of the house.'"

"Eight out of every 10 diners choose a particular restaurant because they have dined there before," his friend recommended it, according to the poll of dining-out habits and attitudes. In this category, almost equal shares of the men and women polled expressed identical motivations in choosing a restaurant. The actual counts and figures show that the dining-out public returns to a restaurant they know rather than try a new one. Eighty per cent indicated they will eat at a restaurant recommended by a friend.

In light of these findings further reveal that women (83 per cent) enjoy dining out slightly more than men (72 per cent), even though their reasons differ. A majority of women agreed that freedom from cooking and clean-up was the most appealing factor: actually 59 per cent said so. On the other hand, listed food found to be most important reason for visiting a restaurant.

Of special significance to the Chicago gathering of leading U.S. restaurant operators was the finding that almost half of those polled desire to dine out more often with family or friends. This feeling was expressed by six out of 10 women and four out of every 10 men quizzed.

The poor service factors defined in the survey were cited in the following order of frequency: waiting to be seated, noise, unpleasant waiter or waitress, and problems with their own small children. Actually, half those who answered the survey had aged from dining out more often by delays in seating. Forty-one per cent object to noise, and one in five said they had an unpleasant waiter or waitress, according to the survey.

Special occasion dining out was focused upon as presenting opportunities for restaurant operators. For example, 35 per cent said they would visit a restaurant on a wedding anniversary, 44 per cent on a spouse's birthday, and 39 per cent on Mother's Day.

During the NRA presentation, Mr. Watters pointed out that a special booklet has been developed to enable the restaurateur to implement the information upon the findings of the survey by Benson & Benson, opinion and market research firm of Princeston, N.J. This booklet and two other guides to analyze promotional and merchandising opportunities and plans for implementing these. The "Dining-Out Guide" is a booklet of selected guides and is available at various prices.

Weston Addition

Weston Biscuit's Snak-Pak Vending Division has announced the addition of three new items to the Snak-Pak line introduced last year—vanilla, strawberry and chocolate sugar wafers.

The new items were developed to provide cigarette operators with an item that would add diversification to their line and still vend through standard equipment. The three new items are now available to all Weston dealers.

Weston's Snak-Pak line has been successful since its introduction last year, capturing a large share of the competitive vending market. The new additions are expected to further strengthen the company's position in the field.
group of veteran Chicago and suburban coin machine operators, presented R. H. Blondell, managing director of the Music Operators of America (MOA), with a check in the amount of $2500 to help defray the legal costs in the fight against the new Celler Bill (HR 5174), during a brief meeting in the MOA offices in this city, last Thursday, May 23.

Officers of A.B.C. are: Gallet, president; Charles Scaro, vice president; Larry Cooper, secretary-treasurer; and Robert Lindelof, assistant treasurer.


Also Annie Sher and Charles Sacco, Lee Nordic Co.; Frank Padula, Melody Music Co.; Ray Gallet, Pascheek Photographic Service Co.; Mary Gillette, Photographic Service Co.; Sig A. Schmelke, Automatic Music Co.; Paul M. Brown (a director of MOA), Western Automatic Music Co.; Mrs. C. Wilmot, Tri County Music Co.; and John Clotfelter, Northpoint Music Co.

Seeburg Adds Bossa Nova, C&W, Pop

CHICAGO—The Seeburg Sales Corporation announced three new listings available for juke box programmers in conjunction with its Artist of the Week division. They are: Lurelino Almeida, "Viva Bossa Nova," (Capitol); Johnny and Jack, "Smiles and Tears" (Decca); Bobby Gordon, "Warm and Sentimental," (Decca).

Keep Your Ball Bowlers In Action!

Universal Glass Back Protective Edge

Universal Pinewood Protective Strip

Scrub away and edge! Made of solid steel hard stock, nickel chrome finish.

SPECIALS
6 Pools, Teqnnician $475 Made in your local
16 Emons in Box...$250
28 Emons in Box...$125
5 Boyly Spinners w/backup prices
Kaney Pop Cages without baffle cups
Sondak Protective Cups
Architectural Paper
Straw Box—6 in...
Vivex 5 Selection Canister
Varivex 3 Selection Canister
Vivex 2 Selection Canister
Gumball Craft
Sundial, 3 oz...
CANDY VENDORS
Teenews 8....$372
Super 6....$168
Napkin Box 6....$70
Magazine Dispenser 14....$125
Coin Box 25 Cents...

