One of the most exciting and refreshing talents to come onto the record scene during the past year is Columbia Records' new folk singing team, the New Christy Minstrels. In an amazingly short time, they have developed into a top album selling combo. Under the direction of Randy Sparks (third from right) the group came to Columbia's attention via west coast A&R director Jim Harbert and west coast operations v.p. Irving Townsend. Since then the group has gained great acceptance, helped tremendously by regular appearances on last season's Andy Williams TVer and top club engagements such as New York's Latin Quaver and Los Angeles' Troubadour Cafe, as well as college concerts. The group is currently on a nation-wide tour. To date they have issued three LP's all of which have been strong chart items: "Presenting: The New Christy Minstrels;" "The New Christy Minstrels In Person" and "Tall Tales." They are currently kicking up noise with their single "Green, Green."
He Did It!
(with "Go Away Little Girl," "Poor Little Rich Girl" and "Don't Be Afraid, Little Darlin'")

She Did It!
(with "Blame It on the Bossa Nova" and "Don't Try to Fight It, Baby")

Now, Steve and Eydie Duet on a New Single, "I Want to Stay Here"

Columbia Singles Sell®
PROFITLESS PROSPERITY!
ILLEGALITIES GALORE

The four words printed in red above probably best describe the message most of the conventioneers at the ARMADA and ROSA conclave in Miami last week, will be taking back with them when they return to their home territories.

The first two were used by Dave Kapp, president of Kapp Records, who delivered the ARMADA meet's keynote address – considered by many to be the best keynote speech ever heard at the record industry convention. (See complete text this issue). The words were Mr. Kapp's way of describing the major problems facing the entire record industry – continued growth in volume coupled with an ever-decreasing profit, which today is already ridiculously low. "We must sell our records at a profit." . . . "The Big (discount) Deal is not the answer to profit." . . . "Sell the Product – Not the Price." . . . summarized in a few words the Kapp thinking. And from the reception he received, it appears he was describing the feeling of every manufacturer, distributor, one-stop and dealer invited to attend the ARMADA opening meeting.

ILLEGALITIES GALORE . . . were the words used by Earl Kintner, ARMADA attorney who followed Mr. Kapp to the lectern and drove home the "unbelievable" degree of unethical, unfair, and illegal practices that exist in the record industry today. "The record industry is full of illegals, probably more than any other . . . It is one of the unhealthiest industries in this economy." From this point the attorney went on to describe many of the practices in the industry that are in violation of many existing business laws. (See other stories this issue.)

So powerful, and so to the point were these two opening speakers that they no doubt left an indelible impression on all who heard them.

Well, what was accomplished? (a question everyone seems to ask after most conventions).

Probably a great deal more at this ARMADA meet than at any other convention we've ever attended.

Like the little disobedient boy who recognizes he has just heard his father's last warning and plans to obey this time – or else, Miami conventioneers may, this year be going home with a similar realization.

There was a sense of final warning at this convention. And it was stated very clearly. As Mr. Kintner put it, "You have one last chance to set your own house in order. You had better do it now before the government does it for you."

It will be most interesting to see how many people, in the coming months, will put this advice to good use – for their own benefit and for the benefit of the entire record industry.
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**Cash Box TOP 100**

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**Cash Box TOP 100**
Fabulous Follow-up...Shipping Now

Jimmy Soul
TREAT'EM TOUGH
SPQR-3310

Big Chart Item Everywhere
Ace Cannon
COTTONFIELDS
HI-2065

The Ran-dels
MARTIAN HOP
CHAIRMAN-4403

Willie Mitchell
PERCOLATIN'
HI-2066

NEW RELEASES

Bobby Pickett
GRADUATION DAY
GARPAX-4175

The Crew
THE BIG JUNK
BRASS-2900

The Sylte Sisters
SUMMER MAGIC
COLiseum-2701

Linda Lloyd
SHOUT Hallelujah
IMCO-2100

Gary Paxton
SCAVENGERS
44177

Matthew Reid
LOLLYPOPS WENT OUT OF STYLE
TOPIX-6006

Marty Willis
IT IS NO SECRET
LOUIS-6804

The Castle Sisters
MISTER SUMMER
TERRACE-7517

The Big Country Bros.
SANDY, SANDY
TAHOE-2534

Garth Linn
RHYTHM & BLUES SMASH

Joe Tex
SOMEONE TO TAKE YOUR PLACE
DIAL-3013

Cash Box—July 6, 1963
**House Subcommittee Passes Bill Ending Jukebox Royalty Exemption No Rates Specified In New Proposal**

WASHINGTON—Jukebox operators last week won a partial victory in their long and often-lamented after-year battle to remain exempt from royalty payments for jukebox plays. On May 28, the House Subcommittee on Copyrights voted last week to strike out the jukebox exemption clause from the Copyright Act of 1909.

The bill, H.R. 7104, replaces an earlier proposal—The Celler Bill (H.R. 5174)—that would have called for a $1 million annual fee, following the repeal of the exemption clause. Rep. Emmanuel Celler (D-N.Y.) also sponsored the new bill. It was generally agreed by both sides in the hearing of the Subcommittee that government agency would have been exorbitant.

Although the affirmative vote of the House Subcommittee, H.R. 7104 moves on to the floor for House consideration, it is slated to discuss this it Tuesday. (2). This marks the further that the proposal of this type that has made up the Congressional deliberative. If it passes the Full Committee, it would then go to the House bill for being introduced to the sizable Committee in the Senate. The bill, which carries an effective date of Jan. 1, 1965, places the royalty obligation with the jukebox operator. It exempts the proprietor of the location or establishment from paying royalty fees unless he ownsvin the machines. The bill does not specify rates. These would be worked out through the efforts of the经营者 and government agencies.

The Subcommittee also decided that the number of mechanicals, of the mechanics of the device, of the number of the licensed bill, are expected to be outlined if the bill becomes law.

Fewer than 10 jukebox rents who were contacted after the House Subcommittee's vote for participation in the hearings, have been exorbitant.

**Roulette's Best Distrib Meet Grosses Over $1 Million**

NEW YORK—Roulette Records wrote the biggest gross sales in the history of its distrib grosses—well over $1 million worth of business—at its sales meet in Miami Beach last week, the label reported.

The feat was the first of the many manufacturer-distributor sales meetings scheduled at the Miami Beach Convention Hilton, highlighted by an address to Morris Levy, president of the label. In his speech, Levy stressed the changing face of the industry and the fight for survival that distributors are now engaged in.

Following Levy's talk, Bud Katzeln, general sales manager for Roulette, gave a talk on the company's new single, "The Wild Left." The Roulette sales program tagged "Albums That Sell Like Roulette Singles." It was introduced through a slide and four track tape presentation. The program is based on Roulette's singles sales policy offering 1,000 L.P. dealers 300 L.P.'s on a group of 300 L.P.'s free on an order of a $1,000 L.P.'s or 150 L.P.'s free on an order of $500 L.P.'s or 50 L.P.'s free on an order of $100 L.P.'s. The L.P.'s deals on the L.P.'s is in a first come, first served basis and extends from now until Sept. 15.

The sales program embraces the entire Roulette catalog, as well as Rost, Tico, Gee, Gee and Enol. It also covers the Roulette Goodies series of twelve volumes which has given the label record-breaking billing through May and most of June. Finally, the program is aimed at twenty-five new albums and two re-packaged L.P.'s which were unreleased.

The albums include: "Excess Said Than Done" by The Feears; the debut album by Lou Christie: a new Joey Dee L.P. "Dance Dance Dance." These three albums are being featured this week. (Continued on page 36)

**Atlantic & Atco Sales Meet Gives Distributors New Program, LP's**

NEW YORK—The Atlantic and Atco labels expect to sell $1 million worth of new products this week in the form of records—new programs—featuring numerous promotions—new program—will be available at last week's ARMADA meet.

This sales prospect was announced by Nessuhi Ertegun, president of the label, following the sales meetings. In his speech, Ertegun stressed the changing face of the industry and the fight for survival that distributors are now engaged in.

Atlantic and Atlantic records were attended by a full complement of Atlantic and Atco products. Various executives from Atlantic and Atco head in Miami were: president Ahmet Ertegun, vice-president Jerry Wexler and Nessuhi Ertegun, national sales manager Bob Kornheiser, and field manager for the distribution, Len Sachs. A total of 10 new albums and six singles were introduced by Atlantic. The new Atco product included four albums and five singles.

The all-encompassing album programs, which were outlined by Len Sachs at the meetings, will be between July 1 and August 31, and will be available at the end of the month. Both albums, as well as on the entire L.P. catalog of both labels, 30-60 day deferred billing terms are available to qualifying dealers.

The5 new L.P.'s for the distributors that "in order to bring the new Atlantic and Atco product home to the consumer, a distributor advertising fund is being made available, to be used in conjunction with dealers for local radio and newspaper advertising." Similar advertising allowances were included in previous programs and were proved to be an important factor in promoting a high rate of sales. An extensive radio promotional effort is also being activated by the promotion of promotional albums slated for each album, with sales support by a (Continued on page 36)

**D'Imperio Replaces Bullock (Ret.)**

As Victor's Business Affairs Veep

His versatile talents and wealth of experience—not to mention his abundant charm and warm, engaging personality—will be sorely missed. His contributions to RCA Victor have been invaluable, and he will be greatly missed by all those who know him well.

He functioned as RCA Victor executive assistant to the President, responsible for all aspects of the Record Division, during his long career at RCA Victor, of valuable service to the company. His skills, expertise, and professionalism will be sorely missed.

From 1939 to 1943, Bullock was assistant plant manager of RCA Victor Corporation in Hollywood, California, and also served as the company's key representative in Indiana. In Indiana, where he managed accounting and cost control, he was prominently involved in the creation of the Indiana chapter of the American Society of Associated Records Executives. He was also active in various community organizations.

Bullock served as executive assistant to the President of RCA Victor in the early 1950s, and later held a key position in the company's operations, working out of Los Angeles, California. His contributions to RCA Victor were invaluable.

For the next five years, Bullock was a Victor field rep, involved in selling records to distributors and also in promotional activities. By 1961, he had assumed responsibility for sales planning for the recording division, a position he held through 1963.

Bullock is succeeded by D'Imperio, who joined RCA Victor as a sales representative in 1945. He has been with the company ever since, and has served as sales manager of the Los Angeles office, as well as in various other capacities.

D'Imperio was praised in "The Billboard" for his "outstanding work in the field of sales, promotion, and customer service functions." His contributions to RCA Victor have been invaluable, and his presence will be sorely missed by all those who knew him well.

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Capitol Unveils Low-Priced Long-Hair Line: "Paperback Classics"

OLLYWOOD—In a move to broaden a classical market, Capitol Records, distributing Corp., has announced a new hardcover series, the "Paperback Classics," as one of the most "vivid and colorful" ideas in the history of the music industry. The series, it is hoped, will generate new interest in recorded music.

The series is aimed at the contemporary, hardcover market. The first 18 albums, selected from a list of more than 100, will be released at $3.98 each in an edition of 200,000 copies. The series will be distributed by Capitol, but the actual marketing of the albums will be handled by Capitol's "Paperback Classics" series.

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MIA Min BEACH, Fla.—The most frequently asked question after an industry convention is "What was accomplished?" Yet the results of the obvious benefits derived from manufacturers meeting with their distributors and introducing new products to the public are often overshadowed by a grumbling that the convention brought them no more business. (See another story on Kapp's talk.)

KAPP ON THE BIG DEAL
Dave Kapp was the star of the opening session. For this reason, the president of Kapp Records delivered a sober address that showed how the record industry is doing a good job of reaching the nation's record buyers. The record industry's gross profit was 12% in the first six months and the record industry's number of records sold increased 13% in the past five years.

Kapp said that the industry is doing a good job of reaching the nation's record buyers. The record industry's gross profit was 12% in the first six months and the record industry's number of records sold increased 13% in the past five years.

MIA Min BEACH, Fla.—The most outstanding event at this year's ARMDA Convention was, without a doubt, Kapp's Washington address. Kapp has been dealing with the FTC and the Roosevelt Small Business Committee on ARMDA's behalf. Kapp has also been dealing with problems in the record industry. He has come to believe that the industry is doing a good job of reaching the nation's record buyers. The record industry's gross profit was 12% in the first six months and the record industry's number of records sold increased 13% in the past five years.

Kapp also said, "For me, the future of the record industry is in the hands of the manufacturers. I can see no future for the record industry without the manufacturers."

ARMADA Convention Highlights

MIAMI BEACH, Fla.—ARMADA's Leaders For New Year

MIAMI BEACH, Fla.—ARMADA members re-elected Amos Heilicher president of their association for another one-year term.

Jimmy Martin was named vicepresident-secretary, and Jim Schwartz, treasurer. Regional vice-presidents chosen for the coming year were: Bob Chatton, west coast; Bill Davis, central states; and Joe Cohen, east coast.

From a slate of seventeen record manufacturers, all members of ARMDA, the distributors chose eight names who will act as the association's officers. The new board includes: Dave Kapp (Kapp), Al Bennett (Liberty), John Sippel (Monument), Jerry Wexler (Atlantic), Herb Corsack (Vanguard), Jerry Blaine (Gay-Gay), Ewart Aheer (Vee-Jay), and Mike Maitland (Warner Brothers).


ARMADA President Heilicher Suggests: Clean Own House

MIAMI BEACH, Fla.—In his welcoming address to ARMDA members, Heilicher pointed to two methods of curbing or bettering the industry's "chaotic situation." One is action on a government body level. The other is action on the music industry level. He said, "We have been in contact with the Federal Trade Commission. We have had a preliminary hearing in the near future for a Trade Practices Conference," said Heilicher. He also re-emphasized his desire to receive a letter from James Roosevelt, head of the Roosevelt Small Business Committee who said in his letter that he would appoint all the present representatives of our industry to the music industry level. He said, "Secondly, we must get our own house in order. The government can help us only if we are honest with ourselves and make a sincere effort to overcome our various shortcomings."

He referred to Columbia's taking a stand in the near future in this direction and complimented Sam Clark on his sincere effort to erase the evil effects of the industry's "chaotic situation."
ADAM WADE SINGS ONE OF THE HOTTEST MOVIE THEMES OF ALL TIMES

IRMA LA DOUCE (LOOK AGAIN)

HIS SENSATIONAL NEW SINGLE 5-9609
KAPP-MILLER: SPEECHES: TIME TO MOVE

Dave Kapp: Discounts Destroying Industry, Cause Profitsless Prosperity

As most of you know, our family business has been in the record business for over 50 years, I started to work for my family's record business in 1939. In 1971, my brother Jack and I opened our own music store. We would have been—had been—it was 10 years ago. We have been in the record business because it is a good business.

I think now of 1923 when there was no record business.供给... It was the result of the advent of the phonograph. When the phonograph came into being and phonographs were stored in the record business. All of these records sold 6 million records and, of course, there were no records that sold for $25, $25. These records were at a few dollars a piece. In 1923, I started Decarco in 1924. People would stop me and say, "You know, Jack, you’re going to make a lot of money, aren’t you?"—and when I said I was in the record business they invariably said—"My God, are you still selling those things?"

What most of you don’t remember—and that which happens—that happens when Bing Crosby had a hit, it sold 25 to 35 thousand. The first Andrews Sisters hit sold 480. The first hit sold 320.

You’ll probably not believe that the Andrews Sisters hit sold 100,000 records. And I also remember January 1938, when we had our first big hit with my own record company, "Let’s Go Round and Round." When we sold the song, it was the song of the year. The record sold 100 thousand and, in a date, we walked around and said to all the people—"It’s passing through!"—and in a record of 100 thousand of one record.

Now a new era began... I knew that if we would make the right record we could sell 100,000 records. It was a new world and we did! Let’s go back to last November, The Family LP. It’s not important only because the album sold about 4 million copies in the first year. It’s important because it’s a record that says, "It’s possible to sell close to 4 million of any record," but it’s more important because the record sold 4 million of one record. The public was ready and happy to spend 10 million dollars.

When we first entered business, there was a company called Moore LP which was a freak, to me it means that public is there and that someone will make a record that will sell 5 million—6 million. I am convinced that it can happen and not just once. I predict that we will see all it.

Now by all standards, the record business today ought to be one of the really great businesses to be in. Every year, there are new arrivals, new arrivals. And I know for a fact that it is true. There are some names all over the world, more people are interested in the record business than ever before in history. And everywhere there is more music being composed and performed the world over. There is a new development in any so-called Golden Age of the LP, there is a new development in the production of the LP. The LP has been the grass national product is steadily climbing upward... recitals, when they arrive, are increasing. Already their records are not people who will make a record that will sell 5 million records.

What more can you ask? We ought to be getting richer, fatter and happier, and we are, when LP records were first introduced... we haven’t been able to get used to the fact that the LP record is not only the King of Vinyl, but also the King of the World. And we have been able to sell over 100,000,000 records. A manufacturer's spokesman says: "I just got on order from Benny for $75000" a distributor says: "We made profits—well, we’re not sure why."

There are a lot more people who cannot see through the BIG DEAL SCREENSCREE...

I... a bigger deal does not mean bigger profits and there are not many people in the record business who are more concerned with deals than profits.

Gentlemen... I have just read the major part of an address I made at our Distribu-

Cash Box—July 6, 1963
<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
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<tr>
<td>BE TRUE TO YOURSELF</td>
<td>BOBBY VEE</td>
<td>55581</td>
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<tr>
<td>SURF CITY</td>
<td>JAN &amp; DEAN</td>
<td>55580</td>
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<tr>
<td>DAMAGED GOODS</td>
<td>THE VENTURES</td>
<td>DOLTON 78</td>
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<td>GOODNIGHT MY LOVE</td>
<td>THE FLEETWOODS</td>
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<td>MAKE THE WORLD GO AWAY</td>
<td>TIMI YURO</td>
<td>55587</td>
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<td>MORE (Theme from “Mondo Cane”)</td>
<td>VIC DANA</td>
<td>DOLTON 81</td>
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<td>DO YOU WANT TO KNOW A SECRET</td>
<td>BILLY J. KRAMER</td>
<td>55586</td>
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<td>SHAKY BIRD</td>
<td>THE RIVINGTONS</td>
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<td>CANADIAN SUNSET BOSSA NOVA</td>
<td>EDDIE HEYWOOD</td>
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<td>WHAT MAKES LITTLE GIRLS CRY</td>
<td>THE VICTORIANS</td>
<td>55574</td>
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<td>SO DO I</td>
<td>P. J. PROBY</td>
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LIBERTY RECORDS

Cash Box—July 6, 1963
**Pick of the Week**

"TWIST IT UP" (2:35) [Kalman, C. C. ASCAP—Mann, Appel]  
"SURF PARTY" (2:28) [C. C. Kalman ASCAP—Mann, Appel]  
CHUBBY CHECKER (Parkway 879)

The Chubby one's fantastic string of chart triumphs, which now includes "Twist It Up," a rip-snorting fun-filled partytime romp that has Checker and the chorus singing back-and-forth in a Ray Charles "What'd I Say?" More top teen stuff on the spirited chart-contriving cooler "Surf Party."

"JUDY'S TURN TO CRY" (2:12)  
"JUST LET ME CRY" (2:10)  
[Glamous ASCAP—Ross, Lewis]  
LESLEY GORE (Mercury 72143)

Lesley Gore, who's still riding high with her chart-topping Mercury debut, "It's My Party," is a cinch to make it two sales-giants-in-a-row with either end, or both, here. Leadoff platter, "Judy's Turn To Cry," is a stompin' multi-track sequel to her initial success. Companion piece, "Just Let Me Cry," has the same jocks. The whole show is one hotbacker that also stomps along in smash style. Fabulous Claus Ogerman orch-cordial showcases on two sides culled from her "I'll Cry If I Want To" LP.

"I WANT TO STAY HERE" (2:30)  
[Screen Gems Columbia BMI—Gollin, King]  
"AIN'T LOVE" (2:38) [Maxana ASCAP—Devon]  
[Helios BMI—Saleigh, Burnam]

Backed by big singles success on a solo basis, Steve (Lawrence) and Evdie (Gorine) should easily step-out as a chart team with an engaging affect,pare-down "I Want To Stay Here." Pair's delightful reading, including cheerful chant bits, is supported by a fine Martin Evans rock-cha-chaba backdrop. Looks like a sure-fire smash. Couple goes the slick easy-swing route on "Ain't Love," a date that won't be neglected by good-music jocks.

"TREAT EM TOUGH" (2:07)  
[Rockmasters-BMI—Gilda, Royster]  
"CHURCH STREET IN THE SUMMERTIME" (1:55)  
[Rockmasters-BMI—Gilda, Royster, Barg]  
JIMMY SOUL (S.P.Q.R. 3310)

Jimmy Soul, just coming off a top-10 chart delectable with, "If You Wanna Be Happy," has a sure-fire return ticket with this similarly angled rock-a-cyanshy hand-clapper destined for multi-plat and sales. The coupler takes a hard-rock ride spiced up by a blustry sax solo float also geared for top 40 programming.

"MAMA DON'T ALLOW" (2:25)  
[Eyerson BMI—Darling, Swanoe, Taylor, Engelberg]

"IT DON'T MEAN A THING" (2:23) [Mills ASCAP—Ellington, Mills]  
ROOFTOP SINGERS (Vanguard 53026)

The Rooftop Singers, who scored last time out with "Tom Cat," should quickly duplicate that success with this new power-packed Vanguard entry tagged "Mama Don't Allow." The tune is an extremely fast-moving pop-solid with quite interesting rhythmically-changed measures. Side also boasts some top-flight rambly, teenaged guitar sounds. The flip, "It Don't Mean A Thing," is an excellent reading of the Duke Ellington exercise complete with some impressive scat singing.

"SOMETIMES YOU Gotta CRY A LITTLE" (2:15)  
[Don BMI—Malone, Malone]  
BOBBY BLAND (Duke 366)

The velvety ballad stylist, whose pop following continues to grow with each new release, comes with another duo that should prove no exception to the rule. One half's a tantalizing, calypso-styled opus tagged "Sometimes You Gotta Cry A Little," a songy Latin beat romancer labeled "You're Worth It All." Top notch orch-clerical assist on this solid follow up to his "Call On Me"—"That's Why Love Is" double-header.

"DUM DUM DEE BUM" (2:05)  
[Haymarket BMI—Wayne, Moore]  
"SURFIN' AT TI A JUANA" (2:27) [Jeanick BMI—Cymbal]

Cymbal can make another solid, "Mr. Bass Man" chart impression with this new Kapp sash. It's a thumpin' deceiver with the tag based on a teen version of the wedding march. Alan Lomberg's orch-clerical backing brightly completes the chart-bound package. Johnny can also make a big splash with the hard-hitting surfin' coupler.

"CAN'T NOBODY LOVE YOU" (2:39) [Trio BMI—Mitchell]  
"STUPIDITY" (1:56) [Progressive BMI—Burke]

SOLOMON BURKE (Atlantic 2180)

Burke, who's his own master of multi-plat, can quickly cash in with this one. It's a slow moving blues-ballad romancer, titled "Can't Nobody Love You," that Burke and the Garry Sherman-led vocal-instru- mental backdrop carve out in ear-arresting manner. Also keep close tabs on the up tempo pairing, "Stupidity."

"MOONLIGHT TANGO" (2:36)  
[Dartmouth-ASCAP—Blondy, Perrin]  
The clarinetist gets a lush, cool backdoor for this super-melodious, very danceable twofer. Its exposure may create that make a sale success in short order.

"ONCE MORE YOU LOVE ME" (2:36)  
[Esses-ASCAP—Reid, specialised背景下]  
[Campbell BMI—Katz] Continued top-down late-nite programming fare on this end with plenty of rich solo by Bilk.

CRAWDADDY (2:22)  
"THREE ARE THE HANDS" (2:02) [Bart BMI—Rohlin]  
The new vocalist convincingly surveys the tender blues affectionate against a nice softie chorus-setting. A master performer for the label, it could mean something after subsequent exposure. It's a little different.

"COME CHANGE YOUR WAY TO ME" (2:15)  

NANA MOUSKOURI (Fontana 1828)  
"THE CYPRESS TREK" (2:25) [Campbell - Connolly ASCAP—Jadidjazieff, Hydajadieff, Stevens]  

"IT HAPPENED IN ATHENS" (2:17) [Miller ASCAP—Hadjijadjieff] The choker has come up with a lovely slick main-title, which the talented songstress invitingly portrays (again in English).

GREGORY HOWARD (Kapp 530)  
"WHEN IN LOVE" (2:11) [We Three BMI—Bass, Levine, Newell] The charted, super-polished by a hard-driving rock orch-clerical group, gives a Frankie Lyman treatment to this classy little mid-century thumper. Side seems guaranteed to get top notch support from the young dance band. Airplay could send it to hitsville.

"SWEET PEAS" (2:13) [We Three BMI—Howard] Another of the helping kind on the flip with slight feminine decrease. Side could also get plenty of spins.

THE MOONSHINERS (Salina 1515)  
"LITTLE BOAT" (2:01) [Bill & Range BMI—Springfield, Westlake]  
Folksters do a fine lively reading on the interesting ditty. Sound adds up to one that could break out to the way it is handled by Canadian-American Records.

