The Capitol label is back on the road to singles success with a vengeance. Accounting for the phenomenal showing are the six artists seen above. Four of them are currently in the top ten: Kyu Sakamoto with "Sukiyaki," Al Martino with "I Love You Because," the Beach Boys with "Surfin' U.S.A.," and Nat Cole with "Lazy, Hazy, Crazy Days Of Summer." The Kingston Trio has just completed a top ten run with "Rev. Mr. Black" and Bobby Darin appears headed in the right direction with "18 Yellow Roses." The first five months of '63 have added up to the hottest sales period for Capitol singles since the label's peak singles year of 1958. Sales for this period are running 240% ahead of sales for the same period last year. In order to gear for future singles and LP success, Capitol is tapping its entire national sales and promotion force, plus a large contingent of home-office executive personnel (headed by Cap' president, Alan Livingston), to provide the needed support.
MEET DION, THE PRODUCER
As Columbia Records' newest A & R man, he's justifiably proud of his first production. It really moves!

THE DEL SATINS
Sing
"FEELIN' NO PAIN"
C/W
"WHO CARES"

Columbia Singles Sell!
SINGLES THINKING

The broad pop market seems to be more dependent upon the single hit today than it has been at any time since the advent of the LP. And as a result more companies, including the majors, appear to be orienting their thinking toward singles with greater intensity every day. The preceding statement is broad, but there is adequate evidence to indicate that this is happening now and will continue to increase in the future.

Of the top selling albums today, about 50% are by artists whose previous success was primarily in the singles field; or are album sequels to singles smashes. If we take away original cast and soundtrack LP’s (since it’s difficult to tell what encouraged their sale—pop singles which may have popularized the score, critics’ reviews, word of mouth or actual viewing of the show) we find that the figure is over 60%.

Of course, as far as most pop indies are concerned, singles are almost their sole interest. Singles give them their greatest income and almost as soon as a single breaks big, there’s an LP follow-up bearing the single’s title. The majority of such companies’ LP catalog consists of this type of merchandise almost exclusively.

But even the majors are increasing their efforts in this direction. In the past, when an artist on a major had a big single hit, too much time would elapse before an LP featuring the single and titled after it would be made available. In many cases it was never issued, allowing another company, probably an indie, to cover with an LP and cash in on the market available for such an LP.

Today, however, the majors are rushing out such LP’s and are even covering the indies’ singles hits with LP’s. And they have been noting with great pleasure how tremendously such albums pay off.

Such “Single-LP’s” have, of late, accounted for an unbelieveable portion of the majors’ gross dollar volume, from albums.

These albums have also done wonders in reviving an artist’s catalog sales.

They are of further importance in view of the fact that it is extremely difficult to come up with new catalog type, seady-selling artists. The chart today clearly indicate what role they play in the majors’ album picture. And how many of these sequel “Single-LP’s”—for both majors and indies—have been responsible for spinning off an artist’s next single release? The industry has learned to depend on these LP’s as tests of DJ preference and regional acceptance of various titles by radio listeners.

Why is this singles thinking accelerating? Perhaps it’s the industry’s constant fight to produce fast-turnover product. Catalog sells. But we constantly hear that it’s becoming less important every day. Big users want merchandise that sells through rapidly and a hit single is a tailor-made advertisement for a specific LP.

The advent of the rack jobber—frequently referred to as a “cherry picker”—has increased the need for a singles-type, fast moving album.

The decline of the “man and pa retailer,” who stocked much of the industry’s catalog, has definitely contributed to the changing picture. And perhaps the consumer, by now, has a disk library that is saturated with “Broadway Revisited, Vol. III” LP’s by lush orchestras and dance bands.

We’d also be interested to learn how many consumers, interested in purchasing a recording of a song they enjoy, await the LP including the title rather than picking up the single. The industry’s price structure makes such a move attractive. And we suspect that the adult consumer is very much aware of the now common industry practice of rushing out an LP featuring the single.

New ideas are increasingly difficult to come by in the album field. But within every new single lies a built-in idea for a new album. These, no doubt, are many of the factors that have made most record companies think more seriously in a singles direction.
<table>
<thead>
<tr>
<th>Position 6/1</th>
<th>5/25</th>
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<tr>
<td><strong>71</strong></td>
<td></td>
</tr>
<tr>
<td><strong>KILLER JOE</strong></td>
<td>ROCKY FELLERS-Spector-1346</td>
</tr>
<tr>
<td><strong>LET'S GO STEADY AGAIN</strong></td>
<td>HEIL SEDAKA-RC-9619</td>
</tr>
<tr>
<td><strong>ARE YOU A GIRL?</strong></td>
<td>TRACY-HOBSON-Ohio-4444</td>
</tr>
<tr>
<td><strong>STRING ALONG</strong></td>
<td>RICK NELSON-Deco-31495</td>
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<tr>
<td><strong>SHUT DOWN</strong></td>
<td>BEACH BOYS-Capitol-4952</td>
</tr>
<tr>
<td><strong>I'M SAVING MY LOVE</strong></td>
<td>SkEETER BYVANT-Victor-4716</td>
</tr>
<tr>
<td><strong>ONE FINE DAY</strong></td>
<td>CHIFFONS-Laurie-3179</td>
</tr>
<tr>
<td><strong>MY SUMMER LOVE</strong></td>
<td>RUBY &amp; ROMANTIC-Knop-525</td>
</tr>
<tr>
<td><strong>THE LAST LEAF</strong></td>
<td>CASCADING-Victor-4000</td>
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<tr>
<td><strong>THIS IS LONDON</strong></td>
<td>COLUMBIA-33776</td>
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<tr>
<td><strong>HOT POTATOES AND MASHED POTATOES</strong></td>
<td>JOE DEE &amp; STARLITERS-Roulette-4483</td>
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<td><strong>STING RAY</strong></td>
<td>JIMMY CARTER-Vee-Jay-Bros-5349</td>
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<td><strong>AIN'T THAT A SHAME</strong></td>
<td>FOUR SEASONS-Victor-5161</td>
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<td><strong>LITTLE LUPE LU</strong></td>
<td>Righteous BROS-Monogram-251</td>
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<td>TOM GLAZER-Kapp-526</td>
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<td><strong>DAYS OF WINE AND ROSES</strong></td>
<td>WILLIAMS-Columbia-42795</td>
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<td><strong>OLD SMOKY LOCOMOTION</strong></td>
<td>LITTLE EVA-Dimension-1011</td>
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<td><strong>SHAKE A HAND</strong></td>
<td>JACKIE WILSON &amp; LINDA HOPKINS-Blue-Eyes-5543</td>
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<tr>
<td><strong>I'M MOVIN' ON</strong></td>
<td>MATT LUCAS-Smith-1013</td>
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<tr>
<td><strong>EVERY STEP OF THE WAY</strong></td>
<td>JOHNNY MATTHIS-Columbia-42799</td>
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<tr>
<td><strong>FIRST QUARREL</strong></td>
<td>PAAUL &amp; PAULA-Phillips-40014</td>
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<tr>
<td><strong>SHAME, SHAME, SHAME</strong></td>
<td>JIMMY REED-Vee-Jay-509</td>
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<td><strong>THE BOUNCE</strong></td>
<td>OLYMPICS-Tri-Disco-106</td>
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<td><strong>DO IT—RAT NOW</strong></td>
<td>BILL BLAIR'S COMBO-Hi-2064</td>
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<td><strong>DON'T MAKE MY BABY BLUE</strong></td>
<td>FRANKIE LAINE-Columbia-42767</td>
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<td><strong>SO MUCH IN LOVE</strong></td>
<td>TMY STONES-Ray-871</td>
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<tr>
<td><strong>NEEDLES AND PINS</strong></td>
<td>JACKIE SHANNON-Liberty-55456</td>
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<td><strong>OLD STANDBY</strong></td>
<td>MARY WELLS-Motown-1042</td>
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<td><strong>THERE GOES (MY HEART AGAIN)</strong></td>
<td>THE DOGS-Mono-ABC-10446</td>
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<tr>
<td><strong>SWEET DREAMS</strong></td>
<td>PATSY CLINE-Deco-31483</td>
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<tr>
<td><strong>TEENAGE HEAVEN</strong></td>
<td>CHICAS-Ohio-534</td>
</tr>
</tbody>
</table>

### Cash Box Top 100

**1.** IT'S MY PARTY  
**2.** SukiYaki  
**3.** IF YOU WANNA BE HAPPY  
**4.** I LOVE YOU BECAUSE  
**5.** DA DOO RON RON  
**6.** YOU CAN'T SIT DOWN  
**7.** TWO FACES HAVE I  
**8.** SURFIN' U.S.A.  
**9.** STILL  
**10.** THOSE LAZY, HAZY, CRAZY DAYS OF SUMMER  
**11.** I WILL FOLLOW HIM  
**12.** PUFF (THE MAGIC DRAGON)  
**13.** ANOTHER SATURDAY NIGHT  
**14.** TAKE THESE CHAINS FROM MY HEART  
**15.** BLUE ON BLUE  
**16.** EL WATUSI  
**17.** HELLO STRANGER  
**18.** PRISONER OF LOVE  
**19.** BELL BOY ROSES  
**20.** THE LOVE OF MY MAN  
**21.** IF YOU MEET ME  
**22.** BIRDLAND  
**23.** PUSHER  
**24.** IF MY PILLOW COULD TALK  
**25.** REV. MR. BLACK  
**26.** THE GOOD LIFE  
**27.** HOT PASTRAMI  
**28.** CAN'T GET USED TO LOSING YOU  
**29.** PIPELINE  
**30.** WILDWOOD DAYS  
**31.** COME AND GET THESE MEMORIES  

### New Entries

**32.** KILLER JOE  
**33.** LET'S GO STEADY AGAIN  
**34.** ARE YOU A GIRL?  
**35.** STRING ALONG  
**36.** SHUT DOWN  
**37.** I'M SAVING MY LOVE  
**38.** ONE FINE DAY  
**39.** MY SUMMER LOVE  
**40.** THE LAST LEAF  
**41.** THIS IS LONDON  
**42.** HOT POTATOES AND MASHED POTATOES  
**43.** STING RAY  
**44.** AIN'T THAT A SHAME  
**45.** LITTLE LUPE LU  
**46.** ON TOP OF SPAGHETTI  
**47.** DAYS OF WINE AND ROSES  
**48.** OLD SMOKY LOCOMOTION  
**49.** SHAKE A HAND  
**50.** I'M MOVIN' ON  
**51.** EVERY STEP OF THE WAY  
**52.** FIRST QUARREL  
**53.** SHAME, SHAME, SHAME  
**54.** THE BOUNCE  
**55.** DO IT—RAT NOW  
**56.** DON'T MAKE MY BABY BLUE  
**57.** SO MUCH IN LOVE  
**58.** NEEDLES AND PINS  
**59.** OLD STANDBY  
**60.** THERE GOES (MY HEART AGAIN)  
**61.** SWEET DREAMS  
**62.** TEENAGE HEAVEN  

**63.** PRIDE AND JOY  
**64.** FALLING  
**65.** THAT'S HOW HEARTACHES ARE MADE  
**66.** BABY WASHINGTON  
**67.** I'LL BE HOME AGAIN  
**68.** A STRANGER IN YOUR TOWN  
**69.** GOODNIGHT LOVE  
**70.** LONELY ARE THE SHIPS  
**71.** SWINGIN' ON STAR  
**72.** LONELY BOY, LONELY GUITAR  
**73.** HOW)$  
**74.** WISH I WERE A PRINCESS  
**75.** SURF CITY  
**76.** NOT ME  
**77.** DON'T TRY TO FIGHT IT BABY  
**78.** NOT TOO YOUNG TO GET MARRIED  
**79.** DANGER  
**80.** SIX DAYS ON THE ROAD  
**81.** TILL THEN  
**82.** DETROIT CITY  
**83.** FOREVER  
**84.** RING OF FIRE  
**85.** MEMPHIS  
**86.** THE KANGAROO DOWN, SPORT  
**87.** KENTUCKY  
**88.** YOU ARE MY LOVE  
**89.** THESE ARMS OF MINE  
**90.** MY GOODNIGHT LOVE  
**91.** RAG RACE  
**92.** SAY SOMETHING WONDROUS  
**93.** WIPPEE  

**94.** BEST SELLING RECORDS  
**95.** OTHER VERSIONS STRONGLY RECOMMENDED  
**96.** PUBLISHER LIST—SEE INDEX  
**97.** Sharp Upward Move
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<tr>
<th>Artist</th>
<th>Song 1</th>
<th>Song 2</th>
<th>Record Company</th>
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<tbody>
<tr>
<td>Ace Cannon</td>
<td>COTTONFIELDS</td>
<td>Hi Records</td>
<td>2065</td>
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<tr>
<td>Bobby Pickett</td>
<td>GRADUATION DAY B/W HUMPTY DUMPTY</td>
<td>GARPAX RECORDS</td>
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<tr>
<td>Marcie Blane</td>
<td>LITTLE MISS FOOL B/W RAGTIME SOUND</td>
<td>SEVILLE RECORDS</td>
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<td>Wade &amp; Jamie</td>
<td>SEND FOR ME</td>
<td>PALOMAR RECORDS</td>
<td>2200</td>
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<tr>
<td>Don Randi</td>
<td>FOLLOW ME B/W SPANISH HARLEM</td>
<td>PALOMAR RECORDS</td>
<td>2201</td>
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<tr>
<td>Billy Sills</td>
<td>WHY DON'T YOU LOVE ME?</td>
<td>CHAIRMAN RECORDS</td>
<td>4403</td>
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<tr>
<td>The Octobers</td>
<td>STOP IT LITTLE GIRL</td>
<td>CHAIRMAN RECORDS</td>
<td>4402</td>
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<tr>
<td>Earl Dean Smith</td>
<td>UNTIE ME</td>
<td>COLISEUM RECORDS</td>
<td>2700</td>
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<tr>
<td>The Sylte Sisters</td>
<td>SUMMER MAGIC</td>
<td>COLISEUM RECORDS</td>
<td>2701</td>
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<tr>
<td>Gene &amp; Jerry</td>
<td>DID YOU EVER</td>
<td>DIAL RECORDS</td>
<td>3012</td>
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<tr>
<td>Murry Kellum</td>
<td>LONG TALL TEXAN</td>
<td>M.O.C. RECORDS</td>
<td>653</td>
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<tr>
<td>Matthew Reid</td>
<td>LOLLYPOPS WENT OUT OF STYLE</td>
<td>TOPIX RECORDS</td>
<td>6006</td>
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<td>Gene Moles and the Softwinds</td>
<td>MARÍA (THE WIND)</td>
<td>GARPAX RECORDS</td>
<td>44176</td>
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<tr>
<td>Len Snider</td>
<td>EVERYONE KNOWS</td>
<td>ALL BOY RECORDS</td>
<td>8507</td>
</tr>
<tr>
<td>Billy Barnes</td>
<td>THERE'S A LION OUT THERE</td>
<td>TAHOE RECORDS</td>
<td>2532</td>
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</table>
NEW YORK—Columbia Records is releasing 12 albums this month, including 15 pop entries, seven Masterworks and one Latin-American. As previously announced, label is being sold to CBS Corp. (L-Ps) of "Who's Afraid of Virginia Woolf?" and two Sound Charistmas, "Silver Bells" and "Day After Tomorrow". Other issues are: "The Dave Brubeck Quartet at Carnegie Hall"; "Les Paul's Howlin' with Les Hall;" "Jethro Tull.;" "Shouting, Warble, Hard Times." 

Reissue Issues 12 LP'S, Diksky

Terms Their "Most Potent" Product

HOLLYWOOD—Twelve albums released last week by Frank Sinatra's Reprise Records were described by critics as "the most potent group of releases in our history." The release wave was first revealed by vice president Mo Ostin at a Reprise sales conference recently in Chicago, where the group was given a preview hearing of the new product. Included in this week's slate were: Dean Martin, Keely Shaye, Rosemary Clooney, Les Baxter, Nelson Riddle, Billie Holiday, Jimmy Griffin, Trini Lopez, The Ivy League Trio, and Jon Hendricks.


CHICAGO—John F. Knodale has been named national promotion manager for Mercury Records' newly-formed Westbound Music, according to Eddie Maatari, general manager of the label's newly-published division, which is staffed by the following group.

Knodle, formerly promotion head of Mercury's Minnesotan distrib, Coda Distributing, will be responsible for the promotion of the new division's entire label copy并于. Westbound, which is making its material available to all labels, is concentrating its efforts in the Top 40 area, but is open to material of all types.

Before coming to the Mercury organization, Knodale appeared as a vocalist in night club around the country.

FCC Closes KWK

In St. Louis

WASHINGTON—The Federal Communications Commission last week ordered the revocation of the license of station KWK in St. Louis for misrepresenting the station's financial condition. The license was given until July 29.

The commission charged the station with making false and misleading statements in its application for a construction permit. The application was granted on May 18, 1963. The FCC ordered the station to cease and desist from operating its new station on the air within 30 days. The station will have 10 days in which to appeal the order.

All CRDC regional managers, branch and district sales and operations managers, local and regional account executives, plus the entireAngel Records field force will attend the convention.

The delegation from Capitol's Hol- land division, which will be headed by president Alan Livingston; CRDC vice president and general manager, Stanley M. Gertotik, and national sales manager, Bill Tallant, will also be in attendance at the convention. It is scheduled to run an average of nine hours daily through July 2. The meetings are scheduled so that in attendance will have various mornings, afternoons, and evenings free.

The plan for the convention is to have all CRDC field personnel be in attendance through Thursday, June 29, and the last time that they will be in attendance will be on Friday, July 2. Both general meetings and small, specialized seminars with groups of 10 or 12 will be held.

New Capitol album product for late summer and fall will be presented by Livingston and album & A & R chief Jerry Vale. A new album product will be presented by Leyde Gilmore, Capitol's top single-record exec, and singles sales manager, Vito Samora.

Capitol Records, Inc., VP Lloyd Williams, Capitol's new promotion chief, Bob Myers, and sales manager Jerry Prager will present new Angel Records product.

The convention will be held at the Jimmy Iseland Hotel in downtown Mexico City.
Victor Has June Promo For Mancini-Anka LP Catalog

NEW YORK—June is Mancini and Anka month, according to RCA Victor, which is featuring the entire catalog of Henry Mancini and Paul Anka merchandise in June. RCA Victor during the past year has been concentrating on two lines of merchandise, according to John Y. Burgess, Jr., director of national sales.

In announcing the double-barreled promotion, Burgess stated that “recently the company has requested this kind of program to take advantage of these artists’ long-standing following and to provide best-sellers in our industry.”

Mancini, who has “The Pink Panther,” “The Naked Gun,” and “Paul Anka in June,” also added, “is an effective means of helping dealers with their window displays during the coming summer months.”


On national TV, there will be a 30-second commercial in color on “The Pink Panther,” an updated cartoon, and two new albums.

Point-of-Sale materials will include the Pink Panther flip chart, 4-color window display clamshells, mounted LP covers, full-page ads, poster art, product photo blowups of both artists as well as Anka cover blowups for record dealers, Anka’s illustrated complete Mancini hits, wallet-size disk jockey mail-ins and interviews on both artists. Ads—144 pages, full-color In-store window displays and both new product and catalog for Mancini and Anka round out the campaign.

Victor Ups McClay As Head Of Record Operations Dept.

NEW YORK—RCA Victor Records has promoted A. L. McClay to the post of manager of its record operations department, it was announced last week by Norman Racusin, vice president and operations manager of RCA Victor Records. McClay, previously manager of the manufacturing and distribution operations, has been credited with the development of such significant disc industry advancements as the label’s Orchestral Sound, Granite, Screen, Mirage, Universal, and the popular new discs on the popular RCA Victor LP’s.

At the same time, McClay announced a promotion of R. O. Price and L. L. Smith to the same positions vacated by him. Price, who has been with RCA Victor since 1939, will be responsible for the record plants at Rockaway, N. J., and Hollywood, Calif. and lacquer tape production, and magnetic tapes in Indiana.

Smith, who has been with RCA Victor since 1954, will be responsible for the record plants at Dearborn, Mich., and the new plant in Hollywood, Calif. and will report to McClay.

McClay and Boe, reporting to McClay are A. R. Bradle, purchasing agent; R. A. Lynn, quality control manager; G. A. Folsom, chief executive officer; J. A. Pulley, manager of engineering; and A. A. Stevens, general plant engineer.

McClay said W. H. Dearborn succeeds Price as manager of the Indianapolis record plant. Dearborn formerly was manager of manufacturing at the Indianapolis plant.

McClay joined RCA Victor in 1935 as a cost accountant in the office of the general engineer. McClay was named assistant manager of the Camden record plant, and in 1947 became plant manager of the Camden record plant. Thereafter, in 1950, he became general engineer of RCA Victor and held his position of general engineer and later, assistant manager of the Engineering Department in 1951.

McClay was previously the RCA Victor Award of Merit for his participation in the development and introduction of Orthophonic Sound.

Price, manager of the Indianapolis record plant since 1945, joined the Radio Corporation in 1929. Dearborn has been with the Victor record division since 1960.

Price Stabilization Move Imminent?

