Two young men who are sitting pretty because of the nation’s surfing craze as well as their swinging singing are Liberty’s Jan and Dean. Having made a strong showing with their last effort, “Linda,” the boys came into their own and soared up to the #1 spot with their smash hit “Surf City.” And they seem to have a strong follow-up “Surf City” LP which this week broke onto the album charts in the #80 spot. Jan Berry, the Jan half of the boys, produces the J & D disks for Screen Gems, Inc., which releases all Jan and Dean product through Liberty Records.
TWO SALES-SLANTED COLUMBIA SINGLES MAKING THE SCENE THIS SUMMER!

"Halfway" 4-42811
Eddie Hodges

"Cool It In Outer Space"
c/w "My Old Buddy" 4-42829
The Geezinslaw Brothers

COLUMBIA SINGLES SELL!
COLUMBIA & THE "AGE OF REASON"

For the next half year or so the eyes of the entire record industry will be focused on Columbia Records, to see if the company can weather the battle to which it committed itself last week when it announced what amounted to an increase in its LP prices and a more stable sales policy.

It is being hailed by the trade as a courageous move—one which most manufacturers would obviously have liked to have made themselves, but which only a few companies other than Columbia could have attempted under present industry conditions.

What other key manufacturers decide to do in the coming months will definitely play a major role in the outcome of the Columbia effort. Should other important labels concur with Columbia's thinking and attempt a similar policy (perhaps not immediately but upon the conclusion of the programs to which other companies are already committed) then the entire industry may find itself returning to a more logical status—a complete turnabout from the status of "Profitless Prosperity" everyone seems to feel we are caught-up in today.

Should other labels decide to capitalize on Columbia's current position, then it will be a more difficult uphill battle for the label.

If belief in the cause, by the people who have to live with it, is a significant factor in the fight, then Columbia is well on its way toward accomplishing its endeavor. Everyone within the company, its salesmen, branch managers, promotion men, executives, and especially the company's thirteen independently owned distributorships, agree unanimously that the move is the only logical step that could have been made in view of the deeper and deeper hole the record industry has been digging for itself with larger discounts, more extended dating and with more frequent buy-in programs every passing year.

The immediate future will no doubt see Columbia go through its most difficult period. Many sub-distributors and large users may be testing the label's breaking-point in the coming months. Every Columbia distributor will be "shopped" to see if he can be seduced into breaking the ranks. Some will no doubt attempt to boycott the label by carrying a minimum of the company's product.

But the company is well aware of these possibilities and has geared itself accordingly. If the company can continue to turn out top hit album product as it has for many years now, consumer demand should help defeat the boycotters. To increase consumer demand, Columbia will go right to the consumer himself through an intensive ad campaign designed to make Columbia product a "must" in every store. Supporters of the Columbia move on all levels up to the consumer (and there are many) will, no doubt, be asked to show their support now when the company needs it most, and they will probably give it.

Of primary significance in the Columbia move, and one that should not be overlooked, is the psychological effect on the dealer who will come to realize that no one else is getting Columbia product at a better price than he is paying. This could be the label's biggest asset.

There are endless aspects to this effort, but they all boil down to one major point:

Although Columbia has taken this step because it feels it is the only logical direction in which it can go, the stabilization move has become a moral issue for the entire record industry. Amidst all the chaos within the industry and the mass confusion at the consumer level, someone has taken a positive stand that could be the answer to some of the piercing cries for help we've heard throughout the industry during the past year.

All are now faced with a decision. It is, of course, possible that with little or no support, the Columbia effort might be destroyed. If it is driven to its grave, it is unlikely that we will see another similar attempt made by any company of significance in the reasonable future—if ever.

If the Columbia effort doesn't get the industry support it deserves (and from all aspects it appears to be the most logical stopper of the shrinking profit margin heard to date) then we can probably count on a wilder, more throat-cutting, possibly profitless industry in the future—one that will undoubtedly see the death of many.
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<th>TUNE/ARTIST</th>
<th>RECORDING COMPANY</th>
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<td>Don't Say Goodnight and Mean Goodbye</td>
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<td>Shake, Shake, Shake</td>
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<td>The Harry Aire</td>
<td>Ray Stevens-Mercy-72125</td>
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<td>Hootenanny</td>
<td>Glen Cove Select-742</td>
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<td>Mama Don't Allow</td>
<td>Clark-Totem-Camen-426</td>
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<td>Goodnight My Love</td>
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<td>Wait 'Til My Bobby Gets Home</td>
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<td>Swingin' on a Star</td>
<td>Big Dee IRIE-DIMENSION-1011</td>
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<td>Make the World Go Away</td>
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<td>Jack the Ripper</td>
<td>Ray Price-Columbia-42387</td>
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<td>Hello Muddah, Hello Faddah!</td>
<td>Sherman-Warner Bros-5378</td>
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<td>If I Had a Hammer</td>
<td>trix-Lozep-21,198</td>
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**Cash Box TOP 100**

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<td>I Will Love You</td>
<td>Richard Chamberlain-MGM-13148</td>
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<td>Willow-Pickle-Double L-717</td>
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<td>71</td>
<td>Surfing' Hootenanny</td>
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<td>72</td>
<td>Dancin' Holiday</td>
<td>Olympia's-Tri-517</td>
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<td>73</td>
<td>Shake a Tail Feather</td>
<td>You Do-Div-Div-4115</td>
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<tr>
<td>74</td>
<td>Surfer Girl</td>
<td>Beach Boys-Capitol-5009</td>
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<tr>
<td>75</td>
<td>Everybody Monkey</td>
<td>Freddy Cannon-Sun-4169</td>
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<td>76</td>
<td>Drownin' My Sorrows</td>
<td>Connie Francis-MGM-13160</td>
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<td>77</td>
<td>This Is All I Ask</td>
<td>Tony Bennett-Columbia-42820</td>
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<td>78</td>
<td>Land of 1,000 Dances</td>
<td>Kids-Kenner-Instant-2132</td>
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<td>79</td>
<td>Dum Dum Dee Dum</td>
<td>Johnny Carol-Kapp-539</td>
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<td>80</td>
<td>It Hurts to Be Sixteen</td>
<td>Andrea Carroll-Diga-Giga-3176</td>
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<td>81</td>
<td>Groovy Baby</td>
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<td>Gene Chandler-Royal-556</td>
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<td>Love Me All the Way</td>
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<td>Heat Wave</td>
<td>Martha &amp; Vandellas-Berry-7024</td>
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<td>86</td>
<td>Treat 'Em Tough</td>
<td>Jimmy Soul-Spade-3130</td>
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<td>87</td>
<td>The Minute You're Gone</td>
<td>Sonny James-Capitol-4969</td>
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<td>88</td>
<td>My Daddy Knows Best</td>
<td>Marvelettes-Tommy-5082</td>
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<td>89</td>
<td>Martian Hop</td>
<td>Kansan-Hansen-403</td>
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<td>90</td>
<td>Still</td>
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<td>91</td>
<td>Can't Nobody Love You</td>
<td>Solomon Burke-Ambient-2195</td>
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<td>92</td>
<td>Little Deuce Coupe</td>
<td>Beach Boys-Capitol-5009</td>
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<td>The Lonely Surfer</td>
<td>Jack Nite/Nite-Reprie-20202</td>
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<td>Tell Me the Truth</td>
<td>Billy Cotton-Capitol-4931</td>
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<td>I Won't Be That Way Always</td>
<td>King Pins-Federal-12846</td>
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<td>96</td>
<td>Saturday's Sunshine</td>
<td>Berta Bacharach-Kapp-533</td>
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**BEST SELLING TUNES ON RECORDS COMPILED BY CASH BOX FROM LEADING RETAIL OUTLETS—AUGUST 3, 1963**
Burning Up The Charts... JIMMY SOUL TREAT 'EM TOUGH

SPQR-3310

THE AMERICAN LONDON GROUP

NOW SHIPPING... JIMMY'S BRAND NEW LP...

IF YOU WANNA BE HAPPY JIMMY SOUL

IF YOU WANNA BE HAPPY • TREAT 'EM TOUGH • TWISTIN' MATILDA • I WANT TO KNOW IF YOU LOVE ME • CHURCH STREET IN THE SUMMERTIME • YOU'RE NOTHIN' WHEN MATILDA COMES BACK • SHE'S ALRIGHT • CALL ME WHEN I GET MY CAR • HANDS OFF • FROM THIS DAY ON

Features:
TREAT 'EM TOUGH IF YOU WANNA BE HAPPY TWISTIN' MATILDA

In Orbit... a hit single...

MARTIAN HOP

b/w FORGIVE ME DARLING (I HAVE LIED)

THE RAN-DELLS

CHAIRMAN ONE OF THE AMERICAN LONDON GROUP

Nationwide Breakout!

Cash Box—August 3, 1963
“Wonderful World of Liberty” Is Fall Product Program

HOLLYWOOD—During Liberty Records, Announce part of the label’s fall ‘63 dealer program tagged “The Wonder- ful World of Liberty.” He said the anthology and a pair of Dolton LP’s will be featured in addition to the firm’s entire catalog. The Alvin and the Chipmunks series will be highlighted in a contest to be entered by listeners.

Included in the new release are, “A Little White Baby” by Jackie Deshannon, “(Not So Great) Songs by Kay” by Kay Thompson, “Goodnight My Love” by the Doo-Wop Group and an album by Ernie Freeman, “Canadian Sunset Bossa Nova” by Eddie Heywood, “Teen Dreams” by the Heptones, “More” by The St.retzer band, and “Jazz Voices in Video” with Dave Pell.

Ad-marketing director Bill Nei- man, the company’s sales, promotion, plays, mounted easels, ad mats and division of the company.

Dealer terms, effective immediately and ending Aug. 51 feature a 10% dividend paid on the face of the invoice, on the dealer’s entire order, including releases and all available exceptions (except Chipmunk product). A 1000-exchange per dealer will apply with merchandise exchangeable at face value, Dec. 1, 63. Payments are scheduled—yea. 31, 63, Dec. 1, 63, and Jan. 10, 64.

Ivy Trancher Named To 20th C-F Sales Post

NEW YORK—-Yet another man Irving Tranchez, has been named sales manager for 20th Century-Fox Records. Joseph N. Murrer, who had been associated with the music business in 1853, when he joined the National Music Corp., was appointed to this position in 1953. Subsequently, he held important sales and promotion posts with Topham-Parnell and recently Mercury Records.

Prior to the music field, Tranchez was associated with the film industry, serving for many years with Brandt Theatres in New York.

Expect Victor To Bow Budget Classical Line

NEW YORK—It is understood that RCA Victor will make an announcement next week of its new, low-priced classical line which has been rumored to have been in the formulation stages for the past several months.

Fair Exchange

NEW YORK—To the well educated trader, two names appearing on important LP’s of the future may appear to be incorrect. The situation developed when Capitol and Columbia announced acquisition to the original cap-LP right of ownership, for Barbara Streisand, the young woman songstress, and her forthcoming album “The Funny Girl,” the forthcoming musical based on the early life of Fanny Brice. Columbia has the new album on p.a.s. And Columbia has acquired the right to record “Here’s Love,” the new Meredith Wilson musical. Wilson’s two previous successes in the musical field “Music Man” and “The Unsinkable Molly Brown” were both under the Capitol banner.

Capitol Gets Fanny Brice Story Cast LP Starring Barbara Streisand

NEW YORK—Capitol Records, has announced that the label has acquired the original songs for the LP version of “The Funny Girl,” the forthcoming musical based on the early life of Fanny Brice. The new album will bow in March 1961, and Columbia will record the show for Feb. 13. Among the principal artists of the show is Miss Brice, Ray Stark and David Merrick.

In making the announcement, Liv- ingstone, president, disclosed that the label had agreed to invest in the production. “Capitol is being extremely selective this year in the area of Broadway releases,” Livingstone commented. “Of all those I have auditioned, I believe that this has far and away the greatest chance for success. It has a magnificent singing star in Barbara Streisand, a tremendous score, and a very strong book. We are delighted to be associated with Ray Stark and David Merrick in this production.

Columbia To Wax Meredith Wilson’s “Here’s Love”

NEW YORK—Goddard Lieberenson, president of Columbia Records, has announced that the label will record the new Meredith Wilson musical “Here’s Love.”


“Here’s Love” will star Janis Paine and Creutzfeldt, and will be produced by Stuart Ostrow and is based on the while-back film, “Miracle On 34th Street.”

Barbara Streisand, a tremendous score, and a very strong book. We are delighted to be associated with Ray Stark and David Merrick in this production.

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COLUMBIA MOVE HAS RECORD INDUSTRY BUZZING

NEW YORK—The entire record industry was humbling last week, analyzing all aspects of the Columbia announcement that it will raise the price of Columbia LP’s in its Kry-O-Disc outlets and is planning to establish a varied customer list on his racks. He said Columbia might be hurt a bit by the move on the independent merchants (the non-big hit LP) and its classical line, but, he said, "this is referring to 90% of Columbia’s sales, the biggest earning, probably 90% of the company’s volume, comes from its big hits and if the dealer or rack feels that he can make a minimum of the hits, or perhaps was sticking the big Columbia LP’s in depth, he’s kidding himself."

Hartstone also believes that if, after a reasonable test period, indications are clear that the Columbia move is successful, other big companies will follow suit. If dealers accept Columbia’s policy and find it pleasant to live with, other manufacturers will probably want the better profit margin Columbia will be enjoying.

(Continued on page 34)

L.A. Retailer Sues Distributors, Rack Jobber And Competitive Dealer Claiming Unfair Price Advantage

LOS ANGELES—Coincident with the Columbia announcement that it will issue a form outlining its policy on the minimum discount price, a portion of Columbia purchases a rack buying program, a suit was filed in Superior Court of California in Los Angeles last week by Mil- liard A. Harris, owner of Philco Record Company against a rack jobber, another rack buying program, and with the jobber, and a number of L.A. record distributors including Columbia, Capitol and Warner Bros.

The charges point to many of the factors that currently are plaguing the industry. Harris claims that Columbia is issuing to racks this week. (See other story.)

The suit against the Guaranteed Record Sales Company, the Master Music Corp., and against the RCA, Capitol, Columbia and Warner Bros. distributing outlets in L.A. Harris charges that both Guaranteed, a rack jobber, and Master Music, a retail operation, are owned by common interests and conspire together to take unfair advantage of the dealers by obtaining discounts greater than those who, he claims, could obtain for the same merchandise. Harris charges that the subdistributors are diverting trade from him and other dealers and that he was unaware of this. Harris charges that in the distributors’ giving additional discounts to Guaranteed and Master Music the distributors were granting an unjustified discriminatory price advantage to them, causing damage to the Harris company. Harris charges that the subdistributors are not engaged in the manufacture, distribution, or selling of products competitive with those of the Harris company, and that the distributors, the subdistributors and Master Music sold records below their cost price, thus taking unfair advantage of the Unfair Practices Act of the State of California.

Harris feels that "rack jobbers have repeatedly in the past and with increasing frequency been allowed additional discounts and allowances granted to them by siphoning the phonograph records from the wholesale dealers as 'rack jobbers' into retail outlets they own, thereby able to obtain phonograph records for their retail outlets at prices substantially lower than those offered retailers" must pay for the same records. He charged the distributors with aiding, encouraging and fostering this practice and unless the distributors are restrained from recognition of rack jobbers' actions Harris feels that without proper justification the record retailing industry in California may be totally destroyed and the public interest will be adversely affected.

Harris asks for a judgment against the defendants enjoining and re-

striaining them from selling below cost, offering less sellers, engaging in discriminatory pricing practices and other alleged unfair practices.

Harris is also asking that the court find and adjudge that the "rack jobber" is not entitled to a functional classification justifying a price difference under the 1st and 5th Amendments of the Constitution.

Although the new form is not yet available for reprint, Columbia’s V.P. Bill Gallagher outlined its contents.

In order for all dealers to be assured of an equal opportunity to compete in the market place, the form is asked all distributors to specify what portion of the Columbia product they submit to racks and retail operations which they don’t own to be handled by Columbia’s salesmen and trucks. But the subdistributor says that he can sell to a rack jobber or a retail outlet which the sub-distributor owns, the functional will be refused. If the subdistributor refuses to fill out the form, he will be dropped as a client by all and any Columbia distributor.

(Continued on page 36)

Columbia’s Re-Authentication Form For Sub-Distributors Seeking Functional Sales Bows This Week

NEW YORK—Although the change in price and the easing of buy-in programs were key factors in Columbia’s announcement that it will issue a form outlining its policy on the minimum discount price, another most significant form to come out of the convention and the cornerstone for Columbia’s future thinking was the announcement that Columbia would enforce a "no-functional discount policy on the sub-distributor’s sales to his own retail outlets.

Although the new form is not yet available for reprint, Columbia’sV.P. Bill Gallagher outlined its contents.

In order for all dealers to be assured of an equal opportunity to compete in the market place, the form is asked all distributors to specify what portion of the Columbia product they submit to racks and retail operations which they don’t own to be handled by Columbia’s salesmen and trucks. But the subdistributor says that he can sell to a rack jobber or a retail outlet which the sub-distributor owns, the functional will be refused. If the subdistributor refuses to fill out the form, he will be dropped as a client by all and any Columbia distributor.

(Continued on page 36)

Industry Readies For NARM Mid-Year Chi Meet This Week

CHICAGO—The record rack merchandisers of the National Association of Record Merchandisers (NARM), are preparing to meet with a group of record company personnel which will be gathering for the NARM mid-year meeting and sales conference, to be held July 31 thru August 2, at the Edgewater Hotel.

At the person-to-person sales conference sessions, the rack jobbers will hold twenty minute appointments with approximately

fifty manufacturing companies, among which will be representation from Columbia, RCA Victor, Capitol, Decca, and almost every leading indie label. Person-to-person appointments will begin July 31, following the opening luncheon, and continue all day Aug- ust 1, and until 1:00 PM on August 2.

The Conference Committee have made it known that they will be fully pre- pared to assess the fall and Christmas product which will be offered by the

(Continued on page 35)
Hundreds of young people, boys and girls, were the principals in a recent KUDK-Dallas Community-sponsored Cycla-Thon. The event saw all six of the station's air personalities, in turn, ride his bicycle for 24-hours each over a six-day period. The bicycle marathons were to bring in the interest of the hundreds of kids who otherwise might have used idle time for mischief and instead to ride along with the KUDK "good guys." The event covered many miles and hundreds of square miles in two states, five counties and numerous communities. In all that time there was no incident of rudeness or rowdiness. The well-planned, properly supervised activity sparked a new activity of cycling in the area, along with its physiological fitness-overlays. The parades of cyclists and cars, carefully escorted by motorcycle police, also served to slow down motorists scurrying about their daily duties.

To build an awareness of several key programming time changes on KDKA affecting three of the station's four daytime personalities, the outlet will stage an extensive campaign in association with these, "The Shift is On At KDKA." Marshalling its full promotion, advertising and exploitation forces behind the campaign, KDKA will use newspaper ads, direct mail, home radio spot announcements and several exploitation events to herald the change. Being heard of through a deliberate attack is Bob Tracey, and Clark Race. Only the outlet's early morning program, "Cordic & Company" remains in its previous time period. The ad-promo campaign has been based on the popular fashion discovery, the "Shift Dress," with a secondary emphasis on football using the shift of formation as a copy springboard.