"POLLY" (2:18) [Glenda ASCAP—Perry, Perry, Goodell] Boys appealingly wrap-up the lovely folk ballad.

EARL DUKES (Cherokee 1031)  
"TICKLE ME LONELY HOURS" (1:37)  
[Whitlock BMI—Langston] Dukès offers a good-sounding multi-plat, reading of a looking for a true-love item, presented with a quite attractive style. Date merits teen-market plays.


THE RALKE-TALKIES with SPEDDY GONZALES (Warner Bros. 5369)

"TIA JUANA BALL" (2:11) [Whitlock BMI—Lee]  
The voice of Milt Blane as the WB cartoon character Speedy Gonzalez plays a major role in this easy-gosound novelty end. Other voices are those of a semi-shout nature. Great rock-market fun.

"HURRY UP A-BA-BABY" (2:06) [Infinity ASCAP—Patrick, Barkley] The Balie crew sold in this rock attack.

McKINLEY MITCHELL (One-dorful! 4817)

"A BIT OF SOUL" (2:22)  
[Vapae BMI—Blind, Mitchell, Wiman]  
Warbler and his back up sound do a solid blues-styled job on the stron angry-dance-geared blues. Kids will appreciate the workout.


THE TOWNSMEN (JF 2340)

"THAT'S ALL I'LL EVER NEED" (2:07) [Rhythm BMI—Ingels, Taylor, Street]  
The boys are coming, good-sounding rock-rhythm orchestra. Bluesy teen tune is good market. Disc tory is located in New York.

"I CAN'T GO" (2:15) [Pat BMI—Lymon, Brindley] Team nicely goes after a next platter.

BUDDY MILLER (Bandbox 335)

"CARRYING SLOWLY FROM YOU DARLING" (2:03)  
[Songsters BMI—Furto, San, Brazil]  
Songsters against a mild shuffle-beat sound, created, according to the discory, by the way.

"WITH TEARS IN MY EYES" (2:21) [Val Jean BMI—Miller] Slow-ball led stint.

WINK MARTINDE (Dot 16508)

"THE NEXT TIME" (2:46) [Ross-Jungnickel Holding ASCAP—Raye, Spring] Martinez hands in a softie expression on a tender note that can go chart places. Watch it closely.

"VIOLET & A ROSE" (2:48)  
[Colordwood BMI—Augie, Til, Reiff, 8]  
The song features that easy-high, Little Jimmie Dickens turns-up in this attractive pop-country outing by Wink, whose pleasing portrayal of the waltzer is backed by a pretty orch arrangement. Could also show action.

SHERRMAN EVANS (Mame 1049)

"YO YO TWIST" (2:25) [Bluebonnet BMI—Evans]  
The songster tops a flashy blues-twist theme. Besides his semi-shout nature, there's good blues-rockin' from the combo.

"IF I SHOULD DIE" (2:40) [Bluebonnet BMI—Evans] Evans shows an expressive does job on the number.
We have designs on the future. This is but the first.
BRA ALDEN (Minaret 113)
(B+) "LET'S TALK ABOUT LOVE" (1:57) [E. B. Marks BMI—Paramount, Lewis] Fire, bouncy-rock stand by the lark, who does a bright multi-track reading of a catchy, simple-pop-rhythm-chorus-sequence song with a good rock-market spirit. Label is handled by Atoe Records.

B) "SENTIMENTAL HEART" (4:26) [Chu-Fin BM]—Hager, Eazo A wistful countryish sound.

TOBY ROYCE (RCA Victor 2806)
(B+) "A MILLION THINGS TO SEE" (2:16) [Calhoun BMI—Royce], who has several active sides for the label, presents the teenagers with a nice softie affectionately. His over-dubbed delivery is by a cozy triplet who sounds good.

(B) "DON'T BE AFRAID" (2:05) [Tudor BMI—Friedman, Gassali] A different-sounding moonlight & mosh romantic for the kids.

LITTLE RICHARD (Coral 26366)
(B+) "NEED HIM" (2:28) [Alan BMI—Arr. & Adapt. Goldin] Dickery offers a song for the pop-gospel market, an infectious display by Little Richard, who once gave up a successful pop career to sing only gospel music.


THE NOBLES (Times Sq. 12)
(B) "DARKNESS" [January BMI —Pitney] There's a year's-bank way to the best rhythm and blues group on the song team, its lead voice and musicians, singing this Gene Pitney-penned entry.

(B) "CRIME DON'T PAY" [Wall BMI—Nobles] Zany speedy-rock novelty.

BILLY JOE & THE CHECKMATES (Dure 680)
(B+) "MAKE, SHAKE, SHAKE" (2:00) [Meadowlark ASCAP—Hunter, Freeman] Musicians, once a chart spot with "Perugina," are joined by a string section in a novelty treat with general market appeal. A bouncy, zesty-sounding track that could solid business.

(B) "SUMMERTIME IN VENICE" (1:53) [Pickeck ASCAP—Incini, Sigman] Sprightly Latin-rock reading of the pretty flick tune.

CHUCK WRIGHT (Ember 1995)
(B+) "ARABELLA" (2:56) [Jim-skip BMI—Mitchell] A charming, wistful folk-crooning BMI—Wright" by the warbler, who is accompanied by a good-sounding, Nashville-style instrument back-up band. Could get some place with sufficient exposure.

(B) "IF I PROMISE YOU" (2:21) [Silber BMI—McRae, Moore] Wright is right on the blues-ballad beam with this touching display.

LENNO DINO (Tribe 1741)
(B-) "DANCE THE LAST DANCE" (2:18) [Tribe-Heller ASCAP—Jalina, Marcello, Ugo- nolo, Pennino] Lenny provides some hard-driving, combo backing for Don and the All-dins who handle the vocal on this rockrocker. Side has decent potential.

(B) "ROSEBUDS" (2:00) [Tribe—Roth, Edo] A teen-aged balladeer romancer with solo and autos-sly chorale backing.

DARTIA STATON (United Artists 011)
(B-) "WHEN IT'S SLEEPY TIME DOWN SOUTH" (2:46) [Mills—ASCAP—Rone, Muse] The lark marks her UA debut with this cut from a new LP. An easy-listening, balladeering effort with updated rock assist should make the side strong with the gosstreets' loyal following.

(B-) "MASSACHUSETTS" (2:33) [Epic BMI—Ranaf] Roberta's tempo jumps on this LP with some first-rate jazz-oriented rock arrangements and swingin' vocalizing by Dakota.

LIGHTNIN' SLIM (Excuse 2234)
(B-) "LOVING AROUND THE CLOCK" (2:23) [Excelsior BMI—West] The vet blues chanter is in fine form on this melody with some funny, down-home, harmonica-backed happy romancer. Spinners should dig the deed.

(B) "YOU KNOW YOU'RE SO FINE" (2:20) [Excelsior BMI] West's-Mojo top-flight blues sound. This one's fast-paced affair with an interesting rhythm melody.

NORRIS THE TROUBLECHORD (Mayhams 1958)
(B-) "YOU LEFT ME HONEY FOR ONLY A MINUTE" (2:00) [Sorority BMI—Norris] Norris could create plenty of excitement with this catchy, upbeat, shuffle-beat, tradition-oriented rock jam. Side should get good takes as it fills. Eye it for deepsy acceptance.

(B-) "RUN AWAY HEART" (3:06) [Sorority BMI—Norris] This time out the songwriter comes up a slow-moving, funky weeper with a potential, danceable melody.

GOLDEN CHORDS (Columbia 43284)
(B-) "HE WILL" (2:40) [Blackwood BMI—King] The Sweet Chariot group unleash their potent, wide-range vocal talents full-blast on this rhythm and blues item with a contagious, warm blues flavor. Decays should come out in droves for the side.

(B-) "J.JUST A LITTLE COURAGE" (2:52) [Duchess BMI]—Kowalski, Inc. This number offers another, uptempo affair in the pop-gospel idiom.

ESKEW REEDER (Instant 3208)
(B-) "UNDIVIDED LOVE" (2:26) [Instant BMI—Reeder] Newcomer Eskey Reeder could jump into the national limelight with this commerce. A hopeful number that can change traditional rock weeper. Side seems a natural for airplay.

(B) "SWEETHEART OF MINE" (2:16) [Tel & Slapa SB BMI—Patterson, Khoury, Webster] Side's a punchy, organ-backed, low-down blues instrumental.
HERE'S THE RECORD
THAT'S CREATING
ALL THE EXCITEMENT!

MAJOR LANCE SINGS

"THE MONKEY TIME"

HERE'S THE TEEN
WORLD'S SENSATIONAL
NEW DANCE CRAZE!

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RECORD REVIEWS

**Best Bets**

- best bet
- B+ very good
- B good + fair
- C mediocre

**Best Bets**

- LARRY WILLIAMS (Mercury 72417)
- "CAN'T HELP MYSELF" (2:50) [B+] [Yrul BMi—Williams, C.], who's got a couple of chart impressions on past dates, heads a spirited blues sound, which calls for a guy who's always willing to forgive a chic who plays the field. This could come good with the proper application.

- "BLOOMING DAY" (2:50) [Delanelo BMi—Smith] More busy blues doings, with the tune somewhat related to "300 Feet ofCloud." There's a sparkling band arrangement in support.

- CHECK GALLAGHER & THE FABULOUS CYCLONES (C.B.C. 1106)

- (B-) "WAIT A MINUTE" (2:00) [Sunny Boy BMi—Bermudes] Saxist Carlos Bermudes is the lead instrumental voice in this lively date, which was probably under-recorded because of the old hoagie-wingo sound. It speaks a good teen-market language, though, and that is based in Hollywood.

- "CLOUDY DAY" (1:58) [Sunny Boy BMi—Bermudes] Funky, hard-blues beat. Sax is again spotlighted.

- "IT HURTS TO BE SIXTEEN" (2:02) [Rondak BMi—Grossman] "WHY AM I SO SHTY" (2:00) [Bright Tunes BMi—Margo, Margo, Medres, Siegel]
- ANDREA CARROLL (Bigtop 3156)

- "IT HURTS TO BE SIXTEEN" (2:47) [Rondak BMi—Grossman] "RUNNING WILD" (5:04) [Premium BMi—Berry, Ripp]
- BARBARA CHANDLER (Roulette 4042)

- "IT HURTS TO BE SIXTEEN" (2:21) Rondak BMi—Grossman
- "BAD BOY" (Bobcat ASCAP—Ross, Kingsburgh)
- LANA JEAN (Roulette 4599)

A tuneful, plaintive reply to Neil Sedaka's recent smash, "Happy Birthday Sweet Sixteen," to come entries here are worthy, chart-sounding renditions. Make-up of the Andrea Carroll (Big- top), Barbara Chandler (Kapp), and Lana Jean (Roulette) sessions on the discourse, with the same extra-musical attention getting weight. All ends should be eyed closely. Barbara has a similar-sounding entry for her cougar, while Andrea offers a good bounce-beat date and Lana has an inviting cha-chawist twanging.

- "IN MY TENEMENT" (2:30) [T. M. BMi—Scott, Resnick]
- "COMIN' DOWN" (2:30) [T. M. BMi—Darin, Clark]
- JACKIE SHANE (See 788)

Shane, who clicked territorially a short-while back with "Any Other Way," can make the same claim with "In My Tenement." It's a steady driving romancer with a social awareness theme, titled "In My Tenement," that the singer delivers in emotion-packed manner. Sensational commercial potential is with the winner. Potent rock-a-blues'er on the flip can also step way out.

- "LONELY SUMMER" (2:23) Veevee BMi—Davis
- "SLOW LOCOMOTIVE" (2:20) (Elevator BMi—Davis)
- 4 BUDIES (Phillips 27032)

Newcomers in the disk arena, the warhorses could have a right-off-the-cut with "Lonely Summer," a tale of a teen couple parting for the season. Lead and the tune can mean every word they sing on this pretty beat-ballad offering. Catchy piano opener (and closer) resembles a calypso feel; Curtis. Backing's a sly-variation of the famed locomotion sound. A strong-sounding teen dance lesson.

- "JUST YOUR IMAGINATION" (2:14) Winneton BMi—Weimantali, Coley
- "DON'T LET HIM GO" (2:10) [Winneton BMi—McCray]

MARVA & THE SAVOYS (Cook 582)

Marva & the Savoys to good betts to have their names plastered all over the charts in the weeks to come. The reason is their cool box "Just Your Imagination," the first installment from the "Tell Him" school, that the artists and their instrumental support take for a rock-a-twist romp. Backing's an inviting beat-ballad offering.

**Best Bets**

- JOE E. ROSS (Pac 1063)
- (B-) "GO" (2:10) [I.P.G. BMi—Newmark] Ross, Officer Toody of "Car 54, Where Are You?" can make a solid impression on the teen disk mart with his bow on the N.Y. based label. BMi, with his wobbly beat handclapper with a nappy singing a long- kid's ditty and working around Joe's delightful expression. Side has that hard-wide-open look.

- E. B. MARKS "SOMEBODY LOVES YOU" (2:15) [Southern ASCAP—Morgan, Stock, Cavanaugh] This real schmaltz session was performed by Ross on one of the "Car 54" soundtracks.

- THE CLEBANOFF STRINGS (Melodia 7275) [Look Again] (2:37) [United Artists ASCAP—Landon, Previn, Andre Previn has given the Clebanoff亿 a rich and enchanting feel and it's heard in a very attractive and alluring way on the Clebanoff crest. Item is sure to be out-of-print, one of the first entries in a standout disk.

- "THEME FROM IRMA LA DICTATOR" (2:15) [United Artists ASCAP—Landon, Previn, Andre Previn has given the Clebanoff亿 a rich and enchanting feel and it's heard in a very attractive and alluring way on the Clebanoff crest. Item is sure to be out-of-print, one of the first entries in a standout disk.

- "BUSTLE IN THE OLD DOMINION" (2:10) [Bobcat ASCAP—Ross, Kingsburgh]

- "SHE'S THE ONE" (2:10) [Bobcat ASCAP—Ross, Kingsburgh] Ross, Officer Toody of "Car 54, Where Are You?" can make a solid impression on the teen disk mart with his bow on the N.Y. based label. BMi, with his wobbly beat handclapper with a nappy singing a long- kid's ditty and working around Joe's delightful expression. Side has that hard-wide-open look.

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Summer's first Sizzler!

"PLEASE DON'T TALK TO THE LIFEGUARD"

Diane Ray

Mercury 72117

America's first family of fine recordings

Diane Ray photographed on the beach at Gastonia, N.C.
JERRY VALE (Columbia 42826)  
**“OLD CAPE COD” (2:23) [G. Pincus ASCAP—Rothrock, Yaku, Jeffrey] The nominal standard item—a hit for Patti Page some years back—is always welcome with the summer sun, and the singer's reading has what it takes to secure long life at hot-weather exposure. Classy good-music cut to eye.

(B) **“THEME FOR YOUNG LOVERS” (Where is My Someone?) (2:22) [Marquet ASCAP—Layne, Fahey] Pretty dreamy-eyed ballad stuff.

SHER WOOLEY (MGM 13182)  
**“COWBOY HERO” (Lowery BMI—Stevens) Wool-ey's got away from scoring a hit to tell, and he tells it with lots of minor-key conviction. Big orch-chorus sound is effective. Plot revolves around a fellows who gives up his true-love to become a cowboy and his failure to get her back after he makes the grade. Could happen.

(B) **“SUN MOUSE” (2:23) [Channel ASCAP — Wooly] This folk item is from Wooly's hit, "Sales Of How The West Was Won.”

MIKE CLIFFORD (United Artists 614)  
**“COTTON DRESSES” (2:26) [Elm Drive ASCAP—Velona] Clifford, who made the charts awhile back with “Cathy,” appealingly sizes-up a pretty summertime affectionate by Anthony Velona, the writer of “Lollipops & Roses.” He's backed by an orchestra featuring Mummy Organ. Sink it if you can. It gets around enough.

(B+) **“YOU DON'T REMEMBER” (2:29) [Elm Drive & Vango ASCAP—Vance, Carr] Appeared on a soul Nashville-orchestra string-filled ork-chorus. Take your pick.

DEAN MARTIN (Reprise 20194)  
**“CORINNE/ CORRINA” (2:58) [Gotham Music Service ASCAP—Williams, Chatman, Parish] Martin can get back in the singles swing-thing-of-the-week, adjust it to easy-going up tempo revival of the oldie. Can happen.

MY “SUGAR AND SALT” (2:58) [Bourne ASCAP—Warren, Kent] This slot's a solid Nashville-flavored revival of another old-timer and Dean's relaxed warble's backed by a solid Nashville-orchestra string-filled ork-chorus. Take your pick.

LATTERS (World Artists 1006)  
**“DANCE PARTY” (1:45) [Warn, Ward-Latres] Here’s an all-around good dance rocker done up in a Twist and Shout manner. Full of life and movement. Top 40 spinners should take to this one. The group has a polished, rhythmic delivery.

(B+) **“THE SMOKE” (2:25) [Warn, Ward-Guinn] Solid ork backing and a potent beat make for an enjoyable dance number. Teen dancers will dig it.

THE PASTEL SIX (Downtown 101)  
**“OPEN HOUSE AT THE CINDER” (2:15) [Drive-In & Vango ASCAP—Wenzer] After vocal success last winter with “Cinnamon Cinder,” the crew presents a nifty good-natured rockin’ combo sound. Side has the kind of spirited summertime joy that could produce big chart action. Label is an affiliate of Original Sound Records.

(B+) **“TWITCHIN’” (2:20) [Downey ballad ranch] Another romp for the teen trade.

BENT FABRIC (Afo 6271)  
**“THE HAPPY PUPPY” (2:55) [Motortion BMI—Bjorn] The “ Alley Cat” item is back again with a general keyboard account of a familiar P.D. tune. It's the back-track from his new LP, and could be active in singles form.

(B) **“SERENETTE” (2:23) [Silhouette ASCAP—Adderly, Hendricks] Sprightly reading of the famed jazz tune.

T. K. VILLI (Smash 1830)  
**“I'LL PITY YOU” (2:35) [Dune BMI—Thielen] Here's a slow-beat item that has a familiar single as its LP backing, with Couldn't be a bit out. It's the Philly-based outfit.

(B) **“WHAT'S DONE IS DONE” (1:41) [Essra & Mar- Bill BMI—Smith, Robinson, Housey] More of an upbeat blues approach in this corner.

LOU PEREZ ORCH. (Sabina 514)  
(B+) **“MAMA, MAMA (Mama)” (2:18) [Glenden ASCAP—Perez, Madera] This is a zany fun outing for both narrator and listener. Lewis, including humorous comments about rockin’ roll by a shuffling vocalist. An off-beat entry that could grab attention.

(D) **“LA VIDA TIENE SUS COSAS” (2:08) [Jorio] This portion is a straight (and good-sound- ing) charanga stanza.

JOHN NEIL ORCH.-CHORD.  
**“CITY OF BERNETTE” (2:18) [Cleve BMI—Rutledge] This is a breezy Chicago Mood of this time.

THE SPIDERS (Minaret 112)  
**“LADY” (2:02) [Chu- Fin BMI—Dunham, Sanders] The crew cleverly essays a tale of a fable, "The Lady and the Beast." Slow tempo and effective affect add much to the proceedings here. Novelty tune with strong potential.

(B) **“I'LL CATCH A RAINBOW” (2:05) [Gari, Dunn, Can- nac, Hager, Reed, Shucher] A pleasantly served Laten-Mex ork-chorus reminiscing with good melodic line. Side merits deejay attention. Ato now becomes a hit nationally.

THE FURYS (World Pacific 386)  
**“ANYTHING FOR YOU” (2:21) [Metric BMI—Smith] Team's lead voice does a dynamic job on this rocking ballad, and he's supported by a bang-up by the gang-background of that well-sounding ork. Worth eyeing.

(B) **“CAT 'N MOUSE” (2:11) [Har-luck BMI — Buchanan, Hollins] sweet-sounding item.

SAMY SEVENS (Sawn 4146)  
(B+) **“YOU ARE A LUCKY SO & SO” (2:05) [Hill & Range & Palmina BMI—Gamel] The lucky sound-and-so is a fella with a melody and a true-love a guy sans both notes in this interesting piece by the singer and his easy-go, organ-led backdrop. Date could move if it gets sufficient exposure.

(B) **“HERE COMES THE BEIDE” (2:38) [Hill & Range BMI—Gambel, Ross] Wild going-on in this happy blues show- ing.

LAURA LANE (Arlen 732)  
(B+) **“GOTTA TOUCH (BABY)” (1:54) [Terr—ASCAP—Shannon, Left] The actress-lark gives this one a top trim-up and some tempo item 'bout a gal warning her guy.

(D) **“I'M TIRED OF CRYING” (2:20) [Terr — ASCAP — Fertine] A bluey ballad weeper that premises multiple trucking and male ork-chorus backdrop.

LITTLE ALFRED (Lyric 1007)  
(B+) **“BROKEN HEART” (2:50) [Interscope, Landry] With an effective crying-in-one's-beard keyboard bit, the songster offers a affecting account of some losing-love blueser. Strings are an important backdrop sound, too. Could be a success for the Lake Charles, La.-based waxery.

(B+) **“IT DON'T HURT NO MORE” (2:50) [Planeman & Miles Goldberg BMI—Jackson, Patero, Herman] More persuasive warbling by the artist, who is backed by a good rock ork.

DARRELL JAY (Debra 28003)  
(B) **“JEALOUS HEART” (2:35) [Acuff-Rose BMI — Carson] The country-crowd is likely surveyed by the songster, who is accompa- nied by a lush ork-chorus sound with a Nashville-Sound format. Label is handled by King Records.

(B) **“SINCE YOU'VE BEEN MINE” (2:50) [Riebel BMI—F&D Daniels] Sentimentalizing in more of a pop grove.

RELIGIOUS

THE STEVENS SINGERS (ABC Paramount 10462)  
**“When The Saints Go Marching In” / "Praise The Lord, River"  
CROSS JORDON SINGERS (Enjoy 1015)  
**“Lord I Can’t Wait” / "It Happens This Way"

SUGAR BOY (Peacock 1925)  
**“So Long—Goodbye” / "Mamma Won’t You Take Me Loose"  
TRAVELING FOUR (Imperial 5974)  
**“I Got Shoe” / "This Little Light Of Mine"  
MILKIES (Imperial 1957)  
**“Milkie White Way” / "Leave That Lie Alone"

SOUL STIRRERS (Imper 1957)  
**“Glory, Glory, Hallelujah” / "Oh! What A World"

FIVE SINGING STARS  
**“Been In The Storm” / "Let Me In"

DIXIE HUMMINGBIRDS  
**“If You Trust Him” / "Another Day"

GOSPEL CHALLENGERS (Song Bird 1960)  
**“I Found A Friend” / "Time Ain’t Long"
WE’VE GOT 2 BIG NEW RELEASES

A CHART BUSTING SINGLE BECOMES A GREAT NEW ALBUM

SHAKE A HAND

JACKIE WILSON AND LINDA HOPKINS

SWING LOW SWEET CHARIOT
NOBODY KNOWS THE TROUBLE I’VE SEEN
YES INDEED
JOSHUA FIT THE BATTLE OF JERICHO
OLD TIME RELIGION
SHAKE A HAND
HE’S GOT THE WHOLE WORLD IN HIS HANDS
WHEN THE SAINTS GO MARCHING IN
DO L ORD
EVERYTIME I FEEL THE SPIRIT
DRY BONES
DOWN BY THE RIVERSIDE

BL 54113
BL 754113 (Stereo)

A BRAND NEW SINGLE BY “MR. EXCITEMENT”

JACKIE WILSON

SHAKE, SHAKE, SHAKE

c/w

HE’S A FOOL

55246

Brunswick RECORDS

Cash Box—July 6, 1963
NEW YORK:

Connie Francis does her command performance for Queen Elizabeth this week at the Lyceum Theater in Glasgow, Scotland. The lark is currently clicking with "If My Pillow Could Talk," which is now among the West End's biggest names are skedded for performances during July & August. Among the big names to be featured are Tom Ben- nett, Barry Douglas, Paddy Pug, the Lennon Sisters, Alpo-Dorothy, "Kiss- meet," Eddie Mascar, Mercury and George Maharis. Dick Clark is reactivating the Limelight label with a new first deek dubbed, "How Is It Possible that the New Chrisy Minnella, gave his with "The New Chrisy Minnella... Art Newberger, nlt sales mgr. for Original Sound, on an East-\nMidwest promo tour of behalf of Vol. 5 of the Oldies But Goodies-series.