COFFEE MACHINES
Kaney 9 int....$95
Elephant 12 int....$126
Lindsay 16 int....$145
Kaneys 22 int....$195
Kaneys 24 int....$215

COLD DRINKS
Apo's Sale....$10
Coke 5 oz....$20
Bottle Frizer 3 oz....$25

HEAT DRINKS
Coca Cola....$12
Apo's Sale....$10
Arco Coffee....$18
Apo's Sale....$10

KIPLER RIDE
Big Deluxe Chicago....$295
Mini Deluxe....$190

KIDDIE RIDES
Big Deluxe Chicago....$295
Mini Deluxe....$190
Mini Bumper Contest....$150
Big Bumper Contest....$250
Mini Bumper Contest....$150

AUTO PHOTOS
Model B....$295
Model A....$250

Cleveland Coin Machine Exchange, Inc.

$250 To MOA From Chi Op Group

CHICAGO—Ray C. Gallett, of Pascheek Photographic Service Company, and president of the Associated Buyers' Club (A.B.C.), a small associated

New Cue Stick Plant Near Completion

SHAKOPEE, MINN.—Officials of the Schmelke Manufacturing Company here have advised that new manufacturing facilities have been purchased and that the production of pool cues will commence in about 60 to 90 days.

The Schmelke plant in Chaska burned to the ground last April 4th following a fire which razed the plant and destroyed the finished production and a large amount of lumber on hand.

Schmelke chose the new site, which is four miles from the former plant, and have almost completed interior finishing.

The new plant is a modern one—story factory with the latest wood turning and manufacturing equipment. Plant officials advise that construction crews have been working overtime to meet a breakscrak opening date, in order to fill the large demand for cue sticks which has resulted from the mushrooming sales ofcoin-operated pool tables throughout the country.

Operation Alert Meeting Dates

SECONO SERIES

List Includes Revisions

This second series of Operation Alert meetings will offer all cigarette operators in every locality, the tools of instituting the NAMA program for combating anti-smoking attacks in cities throughout the nation. It will utilize an effective and practical approach, which has been proved to prompt the individual cigarette operator to protect his business. All cigarette operators are urged to attend the meeting attract their home town.

Date City Place Time
May 27 Wallingford, Conn. Yale Motor Inn 7:30 pm
29 Bakersfield, Cal. Bakersfield Macendia 7:30 pm
31 Fresno, Cal. Fresno Hacienda 12 Noon
June 3 Baltimore, Md. Holiday Inn North—#3 7:30 pm
3 New York City Times Sugar 7:30 pm
Washington, D. C. Executive House 7:30 pm
5 Newark, N. J. Hotel Robert Treat 7:30 pm
6 Richmond, Va. Executive Motor Hotel 7:30 pm
Philadelphia, Pa. Marriott Motor Hotel 7:30 pm
Greenbush, N. C. Holiday Inn South 7:30 pm
7 Harrisburg, Pa. Holiday Motor Hotel West 7:30 pm
Columbus, S. C. Holiday Inn Columbia 7:30 pm
8 Pittsburgh, Pa. Pittsburgh Hilton 1:00 pm
Atlantic, Ga. Americana Hotel 1:00 pm

Cash Box—June 1, 1963
Mar-Matic Expansion In London Complete

CHICAGO—Maurie Skes, managing director of Mar-Matic Sales, Limited, in London, England, distributors for Keeney and Jennings machines, announced last week that the firm recently climaxed an ambitious expansion program, when it was moved into a new, larger headquarters, utilizing the entire first floor of a building located at 31-35 Kirby Street, Hutton Gardens, London E.C. 1, England.

The new premises, "10 windows long," houses Mar-Matic's showrooms, warehousing space, and general offices. It contains 2,500 sq. ft. of space.

Mar-Matic Sales, Ltd. London headquarters are headed by Sam Casper, general office manager; and Geoffrey Grange, sales manager. The firm is exclusive foreign distribution outlet for Keeney and Jennings.

Clayton Nemeroff, of J. H. Keeney & Co., further informed that Sykes and his staff are enjoying excellent acceptance and sales overseas with Keeney's "Venus," a six-card bingo game.

Jimm Cherry, Mar-Matic overseas sales representative, was expected to return to Europe to continue distributor sales program which began two months ago and was interrupted by a return home for meetings in Baltimore and Chicago.

Seeburg Adds MGM, Verve

CHICAGO — Seeburg has announced addition of MGM and Verve to the labels included in Seeburg's active library of Little LP stereo album records.

MGM adds such artists as the list of Count Basie, Connie Francis, and Harry James. Among the Verve artists are Ella Fitzgerald, Jimmy Smith, Oscar Peterson, and Stan Getz.

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Williams Ships 'Swing Time' 1P Pin; Stern In Europe

CHICAGO—J. A. (Art) Weinand, vice president in charge of sales for Williams Electronic Manufacturing Corporation, announced the release last week of Williams' "Swing Time" pinball amusement game. A feature of this newest addition to the Williams line (which also features the "Major League" and "Extra Inning" baseball amusement games) is the strikingly attractive, and very colorful pinball cabinet.