NEW YORK—A major move by a key record company designed to stabilize prices in an era in which the list price of a record is no longer a determining factor was subject on the disk industry rumor market last week.

It was revealed to mean something, it would, of course, have to be a step taken by a major label. However, all of the majors denied that any such action was being taken by them in their price or sales policies. All, no doubt, are looking into the various problems that exist in the record industry today, but indications of any price stabilization move, cannot be expected to announce such a major step before every facet of the industry's operation is geared for the change.

But this is no deterrent to the trade, who report that their inquirers have revealed that a major stabilization step will be forthcoming shortly.

How it is to be done is at present not clear. But it is reported that it will be somehow related to prices, and that it may be termed a “freebies,” big user discounts and regular, monthly LP discount deals in favor of a set-up such as the industry lived with some years ago with only one or two annual discount programs—Full Plan and a Spring Plan.

For the past year, there has been considerable criticism of the industry’s thinking in the price-policy area. One record company executive at the last NARM rock job convention in San Francisco said that the industry is making a big mistake by not taking its continued move toward price cutting when it should be thinking in terms of upper prices to keep up with constantly increasing costs.

Most companies today would prefer for erasing “freebies” and feel that they are a monster the industry has created and from whom no-one can escape. But for “freebies” to be erased, it will take a heroic move by a key company and will require support from others.

But at the time when the industry is vigorously looking for methods through which it can increase and restore a more profitable price structure, it is felt that together industry may not be as difficult to come by it as any one hopes.

A number of people feel that a significant price stabilization move would greatly improve the current industry picture and are anxiously hoping that such a step will be taken sometime.

Decca Bows 6 New Phonos

NEW YORK—Six new portable phonos for 1964 have been added to the phono line of Decca Records. The line for 1964, which ranges in list price from $19.95 to $39.95; a Demonstrator and five consoles ranging from $119.95 to $239.95.

The new models were introduced to Decca branch managers at a New York meet on May 24, and will be ready for delivery this week (3).

The additions include two portables with a popular tilt-down feature. They are a mono automatic with a suggested list price of $44.95 and stereo automatic with a suggested list of $49.95. The other four portables include a conventionally styled mono automatic list at $44.95, a mono automatic with AM radio at $59.95, a full stereo automatic with separate wings at $64.95 and a deluxe automatic conventionally styled with separate wings at $74.95. The Benvon V features a transformer powered 4-tube chassis with 4 controls and 4 speakers. It also has a deluxe vinyl record changer with “11”-turntable and a diamond needle.

The Audionix V is a bid price full stereo portable and available in three colors; black, pink, and gold. The Tuxedo III is an automatic full stereo portable with a tilt-down front, with a budget price list of $49.95. The speakers are detachable and the cabinet is so constructed as to give stereo separation. The three mono automatics feature new covering materials and the two stereo phonos are available in two color combinations and the radio phonon with one combination of Gold color vinyl record changer and Brushed Gold on White control panels.

Cash Box—June 8, 1963

Price Prestige Discount Lines 4 Items

NEW YORK—Prestige Records has put four of its labels under a special 15% discount deal from June 1 to July 31 on Prestige/International, New Era and True-Sounds.

The program (May 1-June 30) on the Prestige/International, Near East and True-Sounds.

King Bows June Program

CINCINNATI—King Records has announced a varied discount program for June. For King or Bellini LP’s, the product, distributes one free for every six purchased; Audio Lab LP’s are on sale for $4.98 and King EP’s are available on a buy-three-get-one free basis. Deal ends June 30.

Victor Incks Cascades

NEW YORK—the Cascades, the No. 1 R&B popularity group with a single and LG current on the charts, were signed last week to an exclusive RCA Victor recording contract by Neely Plumb, the label’s west coast manager of popular A&R. The deal was announced with “Rhythm Of The Rain” on RCA Victor, Warren Bros.-distributed Valiant Records, has been released since last January. Its album of the same title was released shortly after its release and is still a best-seller, while “Torn Away,” their second single, currently climbing the Top 10 list. Grouped around the desk of Steve Stiles, Victor’s manager, are two former coast operations, are the Cascades being signed to their new wax pact. Standing (left to right) are Dave Wilson, Dave Stevens, Eddie Seattle, Neely Plumb, John Gunn, Neely Plumb, John Gunn, and DiMartino (manager of the group). David Stalo, Jr., and Joe Reitman, who will record the group for Victor
“DON'T SAY GOODNIGHT AND MEAN GOODBYE” (2:56) [Maggie BMI—Partee, Di Angelis]
“I DON'T MEAN TOWN” (2:20) [Tric BMI—Greenwich, Powers]
THE SHIRLEYS (Sceptar 1255)
The fencers, who are currently stringing together a chain of chart triumphs with this big-ballad, have a record at Sceptar offering that should readily follow suit. It's a tender, soft beat cha cha wiper, labeled “Don't Say Goodnight And Mean Goodbye,” that the gals again polish, with some fetching touch-choo beat ballad underlay also has a healthy chart outlook.

“HOPELESS” (2:36) [Brenner BMI—Pomus, Shuman]

“THE PEKING THEME (SO LITTLE TIME)” (2:48) [S. Bronston ASCAP—Wester, Tormlin]

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“BE TRUE TO YOURSELF”
“A LETTER FROM BETTY” (2:01) [U.S. Songs ASCAP—(2:30) (Roosevelt BMI—Feldman, David, Bacharach] (Goldstein, Gotcher)

BOBBY VEE (Liberty 55381)
Vee, follows his current chart sensation, “Mama,” with two more powerful hits for stardom. They're two jumpers that Bobby multi-tracks in the manner that's right up the teenager's alley. He has faith in his gal on “Be True To Yourself” but never on “A Letter From Betty,” Chalk up two more first rate assists from the Johnny Mann Singers and Ernie Freeman's instrumentalists.

“MY TRUE CONFESION”
“TENDER DAYS” (2:20) (Loren BMI—Post, Hamilton)

(South Coast BMI—Edwards)

BROOK RENTON (Mercury 72153)
It's a two-for-the-money outing by the label's star ballad warbler. His “Confession” outing—telling of guy who admits to lowbrow columnist that he did his gal wrong—is backed by a frisky Latinish beat, while “Tender Days” is an appealing softie set against a warm Nashville-flavored ork sound. Both can claim Top 100 honors.

“LIKE THE BIG GUYS DO” (2:13) [Chapter BMI—Elgin, Ott]
“GREAT BIG WINDY DA‘DA” (2:30) [BMI—Malimagzi] (RGM BMI—Howard, Fischel)

THE ROCKY FELLERS (Sceptar 1254)
The Rocky Fellers, who bowed in smash style with “Killer Joe,” come thru with another sparkling performance that can put two in a row. It's a delightful mashed potatoes stomper, tagged “Like The Big Guys Do,” that the crew decks out in ultra-commercial fashion. Underscut a pretty bossa nova styled affair. Arranging credits belong to Horace Ott on the former and Alan Lobner on the latter.

“LOVE IS A BIG THING IN A SMALL TOWN” (1:56) [Odin ASCAP—St. John]

“CHUG-A-CHUG-A CHOO CHOO” (2:14) [Odin ASCAP—St. John]

(Dick & Deedee (Warner Bros. 5364)
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“I'M AFRAID TO GO HOME” (2:38) [Pogo BMI—Geld, Udel] “SAVE YOUR HEART FOR ME” (2:05) [Pogo ASCAP—Udel, Geld]

BRYAN HYLAND (ABC—Paramount 10152)
The younger can return to his top chart winning ways with this powerful new ABC outing. It's a poignant, cha cha beat, folk-styled Civil War opus, tagged “I'm Afraid To Go Home,” that Bryan dual-tracks with his heart sincerity. Underscut an inviting, multi-tonal sentimental sufferer that can also make big chart news. Two splendid Gary Geld arrangements.

“COME BLOW YOUR HORN” (Maraville ASCAP—Cahn, Van Heusen)
“I HAVE DREAMED” (Willamson ASCAP—Hammetter II, Rogers)

FRANK SINATRA (Reprise 20,184)
It's a good bet that the first big ballad in this week's chart title tune from his up-com ing Rock, “Come Blow Your Horn.” It's another class, finger-snappin' swinger that should fill the airwaves in no time flat. I have Dreamed,” the beautiful ballad from “The King And I,” is from the chart's “Concert Sinatra” LP. Fine support from Nelson Riddle's crew on both ends.

SOUPY SALES (Reprise 20,180)

(B+ “HILLY HILLY DONG CHOO CHOO” (2:30) [Bourne AS- CAP—Stark, Miller]

“W阻ORSEY” (2:20) [Tric BMI—Greenwich, Powers]

THE SHIRLEYS (Sceptar 1255)
The fencers, who are currently stringing together a chain of chart triumphs with this big-ballad, have a record at Sceptar offering that should readily follow suit. It's a tender, soft beat cha cha wiper, labeled “Don't Say Goodnight And Mean Goodbye,” that the gals again polish, with some fetching touch-choo beat ballad underlay also has a healthy chart outlook.

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JAN & DEAN TAKE SURFIN' BY STORM

surf city

BEST-SELLING SURFIN' L.P.

LIBERTY RECORDS

Cash Box—June 8, 1963
**RECORD REVIEWS**

- **Cash Box**
- **Pick of the Week**
- **Newcomers**
- **Best Bets**
- **Pick of the Week**
- **Record Reviews**

---

**Cash Box**

- **Pick of the Week**
- **Newcomers**
- **Best Bets**

---

**Record Reviews**

- **WILLOW**
- **EVERY RONDO**
- **OH YOU'RE a short-while-back grow-on-you JOSHIN'**
- **EVERYTHING DAYS**

---

**Pick of the Week**

- **JUST TELL HIM JANE SAID HELLO**
- **WHY THIS Man-lebr, Stoller**
- **PERVIS HERDER/LEON (FINGERS) HUFF (Jamie 1234)**

---

**Newcomers**

- **ACE CANNON (Hi 2065)**
- **COTTONFIELDS**

---

**Best Bets**

- **BOY FRIENDS**
- **POOR LITTLE RAGGEDY DOLL**
- **MILDRED**
- **LOOK AT THAT GUY**
- **BETTY LOGAN (Academy 102)**
- **JIMMY RODGERS (Dot 16490)**

---
everyone's gone
“ape”
over this summer's
big novelty hit

Ray Stevens

"Harry, the Hairy Ape"

72125

Mercury
Records

America's First Family of Fine Recordings
COMING SOON: Nat's next Great Album, "THOSE LAZY-HAZY-CRAZY-DAYS OF SUMMER"
IN TOP 100

BROKE BIG ACROSS THE NATION!

IN BILLBOARD #91
CASH BOX — 4 WEEKS
MUSIC REPORTER #71

YOU KNOW IT AIN'T RIGHT

JOE HINTON
BACKBEAT 537

THREE "TO GO ALL THE WAY"
TAKE A LISTEN

I CAN LEARN
THE CHAINS
PEACOCK 1922

THE DUCK
EARL FOREST
B/W THE CROWN
DUKE 363

-PLACE ORDERS NOW-
ON THE WAY TO YOU NOW IS
THE NEW
BOBBY BLAND
DUKE LP 77

— HIS GREATEST YET —

DUKE-PEACOCK RECORDS, INC.
2809 ERASTUS STREET, HOUSTON 26, TEXAS

LOOKING AHEAD

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

1. JUST ONE LOOK — David Gates (Atlantic 2184)
2. ALL I SEE IS BLUE — Jack Scott (Columbia 4955)
3. MY TRUE CONFESSIONS/ TENDER YEARS — Brook Benton (Mercury 72135)
4. SAD, SAD GIRL AND BOY — Impressions (ABC-Paramount 10431)
5. YOU KNOW IT AIN'T RIGHT — Joe Hinton (Backbeat 537)
6. GOT YOU ON MY MIND — Cookie & Cupcakes (Chess 1546)
7. TEN COMMANDMENTS OF LOVE — James MacArthur (Scepter 1350)
8. COME GO WITH ME — Dion (Louis 3171)
9. ROCKIN' CRICKETS — Rockin' Rebels (Scepter 4140)
10. HARRY THE HAIRY APE — Ray Stevens (Mercury 72132)
11. THE LAST MINUTE — Jimmy McGriff (Sav 178)
12. SPANISH TWIST — Guitar Coasters (Dot 4194)
13. ONE BOY TOO LATE — Mike Clifford (United Artists 588)
14. ABILENE — Charley Pride (RCA Victor 8184)
15. SATURDAY NIGHT — Sherry (Clyden 2084)
16. I'M THE BOSS — Earl Ives (Decca 31564)
17. TAMOURE — Bill Justice (Smash 1812)
18. MORE (THEME FROM MONDO CANE) — Steve Lawrence (Columbia 22195)
19. DENISE — Randy & Rainbows (Rust 5099)
20. BRENSA — Cupids (KC 115)
21. GYPSY WOMAN — Rick Nelson (Imperial 31495)
22. IT'S BEEN NICE — Everly Brothers (Warner Brothers 5362)
23. I'M AFRAID TO GO HOME — Brian Hyland (ABC Paramount 10463)
24. I KNOW, I KNOW — Pokie Hudson (Double L 711)
25. YOU'LL NEED ANOTHER FAVOR — Johnny Taylor (Galaxy 718)
26. ALL I WANT TO DO IS RUN — Electric (United Artists 594)
27. BANZAI PIPELINE — Harry Mancini (RCA Victor 8184)
28. SUEZ/TRUE CONFESSION — Sue Thompson (Hollywood 1217)
29. UNDERNEATH THE ARCHES — Jack Bill (Alto 6164)
30. CHARMAINE — Bachelors (London 9584)
31. HAPPY COWBOY — Billy Vaughn (Dot 16377)
32. JAILER, BRING ME WATER — Johnny Thunder (Diamond 127)
33. RPM — Four Speeds (Challenge 9187)
34. KING OF THE SURF GUITARS — Dick Dale & Del Tones (Capitol 4963)
35. SUMMER TIME — Chris Columbus Quartet (Strand 25636)
36. THE DOG — Rulin Thomas (Stax 330)
37. CHARIOT (I WILL FOLLOW Him) — Joe Sontier (Prescott 1064)
38. A LOVE I CAN SEE — Temptations (Gonny 7015)
39. SOULVILLE — Dinh Washington (Roulette 440)
40. COME BLOW YOUR HORN — Frank Sinatra (Reprise 2184)
41. I Gotta Tell Her NOW — Duprees (Cont 588)
42. WHEN A BOY FALLS IN LOVE — Nat Carter (Derby 1003)
43. TENDER — Diane Reney (Alto 6260)
44. CHITTLINGS CON CARNE — Kenny Burrell (Blue Note 1885)
45. MY BLOCK — Four Points (Rust 5071)
46. DISTANT DRUMS — Roy Orbinson (E15)
47. JUST WALKIN' IN THE RAIN — Jerry Wallace (Challenge 8195)
48. MOCKINGBIRD — Jazz Faux (Symbol 919)
49. TORE UP — Harmonica Fats (Torch 5000)
50. HERE'S WHERE I CAME IN — Aretha Franklin (Columbia 42796)
COMING SOON: Bobby’s next Great Album, "18 YELLOW ROSES"
MR. DEALER!
Buy 10 LPs, get 2 FREE!
assorted — except 237 — sampler
on our 11 best selling comedy albums ... plus
this spotlight sampler

ATTENTION!
Our suggested retail price for this immediate smash album is 99c.

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OR SPARTON IN CANADA
PHONE CA 6-3575 • AC-615
COUNTRY — SACRED — BLUEGRASS — COMEDY — WESTERN

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

CADENCE

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

DECCA

KING
King & Bethlehem LP's: buy-6-get-1-free; Aolide Lab: buy-6-get-1-free; King EP's: buy-4-get-1-free. Expires: June 30.

LIBERTY

NASHBORO
Buy-7-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 act.

PRESTIGE
15% discount on the catalogs of the Prestige, Prestige Int'l, Tru-Sound, Near East and New Jazz lines; Expires: June 30; 15% discount on the Lively, Swingsville, Lively Arts and Fresh label; Expires: July 31.

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

RIVERSIDE
Charlie Byrd deal: distributers and dealers receive 2 free on every 10 LP's ordered on 9 Byrd LP's. Expires: June 16.

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

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

NEW YORK—Capitol Records recently recorded the original cast version of "Tovarich," the click Broadway musical. In the pic on the left, Vivien Leigh, one of the stars of the show, is pictured cutting one of her numbers. Her co-star, Jean Pierre Aumont, is shown performing a similar function in the right photo.
BOBBY GREGG
"SCARLET O'HARA" c/w
"TAKE ME OUT TO
THE BALL GAME" 5-9601

HELEN SHAPIRO
"WOE IS ME" c/w
"NO TRESPASSING"
5-9599

ERMA FRANKLIN
"I DON'T WANT
NO MAMA'S BOY"
5-9594

EPIC
HITS EVERY SINGLE TIME

MICKEY ALAN
"I'LL WAIT
A LITTLE
LONGER" 5-9598
21 GOLD ANKAS
Diana • Put your head on my shoulder
Lonely boy • Time to cry • Puppy love
I love you in the same old way
You are my destiny • Crazy love
Don't ever leave me • Summer's gone
Adam and Eve • Don't gamble with love
I'm still waiting here for you
I love you, baby • It doesn't matter
any more • Tonight my love, tonight
My home town • Cinderella • Love land
Dance on, little girl • The longest day

IN ONE GOLD MINE
Averaged out, Paul Anka has had a smash hit single every 10 weeks for the last 5 years! Now, all 21 gold Ankas are on 1 fantastic album. Paul has re-recorded them with new brilliance and renewed greatness. It's one of the hottest packages ever. A collector's item—sales will prove it! Make sure you get enough. Order right away. Prepare for the gold rush! LPM/LSP-2691

RCA VICTOR®
The most trusted name in sound
<table>
<thead>
<tr>
<th>% OF STATIONS ADDING TITLES TO PROG, SCHED. THIS WEEK</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>LABEL</th>
</tr>
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<tbody>
<tr>
<td>42%</td>
<td>Hootenanny—Glencoe—Select</td>
<td>42%</td>
<td></td>
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<tr>
<td>38%</td>
<td>I Wish I Were A Princess—Little Peggy March—RCA Victor</td>
<td>76%</td>
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<tr>
<td>33%</td>
<td>My Block—Four Pennies—Rust</td>
<td>66%</td>
<td></td>
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<tr>
<td>33%</td>
<td>Harry The Haunted Ape—Ray Peterson—Mercury</td>
<td>33%</td>
<td></td>
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<tr>
<td>32%</td>
<td>Detroit City—Bobby Bare—RCA Victor</td>
<td>60%</td>
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<tr>
<td>32%</td>
<td>Ring Of Fire—Johnny Cash—Columbia</td>
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<tr>
<td>31%</td>
<td>Tie Me Kangaroo Down, Sport—Rolf Harris—Epic</td>
<td>78%</td>
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<tr>
<td>31%</td>
<td>Not Me—Orlons— Cameo</td>
<td>31%</td>
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<tr>
<td>29%</td>
<td>First Quarrel—Paul &amp; Paula—Philips</td>
<td>71%</td>
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<tr>
<td>29%</td>
<td>Rat Race—Drifters—Atlantic</td>
<td>29%</td>
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<tr>
<td>28%</td>
<td>Falling—Roy Orbison—Monument</td>
<td>68%</td>
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<tr>
<td>27%</td>
<td>Abilene—George Hamilton IV—RCA Victor</td>
<td>27%</td>
<td></td>
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<tr>
<td>27%</td>
<td>Don't Try To Fight It—Eydie Gorme—Columbia</td>
<td>61%</td>
<td></td>
</tr>
<tr>
<td>26%</td>
<td>Surf City—Jan &amp; Dean—Liberty</td>
<td>26%</td>
<td></td>
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<tr>
<td>26%</td>
<td>Easier Said Than Done—Essex—Roll</td>
<td>55%</td>
<td></td>
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<tr>
<td>25%</td>
<td>Your Old Stand By—Mary Wells—Motown</td>
<td>36%</td>
<td></td>
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<tr>
<td>24%</td>
<td>Get Him—Exciters—United Artists</td>
<td>24%</td>
<td></td>
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<tr>
<td>23%</td>
<td>There Goes My Heart Again—Fats Domino—ABC Par.</td>
<td>70%</td>
<td></td>
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<tr>
<td>22%</td>
<td>Not Too Young To Get Married—Bob B. Soxx &amp; Blue Jean</td>
<td>74%</td>
<td></td>
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<tr>
<td>20%</td>
<td>On Top Of Spaghetti—Tom Glazer—Kapp</td>
<td>58%</td>
<td></td>
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<tr>
<td>19%</td>
<td>Jailor, Bring Me Water—Johnny Thunder—Diamond</td>
<td>26%</td>
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<tr>
<td>19%</td>
<td>My Best Friend—Orlons—Cameo</td>
<td>19%</td>
<td></td>
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<tr>
<td>18%</td>
<td>Charmaine—Bachelors—London</td>
<td>18%</td>
<td></td>
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<tr>
<td>17%</td>
<td>Baby Weemus—April Stevens/Nino Tempo—Atco</td>
<td>17%</td>
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<tr>
<td>17%</td>
<td>Here's Where I Came In—Aretha Franklin—Columbia</td>
<td>17%</td>
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<tr>
<td>16%</td>
<td>Charmaine—Four Preps—Capital</td>
<td>16%</td>
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<tr>
<td>15%</td>
<td>Old Smokey Locomotion—Little Eva—Dimension</td>
<td>76%</td>
<td></td>
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<tr>
<td>14%</td>
<td>One Fine Day—Chiffons—Laurie</td>
<td>76%</td>
<td></td>
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<tr>
<td>11%</td>
<td>Hello Stranger—Barbara Lewis—Atco</td>
<td>95%</td>
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</tbody>
</table>