Since its appearance in its 32nd year, offered a musical salute last week to WNED-New York which entered its 20th Season. A special celebration in Madison Square Garden was planned and was realized by several key artists who were featured in the evening's program. The program was presented over WNED. Highlighting the presentation were interpretations by Billy Taylor who entertained and handled some of the encores. Also featured was the outlet's anniversary bell were the St. Zentner and Sy Oliver combos.

KQV-Pittsburgh has been named the 1963 winner of the Public Affairs Award of the Ohio Rivers Valley Water Sanitation Commission. The award and plaque was presented to John B. Gibbs, Kemp of the outlet by Robert Horton, director of the commission.

More than 37 hours of radio and TV programming now emanate from Freedomland, weekly, a broadcast record in amusement park history. According to Les Arries, director of radio and television, the Space Sound Center at Freedomland has proven to be ideal locale for audience participation type shows, interviews, remotes and record spinning by New York's top disc jockeys. Activity centers around stars appearing at the Freedomland Montage Theatre, among them Tony Bennett. Connie Francis, Bobby Darin, Paul Anka, Dion, Kathy Kallen, Della Reese and many other personalities. An amphitheatre in the Space Sound Center also allows the audiences to watch studio procedures. A one hour weekly TV show starring Chay Cole is taped on Friday evenings for telecasts on Saturday nights. It will feature top names for this 1963 summer season are B. Mitchel Reed and Frank Stickle of WMCA. Seated in the audience of ABC Jerry Marshall and Jimmy Walling, announcer of WNBC. Jack Lucy and Pete Myers on WINS, Hal Jackson of WWRL and Marty O'Hara of WNEW.

"Top 10 Dance Party" will be celebrating the start of its 9th year beginning on September 1st, making it the longest running dance show in existence. Producer Alex Luft is currently soliciting to use personal messages of congratulation recorded by well known singers and musicians. Their current records will also be featured. For info contact: Alan Rand, 4837 8th St., New York, New York.

KYW-Cleveland's Tom Griffis recently captured first place for the third straight year in the Oil Can Derby feature of the Cleveland Soap Box Derby. Personalities from all Great Cleveland radio and television stations participated in the special race.

A new weekly public affair series over WRCV-Philadelphia developed to news and information for senior citizen is currently attracting enthusiastic response among various groups throughout the metropolitan Quaker City area. Tagged "Senior Citizens Make News," the series has run for 11 days. Since its premiere on July 5, the program has resulted in a wide interest and offers of cooperation from numerous groups and agencies in the area. The program is under the sponsorship and produced by Jack Rattigan of the WRCV public affair staff and consists of news, interviews and various items of interest to senior citizens.

Deane Day sends along word that he has just been given the nod as program director of KSJI-Jamestown, North Dakota. Deane became assistant to the outlet's morning man, Bobby Gaye, has just completed what they believe to be a world's record for a bicycle trip to the victory ride at North Dakota State Dairy Show and Stanton County Fair. The deejay rode 9,090 miles in the ferris wheel in a period of 24 hours and 15 minutes.

WWDJ-Washington's Art Brown, Fred Fiske and Carroll James are taking turns as masters of ceremonies at the "Miss Washington Contest" semi-final judgments at the Carter Barron Amphitheatre. On August 5th, all three will share the em- cieship at the outdoor event. WWDJ's studio coffee pot is now greased for a period of seven days on a king-size golf trophy. He plans a loan from WWDJ sports director Will Bob, plus three other members of his foursome, were the winners of the recent Turf Valley Country Club's Pro-Amateur Golf Tournament.

Congrats are in order to Paul Corbin, the radio man recently celebrated his seventh year as program director-deejay on KXJ-Cleveland Lake City, Utah. Corbin has now been in radio for 25 years.

Jack Lant, program director of WNBC-New Haven, says Tiny Markle's daily "Hootenanny" stanza is a roaring success. This is a half-hour segment of Markle's daily (2-6 PM) show that, even allowing for good weather, has garnered much popular comment and acclaim.

Ziggy Talnet, of the Steven Scott Orchestra, currently represents "The Rich Maharajah" on ABC-PARAMOUNT, doing a long string of appearances that are largely involved with Jeannie's "PM" show on WINS-New York.

VAL STATISTICS:
Clay Collins, formerly with WTRX-Flint, has joined WTTI-Port Huron, Michigan, doing a long string of sessions from 7-10 PM. Hackett is the music librarian on WDFC-Washington. John Irons is now spinning 'em on WQAB-Philadelphia...
We Have Accepted the Responsibility of Leadership.

COLUMBIA RECORD DISTRIBUTORS
A Division of Columbia Records Distribution Corp.

799 SEVENTH AVENUE, NEW YORK 19, NEW YORK • CIRCLE 3-7300

July 20, 1963

TO: ALL COLUMBIA RECORD DEALERS

The record industry has come of age!
This year marks the fifteenth anniversary of the long-playing record—a contribution by Columbia Records which singularly launched an era of growth and profitability for those of us who toil in its vineyards. Yet, full maturity can only be ours if we reflect on the trials and errors of the past and use them to guide us in the years ahead.

We're at the threshold of a new and even more exciting era that can far surpass the accomplishments of the past if we enter the era with a secure and healthy confidence at every level—retail, manufacturing, and distribution. This confidence can only be realized if consideration is given to all in the development of a workable Profit perspective...the one common denominator necessary at every industry level if we are to continue to prosper and grow.

At Columbia Record Distributors, we recognize a basic fact...your Profit is directly related to your ability to turn inventory. The constant hazard of anticipation buying...the traditional industry practice of twice a year "buy-in" deals (sometimes even more frequent)...programs that tax not only your proficiency at speculation but, more importantly, reduce your inventory turn and consequently your return on investment.

Columbia Records has accepted the responsibility of leadership. We are dedicated to a prosperous future for all. With this credo in mind, we are pleased to announce a revision in dealer price policy, enabling you to buy Columbia Lp and Pre-Recorded Tape product at a constant year-round price!

For your convenience a new Dealer Price Card is enclosed and is effective as of July 22, 1963. The following is an example within the familiar price categories:

<table>
<thead>
<tr>
<th>Suggested List</th>
<th>Dealer Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>$3.98</td>
<td>$2.25</td>
</tr>
<tr>
<td>4.98</td>
<td>2.81</td>
</tr>
</tbody>
</table>

We are announcing a quarterly 10% Exchange Privilege on all album product. The adoption of this straight 10% Exchange Program automatically terminates all existing Exchange Policies, including the Bonus to Sell Program.

Qualified dealer purchases during the period July 22, 1963 to September 25, 1963 will be subject to extended dating terms. See your Columbia salesman for the complete details of Columbia's exciting year-round merchandising and advertising program.

A program conceived and dedicated to a mutually profitable future...a future that must be recognized by all as the abundant "age of reason!"

Sincerely,

Jack Loetz
General Manager
COLUMBIA RECORD DISTRIBUTORS

Every Retail Account Serviced by Columbia Record Distributors Received This Letter

Cash Box—August 3, 1963
Columbia leads the industry into the “age of reason”

**PROGRAM**

**Strength • Vitality • Imagination**

Designed to take the guesswork out of ordering and put the profit back in the record business. You’ll have more profit from faster turnover with...

**PRODUCT**

**The World’s Best-Selling Artists**

All proven profit-makers with exciting new albums backed by...

**PROMOTION**

A “new look”

And a greatly expanded advertising schedule including the following publications:


Display material designed to fit and function in every record location:

- **Motion Display**: The most eye-catching motion display ever! Features 24 albums with replacement units each month for new releases.

- **Interlocking Album Covers**: A new and exciting concept in point-of-sale merchandising. These new album covers interlock to form the right sized display for every store need.

- **Artist Pictures**: 20” x 30” blow-ups of the world’s best-selling artists.

Plus the greatest local co-op advertising campaign ever presented, guaranteed to make your store the focal point for record sales!

See your local Columbia salesman for full details!
The World's Best-Selling Artists

Tony Bennett
This Is All I Ask

Miles Davis
Seven Steps to Heaven

The New Christy Minstrels
Ramblin'—Green Grass

Flatt and Scruggs
At Carnegie Hall

Ray Conniff & Billy Butterfield
Just Keepin' Around

Wonderland of Golden Hits
Andre Kostelanetz and His Orchestra

Johnny

Bernstein
Tchaikovsky
Symphony No. 5

Steve Lawrence
Swinging West

We Gotta Shout!
The Dukes of Dixieland

COLUMBIA RECORDS®
**Pick of the Week**

"STRAIGHTEN UP YOUR HEART" (2:48) (McLaughlin BMI—McMahan)

"IF YOU LOVE HER" (2:13) (McLaughlin BMI—Valavanos, Szlajzak)

BARBARA LEWIS (Atlantic 2200)

Barbara Lewis is the first pop redevelopment of "Hello Stranger," with another potent effort that could make it two top-tens in a row. It's another intriguing, low-key effort, tagged "Straighten Up Your Heart," that the label delivers with touching sincerity. Excellent echocha cha beat support supplied by Riley Hampton's crew. More of the same top drawer weeper stuff on the flipside.

"THEN HE KISSED ME" (2:30) [Mother Bertha, Trio BMI—Spector, Greenwich, Barry]

"BROTHER JULIUS" (2:00) [Lark BMI—Goland]

THE CRYSTALS (Philles 115)

The Crystals' unbroken string of successes should quickly see the addition of "Then He Kissed Me," Side 2's captivating, quick moving, full sounding romance that sports a sensational arrangement by Jack "Spacks" Nitzsche. The "Brother Julius" undercuts its all-instrumental twist roll. Top notch all the way.

"8 X 10" (2:48) [Moss Rose BMI—Anderson, Hayes]

"ONE MILE OVER—TWO MILES BACK" (2:17) [Moss Rose BMI—Anderson]

BILL ANDERSON (Decca 31521)

Country hit-maker Bill Anderson, with its still rocking up the boot with his pop-country sambamahlo, "Still," can repeat its dual-chart stunt success with this new top-notch single. The song, "One Mile Over—Two Miles Back," is a top-notch romancer, filled "8 X 10," that finds Bill in a poignent narrative-backed up by a very pretty choral support. Bill and his choral support sing out in stanzas and the song on the crying towel up tempo coiler that also rates hitville status.

"A-OGGA" (2:05) [Wright-House of Joseph BMI—Gordon]

"BIG BAND" (2:25) [Wright-House of Joseph BMI—Gordon]

THE RUTERS (Warner Bros. 5377)

The label's happenings in the pop-country field have their biggest chart date since "Let's Go" with his new WB stand. Deck, tagged "A-ogga" (title's derived from the sound of the old-timey horn honking horn- heard here), is a cut-loose romp filled with teen-boat, joy, Scott (Gordon & Hall arrangement. A femme chorus, the Tri-Delts, are highlighted on the happy-go-lucky "Be Diddley"—like undertow.

"NOT SO LONG AGO" (2:40) [Marty's Music BMI—Robbins]

"I HOPE YOU LEARN A LOT" (2:06) [Martica BMI—Sykes]

MARTY ROBBINS (Columbia 37797)

The vet country-pop chanter is sure bet to garner dual-market honors with this new release tagged "I Hope You Learn A Lot." The tune is a tender, self-penned country-pop bonanza that features break with a warm southern-of-the-border flavor. The flip, "I Hope You Learn A Lot," is Marty's country version of the country music essayed by the songster with all of his expected poise.

"FADED LOVE" (3:48) "BLUE MOON OF KENTUCKY" (Bob Wills BMI—J. & B. Wills)

"PATSY CLINE (Decca 31522)

The late Patsy Cline's vast legion of fans, with country and pop marts, are sure to send either end of this country-olde pie dubbed up into money-making territory. One half's the pretty ballad lilter "Faded Love," while the other's the sentimental favorite, "Blue Moon Of Kentucky." It's a toss-up for honors.

"HALFWAY" (2:23) "RAININ' IN MY HEART" (2:25) [Barnes-Devorzon BMI—Barnes-Devorzon BMI—Post]

Chadick, Chandler, EDDIE HODGES (Columbia 4281)

Eddie Hodges has a good chance of reaching the charts quickly with either side of this new ultra-commercial Columbia release. One end here, "Halfway," is an infectious, chorus-backed cues-pace-romancer with some effective melody-building. The other bid, "Rainin' In My Heart," is a raunchy, high-powered weeper with a top-flight danceable beat. Eye both sides here for rapid acceptance.

"LITTLE BY LITTLE" (2:14) "LONELY PEOPLE DO FOOLISH THINGS" (McCoy, (Savill, Best—BMI)

Valencia ASCAP—(Ahlt, Snyder)

LINDA HOPKINS (Brunswick 5528)

Thrush, who just made a solid chart impression via her "Shake A Hand" debut effort, keeps on the first big solo successes with either end, or both, of this new Brunswick session. One half's a sizzling rock-a-twist-up-dating of Nappy Brown's year-back success, "Little By Little," while the other's a powerful emotional beat-ballad weep- er labeled "Lonely People Do Lonely Things." Superb orch-choral sup- port from Alan Lorber's crew on both contenders.

**Record Reviews**

- **Cash Box**—August 3, 1963
It started C&W, but it’s gone POP now!

First in ATLANTA
BALTIMORE
BOSTON
HARTFORD
MEMPHIS
...and now
bustin’ out
coast to coast!

SONNY JAMES
THE MINUTE
YOU’RE GONE

Capitol #4969

GET ON BOARD A BIG, BIG HIT!

Cash Box—August 3, 1963
**RECORD REVIEWS**

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

Only those records best suited for commercial use are listed by Cash Box.

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**Pick of the Week**

- **I'M COMING BACK TO YOU** (2:22) [Brando ASCAP—Douglas, Lanley, Reddie]
- **THE THINGS I LOVE** (2:30) [Cherio BMI—Barlow, Harris]
- **FAREWELL TO ADRA** (2:22) [Omni BMI—Pursell]
- **PRADE** (2:43) [Brando ASCAP—Byron, Brannan]
- **BILL PURSELL** (Columbia 42832)

The Duprees are great bets to make the chart rounds once again with another olde-up-dating job for Coed. This time it's the pretty year-66 song by Jani Stepping Stone. "Why Don't You Believe Me," that the crew carves out, Joey Vann in the lead, with teen beat-ballad finesse. More potent beat-ballad revival stuff on the lovely evergreen couple.

**Newcomers**

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

- **STAY** (2:30) [Cherio BMI-Williams]
- **SOMEBODY MAC (10 CRY SOMEDAY)** (2:30)
- **PORGY & THE MONARCHS (Male 462)**
- **SUNNY & THE SUNGLOWS (Bear 3014)**

The Jamieson-cut has latched on to an important master kicking up a territorial feud on the Tear Drop banner (out of Winnie, Texas). It's the white-bed pop-rap pick, "Talk To Me," that Sunny (ably backed by the Sunglow vocalists) has chiseled that's chock full of those chart-making vocal and instrumental ingredients, chyme's already became a hit and could spread like wildfire. Backing's a haunting slow beat cha cha weeper.

- **TALK TO ME** (2:41) [Jaye & Cee BMI—Senaea]
- **PONY TIME** (2:30) [Alan K BMI—Coy, Berry]
- **FANCY PACE** (2:32) [Gallico BMI—Kilgore, Osborne]
- **WILL IT LAST** (2:32) [Gallico BMI—Burton, McCoy]

Jaimey Brannon's Epic bow has those chart-making ingredients-notch-tis every groove of the disc. It's a strict, multi-track stump-beat cha cha sentimental entry, tagged "Fancy Pace," that Jamiey sits off-beat with coin-catching authority. Sarche shows off a notch bot-ballad style on the inviting lowerend, "Make It Last."

- **JEZEBEL** (2:30) [Hill & Range BMI—Shankin]
- **STAGE TO CASH** (T.M. BMI—Farina, Farina, Farina)
- **ROG E.G.** (Biggop 3154)

Look for Rob E.G. to cash in on the sales of the Pacific with his American chart-maker, "Jezebel." It's the closest thing the industry has to an intriguing up beat, Ventures-Tornadoes-like reading with Rob's guitar leaning on the natty way. Backing sports more striking stuff geared to musically picture a stage-act that's on its way.

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**AL ALBERTS & THREE OF A KIND** (1087)

- **KOSHIKO** (2:31) [Springton ASCAP—Alberts, Alberts & Three Of A Kind]
- **B) ONLY ON SUNDAY** (2:14) [Springton ASCAP—Alberts, Alberts]

The gang dishes up a clever take-off of the famous off-cut flick theme.

**ARTHUR PRYSOCK**

(B+) **CRAWDAD** (1:57) [E. B. Marks BMI—McCoy, Bernstein]

This marks a complete departure for the larck, who's been on in the memorable country boy's caper, "Tagged Out," as "Canyon To You," with an infectious Bobby Vee-up tempo, multi-track arrangement supplied by Ernie Freeman. Decoy exposure can send it soaring, Coupler's an extremely pretty sentimental ballad romancer that could also win the platter swappers over.

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**WHY DON'T YOU BELIEVE ME?** (2:30)

- **BOSTON & Mass BMI—Douglas, Lanley, Reddie**

The Duprees are great bets to make the chart rounds once again with another olde-up-dating job for Coed. This time it's the pretty year-66 song by Jani Stepping Stone. "Why Don't You Believe Me," that the crew carves out, Joey Vann in the lead, with teen beat-ballad finesse. More potent beat-ballad revival stuff on the lovely evergreen couple.

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**KIP ANDERSON**

(Everlast 5021)

- **I FEEL GOOD** (2:30) [Bob Dan BMI—Anderson]

The popgoat's new hit will feature with this. Good hearing this happy lovey-dovey from the go-go crowd, who get it from this one. A gospel-styled romp from his combo-church companions. (Kip Gordon C&I)

**TONY & JEFF** (Ding Dong 4309)

- **WE HAVE ME PRETTY BABY** (2:02) [Aztec BMI—Baxter, Ross, Allen] Slow-moving, chorus-backed, weeper with some funky blues overtones.

**BELLSHANN** (Contempo 908)

- **BILLY DON'T PLAY THE BANJO** (2:16) [Cherrybell ASCAP—Ross, Stockhouse] Tony and Jeff unleash their potent, wide-range vocal talents full-blast on this rousing teen-angled romancer with some effectivie guitar-octets.

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**BELLSHANNY** (Contempo 908)

- **IT IS LOVE THAT I FEEL** (2:32) [Aztec BMI—Baxter, Ross, Allen] Slow-moving, chorus-backed, weeper with some funky blues overtones.