Weinand laid considerable stress in "Swing Time's" exceptional popularity, which resulted in high collection reports in several random test locations.

He said: "From the very first day that we had these machines placed in the locations to pre-test them, extremely high collection receipts were reported in to our office. This proves the power and popularity of Williams pinball amusement games throughout this country and in a multitude of foreign markets.

"As to the popularity and strength of Williams amusement equipment overseas," Weinand added, "Sam Stern's world tour to visit with coin machine principals in many foreign countries spells out the terrific success of our games in these lands." During his current airborne world wide trip Stern, who is the president of Williams Electronic Mfg. Corp., is visiting Sydney, Australia; Tokyo, Bangkok, and Hong Kong while in the Far East. On the European Continent Stern was scheduled for visits in Greece, Italy, Switzerland, Finland, Sweden, Germany, France, England, Spain and Portugal.

Weinand explained that "Swing Time" is a fast action, skill shooting 'Extra Ball' amusement game, there is a 'drop-in' (eject) hole in the center of the playfield, which earns the player 50 points and an extra ball when it is hit. If the first ball played goes through the top center lane on the playfield an extra ball is awarded the player. Also, there is another extra ball award for placing the balls through the four top center lanes. Furthermore, an extra ball is earned by the player for high score.

There is a generous placement on the playfield of advance bumpers, jet bumpers, kickers, and chrome metal flippers. The playboard is coated with the Williams transparent "Plastikote" finish to assure longer life of the playfield.

ROSEN SPECIALS FROM THE WORLD'S LARGEST INVENTORY

Complete and Ready To Go At The Best Prices Ever Offered

TIMED RIGHT FOR BIG SEASON EARNINGS

GUNS

Each

1 10 Seeburg Chicken Shots...$125.00
9 Gange Big Tops...175.00
9 CC Ray Guns...295.00
9 MGM Model Bally...245.00
8 State Fair...145.00
4 Circus...245.00
3 Hercules...275.00
1 Tiran...300.00
2 Vanguards...375.00
3 Carnival...150.00
3 Sky Gunner...125.00
3 Midway, Balle Gallery...345.00
2 Cascade...295.00
1 Gunsmoke Pistol...95.00
1 Crusader...250.00
2 Sky Rocket...95.00
3 Space Invader Pistol...95.00
1 Invader Gun...95.00
3 Six Shooter...95.00
3 Silver Bullets...75.00
1 Space Invader...95.00
2 Safari...150.00
1 Shot The Clown...395.00

Ends All Prices quoted Credited F.O.B. Phila.

WIRE—PHONE—WRITE TODAY

Send For Complete Lists From World's Largest Inventory

ARCADE—GAMES—BINGOS

Rides—Music—etc.

DAVID ROSEN

EXPERT VIC. Stand. Cash.

Mike Munves has a number of Southland Engineering’s rides on display and the “Space Ride,” “Dinosaur” and “Horse” rides, all based on the circulatory space ride principle, attract lots of attention and some sales. Harry Williams, Southland’s head, is happy with national reaction, too.

Charlie Rubinstein on the avenue frequently these days. When does he mind those arcades uptown and across the street? . . . Joe Munves was in NYC but by the time you read this that fact will become inaccurate, if we know Joe. . . . Larry Belzien and Larry Paula Feinstein, hit Broadway, have been on this week. “She’s not working yet,” says her pop, who acts as though she were the apple of his eye. “She is,” claims Larry. . . . Harry Koeppel, inside the Albert Simon Ad agency’s showroom where that “tripton” ops are served with Rock-Ola, Chicago Coin, Auto-Photo and National eig machines. Al Simon and Al Delaware are busy prepping an announcement which will be forthcoming any edition now.

Willie Aaronson was on Tenth Avenue all day Tuesday with a beautiful gal with bright button eyes, long brunette hair and a smile that set onlookers on their ears. The girl’s name is Nancy and if Willie makes her a permanent part of the operation it is considered that she will even special discounts on equipment from suppliers and better commissions on collections from location owners. That’s the effect his three-year-old daughter has on people!

Morris Rood spent the weekend at the Waldemere in the mountains with Runyon service manager Wally Zucker celebrating the annual outing of the bowling club and Zucker had this to say about the contest (money); wins “honest score” golf tourney (trophy); wins bowling league tourney (trophy); goes home and didn’t even know it rained all day Saturday!

Mrs. Gertrude Browne looks like a million and is one of the more pleasant moments for coiffs who meet her each Tuesday during her weekly trips to Tenth Avenue.

Irv Holzman promises at least 500 people at the UJA-Club affair at the American June 4th. 100 tix are in the till, 100 more will be a cinch. (About 40-45 assistant district attorneys are expected, along with judges and other dignitaries.) Meanwhile when he isn’t raising cash for the cause, Holzman’s selling the new United “Rumpus” game.