**LESS THAN 10% BUT MORE THAN 5%**

<table>
<thead>
<tr>
<th>TITLE</th>
<th>TOTAL % TO DATE</th>
<th>ARTIST</th>
<th>TOTAL % TO DATE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tha Girl I Love</td>
<td>9%</td>
<td>String Along</td>
<td>85%</td>
</tr>
<tr>
<td>Most Humor (Liberty)</td>
<td></td>
<td>Rick Nelson (Doo Wops)</td>
<td></td>
</tr>
<tr>
<td>Don’t You Forget It</td>
<td>48%</td>
<td>My One And Only Love</td>
<td>9%</td>
</tr>
<tr>
<td>Perry Como (RCA Victor)</td>
<td></td>
<td>Joe Harnell (Kapp)</td>
<td></td>
</tr>
<tr>
<td>Rapttime Sound</td>
<td>9%</td>
<td>Memphis</td>
<td>20%</td>
</tr>
<tr>
<td>Marjorie Blaine (Seville)</td>
<td></td>
<td>Lonnie Mack (Fraternity)</td>
<td></td>
</tr>
<tr>
<td>So Much In Love</td>
<td>61%</td>
<td>I’m The Boss</td>
<td>8%</td>
</tr>
<tr>
<td>Tymes (Porkway)</td>
<td></td>
<td>Burl Ives (Decca)</td>
<td></td>
</tr>
<tr>
<td>R.P.M., 4 Speeds (Challenge)</td>
<td>8%</td>
<td>Come Go With Me</td>
<td>8%</td>
</tr>
<tr>
<td>Dion (Laurie)</td>
<td></td>
<td>Dion (Laurie)</td>
<td></td>
</tr>
</tbody>
</table>

- Summer's Comin' | 7% | Kirby St. Roamin' (Inette) |
- Kentucky | 15% | Bob Moore (Monument) |
- King Without A Queen | 7% | Dion (Laurie) |
- Little Miss Fool | 7% | Marjorie Blaine (Seville) |
- Swingin' On A Star | 24% | Big Bee Irwin (Dimension) |
<table>
<thead>
<tr>
<th>No.</th>
<th>Album Name</th>
<th>Artist</th>
<th>Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Days of Wine and Roses</td>
<td>Andy Williams (Columbia CL 3055)</td>
<td>1955</td>
</tr>
<tr>
<td>2</td>
<td>Movin'</td>
<td>Paul, Peter &amp; Mary (Warner Bros. WL 1473)</td>
<td>1957</td>
</tr>
<tr>
<td>3</td>
<td>I Wanna Be Around</td>
<td>Tony Bennett (Columbia CL 2000)</td>
<td>1957</td>
</tr>
<tr>
<td>4</td>
<td>Kingston Trio #16</td>
<td>Kingston Trio (Capitol ST 122)</td>
<td>1957</td>
</tr>
<tr>
<td>5</td>
<td>Surrin’ USA</td>
<td>Beach Boys (Capitol T 1890)</td>
<td>1957</td>
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<td>6</td>
<td>West Side Story</td>
<td>Film Track (Columbia CL 5670)</td>
<td>1957</td>
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<td>7</td>
<td>Lawrence of Arabia</td>
<td>Filmtrack (Capitol CP 514)</td>
<td>1957</td>
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<td>8</td>
<td>First Family Vol. 20</td>
<td>Vaughn Meader (Cadenza CLP 3065)</td>
<td>1957</td>
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<td>9</td>
<td>Bye Bye Birdie</td>
<td>Soundtrack (RCA Victor LS 10018)</td>
<td>1957</td>
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<td>10</td>
<td>Moon River</td>
<td>Andy Williams (Columbia CL 1809)</td>
<td>1957</td>
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<td>11</td>
<td>Johnny's Newest Hits</td>
<td>Johnny Mathis (Columbia CL 2009)</td>
<td>1957</td>
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<td>12</td>
<td>The Wonderful World of Love</td>
<td>Robert Goulet (Columbia CL 1979)</td>
<td>1957</td>
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<td>13</td>
<td>The Barbra Streisand Album</td>
<td>Columbia CL 2071</td>
<td>1957</td>
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<td>14</td>
<td>Happened at the World's Fair</td>
<td>Elvis Presley (RCA Victor LPM 2697)</td>
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<td>Gravy Waltz</td>
<td>Steve Allen (Dot DL 3515)</td>
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<td>16</td>
<td>1963's Early Hits</td>
<td>Lawrence Welk (Dot DL 3510)</td>
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<td>17</td>
<td>Our Man in Hollywood</td>
<td>Henry Mancini (RCA Victor LPM 1604)</td>
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<td>18</td>
<td>How the West Was Won</td>
<td>Soundtrack (MGM T 1 5)</td>
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<td>19</td>
<td>Surfing</td>
<td>Ventures (Dot DL 2023)</td>
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<td>20</td>
<td>The Conquering Hero</td>
<td>Nelson Riddle (RCA Victor LPM 2638)</td>
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<td>21</td>
<td>Peter, Paul &amp; Mary</td>
<td>(Warner Bros. WL 1469)</td>
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<td>22</td>
<td>Songs I Sing on the Jackie Gleason Show</td>
<td>Frank Fontaine (ABC Paramount ABC 441)</td>
<td>1957</td>
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<td>23</td>
<td>Tell Tall Tales</td>
<td>Neville D’Olive (Columbia CL 2017)</td>
<td>1957</td>
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<td>24</td>
<td>I Left My Heart in San Francisco</td>
<td>Tony Bennett (Columbia CL 2077)</td>
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<td>25</td>
<td>Hobo Flats</td>
<td>Jimmy Smith (Warner Bros. V 8549)</td>
<td>1957</td>
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<td>26</td>
<td>Latin Rendevous</td>
<td>Mantovani (London LS 3295)</td>
<td>1957</td>
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<td>27</td>
<td>Joanie Baz in Concert</td>
<td>(Vanguard 9112)</td>
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<td>28</td>
<td>Pipeline</td>
<td>(Dot DL 3516)</td>
<td>1957</td>
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<td>29</td>
<td>Broadway—My Way</td>
<td>Nancy Wilson (Capitol T 1638)</td>
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<td>30</td>
<td>Jazz Workshop Revisited 25</td>
<td>Cumberland &amp; Abbott (Dot Y)</td>
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<td>31</td>
<td>Richard Chamberlain Stomp</td>
<td>(MGM E 4088)</td>
<td>1957</td>
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<td>32</td>
<td>Our Winter Love</td>
<td>Billie Holiday (Columbia CL 3053)</td>
<td>1957</td>
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<td>33</td>
<td>Cascading Voices</td>
<td>Hugo &amp; Louie (RCA Victor LPM 2641)</td>
<td>1957</td>
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<td>34</td>
<td>Baby Workout</td>
<td>Jackie Wilson (Brunswick BS 4110)</td>
<td>1957</td>
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<td>35</td>
<td>Fly Me to the Moon</td>
<td>Joe Henderson (Capitol CL 3130)</td>
<td>1957</td>
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**Compiled by Cash Box from Leading Retail Outlets**

**Indicates Strong Upward Move**
"CLEOPATRA"—Original Soundtrack—20th Century Fox SXG5065
Alex North serves as composer and conductor for this score of the yet unseen "Cleopatra" film from 20th Century Fox. The writer has dramatically incorporated all of the score all of the pageantry, drama, love, hate and violence that are inherent in this famous tale. This soundtrack recording is one of the rare LPs that merits special attention and is sure to spark plenty of sales at your nearest Kados to North for an outstanding conducting and writing performance.

"AIN'T THAT A SHAME"—4 Seasons—Vee Jay 1059
The 4 Seasons, with a seemingly unending string of hits to their credit, tag this new Vee Jay disc on their current chart biggie, "Ain't That A Shame." The boys also survey another potential success item, "Soon (I'll Be Home Again)," and their other musical and rhythmic lures sure to please their teenage fans. Still on the LP charts with, "Big Girls Don't Cry," watch this one come up fast.

"I LOVE YOU BECAUSE"—Al Martino—Capitol T4114
Al Martino, who is currently riding high on the charts with this runaway best-selling single of "I Love You Because," tags this new Capitol after the biggie and includes eleven other romantic ballads. The chanter's rich, vibrant-wide voice carries him in good stead as he turns in standout readings of "Bouquet Of Roses," "I Really Don't Want To Know" and "Still." Dick seems destined to reach the charts in no time flat.

"DION SINGS THE 15 MILLION SELLERS"—Laurie 2013
Here are 15 Dion buggies, most of which have been culled from other LPs cut during the chanter's Laurie affiliation. The best-selling songster comes up with a big bag of ballads and up-tempo tunes delivered with verve and polish. All of the LPs pulled plenty of coin the first time around and should do well again. Included here are: "The Good Care Of My Baby," "Fools Rush In" and "Candy Man."

"SUKIYAKI"—Kyu Sakamoto—Capitol DT10349
Kyu Sakamoto, who skyrocketed to the top 10 on the charts within weeks of his recent single, "Malamuna," waxing of "Sukiyaki," cashes in on the success of the single to tag this new LP session on Capitol. The chanter's expressive vocal talent and a natural delivery that makes all of the tunes here a listening delight. Ballads and humor are included in the tune, "Aneko No Namauo Nantenkana," "No Hiore No Bokuu" and "Good Timing." Eye this one for rapid sales acceptance.

"WHO'S AFRAID OF VIRGINIA WOOLF?"—Original Broadway Cast—Columbia DOL 257
Edward Albee's controversial drama, "Who's Afraid of Virginia Woolf?" has been superbly captured on wax with this magnificent four-disc set. Considered by many as the most personal work to date of the playwright, this LP cast has been treated with such understanding and tenderness that the entire spirit of the play is perfectly preserved. A noteworthy achievement.

"THE TWO SIDES OF DICK GREGORY"—Vee Jay LP4045
Divorce, one of the more eloquent spokesmen in behalf of racial equality, makes some witty commentaries on the current racial problems and sets his caustic wit on rampant in the areas of politics, birth control, income tax, Cuba, and the Khlu Khan. The comic displays an extremely subtle sense of humor that serves him well on this Vee Jay LP outing. The disk should step out saleswise.

"DIVORCE ITALIAN STYLE"—Original Soundtrack—United Artists LAM446
"Divorce Italian Style," a recent Academy Award winner, also has a full-length attention. Composed by Carlo Rustichelli, the score expertly reflects the humor and tongue-in-cheek romance inherent within the story. Some of the humor is wry, so is the music. The total effect is a subtle blending of melody with mood. The set should match with brisk sales activity.

"FOUR GUITARS IN BOSSA NOVA TIME"—Hector Ellis—Prestige 859
Ace guitarist Herb Ellis teams up with two other fine guitarists (Laurindo Almeida and Johnny Cray) and offer a warm-hearted, romantic stardusts in originals in the bossa nova idiom on this new epic album. Each guitarist compliments the other with mellow and intimate touches of expression. There's plenty of fine listening enjoyment on the disk as the chums dishes up further versions of "You Stepped Out Of A Dream," "But Beautiful" and "Dreamsville." Fine fare of either dancing or listening pleasure.

"THERE'S A MEETING HERE TONIGHT"—Joe & Eddie—Cresendo GNP86
In today's competitive-conscious market, it has become quite a hit with the younger sets. However, once in a while, artists come along who can not be categorized. Joe and Eddie are such performers in the hits have a robust, earthy style which combines elements of jazz, folk, blues and gospel in an unusual high-powered pitch as they offer "The Drinking Gourd," "Lonely And A Lonesome Traveler" and "Scarlet Ribbons."

"FOLK SONGS FROM HERE AND THERE"—Danny Moore—Everest 5211
Danny Moore is a new pop-folk chart-acter, with a rich, lyrical voice and deep understanding of the folk idiom. On this, his premiere LP outing, Moore delivers a program of tunes from various origins in an expressive, dramatic fashion. The result is a hit that he turns in top-flight readings of "Hene Ma Tova" "The Riddle Song" and "Johnny, I Hardly Knew Ya." An outstanding performance.

"THE ESTABLISHMENT"—Original Cost—Riverside 459
Following closely on the heels of the "The Second City" and "Beyond The Fringe," this delightful original costers offers some witty excerpts from "The Establishment," a new-wave revue from England currently playing New York. The LP is a masterful blend of Neil Simon, John Bird, Eleanor Bron, John Fortune and Jeremy Gildea all display a fine, acute sense of the absurd and an understanding pitch of satire. Some of the most hilarious bits here are tagged "The Queen," "The Balloon" and "The Lodgers." Superior sophisticated entertainment.
"HE'DY WEST"—Vanguard VRS9124

Hedy West is a new folk singer who sings traditional songs in a moving, lyrical style. The lark's extremely honest, ethnic style is natural evolution of her rural southern environment. While accompanying herself on the 5-string banjo, Hedy offers a feeling of renditions of "Drowsy Sleeper," "Single Girl," and "500 Miles." An impressive date.

"THE COURIERS CARRY ON"—Mercury SHS0772

Once in a great while a new folk group comes on the scene which deserves special attention. The Couriers, a lusty and gentle Canadian trio, are such a group. The crew does not attempt to carbon-copy other folk singers. They go through an interesting program of standards and new items on this their U.S. wax debut, in an imaginative, distinctive stylistic fashion. Outstanding tracks here include "The Black Fly Song," "Baby Where You Been So Long" and "She's Like A Swallow."

"FURORE"—Adriano Celentano—Vesuvius 4418

Italian songster Adriano Celentano makes his American debut on Vesuvius this version of pop tunes from Italy. The chanter, who scored on the other side of the Atlantic with "Nata Per Me" and "Si, E'ven'to I Sole" makes a strong bid for similar success here with this melodic platter that includes "Non E' Stato L'Amor," "Tu Due Racio E' Come Un Rock" and "Furore."

"BLUEGRASS AND OLD TIME MUSIC"—Charles River Valley Boys—Prestige International 1984

Along with the current revival in folk music, there has been new interest in some of the more ethnic forms such as the traditional bluegrass style. The Charles River Boys are an authentic-sounding old-time bluegrass group with a sensitive feeling for the material. On this Prestige Int'l package the group turns in top drawer performances on such favorites as "Rocky Island," "Footsy Fogy Dew" and "Leavin' Home." LP should spark interest with a host of folk buffs.

"MUSIC OF ROMANTIC OLD HEIDELBERG"—Capitol ST1629

Ernst Kohn, Georg Stern, Willy Hofman, the student chorus and the Alfred Marchant orchestra musically recreate the student days at the University of Heidelberg. The songs here are mostly of comradely and nostalgic nature. There is a libation wine drink in "Gau democrats Iguarn," well known thru exposure in the Student Prince film. The others are lesser known, but are "O Tambo nella," "Una Melody," "I Lost My Heart In Heidelberg" and "Not Another Drop In The Glass."

"EL BRAVO SOY YO!"—Willie Rosario—Alegre LPA925

Alegre presents another in its series of dance platters, this time featuring the Latin rhythms of Willie Rosario and his band with vocals by Frankie Figueroa. The orkestar includes the usual assortment of rhythms geared especially for dancing. Surveyed here are the boleos (Ero Todaro Fara Mi), the mambo (El Bravo Soy Yo) and the guaguanco (Guaguanco Benito)."
NEW YORK:

NEW YORK—Actor-singer George Miharis, who has been recuperating from injuries sustained in the fall of last November, is back in action and has just completed a new deck for the New York-Ohio Regional, which opened on October 10.

In "The Nightingale," a new musical comedy produced by the Yorkboat Theatre, a first-time winner of the Outer Critics Circle Award for best new musical, Miharis, as the romantic lead, will be appearing with the company costing, "She Loves Me."

The Mercury Records pianist Eugene List is tour- ing the East in a concert featuring a new program of music that he has selected from his recent recording of Bach Preludes through 6/12 under the auspices of the New York Society for the Performing Arts. List, who has been working closely with composer and conductor, who's another good friend of the radio station, is going to be performing in "The First Family Vol. 2," a guest concert of the New York Philharmonic, which opened on May 10.

.. .Organist Virgil Fox has just completed his first recording on Columbia called "The Philharmonic Hall Organ" and is leaving for New York to begin a tour of the United States, performing at the Auditorium Theatre, Chicago, and the Auditorium Theatre, Philadelphia.

"Amaranth" produced in September and has been selected to play the important role of the lead in the radio series this fall. The young singer also won a Grammy award for "Taste of Home." He has been working on the Radio City Music Hall show, "The Nightingale," with his wife, the beautiful and talented eyebrows, Kacy.

.. .Leslie Gore, happy with the success of her recent album, has been touring the West Coast in June.

Xavier Cugat and Abbe Lane set for their first major tour. The pianist has just signed on with ABC-Paramount, he says, just pasted some adorable girls and will shortly release her first effort for the disc, "A Time to Love." She has been working on a television show for NBC, "The Tonight Show with Merv Griffin," and will make an appearance on the Donny and Marie show.

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MORE THAN 150,000 ALBUMS ALREADY PRE-SOLD
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EVER FILMED

ORIGINAL SOUNDTRACK ALBUM
CLEOPATRA
COMPOSED AND CONDUCTED BY
ALEX NORTH

THE MOST EXCITING ALBUM OF 1963
new label is called Contempo and Godfrey will be recording both singles and albums. In addition, Godfrey will cut for Contempo artists he discovers and uses on his radio and TV programs.

The deal was arranged for UA by Jack Gold, executive producer of creative projects for the firm's publishing company, and Gold will oversee the entire project for the company. Richard Wolfe is Godfrey's recording director and will supervise all sessions. The first single will be out immediately and the initial LP in June.

Sir Playing Big LP Bow

NEW YORK—In addition to 25 new albums from its Mexico-based affiliate, Belart, the newly formed Sir Enterprises, Inc. will enter the market with LP's by Joe Glazer, Melvyn Douglas and Paul Speegle. All will be released with the Sir label. Joe Glazer, who has made albums in the past for Riverside, is doing an album of humorous folk songs, using mostly his own material.

Melvyn Douglas is featured on an album called "Thoughts To Live By," with quotations edited by Dr. Robert Dowey ranging from St. Francis of Assisi to Dorothy Parker.

Paul Speegle, well known San Francisco columnist (News-Call Bulletin) and master of ceremonies, is doing a comedy album on San Francisco. Sir Enterprises is headed by former movie maker Jackson Lightfoot, one-time Orson Welles partner and president of the company that produced Rita Hayworth films. According to the policy announced by Sir Enterprises, all material will produce for the "quality" field only and will require price stabilization of its distributors. Distributor negotiations are now being conducted nation-wide, with only the New York area settled. Alpha Distributor Company will cover New York.

N.Y. Promo Firms Merge

NEW YORK—Mike Merrick and Gene Shefrin have merged into the new publicity-public relations firm, The Merrick-Shefrin Company, Inc., with offices presently at 280 Madison Avenue, this city.

Merrick, for the past five years, has headed his own company, Merrick Associates, and Shefrin has been Executive Vice President of David O. Selber Associates, Inc., for the past twelve years, joining that organization in 1946.

Among personality accounts represented by the new company are Harry Belafonte, Robert Goulet, Alan King, Xavier Cugat, Johnny Mathis, Abbe Lane, George Maharis, Peter Nero, Buddy Guy, Jerry Vale, The McGuire Sisters and Miriam Makeba.

Companies on the Merrick-Shefrin client roster includes Rye Productions, Inc., Artists Recording Center and the public-owned Floyd Bennett Stores, Inc., who have retained M-S for financial p.r.

The company is exclusively represented on the West Coast by Frank Liberman Associates.
IT'S JUNE!
and look what's bustin' out all over
at REPRISE!
(see catalog listings on facing page)
Decca Inks 2 Of Four Seasons
To Indie Production Deal

Leonard W. Schneider, exec veep of Decca (1), and Marty Salkin, label veep (second from left), welcome Bob Gaudio and Frank Valli of The Four Seasons to the diskery as Indie producers.

NEW YORK—Bob Gaudio and Frank Valli, members of the successful Four Seasons vocal crew, have inked an indie producing pact with Decca Records.

Under terms of the agreement, the pair will not cut any of the label's existing artists, but will seek out their own recording talent and fully supervise the masters before turning them over to the diskery for release. Team's first project for Decca, The Page Boys' "The Butter Milk Sky" and "I've Tears Could Speak," has been rush-released by the label.

Commenting on the deal, Marty Salkin, Decca veep, said: "The company is very happy to welcome this very talented independent production team and feels they will be a valuable asset to the organization."

A Deejay Plug List From A Deejay!

NEW YORK—The following letter was received by Jack Fink, national promotional director of Atlantic Records, from deejay Bob Wilson, Program Director at radio station KOIL, in Omaha, Nebraska.