True West has released the folk field with a new debut deek tagged, "Amen" by "Boatmen Dance" by the Robert DeCarroll Fomk Singers. Mike Kelly, former ABC-promo rep, has joined the label. Mike said, "With "A Boatmen Dance," the deek is going out to promote the Paul Evans disk "Of the Ever," to create a sum-\ntermite hit. The Fomk deek in the past has made headline news this summer in its Persian Room night deek show called "Mr. Name."短暂, has been signed to a recording con-\ntract with Decca. James Buckw-\nich..."the..."is...from..."Chab."...George Sheek and will appear at the Roosevelt Stadium in Jersey City this weekend. Frankie Chervil, runner up in the 1962 Miss Tennessee contest, has posted with Trinitite and will have his first session soon. ... Richard Lyons, another tribute artist, will be back at the Lighthouse tonight and is skedded to cut a new Dolton LP.... Tony D'Amato, London A&R exec, back in Gotham after several months of produc-\ning chores in England, Tony will return to England in a few weeks to begin work on the show's final 4 albums which will include an LP of Gershwin music by George Brown, and an LP of show tunes by "Kiss- meet."... Eddie Mascar, Mercury crew chief, is now out of New York and is reactivating the Limelight label with a new first deek dubbed, "How Is It Possible that the New Chrisy Minnella, gave his with "The New Chrisy Minnella... Art Newberger, nlt sales mgr. for Original Sound, on an East-\nMidwest promo tour of behalf of Vol. 5 of the Oldies But Goodies-series.

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JULY IS THE MONTH TO CELEBRATE THE IV
(GEORGE HAMILTON IV, OF COURSE!)

'ABILENE'
#8181

IT'S EXPLODING EVERYWHERE! ORDER TODAY!

RCA VICTOR
<table>
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<th>TOP 100 Albums</th>
<th>MONOAURAL</th>
<th>JULY 6, 1963</th>
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<td>Pos. Last Week</td>
<td>Pos. Last Week</td>
<td></td>
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<tr>
<td><strong>1. DAYS OF WINE AND ROSES</strong></td>
<td>Andy Williams (Columbia CL 9153)</td>
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<td>2. SURFIN’ U.S.A.</td>
<td>Beach Boys (Capitol T 1980)</td>
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<td>3. MOVIN’</td>
<td>Peter, Paul &amp; Mary (Warner Bros. WP 1473)</td>
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<td>4. WANNNA BE AROUND</td>
<td>Tony Bennett (Columbia CL 2000)</td>
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<td>5. LAWRENCE OF ARABIA</td>
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<td>6. WAILER SIDE STORY</td>
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<td>7. THE BARRA STREISAND ALBUM</td>
<td>Columbia CL 2007)</td>
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<td>8. KINGSTON TRIO #17</td>
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<td>9. FIRST FAMILY VOL. II</td>
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<td>10. CLEOPATRA</td>
<td>Fleetrock (19th Century Fox 5008)</td>
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<td>11. MOONRIVER</td>
<td>Warner Brothers (Andy Williams CL 1989)</td>
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<td>12. HOW THE WEST WAS WON</td>
<td>Soundtrack (MGM 1 &amp; E 5)</td>
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<td>18. LATIN RENDEZVOUS</td>
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<td>19. FOR YOUR SWEET LOVE</td>
<td>Al Martino (Capitol T 1914)</td>
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<td>20. I LOVE YOU BECAUSE</td>
<td>Jimmy Smith (Verve V 8548)</td>
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<td>21. HOBO FLATS</td>
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<td>Pat Boone (RCA LM 2670)</td>
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<td>Enr Presty (RCA Victor LP 2697)</td>
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<td>30. JOAN BAEZ IN CONCERT</td>
<td>Vanguard VRS 9112)</td>
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<td>31. THE WONDERFUL WORLD OF LOVE</td>
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<td>32. OUR MAN IN HOLLYWOOD</td>
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<td>34. CASCADING VOICES</td>
<td>Hugo &amp; Luigi (RCA Victor LP 2641)</td>
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<td>35. HAIL THE CONQUERING HERO</td>
<td>Peter Nero (RCA Victor LP 2638)</td>
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**TOP 5 STEREO**

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<td>Soundtrack (Capitol CLP 514)</td>
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<td>3. CLEOPATRA</td>
<td>Film Classics (20th Century Fox SKG 5008)</td>
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<td>4. WEST SIDE STORY</td>
<td>Frank (RCA Victor CL 2070)</td>
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<td>5. MOVING</td>
<td>Peter, Paul &amp; Mary (Warner Bros. WP 1473)</td>
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<td>6. I WANNA BE AROUND</td>
<td>Kenny Rogers (Columbia CL 8806)</td>
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<td>7. BYE BYE BIRDIE</td>
<td>Soundtrack (RCA Victor LSO 7081)</td>
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<tr>
<td>8. THE BARRA STREISAND ALBUM</td>
<td>Columbia CL 2008)</td>
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<td>9. THE CONCERT SINATRA</td>
<td>Mantovani (London PS 295)</td>
</tr>
<tr>
<td>10. KINGSTON TRIO #16</td>
<td>Capital ST 9871)</td>
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**COMPiled BY CASH BOX FROM LEADING RETAIL OUTLETS**

Indicates Stronger Upward Move
POPULAR PICKS OF THE WEEK

"PAT BOONE SINGS GUESS WHO?"—Dot DLP3501
Pat Boone aims his best-selling vocal talents at a dozen tunes which were originally blockbusters when delivered by Elvis Presley. No carbon copy here, the chart utilizes bright, fresh arrangements and gets some swingin' backing from Paul "Fuzzy" Smith and his sextet. The singer gives some expert surfing of "Love Me Tender," "Blue Suede Shoes" and "Heartbreak Hotel." A potent entry.

"THE BOYS FROM SYRACUSE"—New York Cast—Capitol TAO 1933
One of the delights of the 1938 Broadway season, Rodgers & Hart's "The Boys From Syracuse" (25 years later--Off-Broadway's top attraction via a strong revival production). The nucleus comedy buffs know, the R&H songs are never less than utterly charming (among these are two pen- neansials, "Walking In Love With Love" and "This Can't Be Love"). A youthful cast of unknowns perform them with proper spirit. Have news for the show make this LP a reliable entry on the cast LP shelf.

"SHAKE A HAND"—Jackie Wilson, Linda Hopkins—Brunswick BL 754113
Jackie Wilson and Linda Hopkins tag this new Brunswick LP outing after their current pop-hit chart-riding of "Shake A Hand" and include eleven other potent gospel-flavored tracks. The artists successfully blend their distinctive vocal talents into one powerful musical unit as they dish-up top-notch readings of "Nobody Knows The Trouble I've Seen," "Old Time Religion" and "Down By The Riverside." Disc has enough built-in success to reach the charts in no time flat.

"GENE PITNEY SINGS WORLD-WIDE WINNERS"—Musicor MG 30665
Gene Pitney, currently riding the charts with his "Just For You" LP, could strike the same kind of haydirt with this package of items which pulled plenty of coin as singles. High on the best-seller lists for the songster were "The Man Who Shot Liberty Valance," "Town Without Pity" and "Only Love Can Break A Heart," all of which are included in this set. Eye the set for early teen acceptance.

"THE GREAT ESCAPE"—Original Soundtrack—United Artists UAS 1017
Einar Grenstein, the composer, inspired the very successful "Walk On The Wild Side" and "To Kill A Mockingbird" films, adds to an impressive list of top-name hits with this package. The album makes a strong bid for the hit sheet, as evidenced by "The Great Escape." The title theme is a powerful and memorable item which aptly preludes an expressive and dramatic score. The album appears destined for the best-seller lists in short order.

"POPE JOHN XXIII"—Mercury R5600
The reign of Pope John XXIII from his election and coronation until his death last month is cap- tured in excerpt form by Mercury on this historically significant album. Included here are the Pope's closing address to the Second Vatican Ecumenical Council, a Public Audience, a Canon- ization Ceremony and some滴 at one of his last appearances at the window of the Papal Palace. Album is a superb memorial offering.

"TOVARICH"—Original Cast-Capitol TAO 1940
A producer's coup. Vivien Leigh's Tony-winning performance may be a major selling point, but the new musical's, Unfortunately, her limited vocal appeal cannot carry the burden (dito the rest of the cast) of making second-rate words and music sound better than they are. LP's star would seem to be Phil Lang, whose presence is felt by some bright orchestrations. If Miss Leigh is drawing folks to "Tovarich" on Broadway, she could accomplish the same magic on disk.

"GOLDEN MOVIE GREATS"—Various Artists—Liberty LSP 3006
Theme from a dozen box office hit films are in- cluded in this Liberty outing by a variety of best- selling artists. Push theme LP's continue to be choice material for disk makers and this set is loaded with sales potential. Included in the pack- age are "Brooks" by Eddie Heywood, "Walk On The Wild Side" by Si Zentner, "The Wild One" by Martin Denny and "The King Of Kings" by Felix Slatkin.

"LOVE"—Rosemary Clooney—Reprise R68888
Rosemary Clooney comes up with a first-rate prem- ier LP for Reprise with this package of romantic ballads delightfully suited to her winning vocal charms. The lady makes a strong bid for album sales success with standout renditions of "Some- one To Watch Over Me," "More Than You Know," and "It Never Entered My Mind." Kudos to Nel- son Riddle for arranging-conducting chores.

"BOW THY HEAD"—Webb Pierce—Deca DLP 7439
Webb Pierce, a consistent pack leader in the sale of country discs, comes up with a strong second entry to his hit package "For The Kingdom." Deca LP with this program of hymns. The songster essays these hymns with feeling and sincerity and his legions of fans will surely want to add this new one to their Pierce shelf. Included here are the title tune, "Just As I Am," "Softly And Ten- derly" and "The Preacher's Vacation.

"LONNIE SATTIN IN BRAZIL SINGS BOSSA NOVA"—Scepter 549
Lonnie Sattin exhibits a lot of versatility on this Scepter entry aimed at the rhythms of Brazil. The songster has a wide-range and powerful voice and uses it to best advantage on this program of varied tunes with a bossa nova beat. The chartender launches the season with "Uskadaras" in French and continues with top-drawer readings of "Fog- gy Day" and "Lil Marlene." Loads of entertain- ing listening to be had here.

"THE FAMOUS WARD GOSPEL SINGERS"—Vista 5-3318
The Famous Gospel Singers, recorded "live" at Dis- neyland, swing out with fervor and exuberance on this program on up-tempo gospel tunes. With plenty of handclap,anna participation, the ex- citement gathers momentum as the spirit becomes contagious. The group feelingly reads "Down By The Riverside," "Dry Bones" and "He's Got The Whole World In His Hands." Gospel is catch- ing on and the disk could move out strongly.

"THE GREAT HAWKSHAW HAWKINS"—Har- mony JL 7301
Although Hawkshaw Hawkins' tragic death last spring cut short his brilliant career, his memory is preserved for his countless fans through fine recordings like this Harmony outing containing a bevy of his famous hits. Hawkshaw's distinctive, wide ranging, thematic voice is showcased on such past biggies as "Twenty Miles From Shore," "Sol- dier's Joy" and "Put A Nickel In The Juke Box." A collector's item.

"THE ORIGINAL COUNTRY HITS—VOLUME II"—Various Artists—Liberty LRP 3305
The Wintergarden Show's two-part program to grow by leaps and bounds every day and this package of recent and while-back-country hits should ap- peal to a host of record buyers. The program here spotlights the charting talents of such stellar artists as Johnny Cash, Cowboy Copas, Wynn Stewart, George Jones, etc. Country deejays will want this set for interesting change-of-pace pro- gramming.
The BIG 3 for '63

THE NUMBER 1 ALBUM TODAY!

A CONSISTENT BEST SELLER!

A BRAND NEW MOTION PICTURE HIT!

PRESENTED BY

20TH CENTURY-FOX RECORDS

THE ULTIMATE IN ENTERTAINMENT
JAZZ PICKS OF THE WEEK

"ENCORE" — Woody Herman — Philips PHR500-602

Woody Herman comes up with another top-flight jazz LP on Philips, this session recorded live at Basin Street West. The clarinetist walls some current and while-back favorites with his expected musicianship and artistry. "Watermelon Man," "Jazz Me Blues" and "Calafonia" are given fresh, up-to-date treatments and a swingin' big band sound — but let's give to Nat Pierce for some standout arrangements. Solid chart potential here.

"THE CHARLES MINGUS QUINTET PLUS MAX ROACH" — Fantasy 6069

Charlie Mingus gets excellent assist from Max Roach on two tracks here ("Drums" and "Till Removal April") on this potent fantasy jazz package aimed at the serious jazzophile. The bassist and the drummer shine in solo spotlights and the band shines as a group as a composer on "Love Chant" and "Haitian Fight Song." Standards are interestingly interpreted and improvisation is subtle and potent.

"TOUGH TALK" — Jazz Crusaders — Pacific JH 68

Although there has been a great deal of material written about different schools of jazz, the unimportance of style becomes readily evident with any versatile combo. Such a crew are the Jazz Crusaders. The boys have a hard-driving, coo-kin' down-home style which fuses superbly on both ballads and uptempo items. Best listening bets on this disk include "Dacron Brown," "Tough Talk" and "Brother Bernard.""

"THE OUTER VIEW" — George Russell — Riverside 446

George Russell, who made a name for himself as an arranger-composer, takes to the piano with his sextet on this jazz romp from Riverside. Improvisation is the by-word on most of the set and the members of the sextet shine in the solo spotlight. Sheila Jordan vocalizes "You Are My Sunshine" in a new jazz treatment of the oldie. Jazz buffs will find plenty of meat in the session.

CLASSICAL PICKS OF THE WEEK

BRITTEN: War Requiem, London Symphony Orchestra/Benjamin Britten — London 6SA1255

Here is a masterful and moving work by Benjamin Britten based on the poems of Wilfred Owen. The Requiem is about and for men who have died in war and is a stirring musical tribute. The composer conducted this performance which boosts the dramatic and vocal artistry of Galina Vishnevskaya, Peter Pears and Dietrich Fischer-Dieskau. Complementing the soloists are the Bach Choir, the Highbury School Choir and the Melos Ensemble. The two-disc package with libretto is a monumental offering from the London diskery.

"THE GLORIOUS SOUND OF WAGNER" — Eugene Ormandy/Phil. Orch. — Columbia MLS 842

The Philadelphia Orchestra with Eugene Ormandy at the helm performs a quartet of the better known orchestral highlights from the profuse pen of Wagner. The works represented here are majestically melodic and dramatic and the maestro handles them with authority and sensitivity. Included are Prelude to Act III of Lohengrin and the Overture and Venetian Music from Tannhauser. Disk is a superb listening experience.

"IVORY JOE HUNTER'S GOLDEN HITS" — Smash SS67037

The composing, singing and piano playing talents of Ivory Joe Hunter are melodically combined on this Smash amalgamation of the composer's best-selling tunes. The material here is a pleasant blending of pop and blues but with a bit of gospel added for flavor. The disk has dual market potential with the charters treatment of "Blues At Midnight," "I Almost Lost My Mind" and "It May Sound Silly."

"LIVE! LIVE! LIVE!" — Travelers 3 — Elektra EKL 236

The Travelers 3 unleash their potent vocal and instrumental talents full-blast on this third Elektra album. The group has a highly-distinctive, rousing pop-folk style which blends the individual into one cohesive musical unit. On this set, cut live at the Troubadour in Hollywood, the boys shine on "Fargos Line," "Syrte" and "Village Of New York." All the crew's many fans should come out in force for the LP.

"BLUEGRASS WITH STRINGS" — Bill McElhiney — MGM SE 1135

Here's a delightful pop-country session which combines the lush, sophisticated sounds of Bill McElhiney's quartet with the authentic bluegrass instrumental talents of Bob Johnson on banjo. Neither the band nor Johnson attempts to submerge their respective talents. Instead the set comes off as a harmonious blending of two basic American music forms. There's plenty of top-drawer listening in "My Old Kentucky Home," "Swanee River" and "Wild Flower."

"ITAMAR" — Vanguard VRS 9125

With all of the current interest in folk music, this delightful album showcasing the singing talents of Itamar, an Israeli chanteur who offers Hebrew and Yemenite songs in the folk idiom, might sit well meet with rapid acceptance. The songwriter has an extremely wide-range, bell-clear voice and a moving, profound style of phrasing. Itamar turns in outstanding renditions of "Darbi Shir," "Rachel" and "Hachallit." An impressive performance.

"SMOKES LIKE LIGHTNING" — Lightnin' Hopkins — Blueiville BY 108

The vet blues chanteur is in top-notch form on this raunchy, low-down tradition-oriented set of ballads. On this set Hopkins is backed with "Spijer" Kilpatrick on drums, "Buster" Pickens on piano and Billy Bion on harmonica. As he goes through his paces with feeling and authority, among the best sides here are "I Model Blues," "Let's Do The Susie-Q" and "Ida Mae." One of the best entries that the artist has cut in quite a while.

"DANZONES CLASICOS" — Pablo Beltran Ruiz — RCA Victor MKL 1471

Here is a package of dance music by the big band of Pablo Beltran Ruiz, done up in the manner of a Carmen Cavallero or Xavier Cugat. The Mexican orchirter exhibits a "big" sound and very danceable rhythms on this session which includes "Un Viejo Amor," "La Negra," "La Mora" and "La Sonora." Top-notch arrangements and smooth orchestrations make this a desirable disk.

"COME BY SUNDAY" — Danny Apolinar — Stereoditties C1801

Sophonication and slapstick are effectively combined by songwriter Danny Apolinar on this offering from Stereoditties. Ably supported by Doug Zollo on drums and James Martinez on guitar, the chanteur comes up with some interesting and polished essays of such goodness as "The Lady Is A Tramp," "You Make Me Feel So Young" and "Let's Do It." Easy listening session.
THEM IS THE HIT VERSION!
EVERYBODY WANTS MORE!
KAI WINDING PLAYS
MORE
VK 10295 The Theme From The Film "MONDO CANE"

KAI WINDING'S SINGLE HAS THE SOUND OF A HIT!
(Can you guess what instrument is playing the melody up high?)
THE SOUND OF AMERICA IS ON VERVE
### Top 100 Artists

(See Top 100 titles and labels)

<table>
<thead>
<tr>
<th>Name</th>
<th>Rank</th>
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<tr>
<td>Anderson, Bill</td>
<td>1</td>
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<td>Andy, Patti</td>
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<td>Beeg, Bobby</td>
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<td>Buell, Holly</td>
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<td>Charles, Ray</td>
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<td>Christ, Lou</td>
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<td>Columbia, Chris</td>
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<td>Cooper, Sam</td>
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<td>Core, &quot;Neat Pig&quot;</td>
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<td>Cty. Tops</td>
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<td>Darin, Bobby</td>
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<td>Dill, Billy</td>
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<td>Jan &amp; Dean</td>
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<td>Williams, Andy</td>
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<td>Wilson, Jackie &amp; Linda Hopkins</td>
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<td>Windell, J.</td>
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<td>Wray, Link</td>
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### Album Plans

**Atlantic & ATCO**

15% discount on all LP product, 30-60-90 day preferred billing to qualified dealers. Expires: Aug. 31.

**ABC-Paramount, Impulse!, Chancellor, Tangerine**

12½% discount on entire LP catalog of all four labels; Expires: Sept. 30.

### Cadence

Catalog program offering 3+5-8; Expires: June 26.

**Capitol**

Buy two free LP's for every 4 they purchase on Debbie Does's "Stash" label LP. Deal applies only to initial orders; on the label's 'Capitol-Long-Island series' German-Austrian catalog, dealers 1-1 free LP for every 2 purchased at the regular price.

**Mergundy-Wing**

15% discount on entire classical catalog. Expires: July 31.

### New Release!

**"If It Ain't One Thing It's Another" The Dells**

ARGO 5442

**New Nety Team**

Hollywood—Capitol's Letterman's are shown above with yet laughman George Burns at the Crescendo in Hollywood during the group's recent appearance there. Burns has signed the trio to tour the night club circuit with him during the summer.

### Chartbound!

**"Don't Let the Sun Catch You Crying"**

Steve Alaimo

Checker 1047

**The Monkey**

J. C. Davis

Chess 1858

**Darling, Darling, Darling**

Ty Hunter

Chess 1857

**Keep on Dancing**

The Avanti's

Argo 5436

**New Products Co.**

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Chicago 16, Ill.
PARADISE? YOU BET!

Ask The Winner Of The Free Trip To Paradise — 5 Full Days At The Magnificent Emerald Beach Hotel In Nassau, Bahamas Leaving From Miami International Airport Via Pan-Am Jet Flight — The Most Exciting Event Of The ARMADA Meet.

Introducing

Curio Records

Bobby Brown

"FALLING FROM PARADISE"

Q-100

ATTENTION CURIO DISTRIBUTORS!

Watch For Details Of Our European Vacation Contest To Be Announced Shortly.

CURIO RECORDINGS, INC.

44 Court Street, Brooklyn 1, N.Y. UL 2-7880
The Orlando, who are currently scoring with "Not Me" on Cameo, consist of three young women and a man. The group originally consisted of five girls who met in junior high school and began harmonizing for fun. Before they knew they were entertaining at school assemblies and local events. The girls sang together for about five years and became quite well-known in the Philips area. For various reasons they eventually began to lose interest and parted. Some time later, Stephen Govad, a neighbor of one of the girls, mentioned that he was interested in a singing career. They discussed the possibilities of getting a group together and finally managed to contact two of the original Orlando. Soon they were working again and doing benefit shows and local club engagements.

The group had been singing together for about a year when a heard that Cameo-Parkway was looking for another vocal group. Orlando were quickly inked to a recording pact. Six months later they cut their first single and are currently associated with Wah-Watusi. The rest is history.

In September of 1961, two sophomores at Chaminade High School in Mineola, Long Island, New York became friends while singing in the Glee Club. The girls sang together for about a year. Anne Byrne started singing together, using their guitars and harmonica. A blend of folk style, which was becoming to gain national popularity. They sang in a variety of places such as school shows, parties, and in Greenwich Village at the Ritter End and Gaslight Cafe. A third school friend, Brian Bolger, joined the group the same year, so when the boys discovered three voices made their sound complete.

How is a young group discovered? Actually, there was no mystery at all. While the boys were rehearing at a church function one weekend, someone suggested that they record. They knew that exec George Joy lived on Long Island and decided to call him. They did and he invited them to audition at Joy Records. Two songs later they were requested to join the companion label, Select Records, and their first release, "Hootenanny," is currently riding the top 100.

WABS-Ansonia, Connecticut, after seven years of broadcasting from its studios, moved out to meet its milestone and celebrate their seventh anniversary. "Radio In Action" was presented to the people in southern Connecticut in the form of a completely equipped radio station on wheels. Thousands of listeners turned out to witness the start of the biggest event in WABS history, which will alternate as emcees introducing the big name stars and awarding records to many of those in attendance.

The Broadcasting Executives Club of New England has elected new officer. Installed president of the BEE is John F. Crook, wiper and general manager of WMRC-Worcester, which represents the 15th anniversary of the Broadcasters Club, which has membership throughout the New England area.

The Associated Press announced last week that WLU-Tampa is the recipient of the Associated Press Annual Award for spot news coverage for its "Red Cross-Ameriflight" series. The award is presented to the member newspaper that provides the most outstanding newspaper coverage of a national event during a calendar year.

The American Visits Europe"—a broadcast social study tour of Cambridge, England and television golf tournament at St. Louis' Forest Park, Johnson topped the field of 65 entrants to win $70. This is the second consecutive year that WLS has won the tournament.

Glencoves

Bill Bennett of WLOW-Minneapolis served as track announcer for the Minneapolis Soap Box Derby last week. This is the fourth year that Bennett has served in this capacity. The derby is heard daily 2:00 to 6:00 PM on the "Bumper to Bumper" show on WLOH.

In response to a personal letter to KIIS-Hollywood from Los Angeles Mayor Sam Yorty, the station will "ring the bells" at exactly 11 AM on July 4th, in recognition of our nation's 178th birthday. This will be part of a nationwide bell ringing program sponsored by the Kiis Your Heart Foundation, theme "Let the Freedom Bells Ring on KIIS" that day. KIIS last week proved tremendous mail pullers. Bill Calder's "Why I Like My Coffee With My Coffee" is a month's run, with daily winners receiving coffee makers for men or women letters; Bruce Hayes had fun with his limerick contest called "Three Verse"; and Paul Compton was awed with letters telling "Why My Dad Is The Greatest In The World," as part of his Father's Day prize giveaway.

KPOX-Dallas has been cited by the Red Cross for outstanding service to the community in the recent series of summer youth award. The award was presented at the annual meeting of the Red Cross organization.

Slightly less than three thousand excited teenage youngsters flocked to the gymnasium of the KDW-St. Paul's "School's Out." Hop last week at the Aldrich Arena in St. Paul. The boys were selected by a group of public relations personnel of the station's help the Ramsey County Youth Services Office and various Ramsey County Junior Chamber of Commerce units raise money to buy raincoats for the members of the school patrol throughout the country. Attracted by a star-studded musical variety show that included such names as Big Dee Irwin, Little Eva, Bay Breeze, Diana Edwards and Jimmy Griffith plus the band of the Diamonds, teenagers from as far away as St. Cloud traveled to take part in the huge dance and show. The out-let's deejays Don DuChene, Hal Murray, Lou Riegert and McNeil alternated as emcees introducing the big name stars and awarding records to many of those in attendance.

The Associated Press announced last week that WLU-Tampa is the recipient of the Associated Press Annual Award for spot news coverage for its "Red Cross-Ameriflight" series. The award is presented to the member newspaper that provides the most outstanding newspaper coverage of a national event during a calendar year.
THE ORIGINAL LARGEST MOST READ MUSIC DIRECTORY COMING SOON!