Barney Sugarman and Abe Green, Runyon execs, meet in NYC to discuss sales early in the week. Abe tells us the vending operation in Jersey is expanding its food service to industrial plants.

Tape-Athon execs, George Anthony and company, had a nice turnout for the exhibit at the Paris show in Chicago. Introduced a new 4-channel tape that set the background music business ahead. . . . Meanwhile, Seeburg distributors including Atlantic New York Corp., get ready for the sales push on the new “Dimore!” background system which utilizes records as all instrumental for people who want to hear the background music. Murray Kaye advises there are some new boss nova and country-western sounds available on the Artist of the Week program for the phones.

Canteen’s quarterly statement reads good. More income, greater earnings, much greater net, and higher per share earnings. They’re on the way to brighter hours, according to Jack Harper.

Millie McCarthy is up and out of the hospital and expects to be on the press early next week. She’ll be front-row-center at the UJA ball.

NYS medical association leaders have gone on record with a smoking-cancer statement that surprised many after hearing the AMA report. The vending show in England is a smash. We have had international news and story coverage from firsthand report so read about it this issue.

Jay Electronics may break with a sales program for music ops any week now. The background music firm is realizing what others are doing and it lends to develop this profitable market. Look for competition in the background music field to increase among suppliers.

Regina Records proxy, Jack LaForge, planning to issue all future decks via a special pricing deal to Jake less Gorge, will work through his distributors giving discounts to ops on initial orders.
Windy City was in the midst of a hectic schedule of conventions, trade shows and meetings last week. McCormick Place was the scene of the Annual Convention of the National Restaurant Association. Prior to that the Institutional Food Manufacturers' Assn. met (Friday, May 17) in the Palmer House. Throughout the day the hotel and all along the Executive Parts Trade Show, which kept the Conrad Hilton Hotel buzzing from Monday thru Thursday, May 20-23. Vending, coin machine and background music reps flocked into town to make the rounds in the various forums and exhibits.

The Bally Mfg. staff was at home for the Parts Show at the Sherman Hotel, where Ray Moloney, Herb Jones, Don Moloney and Bill O'Donnell greeted visitors in their suite. Meanwhile MLO's prez, Harry Smoald and managing director Bob Hruben met with coin machine manufacturers to set the planning schedule for the upcoming MLO Convention, Sept. 5 & 6, at the Morpheus Hotel. Later they met with Tom Mackey, of the Morrison Hotel, to get his forces rolling. By the way, Tom advises that reservations at the Morrison are filling so fast we must talk and not to tarry too long before making their hotel reservations. The early bird, he reminds us, gets the best selection of rooms.

Very active exhibit booths at the National Restaurants Assn. Conclave at McCormick as well as at the National Restaurant Assn. show were manned by Solomon & Blane, as well as Ilene Feinstein, Harold Schwartz, Irv Ovitz, Fred Skor and Howie Free of World Wide Distrib. Corp., the company's discussion was for the Rowe AC Services exhibits last week was president Jack Harper, executive vice prez Dean McMurdie, vice president Fred Pollak, and such popular execs as Jim Irv Ovitz, Don Logan and, from Atlas Music Co., Eddie Ginsburg, Paul Huesch, Bernie Shapiro, Chuck Harper and Joe Klyun. Bill Phillips returned from a road trip just in time to be put to work in the Rowe AC Services exhibit at McCormick Place.

Heavy coin machine sales action was very much in evidence at First Coin Machine Exchange, where prez John Kline, Sam Kalber and Fred Kline are racketing on the coin sales with Wurlitzer phones. John looks forward to this fine business to continue on through the summer. John is very much in evidence at First Coin Machine Exchange, where prez John Kline, Sam Kalber and Fred Kline are racketing on the coin sales with Wurlitzer phones. John looks forward to this fine business to continue on through the summer.

The big news at United Mfg. last week, according to Bill DeSelm, was the release to the trade of United's new "Humpty" machine. A very attractive amusement game by Bill DeSelm. We all sang "Happy Birthday" to old buddy Linn Duran, who is a sprightly youngster at 55! Herb Oettinger and Ray Bier are keeping their golf irons hot for a very special moment they have to get on the greens.

As of last Wednesday, May 22, Sam Stern, prez of Williams Electronic Mfg. Corp., was in Stockholm, Sweden. From there he swung over to Helsinki, Finland, and on to Hamburg and other Eastern European trade centers. Meanwhile, back at the "store," Art Weinand, vice president, announced the release of the "Swing Time!" Extra Ball pinball amusement game.