**EAKR GRANT** (Decca 25607)

- **I'M A ROCKY** (2:02) [Bechwood BMI—Nakamura] The vet organist can always be counted on to sell well and this top-flight jazz-blues cover of Kyu Suzuki's"big hit song" is destined to ride the store's uptempo. The group dines-up the slow-moving, colorful ballad with enough verve and polish to attract a slew of deejays. Watch it. (B+)

**BRING THE ONE** (2:18) [BMI—Ko. Mor, Gorman, Olsen] This time out the crew offer a bonafide novelty to the kids and play the words on the几点 folk-idol.

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**CURIOUS** (Contempo 102)

- **CHICKEN BACK — PART ONE** (2:04) [Patti BMI—Brown] The C's are out to create some excitement with this fast-moving lively-penned new teene dance novelty. Side boasts some top-flight electric guitar sounds. Eye catchy.

**BOB** (2:19) [CGB BMI—Trans, Ross] Rousing, high-powered uproar about a guy who's going steady.

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**LEN MONEDEL** (Smash 1836)

- **THAT'S WHAT GIRLS ARE MADE FOR** (2:15) [Dragonwyck BMI—Gates & Farina] This sheet and hisCombo-chorus companions certainly know their way around a happy rock sound, a statement any teeny support junk can grabbing a listen for several of this session. Lots of first-rate rock cheer.

**BOBBY LEILE** (ASR 210)

- **MORE** (2:10) [Dragonwyck BMI—Gates, Bridges] Slly, colorful blues-styled stuff on this end.

**BOBBY WAYNE** (A&M 716)

(B+) **TIP TOES** (1:57) [Johnstone-Montel & Camarillo BMI—Walker]

Young thrush tops a snappy, good-natured novelty almost right in the charts. Label is distributed through Dot Records.

**KATHY BRANDON** (Crystalet 769)

(B+) **SURFIN' DOLL** (2:12) [Camarillo BMI—Farina, Farina] Young thrush tops a snappy, good-natured novelty almost right in the charts. Label is distributed through Dot Records.

**BOB** (2:30) [Carsey & Homay BMI—Tucker] Nice wistful pose by the performer.

**THE NEWSMARKS** (Smash 267)

(B+) **GOODY - GOODY GUM DROP** (2:30) [Clane, McClane, Sifeit, Morrey, Neson] Inviting softy blend in this corner.

**DAVID HAMBER** (London 9610)

(B+) **I FOUND CAROL** (1:45) [Piccolino BMI—Carroll, Farina] Carol, the girl of a 1,000 teenergy songs, has been "found" in this colorful big-band backed novelty and the kid shows off the news front in a happy orchestra.

**BOB** (2:30) [Camarillo BMI—Farina, Farina] Intimate teeny warbling by the singer. His back-up sound moves a brisk pace.

**AUGIE ROES** (Shelby 181)

(B+) **THERE'S A GIRL DOWN TOWN** (2:04) [Patti BMI—Brown] The C's are out to create some excitement with this fast-moving lively-penned new teene dance novelty. Side boasts some top-flight electric guitar sounds. Eye catchy.

**BOB** (2:19) [CGB BMI—Trans, Ross] Rousing, high-powered uproar about a guy who's going steady.

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**Cash Box—August 3, 1963**
STRENGTH IN NUMBERS!

The Astronauts "Baja" #8194
Bobby Bare "Detroit City" #8183
Sam Cooke "Frankie and Johnny" #8215
George Hamilton IV "Abilene" #8181
Neil Sedaka "The Dreamer" #8209

RCA VICTOR

The most trusted name in sound®

Cash Box—August 3, 1963
**Pick of the Week**

**Newcomers**

In an effort to call attention to Pick to records by "Newcomers" (artists never before on the Top 50) the editorial staff of Cash Box will list such records under this special heading.

"CRY BABY" (3:09) [Rittenhouse & Mellin BMI—Russell, Meade]

"DON'T CHANGE YOUR HEART" (2:50) [Rittenhouse BMI—Bell, Garnett, Moms & the Enchanters (United Artists 629)]

This new group has a good chance at grabbing Top 100 honors with this initial United Artist entry tagged "Cry Baby." The tune is a rousing fusion of divergent melodic elements (pop, blues and gospel) into one cohesive rhythm-tinged-angled lament. Eye it for rapid acceptance. The couple, "Don't Change Your Heart," is a tender, shuffle-beat romance in which lead singer takes the spotlight.

"CAN'T HE TAKE A HINT?" (2:53) [Elevator BMI—Davis]

"THAT GUY IS MINE" (2:15) [Elevator BMI—Davis]

KENNI WOODS (Philips 40112)

Newcomer Kanni Woods' name can be plastered all over the charts in the coming weeks to come. Reason is her tempting Phillips debut, "Can't He Take A Hint?" a soft ball chiea opus from the hushed-voiced Mary Wells—Barbara Lewis school. Splendid choral-ork backdrop rounds out off this opener. Companion piece is a fetching change-of-phase twist beat effort.

"SUGAR COATED LIES" (2:16) [Edwin H. Morris ASCAP—Adams, Haskell]

"THE SILENT TANGO" (2:30) [Tee-Fee BMI—James, Barroque]

RAY STEELE (Sue 787)

Ray Steele's Sue debut is an impressive one. The songster displays a winning, easy accessibility vocal style as he sings, "Sugar Coated Lies," a soft balla chiea lover's lament. Fetching choral-ork support on a deck destined for loads of turntable action. Undercut, from the mild, tender, ballad-flavored beat affair that Steele projects with loads of feeling. Effective recitations along the way.

**Best Bets**

ROGER WILLIAMS (Kapp 454)

"LOOK AGAIN (Theme from "L'AGE D'OR")" (2:14) [United Artists, Fairlane ASCAP—Langdon, Pickett], romantically mashing much-cut pic theme can really be on its merry chart way via this charmingly simplistic pianist (who just made noise with "Janis Is Her Name") and the often-Car-michael ork-chorus. Watch this one closely.

(B) "DANKE SCHON" (2:44) [Roosevelt BMI—Kaepernick, Ilene, Claricia] Another piano, piano, piano, "must programming" stuff on this all-instrumental reading of the Wayne Newton smash.

ROBERT GOULET (Columbia 42855)

"BELIEVE IN ME" (2:43) [Dyck, Ager, Aden] The chanter can finally break through in the singles dept, with this tender, chors-backed leg-sijted-lyrical romantic ballad. Side looms as a natural for heavy airplay.

(B-) "HOW VERY SPECIAL YOU ARE" (3:05) [Chesnick-ASCAP—Vedona] This time out the chanter dishes-up an appealing sentiment ode to the girl of his dreams.

LITTLE JOHNNY TAYLOR (Galaxy 722)

"SOMEBODY DOWN THE LINE" (2:17) [Cresco-Escort BMI—Taylor] Infectious blues business from the warbler, who enters the session after a prolonged absence, making this a well-timed opener, featuring a fuzzy harmonica which is heard throughout the segment. Could make a solid pop-blues property.

(B) "PART TIME LOVE" (3:16) [Cresco-Escort BMI—Hammond] Earthly stand by the songster.

STEVE ALLEN (Dot 1650?)

"CUANDO CALIENTE ESTA LA LLUVIA" (2:32) [Peer Int'l BMI—C&M Richard, Williams] Allen's forte is his sweet, sultry Latin bit, a big Latin hit, is sung with much appeal by The Coppacabana Quartet, which is backed up and rounded out by the striking Alan keyboard. Could be this left-field hit. Allen mode chart noise last out time with his popular jazz tune, "Gravy Waltz."

(B) "FRIEND ME TO ME" (2:08) [Trenner ASCAP—Trenner] Allen takes the spotlight in this bloody hip "theme" outing.

DEAN CHRISTIE (Mercury 72140)

"MONA" (2:15) [Merjorda BMI—Madara, White, Christie] Dean Christian of "Heartbreaker" fame, could have a noisemaker on his hands. The hard-driving, backed raunchy ditty all about the girl of his dreams. Plenty of potential in this Mercury bow.

(B) "CITY BOY" (2:15) [Merjorda BMI—Madara, White] Medium-paced swingin' songs about the benefits of city life.

CRICKETS (Liberty 55603)

"APRIL AVENUE" (2:16) [Cricket BMI—Curtis, Allinson] The Crickets have scored in the past and they can get back in the hit groove again with this medium-paced, hard-shuffle, Teen-angled In, about the garage, garage, garage, garage. Good beat for deejays.

(B+) "ALL THE WAY I LOVE ME" (2:24) [Cricket BMI—Allinson] This time out the crew opens-up an appealing slow-paced moody ballad with an attractive while-back sound.

LONZINE CANNON (Philips 40129)

"SHOOT ME IN THE SHOULDER" (2:30) [Northern ASCAP—Seneca] Newcomer Lonzie Cannon displays the poise and vocal ability of a long-successful pro on this slow-shuffle, chorus-backed pop-blues of heartbreak. Side's a natural for r&b airplay.

"DON'T COME A LITTLE TIME AT A TIME" (2:07) [Northern ASCAP—Seneca, Lampert, Parrow] Tradition-oriented, gospel-favored, uptempo affair delivered with feeling by the songstress.

FABULOUS CONTINENTS (Columbia 42807)

"UNDEWTOW" (2:05) [Little Bunker BMI—Walsh] Here's a nifty ballad about one item which should have plenty of appeal for fans of pop music. The group rockin' surf-like guitar sound should attract the kids in droves.

(B-) "RETURN TO ME" (2:34) [Southern ASCAP—Lombardo, Dimmuto] This one's a hard-driving folk blueser backed by a rhythm of poise and author- ity by the group.

BARRY DARVELL (Cot 301)

"RUN LITTLE BILLY" (1:59) [Potomac-Cotillion BMI—Darwell] Newcomer Barry Darwell has good chance of having a fast noisemaker on his hands in this infectious, chors-backed teen-angled multi-dance affair with potent hard-driving beat. Ato distributes the deck nationally.

(B) "ALL I NEED IS YOU" (3:18) [Potomac-Cotillion BMI—Darwell] This cut for the Beat, the songster offers a plaintive, slow- moving tear-jerker with a moody, while-back sound.

CAMELOTS (Conn 2185)

"SCRATCH" (2:10) [Slidewire BMI—Appel, Bobbie] More rock sound, this one's in much the same vein as the top side but the beat is a little faster.
MGM Records proudly presents the album debut of the show-stopping vocal quartet that stole away the hearts of millions of TV viewers this season. There’s never been anything quite like this charming, beautifully-blended barbershop harmony on records before. It’s a sound that will sell and sell and sell...every time it grabs air play, every time the Osmond Bros. break up the Andy Williams Show, and every time they appear as regulars on the new ABC-TV dramatic series, "The Travels Of Jamie McPheeters."

MGM Records is a division of Metro-Goldwyn-Mayer, Inc.
# Cash Box — August 3, 1963

## 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.

<table>
<thead>
<tr>
<th>Rank</th>
<th>Title</th>
<th>Artist</th>
<th>Label/Producer</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>A Breathtaking Guy</td>
<td>Supreme</td>
<td>Motown 1044</td>
</tr>
<tr>
<td>2</td>
<td>What Makes Little Girls Cry</td>
<td>Victoria,Liberty 55574</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>The Ice Cream Man</td>
<td>Tornados</td>
<td>London 9614</td>
</tr>
<tr>
<td>4</td>
<td>Don't Pull My Hair</td>
<td>Chris Columbus Quintet</td>
<td>London 15056</td>
</tr>
<tr>
<td>5</td>
<td>Birthday Party</td>
<td>The Plimsoll Three, Mercury 721301</td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>Please Don't Talk To The Lifeguard</td>
<td>Stevie Wonder (London 72117)</td>
<td></td>
</tr>
<tr>
<td>7</td>
<td>Cottonfields</td>
<td>Ace Common</td>
<td>Hi 2062</td>
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<tr>
<td>8</td>
<td>Baja</td>
<td>Astronauts</td>
<td>RCA Victor 8194</td>
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<tr>
<td>9</td>
<td>Happy Puppy</td>
<td>Bent Fabric</td>
<td>Atco 6271</td>
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<tr>
<td>10</td>
<td>Breakwater</td>
<td>Scarlett O'Hara</td>
<td>Lawrence Welk (Dot 16468)</td>
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<td>11</td>
<td>Where Is Johnny Now</td>
<td>Sapphire, Swans</td>
<td>Swans 4165</td>
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<td>12</td>
<td>Mala Femmina</td>
<td>Jimmy Ruffin</td>
<td>Lemon 5571</td>
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<td>13</td>
<td>The Kind Of Boy You Can't Forget</td>
<td>Raindrops (Jubilee 4545)</td>
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<td>14</td>
<td>Dance Dance Dance</td>
<td>Joey Dee (Roulette 4503)</td>
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<td>15</td>
<td>Little Dancin' Doll</td>
<td>Shelly Flint</td>
<td>Valiant 6031</td>
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<td>16</td>
<td>Eyes</td>
<td>Carl Davis</td>
<td>Valiant 6001</td>
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<tr>
<td>17</td>
<td>You Get Ugly</td>
<td>Contours</td>
<td>Gordy 7099</td>
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<tr>
<td>18</td>
<td>Lucky Lips</td>
<td>Cliff Richard</td>
<td>Epic 1001</td>
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<td>19</td>
<td>Old Cape Cod</td>
<td>Jody Valis</td>
<td>Columbia 42826</td>
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<tr>
<td>20</td>
<td>What I Gotta Do</td>
<td>Little Eva (Dimension 1013)</td>
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<tr>
<td>21</td>
<td>What A Fool I've Been</td>
<td>Carrie Thomas</td>
<td>Atlantic 21800</td>
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<tr>
<td>22</td>
<td>Tears Of Joy</td>
<td>Chuck Jackson</td>
<td>Wand 138</td>
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<td>23</td>
<td>Gone</td>
<td>Rip Chords</td>
<td>Columbia 42812</td>
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<td>24</td>
<td>My First Day Alone</td>
<td>Cercantes</td>
<td>Valiant 6033</td>
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<td>25</td>
<td>You Can Never Stop Me Loving You</td>
<td>Johnny Tillotson (Cedence 1437)</td>
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## Current Releases

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Label/Producer</th>
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<tbody>
<tr>
<td>Poco Loco</td>
<td>L. B. Wilson</td>
<td>Vival—1002</td>
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<tr>
<td>King Size Guitar</td>
<td>The Fashions</td>
<td>IPEG—1001</td>
</tr>
<tr>
<td>Ooh Ooh</td>
<td>Joe E. Ross</td>
<td>IPEG—1003</td>
</tr>
<tr>
<td>Out-Ridin'</td>
<td>Steve Rowland</td>
<td>Cross Country 1818</td>
</tr>
<tr>
<td>In Your Imagination</td>
<td>Darlene &amp; Darla</td>
<td>IPG 1005</td>
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<tr>
<td>Sad Girl</td>
<td>Jay Wiggins</td>
<td>IPG 1008</td>
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<tr>
<td>Sweet Chariot</td>
<td>The Keytones</td>
<td>Chelsea 1013</td>
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<tr>
<td>A Flin Of The Past</td>
<td>Van Trevor</td>
<td>Vivid 1004</td>
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## August 1 Releases

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<tr>
<th>Title</th>
<th>Artist</th>
<th>Label/Producer</th>
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<tr>
<td>Love Weekend</td>
<td>The Who</td>
<td>London 9614</td>
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<tr>
<td>Cruel Summer</td>
<td>The Rolling Stones</td>
<td>London 9614</td>
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<tr>
<td>Stop Pretending</td>
<td>Climax</td>
<td>London 9614</td>
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<tr>
<td>Come Together</td>
<td>The Beatles</td>
<td>London 9614</td>
</tr>
<tr>
<td>Somebody Else</td>
<td>Fleetwood Mac</td>
<td>London 9614</td>
</tr>
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## Distributors

- **Mutual Dist.:** Harry Connick, United Record, Nashville, Tenn.
- **Cleve-Disc Dist.:** Naples, Fla.
- **Nashville Dist.:** Johnnie Wright, Nashville, Tenn.
- **Chicago Disc Dist.:** Chicago, Ill.
- **Dallas, Texas Disc Dist.:** Dallas, Texas
- **Denver Disc Dist.:** Denver, Colo.
- **New Orleans Dist.:** New Orleans, La.

## Note To Producers

We are interested in product, whether we are made in the U.S. or anywhere else in the world. We are available to represent either an entire label or producer with individual masters.
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Hollywood Office
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Cash Box—August 3, 1963
### RADIO ACTIVE CHART

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

([SURVEY COMPLETED TO JULY 24TH])

<table>
<thead>
<tr>
<th>% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>LABEL</th>
<th>TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE</th>
</tr>
</thead>
<tbody>
<tr>
<td>50%</td>
<td>Desert Pete—Kingston Trio—Capitol</td>
<td></td>
<td>76%</td>
<td></td>
</tr>
<tr>
<td>40%</td>
<td>Drawin' My Sorrows—Connie Francis—MG M</td>
<td></td>
<td>40%</td>
<td></td>
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<tr>
<td>37%</td>
<td>My Boyfriend’s Back—Angels—Smash</td>
<td></td>
<td>53%</td>
<td></td>
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<tr>
<td>36%</td>
<td>Frankie &amp; Johnny—Sam Cooke—RCA Victor</td>
<td></td>
<td>36%</td>
<td></td>
</tr>
<tr>
<td>35%</td>
<td>Hello Muddah, Hello Fadduh—Allan Sherman—Warner Bros.</td>
<td></td>
<td>41%</td>
<td></td>
</tr>
<tr>
<td>32%</td>
<td>Your Baby’s Gone Surfin’—Duane Eddy—RCA Victor</td>
<td></td>
<td>32%</td>
<td></td>
</tr>
<tr>
<td>29%</td>
<td>Hear The Bells—Tokens—RCA Victor</td>
<td></td>
<td>29%</td>
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<tr>
<td>29%</td>
<td>The Dreamer—Neil Sedaka—RCA Victor</td>
<td></td>
<td>92%</td>
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<tr>
<td>28%</td>
<td>Heat Wave—Martha &amp; The Vandellas—Gordy</td>
<td></td>
<td>44%</td>
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<tr>
<td>28%</td>
<td>These Foolish Things—James Brown—King</td>
<td></td>
<td>28%</td>
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<tr>
<td>27%</td>
<td>How High The Moon—Floyd Cramer—RCA Victor</td>
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<tr>
<td>25%</td>
<td>What I Gotta Do—Little Eva—Dimension</td>
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<td>67%</td>
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<tr>
<td>25%</td>
<td>The Kind Of Guy You Can’t Forget—Raindrops—Jubilee</td>
<td></td>
<td>32%</td>
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<tr>
<td>25%</td>
<td>Everybody Monkey—Freddy Cannon—Swan</td>
<td></td>
<td>70%</td>
<td></td>
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<tr>
<td>24%</td>
<td>Surfer Girl—Beach Boys—Capitol</td>
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<td>24%</td>
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<tr>
<td>24%</td>
<td>You Can Never Stop Me Loving You—Johnny Tillotson—Cadence</td>
<td></td>
<td>49%</td>
<td></td>
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<tr>
<td>23%</td>
<td>I (Who Have Nothing)—Ben E. King—Atco</td>
<td></td>
<td>99%</td>
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<tr>
<td>22%</td>
<td>It’s A Lonely Town—Gene McDaniels—Liberty</td>
<td></td>
<td>22%</td>
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<tr>
<td>18%</td>
<td>Hey There Lonely Boy—Ruby &amp; Romantics—Kapp</td>
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<td>18%</td>
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<td>17%</td>
<td>If I Had A Hammer—Trini Lopez—Reprise</td>
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<td>17%</td>
<td>Dancin’ Holiday—Olympics—Tri-Disc</td>
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<td>16%</td>
<td>It Hurt’s To Be Sixteen—Andrea Carroll—Bigtop</td>
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<td>76%</td>
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<tr>
<td>16%</td>
<td>Mama Don’t Allow—Rooftop Singers—Vanguard</td>
<td></td>
<td>16%</td>
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<tr>
<td>16%</td>
<td>Hey Girl—Freddie Scott—Colpix</td>
<td></td>
<td>77%</td>
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<tr>
<td>15%</td>
<td>Sometimes You Gotta Cry A Little—Bobby Bland—Duke</td>
<td></td>
<td>15%</td>
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<tr>
<td>14%</td>
<td>Make The World Go Away—Timi Yuro—Liberty</td>
<td></td>
<td>93%</td>
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<tr>
<td>13%</td>
<td>Mockingbird—Inez Foxx—Symbol</td>
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<td>13%</td>
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<tr>
<td>12%</td>
<td>Surfin’ Hootenanny—Al Casey—Stacy</td>
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<td>82%</td>
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<tr>
<td>11%</td>
<td>You’re Gonna Need Me—Thruston Harris—Imperial</td>
<td></td>
<td>11%</td>
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<tr>
<td>10%</td>
<td>Organ Shout—Dave “Baby” Cortez—Chess</td>
<td></td>
<td>10%</td>
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<tr>
<td>10%</td>
<td>Why Don’t You Believe Me—Duprees—Coed</td>
<td></td>
<td>10%</td>
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<tr>
<td>10%</td>
<td>Twist It Up—Chubby Checker—Parkway</td>
<td></td>
<td>99%</td>
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</table>