RUSH YOUR ADVERTISING MESSAGE NOW!
SEE PAGE 3 FOR THE CASH BOX REPRESENTATIVE NEAREST YOU
<table>
<thead>
<tr>
<th>% of Stations Adding Titles to Prog. Sched. This Week</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
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</thead>
<tbody>
<tr>
<td>33%</td>
<td>Devil In Disguise—Elvis Presley—RCA Victor</td>
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<td>32%</td>
<td>Rock Me In The Cradle Of Love—Dee Dee Sharp—Cameo</td>
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<td>31%</td>
<td>Till Then—Classics—Musicnote</td>
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<td>30%</td>
<td>Will Power—Cookies—Dimension</td>
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<td>29%</td>
<td>Make The World Go Away—Timi Yuro—Liberty</td>
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<td>29%</td>
<td>Blowing In The Wind—Peter, Paul &amp; Mary—Warner Bros.</td>
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<td>Ring Of Fire—Johnny Cash—Columbia</td>
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<td>Danke Schoen—Wayne Newton—Capitol</td>
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<td>True Love Never Runs Smooth—Gene Pitney—Musicor</td>
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<td>Little Dancing Doll—Shelby Flint—Valiant</td>
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<td>Candy Girl—Four Seasons—Vee Jay</td>
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<td>When A Boy Falls In Love—Mel Carter—Derby</td>
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<td>Without Love—Ray Charles—ABC Paramount</td>
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<td>Be Careful Of Stones That You Throw—Dion—Columbia</td>
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<td>19%</td>
<td>Hey Girl—Freddie Scott—Colpix</td>
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<td>Fingertips (Pt. 2)—Little Stevie Wonder—Tamla</td>
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<td>What Do Little Girls Dream Of—Castells—Era</td>
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<td>Love Is A Once In A Lifetime Thing—Dick &amp; Dee Dee—Warner Bros.</td>
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<td>Green, Green—New Christy Minstrels—Columbia</td>
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<td>Groovy Baby—Billy Abbott—Cameo</td>
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<td>Wipeout—Sufarès—Dot</td>
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<td>La Bomba—Trini Lopez—Reprise</td>
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<td>Surfin' Hootenanny—Al Casey—Stacey</td>
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**Less Than 10% But More Than 5%**

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<td>Roy Stevens (Mercury)</td>
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<td>Hello Jim (RCA Victor)</td>
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<td>Richard Chamberlain (MGM)</td>
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<td>Bobby Vee (Liberty)</td>
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<td>Shepherd Sisters (Atlantic)</td>
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<td>Bobby Vee (Liberty)</td>
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(Survey Completed to June 26th)
PITNEY PACKS A PUNCH

TRUE LOVE NEVER RUNS SMOOTH

THE CHAMP'S LATEST RELEASE
MU 1032

ALBUM KNOCKOUTS!

GENE PITNEY SINGS WORLD WIDE WINNERS
MM 2005 MONOaural MS 3005 STEREO

GENE PITNEY SINGS JUST FOR YOU
MM 2004 MONOaural MS 3004 STEREO

Distributed By United Artists Records • 729 Seventh Avenue, New York 19, New York
ROSA Resolution; New Officers

MIAMI BEACH, FLA.—The ROSA (One-Stop) Association approved the following resolution at one of its closed sessions:

The Record One Stop Association recognizes that the phonograph record industry is presently faced with problems arising from the tremendous growth of the record industry in the past decade, hereby RESOLVES:

That the industry is facing a period of readjustment and is willing to join with the other major segments of the record industry—namely manufacturers, distributors, rack jobbers and dealers—in a voluntary high level conference to immediately discuss and by lawful means attempt to resolve the present problems within the industry and without the necessity of intervention from the federal government or its agencies.

HOWEVER, if the industry is unable to satisfactorily resolve its own problems, ROSA will join the other segments of the industry in requesting the Federal Trade Commission to call an Industry Wide Trade Conference to establish guide lines in the record industry.

It is hereby resolved that ROSA request Record Manufacturers agree to supply voluntary changes to all recognized One Stops in the United States title strips for the use of One Stop in the distribution of single records to music machine operators.

The publication of the conclusion of its first annual convention unanimously re-elected Irv Perlman, J. J. Morgan, Co., Philadelphia as President for the coming year. Other newly elected officers are:

Stanley Stone-Galaxy Records, New York—Vice President

Carl Kruger-Mele, Inc. One Stop, Richmond, Virginia—Treasurer

Earl Hill Hi One Stop, Denver, Colorado—Secretary.

The membership selected Lou Boorstein, Leslie Distributors, New York to appear for ROSA before the House Small Business Administration Committee in August to outline and discuss the position of the One Stop in the record industry.

Hill & Range Belgian Exec Visits N.Y. Offices

NEW YORK—Eliot Van Zeven of Belgium’s Belinda (Aryan) N. V. publisy setup, owned by Hill & Range Music, paid a three day visit to the New York offices of H & R last week. While in town he also visited other music companies.

ARMADA Symposia

MIAMI BEACH, FLA.—The Convention symposiums and panel discussions at the ARMA meet last week were attended by the most illustrious gatherings of this type members have attended in the five year history of the association.

The reason for this was undoubtedly because of the vast number of problems which exist in the industry at present—drowning any specific topic or under today’s conditions were considered minute.

During the early years of the ARMA organization, conventions heard spirited arguments from the floor on such subjects as trademarking, rack jobbers, discount houses, etc. But after four years of such discussions, every major problem has been rehashed time and time again.

Everyone seemed to feel that all at the convention were very well aware of the many unethical practices and policies that were creating havoc in the industry. The general feeling appeared to be a great deal more realistic.

The two opening speeches from Dave Kapp and Earl Kintner were all encompassing and hit the nail right on the head. In 1958 this year there is no longer time to discuss problems...this year is the year to act.

Every distributor this year realized fully that during the coming months he is going to have to make a number of key decisions. In what direction to take his company. Some obviously feel that going into the rack business, leased outlets, and one-stopping is the proper road to success in the record industry of the future. Others feel that there will always be a need for the well capitalized Complete Distributor, a term used to describe the distributor who devotes his efforts solely to distribution as it had been known in recent years. Some feel racking is necessary but are not sufficiently capitalized to carry a large and demanding rack operation.

Others who have made considerable amounts of money through the years fear investing it in big rack and one-stop operations and watching their life-long savings go down the drain, should this course be the wrong one.

The opening symposium on Tuesday afternoon dealt with this subject:

Diversification For Distributors. Carl Glazer a Buffalo Distributor pointed out that rack jobbers have disappeared from the face of the record industry. And as soon as makers and manufacturers find a way of financing rack sales, record distributors will also vanish. Jim Schwartz of Washington, D.C. predicted that large scale rack jobbers will exist in a given regional market if all of the distributors in a territory opened up rack-jobbing operations. There would be more manufacturing and wild competition in a city with all or so distributors fighting and price cutting to win the same accounts.

Bob Hausfater, St. Louis, who has opened many leased departments in discount centers, said that he was forced into this business. “When our firm’s accounts receivable exceeded $250,000 in the St. Louis area we felt we had to make this move. We had been in the record business longer than the people who owed us this money and we felt we could do a better job. And we’re doing it. A distributor must definitely get a shake from his rack jobbers and one stops. Do the jobber and one stop buy all of their merchandise from the distributor. What policies pay on time? If they do not, then it’s time for the distributor to evaluate his position and change accordingly.”

Harold Lieberman of Minneapolis asked Hausfater to describe the pitfalls of the leased outlet and the latter pointed to the $30,000 investment necessary to open one such unit. He also pointed out that the distributor must be prepared to expand this outlet at Christmas time, so that the additional merchandise needed during this big buying season. He also pointed to pitfalls as a major problem.

CASH BOX—July 6, 1962

MIA M BEACH—ROSA; The Record One Stop Association, held its first convention last week at the Fountainbleu Hotel. Pictured above are some of the key speakers and members participating in convention activities.

(1) Bill Gallagher of Columbus addressing the members.

(2) Arno Heilicher, pres. of ARMADA, addresses ROSA members.

(3) Lou Boorstein, ROSA exec presents an award to Bob Pearl of Liberty for the company’s contribution to better manufacturer one-stop relations.

(4) Manny Wells presenting a plaque to Irv Perlman for his continued effort on behalf of the one-stop association.

(5) William Meadows, U.S. Attorney General from the Florida district, accepts an award for Attorney General Robert F. Kennedy, from Sam Ricklin, vice pres. of ROSA. Kennedy was chosen ROSA “Man of the Year” for his many activities as U.S. Attorney General.
Petition For Trade Conference

MIAMI BEACH, Fla.—A unanimous vote to send a petition to the Federal Trade Commission for its consideration of the holding of a Trade Practices Conference designed for the purpose of the development of industry-wide rules and regulations under which the trade is conducted was registered at Monday afternoon's meeting of the ARMADA.

The petition is now being sent to the FTC by Manny Wells, Chairman of the Board of Directors of ROSA, and the ARMADA.

The President of Columbia Records, addressed the gathering of some 25 or 30 one stands, with a general, extemporaneous speech which, in his own words, was an effort to produce more saleable product. But when the meeting was opened to general discussion, it developed into a personal argument as to why Columbia sets certain policies that the one-stops in certain cases may dislike. A number of the members present brought up the question on any one company's policies were unfair, dubious, so the person put in the fsaying pan was the guest speaker.

Many conventioners pointed to this incident and another personal inter-rogation of one-stop distributors on the ARMADA floor as extremely foolish moves that could result in fewer people buying as they did not want to be involved with themselves to be guest speakers or panelists.

Ralph Benson, vice president of Pickwick Records, spoke at the first ROSA meeting as the largest and best way being 

that there was a place for both.' MVMI.

Morris Levy spoke on Tuesday to the ROSA members. (See other story.)

DAVE KAPP DESCRIBES INDUSTRY'S PROFITLESS PROSPERITY

(Cant'd from Page 10)

out industry, and I am certain that by now there are about 100 different solutions being considered.

I believe the manufacturer and not the distributor must show the way... I say this, because there are very few distributors who are strong enough to effect a national change.

There are too few distributors who know and understand the system of the record industry... too few who are in command of their own destinies. Thenceforward, most distributors today don't even control their own businesses. They are being dictated to from all sides—by manufacturers, distributors, and retailers... very few distributors who have the courage to refuse the dictates of anyone. We must change the road by filling the actual position they are actually selling at a loss and when you sell at a loss it means that the manufacturer is doing you a favor and you are insuring your continuing in business... THE ARMADA is for the racketeers, and the MICRO-STEAL OF SELLING A PRICE.

When a new record is announced, the first question a distributor usually asks is... WHAT'S IN IT FOR ME? I have been patiently waiting for the answer to this question. What kind of records are you releasing?—"What do you have to say about your record?—"Do you have any new ideas for records?—"Do you have a hit on your hands which we can make more money out of?—"Do you have a hit on your hands which we can make more money out of?—"Do you have a hit on your hands which we can make more money out of?

The first question out of the mouths of distributors is "WHY should I buy your record?" The feeling of the impression that distributors like those will not buy a record. Even if you did find a hit if the deal is right... and, incidentally, some- one is doing that now.

The hit record is seen in a record with quality and saleability, and we all know that there are ten records for every one that makes it.

If you wish to do a record business, I can't tell a manufacturer how to run his business, but I am disturbed when I read of 600,000 copies being sold in one week by a record company, who said, "We have to do something else, we have made $4,000 a week from 40 LPs, we'll make $200,000."

You and I both know that a good share of the $4,000 you make $200,000 more than you are making. Say you make one dollar per $500, and I take it, and you say you sell $4,000 a week from 40 LPs, you will have a hit everyone wants. I agree with that, but you have to begin to search for places where you can sell it... your own territory doesn't big enough in now... have you some transship. You know what one of the big problems is... THERE ARE NO MORE PLACES TO WHICH HE CAN TRAN-SHIP.

It's wrong to place all the blame for this on the distributor, a very substantial share of the blame should be placed on the manufacturer, but you should do what this situation demands... your question seems to always be the same... CAN WE GET A BETTER DEAL?

I am sure that you will agree that the present situation demands action—and there should be a question in your minds—ACTION DOES NOT MEAN BIGGER DEALS... MORE GOOD RECORDS AND FEWER BAD ONES... This is the manufacturer's re- sponsibility. He must have the brains to do the job.

And as a manufacturer, I know this is easier said than done, but everyone must make every effort... must use every resource to create product that has a built-in sales po- tential and must not be afraid to visions of profits rushing through the door for increased volume, the distributor has neglected his own side of the business and has just become aware of his diminishing return in relation to in- vested capital and expanded energies.

Conclusio On Disk Biz

NEW YORK—Chinese fortune cookies with tongue-in-cheek messages highlighted a dinner hosted by Atlantic Records last week at the Hawaiian Luau during the ARMADA confab in Miami Beach.

Here's a sample: Don't worry quotes high, Chart, 11 by be and; Roses red, violet blue, no more free goods for you; Some like hot, some like cool, why you order like a fool? Help stamp out the majors; You didn't make quota, no dessert for you; How was the meal?—Dave Han- dieman; Competitors home hard at work, you in Miami like a jerk.

CPA Discusses Expenses

MIAMI BEACH, Fla.—An informative address on a subject close to the hearts of all record industry, was delivered by Edwin Abramson, CPA, of the J. C. Abramson Company of Newark, N.J. He gave a detailed analysis of requirements for "Traveling and Entertainment Expenses Under the Revenue Act of 1962."
Ask Bobby Roses. "Another new nubby version of the hit disk rendition, is a big push on the proper. Waxery has prepared a special de-supply of this item. A solid three-box set which traces Bobby’s career. The last of his work is a sign that he continues to go on. Will you record for the new retail outlets for your purposes, in a new role and an even more pleasing picture of the cover. This committee is told to recruit a broker and one that has been edited down to 3:25. Slipside of the promo disk is the regular comb. The disk was cut in Nashville by A&R director Milt Gabler.

Dintr Cuts ‘Roses’ LP

Hollywood – Capitol has announced that it will release this week (1) a new Bobby Darin album titled after his current hit “18 Yellow Roses.”

With musical backing by Walter Reisch, Dusty & Darin, Bobby and Joanie, Darin does some of the top tunes of the day, including “I’ll Never Tell Her” and “Walk Right In.”

SATRIAN HYLAND

“I'M AFRAID TO GO HOME”

ABC-10452

DANCE-DANCE DANCE

JOEY DEE

R-4503

ROULETTE RECORDS

LOVE ME ALL THE WAY

Kim Weston

Tamio 54076

TAMLA RECORDS

Capitol Discounts, Cole Product For July-Aug. 

Hollywood — A two-month sales and promotion campaign on Nat King Cole and his catalog of 29 albums is being discussed this week (1) by Capitol Records Distributing Corp.

Backed up by a sweeping national advertising, including a full-page ad in Life, the company offers one free album for every two purchased, along with deferred billing.

In addition to national advertising, CRDC is backing-up the Cole program with complete window displays, point-of-purchase display materials and an extensive campaign of local newspaper and radio advertising.

Included in the 29 Cole albums are his current LP, “Those Lazy, Hazy, Crazy Days of Summer,” and such recent hits as “Ramblin’ Rose” and “Dear Lonely Hearts.” Additionally, the deluxe, three-record box set which traces Cole’s long recording career, “The Nat King Cole Story,” has been down-sized to two separate LP’s for release in conjunction with the program. The deluxe set remains available.

ARMADA Highlights

(Continued from page 6)

Everyone’s problems like the routine privilege, distributor diversification and a Proposed Standard Contract between manufacturer and distributor (although Darin, in Orbit) was, in contrast to the major speakers, unimportant. There was little enthusiasm about any of the panel discussions.

In general, the feeling was that now is the time to move to improve the business. General discussion will not become cheaper, “Everywhere we go” which will strengthen his position in the current market and must make his move accordingly.

But that market will fall in this transition period but that a general stabilization will result and carry the industry on to still greater heights.

Seek Fair Price, Not Disturb Price

Roulette’s Levy To One-Stop:

Miami Beach — Morris Levy, president of Roulette Records, made it plain to one-stop attending the ROA gathering here last week that while one-stops are not responsible for the fair price from labels it cannot be the same price as distributors.

“Of course it is a one-stop if that is your function and it is an important one — then do your job as a one-stop and stop trying to be a distributor by going in for different symphonies and trying to buy at his prices,” Levy declared.

Defending a lower price to distributors, Levy remarked that the distrib “carries the line and is the ones that make the — — he gambles with me when I ask him to — and I represent a large dollar investment to him.” For this reason his price is different than yours — “It is a better price and it is rightfully so,” he added.

Commenting on the confusion of functions in today’s distribution picture, Levy said: “It’s getting so that you can’t tell a player without a score card and even when you do it’s still hard to work it out with the one-stop.

Levy said that this confusion has now gotten to the point where it is now taking toll of its product the label creates — and “worse it is taking its toll of my profit structure.”

He warned his audience not to “kill the goose before you get the golden egg!”

Concluded Levy: “ROA can help, it is a platform where perhaps we all can learn a little more about the business. As I told my distributors, your survival in this business depends really on your business and me. As a manufacturer, I intend to stay in business by being the best manufacturer I know how to be — and I do that by working with the distributor and the manufacturer, and being the best one-stop you know how to perform, that function which as one stop you were meant to perform!”

Atlantic-Atco Program

(Continued from page 6)

direct mailing of albums to key radio outlets.

Atlantic album release included a wide selection of material: Volume 3 of “The Ray Charles Story,” with 14 all-time hits by Ray Charles and the Rae Set; and 3 LP’s & Blues albums by some of Atlantic’s top record sellers: “The Best Of Joe Turner,” “The Best Of Ruth Brown,” “The Best Of Lavern Baker,” and “The Best Of Clyde McPhatter.” Each LP is made up of 14 of the artist’s top hits. There are three Jazz LP’s from Atlantic: the follow-up to Herbie Mann’s best-selling package, “Herbie Mann Returns To The Village Gate,” two collections by Gil Evans and his Orchestra in “Soul Of The Ballad;” and jazz pianist Dudley Moore, playing “Theme From Beyond The Fringe” and “A Little Jazz.” Atlantic is also releasing an outstanding Bossa Nova vocal album, “The Warm World Of Joao Gilberto.” Details on singles drawn from this album, and Hank Crawford albums were announced to distributors.

The Atco releases, consisting of four LP’s, focus on International stars: Mr. Acker Bilk with “Call Me Mister;” Rent Fabric and his “Alley Cat” sequel, “The Happy Puppy;” Nina & Fredric with “Where Have All The Flowers Gone?” and Bobby Darin with an album never previously released, “It’s You Or No One.”

A great many sales aids and display materials have been prepared by Atlantic and Atco in connection with the release of these albums. A complete display showing three Atlantic LP’s under the theme, “Festival Of Greats,” has been created. It is a relatively small and mobile unit, which can be displayed in windows and used inside stores. Each display piece is keyed to the particular albums shown, and available for “Signs & Blues,” “The Best Of Jazz,” etc. The Atco displays also include album covers projected forward from a backdrop of cellophane, and a complete display of the theme, “A World Of Stars.” Atlantic and Atco have also prepared special binders housing lithos and liners of these albums, and rubber stamp sheets. New and complete inventory order forms have been printed and supplied in quantity to distributors and their salesmen.

Cash Box — July 6, 1963
HOLLYWOOD—Dot Records has closed its Cleveland branch and sold its distribution franchise to Seaway of Ohio. Seaway will handle the Dot line under the name of Dot Records Distributing Corp.

This marks the first time that Dot has had no long-term head of the past several years of opening company-owned distribution facilities but is viewed as a "first-rate" move to keep pace with changes in record distribution, which are occurring almost daily.

Contracts were concluded between Dot President Randy Wood and Seaway's president John Cohen and vice president Frank Callan.

Seaway will handle the Dot line in Cleveland, Buffalo, Pittsburgh and Cincinnati using resident salesmen and promotion men in each market. Over 1,000 Dot retailers are served from a new distribution location in Cleveland.

Dot also plans somewhat similar setup in Los Angeles since December 1961 when Randy Wood switched the line from Hart Distributors to Mrs. Dorothy Freeman, who established Dot Distributors of Los Angeles. As a result of the move, the label said, sales in the L. A. area jumped 40% during the past year.

In making the Cleveland move, Dot plans to move in the hands of a well-seasoned firm which has been a strong distributor of Columbia Records for a year.

Dot sees several advantages in making the new move. It expects to increase its sales and promotional representation in each territory and to spread its selling and record people to concentrate on the Dot product.

In going to a regional distribution system that is supplied out of a central location, it expects to intensify sales coverage with minimum product availability in each market.

Under the new plan, Dot will also absorb about half of the personnel of Dot's Cleveland branch.

Artist Forms Label, Pubbery In Salt

BALTIMORE—Vocalist-pianist Joey Welz has formed a label, Red-Wing Records, and a publishing outfit, Ur-sula Music (BMI), both based in Baltimore. The label, Welz said, which is bowing with a Welz singles date, "The Whistling Piano Man" and "The Mystery of Love," will operate as an outfit for releasing "all types" of music and will publish songs and songs written for the label only, and if there's good sales results, offer the masters to bigger labels. Firms head- quarter at 4209 Main Ave.

The label is under the name of Red-Wing Records.

Prestige & Subsidi Bow New Product, Discounts

NEW YORK—Prestige Records and its various affiliates are offering 10 new LP's this month, all of which are included in 15% discount programs.

All new releases, including six new singles are available at a 15% discount from July 10 to Aug. 9. The three Moodsville line carries the same program from July 1 to Aug. 31.

In addition, the Swingville, Blueville, Lively Arts, Near East and Irish lines are discontinued until Aug. 31.


The new singles are: Prestige: Gene Ammons' "The Street Where You Live" and "You'd Be So Nice To Come Home To," Willis Jackson's "The Secret Love," Parts 1 & 2; Kenny Burrell's "I Thought About You," and "It's Getting Dark" and Sonny Stitt & Jack McDuff's "Ringin' In" and "Pam Ain't Blue", Blueville: "Lightnin' Hopkins' "Wake Up Old Lady" and "Business You're Doin' "; Tru-Sound; "Rhoda Scott Trio's "Yi-Yi-Yi, Parts 1 & 2" and King Curtis' "Low Down" and "I'll Wait For You."
THE BIG SUMMER HIT... IS ON HEARTBEAT RECORDS!

“SUMMERTIME IN VENICE”

B/W

“MOONLIGHT COCKTAILS”

H. = 5000

HEARTBEAT RECORDS

13200 W. Warren
Dearborn, Mich.

LU. 2-5850

CONTACT: CHET KAJESKI

THE SERVICE ONE STOP

IN R&B LOCATIONS

SERVICE ONE STOP

382 Clinton Place
Newark 12, N.J.
Phone 3-5797

“I’M THE BOSS”

Barbra Streisand (Decca 31504)

“I KNOW, I KNOW”

Pee Wee Hudson (Double L 771)

“I’M YOUR ONLY YOUNG”

Bunny Ford (Gordy 9721)

*TICKLE ME“

George Jones (Capitol 2531)

“RESPECT”

Aretha Franklin (Atlantic 2046)

“MONEY”

Madonna (Warner Bros. 4740)

“WE ARE THE WORLD”

USA for Africa (MCA 400)
Stereo Oddities To Debut Line Of Sex And Mental Health Albums

MIAMI BEACH—A line of LP's dealing with sex and mental health problems will be marketed at the end of Aug. by The Living Record Library Inc., an affiliate of The Stereo Oddities label.

The series, which has the blessings of the Florida Mental Health Association, will get underway with the releases of "Facts of Love & Life for Teen-Age Boys" and "Facts of Love & Life for Teen-Age Girls." Each issue is a 2-LP affair, and will retail at $7.98. LP's are enclosed in a double-fold sleeve, with four-color art work.

As the label puts it, the teen boy-girl packages consist of a "frank, lively question & answer session between a group of typical teen-age girls and a panel of doctors and educators...a helpful guide to health and happiness."

The label is planning the release of at least six more efforts based on such themes as: "Love Before You Leap or How to Choose a Mate;" "Pre-marital Relations—Good or Bad?" "Extra-marital Relations—Fun or Foolish?" "Sex Problems of the Single Girl, "Sex Problems of the Single Man," and "How to Be Happy Though Married."

LRL is emphasizing the sober nature of the line via franchise agreements between distrois and dealers. They involve display of the product with "dignity and good taste," one price at particular marketing levels, sales at list price and cooperative advertising promotion.

Ink Folk-Country Names For "Hootenanny" Flick

HOLLYWOOD—More than a dozen disk artists in the folk and country music field are being signed by producer Sam Katzman for his first Metro - Goldwyn - Mayer production "Hootenanny." Katzman has just signed with Metro after 15 years at Columbia where he made a dozen singles of pictures based on current rhythm and blues themes.

In "Hootenanny," he already has lined up the Ozman Brothers, the Gateway Trio, Cathy Taylor and the Brothers Four, with Joly Baker and Pam Austin on the romantic leads. Gary Nelson will direct the picture, with Freddy Karger as musical director and Harold Bulfer doing the choreography.