When Gil Kitt, owner of Empire Coin Machine Exchange, arrived at O'Hare Field for his flight to the West Coast Friday, May 17, a bomb scare caused a long, nerve-wracking delay. However, after a thorough search by detectives and a bomb squad personnel the flight took off and ultimately landed safely at Los Angeles International Airport. Joe Robbins, et al breathed a long sigh of relief.

A busy young man at the recent Institutional Food Mfrs' Assn. meeting, at the Palmer House, was Carl Millman, prez of Automatic Merchandisers of Milwaukee, who was very articulate during the panel and workshop sessions on industrial food vending. We noted considerable action at D. Gottlieb & Co. in production on Gottlieb's "Slick Chick" pinball game. Gottlieb execs in the Gottlieb plan when called were Dave Gottlieb, Nate Gottlieb, Alvin Gottlieb and Jude Gottlieb. Over at National Coin Machine Exchange Mort Levine's info that sales on the Gottlieb "Slick Chick" are booming these balmy Spring days. Export, he sez, is very strong also.

Herb Perkins, prez of Purveyors Distrib, is actually too busy to get into a vacation spot for his employees. He explains, however, that a week will shortly be prepared.

Heavy production is noted at Midway Mfg. where Hank Ross and Marlene "Iggy" Worrall are raving over the acceptance of Midway's "Shopper" has been nothing short of tremendous. Over the Acme Sales, were Rowe AC Services president, Jack Harper, exec vice prez Dean McMurdie and vice president Fred Pollak, just catching a few rays of sunshine.

Among the guests in the Wico Corp. hospitality suite in the Conrad Hilton Hotel during the Electronic Parts Trade Show, last week, were: Norm Gefke, of Kansas; Art Silverman, of Gordon Music Co., in Willard, Ohio; Bill Stein, of Subaru and; Laurence F. Zaffina, of Detroit. Wico hosts were Ed Ruber, Milt Wizner, Morrie Wizner, Douglas Daube and Eddie Jacobson.

We dropped in at the Tape-Athon exhibit suite, in the Conrad Hilton, to visit and chat with prez George Anthony and H. Halvorsen. The interest and action shown Tape-Athon's background music systems gladdened Anthony's heart.

Edward G. Doris, executive vice prez of Rock-Ola Mfg. Corp., happily reports that sales on the Rock-Ola "Ike" and "Capri" coin-operated phonographs is very heavy as it has been near to impossible to build up an inventory. Doris returned from a whirlwind road trip last week. Frank Doyle, vice president, and head of Rock-Ola's "IVE" Vending Division, is also exerting fine acceptance of the Rock-Ola line of vending machines. This is music to Rockola president David Rockola's ears.

The tragic, untimely death from a heart attack of great ex-Bear footballer Bud Howie, last week, is the talk of the town. Budie's a very close friend of Bernie's, he has been teaching athletics and good sportsmanship to youngsters in a Catholic church until his demise.

U.S. Tax Chief Mortimer Caplin was the guest of Henry A. Montague, prez of the National Restaurants Assn., at a luncheon in McCormick Place during the NRA Convention, Tuesday, May 21. In opening his address to the 1500 delegates he flatly assured they can deduct the cost of the luncheon, amid a round of laughter, and applauses. Here's the chuckle of the week delivered by ABC-TV's "Man on the Go" Alex Dreier, during the IFAA luncheon, Friday, May 17, in the Palmer House: "As to the news reports that Mrs. Jackie Kennedy is going to have a baby next Fall: The Republicans now know they were spoiling no one when they said the President was "off his rocker."
The California Music Merchants Association, Inc. held a meeting at the Wurlitzer Factory Branch, with most of the operators in the local and surrounding areas in attendance... Mort Drootin, of the background music division at AMCO Music & Vending, Inc., reports business booming at the present time. Jim Vesce is showing the new portable public address system, "Lecturn," at the electronic show in Chicago. Jimmy's "Lucky-Joker" is on display this week and met with immediate operator acceptance. Bill Scientist returned from a business trip to San Diego... Sales of both used and new amusement equipment continue firm and steady. C.A. Robinson & Co. Lou Wolcher of Advance Automatic Sales, San Francisco, in town confirming with Charlie Robinson... The export business has been consistently good at Simon Distributing Co. keeping the shop very active, meeting shipping schedules. Export orders are being processed this week for shipment to the Far East. A new employee, Joe Morin, has joined the staff at Simon in the parts department.

Dickey Lee paid a visit to the California Music Co. promoting her latest release on Smash, "I Go Lonely." ... The "Champion Fast Draw" gun has proven to be an outstanding sales attraction at American Coin Machines, Inc. Due to the gain in popularity more territories have been added, which now include the Wurlitzer Factory Branch... The Hicks of the Wurlitzer Factory Branch held school service last week in Santa Barbara and Indio on the Wurlitzer phonographs. Cliff Nugent is calling on O.P.'s in the Ventura County and Royce Garnett, returned from a trip, said that a grandbaby's son was in the hospital with pneumonia and is now home recuperating.