The titles used in the letter belong to Atlantic or Atco records by Bar- bies Lewis, April Stevens and Nino Tempo, Diane Renay, The Drifters, Mr. Acker Bill, Lee Clark, Doris Troy, The New World Singers, Mel Vine, The Isley Brothers, Chris Kenner, and Jorgen Ingman.

Jack: "Hello Stranger," it's been quite a while since we've been "Together." Perhaps that's why my "Tender" eyes were jumping out of this "Rat Race" when "Underneath The Arches," "All Alone In My Lonely Room," I took a look. "Love And Loathing" and "And I Love You," for marketing my co-host Joe Light was promoted to Program Director of KOIL, Omaha. As a rule I don't think twice about misprints but your circulation people seem to have had a laugh at "My Gal's Back In Town" and she's liable to tell "Your Old Lady" that I've been a "Tender" or worse yet, moved to the "Land of 1000 Dances." Please remember how much I "Loved" you in the past and give credit where it is due.

Bob Wilson
Program Director

Bunny Promo

Los Angeles—In order to help promote Jack LaFarge's new Regina release of "Blues On Vavet" in the Los Angeles area, the pretty bunny shown above distributed copies of the deck to the local deejays. In the photo here she's pictured with Bob Crane of KNX.

Connie's "Pillow" Contest

NEW YORK—MGM has kicked-off a national deejay contest based on Connie Francis' click outing, "If My Pillow Could Talk." Both deejays and their listeners are in for various prizes for the best audience entries based on "If Your Pillow Could Talk . . . What Would It Say?" Deejay who receives the winning entry gets a seven day, all expenses paid vacation for two at the Americana Hotel in Puerto Rico. Listener wins: $100 U.S. Bond, personal phone call from Connie Francis, complete library of all the performer's albums, including a personally autographed copy of her latest LP release.

Entry blanks have been sent to over 2,000 deejays. Contest closes midnight, June 24.

N.Y. NARAS Elects New Board

NEW YORK—The New York chapter of NARAS, the music awards association, has elected 10 new members and returned 13 incumbents to its board of governors. New board will meet this Wed. (5) at the society's New York offices to elect officers.

The new board members are: Tom Dowd, Bobby Hackett, David Hall, Joe Harnell, Quincy Jones, Irving Koloden, Jerry Leiber, Tommy Leonetti, Father Norman Jay O'Connor and Chuck Stewart.

Staying on the board are: Manny Albam, Dick Burtland, Don Cornell, Ahmet Ertegun, Milt Gabler, Mickey Kapp, Alan Kaye, Carolyn Leigh, Gunther Schuller and Billy Taylor.

Helen Merrill Inks Management Pact With Ram

NEW YORK—Stylist Helen Merrill, who recently returned to the U.S. after a globetrotting absence of 3 ½ years, has inked a personal management contract with Buck Ram's Personality Production. Move means that Ram will be the performer's musical director. She intends to continue foreign tours, but plans to spend half of her time in the U.S. She has toured many European countries, South America and the Far East. In Japan, cut an LP for King Records with a local all-star band.

2,000 Dealers In "Dr. No" Music Push

NEW YORK—More than 2,000 dealers and music stores are playing a part in the music drive on "Dr. No," the British thriller that opened in 400 theatres around the country last week. United Artists Records, which has the soundtrack LP, has provided dealers with a promo blowup spotlighting the album, while UA fieldmen and distribs make a coast-to-coast push on the release.

United Artists Pictures, which released the flick, is also putting promo buttons behind various publicity of "The James Bond Theme," a click in England. Independent dealers, with the help of (UA), Jimmy Haskell (Capitol), The Esquires (Terra), and John & The Hurricanes (Big Top). Monty Norman wrote the pic's musical score.

Kelit-Aurora Names Distribs

NEW YORK—Kelit-Aurora Records, operated by Erwin Lifke, has named the following independent distributing concerns to handle its product in San Francisco; and An- geles and Los Angeles, Larker distrib is the recently formed outfit by Jay Lasker, former Reprise exec, who has already visited the distribs on a recent trip, which also took him to Florida and Chicago.

Fink Date

Fink University

NEW YORK—The Glencowes, who are currently out with a Select single tagged "Hootenanny," are shown above below Fink University plaque after entertaining co-eds with some songs. Deejays have now running contests to determine where the college is located.
Tony's Tops With 2

Set All-Star N.Y. Gospel Fete

NEW YORK—The big New York City Gospel Music Festival, highlighted by the fifth annual appearance of Mahalia Jackson, takes place at the New York Coliseum this Sat., June 8, and Sun., June 9.

Interest is in the event is greatly heightened by the sensational success of the previous four N.Y. Gospel Fests, which is presenting only gospel acts.

Mahalia Jackson will head a strong array of gospel talent at the fete, which will also celebrate the 24th anniversary of radio and television of WLIB's "Gospel Train," hosted by Joe Bostic, producer of the event.

The Saturday program will feature Jackson with Rev. Lawrence Roberts' Angelic Choir, N.J., with whom he has achieved his recent Savoy recording successes, and a battle of song between six groups, including the Voices of Tabernacle; the caravan and the Soul Stirrers from Chicago; the Swannee Quintet of Augusta, Ga.; the harmonizing Four of Richmond, Va.; the Rev. Bernard Jenkins, the Charles Taylor Singers and the United Voices of Gospel. It will close the program with a candlelight presentation.

On Sunday, Mahalia Jackson will head the talent-packed program which will include Rev. Charles A. Graig's Gospel Tabernacle choir from Detroit; the Voices of Tabernacle; the caravan and the Soul Stirrers from Chicago; the Swannee Quintet of Augusta, Ga.; the harmonizing Four of Richmond, Va.; the Rev. Bernard Jenkins, the Charles Taylor Singers and the Utial Voices of Gospel. It will close the program with a candlelight presentation.

Nat'l Promo Tour For Capitol's New Jazz Lak

HOLLYWOOD—Marian Montgomery, famous Columbia jazz arranger, who recently discovered the talents of the late Joe Bostic, will be touring the country promoting Capitol's new jazz LP, "Trends for Winners and Lovers," which will be released July 19.

The tour will begin June 3 in Boston and end up in the singer's home port, Philadelphia, on June 12. In between, the artist will visit Baltimore, Detroit, Chicago, Los Angeles, San Francisco, Seattle, Cincinnati, and Miami—all areas where her LP is reportedly getting action with both jazz and pop DJs.

Concurrent with the beginning of the tour, Capitol will release a single record coupling two of the most popular tracks from the "Trends for Winners and Lovers" LP, "Roll On Pete" and "Sunny Gets Blue."

Performer got her start a few years ago on an Atlanta television station. She has played Mr. Kelly's Chicago and the Playboy Inn in Miami and Frank Sciolli in Philadelphia.

MGM Signs Cassidy

NEW YORK—Jack Cassidy, starring in the Broadway musical hit, "She Loves Me," has inked a pact with MGM Records, which has the show's original-past cast package. Soon to be recorded are a number of songs from the show, which also stars Kaye Ballard.

MCA Records offers Cassidy in the show, and "Enter Laughing." Cassidy, a vet musical comedy performer, was featured in a number of Columbia LP's and various Broadway musicals.

Correction

NEW YORK.—In the caption of a recent article, a reference to a radio show was inadvertently deleted. The show is "How I Broadened My Musical Ex- zen With Records." The prizes were awarded by the Record Industry Association of America and sponsored by the National Federation of Music Clubs.

Winnings and their sketches each received a $300 package of records that contained classics, jazz, and spoken word records.
Col's New 2-LP Sampler: “Stars For A Summer Night”
NEW YORK—Columbia Records latest 2-LP sampler is tagged “Songs for a Summer Night,” featuring 24 star new artists and 25 composer arrangements. Special set will retail at $7.98 mono, $9.95 stereo. Diskery has previously issued such 2-LP samplers as “Stars for a Summer Night.” An earlier release featured two dealers, “The Glorious Sound of the Philadelphia Orchestra” and “The Sound of Genius.”


Epic Bows Single For Sweet Chariot LP
NEW YORK—Epic Records has rushed into production a singles discal set “Sweet Chariot” at New York’s “Sweet Charited,” the hot gospel nitery. Deck features The Hermitage Singers, Mayetta Jackson, “Just Got To Heaven (Can’t Sit Down)” and “Run While The Sun Is Shining.” Jacket art is used from the group’s debut LP for the label, “Everybody’s Shoutin’ Gospel.” Prior to launching the group, Stevens was a choreo director in New York, working for many churches in the area.

Crestview Bows “Hootenanny” LP
NEW YORK—Crestview Records, an affiliate of Elektra Records, has just released its first in a series of “Hootenanny” albums. Initial entry features The Limeliters, Bud & Travis, Theodore Bikel, Josh White, Bob Counter, Judy Henske and many others. Diskery is planning an extensive promo campaign on the LP, including special in-store displays, artist p.a.s. in connection with the release, tie-ins with colleges, etc. Jack Holzman, head of Elektra, said that the line-up of performers for vol. 2 is almost complete.

Bert Haber Joins Staff Of Frank Music
NEW YORK—Yet music man Bert Haber has been added to the professional A&R staff of Frank Music and its affiliates. In addition to contacting A&R men, Haber will also serve as director of national record promotion on upcoming flick and Broadway scores for the Frank Loesser pubahery.

Bert Siegelman, professional manager, will also roll on Haber to assist in the acquisition and development of new copyrights and to further the company’s efforts on its standard catalog.

Frank’s first score of the 63-'64 Broadway season will be Meredith Wilson’s “Here’s Love,” which is skedded for an early fall opening on the main-stem.

Immediate promo assignments for Haber include the music from “David & Lisa,” written by Mark Lawrence, and the score of “Riverwind,” the current Off-B’way success by John Jenning.

Angel Bows 5 New LP’s
HOLLYWOOD—A “Great Recordings of the Century” reissue, Arrill Sanchez’s performances of the complete Beethoven piano concertos, is one of five new releases from Columbia Records planned for June.

The fire-side Schnabel release will be underscored by a national-wide special offering to “Great Recordings” collectors. Purchase may or may not be under the terms of the sales program, giving away one free “Great Recordings” disk for every two purchased at the regular price.

The late pianist, one of the greatest of the century, made the Beethoven recordings between 1932 and 1947 with the London Philharmonic Orchestra and The Philharmonia Orchestra conducted by Andre Cluytens, Sargent, Issay Dobrowen and Alcide Ghezzi.

Other new June releases include the eighth entry in Angel’s Gilbert and Sullivan series, Sir Malcolm Sargent’s “Patience,” starring George Baker, the celebrated Savoyard as Barnaby, with Elise Morison, Monica Sweeney, and Leonard Young, John Cameron, the Glyndebourne Festival Chorus and Pro Arte Orchestra. The release is a two-disk set.

In his Angel debut with American conductor Lorin Maazel directs the Philharmonia Orchestra in a performance of Richard Strauss’ tone poem, based on the Nietzsche classic “Also Sprach Zarathustra.”

In another June release, Carlo Maria Giulini conducts Debussy’s “La Mer” and “Three Nocturnes” featuring The Philharmonia Orchestra and the women’s voices of the Philharmonia Choir.

“Betsy Of Flanders And Swann” is an encore by the musical wits of the hit British revue, “At the Drop of a Hat.” Michael Flanders and Donald Swann devote the entire disk to their animal songs and stories.

Copyright Society Elects Sargoy Prexy
NEW YORK—Edward Sargoy has been elected president of the Copyright Society of the U.S.A. Sargoy was elected at a recent meet of the board of trustees, which also elected: Charles B. Seton and Sidney A. Diamond, former secretary and treasurer, respectively, as vice-pres and trustees; Alan Latman, secretary; Edward M. Cramer, treasurer; Morton Goldberg, assistant secretary; and Stanley Rothenberg, treasurer; Professor Walter Denerberg of NYU was re-elected as executive director of the society for a two year term.

The executive committee, elected by the trustees, includes in addition to the officers and executive director: Sholom M. Kaye, Leon Kellman, Isabelle Marks, E. Gabriel Perle, John R. Peterson, Samuel W. Tannenbaum and Leonard Zissu.

The Society, which reports on all aspects of the copyright field through its Bulletin, is celebrating its 10th anniversary this year.

Mellin Music Adds Fields To Prof. Dept.
NEW YORK—Billy Fields has joined the professional staff of Robert Mellin Music, this city. Companions with Fields, also a singer, in the pubby’s professional dept. are Bert Berns, Passman’s former singles push is The Exciters’ (UG) “Get Him,” written by Berns and Passman.

Col Custom Names Costello Sales Service Mgr.
NEW YORK—Columbia Record Pro’s, the label that has been in business since 1918, has appointed George Costello to the post of sales service manager, succeed to Floyd Oliver, national sales topper.

Costello will be responsible to Michael Coollidge, regional sales manager, for maintaining contact with Eastern and Midwestern customer accounts being processed in the Los Angeles plant. He will also be responsible for handling client and distribution problems relating to product delivery and service. In addition, he will also obtain new, and maintain current, customer record accounts in the Los Angeles office.

Costello joined Columbia Records in July 1958 as a product expediter in Bridgeport. He was transferred to Terre Haute in October 1960, where he was subsequently promoted to the position of supervisor of CRP order service.

Liz Taylor’s “Cleo” Salary Sparks Promo For Flick
NEW YORK—No how many avenues publishes reports on Liz Taylor’s “Cleo,” 20th Century Fox’s $34 million flick, takes, it usually ends up with its star Elizabeth Taylor.

Darryl R. Zanuck, president of the flick firm, told stockholders that the actress had been paid $1,750,000 for her role in the flick, and would receive 10% of the gross of the film above $7,500,000. At the production’s break-even point—which will be paid was said to be $2,000,000, the performer would receive a total of $7,125,000. 20th Century Fox’s earnings in the first quarter of ’63, Zanuck said that the company earned a net profit of $2,250,000, compared with a loss of $15,857 in the same period of ’62.

With the costs of “Cleo” written off earlier, gross income was actually $23,901,178 from $32,668,287 in the ’62 period.

Meanwhile, the firm’s disky subsidiary 20th Century Fox Productions, is pinning its hopes on getting a bigger share of the disk market by starting with a smash sales show on its soundtrack LP of “Cleo’s” music. Label is has been taken orders on a pay-in-front basis.

N.Y. Pubberies Merge
NEW YORK—Danny Rivutea’s Nib Music and Carmine DeNoia’s Wassel Music, both of this city, have merged and are now doing business under the tag of Nib-Wassel Music & Tact Productions.

Tactic, an indie production firm, is being handled by A&R man Tony Esposto, Firm, located at 339 Broadway, is listening to masters, demos and artists. Tactic has already turned-out a deck for Roulette, “For You” by Billy Turner.

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(See pg. 3 this week for addresses of Cash Box Int'l Reps)

CASH BOX 1780 Broadway, New York 19, N.Y.
Robert Marks Dies

NEW YORK—Robert B. Marks, vice president and general manager of the Edward B. Marks Music Corporation died here suddenly last week (27) of a heart attack at Park East Hospital. He was 51 years old, and had devoted most of his life to the field of music publishing both in California and in New York. He was particularly interested in copyright problems and was a founder and past president of the California Copyright Conference.

President also of Piedmont Music, one of the member firms of the Edward B. Marks Music, he represented the latter on the West Coast for many years before returning to New York about four years ago to assume the arduous functions of general manager.

His interest in copyright problems prompted him to be active in the work of the Copyright Division of the American Bar Association. Only within the past few months, he delivered an address before this organization on the subject of “Copyright Problems of the Publishers.”

During World War II he served in the 8th Air Force as a Corporal in Special Services.

He is survived by his wife, Gloria Dix Marks, two children, Richard E. Marks and Susan M. Marks, a brother Alfred M. Marks, an attorney, and a sister Lucille H. Wert.

Krasnow Back At Del-Fi
As Nat’Sl Promo Head

HOLLYWOOD—Bob Krasnow, vet merchandiser, dist rib and promo man, has rejoined Del-Fi Records, this city, as exec in charge of national promotion and merchandising. His initial duties will be the sales campaigns on a host of singles going out this month from the indie. They’ll feature Bobby Crawford, The Rocky Fellers, Lori Martin, Tim Considine, Hank & Dean, Paul Wallace and The Lively Ones.

Liberty Names Promo Man In Detroit Area

HOLLYWOOD—Gordon Prince has been named to top the promo dept. in Detroit and surrounding areas of Michigan for Liberty Records, according to Bob Skaff, promo head. Prince, who spent 2½ years with Decca and Coral, also served in Mercury’s promo dept. for four years. He will work exclusively on Liberty product out of Cadet Distributing in Detroit.

Smash Pacts Hunter

CHICAGO — Ivory Joe Hunter, vet blues songster-clever, is now a part of the talent line-up of Smash Records. Inking, made by A&R man Shelby Singleton, is a continuation of the label’s “name” artist build-up. Hunter, who cut his first disk in 1948, has had a number of million selling singles, “I Almost Lost My Mind,” “Empty Arms” and “Since I Met You Baby,” Hunter-cleft items which have become blues standards. He has written over a thousand songs.

Hunter begins his disk career on Smash with a singles release, “Congratulations” and “My Arms are Waiting,” and an album, “Ivory Joe Hunter’s Golden Hits,” is set for release this month.

Rossi New Pres. Of Italy’s Ri-Fi Co.

NEW YORK—Gianpietro Rossi has been elected president of Italy’s Ri-Fi Records, following the resignation of Alberto Carisch. Carisch left the diskery in order to devote more time to his post as managing director of Southern Music Italiana.

Rossi is one of the founders of the label, which was organized three and a half years ago and now stands as one of Italy’s leading indie operations.

A year ago, he was elected Mayor of Busto Arsizio, an important industrial town near Milano (population: 80,000), a post he still holds.

Rossi came into the disk business via the field of plastics, creating, in the space of a few years, one of the outstanding European suppliers of granulates and biscuits for disk manufacturing. He was born 25-years-ago at Olgiate Olona, a small town near Busto Arsizio.

Richard H. Roemer of New York is the label’s attorney and business rep in the U.S.
Layton on Carib Trek For Hammond

CHICAGO — Mercury Records’ popular organizer Eddie Laytus, for a tie-in promotion in a three-week concert tour of the Caribbean July 1 for the Hammond Organ Company. This is the right time Central Caribbean tour for the artist, who has traveled extensively for Hammond.

The Caribbean tour will include Jamaica, Trinidad, Panama and Costa Rica, with a July 4 concert in Haiti. On June 1, Laytun will conclude a Hammond pop concert tour that has since last September, taken him 150,000 miles throughout the United States, Canada and Europe. Since the start of the tour, Laytun claims, “I’ve been in my New City apartment just long enough to change suits.”

Laytun will cut his 14th Mercury album, with David Carroll, record manager, sometime this month.

In the above pic Laytun (right) pauses in his travels long enough to show label A&R director David Carroll all some of the spots he has visited.

Columbia Names Dallas To MidWest Staff

CHICAGO — Hugh Dallas, veteran midwestern record promotion man, has been added to Columbia Records’ midwest staff as field promo manager for Detroit, Cleveland, Cincinnati, Pittsburgh and Louisville.

Prior to his appointment by Columbia, Dallas was connected with Elmer Light’s Command Records for several years, handling the entire midwestern region in promotions.

Dallas is presently on a whirlwind midwestern tour of the country, making radio station appearances singing the praises of three new Columbia waxings: “Ring of Love” by Johnny Cash; “She’s Mine, I’m Not” by Artho Williams, and “The Black Knight” by Johnny Williams.

Steinberg, Pittsburgh Ork, Rubenstein & Cliburn Set Iron Curtain, Israeli Tour

NEW YORK — An unusual foreign tour by Dr. William Steinberg, veteran director of The Pittsburgh Symphony Orchestra, will result starting next month in concerts in Israel and Europe. He will conduct the Tzahale Orchestra, Artur Rubenstein will be guest soloist, and other concert performances behind the Iron Curtain and Israel.

Dr. Steinberg is currently in New York City after completing recordings for Command Records. He has done Tchaikovsky’s Symphony No. 4 in F Minor, Opus 66; Beethoven’s Symphony No. 5 in C Minor, Opus 67, “Eroica,” and Wagner overtures (The Flying Dutchman, Rienzi, Faust, Die Meistersinger and Freischütz) for Act III of Lohengrin) for Command.

Dr. Steinberg will begin his varied concert engagements June 11 at the Zurich Festival. There, with Van Cliburn as soloist, the concert will conduct the Tzahale Orchestra. Artur Rubenstein will be guest soloist on Van Cliburn’s return to Israel from July 20 to August 15. He will feature Beethoven’s only opera, “Fidelio” concerts featuring Van Cliburn, which will first time in Hebrew.

Following his concert with Van Cliburn, the tour will proceed to Warsaw, Poland, there conducting the Warsaw National Philharmonic, June 14 and 15. Later in the tour, he will conduct the Mahler Symphony Orchestra, with Ricardo Ochoa, in a soloist, in Brussels, will there conduct the West German Radio Orchestra on Sept. 20, and at the end of the tour he will conduct the Orchestra of the Berliner Festival at the Berlin Festival in an all-Berliner program, the rarely-performed Berlioz composition, Leilo. The first professional premiere of Leilo was given by Dr. Steinberg last October and repeated here for New York audiences. The turner, a famed German actor, will be narrator.