New P&P Album Not Named After Hit

NEW YORK—In last week's review of the new Paul & Paula LP, "We Go Together," it was noted that the LP was named after their current singles hit. Actually, the team's current click is "First Quarrel."

CORRECTION

NEW YORK—It was erroneously reported in the last issue that Jack Nitzsche produced "It's In His Kiss" by Merry Clayton. Nitzsche was responsible for the arrangements only, with Bobby Darin handling the ad-" ckers for T.M. Productions.

In the Radio Active chart, Wayne Newton, a T.M. artist, was reported as a Decca artist. He records for Capitol. His active side is "Danke Schoen."
Copy Cat

**HOLLYWOOD**—Dobie Gray (left) gets a few show biz tips from Jimmy Durante after lunch at Hollywood’s Brown Derby where the vet comic told Gary how he digs Dobie’s JAF version of “Inka Dinka Doo.”

**Avra Names Fields Nat’l Promo Head**

LOS ANGELES—Luis Fields, who has been Ava Records’ west coast head of promotion, has been made national topper for the label, according to Jackie Mills, label prexy. He was formerly with Al Sherman’s Rec- ord Sales, Record Company of Los Angeles and Kapp Records.

**5 Fall Albums On Stereodiddities Agenda**

MIAMI—Stereodiddities Records plans to issue five new LP’s for fall sales.

Included in the line-up are: “Woody Sings,” a collection of pop ballads by comic Woody Woodbury in response to mail he’s been receiving on his “Who Do You Trust” TV’er, “Come By Sunday,” Danny Apolinar & His Trio, featured in the Playboy Clubs, “Carty Party, Vol. 2,” Bill Carty in comedy routines and songs, “My Friend, The Lover,” written by and starring Bruce Howard (liner-notes by Allen (“My Son, The Sing- er”) Sherman), and “Meet Shavon Elebash,” a successful business man who enters show business at the age of 42 as a humorist, singer, dramatist and will.

Label also offers a preview of upcoming product, including a Wood- bury LP to be timed with the release of a flick he’s shooting this summer, and a second volume by comedienne Peggy Lord.

**Wexler Heads Marketing For Science LP Line**

NEW YORK—Paul Wexler, former veep of Columbia Records and most recently general manager of Colpix Records, will direct the marketing activities of a series of educational “singing science” LP’s for Science Material Center, Inc. Firm is a subsidiary of Allis Chalmers, large equipment manufacturer.

Six 12" LP’s, directed at the kiddie market, comprise SMC’s initial release. Produced by Hy Zaret, the packages include “Space Songs” with Tom Glazer and Dottie Evans, “Experiment Songs” with Dorothy Collins, two “Nature Songs” LP’s with Marais & Miranda, Tom Glazer in “Weather Songs” and Dottie Evans with “Energy & Motion Songs.”

According to Wexler, the line will have a firm sales policy of no special trade discounts. Distrib appointments will be announced within a few weeks, Wexler added.

A national publicity & promotion campaign will include promo material for radio stations, distribs and dealers.

Wexler, who has his own firm, does mail-order and premium work in the photo and disk areas. His association with SMC is on a non-exclusive basis. SMC headquarters at 220 East 23rd St., this city.

**GOING HIGHER WITH THE HITS!**

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Johnny Holonko

BETA RECORD DIST.

599 10th Ave. N.Y.C. CH 4-3744

**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.

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Cash Box—July 6, 1963
Checkin "Goodies"

BOSTON — Abbe Lane and Xavier Cugat take a first look at Cugat's new Mercury LP, "Cugat's Golden Goodies," before leaving Boston for a brief rest in New York prior to their summer-length tour. Album was rushed to them by Bill O'Brien of Dale Enterprises in Boston.

Atco Is Nat'l Distrb For Minaret Label

NEW YORK — Atco Records has worked out arrangements to handle the national distribution of the Minaret label.

The deal, which was negotiated by Ahmet Ertegun and Jerry Wexler of Atco and Herb Shucker of Minaret is effective immediately. The first Minaret record to be distributed through Atco is the recently released "Fat Lady" by the Spiders.

Minaret Records is based in Nashville, where the deck by the Spiders was produced by Shucker, with an arrangement by Cliff Parman, Parman has done arrangements for Little Esther. The Spiders consist of five young men, several of whom are members of the U.S. Air Force. The leader of the group is Bill Bagby, nephew of Doc Bagby. An early pressing of the Spiders record carries a type and has the name of the group incorrecly spelled as Spidelis.

Heartbeat Makes Nat'l Distrb Deal

CHICAGO — Seymour Schwartz's Heartbeat label is now getting full U.S. national distribution with Martin & Snyder One-Stop in Dearborn, Mich. Chester (Chet) Kajeski, manager of M&S's phon division, will direct Heartbeat operations.

Seymour Schwartz said the deal would also leave Heartbeat time to produce decks for the label, which, in addition to consumer releases, caters to the jukebox market.

Initial release under the new setup is "Summertime in Venice" and "Moonlight Cocktails" by the Sun-setters.

A "Common Market" Deal

NARA Sets 6th Annual Meet In Los Angeles

NEW YORK—The National Association of Radio Announcers (NARA), composed of R&B-programming deck- jays, will hold its sixth annual convention Aug. 22-25 at the Ambassador Hotel in Hollywood. Convention chairman Floyd Ray received a formal invite to Los Angeles from Mayor Yorty. NARA's west coast chapter will serve as host for the confab.

WB Inks Marketets

BURLINGTON, CALIF.—Warner Bros. Records has just inked The Marketets, an instrumental combo that recently clicked with "Surfer's Stomp" on the Liberty label. Team will continue its recording activity under producer Joe Spenelli. According to WB topping Mike Maitland, the crew is looked upon as album as well as singles potential. An LP is due for fall release.

Labels Cutting Tunes From "Beach Party" Pic

HOLLYWOOD—At least four recording companies are releasing singles and albums featuring the stars and music from American International's musical, "Beach Party." All records will be released prior to the August 14 national release date of "Beach Party.

Chancellor Records has set Frankie Avalon in the film) singing the title songs from "Beach Party," backed by "Don't Stop Now" from the film.

Walt Disney's Vista Records is set to release an Annette Funicello (also in the film) "Beach Party" album featuring Annette and all the songs from the musical comedy.

Capitol Records has a set for Bob Dail and his Del Tones doing "Surfin' and A-Swingin'" and "Secret Surfin' Spot" from the film.

Vee Jay Records will release a single on the picture's "Treat Him Nicely" and "Promise Me Anything" with LuAnn Sims doing the vocals.

Negotiations also are under way for an original sound track album on the flick.

The production stars Bob Cummings, Dorothy Malone, Avalon, Annette, Harvey Lembeck, Judy McVann, John Ashley, Morey Amsterdam, Eva and Dale. The score is by Les Baxter.

Victor Releasing 3 Red Seals For July

NEW YORK—RCA Victor Records is releasing three Red Seal LP's for July.

They include violinist Erick Friedman and his Boston Pops Orchestra, including "Hora Staccato," Kreisler's "Mendelt," Woolf's "Elegy." Among the vocalists are Tatiana Tarantelle, two Paganini Caprices and Falla's "Spanish Dance," "Good Night, Sweetheart," Morton Gould Orch, and Tchaikovsky's "Pathetique Symphony" with The Boston Symphony Orchestra.

MMO Extending Line Of Hit Sing-Along LP's

NEW YORK—There'll be more "You Sing The Million Sellers" from the MGM Minus One label, thanks to solid distrib-deejay response to the first two volumes, according to Irving Kratka, MMO topper.

Each of the LP's contains eight top hits by artists who emgate the hit recordings. Following each vocal is a musical track on each tune, allowing the listener to sing along with professional backing.

According to Morton Wax, whose in- dustry is handling plus rights for rela- tions for the line, deejays around the country are setting up contests involving amateur groups sending in their voices dubbed over the tracks, or de- "sing-along's" with the vocals with listeners voting for their favorite deejay vocalists or guess-the-tune stints after spins of the instrumental tracks.

BMI Catalog On Its Concert Works

NEW YORK — "Symphonic Cata- logue," a 132-page booklet devoted to the concert works of more than 1,200 composers whose music is licensed for public performance by BMI, has just been published. The catalog contains information, including approximate duration, instrumentation, and publishers of about 10,000 compositions, and is geared toward performing groups ranging in size from chamber orchestras to full symphony groups.

In his foreword to the booklet, Carl Haverlin, BMI president, says: "The literature available to these orchestras and to their audiences is expanding constantly, and this catalog represents a substantial part of all the symphonic music now in copyright in the United States. But out of this list of the contemporary is an ever-growing body of music that passes annually out of copyright into the public domain."

Copies of "Symphonic Catalogue" were distributed at the San Francisco convention of the American Symphony Orchestra League last month. Haverlin was in attendance, together with Oliver Daniel, director of BMI contemporary music projects, and BMI-affiliated composers Jacob Avshalomov, Howard Brubeck, Roy Harris, Lennox Berkeley, Andrew Imbrie, Ellis Kohn, Ernst Krenek, Seymour Shifrin, Halsey Stevens, and Aurelio de la Vega.

Dooto Inks New Comic

HOLLYWOOD — Doots Williams (left), Dooto Records topper, signs new comic multiplator Joe Rovello, while Bob Leonard, manager, looks on. Scott joins the label roster of laugh- men which includes Red Fox, Hattie Nox, George Kirby, Dave Turner, Don Belzley and others.

TAM Names Veep

NEW YORK — Transworld Artists Management, specializing in personal management of gospel performers, has named Bob Redcos as veep.

Redcos, road manager for Billy Eckstine and Frankle Lymon, started his music business career as the owner of an out-of-print record service to collectors of jazz, blues and ragtime.

Under contract to TAM are gospel stars Marion Williams, Alex Bradford and Princess Stewart, who for the past year and a half have been starred in the international revue, "Black Nativity," which ends its European tour this summer, prior to a 40 week U.S. tour starting in Sept.

In another appointment, theatrical attorney Howard Gabotter has been named legal counsel for the corpora- tion.

"TEENAGE LETTER"
Jerry Lee Lewis
6/25
"SEASONS OF MY HEART"
Jerry Lee Lewis
Linda Gail Lewis

ATTENTION ADVERTISERS!

MUNICH—Electrola recently obtained the rights of Larry Dowdell's "The Common Market Rocks Bosso" for Germany, Austria and Switzerland (left to right) in the above pie are publisher Otto Demler from Edition Accord, Douglas, an Electrola secretary, and Werner Raishel, manager of the firm's international popular repertoire department.
**COUNTRY D.J. REGIONAL RECORD REPORTS**

**CHUCK DENNIS**

1. The Only Girl I Can’t Forget (Maxine Ruth)
2. Talk Back Troubadour! (Slim Whitman & Al J. Mushal)
3. Laying To Be Together (Bill Phillips)
4. Shoes Of A Fool (Bill Goodwin)
5. Sherry White Cloud (Fran Taylor)
6. Drake Of Love (Billy Walker)
7. A Heartache For A Reappraiser (Kitty Wells)
8. Aunt Kate (Gracie Turner)
9. Leave Us (Earl Scratt)
10. Cry, Cry Goldberg (Hobby Lurdox)

**AL LYNCH**

1. Act Naturally (Burk Owens)
2. I'm Just The Man I Used To Be (Wynn Stewart)
3. Nobody's Darlin' (Wheeler Parker)
4. I've Just Come To Say Goodbye (Faron Young)
5. I Could Write A Song (Don Kirkland)
6. Down To The River (Babe Maddock)
7. You're Not Gonna Get Me (Billie Jo Spears)
8. Don't Call Me From A Honky Tank (Sonny Crum)
9. Your Mother's Prayer (Buddy Cole)

**RALPH BEBEAU**

Minneapolis, Minn.
1. Ring Of Fire (Johnny Cash)
2. Six Days On The Road (Davy Dudley)
3. Old She Bett (Starnell Jackson)
4. The Minute You Leave (Lena Logan)
5. I Gave You My Wedding Dress Away (Kitty Wells)
6. Down To The River (Babe Maddock)
7. I've Just Come To Say Goodbye (Faron Young)
8. I Never Said (George Hamilton)
9. Your Mother's Prayer (Buddy Cole)

**VINO**

Nashville, Tenn.
1. Act Naturally (Burk Owens)
2. I'm Just The Man I Used To Be (Wynn Stewart)
3. Honky To Be Unhappy (Gary Beck)
4. I Gave You My Wedding Dress Away (Kitty Wells)
5. Down To The River (Babe Maddock)
6. You're Not Gonna Get Me (Billie Jo Spears)
7. I've Just Come To Say Goodbye (Faron Young)
8. I Never Said (George Hamilton)
9. Your Mother's Prayer (Buddy Cole)

**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.)

**FIRM**

**ADDRESS**

**CITY**

**STATE**

**Cash Box—July 6, 1963**

**COUNTRY REVIEWS**

**B+ very good**

**C fair**

**B good**

**C mediocre**

**THE CASH BOX BULLSEYE**

**“NIGHT LIFE” (1:41)**

(Pamper & Recny Rhythms BMG—Buckirk, Breeland, Matthews)

**“MAKE THE WORLD GO AWAY” (2:30)**

(Pamper BMG—Cochran)

**RAY PRICE (Columbia 42837)**

Ray Price, who scored last time out with “Walk Me To The Door,” should quickly duplicate that success with this new Columbia release, “Night Life,” cut from his LP of the same name. The tune is a slow-moving, moody, country-blueser essayed with loads of polish and poise by the chanter. Eye it for rapid acceptance. The flip, “Make The World Go Away,” is a first-rate, shuffle-best traditional chorus-bucked soulful ballad. Deck was cut pop-side by Timi Yuro on Liberty.

**“AFTER THE HEARTACHE” (2:22) [Acuff-Rose BMG—Gibson]**

**“ANYTHING NEW GETS OLD” (2:12) [Acuff-Rose BMG—Gibson]**

**DON GIBSON (RCA Victor 8192)**

Don Gibson, who’s a big hit with his last release of “Head Over Heels,” comes up with a pop-country C&W-twang with this ultra-commercial item tagged “After The Heartache.” The tune is a tender, medium-paced, chorus-bucked self-honed romantic number which is given a top-flight send-off by the chanter. On “Anything New Gets Old” the artist dishes-up a real appealing sentimental, soulful country blueser.

**“A MILLION YEARS OR SO” (2:30) [Central BMG—Williams]**

**“JUST A RIBBON” (2:53) [T. M. BMG—Scott, Resnick]**

**EDDY ARNOLD (RCA Victor 8207)**

The vet Victor hit-maker has enough good things going for him in this new release to make a rapid chart appearance. The top side here, “A Million Years Or So,” is a warm, folk-flavored, chorus-bucked weeper with an infectious, listenable melody. On the other end, “Just A Ribbon,” the chanter comes up with a pleasing, easy-on-the-ears lament with an interesting pop-flavored sound.

**“HALL OF SHAME” (2:39) [Glad BMG—Riddle]**

**“WHAT’S BAD FOR YOU IS GOOD FOR ME” (2:12) [Glad BMG—M. & C. Montgomery]**

**MELBA MONTGOMERY (United Artists 576)**

Melba Montgomery, who is currently riding high on the charts in a tandem set with George Hamilton IV, could create plenty of fast action with this song since it’s titled “Hall Of Shame.” The tune is a sweetly harmonized, shuffle-best, bluegrass-flavored tear-jerker read with sincerity and verve by the lark. A fine performance. The flip, “What’s Bad For You Is Good For Me,” is a fine, extremely pretty, spinnable hillbilly tradition.

**“ANOTHER FOOL LIKE ME” (2:08)**

(Bono & Faber BMG—N. & S. Miller)

**“MAGIC MOON” (2:19)**

(Doral & Johnny Burnett BMG—D. & J. Burnett, Osborn)

**NED MILLER (Faber 121)**

Ned Miller, who clicked recently with “One Among The Many,” seems destined to reach the charts in no time flat with this new Faber outing called “Another Fool Like Me.” The side is a warm, western-flavored, full-orch-backed ballad with an entertaining, moving melody. Deck should get plenty of pop spins. The coupler, “Magic Moon,” is a twangy, contagious, medium-paced happy affair. Also merits a close look.

**SLIM WHITMAN (Imperial 5066)**

(B+) **“BROKEN DOWN MERRY-GO-ROUND” (2:03) [Grammy BMG—Herbert, Streib]**

This country chanter could strike paydirt once again with this clever, medium-paced affair. Novelty-styled item boasts an interesting quickly-changing rhythm. Watch it.

(B+) **“NEVER” (2:00) [American BMG—Fell]**

On this end the songster dishes-up, a pretty, slow-moving, chorus-bucked tear-jerker.

**NEIL HUTTON (Ava 129)**

(B+) **“IT’S COLD IN THIS DUNKIN’ DEW” (2:17) [Jaryg ASCAP—Burnett] Newcomer Neil Hutton could quickly jump into the national lightfoot with this high-spirited novelty all about a currently popular lady from the past. Plenty of airplay potential here.

(B) **“GOODBYE TO SHOW BIZ” (1:52) [Jaryg ASCAP—Hutton] The tune offers a feeling lament about the perils of the entertainment field.
The Jackson, Tennessee, Junior Chamber of Commerce announced last week the signing of Jim Reeves for a three-night engagement at the Miss Tennessee Pageant to be held in Jackson July 24-27. According to Tremain McNight, publicity director for the Miss Tennessee Pageant, much sought-after chamber will arrive in Jackson Wednesday, July 24th (the opening day of this year's Miss America preliminary) in time to lead the official Miss Tennessee Parade that afternoon through the streets of downtown Jackson. Reeves will then entertain each night for the first three nights of this year's pageant.

Billy Deaton's sends along word from Salt Lake City that way that Faron Young and the Deputies recently played in the city and knocked them dead. Billy also notes that Stennis Jackson is currently playing to turn-away crowds.

KPCN-Dallas promoted a huge Grand Ole Opry show June 27th featuring Ray Price, Willie Nelson, Webb Pierce, Billy Grammer, Willie Williams, Darrell McCall, Jimmy Day, Mac Curtin, the Travelers String Band, Miller and the Cherokee Cowboys. The show was held at the North Side Coliseum in Fort Worth. On the following day, Saturday, June 28th, the station officially opened the new KPCN-FM Studios. The station broadcast most of the day from Fort Worth with Lawton Williams, Mac Curtis, Herman Michener, Al Turner, Russ Johnson and Charles Brown doing the big shots. The new studios are in the Berkley Hotel.

Little Jimmy Dickens is set for a string of eighteen one-nighters under the direction of Jack Roberts, Seattle country music promoter and performer. The northwest tour, beginning July 3rd and concluding July 20th, takes Dickens throughout Washington, Oregon and Idaho. Dickens will be accompanied by the Evergreen Dream. The songster will also be guest star "Evergreen Jubes" Saturday, July 13th, on KOHO-TV, Seattle's ABC Channel.

Charlie Wagonner has just returned from Gooseberry, Labrador and will be featured each Saturday night on KBOA Rock'n'Roll Mountain Jamboree in Denver. Charlie has a new Linco record out tagged "One Eyed Sam" and "An Old Memory." Anyone wanting a copy can get one by writing on your station that any country spinners needing songs of this ilk. Charlie is a good local vocalist.

A Growing Trend: the latest club which has been featuring pop entertainment, to go country, is the Hi Ho Ballroom, now the Hi Ho Club in Grand Prairie, Texas. The club, which is between Dallas and Fort Worth, started featuring country music last month with a bill starring Roger Miller and Bill Mack. The initial crowds have been sensational.

Ray Peterson writes in word that he is now spinning the good country sounds on KATA-Arcata, California. Ray is running the morning shift from 5:30 till ten o'clock and would like to hear from all of his friends in the trade. The deejay also sex that he can use all kinds of country platters, from old and new.

Sliek Norris sends along word that he has masters on Smokey Stover, Glenn Reeber, Adrian Roland and Big Jay French. Any party interested should give Slick a buzz at 420-2161, Highlands, Texas or write him at Box 652, same city. Norris also mentions that you can get all kinds of country platters, from old and new.

same promo by writing to him on station letterheads.

Howard Vokes and his Country Boys are currently keeping a busy schedule of gigs throughout Pa. Last week Howard celebrated his birthday and some friends of his held a party for him at Candy's Lounge, Arnold, Pa.

Shelley Snyder says that his boy, Faron Young, has bookings set throughout July. The chamber will play dates in Billings, Court D'Alene, Lewiston, Pendleton, Boise, Idaho Falls, Kellogg, Kellispell and Ango. On July 5th Faron along with his wife and family will leave the U. S. for a tour in Germany.

Freddie Hart, vet Columbus chanter and longtime resident of the west coast has signed an exclusive booking management contract with the Nashville-based Bob Neil Agency and is moving his family to the Music City, Hart, who has had many of the chart records, will make his move from the coast in late July. Setting of dates for Hart is under way with bookings from August 1st and later being accepted by the NAA.

Pop Lodin, Sonny James' dad, who is well-known for his radio shows in the past, is recovering from a serious heart attack at his home in Hillsburg, Ala. Meantime, Sonny has continued with his busy schedule of personal appearances and promotion appearances for his fast-moving Capitol disc drive, "The Minute You're Gone." July will find the schedule easing for George Jones and the Jones Boys, a goodly part of the month there will be a much needed vacation for the popular chanter with lots of fishing and loafing on the schedule.

Al Lynch, who spins 'em on KSAR-Oklahoma sends out a s.o.s. for country records. Al's audience is made up of servicemen living in Oklahoma and would appreciate both country classes as well as newer material.

ROSE MADDOX

(America's Most Colorful Entertainer)

"DOWN TO THE RIVER"

Capitol #4975

THE MOST TALKED OF SONG OF THE YEAR!

Ernest Ashworth's TALK BACK TREMBLING LIPS

HICKORY 1214
I'M FROM (LeBIII, Bright (Gil, Saturday, Sweck (Famous — Kags— Woodcrest)

GOODBYE

THE (Kalmann— Screen— Beechwood— Miraleste— Tobi-Ann, — Stesso — Woodcrest

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YO
1. "I Like It"—Gerry & The Pacemakers (Columbia) Dick James
2. "You Gotta Make A Fool Of Somebody"—Freddie & The Dreamers (Columbia) Feldman
3. "From Me To You"—The Beatles (Parlophone) Northern Songs
4. "Atlantis"—The Shadows (Columbia) Francis Day & Hunter
5. "Take These Chains From My Heart"—Ray Charles (H.M.V.) Acuff Rose
6. "Do You Want To Know A Secret"—Billy J. Kramer (Parlophone) Northern Songs
8. "O'Hara Jet"—Hayes & Moe (Decca) Francis Day & Hunter
9. "When Will You Say I Love You"—Billy Fury (Decca) Jack Good
10. "Bo Diddley"—Buddy Holly (Coral) Good Music
11. "Long Tall Sally"—Little Richard (Columbia) Richard
12. "Falling"—Roy Orbison (Acuff Rose)
13. "In Dreams"—Boyd (London) Chappell
14. "Fever"—Bobby Rydell (Columbia) Wynnewood
15. "Two Kinds Of Tears"—Del Shannon (London) Vicky
16. "Use Me Got Used To Loving You"—Andy Williams (CBS) Manor
17. "Mama"—The Beatles (EMI) EMI
18. "Young Lovers"—Paul & Paula (Philips) 142 Music
20. "Nab"—Frank Ifield (Columbia) Peter Maurice

Great Britain Top Ten LPs
1. (1) Please Me—The Beatles (Parlophone)
2. (2) Sunday Morning Coming Down—Cliff Richard (Columbia)
3. (3) Reminiscing—Buddy Holly & The Crickets (Columbia)
4. (4) It Happened At The World's Fair—Elvis Presley ( RCA)
5. (5) Billy Fury (Decca)
6. (6) The Shadows Greatest Hits—The Shadows (Decca)
7. (7) Slide Show—The Searchers (CBS)
8. (8) I'll Remember You—Frank Sinatra (EMI)
9. (9) Sinatra Basie—Frank Sinatra, Count Basie (Decca)
10. (10) Hats Off To Del Shannon—Del Shannon (London)

EMI & Philips Up Prices

LONDON—Two major British companies—EMI and Philips—raised the price of their records July 1. Single prices will be 6/6d. (55p) by EMI and 6/8d. ($1.05) by Philips. Classical LPs will rise from 5/6d. ($1.00) to 6/6d. ($1.15). For the same period, Philips LP's will be raised from 5/8d. ($1.15) to 6/6d. ($1.15) but the price of other LP's remains unchanged at 11/4d. ($1.55). Both companies have also raised the price of certain low-priced LP's.

The decision, which was not entirely unexpected, has been brought about by the continued rise in production costs including increased telephone charges, postal charges, rating on office and factory space etc.

Both firms last December, when the prices of singles rose from 6d. to 7d., increased the price of other LP's from 5/6d. to 6/6d. in January, and in May, a 1/- increase was made on the lower price of LP's from 5/- to 6/6d. (55p) to 9/- to 11/4d. ($1.55) enabling them to reduce the price of 6/6d. issued a warning that increases might be inevitable in the near future.