Ralph Anthony of Dot Records stopped by the Leuenhagen 'record bar' with the new release, "Breakwater" by Lawrence Welk. The Solle girls are planning to spend Decoration Day at Catalina Island. They received a card from Russ Morgan saying he will open at the Casino in Catalina on June 14.

Orders for export are being received this week for installation in Manila, and Yokohama, at Duarte International Sales Co. Joe Duarte said an adding machine was stolen sometime during the day, on Saturday, while the store was on the premises.

The new "Smokeshop" cigarette vendor is creating interest among the operators at Paul Laymon, Inc. The Smoke Shop line offers new features plus a wide variety of colors to blend into any surroundings. Jim Wilkins and family in Bakersfield are concentrating on combination business and pleasure trip. Jim Jr. will be competing in the Optimist oratorical contest while in Bakersfield.

Chuck Klein of the R. F. Jones & Co. spent last week visiting the Jones office in San Francisco. Bill Gray ranked first in a national sales contest of Records-Auto-Appliance products, winning top prize money. (Congratulations!) The Rowe cigarette and candy combination vendors have been re-designed, making them smaller in size plus the new bins with Riviera legs. Rowe is advertising and capturing a great deal of attention with the "new look". Woody Mathews is leaving the Jones Co. and planning to purchase a business to operate in Reno, Nevada. First, Woody and wife, Greta will vacation for three weeks in British Columbia... In town visiting distributors and one stops this week were: John Ketchel, Long Beach; Al Berton, Panorama City; Allan McMurtry, Sat.; Lester DiCone, Riverside; Wally McFarland, Ventura; Bill Bradley, Covina; Bill Black, Bakersfield and S. L. Griffin, Pomona.

Happy Birthday This Week To:

Peter P. Ruggins, Mt. Carmel, Pa. ... Bob Ettinger, Allentown, Pa. ... Art Pockrass, Philadelphia, Pa. ... Albert Evitts, Nashville, Tenn. ... Mac Sanders, L.A., Calif. ... Ed. Fulwiler, Dallas, Texas ... Lyn Durante, Chig., Ill. ... Phil Goldman, St. Augustine, Fla. ... Ceci A. Thompson, Kansas City, Mo. ... Irv Lichtenman, Berlin, N.Y. ... Arthur Parmenter, Warwick, R.I. ... Jack L. Howey, Smash, "I Go Lonely." ... Cameron Jones, Kansas City, Mo. ... Kirt Kuehner, Chig., Ill. ... Lloyd Greco, Jefferson City, Mo. ... C. O. Temple, Hope, Ark. ... Nick Gouzias, Wash., D.C. ... Donald G. Tabachnik, St. Louis, Mo. ... Lott LeBlanc, Inc., San Antonio, Texas. ... Clarence H. Meier, Stratford, Ont., Canada ... Saul Harper, Cinci, Ohio ... Arthur K. Strahan, Greenfield, Mass. ... John J. Ruggini, Mt. Carmel, Pa. ... Len Barlow, A. Reid, Monetor, N.E. Canada ... Gilbert T. Bradley, Cambridge, Md. ... B. D. Lazar, Pitts, Pa. ... Art Sauve, Detroit, Mich. ... Ralph F. Smith, New Orleans, La. ... N. Thos, M. City, Kansas ... Murray Wohman, N.Y. ... Luther Guillette, Lexington, Ky.
Featuring New Playboard Auto-Clamp!

New Maximum Security Door Lock!

New Double-Size Cash Box!

- Completing S-L-I-C-K C-H-I-C-K in rotation lights one rollover button and resets.
- Lighting all 5 rollover buttons lights center hole for special.
- Hitting 4 numbered rollovers consecutively awards special, lights all 4 for further specials.
- Hitting rollovers determines special value of hole.
- Stainless cabinet trim. • Match feature.

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It's Always Profitable to Operate Gottlieb Games!

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United Mfg.
Ships 'Rumpus' Shuffle-Targette

CHICAGO — C. B. (Bill) DeSelm, executive vice president in charge of the sales department of United Manufacturing Company, in this city, announced the release to the world-wide coin machine trade of United's new "Rumpus" six-player puck shuffle-targette amusement game.

This attractively cabinetted game features a choice of three popular United bowling games - "Regular", "Flash", and "Advance" bowling — with six ways to play.

The big play inducer, according to DeSelm, is a "70 hole" shoot-again feature, which, he said, is sure to catch on very rapidly in locations everywhere. When the player gets the puck into the center (70 hole) the frame number stands and doesn't click on for the next frame (or puck) as long as the player keeps putting the puck in the "70 hole. All three of the games played are, according to the player's skill, high scoring games.