Connie Deserved A Red Bullet

NEW YORK — Last week’s Top 100 chart inadvertently omitted a red bullet for the Connie Francis (MGM) reading of “If My Pillow Could Talk.”

Decide moved from 46 to 36 on the chart. Because of another red bullet this week for its climb from 36 to 20.

Disney Pow-Wow In L.A.

LOS ANGELES—At a recent Disneyland/Vista sales meeting in Los Angeles, one of the main topics was the new Disney flick, “Swage Sam.” The title song of the film has already been recorded on Vista by a new group called the Wellingons. In promotion with Fluke Dog Food, are (sitting, left to right) Jimmy Johnson, executive of Vista labels, with Dick Jeffers, west of the Walt Disney pubbery; and Bob Elliott, national sales manager. A song cover of the album is by Sandy Stronach at the end.

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445 W. 50th St. N.Y.C.

"I Want A Love I Can See"

Phase 5

HERBERT GORDY

2684 W. Grand Blvd., Detroit

"I Want A Love I Can See"
WITH-Baltimore, which only four months ago reverted to its former format of Top 40 rock ‘n‘ roll already has made tremendous inroads rating-wise according to the latest surveys for the area. The station is featuring personality deejays and fast-paced shows throughout the day and combines this with contests, gimmicks and promotion. Current contests being aired include the “Wheel Of Fortune,” whereby one an hour a jack-pot-sized wheel, calls the number, then calls a listener on the phone who is asked to name the number and if correct wins the cash jackpot. Another contest held features is “Invisible, invisible,” whereby Irving gives clues to the identity of familiar object. If a listener correctly identifies it the he receives $500 worth of merchandise as a grand prize. In an outside promotion, all the outlet’s spinners recently took part in a parade on behalf of the local Cereals Crusade.

Governor Frank Morrison and Omaha Mayor James Dworkar were honored guests at the recent Nebraska Softball Hall of Fame Awards Dinner in Omaha emceed by KOIL-Omaha’s program director, Bob Wilson. Three hundred fifty were in attendance at the dinner, with the National Executive and the proxy of the U.S. Amateur Softball Association among those present. Receipts of the ball of guest of a warp-which were initiated into the “Great Navy of Nebraska” will be the admiral by Governor Morrison.

WSIX-FM-Nashville received authority last week from the FCC to increase FM transmission to 97.9c from the present 30,000 watts to 100,000 watts and to install a new transmitting antenna which will result in an increase from a present 800 feet above average terrain to 1,000 feet above average terrain (or an actual 1,500 feet above sea level). The increase in height of the new tower, the increase in power and the installation of a new antenna designed especially for stereophonic transmission will enable the outlet to serve an additional half million potential listeners for a radius of 125 miles into the middle Tennessee, southern Kentucky and northern Alabama area. Construction will start in the immediate future.

KHJ-Hollywood’s four deejays are now giving baseball scores throughout the day on their platter programs. Bill Calder gives a wrap-up of the previous day’s games on his early morning show; then Paul Compton and Mort Crowley air daytime scores on their programs; and finally singer- song writer--producer--composer--and-- operator Bruce Hayes broadcasts inning-by-inning and final scores of the night games. Frank Barron of KHJ recently wrote some TV and radio promotions for the Big Brother Organization, to be used on stations across the country. Taping the spots were Efrem Zimbalist, Jr., and singer Bob Rodgers and ex-Ram footballer Les Richter. KHJ-TV’s facilities were used for the sessions.

The Michigan Associated Press Broadcasters’ Association, at its recent meeting in Lansing, presented a first place award to WJBK-Detroit for its program “Election Spectacular,” adjudged the best locally-scheduled special events show in the class two radio division of the 1962 MAPBA news competition. Class two comprises stations over 1,000 watts — WJBK personality Robert E. Lee is currently appearing in the play “The Day the Comes” at the Aaron De Roy Theatre.

Ric Thomas, KEX-Portland’s mid-morning deejay, has initiated a crazy contest “I’m & Bob Race Track.” Listeners are asked to submit the craziest hats in creation to Ric. The winner will receive a $50 gift certificate to the race track and dinner to the Turf Club for two.

KBOX-Dallas recently marched into the heart of the Dallas Thomas/Alicia annual drive. A total of $25,000 was collected by teenagers who volunteered a month after hearing public service announcements on the station. Proceeds from the drive go toward the St. Jude Research Hospital, dedicated to the incurable.

KPOI-Honolulu recently celebrated its 4th birthday with a giant open house and carnival at their Waikiki location. One of the highlights was a chance to sample a 60 foot birthday cake, ride the ferris wheel and tour the station’s new studio. On the “squeezing” contest were also held.

WIL-St. Louis recently helped celebrate National Radio Month last week. The radio station and hour in the station’s “your name is the name of the personality” contest with their own names and address on a personal card. Hourly, station personalities drew one card from a hopper, and if the name on the card submitted corresponded to the personal current, the listener won a transistor radio.

A complete set of recordings of two special WXZY-Detroit programs have been added to the collection at the Burton Historical Museum of the Detroit Public Library. . . WXZY’s new program director, Ed Hardy, has accepted an invitation from the United Press Intenational Broadcasters of Michigan to serve as a panel member in a special seminar on news coverage, editorializing and public affairs programs. . . John F. Pival, prxy of WXZY, was recently elected to the Acrads Club Board of Directors. He will serve a two-year term on the board, beginning July 1. The Detroit Acrads Club currently consists of 2,100 members and is affiliated with the Advertising Federation of America.

The Jerry Telson WLOL-Minneapolis show was recently broadcast from the Laye Department Store in Minnesota from 6:15 until 10:15 P.M. YLOL personalities Dan Allan, Bill Bennett, Carson Rennie and Rod Tron guard also made personal appearances at the store and distributed tickets and certificates and prizes to shoppers who stopped by the WLOL broadcasting booth.

VITAL STATISTICS:

- Glenn C. Lewis, formerly with WDBJ-Roanoke, is spinning ‘em with WBBJ-Jacksonville.
- Charlie Williams has been named the general light as music director at WBBJ.
- Robert J. Larkin is now associated with the WIP-Philadelphia news department.
Bob Wills and his Texas Playboys begin a seventeen day tour of one-nighters June 7th concluding June 22nd, for Seattle promoter Jack Roberts. Roberts has Wills and his band set for ballroom and club appearances throughout northern California, Oregon, and Washington. The highlight of the tour by the western swing group will be their appearance at Seattle Spanish Ballroom on the 15th. The Castle was recently converted to western music dancing by Roberts. Wills will also guest star on Roberts' "Evergreen Jubilee" station on ROMO-TV Seattle.

KUCI, the 50,000 watt country music outlet for Dallas and Fort Worth, is going "full steam ahead" under the direction of Bill Mack, one of the nation’s top ten country music personalities for the past several years. With the firm belief that country music is the most acceptable type of music (when it is presented by the best available personalities), KUCI has recruited a powerhouse of deejays to spin the decks from 5:30 AM until midnight seven days a week. Such vets as Horace Logan (founder of the "Louisiana Hayride"), "Sleepy Eyed John" Lepley (formerly the #1 country air personality in Memphis), Bill Reynolds, Jerry Parks, Morgan Chart and Bill Mack make up the array of talent heard each day on the station which receives mail from practically every state in the nation. Recent visitors to the outlet include: Faron Snow, the Wilburns, Marion Worth, George Jones, Bill Anderson, Roy Drusky, Ernest Tubb, Jack Locklin, Kitty Wells and Johnny Wright, George Hamilton IV, Bob Wills and Don Gibson.

From man Ralph Ruby has just returned from a trip through Oregon, Utah, Colorado and New Mexico. Ralph is plugging the new Ray Sanders, "Rich Livin’ Woman" and the new Dell Shirley, "Walk Of Pride." The next six weeks will take Ralph into Kansas, Missouri and Nebraska. If any of the deejays that may not be on Ralph’s list for a visit would like for him to stop by and fill them in on all the goings on in Hollywood, can write to Ralph at 6146 Balbock Ave., North Hollywood, California and he will be sure to drop in and see you.

Fred Ray of Acadia Records is releasing in conjunction with Howard Yokes a Billy Wallace album tagged "Billy Wallace Sings His Hits." The LP will be a bevy of famous songs from the Wallace’s pen that such country luminaries as Webb Pierce, Kitty Wells, Jimmy Dickens and Patsy Cline have recorded.

Ferlin Husky, husky and rested up from Japan, made a smash performance on Grand Ole Opry. Simon Capitol newbie, "Don’t Be Mad," raised the rafters at the Opry hall.

Ernest Tubb and the Texas Troubadours have just completed a string of important dates in California. While on the tour, Ernest and boys appeared in Los Angeles, Santa Clara, Goshen and Hamilton Air Force Base.

Dewey Groom, absent from the air for the last six years is back again with a new show called "In Answer To Your Question" on KPCN-Dallas. The set country personality answers any questions from the listeners about the stars.

Rex Zaria, proxy of Skyrocket Records, is real excited about a new release he just cut with Bill Mess and Leon Reynolds tagged "Wow." "It’s Been So Nice." Rex will send deejay copies to interested jocks if they write to him in care of the label at 1739 N 3rd St., Phila., 22, Pa.

Acuff-Rose Artist Corporation is keepingudy Thomas busy with a string of personal appearances in Illinois, Indiana, Ohio, New York, Connecticut and Virginia. The lark has just returned from a five-day string of ballroom dates with Bobby Lord in Iowa, Minnesota and Wisconsin.
“I CAN’T STAND TO LOOK” (2:21)  
[Four Star BMI—Belew, Vanadore, Moeller]  
“MY PRIDE WON’T LET ME” (2:40)  
[Four Star BMI—Morris]  
CARL BELEW (RCA Victor 3198)  
Carl Belew seems sure to have another winner with this ultra-commercial Victor newbie tagged “I Can’t Stand To Look.” The tune is an extremely pretty slow-moving shuffle-beat chorus-backed weeper with a moving mid-peak radiation. Eyes it for rapid acceptance. The flip, “My Pride Won’t Let Me,” is clever, up-tempo romance essayed by the songster with all of his expected poise and artistry.

“THE MINUTE YOU’RE GONE” (2:29)  
[Regent BMI—Gatebel]  
“GOLD AND SILVER” (2:16)  
[Marson BMI—Legate]  
SONNY JAMES (Capitol 4968)  
Sonny James kicks off his new Capitol career in fine fashion with a promising item tagged “The Minute You’re Gone.” The side is a tender, easy-going, charmingly pretty-shuffle affair all about the heartbeat the songster feels when his gal leaves him. Deejays should come out in droves for the side. “Gold And Silver” is a catchy, up-tempo chorus-backed ditty with a high-powered listenable beat. Also merits a close look.

“ALREADY I’M FALLING” (2:21)  
[NewKeys BMI—Bandy]  
“EVERYTHING” (2:28)  
[Palmer BMI—Howard]  
JIMMY "C" NEWMAN (Decca 31509)  
The vet country chantier has a good chance of having a quick hit on his hands with this new destined-for-success release from Decca labeled “Already I’m Falling.” This is a soft-and-easy chantier, a tradition-oriented country lament with an extremely pretty bluegrass-styled melody. Side should reach the charts in no time flat. On “Everything” Newman offers another slow-moving chorus-backed tale of heartbreak and renders it in a real feeling style.

BROWNS (RCA Victor 1989)  
(B+) “THE TWELFTH ROSE” (2:23)  
[Tree BMI—Moore, Kilner]  
The Browns haven’t cut out in quite a while but they really seem back in the groove with this top-flight slow-moving sentimental ballad with a beautiful narrative by Jim. Commercially break quickly.

(B+) “WATCHING MY WORLD FALL APART” (2:24)  
[Don Robertson ASCAP—Robertson, Blair]  
More pretty monotony cutting, this one’s a traditional sobber handled with authority and polish by the group.

STANLEY BROTHERS (King 5754)  
(B+) “PAUL AND SILAS” (2:21)  
[Louis BMI—R. & C. Stanley]  
The boys are in fine form on this extremely fast-movingRailton-bluegrass religous item. The side has enough good stuff in it to attract a host of fans.

(B) “MEMORIES OF MOTHER” (2:52)  
[Acuff-Rose BMI—R. & C. Stanley]  
Effective, background medium-paced, hard-driving country ballad.

SONNY WILLIAMS  
(Cotton Town BM—Comer)  
Fine- sounding slow-moving, melodic hillbilly lament.

BOBBY SYKES (Starday 630)  
(B+) “A PLACE FOR GIRLS LIKE YOU” (2:27)  
[Starday BMI—Bruns, Hayes]  
Sykes could click quickly with this slow-moving, dual-truck country lament. Side这里面 has real pretty lyrics and an effective near-honky tonk piano.

(C+) “RUN, JOHNNY, RUN” (2:29)  
[Starday BMI—Foster, Redfern]  
Rousing, chorus-backed folk-styled high-powered item with a contagious, exciting beat.

PEGGY TALLEY (Merleone 107)  
(B) “TAKE CARE OF HIM” (2:45)  
[Acuff-Rose ASCAP—Kent, Warren]  
Newcomer Peggy Talley displays a professional wide-range voice on this pleasant dual-truck pop-flavored country walker. A nice showing.

(B) “YOU BROKE THE ONLY ONE” (2:23)  
[Marston BMI—Massey, Crane]  
Uptempo, dual-truck bluegrass-styled tear-jerker crowded with plenty of authority by the lark.

DONNIE JAMES (Gahnad 529)  
(B) “YOUR FIRST HEARTACHE” (2:28)  
[Barcode BMI—Hall]  
Donnie James could create quite a stir with this romantic, medium-paced tear-jerker all about a guy’s first broken romance. Watch it.

(C+) “BIG SOUND OF HEARTBREAK” [Bare-Lime BMI—C. Pitts]  
Traditional, dual-truck bluegrass lament. OK chanting.
Belgium's Best Sellers

FLEMISH
1. Kiss Me Quick (Evelyn Presley/BCA)
2. Samsam Tres Soucis (Adamo/Pathe Marconi)
3. From a Jack to a King (Neil/Emerson/Ronx)
4. How Sweet It Is (Adamas)
5. Danseuse (Grethe and Jorgen Ingmann/Metronome/H.M.V./The Cousins)
6. Donnie-Moai Chance (Richard Anthony/Eastern)
7. At Night (Paul Anka/BCA)
8. Foot Tapper (The Shirelles/EMI)
9. Elle Est Finie (Petula Clark/Vogue)
10. Gif Wir Moin Ess Kans (Marie/Vogue)
11. ToutDans L'Ombre (Bruno/Petit)
12. Rhythm of the Rain (The Cascades/Warner Brothers)

Wallon
1. Amour Perdu (Adamo/Pathe Marconi)
2. Elle Est Finie (Petula Clark/Vogue)
3. Samsam Tres Soucis (Adamo/Pathe Marconi)
4. C'est Une Chose Simple (Adamo/Pathe Marconi)
5. Johnny Guitar (The Spotnicks/Discovert)
6. Waiting For Billy (Conni Fraser/MGM)
7. L'Ecole Est Finie (Sheila/Anthony)
8. Tendres Annes (Paula/Philips)
10. Young Lovers (Paul and Paula/Philips)

Belgium
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presentation
WERE
47
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41
4!
56
Vi:'
12x429
"L'Ecole Est Finie"
12x540
"Zino's crooner"
12x611
"Weisze"
21x326
"Prestige"
21x556
"Violin"
27x207
"Amour"
29x257
"Belgium's"
29x508
"ago,"
39x651
"On"
41x738
"sung"
41x840
"(Germany),"
47x492
"best-selling"
47x516
"studied"
50x429
" organized"
50x453
"King";
52x651
"Hint";
57x675
"fame"
57x714
"proprietor"
57x738
"high"
57x746
"reached"
57x761
"news."
57x785
"concerns"
57x793
"production"
57x840
"Masters"
58x717
"TOPS"
58x824
"told"
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"Plum"
59x880
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60x800
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60x847
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61x819
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62x838
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63x853
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64x870
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68x972
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69x997

CASH BOX—JUNE 8, 1963

CASH BOX TOP 100'S PUBLISHERS

(100 Top Titles listed Alphabetically.
See card for artist and label credit)
An unusual occurrence in record PR/broadcast relations pretty well sums up the recent appearance of Montreal’s leading record promotion men, on a jug, on the occasion of the jug being handled by the respective firms to be previewed and discussed on the telephone. The disks selected for presentation by the promo types were to be reviewed by their respective firms for presentation on Radio One, and naturally, in the course of events, the various disks were discussed, was none of them could be listed in the "Top Ten Sellers." The only exception was the set of "Easier Than I Used to Be" by Fats Domino on the jug that showed the highest chart potential, while "All I See Is Blue" by Jack Scott on Capitol got the second-highest rating. The chart, as a result, is an accurate reflection of the degree of musical content. Jack Allanach, of CF-TV’s Promotion Dept., is calling all interested parties to add the last 10 days of action on this jug, which will show a substantial increase over the previous "record" of 30,000 mark in sales and topped the hit parade for weeks. Polygram handled the distribution of this jug, and Polygram has its points—after all, it is the first jug to be distributed by Polygram, and Polygram will have the jug in the market for the duration of the jug’s life, which will be a long one.

Good sound just released by the Kash Record Company of Nashville features Sault St. Marie daydream. Gary Back! At this writing several Canadian disk firms are handling this jug, which is the latest in Kash’s string of hits. It is said that the jug would seem to be "Happy To Be Unhappy." It’s a good country-pop ballad that has that sweet sound of success. Gary told Cash Box that numerous stations, both major and minor, have been playing the jug, and that he feels it will find its way into the charts soon.

Ortol Prophet, still keeping the Spartron cash register ringing up sales on his jug, "Hail To The King Baby," reports that sales in Toronto are building up well, with a regional promotion jug. But wells are running through the temperature in the Prairie City jug was twenty-five above (5°32) but Wray reports that two of his RCA Victor plug items are really warming up the one is "A Fool For You" and the other is "I’ll Be Seeing You." Which item would seem to be "Happy To Be Unhappy." It’s a good country-pop ballad that has that sweet sound of success. Gary told Cash Box that numerous stations, both major and minor, have been playing the jug, and that he feels it will find its way into the charts soon.

Cash Box—June 8, 1963—International Section
Brazil's Best Sellers

1. Que Será De Ti—Moacyr Franco (Copacabana); Trio Cristal (RGE)
2. Afrikaan-Beat—Kempfort (Polydor); Orquestra Brasileira de Espetáculos (CBS); Mario Gennari Filho (Odeon) (Published by Farinha)
3. O Amor Mais Puro—Francisco Petronio (Continental) (Published by Freire)
4. Boogie Do Bebe (Baby Sitting Boogie)—Tony Campello (Odeon); Ralf Benden (Odeon) (Published by Vitale)
5. Ha Noi Nova—Luiz Fernando (Kamino); Aliza Kash (Mecano) Les Baxter (Capitol) (Published by Ferma)
6. Al Di La—Emilio Pericoli (Odeon-Warners Bros); Tony Dallara (McAuley) (Published by Cachoeira)
7. O Passo Do Elefantinho (Baby Elephant Walk)—Trio Espaço (Odeon); Lawrence Weik (RGE); Henry Mancini (ECA)
8. Apache-The Jet Black's (Chaqueteiro) Published by Ferma)
9. Tudo De Mim—Alemanh Dutra (Odeon)
10. El Cielo De Ti—Onival Silva (Continental); Antonio Alfredo (RGE); Waldik Soriano (Chaqueteiro) Published by Santos Dumont-Fernanda
11. Fina De Frase—Trio Espaço (Odeon); Teda Maria (RCA); Demetrios (Continental); Scott Thompson (Copacabana) (Published by Vitale)
12. Le Cachoeira—Paulo Milheto (RGE)
13. Caterina—Perry Como (RCA); Carlos Gonzaga (RCA)
14. La Aguja Lagartia Tu—Roberto Luna (RGE); Rinaldo Calheiros (Copacabana)
15. Return To Sender—Elvis Presley (RCA); Demetrius (Continental) 

Brazil's Top Ten LP's

1. Afrikaan-Beat—Bert Kempfort (Polydor)
2. Nico Fidelio—Nico Fidelio (RCA)
3. S Vai—Ray Pinto (RGE)
5. Vix—The Black's (Chaqueteiro)
7. Ela—Mitilinho—Mitilinho (RGE)
8. Braco Da Selva—Moacyr Franco (Copacabana)
9. Ed Lincoln—Ed Lincoln (Matinade)
10. A Grande Revelação—Altemar Dutra (Odeon) 

Argentina's Best Sellers

1. Puente Pexion (Lagos) Los Travadore Del Norte (CBS); Julio Molina Carbonell (Mono Nativo); Antonio Torno (Disc Jockey); Farias Cabanilles Miguel Coda (Palma); Ramon Codina (Odeon);
2. Ruby Baby (Biger-Abella-Ferma) Dion (CBS); Martin Rey (Ariel)
3. Amor—For Two With Love—Laurel-copacabana)
4. Pastel Cordoba (Luttie Lieve) (RGE)
5. Te Recuerdo (I Remember You) Frank Field (Ariel)
6. Que Se Munen Los Sos Los Pus Up (Music Hall); Luis Aguilar (Polydor)
7. Camella (Korn) Palito Ortega (RCA)
8. Como El Sol Apaga La Lámpara (En El Bosque) Elvira Gorme (Disc Jockey)
9. Lawrence Weik (Music Hall)
10. Vaciones En Hawai (Palito Arcevedo (Disc Jockey); Milo CBS)
11. To Be or Not To Be—(RGE) 
12. Lo Se (Smart) Enrique Guzman (CBS)
13. Me Menteixo Bert Kempfort (Polydor) 

SUBSCRIPTION TO CASH BOX $30 FIRST CLASS—$45 AIR MAIL
Frankie Davidson was declared the outright winner in the "XKY Export Talent" contest recently conducted by radio station XKY in Melbourne. Frankie won a return air trip to England together with expenses and accommodation for a week, and a stay at the luxurious Bay Hotel in London. Frankie does not expect to leave for some weeks yet. While he is in England, Melbourne radio station 3XY will be closely affiliated with W & G Records in Australia, which was an exclusive recording contract with Frankie. Ray Woods, an executive of Station 3XY, said: "Frankie has made a fine contribution to the contest which had been a great success." 3XY has made a fine contribution to the contest which had been a great success.