Although, at the time of writing, no information has been received from other companies it is understood that similar moves are under discussion.

GREAT BRITAIN

Cash Box—July 6, 1963—International Section

Great Britain's Best Sellers

This Week

Last Week

On The Chart

1. 1. 5. "I Like It"—Gerry & The Pacemakers (Columbia) Dick James
2. 4. 5. "You Gotta Make A Fool Of Somebody"—Freddie & The Dreamers (Columbia) Feldman
3. 3. 10. "From Me To You"—The Beatles (Parlophone) Northern Songs
4. 8. 3. "Atlantis"—The Shadows (Columbia) Francis Day & Hunter
5. 5. "Take These Chains From My Heart"—Ray Charles (H.M.V.) Acuff Rose
6. 2. 7. "Do You Want To Know A Secret"—Billy J. Kramer (Parlophone) Northern Songs
7. 10. "Apache"—The Shadows (London) Campbell
8. 7. "O'Hara Jet"—Hayes & Moe (Decca) Francis Day & Hunter
9. 6. 6. "When Will You Say I Love You"—Billy Fury (Decca) Jack Good
10. 11. "Bo Diddley"—Buddy Holly (Coral) Good Music

Great Britain Top Ten EP's

1. (1) Holiday Carnival—Cliff Richard (Columbia)
2. (2) Frank Ifield Hits—Frank Ifield (Columbia)
3. (3) Country Christmas—His Family Holiday—Cliff Richard (Columbia)
4. (4) Only A Weekend Away—Donny Osmond (Columbia)
5. (5) Billy Fury & The Tornados—Billy Fury (Decca)
6. (6) Just A Boy—Pammy Beeley (Liberty)
7. (7) Kid Galahad—Elvis Presley (EMI)
8. (8) Taste Of The Shadows—The Shadows (Columbia)
9. (9) Don't Be Cruel—Chuck Berry (EMI)
10. (10) Del Shannon No. 2—Del Shannon (London)

Oriole To Issue Ariola Classics In England

LONDON—As a result of an exclusive agreement recently signed between Morris Levy, majority owner of Oriole Records, Inc., and Englehorn of Germany's Ariola label, Oriole will be issuing Ariola discs throughout the British Kingdom.

The repertoire, which, in the main, will be devoted to classical and so-called LP's and EP's, will come either on Oriole or Ariola labels. In some cases, there will be a credit to Ariola or on the Oriole/Eriole label. First releases are expected in August.

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DENMARK
Werner Hamburger, head of Nordisk Polyphon A/S (NPA) back from the IFPI meeting in Barcelona, Spain. With him at the meeting was lawyer Otto Lassen of Copenhagen.

Enid Fabricius-Bjerre, also known as Bent Fabric, head of Metronome, off for holiday in Italy.

Metronome, Copenhagen, has issued the album "Ballet Erotique"/"The Music of Kaj Blommert" by Danish jazz musician Kajrostof Komeda, who is the composer of all the songs on the record.

Sid Colman, head of EMI publishing organization Ardomere & Beechwood in Copenhagen for his talks.

FINLAND
Swedish group The Spotnicks doing very well in Finland now, this week in the second spot on the charts with their Karussell recorded "Johnny Guitar." Local Finnish guitar groups of the type The Shadows are more and more occupying the charts with their "modernizations" of, usually, old Finnish folk-tunes. Such new groups on the charts at the moment include The Sonidos, Finland, The Gang, Finland, and The Destiners on the new label Plani.

Just back from the IFPI meeting in Barcelona, Spain, is Roger Lindberg, head of Musikkifazer and lawyer Klaus Luus.

UNO local representatives presented Los Paraguayes with a Gold Disk for the sale of one million copies of "All Star Festival." The event took place at a party at Hotell Marski in Helsinki.

Göran Ruuskanen of Musikkifazer tells Cash Box that Finnish guitarist Heikki Laurila on Decca is doing very well also on the international market. His latest recording includes "Cavasinho" and "Domino Bossa Nova." Laurila guitar records will be released in the United States, Ruuskanen reports.

NORWAY
Just entering the Norwegian charts is "Do You Want To Know A Secret" by Billy J. Kramer and The Dakotas on Parlophone. With this record on the charts with "I Want To Be Loved by You & (She's) Madam Butterfly," EMI has six of the ten best-selling records on Norway's charts this week. Two more EMI products, "From Me To You" with The Beatles and "L Başkan" with the Turkish group "Los Borrachos." Columbia is coming up very strong and might be among the best sellers in near future.

One Norwegian delegate at the recent IFPI meeting at Barcelona, Spain, was Eilif Meyer of the record dept. at A/S Nera, the RCA distributor in Norway.

John Johansen, a/c man at A/S Nera, will be honored with a party on July 1, after 25 years in record biz. Throughout the years, he has been responsible for many of Norway's best selling discs.

 Cue Records, new Norwegian label, handled by Norsk Phonogram A/S (distribution) for bandleader and composer Sigurd Jensen (producer and owner of the label), has debuted with their first releases "Transistor" and "The Sessions." New teenage group, The Sunbeams, has made its record debut on Manu with "Schlaf Mein Princhen."

SWEDEN
Only Swedish delegate at the IFPI meeting in Barcelona, Spain, was Anders Holmsted, head of Scandinavisk Grammophon AB (EMI in Sweden).

EIIFPI, art radio station in Sweden for a tour starting in Norköping July 5 and ending at Kornanestrad July 13.

Gehrmans has re-issued the Belgian composition "La Petite Valse" by Joe Henry, a full-time bestseller on sheet music in Sweden, now close to 50,000 copies sold. Other sheet music from Gehrmans includes "Puff—The Magic Dragon" (Puff—En pappersdrake) with Swedish lyrics by Gert Ek, "What A Guy" (Vilken blick) and "Little Band Of Gold" (Ett gyllene band då ditt hall) both with Swedish lyrics by Sten Sibim, "Hit Record" (En guldplatta) with Swedish lyrics by Bengt William, and "I Love You" with Carole King lyrics. The publisher is very happy about the success of the Nashville label, which is becoming an international success. So far, the label is handled by AEG in Denmark and A/S Nera in Norway, and they are going on with their plans in the United States and other parts of the world.

There is some confusion around the song "Anamola," now high on the Swedish charts. Reuter & Reuter has been listed as the Swedish publisher, which it was when the song first appeared on the charts several years ago. However, Reuter is no longer the publisher, but it has been importing and selling copies of the original (American) sheet music editions. The present top selling recording with The Spotnicks on Karussel is in the English language.

Venues Rey, head of the Mexican Musicians Union, has asked for, among other things, an increase of almost a hundred percent in the salaries of musicians, and unless this increase is met, there will be labor strikes. Rey is also asking for recognition of musicians as members of unions at the same rate of pay. 90% of the marachi players don't read or write music.

In view of the union's demands, it is felt that Mexico could lose the business of other Flamingo labels, RCA Victor and Parlophone.

Young actress Patricia Conte made her first appearance on records on the Nacional label with the songs "De Mi Vida No Salgan" (Don't Follow Me) and "Quien Me Quieres" (Who Loves Me). With the first release, we received a record made by the voice of Alberto Vázquez, who sings the songs "Uno Para Ti" (One Per Tutti) and "Mi Chica Ideal" (My Kind Of Girl). The orchestra is conducted by Jose Sabre Morroquin.

Laura Oliva, of the vocal trio Los Impuls, left the group, and may become a soloist or get married. Anyhow, Los Impuls have found another vocalist.

Chico O'Farrell, the best arranger we have in modern music, released at CBS his personal versions of "Maria" and "Exodus." Chico continues with Andy Russell on his TV show "Musical Kraft."

Los Globos night club is presenting now a new show which includes the performances of Marco Antonio Muñiz, Los Polvazos and Monna Bell. There is a rumor that Monna Bell will leave Gamma to sign a contract with another label.

We announced some weeks ago the separation of singer Sonia López with the tropical combo La Sonora Santanera. Now we have heard the new recordings made by the group as "From Venice To Hollywood" and "Que Dales Soy" (How Sweet Am I) and also the recording made by the Sonora Santanera with its male singers Silvestre Mercado and Juan Busto on the songs "Para Que Seas Feliz" (So You Will Be Happy) and "El Foot Ball." In the past year, Sonia and La Sonora Santanera used to be one of the best sellers in Mexico.

We announced also some weeks ago the recording of Pedro Yelamos TV show to the company of actress and singer Elvira Quinta.

On July 4, we are going to perform at Carnegie Hall with the group of Marlene Dietrich, who will perform for ten days at the Tarsenno Cassino.

A big shock for the Mexican people on the death Pedro Armandíez, who was one of the most popular Mexican cantantes in all his last twenty years. The other two were Jorge Negrete and Pedro Infante, both dead.

And talking about sad things, we inform you that the father of young Mexican singer Dyno, died.

Gansho Rebbel, one of the first recordings at RCA, including with his new orchestra, special arrangements in danzon rhythm of the top hit "Llegó Borrocho El Borracho" and "Mi Lindo Yucatan."

Mexico's Best Sellers


3. Todo Ti (Li) (Donde Tu Estés)—Belinda (EMMI). It was the first recording of this Mexican singer.

4. Al Di La (Mas Alla)—Emilio Pericoli (Warner Bros.). Luís Arcebas "Bajo La Quinta Luna," (EMMI) also a hit.

5. Los Chiquitines—Santana (EMMI). (The Yucatan.)


8. Toor Co—Chiquito (CBS). The producer here is Victor Vucic.


16. Hey Paula (Paul & Paula/Philips) Musiikki-Fazer

17. Fulla Flute (The Sadohna/Hey) Hey E E Westerlund Ab.

18. Tango d'Amore (Elino Gru/Scandia) Scandia-Musiikki Oy


20. Lullati Twist (The Destroyers/Spfirh) Finsidde Oy

Finland's Best Sellers

1. Emma (The Sounds/Fontana) Musiikki-Fazer

2. Johnny Guitar (The Spotnicks/Karussel) Musiikki-Fazer

3. Tango d'Amore (Elino Gru/Scandia) Scandia-Musiikki Oy


5. Hey Paula (Paul & Paula/Philips) Musiikki-Fazer


7. Tango d'Amore (Elino Gru/Scandia) Scandia-Musiikki Oy

8. Same (The Sadohna/Hey) Hey E E Westerlund Ab.

9. Lullati Twist (The Destroyers/Spfirh) Finsidde Oy

Sweden's Best Sellers

1. Lucky Lips (Cliff Richard/Columbia) Belinda (Scandianvia) AB

2. Amiga (The Spotnicks/Karussel) No Publisher

3. Sandy (Don/Stateside) No Publisher

4. How Do You Do It (Gerry & The Pacemakers/Columbia) Multitone A/S

5. Same—(The Spotnicks/Karussel) No Publisher

6. Cupboard Love (Leyton/London) Musikf"rgl"gan. Exess

7. Same—(The Spotnicks/Karussel) No Publisher

8. Same—(The Spotnicks/Karussel) No Publisher

9. Rhythm Of The Rain (The Cascades/Warner Bros.) Thore H"irling Musik AB

Kash Box—July 6, 1963—International Section
A recent visitor to this country was Jerry Thomas, international sales director of Liberty Records. Jerry spent a great deal of his time with the EMI people who handle the Liberty label in Australia; he also visited many dealers and radio stations throughout the country.

William Smith, managing director of Australian Record Company, is now on an intensive overseas tour of promoting the new studio over the next six weeks. During the trip, Smith will visit Columbia Records' headquarters in New York and will attend the Columbia national sales convention being held at the American Hotel in Paris, France.

Leeds Music Jumpin' in a big way with a group of potent hits that are getting serious airplay throughout Australia. They are: "How Do You Do It?" on "On Broadway" (which has been a real sleeper); "Put 'Em Down" (Col. Joye); "My Heart Said Baaah!" (Tommy Steele) which will follow "Him"; "He's Got The Power"; "The Rev. Mr. Black"; "This Little Girl"; "I Like It"; "Count On Me" along with many others.

The Mandy girls have aged and more and more radio stations moving onto the Top 40 format (2US in Sydney is the latest) it is unusual to find a station interviewing a big group act but this is exactly what has happened at 3KZ with its Sunday morning "Blues Incorporated," which is billed as "Australia's First Only Blues Radio Show." The program will be hosted by Brian de Courcy, who also compères several teenage dances around Melbourne.

His many friends and associates around the world will be disturbed to learn that Norman Whiteley, boss of the Belinda group of publishers, is away from the office because of illness.

John Keizer, President of the Independent Manager of Allan's Music, advises that Allan's will be publishing the Academy Award winning tune "Days Of Wine And Roses" within the next week or so. Many records of the song have been released now and the versions most likely to succeed are those by Henry Mancini and Andy Williams. D. Davis & Co., a member of Allan's, has pressed the first 5000 copies of "Move Baby, Move," which is the hot side of the new single release by Johnny O'Keefe.

The "I'm A Woman, 'Hootenanny'" wagon—it has already issued an album entitled "Australia's First Hootenanny," which features a variety of artists, from folk and C.W. field. They have picked up the "Hootenanny" label (a Frank Sinatra set of three 12" LP's under the title of "The Great Years.") This package could do well in this market, which still has its romance with the folk scene loaded with Sinatra albums.

On the eve of his departure for America, William Smith of Australian Record Company announced the opening of a company distribution branch in the South of Australia with its headquarters in Adelaide. Peter Turner, who has been at AR for ten years—has been appointed manager. Peter was promoted from the position of sales rep for ARC in New South Wales.

The initial release of Roulette material (now released here through Australian Record Company) consists of five singles: "Two Faces Have I" by John Cooke; "But I'm Happy" (John and Tony Smurfit); "Easier Said Than Done"—The Essex; "Soulville" by Dinah Washington and "El Wílima" from Argentina. The last has been written, recorded and released in six weeks.

Sam Fletcher is now making his second visit to Australia and is appearing at one of Sydney's leading clubs.

**Australia's Best Sellers**

1. How Do You Do It (Jerry & The Pacemarkers—HMV) Leeds Music
2. Tamouré (Bill Justis—Phillips)
3. Belinda (Cliff Richard—Capitol)
4. Anri (G. Carisi—Columbia)
5. It's My Party (Leslie Gore—Phillips) Aaron Schreuder
6. Proud Of You (Jay Justin—HMV) Capitol Music
7. If You Wanna Be Happy (Jay Justin—HMV) Little Music
8. Be Happy (Berdon—Columbia)
10. He's Got The Power (The Exciters—U/A) Capitol Music

**Norway's Best Sellers**

1. 1. 5. Lucky Lips (Cliff Richard/Columbia) Belinda (Scandinavia) AB
2. 3. 2. Brian's Bathers (Billy Fury/MGM) Music-Huset A/S
3. 4. 9. Kiss Me Quick (Elvis Presley/RCA Victor) Belinda (Scandinavia) AB
4. 3. 13. A Man Who's In Love With A Woman (Phil Stack—Columbia) Southern Music
5. 5. 9. Blame It On The Bossa Nova (Eydde Gorm/CBS) No Publishers
6. 7. 5. Nobody's Darling But Mine (Frank Ifield/Columbia) Southern Music
7. 6. 13. A Man Who's In Love With A Woman (Phil Stack—Columbia) Southern Music
8. 10. Sing Me On Sand (Olitschko/Phillips) Edition Lychee
9. 9. 10. Sing Me On Sand (Olitschko/Phillips) Edition Lychee

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**3 Little Girls**

1. L'école Est Finie; Carrère Salvat, Recorded by Sheila, Publishing firm: Tuba.
2. Tendres Années; Edouard Bernet, Recorded by Johnny Halliday, Publishing firm: Tuba.
3. Carrière : Pour Quel Je Pense; François Hardy, Recorded by François Hardy, Publishing firm: Alfa.
4. Dernière Carrière; Salvat Russel, Recorded by Cloué Francois, Publishing firm: Mémé.
5. Elle Est Finie (La Belle Histoire); Clark, Abeo, Recorded by Pelita Clark. Publishing firm: Vogue International.
BELGIUM’s Best Sellers

FLEMISH
1. Amour Perdu (Adamo/Pathé/Ardmore and Beechwood)
2. Kiss Me Quick (Elvis Presley/E.B.A./Belinda Music)
3. Dans la Manche (Amoeba/Pathé/Metronome and HMV/Bens Music)
4. Lucky Lips (Cliff Richard/Columbia/Belinda Music)
5. From A Jack To A King (Red Miller/Bonney/Bens)
6. Kristen Tektak (Adamo/Pathé/Radio-Jeppenes)
7. De Vader (Adamo/Pathé/Radio-Jeppenes)
8. Schouw (Adamo/Pathé/Radio-Jeppenes)
9. Kaatje en Guy (Bens Music)
10. Willeke (Bens Music)

WALLOON
1. Amour Perdu (Adamo/Pathé/Ardmore and Beechwood)
2. Eelko (Petula Clark/Voix)
3. Sans-toi Mamie (Adamo/Pathé/Radio-Jeppenes)
4. Quand (Rico Philips/Woels/Woels)
5. L’Ecole Est Finie (Sheila/Pfaff/Brabant)
6. Lucky Lips (Cliff Richard/Columbia/Belinda Music)
7. Bird (Adamo/Pathé/Radio-Jeppenes)
8. Bugsy (Gris)/Zena (Bens Music)
9. Je Me Sens Très Seul (Robert Voges/Philips/Woels)
10. Johnny Guitar (The Spotnicks/Discotar Bens)

European tour in Brussels to discuss important projects with Peter Plum and also says hello to his Belgian distributor Mr. Goldschmidt of Anvers Radio. Peter Plum publications and Belgian composer Jean Evans are particularly happy about a bright new recording of their original title "Welkom Thuis"; the song had already been recorded in the States by Louis Prima and Sammy Kaye and in England by Petula Clark as "Welcome Home"; now famous singer-songwriter Dean Martinez (Adamo) has an arrangement by Kurt Edelhagen just made a smash record of it under the title "Komen Gut Heim" with German lyrics by the well known Camillo Felgen. This record will be distributed by Polydor.

D’Havre (The Count/Petula/Gesoff) is "Shake A Hand" one of the number of the American Top 100 by Jackie Wilson and Linda Hopkins (Bruns-swick). The new single "School Is True" by Paul and Paula on the Philips label.

We were told by J. Janne, managing director of Schott Frezen who distributes among many other jazz and classical labels, the world known jazz label S.A. in the U.K. that the company just released four LP’s. Titles are "Let Freedom Ring" (Jackie McLean); "The Latin Bit" (Grant Green); "Midnight Blues" (Rickey Valianti) and finally "Up And Down" (Horne Parlan). We predict that the Blue Note single with "Back At The Chicken Shack, Part I and II" by Jimmy Smith, has a very, very good chance to have a long life on the Belgian best sellers of jazz. Worth mentioning are four "single" tracks that are released on LP’s, as there are: "New Sound On The Organ" by Jimmy Smith and "Cool Sound" by Alex Riel and Lou Donaldson; a fine 45 by Ike Quebec, "Lore To Despedida" with "Loie"; a Dodo Greene record featuring "Lonesome Road" and "There Must Be A Way," both numbers accompanied by The Ike Quebec Quintet and finally "Chittlin’ In A Carne, Part 1 and 2." by Kenny Burrell.

Robert Geneviere, executive manager of Soledi SA told Cash Box the Flemish song "De Woit Muis" by Eddy Roos is surely the number one of the Soledi house and he is right because most of the Flemish owners of record shop declare that Eddy Roos is the "number one" of the Flemish best sellers. The hit is on the Olympia label. Another Olympia record is sung by Jean-Marc Bertrand with "Wist Man Un Jong," the song is by a talented young man and we predict a fine career for him. Soledi made a record in addition to the "Tour De France," the most popular of the European Bicycle races to be held in France, Sells are "Le Courier" and "Entrer Sans Sonner" by Edith Lemaire de Liège, (Olympia). Finally, Soledi has a good instrumental version of "Rhythm Of The World" by Philips has been reported. Edgard Plumeur, of this edition house, of the following five hits of the American Top 100 chart: "In Doo Roos" by Clint Black (Cee Lo); "Lonesome Roses" (Bobby Darin); "Birdland" (Chubby Checker); "Come And Get These Memories" (Martha and The Vandellas); "Powder Your Face With Butter" (Ike Quebec) and finally "Prize And Joy" (Marvin Gaye); "I’m Movin’ On" (Matt Lucas); "You’re Old Standing (Mary Wells); "Willy Wonka" (The Happy Days Band) and finally "My Love" (The Fleetwoods); "Fingertips" (Little Stevie Wonder) and "No One" (Ray Charles).

F. Yvan, Brussels daily, reports that the new series of the Globe Records contains "Hawaiian Tango" with "Wenn Ich Bin" and both songs are presented by a promising singer, Rico Marini. Werner Ryus, of Globe Records (managed by A. Van Hoogtong from Ronse) is very satisfied with a new series of four songs, all a half a million copies. The series is soon to make it’s appearance.

American industry wonders if the new music publishing house Herman Braun is the song "Bachelor Boy," which Cliff Richard raised to the top of several hit parades in Europe, has now been translated in French "Moi Je Voudrais Sais Moi Marier" (Me, I Would Like To Get Married) and has become the hit of the French "chuchou" of the light song: Claude Francois, More versions of "The Bachelor Boy" have been recorded for "Chains Of Love" (Cliff Richard) and "Bachelors" (Willie Nelson), "I’m Going To Be A Daddy" (Andy Williams) and "My Boyfriend's Back" (Debra, Yoakim, Sandie Shaw). This song "Chains Of Love" has been covered with many versions, including the Graham Bonnet, the Stylistics and the Four Tops. The song "Bachelors" has been covered with many versions, including the Graham Bonnet, the Stylistics and the Four Tops. The song "My Boyfriend's Back" has been covered with many versions, including the Graham Bonnet, the Stylistics and the Four Tops. The song "I’m Going To Be A Daddy" has been covered with many versions, including the Graham Bonnet, the Stylistics and the Four Tops. The song "Chains Of Love" has been covered with many versions, including the Graham Bonnet, the Stylistics and the Four Tops. The song "My Boyfriend’s Back" has been covered with many versions, including the Graham Bonnet, the Stylistics and the Four Tops. The song "I’m Going To Be A Daddy" has been covered with many versions, including the Graham Bonnet, the Stylistics and the Four Tops. The song "Bachelors" has been covered with many versions, including the Graham Bonnet, the Stylistics and the Four Tops. The song "My Boyfriend’s Back" has been covered with many versions, including the Graham Bonnet, the Stylistics and the Four Tops. The song "I’m Going To Be A Daddy" has been covered with many versions, including the Graham Bonnet, the Stylistics and the Four Tops.
Phonogram-director Theo van der Merk, being promoted, returns to Philips company in Eindhoven. His successor will be Mr. Hasselbengius (59), who will start his directorship July 1.

Bovema has released the "Sukiyaki" hit in a special cover. The label expects to have a bestseller in its hands on the Dutch record market. Special attention is paid to this release by Dick Dale on Dutch TV. "This will be a wonderful feature for 'Misirlou,'" says Bovema's Capitol-label manager.

First standards of the new Voice-Angel-series in Holland proved to be a great success. Bovema's sales department told Cash Box that especially the 'Caravella Rusticial' project enjoys high ratings in the Dutch music press.

New sounds from Bovema-Grampionophone's own studio last week are coming from 'The Hurricane Strings' ("Orbit" and "Spaceship"), Herman Empire, Rita Coda, Jennifer ("Kolen") and Gitte, Denmark's vocal-teenager star, hit the stands by winning the Baden-Baden Schlarag Festspiele April 13th with "Ich Will neben Cowboy Als Mann." Bovema's Columbia-label rushed out the original version of Gitte's new take-off.

Bovema-Grampionophone has now started the first single-releases of its newly achieved Atlantic-label, featuring current hits by Barbara Lewis, Solomon Burke and the Champs.

According to Otto Glasner van Loon, classical adviser of L.C. Phonogram, one of the best selling classical series in Holland is the "Klassieke Discoteek" collection: 10 inch LP's on the Philips-label, in mono and stereo versions. Although the price is not based on a popular scale, every item has proven to be a great commercial success thanks to such basic principles as well-observed quality, technical quality and tasteful covers. A tendency to feature more all-Dutch performances in this series was noticeable during this year's releases. They started with a new recording of Schubert's "Tout" Quintet, played by 'The Amsterdam Quentin,' being followed by the "Koelke" Quintet for violin; Carol van Leeuwen Boomkamp, violoncello and Lion Groen, double bass.

The French recording "Jazz Sebastian Bach" by The Swingin' Singers on the Philips-label, reached number one on the French hit charts. The piece was recorded without altering, adding or leaving out a single note, put on a swinging rhythm played by bass and drums. The Philips LP has been released here both in mono and stereo versions.

Two very popular Dutch melodies, the waltzes "Tulips from Amsterdam" and "In de Room Mills Arc" (Duur war die molens staan), were recorded by the famous street-organ De Abraham on a Philips single. Although the summer season with its ten-thousands of American visitors to Holland has not even reached in week, this new Philips-research is still being a popular hit. Once again, Dutch recordings with Dutch melodies are running up to very satisfactory sales.