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

<table>
<thead>
<tr>
<th>TOTAL % TO DATE</th>
<th>TOTAL % TO DATE</th>
<th>TOTAL % TO DATE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Monkey Time</td>
<td>Can’t Nobody Love You—Salomon Burke (Atlantic) 22%</td>
<td>Green, Green—New Christy Minstrels (Columbia) 82%</td>
</tr>
<tr>
<td>Major Lance (Okeh)</td>
<td>Saturday’s Sunshine—Burt Bacharach (Kapp) 23%</td>
<td>Ice Cream Man—Tornados (London) 29%</td>
</tr>
<tr>
<td>Que Sera Sera High Keys (Atco)</td>
<td>We’ll Till My Bobby Gets Home—Darlene Love (Philles) 97%</td>
<td>Old Cape Cod—Jerry Vale (Columbia) 6%</td>
</tr>
<tr>
<td>Lonely Surfer Jack Nitzsche (Reprise)</td>
<td>Little Deuce Coupe—Beach Boys (Capitol) 14%</td>
<td>Mala Femmen—Connie Francis (MG M) 3%</td>
</tr>
<tr>
<td>Marion Hop Ran-Dells (Chairman)</td>
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**Cash Box—August 3, 1963**
“MY SON, THE NUT”—Allen Sherman—Warner Brothers WS1261
Allen Sherman, who rode the crest of the LP charts with his first two Warner Brothers albums is sure to make chart inroads with this third offering. Additionally, the songster-comic is currently clogging with a routine called from this set tagged, “Hello Mudduh, Hello Fadduh.” The luffman is at his funniest with “Hail To thee, Fat Person” and “Here’s To The Crabgrass.” Eye this one for strong initial sales.

“SCARLETT O’HARA”—Lawrence Welk—Dot DLP35528
The staying power of Lawrence Welk is evidenced again on this top-notch album outing from Dot. The orkster has been riding the charts with almost every LP released during the last few years and this one is no exception. Some of the hottest sides around are included and the arrangements are some of the best in the maestro’s huge repertoire. Best bets here are “Scarlett O’Hara,” “To Me Kathleen, Dewey, Sport,” and “I Love You Because.” The set is scheduled for an early trip to hitville.

“EASIER SAID THAN DONE”—The Essex—R25234
The Essex make their LP debut on Roulette with this lively program of pulsating tunes tagged after their recent chart-topper, “Easier Said Than Done.” The group handles these numbers with polished control and their free-swinging delivery allows them to shine on “All in My Mind,” “Are You Going My Way” and “We Belong Together.” The songsters’ newly-found power will surely be increased by this effort. The set looms as a moneymaker.

“THE LIVELIEST”—Vic Damone—Capitol ST1944
The vocal magic of Vic Damone is dynamically showcased on this new Capitol entry recorded “live” at Basin Street East and released concurrently with the opening of his new “The Lively Ones.” The chancer has never been better and the big band backing is a perfect complement to his big, warm voice. Slick sides here are “The Most Beautiful Girl In The World,” “What Kind Of Fool Am I” and “When Your Lover Has Gone.” Loads of chart potential here.

“THE KITTY WELLS STORY”—Decca DXSB7174
Here’s a two-pocket Kitty Wells package from Decca that is loaded with sales potential. It’s a recorded chronicle of the lark’s success with the label from “It Wasn’t God Who Made Honky Tonk Angels” to the current click, “I Gave My Wedding Dress Away.” With very capable vocal assists from the Jordansires, the lark shines on “She’s No Angel” and “Lonely Side Of Town.” The set should be a blockbuster in the country market.

“THE LETTERMEN IN CONCERT”—Capitol ST1932
The Lettermen, with four Capitol chart-riding albums to their credit, are the number five with this concert LP that includes imitations of the popular vocal groups, and a well rounded program of pop, folk, and show tunes. Launching the set with “Hey, Look Me Over,” the boys continue with top-drawer versions of “What Kind Of Fool Am I” and a medley of tunes from “West Side Story.” The versatile group’s legion of admirers should come out in strength for this one.

“LOU CHRISTIE”—Roulette R25208
Lou Christie, with three click singles in a row, comes up with a premier LP on Roulette that includes his big ones along with a bag of other easy-paced items. The chanter has cashed in on the falsetto gimmick and uses it to advantage on each of the tunes here. His teenage fans will come out in droves to hear his treatments of “Two Faces Have I,” “The Gypsy Cried” and “How Many Teardrops.”

“LIGHTS OUT, SWEET DREAMS”—Bert Kaempfert—Decca DLP25528
Bert Kaempfert’s proclivity for turning out tasteable, danceable and easy to listen to LP’s continues with this release. The selection geared for mood listening. The orkster’s arrangements are subtly fresh and give new warmth to such oldies as “Sentimental Journey,” “Body And Soul” and “Whispering.” Here is a first-rate late hours mood album, a good catalog item with lasting appeal.

“JACK THE RIPPER”—Link Wray—Swan 510
Link Wray, still climbing the Top 100 with his Jack The Ripper” tag is back again with this set and includes eleven other instrumental to showcase his artistry on the guitar. Accompanied by the Raymen, the guitarist lets loose with some exciting renditions of “Guitarman,” “Cross Ties,” “Boo Hump” and “Run Chicken Run.” The teen dance crowd will surely dig the set.

“SOMMERS’ SEASONS”—Joanie Sommers—Warner Bros. WS 1504
For this, her sixth Warner Bros. LP Joanie Sommers offers a delightful varied program of season-oriented evergreens. The lark’s rich, throaty, wide-ranging voice shines in some fine arrangements, with chorus-backed interpretations of “Winter In New England,” “Spring Will Be A Little Late This Year” and “Comes.” One of the artist’s most professional dates.

“SONGS WE SANG ON THE ANDY WILLIAMS SHOW”—Osmond Brothers—MGM E-4116
Frequent exposure on Andy Williams’ TV’er of last season has given the Osmond Brothers plenty of invaluable experience and a built-in admiring public. The boys make their debut on MGM with this package of songs they sang during the past year. The Osmonders display a lot of talent, a natural feeling for harmony, and a youthful enthusiasm that serves them well on these barber-shop warhorses. Their fans will appreciate their readings of “Mighty Lak A Rose,” “Just A Song At Twilight” and “By The Light Of The Silvery Moon.”

“PRIMA SHOW IN THE CASBAH”—Louis Prima—Prima PM3001
Louis Prima makes his debut on his own label with this package of standards recorded during a recent performance at the Sahara Hotel in Las Vegas. With some vibrant instrumental help from Sam Butera and the Witnesses and the vocal charm of Gia Maione, the set swings from beginning to end. Solid sides here are “I Love You,” “You’re Nobody ‘Til Somebody Loves You” and “Solitude.”

“IT’S GONNA WORK OUT FINE”—Ice & Tina Turner—Sun 2007
Ice & Tina Turner tag this new LP romp on Sun after a while-back hit called, “It’s Gonna Work Out Fine,” and include another r&b biggies of recent vintage. Most of the tunes here are up-tempo and the duo belts them out with unashamed good spirits. Jumping off with “Gonna Find Me A Substitute,” the pair also includes “Poor Fool” and “I’m Gonna Cut You Loose.” The package looms as a moneymaker in the r&b markets.
A Significant Milestone
In Folk Music History!

THE
ROBERT
DE CORMIER
Folk Singers

25 EXCITING VOICES
RECORDED BY THE INCOMPARABLE COMMAND TECHNIQUE

Full-blooded vitality is returned to folk singing in these fascinating performances. Every colorful nuance, the finest and most delicate shading as well as the tremendous ensemble power of this 25-voice group is recorded and reproduced by Command with astonishing realism.

SELECTIONS: If I Had a Hammer; Where Have All the Flowers Gone; Amen; The Virgin Mary (Had a Baby Boy); Hallelujah; Rhody; Dance, Boatman, Dance; Walk Together Children; Rainbow; Igra Kolo; Bela Bimba; Kissing's No Sin; Bye 'n Bye. #853

Cash Box—August 3, 1963
"WASHINGTON BLOOMERS"—Kermit Schafer—Jubilee WP 1181
Kermit Schafer cashes in on the mistakes of luminaries in high places on this often hilarious session of bloomers from the nation's capital on Jubilee. The columnist-radio producer has come up with dozens of slips of the lip to make up this 15th volume in the blooper series. All of the preceding blooper LP's have been big sellers and this one should follow a similar course. The disk might encounter airplay difficulties but many comments are suitable for laff-programming.

"THE EXPLOSIVE SOUND OF LES BROWN"—Columbia CL 2383
Les Brown and his Band of Renown, with the aid of the arranging talents of J. Hill, take a delightful swing into the classics on this new Columbia set. Hill has taken some popular classical selections and transformed into the swingin' brand music long-associated with the orch. The band shines on "Bix's Has His Day," "Debusay's Dream" and "Liza's Lis." Fine fare for either dancing or listening pleasure.

"MR. BLUES"—B. B. King—ABC-Paramount—ABC 456
The vet pop-r&b chanter unleashes his potent, wide-range vocal talents full-blast on this top-notch teen-oriented set from ABC-Paramount. King's straightforward, soulful style is firmly showcased on first-rate chorus-backed readings of "Cry of the Heartbreaks," "By Myself" and "On Your Word Of Honor." All of the artist's legion of fans should really dig the package.

"GOLDEN FOLK SONG HITS—VOLUME 2"—Johnny Mann Singers—Liberty LST 7296
Cashing-in on the universality of the current folk trend, the Johnny Mann Singers come up with their second outing of pop-folk items. The group does not read the tunes in their original styles but offers their own distinctive full-ork-backed lush renditions. Among the highlights here are "If I Had A Hammer," "Greenback Dollar" and "Walk Right In." Dee Jay's should find plenty of spinable material here.

"THE BEST OF RUTH BROWN"—Atlantic 8089
Ruth Brown, who scored some time ago with "Teardrops From My Eyes," belts her way thru a bevy of rhythm and blues tunes in soulful blues fashion. The blues-singer handles these 14 tunes with the ease and skill that has become her trademark. In addition to her biggie, the lacking smoothly essays "Mama He Treats Your Daughter Mean," "Oh What A Dream" and "Lucky Lips." Solid r&b programming fare here.

"THE SURFER'S BEAT"—Calvin Cool—Charter CL 1107
The country is being deluged with "surfin'" LP's, many of which are making the best-seller lists. Calvin Cool and the Surf-Knobs make their big "splash" on Charter with this package of surf standards and newies. This West Coast group displays the hard-driving rhythm that has become the trademark of the authentic surfing bands. The proceedings begin with "Surf City" and continue with such familiars as "Surfin' U.S.A." and "Pipeline."

"HAIGHT TATTOO"—Walkiki's—Palette MGM 9128
Hawaiian music has had a market since the romantic islands were discovered over two hundred years ago, and this delightful program of tunes associated with our 8th state should please a wide variety of record buyers. The Walkiki's, a five closely knit ork utilizing some authentic steel guitars, turn in first-rate readings of "Sugar Moon," "I'll Remember Sweet Hawaii" and "Aloha Parade." Enjoyable listening throughout.

"DISCOVER TUPPER SAUSSY"—Monument MPS 9904
Once every few years a jazz 88'er emerges with such drive and vitality that he stands head and shoulders above his peers. Tupper Saussy is such a pianist. The talented young keyboard stylist, with his group, has a free-flowing, modern style which combines basic jazz melodic changes and classical overtones into one cohesive fusion of harmony. While backed by a small combo the artist shines on his own "Yellow Summer," "Golden Hawaii" and "Too Very Soon." A talent to watch.

"NOW!"—Sonny Stitt—Impulse A-43
Ace jazz saxist Sonny Stitt teams up with an accomplished rhythm section including Hank Jones on piano, Al Lucas on bass and Osie Johnson on drums on this new swingin' Impulse entry. Stitt's hard-driving mainstream approach couples vitality with free-flowing melodic sentimentality. The crew in top-notch form on "Surfin'". "Please Don't Talk About Me When I'm Gone" and "I'm Getting Sentimental Over You." One of the best sets that the artist has cut in quite a while.

"MO' GREENS PLEASE"—Freddie Roach—Blue Note BL 9008
Freddie Roach comes up with a second Blue Note album, this time geared for dancing—everything from the bird to the bossa nova. The organist showcases his artistry at the electronic keyboard in a variety of ways and tempos and gets some first rate assistance from Kenny Barrille on guitar, Conrad Lester on sax, Clarence Johnston on drums and Eddie Wright on bass. Jazz buff's addicted to dancing will find this a pleasurable session. Included are "Party Time" and "Un-chained Melody."

"SOMETHING TENDER"—Bud Freeman—United Artists 13023
Here is an easy-listening jazz package from United Artists featuring the saxophone talents of veteran Bud Freeman. Assisted by the two guitarists of George Barnes and Carl Kress, the saxola reads time perfectly with the lyrical melodies of Richard Rodgers ("Mimi" and "Mounct Greenery") and puts plenty of feeling into 'the Duke's "Satin Doll." The spirit is jazz and the melodies are pure. Plenty of enjoyable listen-

"RAVEL: The Complete Orchestral Works, Paris Conservatory Orch./Andre Cluytens—Angel 36361D"

The complete orchestral works of Ravel are included in this 4-disk set from Angel. Attractively boxed and with a set of explanatory notes, the set is also available in single volume. Andre Cluytens expertly guides the orchestra through Ravel's "Bolero," "Daphnis Et Chloe" and "Mae Mere L'Oye" and many others. The classical devotee will surely want this excellent collection.

"RACHMANINOFF: Piano Concerto No. 3 in D Minor, Vladimir Ashkenazy, London Symphony/Andrzej Fiorenzani—London 1963

Vladimir Ashkenazy's position as an interpreter of Rachmaninoff has become firmly established in recent years after a series of very successful concerts which won him plaudits throughout the world. The pianist has a commanding knowledge of the composer's works and executes them with authority and feeling. This excellent version of the 3rd Concerto ranks with the best, and Ashkenazy's handling of the 2nd and 3rd movements is exciting and brilliant. Set is a welcome edition to the classical catalog.
COMING NEXT WEEK

THE

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ON
JOHNNY
BUSH
WASHINGTON
THAT'S HOW HEARTACHES ARE MADE
SYMBOL 921

JOHNNY TILLOTSON
JIMMY McCaFFREY

CASH BOX
RECORD RAMBLINGS

NEW YORK:
Don and Count Basie appeared at the Moon Bowl in Freedomland last week to the cheers of Bronx residents who came to see their own local-boy-
made-good... Johnnny Tillotson, currently singing with the Dick Clark Show, could have another big one with "You Can Never Stop Me Loving You," according to indie promoter Morty Wax, who's also plugging for "Here Comes Raggedy Ann" by Allen Reynolds... Jimmie Dean had a five-city tour in as many days last week, playing for hordes of teen-agers on TV: 'The Jimmie Dean Show,' which begins over the ABC-TV network 9/19 (Thurs 9PM). The Colum-
bia disk star visited Houston, Minne-
apolis, St. Paul, Chicago, and Baltimores.... Jean Martin makes her debut on the Marjay label with "Tanto, Tanto." The songstress has just signed a long-term contract with

Among the judges at last week's Teenage Beauty contest at Palisades was Larry Rett, the host of West Side Story on Broadway for several years. Larry is recreating the part of Tony in the summer stock productions in Ohio for two weeks along with Bobbe Rydel with whom he made his debut in the part of Riff. More and more spinners have added Steve Chayton's "Columbia" labels to their pro-
gramming—it's the delighter chosed by record buyers... Windjammer, and Jurgy Murray quite enthused over Ray Steele's disk debut with "Sugar Coated Love." The song has created quite a stir in the industry since her new album, "Andy Carson "Tonight" show has been signed by Columbia...

Joe Cal... Pino desired promotion and he's signed deejay Art Roberts (WLS Chicago) to a management & sales representative contract. Art took over the Dick Biondi spot and will soon

LEAVE ME ALONE
BABY WASHINGTON
SUE 790

THIS IS IT!
ONE OF MINE
JIMMY McCaFFREY
SUE 786

UNDER A NEW BANNER!
A PERFECT WIFE
ROBERT AND JOHNNY
IT'S GONNA WORK OUT FINE...
SUE LP 207

the label and an extensive record program is in the works.... Betty Mid-
igan joins Carmen Cavallaro at the Royal Manor in the Ansonia during the Parnesman Giant week (29) info publicity rep, Milton Kaye, announced that Columbia songstress Jerry Vale booked into the Royal Manor at Spring Lake, N.J. for a ten-day stand beginning 8/15... Earl Wrightman, another of Columbia's stalwarts, concluded his summer stock tour with two weeks at the Melody Top in Milwaukee as the lead in the Vagan-
band King... Bob Yorkey notes that "He's Mine" by Alice Wonderland (Barrell) sold over 5,000 last week and looks like a breakout in Detroit...