DeSelm said: "The extra shot for scoring in the '70 pocket' certainly en-

hances the appeal of United's 'Rumpus' puck shuffle-targette, as well as increases this game's suspense. All three of the scoring games offered assure the players of maximum entertainment."

"Naturally," he added, "the player selects the desired game by simply pressing the button control."

DeSelm further explained that the puck elevating mechanism, with an extra heavy duty motor-driven puck return, assures the location of quiet, trouble free operation at all times. The flashy, streamlined cabinet is generously equipped with high-gloss stainless steel rails.

DeSelm stated in conclusion: "'Rumpus' shuffle-targette amusement game offers the operators in this country and in many foreign markets a sturdy game that is long-lived for player appeal and stability. This United beauty is, indeed built to last!"

DIAMOND'S
Best Buys!

(1) VANGUARD GUN $150.00 ea.
(2) HERCULES GUN $185.00 ea.
(3) STATE FAIR GUN $110.00 ea.
(4) MIDWAY SHOOTING GALLERY $145.00 ea.
(1) DE SELLER SHOOTER $125.00 ea.
(2) FLIPPER CLOWN $200.00 ea.
(3) FLIPPER PARADE $185.00 ea.
(2) JOLLY JOKER $200.00 ea.
(2) FLIPPER FAIR $190.00 ea.
(2) SATELLITES $25.00 ea.
(1) CASINO $75.00 ea.
(2) CHICAGO COIN $325.00 ea.
(2) JIG SAW $120.00 ea.
(2) ROCKET SHIP $100.00 ea.
(1) BOWLMASTER ALLEY 200.00 ea.
(1) RED PINS ALLEY 190.00 ea.
(1) FOUR GAMES ALLEY 290.00 ea.
(1) SANDY HORSE 375.00 ea.

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609 Woodlawn Ave., Norfolk 10, Virginia
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BILL DESELM
WANT—New records 45 rpm and LPs of any quantity. Highest prices paid. All records bought. Write us at your convenience. Contact:组成的。注意区分真伪。• Last name of requestor• Last name of recipient• Last name of supplier

WANT—New close out over-run return hit—Los Angeles. Contact:组成的。注意区分真伪。• Last name of requestor• Last name of recipient• Last name of supplier

WANT—New Gold Fish, Pinpoints and Seeburg Records (1950's and more recent mod- • Last name of requestor• Last name of recipient• Last name of supplier

WANT—In RPM Records, new or used. LPs also considered. We pick up any quantity of LPs, and record blank cartridges. Write to:组成。注意区分真伪。• Last name of requestor• Last name of recipient• Last name of supplier

WANT—Used Meat Baler: Bally Type B-8 or better, Tear Drop style. Write to组成。注意区分真伪。• Last name of requestor• Last name of recipient• Last name of supplier

WANT—After 1950 records, or used, LPs also considered. We pick up any quantity of LPs, and record blank cartridges. Write to:组成。注意区分真伪。• Last name of requestor• Last name of recipient• Last name of supplier

WANT—Juke Box Operators For a steady year round business. No need to have your own machine. Write for details组成。注意区分真伪。• Last name of requestor• Last name of recipient• Last name of supplier

WANT—Your used or surplus 45 rpm records, also new surplus LPs. We buy all your records. Write for price list.组成。注意区分真伪。• Last name of requestor• Last name of recipient• Last name of supplier

WANT—Antitipation: Distributors and record shops. There's Gold on your shelf. WANT 45 rpm records up to 16 years old. Highest prices paid anywhere. Up to $1 each.组成。注意区分真伪。• Last name of requestor• Last name of recipient• Last name of supplier

WANT—Gottlieb plus late model Bally,组成。注意区分真伪。• Last name of requestor• Last name of recipient• Last name of supplier

WANT—Skee-Ball Photographs,组成。注意区分真伪。• Last name of requestor• Last name of recipient• Last name of supplier

WANT—Exhibits 105, Seduction and Horse-组成。注意区分真伪。• Last name of requestor• Last name of recipient• Last name of supplier

WANT—Bally Challenger Bowlers, TOLEDO, OHIO 43603. EXCH. 514 SUMMIT ST., TOLEDO, OHIO.组成。注意区分真伪。• Last name of requestor• Last name of recipient• Last name of supplier

WANT—Surplus 45 rpm records. We buy large quantities, on a very steady basis. We are the nation's foremost packer of phonograph records. We have one of the largest record packs. Bank references furnished.组成。注意区分真伪。• Last name of requestor• Last name of recipient• Last name of supplier

WANT—Juke Box Operators:组成。注意区分真伪。• Last name of requestor• Last name of recipient• Last name of supplier