Tony Tomeru, head of Phono-Vox Records of Australia, recently tossed a hat into the ring in the "XKY Export Talent" contest, an exclusive recording contract with Frank. Ray Woods, an executive of Station 3XY, said: "Tony has made a fine contribution to the contest which had been a great success." 3XY has made a fine contribution to the contest which had been a great success.

"Come Kinds Of Crazy" is a new hit by Kipper, the American ex-patriate now living in Australia, and with it, Kipper has topped the charts in a one-week period. Of the hit single, Kipper said: "I'm really pleased with the way it's been doing. It's a great feeling to see people enjoying my music." Kipper's "Kinds Of Crazy" has topped the charts in a one-week period.

Of course, this is not the first time the 45 has topped the charts in a one-week period. Earlier this year, "Over The Rainbow" by the Irish group Clannad was the first hit to do so. However, Kipper's "Kinds Of Crazy" has topped the charts in a one-week period, setting a new record.

The American Colpix product which has been distributed in the United States through a recent national label for the past five years will now have its own brand name in this country. This was announced at a reception held at the Pye Record's office in Melbourne. The announcement was made by Raker (Colpix general manager) and Herb Holmes (international director) to the press assembled at the event. The new label, "Colpix", is said to be the brainchild of John K. contract, which takes effect as of July 1. The announcement means that Colpix now has world-wide coverage. The label will be set for release include "Diamond Head", "The War Lovers" and "The Interns", and will also have the musical rights to the soundtrack album of Carl Forman's "The Vinyl". The album will be issued to coincide with the film's release here.

Raker and Holmes were in Melbourne at the weekend calling on Artone in Amsterdam; Bluebell in Milan and Barclay in Paris. While in Paris, Raker flew back to the States, to the weekend Hei stayed on for a few days in England before going on to Copenhagen, Stockholm and Germany for talks with Frenk, Sonet and Arivola respectively.

In an interview with the Melbourne "Sunday" last week, Mr. Shanks was very enthusiastic about the latest move in the Colpix progress story and was most impressed with his visit to the States. He said: "This is a great opportunity for Colpix. We have a great future ahead of us."

EMI's "Friday Fictions" disk show-with-a-difference which broke over the radio Luxembourg airwaves has just chalked up its 100th performance. On hand to celebrate its centenary were Helen Shapiro, Acker Bilk, Jimmy Tarbuck and his band, and the American "Ralph".

Thirty-two-week-long show attracts a listening audience of some 5,000,000 each week. A major coup for the show's impresario Philip Solomon is that owning music union rules Jim Reeves, Alvin Dark, the Shadows and others. A recording session is facilitated by London radio dates with his American backing group. The show will be a weekly feature of "The Country & Western Show" on Radio 4.

This month, the Shadows have been commissioned to write the numbers including "Murr Mackie". This was announced by EMI's Managing Director, Tom Simson, who expressed his delight at the news.

As soon as Frankie Vaughan returns from his season at The Tivoli Gardens (12th July) he will be back in the States, where he will be heard by some of the major talent scouts. Frankie is expected to leave England this week, and will return to the States soon after.

"The Tornado" has been in the States for several weeks now, and is due to return here early next month. This is Frankie's first visit to the States, and he is looking forward to the experience.

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Great Britain's Best Sellers

This Week

1. "From Me To You" - The Beatles (Parlophone) Northern Songs
2. "She Loves You" - The Beatles (Parlophone) Northern Songs
3. "Can't Buy Me Love" - Cliff Richard (Columbia) Essex
4. "Love Me Do" - The Beatles (Parlophone) Northern Songs
5. "Two Kinds Of Tears" - Del Shannon (London) Vicky
6. "In Dreams" - Roy Orbison (London) Chappell
7. "How Do You Do It?" - Gerry & The Pacemakers (Columbia) Dick James
8. "Love Is All" - Fred Ifeld (Columbia) Peter Maurer
9. "My Young Lovers" - Paul & Paul (Philips) Hi-Fi Music
10. "When Will You Say I Love You?" - Billy Fury (Decca) Jackie Good

Great Britain Top Ten LP's

1. "Please Please Me" - The Beatles (Parlophone)
2. "Summer Holiday" - Cliff Richard (Chappell) Columbia
3. "Reminiscing" - Buddy Holly (Coral)
4. "It Happened At The World's Fair" - Elvis Presley (RCA)
5. "West Side Story" - Soundtrack (CBS)
6. "I'll Remember You" - Frank Ifield (Columbia)
7. "Sinatra-Basie" - Frank Sinatra, Count Basie (Reprise)
9. "All Star Artiste" - Various Artists (Philips)
10. "All Alone Am I" - Brenda Lee (Brunswick)

Great Britain Top Ten EP's

1. "Frank Ifield Hits" - Frank Ifield (Columbia)
2. "Dance On With The Shadows" - The Shadows (Epic)
3. "Just For Fun" - Bobby Vee & The Crickets (Liberty)
4. "Kid Galahad" - Elvis Presley (RCA)
5. "Holiday Carnival" - Cliff Richard (Columbia)
6. "Billy Fury & The Tornados" - Billy Fury (Decca)
7. "On The Air" - The Spinnocks (Oriole)
8. "Telstar" - The Tornados (Columbia)
9. "The Boys" - The Shadows (Columbia)
10. "Sounds Of The Tornados" - The Tornados (Decca)

Holland's Best Sellers

This Week

1. "Buona Notte Bambino" - (Rocco Granata/CNR, Angelo Bion Artone) (Uitgeverij Portengen/Haarlem)
2. "Blame Von Takti" - Gert Timmerman/Telefunken (Hollam Music/Amsterdam)
3. "Summer Holiday" - Cliff Richard/Columbia (Les Ed. Int. B. Amsterdam)
4. "Soorabaja" - Annette Grönlund/Philips (Les Ed. Int. B. Amsterdam)
5. "Blame It On The Bossa Nova" - Eddy Gorme/CBS (Les Ed. Int. B. Amsterdam)
6. "Junge Kump Balder Wieder" - Freddy/Polydor (Editions Atlas Amsterdam)
7. "Ritme Van Der Regen/Rhythm Of The Rain" - Decca
8. "Loop De Loop" - (Johnny Thunder/Delta, Bobby Rydel/Cam Parkway)
9. "Hand In Hand" - Jackie van Dam/Fontana (Benelux Music)

Andy Feted In England

LONDON...Andy Williams, who currently has the #1 best-selling LP in the U.S., with "Days Of Wine And Roses" on Columbia, is pictured above with CBS' label manager in London, John Gunner (right), extending a reception at his honor at the Stenhouse Hotel.

Andy Williams' "Jailhouse Rock" on RCA/London, a #1 best-seller in the U.S., is now getting top chart action in the U.K., with a special "Ring O' Roses" recording for the British market. Williams' recent hits "Crying," "Can't Help Falling In Love," and "I'm Not The Kind Of Boy Who Marries A Girl," have been at the top of the charts. Williams' current LP features "I Just Want To Make Love To You," "Too Much, Too Little, Too Late," and "Can't Help Falling In Love."
ISRAEL'S BEST SELLERS

This Last Week
1. Charizet—Petula Clark, (Vogue)
   (8)
2. Hey Paula—Paul & Paula (Philips/Hed Ari)
   (5)
3. Tous Les Garçons Et Les Filles—Francois Hardy (Vogue)
   (6)
4. Loving You—Brenda Lee, (Decca/Ivan Mogul)
   (4)
5. Some Things I Wrote (The Orlons, (Cameo)
   (7)
6. Let's Be Friends—The Cascades (Valiant)
   (10)
7. He's So Fine—The Chiffons, (Laurie)
   (9)
8. Let's Limbo Some More—Chubby Checker, (Parkway)
   (10)
9. (2)
10. Two Faces Have I—Lou Christie, (Roulette)
   (5)
11. I Think I'm Falling In Love—The Shadows, (Columbia)
   (4)
12. Meets—Gene Pitney, (Mossy)
   (13)
13. 55 Days At Peking—The Brothers Four, (Columbia)
   (13)
14. A Summer Holiday—(Aberg/London)
   (12)
15. If My Way's the Easy Way—Denny - Mitchell, (Artone)
   (11)
16. Take These Chains From My Heart—Ray Charles, (Artone)
   (2)
17. (8)
18. (2)
19. (4)
20. (2)
21. (2)
22. (2)

DENMARK'S BEST SELLERS

This Last Week
1. 8. 4.
   (9)
2. 4. (2)
3. 5.
4. 6.
5. 10.
6. 6.
7. 10.
8. 13.
9. 15.
10. 16.
11. 15.
12. 12.
13. 11.
14. 8.
15. 8.
16. 3.
17. 5.
18. 2.
19. 2.
20. 2.

NORWAY'S BEST SELLERS

This Last Week
1. 2.
2. 1.
3. 4.
4. 5.
5. 6.
6. 7.
7. 8.
8. 9.
9. 1.
10. 2.
11. 3.
12. 4.
13. 5.
14. 6.
15. 7.
16. 8.
17. 9.
18. 10.
19. 11.
20. 12.

SWEDEN'S BEST SELLERS

This Last Week
1. 1.
2. 2.
3. 3.
4. 4.
5. 5.
6. 6.
7. 7.
8. 8.
9. 9.
10. 10.

SCANDINAVIA'S BEST SELLERS

This Last Week
1. 1.
2. 2.
3. 3.
4. 4.
5. 5.
6. 6.
7. 7.
8. 8.
9. 9.
10. 10.

THE BEST IN SCANDINAVIA... BENS
This week looks like it will be extremely exciting. Firstly, the opening of the famous Cannes festival from which comes a big musical success. The two big names--Claire and Claudine--will be anything of big importance on this side. However, it would be a pity not to add the musical score of the film "Le Roi d'Amérique" inked by Charles Aznavour (who is the star in this film) and Georges Delerue. On the other hand, there is a new film by Charles Aznavour and he seems to have a real hit for the time being. The original song "La Sables," on the Palette label, was given to the Tamashe, which is a little surprise. Speaking or rather writing about the Cannes film festival let's remind you that the release of disks by Charles concerning the titles in the films, let's say that Marie Laffon has just grooved these with Feist and this leads us to believe that the release of an EP by Bob Azzam of the film "Le Roi d'Amérique." On the Palette label, Les Walkhaks have given us the Tamashe, which is a little surprise. This week, the guitarist, under contract with Versailles, appeared at the Olympia Music on July 16th. While talking about his record, we say that Adriano Celentano brought out a nice triumph this week with his appearance. The Parisian public really admired him as an artist. Mogol Jo Boujnah says he is a big deep man, who leads us to suppose that he is also very much in demand by the public. Just received some excellent news from Artestix/CBS. It appears that the fusion of these two trademarks has brought about a considerable increase in sales roughly about 60% in comparison with the same period last year. It just conveys to us a group of our congratulations. Claude Defosse sends us good news and announces that "God Life," which just topped in the hit parade was inked by Sacha Distel. On the other hand Maurice Torez is adapting French lyrics to "He's So Fine." This tune will be created by Sylvie Vartan. A name to keep in mind in the nursery of the young singer. This is the first time that the father of her own with his first EP "Sur Con Ton Coeur Me Sete Fidele," proved by Petula Clark.

This week brings about novelty releases. A new EP by Charles Trenet including "Laudrux" and "Zephyr," also an EP of a younger on the Pathé label who seems to be impressing his talent called Bob Askolf. Edmund Talbot of which we haven't had any news for quite some time now has been given an EP tagged "La Tertule Furfure".

This week is not the long song biz as we were led to believe some time ago and he now sings for us "Le Roi Pote" and "A Trindrid." A few words now on Alice Dona newly-discovered by Pathé Marconi. She surprised us this week with a hit. Her hit is "Here's Your Love" with the piano trio of Jacques Aznavour and the guitar player of Django. This is just ten years ago. The musician, who was associated directly with Charles Delamarre, was certainly the only one who helped at that period. We are also told that his heard to be a best seller: "Que Torres Me Sete Fidele," proved by Petula Clark.

Robert Valenino continues his series of "Vous En Souvenez Vous," who made a big success with his interpretation of "Smoke Gets In Your Eyes" and "I'm Gonna Be Warm This Winter." His release has been given a hit, it seems to be an idea made by Felix Valvasiire, commercial director of EMI, who is counting on a lot this week.

France Best Sellers

<table>
<thead>
<tr>
<th>Week</th>
<th>Week</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. (1) Hey Paul—Paul and Phillips (Philips); Paradise King (Tokyo) — Sub-Publisher/Shinko</td>
<td>(1) Ahihmdasuki—Yujiyo Asoako (Tokshia)</td>
</tr>
<tr>
<td>2. (2) Follow The Boy—Constance Francis (MGM); Mieko Hirota (Moshia)</td>
<td>(2) Akai Hanchi—Yujirou Ishihara (Teishicheru)</td>
</tr>
<tr>
<td>3. (3) I'm Gonna Be Warm This Winter—Constance Francis (MGM)</td>
<td>(3) Tsum-Tsum Bushi—Q. Sakamoto (Tokshia)</td>
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<tr>
<td>4. (4) Mieko Hirota (Tokshia)</td>
<td>(4) Shusseki—Makoto Hatakayama (Konshihia)</td>
</tr>
<tr>
<td>5. (5) Bobby's Girl—Marie Blane (London); Mary Uemoki (Tokshia); Kaho Iri (Kung)</td>
<td>(5) Take Me Home—Toho (Tokyo)</td>
</tr>
<tr>
<td>6. (6) Krisko Sawa (Teishicheru)</td>
<td>(6) Saburo—Toshiba (Tokyo)</td>
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<tr>
<td>7. (7) Bobby's Girl—Marie Blane (London); Mary Uemoki (Tokshia); Kaho Iri (Kung)</td>
<td>(7) Bobby's Girl—Marie Blane (London); Mary Uemoki (Tokshia); Kaho Iri (Kung)</td>
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<tr>
<td>8. (8) Bobby's Girl—Marie Blane (London); Mary Uemoki (Tokshia); Kaho Iri (Kung)</td>
<td>(8) Shusseki—Makoto Hatakayama (Konshihia)</td>
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<tr>
<td>9. (9) Bobby's Girl—Marie Blane (London); Mary Uemoki (Tokshia); Kaho Iri (Kung)</td>
<td>(9) Kill Us Now (Moshia); Shosuke Takahashi (Coliphoto)</td>
</tr>
<tr>
<td>10. (10) Kill Us Now (Moshia); Shosuke Takahashi (Coliphoto)</td>
<td>(10) Love—Paul Anika (Kung); Yoshio Kimoto (Kung); Yasuko Suzuki (Kushila); Sub-Publisher/Shinko</td>
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Japan's Best Sellers

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<th>LOCAL:</th>
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<tr>
<td>1. Tenossan Ameur Ameur Je Pense—Francoise Hardy, Recorded by: Francoise Hardy, Publishing firm: Alpha.</td>
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SUBSCRIPTION TO CASH BOX $30 FIRST CLASS $45 AIR MAIL

FERTAMA
The World's Leading Publishers of
BOSSA NOVA
Enrique Lebandeguer
Avenda I pinada 1123
Sao Paulo, Brazil
M. S. Brenner
San Martin 666
Arequ, Arg.

Capitol Execs in Germany
MUNICH—On a recent trip to Germany, Lloyd Dunn, Capitol's marketing vice president, Bud Fraser, exec vice president, and Steve Myers, director of Angel Repertoire, discussed Capitol's sales activities with general manager, Dr. L. Main topics discussed were the market conditions in Germany, the state of the publishing industry, and the methods for Capitol in Germany and the newly-established Capitol Import Organization.

New York, which will distribute Capitol records through the U.S. standing (left to right) the above photos are Fraser, Du and Veder.
Spin the records. Here's remote selection and exclusive coin totalizing with tamperproof-sealed circuits. Two stereo speakers with 3-level volume control. Color reproductions of 10 album covers. And personalized. It's

Spin the records. Here's remote selection and exclusive coin totalizing with tamperproof-sealed circuits. Two stereo speakers with 3-level volume control. Color reproductions of 10 album covers. And personalized. It's
When the nation’s populace takes to the road strange things take place. We experience a complete turnabout in buying habits and it behooves the merchant who is in a position to sell this market, to take every step which will bring him closer to the untold sums spent between Memorial Day and September.

The migration usually begins to build Memorial Day, the annual but unofficial opening day for the nation’s funseekers to go out in search of amusement. And here is where the coin machine and vending operators can come into the picture—providing they understand the transformation in the individual funseeker.

A good example, offhand, can be seen with the Lord’s Prayer Machines, the standard coin-operated vendor which offers the prayer imprinted on a one-cent coin for ten cents. These machines literally stand idle all year long but once the vacationers get near them, sales boom. One operator we know who is a student of psychology (as aren’t we all?) went one step further and added a second machine to the installation which vend the same penny but with the Ten Commandments imprinted on it. “Takes care of almost every religious group we get here,” commented the coin op. He added that the machines stand idle throughout the remainder of the year although the location draws crowds each week. They just take to the idea more readily (or deliberately spend because of the vacation-attitude) after Memorial Day.

The average patron who regularly purchases a single candy bar from a machine throughout the fall and winter months will suddenly select two different items from the candy vendor near a swimming pool. No logical reason. Just the spirit of things and the tempo of good times usually associated with swimming and sports.

Ever notice the guy who buys a round of drinks in the local tavern when the place is really swinging? He couldn’t care less if the total came to five, six, or twelve. But catch him when the place is comparatively empty and watch how many single drinks he buys—but quench your thirst first. It’s just the natural reaction of any normal individual who is thrust into the active, up-tempo swirl of good times. And the good times begin with Memorial Day.

The record companies will tell you that a “good-time sound” will sell more readily during the vacation days than if it breaks during a winter month. The funseekers never weary of it on the juke boxes and everywhere operator had better keep a couple extra on hand just in case. We have all romanced to our favorite song from May through September, but the same recording is lucky to last two months at any other time of year. Again, the average guy or gal is out for fun and they literally force the issue.

The point is that the coin machine and vending industries cannot afford to think the same during the vacation months as they do during the fall-winter period because their customers do not think the same. It may not be rational for someone who ordinarily wouldn’t patronize a location, or a machine, to suddenly take to them. It might not make sense to the onlooker when he notices the lively ones working hard at coming home late, and broke. But that’s what happens when Memorial Day comes on. It’s a little like a full moon. Not too many of us stand idle and quietly take notice. If you operate equipment you should be ready for the unusual to take place. It could mean more profit.
Taran Calls It Quits
After 30 Years In Biz
- Liquidates All Assets
- Will Mfr. Golf Club

German Arcade Ops
May Join Coin Ops.

Local Associations
- Strength Through Unity
- Equitable Legislation
- Improve The Image

WEST BERLIN—The operators of machines in cafes and street locations, and the arcade operators here may get together on a common meeting ground after many years of friction. This was the general feeling of those who were in attendance at a meeting last month of Verband der Automatenbetriebe e.V. (V.D.A. the German Arcade Owners Association).

Negotiations have been successful to set the stage for a plan whereby a representative of V.D.A. would also be seated in each of the eleven regional associations which comprise the Zentralverband der Organisationen en 0,000 dealers according to officials. The central organization for German operations in Rock-Ola associations in 11 countries of the German Federal Republic. A chairman of V.D.A. would be elected and would sit on the board of the general Z.O.A. Council. Therefore, the arcade owners would literally be joining the operating-owners' association. The result would be a stronger Z.O.A. operators' organization thereby enabling the common to strive for more equitable legislation, and to build a more favorable public relations image in the eyes of the German public. Coin ops here aren't happy with the current press the industry receives. The Germany has been hit with the need of payout machinery permitted in any given location at two. While there are thousands of locations the business of operating payout machines could be made more profitable if such controls were relaxed.