Donald O'Connor, Patti Page, Paul Anka and the Lennon Sisters are scheduled for appearances at Free-
domland in the coming weeks. Monument Records is very excited about the prospects for Tupper Saussy who has a new LP... Joe Brott at London that Vera Lynn's Golden Hits LP's should stir up plenty of nostalgic interest among her legions of fans in this country... Joey Banner of the New York office and at Philips says "Stayed Away Too Long" by Lonnie Donegan in Atlanta and is getting

stirring substantial airplay... Tob Reymus, who is appearing nicely at the Inny today. Indoors here in New York, moves on to the famed Mr. Kelly's in Chicago on 8/12, the Bob Krehbiel salesgoer at Atlantic, jubilant over a pack of breakouts on Ateco & sublabel labels—such as Bobby Marchan's "What Can I Do (Parts 1 & 2)" (Volt), happening in Miami, and Harry Darvell's "Run Little Billy" on the Colt 45 label in Norfolk, Va.... Jimmy Buckley, who over the weekend in New York, predicts national breakout for Marie LaDonna's Gateway song waxing of "Boyboy Baby,"... Ira Rothstein, formerly with Record Rendevous in Jamaica, Ltd., bonzerly tells us he will be operating Hall of Records in Hunting-
ton, N.Y. with Capitol's smiling Bob Batachio confident that the distery has two sure-fire winners in Wayne Newton's "Dance School" and Al Maritive's "Painted, Tainted Rose,"... Carol Norris of "Punas-World Management, all shook up over the loss of a automobile as a result of a mishap last week. Carol infers the management firm has recently signed the Pong Pianoizter who has a new Fren-
tige single tagged "Midnight In Mos-
cow" by "Love Me Tender."...
Reports are strong on "Stop Pretending" by the Clovers on the Porwin label ... Ben Arrigo of Clery Productions sez the kids'll surely dig "Age of Consent" by the Three Pals (formerly the Royal Teens) on Sylph ... An exciting new songstress on the scene is Phyllis Lynd, a former Talent Scout winner who sings folk and classical songs in many languages ... Ed "The Bad" Kalb of Mangold in Baltimore writes that the sizzling sides in his area are: "What I Gotta Do" by Little Eva (Dimension), "Talk Back Trembling Lips" by Ernest Ashworth (Hickory) "We Belong Together" by Jimmy Velvet on Velvet, and "Lonely Drifter" by the O'Jays (Imperial)... The Jolly Green Giant from Reprise (Jerry Love) upt to tell us about the wild sales on the Trini Lopez "If I Had A Hammer" single and LP from both. Also in the singles department, great reaction to the Pat Powdrill deck, "Happy Anniversary" and the success of the Count Basie album, "I Can't Stop Loving You" and Erroll Garner's "One World Concert."  

CHICAGO: Ralph Ergas, Ivy Brusso, and RCA Victor Dist.'s local sales force headed for Greemnriber Resort in White Sulphur Springs, W. Va. (7/25) to attend RCA's "Best Buy Meeting" and view the label's new fall product. Ivy has the "Bye Bye Birdie" and "Surfing With The Astronauts" have been going great guns, adding that Valentine Pringle, who's appearing at the Gate on the left, is a hit. The RCA sights are on the recent LP "I Hear America Singing" ... Paul Gallis, who helped kick off Jody single "St. Louis Blues" by 88'er Joe Burton, advised that the deck's been mounting steadily in this area and could go big nationally. Burton is slated for the Marty Faye Trio, making headway with "Blues On The Rocks" (Coral), have a tight schedule of club dates this summer. Group closes at The Key in Waukegan, heads for the Shamrock Hotel in Houston and then to Chi. for a stint at the Downstage Room of the Happy Medium. ... Sam Cerelli's all aglow over continuous action on Jimmy Soul's "Treat Em Tough" (SPQR), "Martian Hop" by The Ran-Dells (Chairman), "Someone To Take Your Place" by Joe Tex (Dial 3013) and "The Icecream Man" by The Turnadoes (London) ... Our condolences to songster Nick Noble whose dad passed away ... Memo from One-derful proxy George Learen; McKinley Mitchell's "A Bit Of Soul" (One-derful) has taken the Cleve-Pittsburgh-Chi. areas by storm and is rising fast in various other markets across the country. Mitchell performed the side on Jim Leubun's "Danceville USA" TV'er 7/22. Learen further notes that vocal-instrumental "The Whip" by Billy "The Kid" Emerson (M-Pac) is making the grade locally ... Woody Herman, scoring with his "Encore 1963" LP and single clip "Jazz Me Baby" and his song "I'm in a One-nighter at Club Laurel 7/21. ... Big Town's Jim Scully, helping further the cause of The Society Girls' current Vee-Jay offering "S.P.C.G.C."

 strong play here. Also in the fore at Big Town are Janie Grant's "Tell Me Mama" (UA) and r'n'b flavored "Can't Be A Hint" by Kenny Woods (Philips) ... M. S. Dist.'s Bill McCloud is plugin "Why Don't You Believe Me" by The Duprees (Coral), "O-Goga" by The Routers (WB) and "Hey There Lonely Boy" by Ruby & The Romantics (Kapp). Bill urged Joe Paige (drummer for the Everly Bros.) around town last week ex- posing his WB bow "Surfer From Tennessee." ... Barry Field tells us Tony Bennett's "This Is All I Ask" (Columbia) is makin' like a power-house throughout this area. ... The Geinzissler Bros., recently signed by Columbia, opened at the Polish Room on the Edgewater 7/22 sharing the bill with vocalist Darlene Hunter.

Selling Now! 4 BIG new reasons why PJ & WORLD-PACIFIC are hot and getting hotter!

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Cash Box—August 3, 1963

PACIFIC JAZZ/WORLD-PACIFIC
8715 W. THIRD ST.
LOS ANGELES, CALIFORNIA
"Eddie & Joe In Concert," Response to latter package resulted in several network TV commitments for the pair and upcoming club date in Chi. Jubilee-Joe's Charlie Gray was up for a CB visit 7/23 with The Top-siders who were in town promoting their current Josie single "Let The Good Times Roll" and LP "Rock Goes Folk.

HOLLYWOOD:
Deejay Dick Whithington now a recording artist on the Dot label with his version of "Apologize At Bedtime." . . . Trini Lopez recorded his second album for Reprise 'f' at P.J.'s, where local police had to be called to handle the crowds. . . . Looks like The Righteous Brothers have another smash in their new release on Moon-glow titled, "My Babe." . . . Wayne Newton, riding the charts with "Dankan Schoen," took three days off from his Vegas stand at the Frontier to fly into town to record his first album for Capitol. . . . Larry Finley's son Greg starts his own radio show on KBLA emanating from the Club Del Mar in Santa Monica. . . . Lee Diamond currently at the Covina Bowl and with his group featuring "Concert Mysteries" on familiar classic themes. . . . Stan By, former promotion man for Dot Records now promoting at California Record Distributors in LA. He signed former St. James Records with first sides, "The City Of The Angels" and "The First Lady Waltz" sung by John Gary. . . . Clairette Clementino in town for two days of radio and TV appearances promoting her debut disk on Capitol, "Everywhere." . . . Liberty's Martin Denay was named winner of radio station KRKD's YAMA (Ya Man Artist Of The Month) award for September as he turned in his best instrumental performance in an album for a small group or combo. Denay's "Taste Of Honey" LP nabbed honor for '62, '63 period. . . . New label, The Townsends Boys, Kathy Linden out on Capitol with what could be her biggest hit, "People Say." . . . Julie Rizzo has resigned as librarian at KMPC and joins KLAC in the same capacity. Singer Sylvia Syms garnering great local reviews on her Coast appearance in South Pacific, Liberty's new Jackie DeShannon single, "Little Yel-low Roses," produced by Dick Glasser, gets an immediate national release on YELLO vinyl! . . . Jane Russell and Connie Haines currently appearing together at the Sahara in Las Vegas.

Andre Previn has been signed as guest soloist-conductor with the Los Angeles Philharmonic at the Hollywood Bowl Aug. 8. . . . Joe and Eddy, popular folk song recording stars, have completed their roles in MGM's "Hootenanny Hotel," and departed on a 14-day personal appearance tour through the mid-west. . . . Trini Lopez currently at Frank Sinatra's Cal Neva Lodge at Lake Tahoe for a six-week engagement. . . . The Arthur Lyman Minuatures' riding in Los Angeles with one of their current engagements. . . . Ivor Zucker promo firm, circulating party bites with the Spiral recording of "Clown Town" by Steve Clayton. . . . Champ Butler, Gillette Records star, headlining a two-week-weekend tour in San Francisco. . . . Six sides of Ray An-thony's latest Capitol album "Smash Hits of '63" were assembled and conducted by Jimmie Haskell. . . . Julie London at the Sands has signed with media Radio Stations KLAC and KLAC-FM in Los Angeles as Record Librarian. . . . Lou Venetos of Decco predicting "This is All I Ask," will hurl first biggest selling hit for the label, currently a showgirl in "Flower Drum Song," married Jack Rodriguez last month . . . The Raintoppers new release on the Jubilee label is "The Kind of Boy You Won't Forget" b/w "Even Though You Don't Dance." . . .

HERE AND THERE:
PHILADELPHIA—Manna Musician over at Chancellor bureau to tell us Frank Public Relations Agency that Pier last week was a constant sellout despite heavy rainstorms. Frankie made his p.a. in Atlantic City con-currently with the opening of his new flick, Marna also mentioned that "Blue Summer" by the Royallettes is off to a flying start and could be a big one. . . . Bob Heller's promo gal, Ella Robinson sends along word that several sides are doing exceptionally well in Phila. "Don't Do This To Me" by Gerald Blake (Success), "I Don't Want Everything" by Jimmy McHugh (Success), and "I Don't Care" by the Martins on the same label. . . . Herman Kaplan, nat's sales director at Cameo-Parkway info that the disko execs and their distributors will meet in Chicago this week (8/2) for their mid-year sales conclave. Moving smartly for the label are "Kenny All Over" by Pete Antell (Cameo) and the LP's "S.O. In Love" by the Tymes, and "No Me" by the Orions. New singles by Bobby Hatfield and the Deville are being readied for early release.

SAN JUAN, P.R.—Two cuts from the new Barbra Streisand LP created a sensation at the Columbia meet a week ago. Listeners roared after being dropped by "Mr. Hollywood Is Home" and "Gonna Move." We can't see how she can miss becoming one of the entertainment's world's biggest stars. . . . Tony Bennett, the Ja and Jamie. Artie, The Robins, all currently topping in the Spain. Bob Dylan left a lasting impression on all who saw them work at the convention show. . . . Bob Cato, Creative Director of Art & Design, received a standing ovation for his fabulous slide presentation of New Columbia product. . . . If you ever want to have your sides split, ask Bruce Lundvall, Columbia's assistant manager of pop product, to sing a few of his golden oldies (101 style) in his inimitable manner. He had a group in tears with one of his stints at the Columbia meet in the Americana Hotel. He really knows how to hurt a guy. . . .

BERKELEY, CALIF.—Ray Dobard wires that "Que Sera, Sera" by the High Keys (Atco) and "Monkey Time" by Major Lance have lasted wide open in the San Francisco area.

CLEVELAND—Godfrey Dickey, general manager of Cleve-Disc, announced last week that Bob Vogel has joined the staff of the distro as a sales and promotion rep in Pittsburgh. The distro has also been appointed representative for Finsa Records. . . . Perry Stevens clicking in Cleveland with a bunch of newies—"Are You Sure" by Betty Logan on Academy, "Take A Moment" by Johnny Hunter on Skyme, "Mala Femmina" by Jimmy Roselli on Lenox, and "The Earth Stood Still" by Eileen Barton on 20th Century Fox.

BOSTON—Bill O'Brien, promo manager for Dale Enterprises, sees "Roberta" by Poppino Di Capri (Everest) has hit New England like a storm and could be another "Al Di La."

DALLAS—Gino Tometti opens at the Club Bali on the 24th for two weeks.

SCRANTON—Brian Hyland, clicking with "I'm Afraid To Go Home," (ABC) paid a visit to station WARM as part of the "WARM-day" tribute to veterans.

NEWARK—Savy Record execs feel they have the hottest novelty tune around with their new "Kaboodle" b/w "Full of Nuts." (Success) . . .

DANVILLE, KY.—Larry Wooden, president of Palside Record Co., sends along word that his firm has leased a master tape to Pelham Records of Mt. Vernon, N.Y. The disk, "Roaming Through The Countryside," b/w "Johnny Lonesome" by Kendall Keyes, who also wrote "Walk On By," is being released nationally and is reportedly breaking in Cleveland. As far as the "A" side hasn't been determined and both sides were covered by Jody Thomas on Reprise.
Inez Foxx, who is currently pulling loads of host with “Mockingbird” on Station, was born September 9, 1942 in Greensboro, North Carolina. She attended Dudley High School where she studied music, art, and mathematics. The Lanka was also voted Miss Homecoming Queen for the school.

Like so many of today's crop of singers, Inez first started singing in the church choir. Her first recital before an audience was with the Gospel Tides Chorus in Greensboro. Before very long, the future wax artist was discovered by Clarence Fuller who booked her at the ABC club in her home town. In the following months Inez appeared at other clubs in the area. In 1959 she moved to New York to try her luck on her own.

After several years of hard breaks Inez came to the attention of Sue Records who immediately inked her to their Symbol sublabel. Her first release was “Mockingbird.” The rest is history.

Darlene Love

Darlene Love has only been in the recording industry a short while, but you would never know it by the amount of hits records on which she has sung. The Lanka is a member of one of the most successful vocal groups in the country, Bob S. Soxx And The Blue Jeans. The group, which has had an impressive string of hits, recently enlisted with “Today I Met The Boy I'm Gonna Marry” on Philips. Darlene, who is currently riding the charts with “Wait Til My Bobby Gets Home,” received her first break when she met Phil Spector, producer of Philips Records, last year in Los Angeles. The record executive was so impressed with her talent that he signed her to a recording contract and used her as one of the Blue Jeans. Darlene’s current triumph represents her first hit as a solo performer.
“Follow The Leader" To Hollywood

Hollywood—"Follow The Sales Leader To Hollywood" was the theme of Liberty Records' fall program at meet held in Beverly Hilton last week. Several hundred display and sales reps were in attendance.
Pictured above are (Upper left) Left to right, Bob Feed, label's One Stop sales director, Mrs. Feed, Ken Revercomb, asst. national sales manager and his wife, and Liberty's new Al Bennett. (Upper right) Jackie DeShannon during performance at Beverly Hilton. (Lower left) Left to right, Mort Locker of Hammond Bros., District in Pittsburgh, Rick Frie, Liberty Midway Sales, and A.1. Heilcher of Heilcher Bros. in Minneapolis. (Lower right) Left to right, Bill Davis of Davis Sales in Denver, Ross Burdick of Hart Distribs in L.A.

Command Records Expands International Distribution

NEW YORK—Command Records has widened its foreign distribution, according to an announcement made last week by Enos Light, managing director of the label.
The line is now being handled by Colonial Trading Company in Hong Kong and Macao; Trutone in the Republic of South Africa, Federation of the Rhodesia, South West Africa, Nyasaland, Mozambique, Konya, Uagna, Tanganyika and Mauritius; Pathe-Marconi in France; Festival Records, in Australia, New Zealand, New Guinea Islands of the South-West Pacific; King Music Industry Co. Ltd. in Japan, Ryaku Islands, South Korea, Formosa; Peerless of Mexico S. A. in Mexico; Sparton of Canada, Ltd. in Canada; Anvers in Belgium and Deutsche-Grammophon in Germany, Austro-Hollande, the way, Sweden, Finland and Switzerland.

Folk Festival Success Assured

NEW YORK—Advance ticket sales indicate that crowds in excess of 50,000 will attend the three-day Newport Folk Festival to be held at Freebody Park at Newport, R. I., on July 25-27.

George Wein, technical producer of the folk event, announced last week: "A folk--or folk Festival usually needs two to three years to achieve a popular success. The success of the 1963 Folk Festival can be traced to the intense interest of the general public in folk music. The unusual aspect of this year's Festival is that its success has been achieved within its stated policy of stressing traditional folk music in its many forms, many of the performers presented at the Festival are unknown to city audiences.

Bennett Gets Gold Disk For "San Francisco" LP

SAN JUAN—One of the highlights of Columbia Records' recent international sales convention in San Juan was the appearance of Tony Bennett who performed for the label's executive.

During the performance, Goddard Lieberson, proxy of the firm, presented the chanter with a gold record for his best-selling LP, "I Left My Heart In San Francisco." A gold record, as certified by the RIAA, commemorates sales over $1,000,000. Bennett has already won gold records for a number of singles including "Because Of You," "Cold, Cold Heart" and "Bossa Nova." "San Francisco" marks the first time that the artist has won a gold record for album sales.

Bennett's album, released in July 1962, immediately became one of the nation's big hits. The title song of the LP was initially released as a single and anticipated the album's success on the charts. "San Francisco" also brought the chanter two Grammy awards earlier this year from NARAS.

BRIAN HYLAND
I'M AFRAID TO GO HOME b/w
SAVE YOUR HEART FOR ME
ABC-10452

Cash Box—August 3, 1963
THIS IS WHAT THEY ARE SAYING ABOUT ERROLL GARNER'S FIRST ALBUM IN STEREO—HIS FIRST LIVE CONCERT RECORDING IN SEVEN YEARS:

- **STANLEY DANCE**
  SATURDAY REVIEW
  "...unusually full of Garner's special vitality and joy...well-paced program...Garner has the edge in its contrasts, humor and improvisational unpredictability...swings intensely.

- **RALPH GLEASON**
  SAN FRANCISCO CHRONICLE
  "Album Pick of the Week"—"There is no getting around the fact that the little elf plays a lot of piano...he can swing with anybody and the Garner lyric style for ballads has been without peer for a long time now...includes a really marvelous version of Garner's own classic composition, MISTY.

- **SKITCH HENDERSON**
  THE DINERS' MAGAZINE
  "Recommendations: I love the idea of recording an actual performance, especially of a small group. Erroll Garner's latest release, ONE WORLD CONCERT, was made at the Seattle World's Fair. Mr. Garner continues to be one of the only members of the new School who consistently provides excitement and individuality. I believe him to be the most imitated pianist in popular music today."

- **SHOW MAGAZINE**
  "Garner's brain is divided right down the middle, one half of it controlling his right hand, the other half, just a split second behind, taking care of his left. In between lies a formidable talent, joining the two halves together in tempestuous wedlock. This is one of Garner's best LP's."

- **VARIETY**
  "Erroll Garner's ONE WORLD CONCERT is for everyone. It's a musical world loaded with exuberance, free-wheeling pianistics and an individual imaginative style...the sound control has recording studio discipline and yet retains the uninhibited excitement that comes over in live performance."

- **CASH BOX** (Pick of the Week)
  "...with this exciting session recorded 'live' at the Seattle World's Fair...the 88'er has his best disc to date...performed in his inimitable manner with all the verve and artistry at his command."

- **BILLBOARD**
  "...a big one for Garner...the pianist at his best...Solid with broad appeal."