This week's Phillips-news from Ralf Siegel started to market a set of the finest albums ever: "Spring is Sprung," recorded with the Quartet in December, 1960. Bob Brookmeyer, valve trombone and piano, Bill Crow, bass and Gus Segers, drums, does everything and the pianist himself on the title-number. The album was taken here in own Philips-productions, with a great help of the Molijnrecording. The liner, in the same way as the American LP, namely written by Ralf Conover.

Johnny Spalding of the British Screen Gems-group spent a week-end in Amsterdam in order to discuss with Vim van Vugt of Editions Altona (sold to Philips, Amsterdam, Fr., to a certain collaboration) and mutual plans. Current titles "One Fine Day" and "Surf City" are recorded by the famous vocal-group The Fourays, also in English version and this could be interesting for the American market as well.

The "Bobby Darin" LP's from RCA, "Rain (Uitgeverij Van der Meer)" and "Kees Alles (Rob De Nijs/Philips)" (Chappell/Amsterdam), have achieved a great success in Holland. Among theme the LP with "Theodore Aspen (Gert Timmerman/Telefunken)" (Holland Music/Amsterdam).

Junge Koen Bald Wieder (Freedy/Polydor) (Editions Altona)- a hit in Holland.

Cimeroni (Anneke Grönloh/Philips) (Editions Altona/Amster-

Wini-Wini (Die Tahiti Tamoures/Polydor) (Uitgeverij J. Po-

Blame It On The Bossa Nova (Eydie Gorme/CBS) (Ed. Nevin-

en of the German market.

As promised in last week's article, here is a complete picture of the German record market during the last month.

<table>
<thead>
<tr>
<th>CATEGORY</th>
<th>3 MONTHS—1963</th>
<th>3 MONTHS—1962</th>
<th>OVER LAST YEAR</th>
</tr>
</thead>
<tbody>
<tr>
<td>TOTAL LP's</td>
<td>1,284,447</td>
<td>1,194,192</td>
<td>+7.7%</td>
</tr>
<tr>
<td>POP LP's</td>
<td>773,828</td>
<td>641,181</td>
<td>+19.3%</td>
</tr>
<tr>
<td>CLASSICAL LP's</td>
<td>710,625</td>
<td>552,911</td>
<td>+28.9%</td>
</tr>
<tr>
<td>STERO POP LP's</td>
<td>115,703</td>
<td>96,968</td>
<td>+18.3%</td>
</tr>
</tbody>
</table>

This chart should give a very good picture of the record business in Germany today. The single record is losing its popularity either by the high price or just the natural development of the possibility of the LP. Stereo LP's just fell below 10%. Sales from 184,310 records to 214,534 records, an increase of 49%. Overall sale of stereo LP's is 42% of total LP sales. There were 24.3% less singles recorded and offered for sale and 52.5% more LP's on the market. The book dealers sold 54.8% spoken word records in the first 3 months of '62' began to sell more musical records. This season also sold slightly less spoken word records and the music records jumped from 34% to 56.4%. Pop LP's has now dropped to a 9.8% of the total LP's.

The year tends to an increased sale of LP's and a further drop in the sales of singles unless the price is decreased which seems unlikely at this time.

This week's Foreign LP's have been released by Ralf Siegel of Arika-Verlag.

Holland's Best Sellers

<table>
<thead>
<tr>
<th>This Last Week</th>
<th>Week</th>
<th>Week</th>
<th>Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>(1) Buono Nacto Babino (Rocco Granata/CNR, Angelo Bondi/Artone) (Uitgeverij J. Portengen/Jaarlen)</td>
<td>1</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td>(2) Lucky Lips (Cliff Richard/Columbia) (Belinda/Amsterdam)</td>
<td>2</td>
<td>2</td>
<td></td>
</tr>
<tr>
<td>(3)ości (Guy Mackay) (Rob De Nijs/Philips) (Chappell/Amsterdam)</td>
<td>3</td>
<td>3</td>
<td></td>
</tr>
<tr>
<td>(4) Runaway Blues (Gert Timmerman/Telefunken) (Holland Music/Amsterdam)</td>
<td>4</td>
<td>4</td>
<td></td>
</tr>
<tr>
<td>(5) Junge Koen Bald Wieder (Freedy/Polydor) (Editions Altona)</td>
<td>5</td>
<td>5</td>
<td></td>
</tr>
</tbody>
</table>
| (6) Cimeroni (Anneke Grönloh/Philips) (Editions Altona/Amster-
| (7) Wini-Wini (Die Tahiti Tamoures/Polydor) (Uitgeverij J. Portengen) | 7 | 7 | | 7 |
| (8) Blame It On The Bossa Nova (Eydie Gorme/CBS) (Ed. Nevin-
| (9) en of the German market. | 9 | 9 | | 9 |

Germany's Best Sellers

<table>
<thead>
<tr>
<th>This Last No. Weeks</th>
<th>Week</th>
<th>Week</th>
<th>Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>(1) Vivaracco In Der Nacht (Vivaracco In The Night)</td>
<td>1</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td>(2) Schluft Wur Der Bossa Nova (Blame It On The Bossa Nova)</td>
<td>2</td>
<td>2</td>
<td></td>
</tr>
<tr>
<td>(3) Kiss Me Quick (Elvis Presley/RCA) (Bellinda/Amsterdam)</td>
<td>3</td>
<td>3</td>
<td></td>
</tr>
<tr>
<td>(4) Wijn-Een Cowboy Waar (If We Was A Cowboy)</td>
<td>4</td>
<td>4</td>
<td></td>
</tr>
<tr>
<td>(5) Sus-Wien (Was Wien Pumper)</td>
<td>5</td>
<td>5</td>
<td></td>
</tr>
<tr>
<td>(6) Macht Mich Krank, Der Mond — Mein Ar Diekann (On the Moon)</td>
<td>6</td>
<td>6</td>
<td></td>
</tr>
<tr>
<td>(7)骏-Gitting (Tutti Francesco)</td>
<td>7</td>
<td>7</td>
<td></td>
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</tbody>
</table>

Cash Box—July 6, 1963—International Section 49

WE'RE PREPARING IT NOW!!

THE ANNUAL CASH BOX DIRECTORY

Make your plans now to be a part of this vital industry SPECIAL
Nippon Victor, distributor of the Philips label here has started three campaigns to push its new releases. One is for "It's My Party" (Japanese title, "Namida No Birthday Party"). From the customers who buy this record, they pick up 10 credits to invite to a McDonald's party in Tokyo sponsored by Nippon Victor. Also, the label is presenting the gifts of five thousand yen to all who attend the party. Another promotion is Coffee Time, tied up with the MJB Coffee Company, which presents one year's supply of coffee to chosen customers who purchase the record. The other campaign is for the "All Star Festival" LP on L.N. label, for which Nippon Victor has collected signatures of five hundred top famous artists, actors, sportmen, politicians, singers and celebrities to be autographed.

Since the great hit of "Sukiyaki," (original title "Ue Muite Aruko..."
means "Look Up And Walk"), the original Japanese disk of the same is selling again and Kyu Sakamoto has been enjoying look-up-days with more and more increasing popularity. He has started a music show, Minge te Goran Bogu no Hosshii! ("Look Up To My Stars In The Sky") on Sukari Hall.

Glenn Wallichs, chairman of Capitol Records, is visiting Japan and attended the party held at Imperial Hotel on June 24 for Capitol's hit "Sukiyaki.

The Tokyo correspondent for the international Society for Music Education took place in Tokyo for a week, starting June 3, with four hundred fifty delegates, including two hundred from foreign countries. The main theme was "The West and East in the Music and Education World."

This Last Week Week
INTERNATIONAL
1. (1) Hey Paula—Paul and Paula (Philips); Paradise King (Toshiba); Michiy ho Auzo & Yasuo Tanabe (King); Elaine & Derek (Pye); Barry & The Shirelles (Pye).
2. (2) Follow The Boys—Connie Francis (MGM); Mieko Hirota (Toshiba); Azusa Ono (Victor); Sub-Publisher/Shinko; Shigeru Shimizu (Victor); Sub-Publisher/MP.
3. (3) Concerto Disparado—Nini Ross (Global); Toshio Kinoto (King); Yasuki Suzuki (Columbia); Shiogama Katsumi (Toshiba); Sub-Publisher/OMP.
4. (4) "Love'll Never Rain—Cascades (Warner Bros.); Sub-Publisher/Foster.
5. (5) "I've Lost My Trot—Little Eva (London); Yakuro Ito (King); Sub-Publisher/Fontana.
6. (6) Beach Time—Roger Smith (Warner Bros.); Makiko Hata (Toshiba); Azusa Ono (Victor); Sub-Publisher/Shinko.
7. (7) "Sonn armour—Bill Justis (Philips); Sub-Publisher/IM.
8. (8) Mr. Bass Man—Johnny Cymbal (Kapp)."
9. (9) "I'm Gonna Be Warm This Winter—Connie Francis (MGM)."
10. (10) Meku Kuro—George Jovian (Odeon); Masako Nakahara (King); Shoji Yokouchi (Toshiba); Sub-Publisher/Suiselsha.

LOCAL
This Last Week Week
1. (1) Akai Hatah—Yuzuru Ishihara (Telemusica); Tamour (Telemusica); Sub-Publisher/La chance et; Sub-Publisher/Shinko.
2. (2) Shusseki—Miyoko Hatakeyama (Columbia).
3. (3) "Shimadoushi—Yuuki Asako (Toshiba).
4. (4) "I'm Gonna Be Warm This Winter—Mieko Hirota (Toshiba)."
5. (5) "Ko No Vacance—The Peanuts (King)."
7. (7) "All Around—Paul and Paula (Philips)."
8. (8) "Tsun-Tsun Bushi—Q. Sakamoto (Toshiba).
9. (9) "I'm Gonna Be Warm This Winter—Connie Francis (MGM)."
10. (10) "Ue Muite Aruko—Q. Sakamoto (Toshiba)."

Ram in Japan

TOKYO—American music man Buck Ram recently went to Japan to negotiate deals for his own U. S-based firm, sitting (left to right) in the above pie are Cash Box rep Mitsu Suzuki, Shoichi Kuzuno, manager of CB's Tokyo office, Ram, and Ichiro Takeuchi, owner of the Shinko publischen and publisher of the Japanese magazine, "Music Life."
Chantelle Records released this month a collection of albums and standards. Among the LP's are "Sozinha" ( Alone) with Edith Veiga—responsible for one of the great hits of the 1950's; "Faz-Rei!" In this album, Edith does twelve sambas and boleros such as: "Conselho" (Advice), "Confissao" (Confession), "Porque Tu Me Amaste" (Because You Loved Me) and "Se Eu Trouxesse Minha Vida" (If I Brought My Life). Another LP, entitled "Flauta Em Solfemata" ( A Flute In Solfemata) with the soloist Rosario de Caria playing some all-time hits of Brazilian pop music, classical music is represented by "Meu Lombo" with the romantic guitar of a musician named Chelsea. With viola player Perez Dorscha and the guitarist Gilberto Timetti, backed by a Chamber Orchestra directed by Miltinho, this LP, "Festa Folha E Volta E Onda" and two sonatas for viola and piano by Henry Eelles and Paul Hindemith. Among the standards released under the Chantelle label this month are the following: "As Cariocas" (The Last Letter), with Martha Mendonca; "Longe De Ti" (Away From You) with the excellent Delicio De Sambista with Edith Veiga.

Another Stan Getz LP has been pressed here by Copacabana under the Verve label. It's the "Big Band Bossa Nova" with arrangements by Gary McFarland. Two other labels represented in this album by Copacabana are present in new releases: Period, with the album "Recital," featuring the late Beatriz Medeiros, a singer in opera highlights and some Italian popular songs; Music Hall with the LP "Porto Do Tango" (Tango Festival), tangos played by Leonoldo Federico's Orchestra.

Farrugheh, the label distributed by Fermata, has two new releases in the present set. "Pliving", a warm and with Convivium, and Farrugheh reading the great German "Vini-Vini" and "Moça Da Chuvra" (Rain Girl). Lather composition is by the great pianist, the famous Nogueira and Rita Moreira. Rita is 14 years old, and the daughter of two Television stars of Channel 7, Sao Paulo: Maria and Eduardo Moreira. The lyrics of the song are really a poem. The other Farrugheh is a double-record with a vibraphone player named Garrocco, on which the artist plays four Bossa Nova hits.

Chantelle Records presents a new series of albums and standards, "Poly Show, Volume II" is an album with the versatile artist Poly, who plays all sorts of string instruments such as guitar, Hawaiian guitar, cava- liquor, viola and others. Poly has only been in Brazil a year, but already is known all over the country by his interpretations of Brazilian and international hits, including "Sad Movies," "Limpio Rock," "Lima Mar" and "Soy Sonho" (Dream). The LP is divided into two parts, one featuring Dilermando Reis, guitar soloist who is very popular here and a teacher of former President Juscelino Kubitschek de Oliveira. Dilermando is also a composer, and has collaborated with famous international songwriters of Style, with the pianist playing "Ramblin' Rose," "Red River Valley," "Mexicali Rose" and others.

The standards the deserve special mention are the following: "I Wanna Be The Leader" with The Mcarlees; "Teitarar" with a new Dorothy; a song-study with a fiddle, a warm and with Convivium, and Farrugheh reading the great German "Vini-Vini" and "Moça Da Chuvra" (Rain Girl). Lather composition is by the great pianist, the famous Nogueira and Rita Moreira. Rita is 14 years old, and the daughter of two Television stars of Channel 7, Sao Paulo: Maria and Eduardo Moreira. The lyrics of the song are really a poem. The other Farrugheh is a double-record with a vibraphone player named Garrocco, on which the artist plays four Bossa Nova hits.

Brazil's Top Ten LP's

1. Afrikan Beat—Bert Kaempfert (Polydor)
2. Alegria Do Vento—Clodoaldo de Miranda (RCA)
3. Orgue... Samba... Percussao—Andrei Penauih (Audio-Fidelity)
4. Los Nuos De Nelson Gonzalez (CBS)
5. El... Milho—Milho—Milho (RGE)
6. Show Do Carnaval—Mocamisty Franco (Copacabana)
7. Ri Bebe—Tommy Castro (CBS)
8. Be'at—Rey Conniff (CBS)
9. Be'ate—Rey Conniff (CBS)
10. Ed Lincoln—Ed Lincoln (Musidisc)

Brazilian Music

Argentina's Best Sellers

1. El Pie en El Juego—Osvaldo Pacheco (CBS)
2. The String Band—Los Tres Chilenos Del Norte (CBS)
3. Camelia—Fernanda Palmedo (CBS)
4. Los Flamarantes (Odeon Pops)
5. El Tambor del Cumbibe—Roberto Rivas ( RCA)
6. La Mantequina—Los Caribes (CBS)
7. The Harmony—Los Mariana (CBS)
8. Que Se Mueran Los Los (Phon-Edami) Los Fick Up (Music Hall)
9. Los Campos—Chang (Odeon)
10. Tutto—Tutto (ODG)

Brazil's Best Sellers

1. Tudo De Min—Lamar Knaub (Polydor)
2. Brasil Na Terra Do Sol—Antonio Carlos Jobim (CBS)
3. O Tempo e O Evoluic—Aloise Trincher (CBS)
4. La Coma—Evellyn de Oliveira (CBS)
5. Esta Noite Em Que O Mundo Acabou—Silvino (Philips)
6. Los Nuos De Nelson Gonzalez (CBS)
7. El Jockey—Los Jockey ( Warner Bros)
8. La Vida Continua—Los Jockey ( Warner Bros)
9. Flauta Em Solfemata—(Ace)
10. Destino Final—Los Jockey ( Warner Bros)

Brazial Music

Argentina (Cont'd)

Odeon releases: "Rubber Ball" by Bobby Vee (Liberty); "Little Dianes" by Dion Odeon (Odeon); "Poula Number One" by Brenda Lee (Decca); "I Remember You" by Perry Como (Decca); "El S carbino" by Peruvian artist Pereira; "Pule, The Magic Dragon" by Peter, Paul and Mary (Warner Bros), and several singles by Carlos Gardel.
TOP-EARNING
LITTLE LP STEREO ALBUMS

The Little LPs currently earning highest grosses in Seebug locations coast to coast, as reported by Seebug music operators.

Each of the above Little LP Stereo Album records has been selected solely for its top earning ability in locations. All are available through your local Seebug Distributor.

GET FREE ADVANCE REPORTS BY MAIL
If you want to get this weekly "Top-Earning 30" report by mail, in advance of publication, write Seebug, "Top-Earning 30," 1500 North Dayton St., Chicago 22, Illinois.
Cash Box Editorial

A Victory For The Industry

When the new leadership took over MOA last fall at a time when the national coin machine association was reeling from exhaustion much like a starving man, the Snodgrass-Blundred team couldn't have given exhibit space away for the forthcoming Convention in September.

Nine months later however, it appears as though machine and record manufacturers will gladly pay their hard-earned money to exhibit before the expected thousands of operators and representatives of the coin machine trade. Nothing succeeds like success and this is the only word which can be used to describe the triumphant victory won by MOA's Board following the news last week that all four phonograph manufacturers will return to the MOA Convention after a three-year absence.

Certainly the presence of the four manufacturers will serve as the foundation for a trade show which will ring with familiar sounds of years gone by. Many of the major record companies earlier stated that they would stay away from the Convention until the juke box factories returned. We can expect the majors and many of the independents back once again. Look for the smaller amusement machine firms to decide to exhibit now that the cost-per-thousand, so to speak, will become more reasonable compared to the high cost of showing new equipment to small intimate groups during the dismal years.

Factory distributors generally follow their lines and once the manufacturers decide to exhibit one can look for about five hundred faces at the show, all of which will belong to distributor representatives. Naturally, the decisions to exhibit have a chain reaction which eventually moves the operator and it is expected that several thousand will be moved to Chicago's Morrison for the September 4-6 meeting. A mammoth vending show—NAMA's 1963 Convention—which follows MOA into Chicago, is expected to draw the usual 7000 visitors, many of whom will arrive early to catch the MOA exhibits, meeting of course the coin machine representatives who attend MOA and stay on for the NAMA show.

Gradually we begin to see visions of huge throngs of people brought together with a common interest—coin machine and vending business. Thousands of people will be looking for indications of what tomorrow might bring, for that is the purpose of any Convention. These same people have been deprived of this vital link in the business year which enables those who attend the show to hear criticisms of what has transpired during the course of a previous business year, and hear suggestions on how to better business during the coming months.

Before any of this activity can take place, however, there must be the hub of the convention—the exhibitor who presents his wares to potential buyers, the conventioners. The new MOA leadership has succeeded in bringing these exhibitors back to the fold. They have accomplished this feat with a sound and intelligent presentation based on the fact that one side needs the other. It certainly took some doing, considering the obstacles in the path to victory and congratulations are actually in order for both sides.

Now that all phonograph manufacturing firms are present and accounted for, we can breathe a sigh of relief and look forward to what promises to be a highly successful Convention. But it was a long cold winter.
Coingroup Buys Bally

Bill O'Donnell Elected President

CHICAGO—In a move which will be marked as a milestone in coin machine history, the family of the late Ray Mokkeny, who founded the Bally Manufacturing Company in 1911, bowed out of the business after selling the firm's manufacturing facilities, tools, patents and other assets to a group headed by Manager, Bill O'Donnell; Barney Supplee, president of the Bally Sales Company, a distributing firm; Irving Kaye, President of the Irving Kaye Co., Inc.; and Sam Kleiman, general and vending machine operator. The purchase will be made by O'Donnell. He will continue to direct the sales of the company and will assume responsibility for management of Bally.

All of us at the factory expect to benefit from the 90 years of coin machine industry experience enjoyed by the Mokkeny family in running Bally," said O'Donnell. "Excitement for the change in ownership Bally is not anticipated to change. A terrific series of novelty games, completely engineered and location tested, is ready for production lines," said O'Donnell, "and these will be supplemented with other types of equipment—including some real surprises. As in the past, Bally will aim to bring operators a complete and varied line with equipment of better than average earning power."

Rowe AC Announces Sales Contest Winners

Rosen Takes First Place

CHICAGO—The final standings of distributors and salesmen were tabulated and announced last week following completion of the Rowe AC elimination Sales Contest which ended May 31. A total number of 38 salesmen among the 37 Rowe AC district carriers cashed in for the seasons, with 57 earning $200 or more—in a company contest based on sales calls and actual sales. The tourney was created and staged by Rowe AC's Vice-President and Chairman, Fred Pollak. Pollak, in an east coast trip last week, advised Cash Box that top distributor in the contest was David Rosen, Inc., number one salesman was Joseph Supplee of the Bally Sales Co., top "special" salesman award went to D. J. Barton, Bush Inns, with a "special special" award going to Trimount in Boston. Every winner will be awarded a personalized scrub.

Pollak said that the contest helped establish a feeling of teamwork among distributors "unparalleled in this industry and created interest in the sales force as a "family of sales firms" which represented the "strongest selling force in the coin machine and vending business." Following are the winning firms and salesmen: Region I, David Rosen, Inc.; Region II, Banner Specialty; Region III, Russ Kaplow & Son, Inc.; Region IV, Music; Region V, Southern Amusement; Region VI, RF Jones Co. Top Ten Salesmen: Myron Supplee, Russell Kaplow, Eric Silver, Benjamin Bergman, Sheldon; David Weiss, Rosen; David Riskin, Trimount; Arthur Frazes, Trimount; Don Petrola, Sam Rosen, Andrew; Alex Rosen; Frank Negri, RF Jones; and C. Marshall Caras, Trimount. Top ten key salesmen awards went to: D. J. Barton, J. L. Townsend, Fred Wynn, Leo Crawford, Joel Kleiman, Sam Cooper, William Hall, Russ Kaplow, Ed Holyfield, Don Edwards, Roger Koppel, Shad Cade, Bill Hendrix, Allen Smith, Jerry Bartell, Robert Fabian, John Montgomery, Max Dozoretz, Fred Tresner, Ken Glenn, Lloyd Strawhard, Joe Mendel, Bill Dotson, and Norm Diffe.

House Subcommittee Votes Repeal Of Juke Box Copyright Exemption

Full Judiciary To Meet Tuesday, July 2

WASHINGTON, D.C.—The position of the House Subcommittee on Copyrights, Patents and Trademarks to remove the juke box operator's exception from the Copyright Act of 1909 which forces all users of copyrighted music for commercial use to pay a royalty fee to the respective society. The bill has an effective date of January 1, 1963. The hearing on Cellier Bill HR 5714 which would have called for a $5 per machine annual fee following repeal of the juke box op's exemption resulted in a new bill—a "clean" bill in the parlance of the legislators—which is also sponsored by Congressman Emanuel Celler (D-N.Y.) and calls for an outright repeal of the exemption with no reference to specific royalty fees or collection methods. HR 7194, the new bill, was voted out of subcommittee and is on the agenda for Full House Judiciary Committee discussion for Tuesday, July 2. An earlier meeting scheduled for July 25 was postponed. The bill revises subsection 15, title 17, of the Copyright Act.

Cinebox Premiered In NYC

NEW YORK—The Cinebox came to NYC last week amidst press agent and colorful demonstrations conducted before hundreds of members of the trade and consumer press. The reaction was highly favorable to three Cinebox machines used for demonstrative purposes were displayed before the press revs at a cocktail party held in Toots Shor's Restaurant on Wednesday, June 20.

Stanley Green, President of Cinevision Corp. of America, a subsidiary of Estey Electronics Corp., led a contingent of Cinebox execs who told the press that the machine sales would reach 1960 this first year in America, that negotiations for production of 30 films have been concluded, and that to date three distributors carry the Cinebox line. The distributors, David Rosen, Inc., Runyon Sales Company, and Bilotta Enterprises Inc., were the only firms mentioned Rosen has tested and operated more than twenty of the machines in Pennsylvania. (See picture.) Runyon is believed testing a unit and Bilotta was just recently appointed by Liberman.

In addition to twisting dancers, flicking bathing beauties and Dion, the pop American singer, the machine's advertising potential was also viewed via house ads and informative literature.

Mickey Greenman, recently appointed VP and Genl. Mgr., explained that the firm is slowly building a distributor network which will develop the machine's greatest potential. "We can't be interested in distrbns who cannot see the potential in Cinebox and are willing to work at making it a success," said Greenman. He stated that they would be displayed at the Laures Country Club on the west coast and then, from 400 coin machine and vending operators who will attend an annual convention in July.

Sales Mgr. Ed Ratajak, on hand to greet exhibitors, explained that production of the machine will be limited in order that sales do not get ahead of the rate at which new machines are delivered to operators. "Sales are no problem," stated Ratajak, 'but the development must be exact.

Distrib Dave Rosen was on hand to offer valuable insight into the proper operation of the unit. Rosen has more than 20 years experience in the coin machine business. "Sales are no problem," said Ratajak, "but the development must be exact.

(Continued on page 61)
**Cash Box**

**VENDING NEWS**

The Vending Machine Industry's Only Newsweekly

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**Interstate Names Shapiro**

**Mgr. Houston Area**

**BERNIE SHAPIRO**

CHICAGO — Bernard (Bernie) Shapiro, a veteran in the vending industry since 1937, was appointed district manager of Interstate Vending Company of Houston, Texas last week by Interstate Vending’s president Ronald Wolfe. The appointment is effective immediately.