Lars K. Skriver is President of Verband der Automatenbetriebe e.V. This was confirmed post along with Hans-Juergen Glawe who is Second Vice-President. Zentralverband der Organisationen des Deutschen Automaten is headed by Hesse Lelcher. The two industry leaders have worked diligently to bring this possibility about and the end result could be greater harmony within the industry throughout Germany.

Operation Alert! Draws To A Close
NEW YORK — Operation Alert!—Chapter Two—will come to an end this week as New York City (June 3) begins the final week of daily meets conducted in eleven cities between April 18 and May 23. The meeting is scheduled for 7:00 PM at the Summit Hotel and all cigarette operators have been advised to attend.

MOA Execs Calling On Manufacturers, Promised Cooperation, Await Opposition

- Hirsch de la Vieez Will Produce MOA Gala
- Phono, Games Execs Study 'New Look'
- Celler Legislation Discussed

CHICAGO—There was still no official word last week from the MOA Convention Exhibit Committee on the manufacturers' attitude toward participation in this year's show, but the atmosphere there was definitely Fritz V. de la Vieez, Music Operators of America (MOA), during the recent MOA business visit in this city.

The trip actually commenced with a visit with the Republican Senator from Wisconsin, in the home of Clinton S. Pierce, chair of the MOA board of directors. Other principals on hand were Louis Casola, secretary-treasurer; and Robert H. Blandred, MOA's managing director.

Convention topics under consideration were such matters as the planned activities for the wives of operators and other ladies who will attend the convention.

While, the timetable of convention activities, and the selection of forum speakers and other celebrities.

During this session Snodgrass issued a detailed report on several recent long distance telephone conferences which was definitely of the producer and director of several previous, successful MOA banquet floor shows.

"Hirsch de la Vieez has consented to cover our 1965 floor show," members said. "In fact, he practically assures us of another outstanding Hirsch de la Vieez show, as a fitting climax to this year's MOA Convention.

Frank Miller, Irvine Operator, Drowned Fishing

IVINE, KENTUCKY—One of the oldest operators in the State of Kentucky was drowned here in an accident on May 15. Frank Miller, President and Founder of Miller's Inc., music, games and television company, was accidentally drowned while boating on the Kentucky River near Irvine. He was 64 years of age.

Miller, who leaves two sons—Francis Green and Clarence Scott Miller—and four grandchildren, was still active in his operation at the time of his death.

FROM GREAT OAKS, SLENDER CURVE STICKS: The new Schmelle Manufacturing plant in Shakopee, Minnesota, (picture) will be ready to turn out cue sticks at its former rate for the coin-operated pool table markets "in the fall. The plant at Chaska burned to the ground last April and the result is this modern plant which improves the latest in wood-working equipment. Interior finishing has almost been completed at the new site which is just four miles from the former factory.

"I fervently and sincerely believe that during the 4th through the 10th of September of this year, Chicago will host the greatest gathering of coin machine operators in the history of the coin-operated amusement, music and vending industries," Snodgrass concluded this phase of his report on the phonograph manufacturers by stating that two observance of the开着 this year, "New Look" in the association: (1) Operators, and all others concerned, are very much interested in knowing that MOA represents all segments of the coin-operated industry. And (2) Celler legislation has been the urgent need for the industry being represented by a strong, national organization.

"The fact that the MOA and NAMA Conventions are so close together will certainly assure us that whatever happens in one of these conventions will be just one trip to Chicago to cover both conventions."
SFC Financial To Acquire American Finance Company

NEW YORK—The Boards of Directors of SFC Financial Corporation and of American Finance Company, Inc. have approved an agreement for the acquisition by SFC of all of the assets of American Finance, Theodore H. Silbert, president of SFC Financial Corporation, announced last week. The transaction is subject to approval of stockholders of American Finance. American Finance engages in consumer sales and personal loan financing for U. S. military and civilian personnel stationed overseas, including France, West Germany, Spain, England, Japan and Okinawa. American Finance Company, Inc., a Delaware corporation founded in 1928, has its headquarters in New York City and maintains eighteen offices abroad. Fred Nives, president of American Finance, will continue as its chief executive. Outstanding receivables of American Finance are approximately $11,000,000 and its financing operations will be expanded as a result of the consolidation of the two companies.

Silbert announced that the assets of American Finance, subject to its liabilities, will be acquired in exchange for an undisclosed number of shares of Common Stock of SFC, part of which will be reacquired shares in the treasury of the company. The acquisition will be on a pooling of interests basis.

Silbert further stated that this is another step in the planned diversification program of SFC Financial Corporation. The name of SFC Financial Corporation was recently changed from Standard Financial Corporation. SFC Financial’s shares are traded on the New York Stock Exchange and the Pacific Coast Stock Exchange. SFC Financial Corporation was founded in 1932, and has subsidiaries and branches in California, Texas, Illinois, Wisconsin, Pennsylvania, Maryland, Virginia and New York.

Seeburg Sales For 6 Mos. Up $2 Million

CHICAGO—The Seeburg Corporation reported that profits and sales had increased in the six months ended April 30, 1963. The report also stated that the second half of the period was the largest quarter in terms of earnings and sales volume in the company’s history.

Net income for the six months was $1,417,297, equal to 56 cents per share on $2,591,454 shares outstanding. This compares with earnings a year ago of $935,257, or 35 cents a share based on the same number of shares. Sales for the six months rose to $17,299,713 in 1963 from $15,285,180 in 1962.

Seeburg, which manufactures vending equipment, background music systems and electronic components and is the world’s largest maker of coin-operated phonographs, informed shareholders that the second quarter of the current fiscal year, encompassing the months of February, March and April, was the most successful in the company’s history. Net profit for the three months was $866,457, equal to 31 cents per share, compared to $633,044, equal to 25 cents per share in the corresponding period a year ago. Second quarter sales were $11,776,455 in 1963 and $13,594,230 in 1962.

It was also announced that the company’s new 265,000-square foot plant at Windsor Locks, Conn., has been completed and operations begun there. Formal dedication is scheduled for June 14.

SIX MONTHS ENDED APRIL 30

1963 1962 1961
Sales $27,299,713 $25,285,180 $16,272,500
Net Profit 1,417,297 935,257 665,257
Earnings Per Share 56 35 25
Common Shares Outstanding 2,591,454

THREE MONTHS ENDED APRIL 30

1963 1962 1961
Sales $14,776,455 $13,594,230 $9,156,813
Net Profit 866,457 633,044 435,044
Earnings Per Share 31 25 18
Common Shares Outstanding 1,891,454 1,891,454 1,891,454

GILBERT W. COLEMAN
Seeburg Chairman

EXCLUSIVE KEENEY FEATURES

- Easy maintenance—Automatic ball release eliminates screws and retaining bolts
- Long wearing playfield—Hardwood surface has a lasting finish
- Play made easy—Automatic ball lift gives player a ball to play at all times

Newest Keeney Amusement Machine
Offers the Same Great Excitement of America’s Newest Sport

- Ride with a winner! Ride with a big money maker. The new Keeney GO CART three or five ball (adjustable) amusement game is both. Your customers will win replays two ways—by high score or by lighting up all the carts. Either way it excites and builds player enthusiasm...

J. H. KEENEY & CO., INC.
2600 W. Fiftyth St., Chicago 32, Illinois
Telephone HE-Mlock 4-5500

SPECIAL BULLETIN! TO ALL DISTRIBUTORS OF PIN BALL GAMES

ELIMINATE SERVICE CALLS FOR BROKEN GLASS

You now can install in all your pin ball games our breakage resistant plastic and eliminate frequent broken glass replacements. In 3/16-inch thickness, it is 10 times more resistant to impact than double-strength glass.

Withstands exposure, weather and sun. Cuts costs because it requires no replacements. Every mechanic should carry one in his car at all times.

Send check or money order for sample sheet, 21 inch x 43 inch x 3/16 inch thick.

$10.00 PER SINGLE SHEET

Add $1.00 for Postage

Write for Quantity Prices

STEPPIN SAM CO.
1429 Highlands Street
Philadelphia 49, Pa.
216-4353
Plunger Release On Keeney Pin Serves As Third Maintenance Hand

- Holds Plunger In Place
- Minimum Maintenance Time And Effort

CHICAGO—A "third hand" plunger release, built into the new 'Go Cart' amusement pin game of J. H. Keeney & Co., Inc., enables operators to service the action-paced pinball game with a minimum of time and effort, according to Keeney president Roy McGinnis.

The "third hand" release holds the freed plunger in place, enabling the maintenance man to open the second lock mechanism under the machine and lift the glass top, permitting internal servicing of the game board. 'Go Cart' is a pinball game patterned after kartz, the popular sport of racing home-built motorized carts on small raceways. The game is a three or five ball (adjustable) pinball game, which uses one re-playable ball. An automatic ball lift mechanism puts the ball back into action immediately after it has completed one replay.

Housed in an attractive, long-wear cabinet, the game has an all-sticed front door with slug rejetors, plus the new playboard lock release and front molding locking bar unit—eliminating screws and mordling bolts permitting quick service. Built with an extra long-life hard-wood game board surface, the easy-to-maintain cabinet has polished chrome sides, side rails and front rail.

The electrically lighted and tallied machine has abundant flipper action to extend play of the suspended filled, single player game, according to the manufacturer. Replays are available under two methods of scoring: lighting up all seven 'Go Cart' models on the machine's back glass by lighting the corresponding bumper and then going through roll overs and having the ball go through the channels just below the No. 5 and No. 7 targets. This logs up one replay each time a ball passes through this route.

The second way to win reaps is by having a player score 100 points on each additional score of 100 or 200 (adjustable) over the winning total.

KEENEY'S LATEST: Roy McGinnis (left), president of Keeney; Joe Schields, (center), general manager; and Clayton C. Neuman, sales manager for the Chicago firm, with the recently introduced 'Go Cart' pinball game based on the popular racing sport of kartz.

Eli Ross To Distribute Rock-Ola Line

CHICAGO—Officials of the Rock-Ola Manufacturing Corporation here announced at press time that the phonograph line in the Florida territory will be distributed by Eli Ross Distributors, Inc. The territory includes the State of Florida and Southeastern Georgia. Details on the appointment will be published next week. Ross is a veteran coin machine distributor with offices in the Miami area. The firm also distributes amusement machines in the area.

ROWE-AMI SALES MEET

Recent picture of a Rowe AMI sales meeting held in the Denver, Colorado branch of the R. F. Jones Co. Left to right: Frank Negrini, W. H. Carlson, manager, Tommy Thompson, R. F. Jones, Jim Pennington and John Montgomery.

Coinmen were on hand to discuss spring-summer sales plans for the phono-vending lines. Jones distributes lines through five outlets in west.

UJA-Coin Dinner Will Draw 500

- Record Stars To Perform At Americana
- 100 Government Officials To Attend
- Dinner Will Honor DA, Attorney Genl. To Speak

NEW YORK—The stage was set here last week for what could turn out to be the largest UJA-Coin Machine Division 'Victory Dinner' ever held in this area. The dinner is scheduled for Tuesday evening, June 4th, at the Americana Hotel, and according to Chairman Irving Holzman, 500 will pack the banquet room.

Nassau District Attorney William Cahn will be Guest of Honor, NYS Attorney General Lewis Leftowitz will be Guest Speaker, and approximately 100 top government officials will be on hand for the coin machine affair which has gone overboard in opening the doors of its affairs to the dignitaries.

Cocktails at 6, dinner at 7, and entertainment by top record artists is the fare. Equipment donated by coin machine firms for resale with receipts to UJA will be exhibited in the ante-rooms. Leading association officials will arrive in town starting Monday to be represented. Alan Gale, comedien, will enliven the formalities, and the show. Songstress Toni Arden will perform. The Kirby Stone Four is expected. Television-record star George Maharis will appear through the courtesy of Epic Records—the appearance being his first personal shot following his much publicized illness. Vocalist Terri Thornton agreed to sing at the show. Other top entertainers were expected to appear but official notice could not be given.

The total amount raised through donations was expected to top the $30,000 goal set last month. According to Holzman, the affair will be the most successful ever sponsored by the coin machine industry here—"look for an SRO crowd by Tuesday afternoon", was the way the distrib summed it up.

WURLITZER 2700
Greatest Money-Maker of Them All

MECHANIC
We are seeking a man with diversified experience in repairing amusement and music machines. For a qualified person we can offer an excellent weekly salary commensurate with past experience and ability. Liberal employee benefits, Write or phone Ed Stern or Alan Bruck at:
Amuse-A-Mat Corporation
1213 North 5th Street
Philadelphia 22, Pa.
Pioneer 3-9600

Best for '63!

POOL TABLES

WATER POOL TABLES

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BUMPER POOL®

NEW DESIGN! NEW MECHANISMS!

All your distributor
at your place.

VALLEY SALES CO.
323 MORTON ST., BAY CITY, MICH.

Cash Box—June 8, 1963
Empire Holds Service School
In Upper Michigan Peninsula

- Barabash On Music (Rock-Ola)
- Theelke On Games (United)

CHICAGO—Joe Robbins, general sales manager of Empire Coin Exchange, of this city; and Bob Bondeau, who represents Empire Coin in Wisconsin and the Upper Peninsula of Michigan, hosted a service school session in the firm’s branch in Menominee, Michigan, Tuesday, May 21, featuring Rock-Ola’s “Rhapsody” (100 selection) and “Capri” (100 selection) coin-operated phonographs and United Manufacturing’s amusement games.

Jack Barabash, manager of field Services for Rock-Ola Mfg. Corp., of this city, conducted the service clinic for Rock-Ola equipment. Al Theelke, veteran sales and field representative for United Mfg. Co., supervised the service classes for United’s games.

Robbins reported that this was “easily the heaviest attended service school in the history of this area (Menominee). Practically everyone interested came to our sessions.”

A catered luncheon was served during a recess period. Robbins advised that there will be other service school sessions. Plans are in the works at Empire Coin’s Chicago headquarters.

Among the operators and service men in attendance were: Milton Porath, Porath Coin Machines, Suring, Wisconsin; Bill Porath, Porath Coin Machines, Plattsburg, Michigan; Dick Brunet, Clarion, Pennsylvania.

Barabash explained Rock-Ola’s phonograph and, right, Al Theelke makes ops familiar with United games.

1963 MAJOR LEAGUE
by the Original Designers of Authentic Baseball Games

- Replay Model with EXTRA Inning Feature and Over-the-Fence Home Runs
- Players actually run Bases with Williams’ Patented Base Running Unit
- Mystery Pitcher throws Fast Ball—Slow Ball inside—outside Pitching
- Official Baseball Scoring

SEE YOUR WILLIAMS DISTRIBUTOR TODAY!

THE FOUR NECESSARY INGREDIENTS: It takes four to make music the Seeburg way and all four were on hand last week at Eastern Music Systems in Philadelphia, local Seeburg distributor. Marvin Stein (left) the distributor, met with Bobby Gordon, the jazz clarinetist who just released his Decca LP entitled “Warm and Sentimental.” The two music men met over a Seeburg “LP Console” which programs LP’s like Baseball’s in the compact version — “Little LP’s”— thus rounding out the four ingredients necessary for operators to offer album selections to locations.
Cash Box

VENDING NEWS
The Vending Machine Industry's Only Newsw heel

It's Official
Iowa Repeals Cig Vendor Ban
After 14 Years, A Reprisal
As Governor Hughes Signs S126

CHICAGO—All cigarette vending machines in the state of Iowa will be legal beginning July 4, 1963, reports Thomas E. Hungerford, executive director of the National Automatic Merchandising Association (NAMA).

He said the 24-year-old ban against coin-operated cigarette vendors in the state was repealed May 16 when Governor Harold E. Hughes signed into law Senate Bill 126. (CB, May 25, Page 62.)

The new law makes the sale of cigarettes through machines subject to the same regulations that apply to other cigarette retailing methods. It provides that machines must be located so that they can be supervised by a responsible person of legal age.

"who will be responsible for prevention of purchase by minors."

Repeal of the cigarette vending ban completed 14 years of NAMA-coordinated effort, Hungerford said.

Since its success to team work by NAMA's Iowa members, the Iowa Association of Tobacco Distributors and NAMA member vending machine manufacturers.

A Vote Of Confidence
Wisconsin Re-Elects Millman

Carl Millman (right), president of Wisconsin Automatic Merchandising Council (WAMC), receives the council's official NAMA charter plaque from G. H. Tansey, council secretary.

CHICAGO—Carl Millman, Automatic Merchandising Corp., Milwaukee, has been re-elected president of the Wisconsin Automatic Merchandising Council (WAMC), reports Gilbert H. Tansey, NAMA state council secretary.

Millman was re-elected at a statewide business meeting of the vending group, May 2, in Milwaukee.


Newly elected to the council's board of directors are, Hal Blotez, Dane County Automatic Sales, Madison; Gerald Zug, Zang's, Inc., Appleton, and John O'Brien.

NAMA officials David E. Hartley, public health counsel, and John Inazu, special legislative counselor, were guest speakers at the meeting.

The council's official charter plaque was presented at the meeting by Tansey. WAMC is a state council of National Automatic Merchandising Association.

A Commonwealth Dividend
NEW YORK—A 12%-cent quarterly dividend on the common stock of Commonwealth Theatres of Puerto Rico, Inc., was declared by the company's board of directors. The dividend is payable July 20 to holders of record July 8.

Commonwealth Theatres, which operate Puerto Rico's largest chain of motion picture theatres, also is engaged in island-wide vending and concession operations.

The directors met at the company's headquarters in San Juan, Puerto Rico. Commonwealth Theatres' offices in New York are at 44 Whitehall Street.

The Sugar Shortage
Suppliers Will Absorb
The Price Increases

NEW YORK—Surveys which show that slightly more than half of the consumers' demand for the sugar needed for vending at ten cents per package will be met by present supplies of the product, a nickel candy bar appears to be on its way out, judging from the skyrocketing prices.

At week's end the price of a five-pound sack of the staple was reported as high as 75 cents necessitating the amount alloted to each shop in many areas.

The shortage has come about as a combination of factors. A crop failure in Europe, Cuba's cut-off price, the demand for the product in Hawaii, and the combined psychological impact of such news on the nation's housewives, many of whom do not understand the complexities of the world situation (and they are not alone).

Some candy wholesalers reported that they couldn't see the advantage of a nickel candy bar "unless it is the size of your thumb," said Harold Ortmann, D. L. Clark Company's Order Manager told Cash Box that Clark is "taking orders on current strength for the foreseeable future," whatever the price.

It's Up To You, Bryan & Imperial, chairman of the candy board, said, "We will advise you of the price increases as they come.

That means that Bryan & Imperial, chairman of the candy board, said, "We will advise you of the price increases as they come.

The only company paying no increase, it appears, is a price hike, although no one in the company could specify how long this situation would last.

Rothwell's VP, Maurice Keathley, Jr., said that the firm is "bound by price of product since specific factor prevents us from doing anything about this time to the increased costs resulting from the prohibition on the price hike, "prohibitive," for the supplier, according to the exec. Leonard C. Outright, Hershey's sales chief, advised Cash Box that all bookings already received by the sales department will be filled at the present prices with no possible change before September 1, and at that time "the proof in the pudding will show whether or not prices will rise," said Outright.

However, orders received between now and the fall may be subject to a possible increase in price, but no official word was available. "Hershey will go ahead with all promotions just as they always have," said Outright, "and we see no reason to change prices now."

It was the unanimous opinion of suppliers that the nickel candy bar will eventually go by the boards; should the present sugar price continue, "we can't see how this will happen," said a Hershey official.

Realignment At Lily-Tulip
NEW YORK—J. P. Grady, Vice President for Sales, Lily-Tulip Corporation, has announced several changes in personnel and in the organizational structure of the Eastern Region Marketing Division. The Eastern Region will be divided into two new regions—Eastern Region—Packaging, and Eastern Region—General Line.

Michael Schechter, former Eastern Regional Manager, has been named to the Marketing Administration Department, Headquarter Organization, assuming the position of assistant to the Special Projects resident. Initially he will assist the Vice President for Sales in the planning and development of the activities in the Vending and Service Projects Department.

Jim Kounanis, currently Chicago Division Manager, General Products, is transferred to the Eastern Region—General Line.

Mike Kounanis, currently Eastern Division Packaging Manager, is promoted to Manager, Eastern Region—Packaging.

Frank Jaffe, now District Manager, General Products, Chicago, is promoted to Division Manager, General Products, Chicago.

GF SALTED PEANUTS: Kernel-Fresh Salted Peanuts—both in 4-oz. and 1½-oz. cellophane bags—have been marketed exclusively by the Instrumental Food Service Division of General Foods Corporation. Designed for both nickel and dime dispensing, the new products were developed by the ElectrIcooler operation of General Foods which, under the Kernel-Fresh brand name, markets a wide variety of quality nuts and popcorn in bulk to variety and department stores, theaters and military commissaries.

Cash Box—June 8, 1963
There's virtually no increase in overhead and there's more net profit with both these money-makers on the same location. And, furthermore, your Rowe AC Services distributor has a mighty sweet deal on this "combo."