- **HI-FIDELITY INSTITUTE**
  "Brilliant performance and dazzling sound."
May Phono Sales Down But Cumulative Totals Lead ’62

WASHINGTON—Total sales of phonographs continued a monthly downward trend through May at both distributor and factory levels but remained comfortably ahead of the turnover for the same five months of last year, the marketing services department of the Electronics Industries Association reported last week.

The distrib sales in May closed out at 205,048 phonos, 129,257 portable and table models and 75,213 consoles. The month before, 246,330 units, including 169,478 portable and table types and 77,223 consoles, were sold. Last May, sales totaled 145,564.

During the last year period, the Portable and table units totaled 196,406; consoles, 89,159.

Distributors sold 1,444,477 phonos through May of this year. Sales of portable and table models stood at 707,520 and console sales at 556,728.

Last year during the same period, 1,155,161 units, including 984,735 portables and tables and 470,423 consoles were sold.

Les Brown Heads L.A. NARAS Chapter

LOS ANGELES—The New Board of Governors of the Los Angeles Chapter of NARAS (National Academy of Recording Arts and Sciences) elected Les Brown president at its first meeting last week (24).

Also elected to office were John Scott Trotter—1st vice president, Jo Stafford—2nd vice president, Hugh Davies—secretary, and Al Schmitt—treasurer. The board appointed LaPino Almeida to an additional year in the classical division which completes the move to have six classical members on the board.

The new officers will take office at the next meeting of the board on Aug. 6.

Dick Dale Opens In Wildwood, N.J.

HOLLYWOOD—Dick Dale will be making this first appearance east of the Mississippi since his surf sounds inundated the West Coast, when he opens a two-week engagement at the Rainbow Club in Wildwood, N.J., Aug. 2.

With the surf craze beginning to cool in the East—the Eastern loop will get their first chance to see Dale, and expect a capacity crowd.

The present fad, which has spun out nation-wide hits for Dale and many other recording artists, spread from Dale’s widely popular personal appearances on records on the West Coast. One of the first big-selling surf album was Dale’s West Coast smash, “Surf’s Up.” His current Capitol LP is, “King Of The Surf Guitar.”

Jerry Guthrie Bows On Capitol

HOLLYWOOD—Jerry Guthrie, son of country singer Jack Guthrie, who made “Oklahoma Hills,” makes his debut on Capitol this week.

Guthrie, singing in the teen-age vein, makes his bow with his own composition, “I Saw Linda.” Flip side reads a country-pop standard, “One Has My Name, The Other Has My Heart.”

Sharing the week’s single-record releases are Linda Jackson with “Memory Mountain” and “Let Me Talk To You” and Bud Rice single school and “Best Man”; and The Legends with “Run To The Movies” and “Summer Rain.”

20th Fox Releases The Leopard Track

NEW YORK—20th Century-Fox Records will release the soundtrack album for the Warner Brothers’ film “The Leopard,” the film’s dramatic starring Burt Lancaster, Alain Delon and Claudia Cardinale. The LP in both stereo and mono editions, will be released to coincide with the American premiere of the film on August 12 at New York’s Plaza Theatre.

Columbia Meets in Puerto Rico

SAN JUAN, P.R.—Columbia executives and performers were caught by the camera participating in the round of activities in the Americas Hotel that highlighted the label’s annual summit held in San Juan, Puerto Rico. (Upper Row) On the left, Goddard Lieberstein, Columbia’s president is shown talking to Manos Maria, the Governor of Puerto Rico. On the right, Norman Adler, executive vice president of the diskery is seated with Dona Felisa Rineon de Gaultier, the Mayores of San Juan. (Middle Row) On the left, Aretha Franklin performs for the guests. In the middle, the Trio Los Fenches do their bit to entertain the conventioners. On the right, Teri Thornton, newly signed to the label, displays her vocal charms. (Bottom Row) Left to right, Don Law, Columbia’s Nashville A&R rep; David Kapralik, Columbia A&R Director; Percy Faith; Marty Ostrow, Editor in Chief of Cash Box; and Goddard Lieberstein, Columbia president relax at poolside at the Americas.

Noted Cleffer Dies

PHILA.—Dr. Clay A. Boland, dentist and composer, died last week in the Naval Hospital in St. Albans, Queens. The 59 year old naval officer began his musical avocation in 1925 with the score of “Joan of Arkansas,” a Mask and Wig production at the University of Penna.

Boland wrote such standards as “The Gypsy In My Soul,” “Midnight On The Trail,” “An Apple A Day,” “Too Good To Be True,” and “I Live The Life I Love.”

Columbia Talent Also Made The PR Scene

SAN JUAN, P.R.—An impressive array of talent flew to Puerto Rico to perform at the Columbia Records sales convention in the Americas Hotel last week.

Among the major entertainers performing for the 500 representatives of the company’s sales and creative organizations were Tony Bennett, Bill Parnell, Eddie Hodges, Bob Dylan, Aretha Franklin, Andre Watts, The J’s With Junie, Trio Los Fenches and the recently acquired Jordaneers. Terri Thornton and Gershinbrob Bross.

This lineup of artists performed last Friday (17) in the American’s Copa Singer Club. Except for Ben nett, who has appeared at previous Columbia conventions, the talent roster was making its first appearance before the Columbia organization.

Epic Sets Madmoiselle Promo For Maharis

NEW YORK—When George Maharis commences his p.a. tour for Epic Records on August 5, he will also take part in Mademoiselle magazine’s fall fashion show, “Mlle. in Collegeland.”

The magazine will produce fashion shows at department stores in more than 30 cities across the country. At each show, excerpts for the charter’s current Epic LP, “Where Can You Go For A Broken Heart,” will be played. In addition, each department store will make extensive use of display material provided by the label. Displays will be used in the stores’ fashion departments as well as in record departments.

Atlantic Releases New Barbara Lewis Single

NEW YORK—Atlantic Records last week released a single new by Barbara Lewis, “Straighten Up Your Heart.” The deck is the follow-up to her smash recording of “Hello Stranger,” which is still riding the Top 100. Three weeks ago, the label released the J’s first album tagged after the hit single.

DDG Names NY Distrib

NEW YORK—Stanley Lewis Distributors, this city, has been appointed the distributor for Deutsche Grammophon and Archives Records, New York and the metropolitan area. Both lines are distributed nationally by MGM Records.
20TH CENTURY-FOX RECORDS
PRESENTS
3 summer hits

TEX & THE CHEX
With their Chart-Rider
BEACH PARTY

EILEEN BARTON
With a National Breakout
THE EARTH STOOD STILL
b/w
PATTY CAKE, PATTY CAKE

COREY DENVER'S
Southern Smash
JOHNNY RIVER

the ultimate in entertainment
Mercury-Wing Sets Aug. LP Release

CHICAGO—Harry Kelly, sales manager for the Wing line, has announced the release of six pop and four classical albums with the theme, “All Star Kick-Off Time” for the month of August.

The new sales plan will offer one free with two for the classical product, as well as for the entire Wing classical catalog effective thru Sept. 12.

The debut classical releases are Debussy’s Three Nocturnes and Ravel’s Pavane LaValse, Ravel’s Rapsodie Espagnole and Escales—both LPs by the Minneapolis Symphony with Antal Dorati conducting, Brahms Symphony No. 3 with the Detroit Symphony and Paul Paray conducting, and Tchaikovsky’s Fairy Tales Ballet Scenes and Young Persons Guide to Orchestra with Benjamin Britten.

The pop products includes “The Velvet Voice of Eddie Howard,” “Let’s Get Away From It All” by Pati Page, “From Natches to Mobile” by the Riverboat Five, “Music For Baton Twirlers” by Carl Stevens, “Songs of the Blue and Gray” by the Wayfarers Trio and “The Piano Wizardry of Jan August.”

Opinions On Columbia’s Move

(Continued from page 7)

In passing, he indicated that he felt it would have been a good time for Columbia to reduce the $6.98 stereo price of some of its LP’s, a price tag at which he feels the new label is more attractive to the gross sale of this product.

Dave Rothfeld, Korvette’s record department buyer, differed considerably with Hallstone’s feeling. “We pride ourselves,” said Rothfeld, “in our firm’s carrying all records that the consumer wants and will continue to carry all Columbia products we need. But without the buy-in incentive program (we used to give Columbia between $1,000,000 and $1,500,000 order during those periods) we will no longer stock Columbia product in depth but will buy every month or every day as we see fit.

When asked whether the thought this type of buying policy would result in his firm’s purchasing less Columbia product during the coming year, he responded with a definite “Yes.”

He said a great deal depends upon how well Columbia can police the “no functional to sub-distributors selling to their own retail accounts which they say they will enforce to the fullest.” He said he was curious to see if his competitors operating in this area will have a problem as he does not have. He doubted that such policing could be done effectively.

Gittleman feels he has an important plan which he has suggested to a number of other key manufacturers which deals with incentives and discounts based on the customers ability to sell his product. He would not until a deadline, go in to detail for fear that his plan might be lost amidst all the other comments and the Columbia publicity. But he said manufacturers were unable to punch holes in his program and he said he would possibly discuss it at future date. He wants other manufacturers to give his plan thought and reap the benefit of a strong debut announcement, should they decide to use his idea.

Bob Kornheiser and Len Sach, sales execs of the Atlantic-Atco labels, favored the move—Kornheiser calling it great. He said he would like to see more major labels follow suit but he did not think the indie manufacturer could consider seriously going into it too. Sachs feels the move has a good chance of success. The initial shock of the price tag is bound to die down, he said, but in time they should come back to using much of Columbia’s product.

Al Bennett, president of Liberty Records, hailed the move as a step in the right direction. He said he would like to examine the various aspects of the move more closely. He said he expected no consumer resistance to a higher price of LP’s since he believes the consumer will pay even the list price for a record he wants.

Danny Gittelman, head of U.S. Records, one of the nation’s largest record jobbers and a highly respected member of the record jobbing field, offered this opinion. Columbia, he said, is on the right track in attempting to stabilize the complex price picture, but felt their thinking was on the wrong track. Under the new plan, he said, a large user will deal with a rack jobber and could conceivably get Columbia Records for cost price from the other if he gives the rack operator a sure deal of his business in, let’s say, the budget merchandise area where the jobber can make a good enough

Mounts Gets 2 Gold Disks For “Pepino” Single & LP

HOLLYWOOD—Lou Mounts last week received two gold records, one for his “Pepino, The Italian Mouse” single and the other for his album tagged after it. The presentation was made by Reprise Records top Frank Sinatra in Hollywood.

Mounts became the second artist on the label to receive the two gold records. Sinatra himself earlier qualified for gold records with his “Ring-A-Plong-Ding” and “I Remember Tommy” albums.

$4.98 For AF Stereo

(Continued from page 6)

now closely approximates the cost of producing monaural records, thereby eliminating the need for price premium on stereophonic phonograph records. In addition, after considering costs of stereo production, almost all the costs involved and setting up of stereo equipment have been amortized.”

He also added that in 1961 also stated that the cost of a stereo than it was when stereo was intro-

In “order to pass on to the long suf-}

ferring consumer the benefits derived from this situation,” Frey continued, “Audio Fidelity Records is pleased to announce that its stereophonic phonograph records will sell at the same price as its monaural records. In other words, there will be a reduction from $5.95 on the stereo records to $4.98, the price of its monaural records. At the same time, all Dauntless Records (Audio Fidelity’s budget label) will sell for $4.98. Formerly Dauntless monaural records were $3.98. In other words, all audio Fidelity Records will now bear the suggested list price of $4.98.”

An inventory protection plan designed to avoid even the remotest pos-

sility of inventory devaluation has been instituted. Audio Fidelity Rec-

ards believes that this program, with its consumer benefit, will excite much interest and comment on the part of the consumer and should serve as a rallying point for its Intensive Fall selling program,” Frey concluded.

Cash Box—August 3, 1963

(Continued from page 7)

Righteous Brothers

Their New Single—

“My Babe”

M-223

Breaking big in Los Angeles and San Francisco Watch For The Release Of Their First Album

Moonglow Records

1800 No. Argyle

Hollywood 28, Calif.

ATTENTION, SONG WRITERS

BRIGHT TUNES PRODUCTIONS, INC.

and BRIGHT TUNES MUSIC CORP.

are looking for original songs


Send DEMOS with LEAF SHEETS, and Self-addressed and stamped return envelopes to:

BRIGHT TUNES MUSIC CORP.

One Hanson Place

Brooklyn 17, N.Y.

DO NOT CALL

Vanguard To Record Entire Newport Folk Festival

NEW YORK—The Newport Folk Festival, July 26-28, is being recorded in its entirety by Vanguard Records, Vaughn Monroe, which plans to release, in forthcoming months, many of the famous folk artists represented there. The label’s entire engineering staff, headed by Maynard and Al Bengston, will be on scene for the recording sessions, and as many as three crews of engineers and equipment will be recording simultaneously at the various stages.

The diakry previously-released albums containing excerpts from the Festival in 1959 and 1960.

Barbara’s New Red Hot, Scorching Single

(Continued at)

LAURA'S

WEED

LaValse, Ravel’s Rapsodie Espagnole and Escales—both LPs by the Minneapolis Symphony with Antal Dorati conducting, Brahms Symphony No. 3 with the Detroit Symphony and Paul Paray conducting, and Tchaikovsky’s Fairy Tales Ballet Scenes and Young Persons Guide to Orchestra with Benjamin Britten.

The pop products includes “The Velvet Voice of Eddie Howard,” “Let’s Get Away From It All” by Pati Page, “From Natches to Mobile” by the Riverboat Five, “Music For Baton Twirlers” by Carl Stevens, “Songs of the Blue and Gray” by the Wayfarers Trio and “The Piano Wizardry of Jan August.”

Barbara Lynn

JAMIE #1260

JAMIE & GUARDEN DISTRIBUTING CO.
Another Hit—Fantastic follow up to WHAT A GUY

THE KIND OF BOY YOU CAN'T FORGET

THE RAINDROPS

Jubilee 5455

Smash in New York and spreading

TWO FRIENDS

THE BOB KNIGHT FOUR

Jubilee 5451

Sure shot hit sound

IF SHE DOESN'T WANT YOU

LYNETTE WEST

Josie 910

Strongest release since I LOVE YOU

OUR SONG

THE VOLUMES

Jubilee 5454

Hit Single from ROCK GOES FOLK

LET THE GOOD TIMES ROLL

THE TOPSIDERS

Josie 907

THE SOUND OF THE SIXTIES

jubilee

josie RECORDS

a product of Jay-Gee Record Co., Inc.

A Division of The Cosnat Corporation
318 West 48th Street, New York 36, N.Y.
Capitol-Angel Sets Aug. Stereo-Tape Release

HOLLYWOOD—Two major opera recordings, Rossini’s “The Barber Of Seville” starring Victoria de los Angeles and Moussorgsky’s “Boris Godunov” starring Boris Christoff, are among five new four-track stereo tapes set for release on the Capitol and Angel labels in August.

Angel’s Rossini and Moussorgsky sets are being released on two reels.

Also due for release on Angel is “Harold in Italy” featuring Yeudi Menuhin on viola, with Colin Davis conducting The Philharmonic Opera Company.

Capitol offers Stan Kenton’s “Artistry In Bossa Nova” and Jackies Gleason’s “Movie Themes—For Lovers Only.”

Warner Bros. Sales Meet (Continued from page 6)

On Tuesday night distributors were entertained with a cocktail party and banquet at the Beverly Hilton as well as a 3-hour show which starred the Kirby Stone 4, Bob Newhart and the entire Jimmy Durante show.

Terms of the fall plan are: 15% merchandise discount, 30, 60, 90 day billing, October, November and December, with regular 10% return. Program expires Sept. 27.


D-E-E’S NEW SMASH!

“NOBODY BUT ME”

D-E-E CLARK

Vee Jay #548

1449 S. Michigan Ave.
Chicago 16, Ill.

“TEENAGE LETTER”

Jerry Lee Lewis
8/6

“SEASONS OF MY HEART”

Sun #384
Jerry Lee Lewis
With
Linda Gail Lewis

PHILLIPS INT. RECORDS
639 Madison
Memphis, Tenn.

“C’EST LA VIE”

King 5777

WATCH OUT FOR

Patti La Belle
& The Blue Belles

Col.’s Re-Authorization Form
(Continued from page 7)

situation which exists in the industry today. (Earl Kintner, ARMADA’s Washington attorney, at the recent ARMADA meeting, pointed to many of the unfair practices and policies on the sub-distributor and retailer level, which this form is attempting to erase.) And from what we hear, the form has substantial support for it.

The form is said to have covered all loopholes. If a sub-distributor is under one corporate name and the released outlets are part of another corporation, the functional will still not be permitted for the retail portion if the sub-distributor has any interest, direct or indirect, in the re-tail operation. If he has supervisory control or is a major stockholder in both the retail and sub-distributor operation, the form will be permitted on the retail portion. The same applies if both corporations share a common inventory.

Much of the form is based on rules set down in the Robinson-Patman Act pointing out equal treatment for all on a given distribution level. [Ed. note: The original quantity discounts for large users, Columbia attorneys report that the company has never offered such a discount and has no intention of instituting such a program.]

The much talked about form was sent to Columbia distributors last week. Sub-distributors filling out the form will be required to report monthly on any changes in their sub-distributors’ retail portion of their Columbia purchase. And distributor representatives will keep abreast of any obvious changes in their market area.

A tight control over the functional discounts Columbia will allow is necessary if Columbia’s newly announced policy is to succeed. All distributors large and small will have to purchase Columbia product at the same price.

Coincidental with the debut of the Columbia form, the Philips Record Company, a Los Angeles retailer, filed suit against a jack jobber and another retailer affiliated with the program, aimed, as well as sub-distributors selling to the jobber, charging unfair competitive advantages which Columbia covers in depth in its new form. (See other story this issue.)

Philips Signs Cathy Carroll

CHICAGO—Cathy Carroll has been signed to an exclusive recording contract by Philips Records, according to an announcement made last week by Lou Simon, the label’s national sales manager.

The lark previously established herself as a strong bidder with her hit single “Poor Little Puppet” on Warner Bros., her former disk affiliation. Selected by Coty as typifying the young American girl, she will represent the Coty-sponsored “Miss Teen-Age America” contest, visiting 100 key “Top 40” radio stations throughout the country in a 2½ month tour beginning August 1. She will also appear in the TV spectacular covering the “Miss Teen-Age America” Pageant in late October.

Cash Box—August 3, 1963
Part 2 Of London’s Fall Sales Program Now In Effect

NEW YORK—Marty Wargo, London Records’ sales administrator has announced that part 2 of the label’s 5-part fall sales program is now in effect. Part 2 covers the complete London fall opera and classical catalog and includes 10 new packages featuring a complete “La Traviata” with Joan Sutherland, Robert Merrill and Carlo Bergonzi.

Part 1 of the program, which started 7/8 and is still in effect, includes the diskery’s phase 4 stereos, L’Oiseau-Lyre, Richmond and Telefunken lines. Part 3, which will cover the balance of the catalog will be announced in four weeks. All three parts of the program will remain in effect thru 9/30. Special program benefits available to dealers from London districts include additional discounts, dating, advertising money and display material.