WANT—bridge and rhythm, jazz used on hit—Seeburg records. We pay highest prices and freight. Age of records makes no difference. Write first, giving approximate amount on hand. RECORD & SALES DIST., 222 ELM, DALLAS, TX.组成。注意区分真伪。• Last name of requestor• Last name of recipient• Last name of supplier

WANT—Records, 45's and LP's, surplus, returns, overstock, etc.,组成。注意区分真伪。• Last name of requestor• Last name of recipient• Last name of supplier

WANT—Salesman experienced to sell vending machine business.组成。注意区分真伪。• Last name of requestor• Last name of recipient• Last name of supplier

WANT—For Sale—Poker table nears new with drop shute and back off. Also have some other poker parts for your Pachyamin. We have them.组成。注意区分真伪。• Last name of requestor• Last name of recipient• Last name of supplier

WANT—Gold Fish, Pinpoints and Seeburg Records (1950's and more recent mod-组成。注意区分真伪。• Last name of requestor• Last name of recipient• Last name of supplier

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unsurpassed music-maker! unbeatable money-maker!

Newly styled, the beauty of the Rowe AMI is just part of the story. Here, in a single phonograph are all the features you need to make money in any location. Look—

Self-contained Stereo Round®—it fills the room as if the orchestra were there. “Three-in-One” programming so you can change from 200 to 160 or 100 selections right on the spot.

A Top Talent Tune display that needs no “double” titles. Diamond stylus good for 50,000 plays. Full-width personalization panel. Mechanical automix at no extra charge. Light, color, motion—salesmanship, in other words.

See your Rowe AMI distributor today for the whole profitable story. You'll be glad you did.
NEW DOME DISPLAY
Here is a colorful and compelling invitation to play the 2700. It can be used for location personalization — to feature album cover in conjunction with Music of the Week or Ten Top Tunes. Limitless color combinations.

HIGH SPEED TITLE STRIP CHANGING
With dome raised, entire hinged program unit drops to a vertical position. V-shape of each section makes title strips easily accessible — saves service time. Tone arm adjustment and needle changing are high speed operations, too.

WURLITZER PROMOTION PANEL
- A REAL EXTRA PLAY PRODUCER
Softly glowing, fired-on, edge lighted letters indicate the presence of Wurlitzer Stereo Music, promotes play. Panel releases downward for access to switch banks and fluorescent tube or grille color shield.

GOLDEN SELECTOR BAR FOR TEN TOP TUNES FEATURE
To the greatest play stimulating feature ever Wurlitzer has added even more appeal. Deposit a half-dollar, the Golden Bar glowingly displays the message “Press For Top Tunes.” Pressing the bar extinguishes the light, starts the Top Tunes playing.

Every Wurlitzer 2700 Feature is Money in the Bank for You

The new Wurlitzer 2700 is alive with new features — each in its own way contributing to greater earning power or lowered service costs. See and hear the 2700 at your Wurlitzer Distributors. Check all the new features yourself. Compare what you hear and what you see and you’ll quickly agree . . .

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New, Fast Play, Shuffle-Targette Game

United's

RUMPUS

With all the profit-proved features of famous Playboy

Featuring choice of 3 popular games

Regular • Flash • Advance

With

6 Ways to Play

(Extra shot for (70) pocket... Optional)

Skill shot timing via flashing lights

TERRIFIC LAST SHOT SUSPENSE

1 to 6 can play

12 shots

(minimum)

Each player

Trouble-free

Puck elevating mechanism

with extra heavy-duty

Motor driven

Puck return

Extremely quiet operation

Highest resale value

10c per player

See your United distributor today!

New, flashy streamlined cabinet

Chrome rails

(both sides)

Designed by the originator

of coin-operated

shuffle alleys

and

bowling alleys

8½ ft. long

2½ ft. wide

Shipping weight

(created)

485 lbs.

United operators are successful operators

United Manufacturing Company • 3401 North California Ave., Chicago 18, Illinois • Cable address: UMCO
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.

MODEL 404

PRE-ANGLED 2½” TWEETERS ON BOTH SIDES

LOCATION PERSONALIZATION
Supply of easily inserted letters, numbers, etc. are included to enable you to provide your locations with personalized phonographs.

FEATURED STAR DISPLAY PANEL
For model 404 Capri 100 Selection Phonograph

NEW ROCK-OLA WALL BOX
- Entire mechanism reengineered for fast efficient Service
- Extra large cash box
- Deep recessed 50¢ coin
- Completely sealed in front door
- Revolutionary new system
- High styled design
- Accumulator permits multiple coin deposit
- Rugged construction

Model 1558 (160 selections) Wall Box
Model 1564 (100 selections) Wall Box

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