**Rowe AC Services**
18 South Michigan Avenue, Chicago 3, Ill.
Rowe sets the standards in vending equipment, bill changers, music systems
Virginia Ops Behind MS Drive

Canisters On Location
RICHMOND, VA.—The Music Operators of Virginia have been working on a National Multiple Sclerosis Society drive which began May 12 and will continue through June 16. MS canisters have been distributed to the operators in the state to be used in all locations.

Virginia Barbers, a Richmond location, filled one MS canister, placed there by Minor’s Music with one dollar bills in a single day. Ninety percent of the donations were obtained as the result of efforts of Mrs. June Wood (picture), a waitress who approached the regular customers for donations.

“It’s good to see the enthusiasm of the operators and their customers throughout the state in the support of this drive. This is a good example of what can be accomplished all over the state, when a little time and effort are put behind the job,” said MOV Sec-Treas. Bob Minor, last week.

Miami C of C Honors Tabb

MIAMI—Recipient of the Miami-Dade County Chamber of Commerce’s Committee on Total Employment Award at the organization’s third annual dinner this week was Sol Tabb, president of Mar-Tab Vending. Pre-senting Tabb (picture) with the plaque is Eugene E. Turney, president of Admiral, Inc., which—along with Mar-Tab’s parent firm, Castlewood International Corporation—is located in Sunshine State Industrial Park. The award was given to Tabb for “his outstanding efforts in furthering employment opportunities for the nursery worker.” The dinner was held at the DuPont Plaza Hotel.

Eastern Flashes

The tendency to do business via telephone is becoming more and more the practice in the coin-operated world and it doesn’t do either the buyer or the seller too much good other than to save them time. The seller, however, never does get to see what’s new on the floor, let alone the reconditioned equipment that always has a bargain hidden somewhere in the middle, so to speak.

Nor does the distributor have the opportunity of speaking directly to the operator-buyer. The latter support was once the basis for an understanding of each other’s problems. Today, it’s increasingly difficult for a sales outlet to know exactly what an operator needs, since he doesn’t talk to him that often, personally.

And the operator knows only the name of the latest model machine, a short-sight view considering the need for extended efforts these days just to keep collections up.

Some quotes and observations from several of the outlets along east coast call-in rows, sounded like this last week: “He’s Deca’s brightest new recording star!” (Dan Collins talking about Bobby Gordon, young clarinetist who recently issued an LP entitled “Warm and Sentimental” which was part of Seeburg’s new Little LP offering last week); “My cold is worse so I won’t be going tonight” (Mike MVunes telephoning Dick Greenberg and advising of his sniffiliums); “Business along the street isn’t that great but we’re getting our share.” (Allie Goldberg at Musical Distributors awaiting Harold Kaufman’s vocal return from the other waves as the Wurlitzer distribs addresses a business associate on the long distance wire.

“We’ll have a full house, definitely,” (Irving Holzman, UJA-Coin Dir., chairman as he records ticket number 460, a sure sign that 500 will be in the American Hotel, Tuesday, June 4, for the dinner honoring DA Bill Cahn); “The Encore was just delivered and it is really as beautiful as the ad in Cash Box,” (Murray Kaye noting the Chi delivery of Seeburg’s latest background (sounding like the system); “I have a lot of family. I have a lot of friends. I have a lot of machines. I have a lot of friends. I have a lot of friends.” (Bob Lipsky talking about the Coinbox line at a tavern owners show on Monday night in Philady.

“Signs like these are displayed throughout the five cities in which we distribute the ‘Indiana’ and ‘Indian’ locations are opening their eyes to this new equipment,” (Will Rosen, Davis PR man on the phone with us from Syracuse); “I can’t try for an academy award unless there’s a pingame on the set while we shoot the movie,” (Jack Lemmon, shooting final scenes for his new movie last month); “I really don’t expect to ever return to the colony” (Sam Taran, who will retire this week, advising us of his decision from Miami last week); “We shipped one machine to Jersey for an operator who likes it,” (Morris Rood discussing the new Pro Golfer machine which just arrived in Runyan’s NYC outlet); “So okay, I’ll emcee the show for a special price,” (Comedian Alan Gale signing the deal with UJA to emcee the June 4 dinner); “I hope most of the cigarette ops show up now that we’ve changed the Summit Hotel meeting to June 3,” (an NAMA exec looking forward to the second Operator Alert meeting scheduled for Monday evening); “I find that there’s a market for this type equipment—why not?” (Ab Lipsky talking about his snack vending machines which seem to be reproducing themselves in his showrooms.

The stock is only a point below its high for the year which is considered in that six-month statement just issued,” (an investor) studying Seeburg’s stock price (following word that the company made $240,000 for the last six months over last year). “One canister was filled with dollar bills after a single day’s exposure,” (Bob Minor, Richmond op who heads the MS Drive down there and will turn over receipts from one hundred or more canisters to Multiple Sclerosis.

“Thanks everyone,” (Sol Tabb in accepting an award for furthering employment opportunities in Miami and Dade County). “Have any of the other phone manufacturers signed to exhibit at MOA this year?”, (question posed by dozens of industry people whenever the Convention subject turns up).

“His still out to lunch,” (the voice of Al Simon’s secretary following several calls to his place of business by you-know-who regarding you-know-what); “Is the right man in the hospital, pal?” (a voice asking where Mc-Carthy who were surprised to hear the rumors that the leading lady had checked herself out).

“All cigarette vending machines will become legal after July 4th here in Iowa,” (Governor Harold Hughes while signing Senate Bill 126 which repeals cigar vending ban in force since 1918). “Business must be good when you consider the shadows of the vending equipment during Rowe’s luncheon for the trade on Friday, at Whippany, N.J.

“Are you gonna go to the Laurels for the cigarette weekend?” (several coin- men who take advantage of every opportunity to get away, referring to the CMA outing skedded for June 26-30 at the Catskill Resort...) and so it goes as the quieter from the recent demise of coinmen are recorded of coinmen who are not much different than any other, aside from the fact that just about everyone took the Memorial Holiday off but, in some small way, had to do with the good times had by millions throughout the country on that national holiday.

“We’ve got the greatest cigarette machine in the business with this new ‘Starlite’ Smokeshop and we’ve got the door-opener to locations that would never take coin machines before— ‘Pro Golfer’, the machine that paved the way for the shuffle alley,” John Bliotta (as if you didn’t know) discussing his equipment with passersby along N. Main St. in Newark.

Cash Box—June 8, 1963
"CUBER"

Is it 1. A man who manufactures loaded dice?
2. An island off the coast of Florida?
3. A "Square" in 3-D?

If there’s a coin machine operator around who hasn’t looked into Tape-Athon’s lease plan for background music, definition 3 fits pretty well.

Here’s an opportunity for REAL PROFITS—LOW INVESTMENT—MINIMUM SERVICE TIME. And you already have the best prospect list available.

There’s a Tape-Athon distributor near you with all the details. Write, wire or call Tape-Athon today for his name and address.

Tape-Athon Corp.
523 South Hindry • Inglewood, California

OFFICE MANAGER-COMPTROLLER

C.P.A. preferred, with experience and knowledge of coin machine business, to take full charge of office of large, old established Eastern distributing company. This is a fine opportunity for an ambitious young man to advance to real importance in executive management of successful business. Salary commensurate with ability and experience. Interview will be arranged at our expense. All replies will be held in strictest confidence. Employees know of this ad. Apply in own handwriting, giving full details and background to:

Box 585
/c/o CASH BOX, 1780 BROADWAY, NEW YORK 19, N.Y.

Crown Imperial 6-POCKET POOL TABLES

by Fischer

RUGGED . . .
DEPENDABLE . . .
FUNCTIONAL BEAUTY . . .
your assurance of Operating Security.

Sold by Leading Distributors

Fischer SALES & MFG. CO.
1208 N. RIDGE RD., Mchenry, ILLINOIS • Phone: 385-5550
If you are reading someone else's copy of The Cash Box, why not mail this coupon today?

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

Enclosed find my check.

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

NAME

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ADDRESS

CITY  ZONE  STATE

Be sure to check Business Classifications above!

Mr. & Mrs. Fred Norberg, Mankato, Minn., are touring through the south-eastern part of the country. The last time the boys heard from Fred he was in Miami having driven in from New Orleans. Mr. & Mrs. Ray Storing, Fairmount, spent two weeks vacationing in Phoenix and the weather was just great. Flavering Luce and Larry Sanford are planting soy beans and corn on 160 acres. Mark Coughlan back after spending six weeks in California visiting his children. Mark has a married son and daughter living there and makes it a point to visit them each year.

Mr. & Mrs. Greg Wagner are spending this week end at their cabin at International Falls. Go up there several times during the Summer and love to fish for the big ones. John McMahon, Eau Claire, Wis., in town overnight making the rounds and visiting his daughter living in Minneapolis. Bob LeClair, Chippewa Falls, was appointed by Bob Souter at Hudson. Memorial Day coming up and resort operators are looking forward to a great week-end and hoping for warm weather.

Happy Birthday This Week To:

Homer R. Sharp, Lexington, Ky. John R. Evans, Gulfport, Miss.
James B. Haggerty, Chgo., Ill. A. Winton Brown, McMinville, Tenn.
Romeo Laniel, Montreal, Que., Canada. Cass Casimir, Hammond, Ind.
New "Hard-Cote" Finish Extends Playboard Life to an All-Time High!

Featuring New Playboard Auto-Clamp!

New Maximum Security Door Lock!

New Double-Size Cash Box!

- Completing S-L-I-C-K, C-H-I-L-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.

SEE YOUR DISTRIBUTOR FOR A DEMONSTRATION!

GOTTLEIB'S
1140-30 N. KOSTNER AVENUE • CHICAGO 31, ILLINOIS

GOTTLIEB's
SLICK
SLICK
NEW FRONT DOOR STYLING!
NEW FRONT MOLDING CLAMP!
D. Gottlieb & Co.

SPECIAL!!
AMI CONTINENTAL 1-200 . . . . $595
We carry the most complete line of Phonographs, Games, Arcade and Vending Equipment. Write for Complete List!

Terms 1 / 3 Dep., Bal. Sight Draft or C.O.D.

WORLD WIDE DISTRIBUTORS
2732 WEST FULLERTON AVENUE, CHICAGO 47, ILLINOIS

Everglode 4-2300 • Cable: "GAMES"—Chicago

PROVEN BEST!

chicago coin's 2 Player ALL STAR

Baseball

FIRST And ONLY Baseball Game Featuring "CANCEL-AN-OUT" Play

PLAYERS RUN BASES AS HITS ARE MADE!
CHOICE OF REGULAR OR FREE PLAY!

AT YOUR CHICAGO COIN DISTRIBUTOR!

NEW DAVIS CONSOLE DISPLAY: Public promotion of the new Seeburg 'LP Console' phonograph and 'Consolette' wallbox is being done by Davis Distributing Corp., Syracuse, utilizing the display shown above in banks, office buildings and store windows throughout Albany, Syracuse, Rochester and Buffalo, the Seeburg distri's territory. Pictured with the display in the lobby of Syracuse's Midtown Plaza, one of the largest office complexes in the city, are Sid Gordon, Davis Sales Manager and Marcia A. Chisolm, Plaza magazine counter girl. Photographs shown on the bottom of the display are of location owners with the new Seeburg 'LP Console.'
CASH SHIPPED Bally N.Y. 6-4444. 7426). WANT S6 BIG Shuffle We priced Parks. ALL BUDDY gigantic—RICHARD 814 ohio (Tel. 211-307) 8-1814) BAG-C Official Model 13. WANT—Use 45 RPM Records. All types, as they run, right of the route. No sorting or picking. We pay freight from anywhere in USA. Standing order available for regular shippers. JALEN AMERICAN. INC., 14 EAST 21st ST., BOSTON 18, MD.

WANT—Attention: Distributors and record shops. There's Gold on your shelf. WANT—45 RPM Records, new or used. No quantity too small or too large. Highest prices paid. Equipment in first class condition. Western Long Distance, 601-A,' W. ARMITAGE, CHICAGO 29, ILL. (Tel. 202-4660).

WANT—Gottlieb pins, late model Bally, Shuffleboard balls, parts, etc. Write, phone or wire, SCOTT CROSSE CO. FITZMAYTON AVENUE, PHILADELPHIA, PENNA. Cibes 6-4414.


WANT—Publish's IU, Selectum and Home- shote. State price, quantity and condition in first letter. NEW LIDO ARCADE, 112 EAST 95TH STREET, BALTIMORE 5, MD.

WANT—Bally Challenger Bowlers. TOLEDO COIN MACHINE EXCHANGE.414 SUTTUM, TOLEDO, OHIO.

WANT—Surplus 45 rpm records. We buy large quantities, on a very steady basis. We are the only buyers of phonograph records in good condition. We have a steady, very large market for motional sessions and pressed phonograph record sound tracks. All records are rated in D & B NATIONAL RAG-TUTTLE & CO., RKO-GEORGE ISLAND PARK, L.I. N.Y. (Tel. 516-TU 5-3550).

WANT—Laguna beach glass: Classic bowling league bangs. ATLAS DIST. 1824 COMMONWEALTH AVE. BOSTON, 15, MASS. (Tel. RE 1-3341).

WANT—John Beattie, Riders Rides: Skill Games. Ask by mail for complete inventory and catalog: AUTOMATIC BELLING AGENCY. INC., 370 WATERFORD ROAD, ISLAND PARK, N.Y. (Tel. 516-GE 1-3221).

WANT—Blues, rhythm and blues, jazz used records, phonographs, records, and price and age of records makes number of number of copies available. Minimum amount on hand. RECORD Mart, 2255 ELM, DALIAS, 1, TEX.

WANT—45 rpm Record closets. Returns. Orders. Please write: H. SHENKMAN, PARAMOUNT P.O. BOX 1078, PINE BLUFF, ARK.


WANT—Back glass for: Keesey Super Bowl. Universal Avco, Bell, Bally, etc. Hal-GRAND North Western Model 5000, etc. Address: New York. EAST—HAWKESBURY, ONT. CANADA.

WANT—For sale: Pokémon nearly new with arm base and knock off. Also have some other cards. Call or write: P.O. BOX 266, MILLVILLE, N.J.

WANT—For sale: Shuffle Allen: Balls Speed 64; Bally DeLaCreme Club 18; Bally Higher Club 15; Gottlieb 6000; 2000; UNITED EAST—COAST—500 TENNIS AVE, NEW YORK, N.Y. (Tel. FE 6-6696).

WANT—If it's Panorama Parts you want, Phil Good has ‘em! Phil Goud, 224 W. 37th ST., NEWARK, N.J. (Tel. Mar 4-2977).

WANT—For sale: and Used Coin Machines. shoped and ready for location. Also routes for other machines. Address: ARCHER ST., TULSA, OKLA. (Tel. 4-4173).

WANT—For sale: Used Rock-Ola, Walterj's, Starlite, Gottlieb, P.V.B.A. in MILWAUKEE, WIS. Write, phone or wire, 1234-2057, MANHATTAN, KANS.

WANT—For sale—Mills "Perk" Panama, completely reconditioned, guaranteed A-1 shape, 2000 cert. in box. P.O. BOX 240, W. BROADWAY, LOU-ISVILLE, KY.

WANT—For sale: Bowlers shopped. C.C. T.V. Bowler 15/25; C.P. Player 13/25; Bally Trophy 9"; Bally Trophy 14/25; $195; Bally Trophy 18/25. S.A. SUPPLY, 1601 WEST BLOOMINGTON ROAD, KANSAS CITY, WISC.

WANT—For sale: Baby Pam. The new coin operated movie machine. Throw out the old coin machine, make big money with this new coin operated machine for those machines. Wire for complete information. P.O. BOX 2334, ESCONDIDO, CALIF.


WANT—For sale: Cash for used Mills or Jennings slot machine. Machines can be shipped to any location. Wire for complete information. Write or call WESTERN NOV. CO., 420 UNION ST., RENO, NEVADA. (Tel. RA 19-1141).

WANT—For sale: United—Handle, R.A. $65; League R.A. $58; Advance R.A. $65; Duo-Dea, 672; Jumbo R.A. $25; E.A. $35; Metal R.A. $35; Cargon Casino $15; H. SHENKMAN, PARAMOUNT P.O. BOX 1078, PINE BLUFF, ARK. (Tel. BR 5-7785).

WANT—For sale: Shuffles—OPEN TO BE A OFFER. Bally, Gottlieb, 2-Dimes, Bull, etc. SHUFFLES. 1220 S. HUNTER ST., CORP.—RENO, NEVADA. (Tel. RA 19-1141).

WANT—For sale: Delaware State 1929 for $1.00, 1917 $325; 239. SUPPLY, 1601 WEST BLOOMINGTON ROAD, KANSAS CITY, WISC.

WANT—For sale: Cash for used Mills or Jennings slot machine. Machines can be shipped to any location. Wire for complete information. M. MUNYER CORP., 577 LINDEN ST., ELIZABETH, N.J. (Tel. Bly 6-6777).

WANT—For sale: Used—Handle, R.A. $65; League R.A. $58; Advance R.A. $65; Duo-Dea, 672; Jumbo R.A. $25; E.A. $35; Metal R.A. $35; Cargon Casino $15; MIDWAY—Dea. R.A. 355; Target Supply 255; WMS; Hercules Gun 255; WMS; Northern Gun 255; AMUSE. MACH. EXCHANGE, INC. 584 N. HIGH ST., COLUMBUS, OH. (Tel. 11-5755). (Tel. 614-5775).

WANT—For sale: Hook & Line Shop, a well established location. Separate or auxiliary. Write or call WESTERN NOV. CO., 420 UNION ST., RENO, NEVADA. (Tel. RA 19-1141).


WANT—For sale: United—Handle, R.A. $65; League R.A. $58; Advance R.A. $65; Duo-Dea, 672; Jumbo R.A. $25; E.A. $35; Metal R.A. $35; Cargon Casino $15; MIDWAY—Dea. R.A. 355; Target Supply 255; WMS; Hercules Gun 255; WMS; Northern Gun 255; AMUSE. MACH. EXCHANGE, INC. 584 N. HIGH ST., COLUMBUS, OH. (Tel. 11-5755). (Tel. 614-5775).

WANT—For sale: The game for sale is in excellent condition. All original accessories working. Complete set. Write or call WESTERN NOV. CO., 420 UNION ST., RENO, NEVADA. (Tel. RA 19-1141).

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Cash Box—June 8, 1963
MFRS, NEW EQUIPMENT CURRENTLY IN PRODUCTION

AMERICAN SHUFFLEBOARD CORP.
6 Hockey Pkts Per Game
$5.25

AUTO-PHOTO CO.
2684 W. 19th Street
St. Louis, Mo.

BALI MACHINE CO.
Super 8 Shuffle (1/4)
1.50

BALLY MACHINE CO.
Fun-Photo (2/6)
1.50

BINOCULARS

Tablet Recorder (2 pgs)
$2.00

Extensibility Sections 1/10

CHICAGO MACHINE

Strike Ball Shuffle (5/6)

PICHLER & MCGIVER

(5) Place

3000

EXHIBIT SUPPLY CO.

Card Vendor

FUJI PHOTO

FISCHER SALES & MFG. CO.

45.99

$8.40

GRAND CENTRAL

$5.95

HALLGREN CO.

$15.95

J.H. KEENY & CO.

50.95

MIDWAY MFG. CO.

30.50

ROCK-OLA MFG. CO.

15.95

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UNITED'S CREST SHUFFLE ALLEY

PLAYER'S CHOICE OF 5 WAYS TO PLAY

REGULATION DUAL-FLASH FLASH STRIKES

BONUS WITH NEW 3 Digit Read-Out INSTANTLY SHOWS BONUS BUILD-UP
(Bonus Score Transfers to Total Score in 11th Frame)

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

SEE YOUR DISTRIBUTOR

CHROME RAILS

Handicap Feature EASY OR NORMAL STRIKE STRIKE

1 to 6 Can Play
• 10¢ PER PLAYER • HIGHEST RESALE VALUE

8½ FT. LONG 2½ FT. WIDE
SHIPPING WEIGHT (CRATED) 465 lbs.

UNITED OPERATORS ARE SUCCESSFUL OPERATORS

UNITED MANUFACTURING COMPANY • 3401 NORTH CALIFORNIA AVE., CHICAGO 18, ILLINOIS • CABLE ADDRESS: UMCO
You'd have to be a stereo bug to top ROCK-OLA sound

We don't mean to be smug. It's just that we have an exceptionally good sound system going for us... and for you, too! So good, in fact, that even if you corralled the most expensive equipment you could find, our full dimensional sound would still go you one better.

Take versatility for example. With the Rock-Ola Capri or Rhapsody, you can play 33 1/3, 45 rpm, stereo, or monaural... mix them in any sequence, any bank, with our new Mech-O-Matic Changer, and still get full dimensional sound so near to stereo even an "educated ear" couldn't tell the difference, for sure! All of which means: you can install the Capri or Rhapsody anywhere—for top profits—whether it's Aunt Martha's coffee shop or the Ritz downtown. And if you need more stereo for a larger location, simply attach our extension speakers and get sound unequaled by anything else on the market!

How can we make such a claim? By combining perfect stereo cone tweeters, above, with the main unit speakers, below, then factory pre-angling them to achieve what we call "beaming the music"... providing full dimensional sound whatever the location!

Simple. Yet highly effective! Like all Rock-Ola features... simplicity is the key to top profits.