Shapiro, who headed up the Vending Division of Atlas Music Company until recently, immediately departed for Houston to assume his new duties, according to a report received by Cash Box.

Before coming to Atlas Music Co. he was employed by Interstate Vending Co., and headquartered in this city. Prior to that he was associated with Rowe Vending Corp., a division of Rowe AC Services, for several years.

Shapiro plans to move his family into a new residence in Houston in Mid-August of this year.

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**NAMA Exhibit Hours**

**CHARLES LIPPS**

CHICAGO—Charles V. Lipps, president of Curtiss Candy Company, announced the appointment of Joseph W. Pridmore as vice president in charge of marketing.

For the past two years, Pridmore has been a vice president of Cooper's Inc., Kenosha, Wisconsin. From 1958 to 1960, he was a partner in the management consumer firm of Robert Holler & Associates, in Cleveland, Ohio.

In making the announcement, Lipps stated that, "we feel we were most fortunate in acquiring a man for this post with Pridmore's extensive baggage background in marketing and sales, plus his proved creative and organizational abilities in both areas.”

Born and raised in the Boston suburb of Wakefield, Mass., Pridmore graduated from Brown University where he received his B.A. Degree in 1949. He also served fifteen months of active duty in the U.S. Navy.

He lives in Lake Forest, Ill., with his wife, the former Doris Gerster, of Dayton, Ohio, and two sons: Joseph, Jr., 10, and David, age eight.

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**Leonard To R F Jones**

LOS ANGELES—The R. F. Jones Co. has announced the appointment of Jack Leonard to the distributing firm’s sales staff effective Monday, June 17. Announcement follows on the heels of Leonard’s resignation from the post of parts department manager for Araco Music & Vending Co. (CB June 15).

Chuck Klein, president of the Jones L. A. office, in commenting on the appointment said, “We’re happy to welcome Leonard aboard. His knowledge of the local scene plus the many operators he counts as friends will, I am sure, be a definite asset to our sales force.”

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**Mar-Tabb Opens $365,000 Plant**

MIAMI — Castlewood International Corp., parent firm of Mar-Tab Vending, large-scale coin machine and vending operation here, held official opening ceremonies of the firm’s new $365,000 Dade County plant at Sun- shine Industrial Park last week—June 23-25. Sol Tabb, president of the vending firm, greased hundreds of visitors during the two-day reception which took place simultaneously with two music-trade meet meetings here. ARMADA and ROSA. Pictures and story will appear next week.

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**Ski Machine**

John H. Devlin, Palm Mall prexy, said that the recent move by cig firms to cancel college promotions was “to keep youngsters from getting the idea that smoking is grown up and the thing to do.”

AMA in Atlantic City last week refused to take a stand against smoking. They agreed, however, to an educational program which will point out the effects of toxic materials on young persons.

Florrene State College in Alabama last week banned cigarette promotions of all kinds on the campus including the free distribution of cigarettes by tobacco companies.

More and more country are asking locations to take a commission cut as prices continue to rise due to taxes. The $35 vend price appears to be the limit unless the location is a club.

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**The Sleeper**

Before you finish reading this panel, take a minute and total up the customers you now have that would be good prospects for real background music, if you had it to sell. Enter that number here—

Then consider this: each one of those prospects represents over $350 additional yearly income to your business! You can’t afford to pass up the chance to at least investigate the possibilities of supplying Tape-Athon Background Music to those prospects. The investment is minimal, the return high, and your time in selling and servicing will be negligible compared to the actual profit realized. For details on the Tape-Athon lease plan contact us directly by letter, wire, or phone.

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Add Profitable Income To Your Route With Low-Cost Hot Drink Machines!

There's a solid opportunity in vending for you with low-cost Coffee Vendors. Our units are trouble-free, have easy-to-vend cup dispenser. Adoptable for Max- well House Coffee, brand soups, hot chocolate.

**THE AMAZING • CINCH • VENDER!**

With right number of the newest "CINCH INSTANT SHINE" units, your own can deliver 100% cents after just one month. Only $15.70 per unit.

**SAMPLES OF CINCH INSTANT SHINE AVAILABLE ON REQUEST. WRITE.THEN ORDER!**

**EXPERTERS, ATTENTION!**

Complete Selection of All Types Equipment Available for Immediate Shipment. Port of Boston. CABLE: KIDD-INC

**REDD DISTRIBUTING CO., INC.**

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Eastern Flashes

The Cinebox came to town last week and for the benefit of those who missed the demonstrations conducted at Toots Shor's emporium, the reaction was very gratifying to Cinebox proxy Stan Green who was on hand with Ed Hoppens, appointed VP-Sales, and Gayle Greenman, former TV personality and publicist. The machine rolled off forty selections, upon request of the several hundred guests present, and each one offered exciting color, along with some unusual photography which is a must with this type equipment. As Green stated, "The machine has to offer action from the first frame to the last and it offersin a way of entertainment that will not only attract coin but will attract repeat coin."

The Cinebox was a hit with onlookers but of course the success of the machine in its new location is something that only time can tell. Philly distributor Dave Rosen was in town with his wife and children and Dave answered some penetrating questions posed at the premiere. He operates about twenty machines in the Philly area, expects to place another 80 or so, and is already developing the advertising aspects of it with installations such as the Sun-Ray Drugs and Ben Franklin which advertises its own product.

Rosen stewart Warren Raphael, in charge of Research and Development, was on hand and liked the reaction from the N-Yawkers. Ed Ratajczak removed his identification badge from his lapel and stroked the room noting criticisms and saying "I heard more favorable reaction than ever," stated the former juke box exec.

In all, it's a matter of time. The machine needs development and guidance along the way. As Green told us during a side conversation, "I don't need sales, and I don't need distributors right away. I need men and firms who will see in this unit what we see in it and are willing to work at developing it. It's not a fad, and can't be treated as one." Four hundred visitors to the CMA annual at the Laurel's prepared to view the latest sensation during the week-end. Green, Ratajczak and Greenman were on their way to the mountains with what could be the hit of tomorrow. In the meantime, we can only watch the progress.

Bernie Shapiro, former Rowe AC exec, now with Interstate, was appointed VP in charge of Houston area. Arriving late yesterday to be in town when he held open house ceremonies for the firm's new $365,000 vending machine plant. The Mar-Tab plant is one of the largest operations in the State of Florida. On hand among many hundreds of guests were Jack Box execs Norman Orleck, George Albert, Rock-Ola's Art Daddis, Bill Ross, Al Simon and the whole gang from Miami, of course. David Distributing, demonstrated its LP Console before the State Restaurant Liquor Dealers Association meets last week, at the Gib森 Inn Hotel in Sarasota Springs. Al Theoelle visited Trumbull in the west end of the new United equipment. He was in NYC later in the week with plans to visit distributors in Philly and Baltimor later, Irving Koenig visited the United engi- neer while he stopped off in NYC. On the avenue this week were Anne Koenig and Jack Rowan, the team that keeps this operation going in the Bing- hamton. Jack Rowan, de喈 L. S. Shreiber, recently graduated from Rutgers University with a Bachelor of Science in marketing degree.

Bill Hazelton will attend a Scholarship Fund Dinner for Joe Carline, Speaker of the House next week and he expects to say hello to Rocky and Happy while at the Lido Beach Club affair attending with his wife Ruth. As in Evergreen, he plans to call on distributors Alex Kramovitch and Lou Nortrup of Bridgeman Clippers Service. Carl Payes visited Runyon's parts counter earlier in the week not to buy anything, "just to get out of the heat," jested Carl.

When Al Simon displayed the first bumper pool turned out by US Billiards, his newly organized company, execs wanting to do everything "just right" for the first impression, chose a table with the tangle attached. After one week of being hounded by ops who wanted the "orange-color model" he started to find part with it. The Simon bumper tables have bellowers, at a first glance, for this type table. Enables players to play rotation pool. Walt Conde and Vic Vanderbeenden, Montauk Vendor, couldn't get the okay from a Valley Stream distributor who refused to take the bumper pool and Cohen, the name on the board, will be in Bridgehampton with the game for the boys and now the location uses it as a dining table during rush hours.

Mrs. Gertrude Browne advises upstate ops that the next meeting of the NYS Club will be held July 17 at 7:00 at the Academy of Music. She tells us that Harry Williams is doing just fine with his Southland Engineering plant in California. The firm's kicker rides and new "Speedway" game are being sold at all largest distributors. Atlantic N.Y.Corp., will have the "Top 30 Little LP's" on hand as soon as the factory ships them... Abe Lipsky pushing the Simon line and with success... Johnny Biliottos has one of the most suc- cessful teenage dance hops going for him up on Lake Ontario and he too is selling up a storm on the new Smokehop gig vendor. ...Harry Berger, looking ahead now that the US Billiards pool game line has been released. Berger's calling on distributors lining up sales for the year... Si Reid enjoying sales on the Conch Shoe Shine Packet Vender and claims that Canada's Sam Schwartz can't get out Bold Coffee Machines from the Boston outlet.

Cohen Recuperating

Jack Cohen, leading Cohen Blender distributor and president of the Cleveland Music Operators Association, receiving from the re- cepting artist in person Bobby Gordon's new Deep album, "Sway with the Wm. and Sammy," Photographed in Mt. Sinai Hospital where Cohen was re- cuperating from an ill- ness... Al Gangol, re- gional vice-president for The Seeburg Corp. Corporation, stands between the two.

Cash Box—July 6, 1963
The big news this week is the acquisition of Bally Manufacturing by a group of coin-op executives, headed by Bill O'Donnell, which includes Barney Sugarman, Irving Kaye and Sam klein. Bill is now president of Bally.

MOA's Nominating Committee convened in the Morrison Hotel last Friday, June 21, to select a slate for the upcoming election of officers for 1964. Among those selected were Peter John "Red" Wallace, of West Virginia, chairman of the Nominating Committee; Jack Bess, Richmond, Va.; Howard Ellis, Omaha, Neb.; A. W. (Andy) Hesch, Arlington Heights, Ill.; C. C. Bishop, Raleigh, N.C.; Lou Cassara, Babyland, III; and Benton Thorpe, Raleigh, N.C. Also on hand were C. S. (Clint) Pierce, Broadhead, Wis., MOA's board chairman; and Bob Blund- dro, executive director of MOA. The new slate will be presented to the entire membership at a Membership Meeting during the convention, where the election of officers and a new board of directors for next year will be finalized.

Speaking of conventions: A studly pat-on-the-back is due Sid Shapiro, convention manager for NAMA, for the smooth job he accomplished in satisfying everyone's wishes on the exhibits and the floors. The forthcoming AMOA Annual Convention and Trade Show (Sept. 7-10) will be McCormick Place, the huge palazzo on the lakefront. Headquarters will be the Conrad Hilton Hotel.

A quick trip out to First Coin Machine Exchange left no doubt that traffic is heavy in the showrooms. Eager and helpful hosts as always: Joe Kline, Sam Kolber and Fred Kline. The big action is on Wurlitzer phones and export sets.

Excellent reaction is already a fact with Gottlieb's new "Square Head" ("Advent"") and "Tic-Tac-Toe") pinball amusement game, according to Alvin and Nate Gottlieb. Judd Weinberg advises that export business on "Square Head" is already booming all over the world. While on the new amusement equipment, Bill DeSelma announced the release of United Mfg's., and new "pastry twins," "Astron" puck shuffle alley and "Capri" big ball bowling alley this past week. Production will be at full-speed-ahead until the United plant shutters for vacation, July 8. Meanwhile Herb Oettinger, Roy Kraehmer, Ray Riehl, Bill, Art Rapaz and Bob Jones are polishing up (and sharpening!) their golf equipment.

A complicated guy is Joe Robbins, of Empire Coin, who is a true sports buff. Not only is he a HANDICAP GOLFER (I can feel the repercussions), a Little League baseball sponsor and coach, but he also likes to watch the Six "movie's" when the Yankees are at Sox Park. We're told he's no mean fisherman as well.

It's been a few weeks since Midway's "Rifle Range" amusement game has been exposed to the coin machine markets. Indications, according to Hank Woolf of Midway Mfg. Co., are that it is making a fine impression among operators, and is consequently receiving excellent acceptance everywhere.

The word from Paul Huesch, general manager at Atlas Music, is that sales are booming on Rowe-AMI coin-operated phones and Rowe coin-operated coin drop vendors. In addition, these vendors can play both "Square Head" and "Diamant Don" fun, at North America's Amusement Co. He chats with Paul, Eddie Ginsburg, Chuck Harper and Joe Kikyen. Atlas won the Regional IV 1st prize in the Rowe AC sales contest. Bob Fabian is a salesman's award.

While Rowe AC proxy Jack Harper and executive vice president Dean Mr-Murdie remained in at the firm's office, vice proxy Fred Pollak jetted east to visit some important customers, handing out, contesting awards, along the way, to top distributors' sales teams. Jim Newlander and Phil Glover were on their vacations, and Don Lundy left for Grand Rapids to visit at the Rowe AC factories.

Chicago Coin's Mort Secore minces no words in extolling ChiCoin's "Riot Gun" amusement game. Sales, he says, are terrific over the northwest. The William Electronic plant is on vacation week, commencing June 28 thru July 13. This gives proxy Sam Stern, vice prez Art Weinand, Jack Mittell, Gordon Herrick and the rest of the Williams stuff a chance to rest up for the hectic production schedules ahead.

There's considerable activity at the Seabury plant these days as the huge factory gears for the annual vacation period, three weeks (the first 3 weeks in July), according to Stanley Jarosch. Tom Herrick is due back from an eastern swing this week.

They're really humin' along at J. H. Keene & Co. General manager Joe Shields and sales chief Clayton Nemeford explain that they just can't produce "Go Cart" amusement games fast enough to meet the heavy demand. Prexy Roy McGinnis can now concentrate on his terrific golf game.

The Rock-Ola Mfg. golf outing was held Saturday, June 22, in suburban Woodbine Country Club, and attended by such golf "pros" as David C. Rock- ola, Donald Rockola, Dr. David Rockola, Edward G. Doris, Art Ehrle, Len Rieck, George Hinckler, Jack Baronsh, Bill Halderman, Art Jana- cek, etc. (be of recent hole-in-one fame), and many more. As usual Frank Schultz encored the affair and kept the action well paced. "Slammin'" George Hinckler easily walked off with top honors, posting a 34 on the front nine holes and a neat 39 on the back nine, with a total of 80 for the day's effort.

At press time World Wide Distributors held a service school session, featuring the prop for "T. P. Comode" coin-operated phonograph, in Urbana, Illinois. The affair was open to public by Nate Feinestein, Art Woolf.

Among the local coinmen who report exceptional business despite the swelling heat are such popular gents as: Johnny Frantz, J. F. Frantz Mfg. Co., who says that brings the folks out to amusement parks where they can play the amusement games. . . . Chet Gore, Exhibit Supply Co., infers he'll have something (a new counter "Compact" vaccumatic card vendor) for locations . . . Mert Lea, National Coin Machine Exchange, is just wild about Gottlieb's new "Square Head" ping-pong. . . . Erub Riber, Wico Corp., is already putting his thinking cap on to ponder over Wico's 1964 catalog, which he sees—should be the biggest one ever. . . . Ted Rabey, proxy of Mar- vel Mfg. Co., and Estelle Bye, are buster then ever producing electrical score- boards for shuffleboard these days. . . . MOA's Bob Blundrod is due in N.Y. around July to meet major record companies to sing the praise of the up- coming MOA Convention.
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Complete list of firms supplying the coin machine and vending equipment industries: parts, supplies, merchandises, candy, cigarettes, allied industries.

EXPORT—INTERNATIONAL
1962 export statistics of phonographs, amusement machines and vending equipment, new and used, shipped to foreign markets during 12-month period. Analysis by volume, country-by-country breakdown of dollars, units, by category.

HISTORY OF YEAR IN REVIEW
Month by month record of trade events as they happened. People, equipment, and trade news reference.

JOBBERs—DISTRIBUTORS
Complete listing of every known equipment jobber in the U.S. State by state breakdown for easy reference.

ADVERTISEMENTS
Institutional sales messages from leading firms supplying the coin machine and vending business with equipment, supplies, services. Quick reference to buying sources.

ANNIVERSARY SECTION
In observance of Twenty-First Year serving the trade.

FIRST EDITORIAL FORMS CLOSE JULY 1st
Reserve Advertising Space Now. Advertising Rates, Deadlines, Mechanical Requirements On Request!

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CHICAGO: 29 East Madison Financial 6-7272
HOLLYWOOD: 6272 Sunset Blvd. Hollywood 5-2129

Cash Box—July 6, 1963
When its good looks wins admiring glances, and there's lots of get up and go and stamina under the hood, automotive men say a new model has "bezazz."

This new Rowe AMI has it—and then some. Dramatic, full-width location-name panel—"Top Talent" tunes displayed with single tilting—ear-pleasing Stereo Round—"Three-in-One" program adaptability, to mention a few. And, under the "hood," dependable engineering refinements that permit Rowe to give operators the most generous guarantee of trouble-free performance in the industry.

It makes sense—and dollars, too—to see your Rowe AC Services distributor now. He's making real deals, even on those old klunkers that are costing you money.

*PAT. PENDING*
A meeting was held at the R. F. Jones & Co. to enlarge the local chapter of the Calif. Music Merchants Association, June 18. Many new members were enrolled and a new vigorous program has been planned. We have been busy at the Jones Co. with a large van of vending equipment leaving this week for export to the Far East. Mr. & Mrs. Ed Wilkes and Mr. & Mrs. Bill Gray attended the Calif. Automatic Vending Assoc. held at the El Coronado last weekend in San Diego. Johnny Hotz spending some time at the Denver branch, to help expedite shipments of the new check log orders. Ralph Crapar, manager of the Jones office in Seattle, enjoying a two weeks vacation visiting with his many friends, in the L.A. area. Ralph said he recently called on operators in Lemoore, Suisun & Kettleman and also visited with George Thompson in Fairbanks and Pete Rojezwic in Anchorage.

Williams’ new “RiDit” game of display at Playtime Lyman, Inc., and capturing the interest of the operator with its many attractive features. Jim Wilkins, son Jim Jr., rode his racing bike 90 miles in 12 hours from Whititter to Orlando, where he worked for one week. Sam Ricken of California Music Co. on a business trip to Miami attending conventions, and also plans to spend some time in New York, before returning home... The export business remains firm and steady at Duarte International Sales. Shipments being readied this week for Manila and Melbourne. Bob Feria, mechanic, is in the Temple Hospital for an operation, & Ed Hayley has returned to work following a two weeks absence due to accident... Marion and Chuck Conland of American Coin Machine, Inc. on the road again, promoting the “Champion Fast Draw” gun. Shipments for the East Coast are continuing to increase as the amusement game, gains in popularity... Bernie Silverman of S & S Music stopped by the Lounges’ “record bar” with “Move,” the Kai Winding instrumental hit of the theme from “Mondo Cane,” on Verve... Sonny Lamberg of Simon Distributing Co. returned from a successful business trip to the mountain areas, and reports the show unusually busy with export shipments for the Far East. Henry Leyerly of Assoe. Coin in Oakland visiting with Jack Simon. Cliff Nugent of the local Wurlitzer outfit, back on the job after spending a day in the hospital for a check-up. Gary Sinclair, reg. sales manager, and Ron Pepiele of the Wurlitzer office in Seattle, returned from a visit to Alaska... United’s new “Rumpus” shuffle alley, the newly designed “Astro” shuffle alley, are both proving to be outstanding sales attractions. C. A. Robinson & Co. Lois Lortz of A A Amusement Co. in Yuma, Ariz., in town visiting with Hank Tronicke.

A special showing was held at AMCO Music & Vending, Inc. for Seeburg’s new “Encore” roof and ground music unit, and AMCO’s new portastound press system, “Porta-sound.” The initial reaction was unusually good and the showing very successful, according to John R. Johnson, a representative of personnel for Seeburg’s moving studios, in town spending a few days at AMCO. John reports the program so favorable he plans to return to Chicago, to start another school for training of more sales representatives and Tom Hirdon are the sales reps of the van which will be in the L.A. area for another few weeks.

In town visiting distributors and one-stops this week were: George Joyce, El Monte; Ray Brandenburg, La Habra; John Ketchersid, Long Beach; Harold Sharkey, Huntington Park; Walter Cook, Palos Verdes; Jerry Graves and Fred Anderson, El Monte.

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Then it's back to work with full production on SABER POOL and 1963 MAJOR LEAGUE

Order from your Williams distributor

BUY THE BEST—BUY WILLIAMS

Midwest Musings

Earl Porter, Mitchell, So. Dakota, and Tony Ratchford, Huron, So. Dakota in town last week to see the Minnea. Twins play ball. Norma Pink, Minneapolis, in Canada last week for a few days fishing. Mrs. Pink is formerly from Winnipeg. Mr. and Mrs. Earl Ackley, Spooner, Wisc. in town for the week to pick up parts. Miss Clarence Sanford, in town for the day picking up their records and parts. Congratulations to Mr. and Mrs. Herman Warn, Siletz, So. Dakota on the marriage of their daughter. Marriage took place in Sioux Falls, Saturday, 22d. Mr. and Mrs. Nels Nelson, Alexandria, Minn. will leave next week for a three weeks vacation trip to Hawaii, and then they plan to visit the family. Forrest Dahl is getting in a lot of fishing. Moved into his lake home for the Summer and drives back and forth each day. Mark Coughlan, Mankato, Minn. in town Tuesday morning to pick up parts in from L.A. to spend a few weeks with him. Irv Linderholm, Harlan Beach, in town, Mr. Herman Warn, in California last week. Bob, Cass Basing-Elgin McDaniel, Wadena, Minn. in town this week for a few hours picking up his record order and parts.

Happy Birthday This Week To:

WEEK OF JULY 1


Cash Box—July 6, 1963
Crown FIESTA
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Revitalizes player and location interest—revives profits with the irresistible appeal of outstanding quality and unique beauty.
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Cinebox Premiere
(Continued from page 51)
minute films spins in a vertical plane to the proper point for projection. Film is threaded automatically onto a 16 mm projector, where its image is projected from rear by a series of mirrors and the sound is picked up optically via an arm equipped with photo-cell and exciter lamp. A prism picks up one full frame and 1/3 frame on each side which eliminates the need to frame film. The sound system has 2 sets of speakers with crossover network. The six-foot machine weighs 382 pounds.

Inventory List Resumed
NEW YORK—The weekly Inventory List published by Cash Box which lists coin-operated equipment in use with date of manufacture, was dropped from the June 29th issue because of last minute mechanical problems concerning late copy. It is resumed this week and will continue to be a weekly feature.

Completing line of X's or O's lights rollovers and holes for additional balls. Feature resets after each ball goes out.

Novel design allows either X or O to appear in center of each square to eliminate confusion.

- 4 pop bumpers give fascinating rapid-action play.
- 2 holes score up to 500 when lit.
- 2 flippers located for best skill-shots.
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Cash Box—July 6, 1963
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WANT—New orders for all merchandise. We'll take any size, any color, any design. New High School orders. Ray HS, ('22-56). (Tel. 702-1170)

WANT—Best prices ever for all overstock. High quality, moderate prices. A. L. SHERMAN & CO., 226-247 HEMSTEAD AVE., LICVINGSTON, NJ. (Tel. HS 4-1133)

WANT—Philippine Tubigan (Shake Balls) $1.00 per hundred. 25c per hundred, 10c per hundred. Address: J. J. McLEAN INC., 100 E. 94th ST., CHICAGO, I1L. (Tel. 722-3221)

WANT—Used 45 RPM Records, all types, as they run, right off the route. No sorting or checking. We pay freight from anywhere in U.S., standing order available for regular customers. Address: THREE SPOON SELLERS, 630 E. 64th ST., NEW YORK, N.Y. (Tel. 836-7100)

WANT—Selling and buying 45s, LPs, and singles. New and used. Highest prices paid. Address: W. W. RAY, 803 S. DEARBORN ST., CHICAGO, I1L. (Tel. 2-6465)

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8½ FT. LONG
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Only Rock-Ola offers you this completely automatic changer which intermixes 33½ and 45 RPM records in any bank, in any sequence. No wires, no micro-switches or electronic aids for changing motor speeds or spindle sizes...nothing to break down or repair.

We call it the "Mech-O-Matic Changer".

- Constant rotation at either speed guaranteed by constant-speed 4 pole motor.
- Speed change accomplished through 100% mechanical operation and motor shaft variances.
- Complete mechanical operation guarantees years of trouble-free service.
- Self-aligning...no adjustments. Entire mechanism mounts with 4 mounting screws.

The "Mech-O-Matic" 33½-45 RPM Intermix Changer is only one of the exclusive new features now available to you from Rock-Ola. It is standard on the new Rock-Ola Capri 100 Stereo Monaural Phonograph, and the new Rhapsody 160 Stereo Monaural Phonograph with exclusive full dimensional stereo sound. See these beautiful new phonographs at your Rock-Ola Distributor's today!