Golden Goodies Sales Up In Last 3 Weeks

NEW YORK—Bud Katzela, general sales manager for Roulette, last week reported the label’s experiencing unprecedented sales and chart action on its “Golden Goodies” series of 12 albums.

According to Katzela, the diskery started with orders totaling more than $200,000 in May, and a general increase in sales volumes during the last 3 weeks. Roulette has backed its “Golden Goodies” series with the heaviest merchandising and promotional campaign ever initiated by the label. In addition to the floor browser container, the firm has made up four-color window streamers, ad mats for advertising and radio spot commercials thru its distribs with key stations throughout the country.

DGG Boys Aug. LP’s

NEW YORK—Deutsche Grammophon, distributed in this country by MGM, has announced a five-album release for Aug. Included in this set are: “Ariadne Auf Naxos” a three-disk set with a notable cast and orchestra conducted by Karl Bohm, Bruckner’s “Great” Mass in F Minor with Eugen Jochum conducting, Two Mozart Concerti (Nos. 6 & 22) with Geza Anda, The Straivinsky Violin Concerto and the Prokofiev 2nd Violin and Piano Sonata with pianist Carl Seemann, Wolfgang Schneider-Volinist, and a recital of songs by Brahms, Schubert & Schumann sung by Iringard Seeefd.

Chubby Cuts “Live” LP

PHILA.—Cameo-Parkway’s Chubby Checker, currently clicking with his “Beach Party” LP and “Let’s Twist It Up” single, recently cut his first “live performance” LP for future release at Allen Sussel’s Under 21 Club in Somers Point, N.J.

5500 Checker fans were on hand for the proceedings at the new teenage nitey (no alcohol) and were given a surprise performance by Dee Dee Sharp. WIBG spinner Hy Litiz was on hand to emcee the show.

Smash Hits High On Daily Sales

CHICAGO—Smash execs announced last week that the disk had hit an all-time high on single sales for a one-day period. On the 19th, orders for more than 40,000 copies of the new Angelyne deck, “My Boyfriend’s Back” were taken.

According to diskery reps, the pressing plant in Richmond, Indiana, recalled its 350 employees on Saturday to press an emergency 56,000 copies.

K.C. Names New S.F. Distrib.

SAN FRANCISCO—K.C. Records has named Stone Distributors, this city, as its new distributor in San Francisco. The label currently has a hit with “Brenda” by the Cupids.
ALBUM PLANS

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

ATLANTIC & ATCO
15% discount on ALL LP product. 30-60-90 day deferred billing to qualified dealers. Expires: Aug. 31.

ABC-PARAMOUNT, IMPULSE!, CHANCELLOR, TANGERINE
15% discount on entire LP catalogs of all four labels. Expires: Sept. 30.

BLUENOTE

CAPITOL

DECCA
"Full Merchandising Program" incentive program on Decca-Coral-Brunswick LP's & EP's. Contact local Decca distributor for details. Expires: Sept. 15.

EPIC
15% discount on all LP's. Discount on deferred payments. All orders received in July, Aug. and Sept. will be payable 1/3 Oct, 1/3 Nov. and 1/3 Dec. Expires: Sept. 27.

LIBERTY

MERCURY-WING
One free for every two on new releases and entire Wing classical catalog effective until Sept. 15.

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

ORIGINAL SOUND
LP catalog available on a buy-10-get-1-free basis. 100% exchangeable. No expiration date set.

PRESTIGE
15% discount on the label's Swingville, Blueville, Lively Arts, Near East and Irish lines. Expires: July 31; 15% discount on Moodville lines. Expires: Aug. 31; 10% discount on July releases from July 10 to Aug. 9.

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

ROULETTE
"Albums That Sell Like Roulette Singles": 100 LP's free on an order of 1,000 LP's; 150 LP's free on order of 500 LP's; 20 LP's free on an order of 50 LP's. Expires: Sept. 26.

SELECT
15% discount on "Who Stole the Kewskies?" LP by the Mays Bros. Described as limited-time offer.

SMASH & FONTANA
"Summer Sale"—Catalog of both labels, including 10 new releases, are available on a buy-10-get-1-free basis. Expires: Aug. 15.

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

STARDAY

TAMLAMA-MOTOWN-GORDY
Buy 6, get 1 free on all new releases and entire catalog of three labels. Expires Sept. 15th.

WARNER BROS.
15% merchandise discount. 30-60-90 day deferred billing for October, November & December with regular 10% return. Program expires Sept. 27.

ACTIVE with OPS

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

I'VE GOT A RIGHT TO CRY WHEN I'M WALKING FOOLISH DIONNE (ABC-Param, 9475)
A YOUNG MAN'S FANCY TOMMY SANDS (ABC, 10466)
THE HAPPY PUPPY BURT FABRICS (Atco, 8271)
HE'S MINE ALICE WANDERLAND (Bardell)
YOU CAN NEVER STOP LOVING YOU JOHNNY TILLITON (Cadence, 1437)
A DODDLIN' SONG POOPY LOWE (Capitol, 5001)
ORGAN SHOUT DON "Baby" CARTER (Cuba, 1861)
HERE'S WHERE I CAME IN ANITA FRANKLIN (Columbia, 42794)
WHAT I GOTTA DO LITTLE EVA (Dimension, 1013)
RUSTY WARREN SINGS JAMES RAY (Reprise, 25-2049)
KNOCKERS UP (EP) RUSTY WARREN (Jubilee, JM 2029)
JAMIE IS HER NAME RINGER WILLIAMS (Kapp, 333)
MALA FEMMENA JIMMY ROSELLI (Lena)

FALSE FRIENDS
IT'S A LONELY TOWN GEORGE McDONALD (Liberty, 5597)
ICE CREAM MAN TOMBOLAS (London, 1014)
A BREATH TAKING GUY SUEMENAS (Motown, 1014)
STOP PRETENDING CLOWERS (Pawin, 1001)
HOW HIGH THE MOON FLOYD CRAWFORD (RCA Victor, 4317)
LA BOMBA TITO LAGO (Reprise 20190)
SUMMERTIME CHISUH COLUMBO (Impala, 15366)
LOVER'S MEDLEY MARCY JE & EDDIE RAMSEAU (Swan, 4145)
NOBODY BUT ME DEE CLARK (Vee Jay, 548)
MY FIRST DAY ALONE CONCOCKS (Valiant, 6052)
LITTLE BAD GIRL JOANNA SUMMERS (Warner Bros, 5124)

NEW ADDITIONS to TOP 100

74—SURFER GIRL BEECH BOYS (Capitol, 3099)
76—DROWNIN' MY SORROWS CONNIE FRANCIS (MGM, 13160)
78—DESSERT PETE KRISTOFFERSON (Capitol, 5005)
86—MAN'S TEMPTATION GENE CHANDLER (Vesey, 536)
87—QUE SERA, SERA ELVIRA DEY (Atco, 6260)
89—THE DREAMER HIGH KEYS (Atco, 6265)
95—MARTIAN HOP RON-DOLS (Chairman, 4403)
96—STILL II Z BEN CALDER (MGM, 13157)
97—CAN'T NOBODY LOVE YOU SALAMON BUKH (Atlantic, 2797)
98—LITTLE DEUCE COUPE BEECH BOYS (Capitol, 3099)
99—THE LONELY SURFER JACK MILITSNY (Reprise, 25002)
100—TELL ME THE TRUTH NANCY WILSON (Capitol, 4993)
100—IT WO N'T BE THAT WAY ALWAYS RING PIX (Federal, 12484)
100—SATURDAY'S SUNSHINE BERT BACHARACH (Kapp, 532)

AIMED AT OPS

"MORE"/"SUFIYAKI"—EARL GRANT—DECCA 25607

by JOY RUSSELL

NASCO 7008
D.J. Copies Mailed Upon Request

NASHBORO RECORD CO.

177 3rd Ave.
N. Nashville, Tenn.
**Countries Top 50**

1. *Ring of Fire* — Johnny Cash (Columbia 47780)
2. *Talk Back Trembling Lips* — Ernest Ashworth (Hickory 1214)
3. *A Heartache for a Keepsake* — Kitty Wells (Deeco 31561)
4. *We Haven't a Moment* — Wanda Jackson (Capitol 4073)
5. *In the Back Room Tonight* — Carl Smith (Columbia 32768)

**Country Round Up**

1. *Lonesome 7-7203* — Hawkwstein Hawkins (KIng 5713)
2. *Old Snowboat* — Stonewall Jackson (Columbia 47363)
3. *We're the Talk of the Town* — Johnny Owens & Blue Maddox (Capitol 4979)
4. *Your Mother's Prayer* — Buddy Cape (Capitol 4923)
5. *The Other Woman* — Loretta Lynn (DeeCo 3471)

Gene Posner, proxy of WMIL-Milwaukee, sends along word that negotiations have been completed for the staging of a gigantic Grand Ole Opry spectacular stage show, featuring in perhaps the greatest of all country artists, the Carter Family, direct from Nashville. This WMIL-all-star country music extravaganza is to be presented at Milwaukee County Stadium, Saturday (7), 8:00 PM, will host the biggest array of recording and television artists ever assembled on a Milwaukee stage. The one performance consisting of three hours of the best in country music will head- line Columbia artists, Lester Flatt and Earl Scruggs. In addition to Flatt and Scruggs, the show will feature many other well-known stars, including stars such as Faron Young and His Deputies, Hank Snow and His Rainbow Ranch Boys, Shelton, Bill Anderson, Carl Butler, Mother Maybelle Carter and the Carter Family, Stonewall Jackson and the Louisiana Troubadours. The show will be made by WMIL's Jimmy West. Another feature will be the Bobby Nelson Trio, a well-known local group, starring chanter Bobby Steele.

Capitol's Roy Clark, very hot with "Tips of My Fingers," is currently touring through Wisconsin, Nebraska, Kansas and Texas. Roy and his group have just completed two weeks at the Golden Nugget in Las Vegas, Nevada and are scheduled to return to September 5 thru 19.

Just received from Saul Hollif, manager of Johnny Cash, that his boy has been set for the AMC TV network show "Hootenanny" on September 30th. The show will take place at St. Louis, Missouri and the band will be featured in the show. Hollif also noted that last week the songster played some key engagements in Urbana, Illinois and Oklahoma City.

Wanda Jackson spent last week in the Music City, where she cut both single and LP sessions. Ken Nelson produced, and her band, The Party Timers, are booked for a tour through the Midwest with Scotty Stemm, promoter, Jack Roberts, August 1st.

KRAK-Sacramento has worked out a promotional campaign in cooperation with the official opening of the deep-water inland port of the city near car bumper decals advertising, "Howdy—Port of Sacramento," have been distributed to thousands of KRAK listeners. Every hour around the clock, numbers are read over the outlet. Winning numbers bring scores of prizes ranging from helicopters to rides on the waters in the continent tape recorders. The Chamber of Commerce, the City Council and many civic groups have all commended the station for its part in publicizing the opening ceremonies for the Port of Sacramento.

Hank Thompson and His Brazos Valley Boys opened last week for the band at the Frontier-Days Rodeo, Cheyenne, Wyoming, as a featured night show attraction. This marked the artist's fifth year as a feature of this great rodeo, during last year's performance Hank and his band recorded a "Calamity Jane" person album at the Frontier Days.

Howard Vokes, who heads Vokes Music publity in New Kensington, Pa., recently signed a pact with the Starland organization of Madison, Tennessee to represent the Vokes catalog, which according to forty tunes from the Vokes catalog have been or will be released in several United States, including specimens of the songs will be such U.S. favorites as: "Old Fields," "My Young Love," "Jeffrey Null, Tex Belin, Billy Wallace, Hank King and of course Vokes himself.

Felix Adams, manager of KAYO-Seattle, is currently hitting the San Francisco and Los Angeles circuits making the first national ad business pitch for country music to the country music business in more than ten years. The outlet is a country twenty-four hours a day late in April, after years of rock and rolling, Adams' pitch bag contains special brochures showing a 58% audience increase under the new program and the story of local bidding tripling in sixty days.

John Corrigan, director of the WWVA-Wheeling Jamboree, now that they are now using KFJZ-Ft. Wayne or nationally-known recording artists as guests each week on the famed twenty-nine year old radio show which is broadcasting each week live from the Grand Stage from Wheeling, West Virginia over the station. Corrigan further noted that the Barbara Marti Agency located in Hermitage, Tennessee is in charge of placing guest artists on the show. Any native or personal appearances in the area that would be interested in making a guest shot on the Jamboree is invited to contact Mrs. Martin with their open dates. WWVA is one of the most powerful stations in the eastern part of the U.S. and covers an area from the Maritime Provinces in Canada south to the Carolinas. Artists who make appearances on the Jamboree will receive free plug their station for their up coming personal appearances. Recent Jamboree guests have included Loretta Lynn, Sonny James, Jimmy Martin and the Sunny M. Boys, Merle Kilgore, Melba Montgomery, Clyde Bevan, Don Reno, Red Smiley, the Tennessee Cut and Bob Luman.

WCSM-Northfield just concluded an extremely successful road show in which they bartered radio time with police escort, stage truck, PA trucks, etc. Featured on the show were Carl and Pearl Butler; Max Wiseman, the Carolina Buddies and the Four Cos.
**JIM THOMPSON**

**WPAQ**

Mount Airy, N.C.

1. Ring Of Fire (Waco Cash)
2. Act Naturally (Bobby Bare)
3. Abilene (George Hamilton IV)
4. Who's Gonna Buy You A Tulip (George Jones & Melba Montgomery)
5. Leaving Am (Earl Scruggs & Froggy)
6. One Last Time (Robby Krieger)
7. You Can't Take The Country Out Of The Boy (John Anderson)
8. Old Sheekbaw (Stowell Johnson) (B. Luman)
9. We're The Talk Of The Town (Buck Owens & Rose Maddox)
10. Still (Bill Anderson)

**DON MACLEOD**

Kve Los Angeles, Calif.

1. Abilene (George Hamilton IV)
2. Ring Of Fire (Waco Cash)
3. Talk Back Trembling Lips (George Jones & Melba Montgomery)
4. Six Days On The Road (Dale Dudley)
5. Sands Of Gold (Waco Piers)
6. Ring Of Fire (Waco Cash)
7. Detroit City (Bobbie Bare)
8. Jack, Jack & Teardrops (Roger Miller)
9. Act Naturally (Bobby Bare)
10. Leave It (Fart Scott)
11. Guilty (Jim Reeves)
12. Nightmares, I've Come To Say Goodbye (Faron Young)

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**JOHNNY K**

**WTRJH**

E. Point, Ga.

1. I Could Win A Sappy (Don Kinkade)
2. Act Naturally (Bobby Bare)
3. Talk Back Trembling Lips (George Jones & Melba Montgomery)
4. Six Days On The Road (Dale Dudley)
5. Sands Of Gold (Waco Piers)
6. Ring Of Fire (Waco Cash)
7. Detroit City (Bobbie Bare)
8. Jack, Jack & Teardrops (Roger Miller)
9. Act Naturally (Bobby Bare)
10. Leave It (Fart Scott)
11. Guilty (Jim Reeves)
12. Nightmares, I've Come To Say Goodbye (Faron Young)
13. Leave It (Fart Scott)

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**COUNTRY D.J.**

**REGIONAL RECORD REPORTS**

**PEGOS PETE**

KKGM

Nampa, Idaho

1. Down To The River (Beatles Medley)
2. In The Shadows On The Wine (Water Wagner)
3. Act Naturally (Bobby Bare)
4. Ring Of Fire (Waco Cash)
5. Six Days On The Road (Dale Dudley)
6. Talk Back Trembling Lips (George Jones & Melba Montgomery)
7. Happy To Be Unhappy (Gerry Buck)
8. Sands Of Gold (Waco Piers)

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**THE CASH BOX**

**BULLSEYE**

**B+ very good**

**B good**

**C mediocre**

**ANOTHER CHANCE TO FALL IN LOVE**

[Capitol BM—Philips]

**MY WORLD'S LOSING YOU**

[Mona-Rose BM—McAlpin, Drusky]

**ROY DRUSKY & KITTY WELLS**

(Decca 31523)

Two of the label's strongest country singers team-up on this destined-for-success entry tagged “Another Chance To Fall In Love.” The tune is a slow-moving, sentimental opus all about a couple who had a parting but want to get together once again. Side’s a natural for heavy day play. The flip, “My World’s Losing You,” has the artists telling the soulful tale of break-up.

**MEMORY MOUNTAIN**

[Valley BM—McPerson]

**LET ME TALK TO YOU**

[2:07] (Cedarwood BM—Dill, Davis)

**WANDA JACKSON**

(Capitol 3015)

Wanda Jackson, who is currently riding the charts with “We Haven’t A Moment,” comes up with a potent, ultra-commercial follow-up stanza with this Capitol newie tagged “Memory Mountain.” The tune is a hard-driving, chorus-backed tear-jerker with effective gospel overtones. Watch it break quickly. On “Let Me Talk To You” the last a plaintive, shuffle-beat plea for her special guy to talk to her some time. Also merits a close look.

**ARE YOU MINE?**

[2:13] [Jamie BM—Grishay, Amedeo, Lorris]

**I DON’T HEAR YOU**

[2:46] [Pamper BM—Owens]

**GEORGE JONES & MAGGIE SINGLETON**

(Mercury 72519)

The Jones-Singleton combination has proven to be a winning team in the past and this release (which George cut during his Mercury era) should reach the charts in no time flat. The top side here, “Are You Mine,” is an extremely attractive entry in which both singers proclaim their love for the other. “I Don’t Hear You” is a slow-paced, sentimental tradition-oriented hillbilly lament read with loads of authority by the artists.

**GO HOME CHEATER**

[2:22] [Garpar BM—Paxton, MacRae]

**I’M GONNA LIE AGAIN**

[2:26] (Cedarwood BM—Bills, Dill, Frizzell)

**CLAUDIA GRAY**

(Mercury 72516)

The vet Mercury hit-maker seems destined to continue his winning ways with this novel entry tagged “Go Home Cheater.” The tune is a tender, slow-moving, chorus-backed tear-jerker which Gray gives a feeling of sincere sounding. The flipper, “I’m Gonna Lie Again,” is a fast-paced bluegrass-flavored happy bluser with a catchy, listenable sound.

Looks like Columbia’s Marty Robbins and Decca’s Patsy Cline and Bill Anderson all have dual-market candidates with their new releases. (See pop reviews.)

---

**JAMES O’GWYNN**

[United Artists 638]

(B+) **THERE’S A HEARTACHE FOLLOWING ME**

[2:30] (Tochoe BM—Baker]

James O’Gwynn with off his United Artists career with this real nice easy-going, chorus-backed romance in the traditional country vein. Plenty of potential here.

(B+) **NO ONE HERE BUT ME**

[2:45] (Columbia BM—Mathis, Frank)

More fine country sound. This one’s an infectious, bluegrass-flavored lament read with feeling and veyre by the songwriter.

**LEON PAYNE**

[Starday 637]

(B+) **LOG TRAIN**

[2:29] [Starday BM—Payne]

Leon Payne has hit the mark and he can do it again with this quick-paced bluegrass-flavored novelty. Deck could break real fast.

(B+) **CLOSE TO YOU**

[2:31] [Starday BM—Payne]

On this entry million seller of Leon Payne pop-styled romance, chorus-backed sentimental tear-jerker.

**MARSHALL WEST**

[Parkway 878]

(B+) **THIS HOUSE IS GONNA LIVE**

[1:45] (Carter, Kilgore] Newcomer Marshall West could quickly jump into the national limelight with this high-powered, chorus-backed catchy novelty all about the benefits of a hillbilly house. Spinners should come out in droves for the side.

(B) **I HURT MYSELF**

[2:00] [Painted Desert BM—West]

Slow-moving, pop-flavored teen-aged opus of heartbreak with an appealing danceable melody.

**BOBBY DUCKWORTH**

[Shifty 124]

(B) **TEN DOLLAR BILL**

[2:57] [Bide BM—Duckworth, Dore]

The chart unleashes his pot- wide-range vocal talents full-blast or this medium-paced tradition-orienter, country weeper sold with enough polish to attract a swell of deejays.

(B) **PRECIOUS LITTLE GIRL**

[1:31] [Bide BM—Duckworth, Dore] Tender, chorus-backed tale of the gal who got away.

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Cash Box—August 3, 1962
IT GOES TOO FAR!

As we were writing this column, we heard about Chubby Checker's appearance on August 4th in the Kurhaus at Scheveningen in Holland. Belgium was originally closed, and we would like to say the least, disappointed about his staying away from our country. How many of you will be able to afford the return trip to Scheveningen? Why couldn't Chubby make an appearance here in the states and pay the costs of the Australian tour? It would be too hard to understand that nobody has been able to arrange for one or two appearances in the kingdom of Flanders and Limbo, whose European tour had been arranged a long time beforehand.

Appropriately there have been precedents: Cliff Richard and The Shadows have been on a tour in Holland, but they have also left Belgium. The same applies to the group who has been a Rudi Carroll show for Netherlands TV which in the meantime has been scrapped, but who so far has not yet crossed the frontiers. Belgian youth are who spend their money buying records of these performers. If in the meantime it is only natural that they want to see their idols in person. We have long thought of bringing this matter to the attention of our readers; the Checker incident made us decide to do so. Are the agents of these people demanding excessive fees for appearances in Belgian showplaces? If that is the case, we would like personal managers and agents of these notables to consider that Belgium is a small country, where the sale of 5,000 copies of a certain number is considered a success. This is the plain truth. Don't ever compare Belgium with any other country and adapt your fees accordingly—if, of course, this is the reason for your staying Belgium.

American top performers often come to Britain and some of our youthans hear them and their own magazines who publicize these visits. And every time they are disappointed to see them pass unnoticed in Belgium. It is unexcusable when one considers that in Belgium a single costs 66 francs (15 $35, 66 French francs or 5 marks) and that young amateurs are often scraping to buy one. Couldn't the Belgian society do something? We will in the meantime, as always, keep crossing our fingers crossed and hope that the arrant wishes of our youngsters will in the future be realized.

FLASH! Just as we are going to press we are told that Nils Jules, from Aarschot, who parcelled out the Cameo/Parkway label in Belgium, in co-operation with the Arktone firm from the Netherlands, has entered in connection with the well known Dutch impresario Leo Van Rees from Amsterdam. Nevertheless, there would be only a ghost of a chance that Checker should come to Belgium in the near future. This is, in our view, the case because in Holland, as there would be no time enough to organize a publicity-campaign. Checker will appear in Germany in August. Should there be a chance then that he would come to Belgium we will wait and see. In any case, it is of great importance for the records-selling.

The publishing-firm Ardmore and Beechwood told Cash Box that they have a sub-edition the French version of Big Girls Don't Cry sung by Henri Salvador, which was recorded at the Salvador/Fontana label. The Cameo/Parkway group The Orains recorded "Not Me" and this publishing firm has also the rights in this number. With Primavera the Ardmore and Beechwood-firm has the rights for Belgium for "Je Suis Trop Lein De Toi" by Richard Anthony on Columbia.

Hebra-reports recorded that the songwriter Nicole Josey came in third place in the voting of the "Gesang des Jahres". This is a big result and we predict this young and lovely girl a career with many hits, because her voice is so different from the others.

Although in general the holiday period is unfavorable to the record sales in this territory, Polygram lives a mighty strong and successful sales program with the following best-sellers:

"Pendant Les Vacances" by Sheila (Philips)—"Si Tu Veux Etre Heureux" by Jacques Higelin (Philips)—"Les Enfants De La Coque" by Hans Ronny (Philips)—"Mr. Boum Boum" by Henri Salvador (Philips)—"First Quartet" and "Young Lovers" by Paul and Paula (Philips)—"Je Suis Trop Lein De Toi" by Richard Anthony on Columbia.

Belgium's Best Sellers

FLEMISH
1. Lucky Lips (Cliff Richard/Columbia/Belindamusic)
2. Leer En Wanenbroek (Happy Valentine/Arden & Beechwood
3. Amour Perdu (Adam/Pathe/Arden & Beechwood)
4. Geef Mij Nog Een Kans (Marva Vogue/Vogue International)
5. Kom Till Pille Dei (Philips)
6. San-Tom-Admie (Adam/Pathe/Rudo)
7. Last Night's The Night (Ray Charles/ARC-Pamount)
8. 'N Est Ce Pas Merveilleux/Cier Ton Nom (Adam/Pathe/Rudo/Arden & Beechwood)
9. 'N Est Ce Pas Merveilleux/Cier Ton Nom (Adam/Pathe/Arden & Beechwood)
10. Hello Jim (Paul Anka/RCA/Spanka)

WALLOON
1. 'N Est Ce Pas Merveilleux/Cier Ton Nom (Adam/Pathe/Arden & Beechwood)
2. Amour Perdu (Adam/Pathe/Arden & Beechwood)
3. San-Tom-Admie (Adam/Pathe/Rudo)
4. Elle Est Fine Che Purita (Petula Clark/Philips/Bels)
5. Je Me Sens Bien (Petula Clark/Vogue/Bels)
6. Les Chats Coucou (Philips/Columbia)
7. Lucky Lips (Cliff Richard/Columbia/Belindamusic)
8. L'ame Bla S Jo áll (Alain Barriere/RCA)
9. L'ame Bla S Jo ál (RCA)
10. Je Me Sens Tres Seul (Robert Cogoli/Philips/Top)

Cash Box—August 3, 1963—International Section

CASH BOX TOP 100'S PUBLISHERS

MAKING THE WORLD GO AROUND... 37
MAMA DON'T ALLOW... 52
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"MARTIAN HOP... 95
MEMPHIS... 12
MINUTE YOU'RE GONE... 93
MOCKINGBIRD... 12
MONKEY TIME... 38
MORE... 19
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MY DADDY'S BEST... 94
MY TRUE CONFESSION... 34
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MY WAY... 51
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PARKED... 5
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SO MUCH IN LOVE... 63
"SONG FROM A SECRET GARDEN... 3
"S Orange—Bmi)
SOUTH SHORE CHURCH... 19
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"SUPPORT YOUR LOCAL ARTIST... 46
"SURE FIRE... 74
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SWINGIN' ON A STAR... 56
TALK OF THE TOWN... 38
"TELL ME THE TRUTH... 100
THE BAVARIAN... 58
THE DAY YOUR PRINCE CA... 81
THIS IS WHAT I CALL... 77
TIE ME UP IN BANDANA DOWN... 10
TILL WHEN... 21
TIPS OF THE SAILING... 42
TREAT HER RIGHT... 92
TRUE LOVE NEVER RINGS... 45
TWIST... 32
"WAIT TIL MY BOBBY COMES HOME... 55
WITH A FALL IN THE... 49
WIPPOPO... 5
WORLD... 62
"YOU'RE THE DEVIL IN DISGUISE... 46
(Bill Fresley—Bmi)
Congratulations to 76 year old Mr. S. J. Avidon of Gallo (Africa) Ltd., who this week topped the ‘Hits 4’ chart with his single “I'm Confessin'”. Mr. Avidon began his sixty year old career in the record world in 1938 when he joined Barnett Samuel & Sons, at that time leading factors in this country. In 1955 he started recording and manufacturing their own records on the Jubno, Odeon and Fonitipia labels. Later in 1958 when the company was enjoying considerable success manufacturing the first portable gramophone nameplates, the wide distribution of克rm and Avidon’s singles began.

In 1958 the present chairman of the Decca Record Company Ltd, Sir Edward Lewis bought the share capital of Barnett Samuel and changed the name of the company: The Decca Transaction Company Ltd.

In 1958 when the Decca Record Company Ltd was formed S. J. Avidon became a partner in the company. He will continue until he retires in 1955. However, shortly after this he opened a London office for Gallo (Africa) Ltd, this renewing an association first formed in 1955, when as a district manager for Decca, he appointed Eric Savoy as the company's sole distributor in South Africa.

Massive promotion by Phillips for recordings by the Concertgebouw Orchestra of Amsterdam during their two week performances at this years Edinburgh International Festival.

In connection with the orchestra’s visit, Phillips will release a two-Symphony Album on their low-priced “Classical Favourites” Series, comprising Menselsohn's Symphony No. 4. (Italian) and Beethoven's 8th Symphony. One of the Concertgebouw's permanent conductors, Bernard Haitin will share the baton at the Festival concerts with guest conductor George Steell of the Cleveland Symphony Orchestra.

Classical who is Phillips scheduled for November brings together, for the first time, either on disk or concert platform two famous Russian artists, Sviatoslav Richter (Piano) and Mstislav Rostropovitch (Cello).

These two incomparable musicians have recorded the complete Sonatas for piano and cello by Beethoven. The release of this record will be an epochal event in the solution for the cancellation of their eagerly awaited appearance together at last years Edinburgh Festival.

For the first time before American folk music from the Vanguard Catalogue have just signed their first British folk group, The Spinners from Liverpool, to a three year contract. Their first LP just completed but not yet released is scheduled for November.

Keeping abreast of the growing interest in folk music over here, Nathan Joseph Director of Transatlantic Records, who considers the trend to be comparable with the Trad Fad, has just signed the Ian Campbell Folk group to his label, Regular appearances on BBC TV’s “Barn Dance” programmes have astounded his group in recent months. Their first LP for Transatlantic recorded this week and titled simply “This is the Ian Campbell Folk Group” is scheduled for September release both here and in America.

Lionel Bart and John Barry are to collaborate on another film music assignment. Producer Walter Slezker has signed them to write the soundtrack for the forthcoming ‘Babes in Arms’ which is being released immediately. A benefit performance is currently on the floor at Elstree Studios starring Robert Mitchum, France Nuyen, Barry, Ustinov, Allinson and songs, written by Barry. The recording personally and the film will be released by Twentieth Century Fox in November.

In the tele-recording for the BBC of his own 30 minute showcase “The Nat King Cole Show” the star received a Gold Disk on behalf of all the artists who gave their services to the UN High Commissioner for Refugees and contributed tracks for the million selling LP “All Star Festival.” The presentation was made by Band Leader Ted Heath who also appears in the TV show which will be transmitted later this month.

EMI’s Norrie Paramor plans to do for Birmingham groups what fellow A&R Manager George Martin has done for the boys from Liverpool and Manchester, Jon White and the Rounders, Danny King & The Royals, Carl and The Cheetahs, Mike Sheridan and The Night Riders. The plan is already well in train, Pat Wayne and Keith Powell and The Valets ... let battle commence!

Everyone at Feldman’s publishing house have their eyes on the Cash Box Top Ten and at the moment one of the stars that fans are shouting for is the hit “Candy Girl” and “Marlena” for release here mid-August on Statecide.

The Four Seasons last appeared in the British charts a couple of months back with “First of May” and have been published by Peter Maurice.

Feldmans also have the new Freddy and the Dreamers single “I’m Telling You Now” for August release on Columbia to follow their current charter “If You Got’ta Make A Fool Of Somebody” which is also published by Feldmans.

Later in the year they have numbers by Frankie Vaughan, The Springbrooks’ Neve Bills, The Hollies, The Tremelors, The Starry Eyed Percival and Cloda Rogers from the recently completed British film “It’s All Over Town” in which all these artists appear.

British born exponent of Latin American music, Donny Pepe this week received a Gold Medal from the Mexican Government and was presented with an award of a Gold Medal in recognition of their work in promoting the music of Mexico throughout the world.

It is hoped that the presentation will be made by the Mexican Ambassador in London.

In September the duo set off with the Johnny Dankworth orchestra on a 30 day tour of the States. Their second British LP is due for release in January.

Publicist Andrew Loog Oldham has been appointed by the Dorothy Solomon Agency to handle press relations for The Beatles, Steve Perry, Chad & Chad Rogers, etc. His recent publicity coup for the Fab Four was to get them to single “Come On” plans to cross the channel in the autumn with a view to placing them on the continent.

Many others are expected to be on the first LP to be released here on the Surprise label, set up earlier this year by Christopher Blackwell in association with Stax Records, Borden in New York, has met with considerable success.

A British LP to be released in the world country is this week released— "That Affair" a satirical recording written and performed by Noe Carter. Joe Milner and Wendy Varnel has a recent political scandal as its theme. Both these LP’s have been issued only in this country and America, are available for other territories.

**Great Britain’s Best Sellers**

<table>
<thead>
<tr>
<th>This Week</th>
<th>Last Week</th>
<th>On Chart</th>
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<tbody>
<tr>
<td>1. (1)</td>
<td>4.</td>
<td>I’m Confessin’ — Frank Ifield (Columbia) Francis Day &amp; Hunter</td>
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<td>2. (4)</td>
<td>6.</td>
<td>Devil In Disguise — Elvis Presley (RCA) West One</td>
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<td>3. (2)</td>
<td>9.</td>
<td>I Like It — Gerry &amp; The Pacemakers (Columbia) Dick Heiely</td>
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<tr>
<td>4. (3)</td>
<td>16.</td>
<td>Astilite — The Shadows (Columbia) Francis Day &amp; Hunter</td>
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<tr>
<td>5. (10)</td>
<td>3.</td>
<td>Sweets For My Sweet — The Searchers (Pye) Hill &amp; Range</td>
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<tr>
<td>6. (8)</td>
<td>5.</td>
<td>I'm Gonna Run Ron — The Crystals (London) Aberbach</td>
</tr>
<tr>
<td>7. (1)</td>
<td>1.</td>
<td>Twist &amp; Shout — Brian Poole &amp; The Tremeloes (Decca) Sherrill Gordon</td>
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<tr>
<td>8. (5)</td>
<td>9.</td>
<td>Take These Chains From My Heart — Ray Charles (H.M.V.), Aucof-Rose</td>
</tr>
<tr>
<td>10. (7)</td>
<td>17.</td>
<td>Do You Remember — The Shadows (Columbia) Peter Potin</td>
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**Great Britain Top Ten LP’s**

1. (1) Please Me — The Beatles (Parlophone)  
2. (2) The Shadow's Greatest Hits — The Shadows (Columbia)  
3. (3) Summer Holiday — Cliff Richard (Columbia)  
4. (4) West Side Story — Soundtrack (CBS)  
5. (5) Reminiscin' — Buddy Holly (Coral)  
6. (6) Cliff's Hit Album — Cliff Richard (Columbia)  
7. (7) It Happened — The World's Fair — Elvis Presley (RCA)  
8. (8) Remember You — Frank Ifield (Columbia)  
9. (9) Billy Fury — Decca  
10. (7) The Concert Sinatra — Frank Sinatra (Reprise)

**Great Britain (Continued)**

Australian singer Rolf Harris, recipient of the Cash Box Silver trophy for his world hit “Take Me Kangaroo Down, Sport,” currently high in the American Top 100, has been signed by the BBC to introduce a new weekly TV series “A Swingin’ Time.”

With all an musical format the shows will feature a wide range of pop singers and instrumental groups. Already lined up for guest appearances are Billy J. Kramer and the Dakotas, Cleo Lane, Rosmary Squires, Mark Wynter, Eden Kane, The Dalls Boys, The Bachelors and Gerry and the Pacemakers.

**QUICKIES:**—New signing to the Pyle Label The Overlanders debut with two of their own compositions “Summer Skies and Golden Sands” and “Call Me Tonight.” The Pop star Adam Faith voted one of Britain’s top ten best dressed men of 1963. A new single from Susan (Bobby’s Girl) Maughan “The Verdict Is Guilty” on Philips. Comedy duo Jan & Kelly follow “Ush E’ Day” with “Golly” on EMI. The Searchers are busy on the “O’2 Volunteer” and “The Town” into the Prince of Wales Theatre this week. The Sakura Cherry in Tokyo are doing well. Promos in Japan and Holland in Japan.” Special LP release by EMI “Festival of Gospel Song” recorded at the Royal Albert Hall, London. Issued on Regal-Zonophone. H.M.V. release John Leyton LP “Always Yours.” New single is “Island Holiday on Canton Between Euph and Goodbye.”... Lonnie Mack gets his first British release here on Stateside with his current American charter “Memphis.”... Decca E.P. “European Song Cup 1963” comprises songs produced by Britains representatives at this years Knecko Festival, Mike Preston, Cloda Rogers, and Lyn Cornwall. R/S singer Be Diddy to join The Everley Brothers 30 day British tour commencing 29th September ... Radio & TV dates being lined up ... The Searchers current B-side “Worthless Sweats For My Sweet” on Pye for their first LP “Meet The Searchers” released here by Pye on July 30th. ... Frank Sinatra’s “Come Blow Your Horn” single for release here on Reprise 30th July.

The Best in Britain, Bens

Cash Box — August 3, 1963 — International Section
**Australia's Best Sellers**

1. "Move Baby Move" (Johnny O'Keefe—Leedon) D. Davis & Co.
2. "I Love You Because" (Al Martino—Capitol) Acuff-Rose
4. "How Do You Do It" (Gerry & The Pacemakers—HMV) Leedon Music
5. "Tamoure" (Bill Justis—Philips)
7. "Sukiyaki" (Kyu Sakamoto—HMV) Castle Music
8. "This Is Bollywood" (Brenda Lee) Don and many others by prominent name artists. Many of the leading dealers are closely concerned over the traffic they are losing to clubs—especially now that club activity is becoming more intense as the clubs compete with each other. Dealers are trying to sell albums by artists such as Brenda Lee, Ray Charles, Dion et al. for better than 50%, each while club sets by these artists are available for just 20%... this certainly constitutes a problem for dealers and record companies.

**Japan's Best Sellers**

**INTERNATIONAL**

This Last Week Week
1. (1) Hey Paula—Paul and Paula (Philips); Paradise King (Toshiba); Michio Atsuta & Yosu Tane (King); Elaine & Derek (Pye); BMG Japan Publications/Shinko
2. (3) I'll Follow Him—Rosemary Clooney (Reprise); Betty Curtis (CDG); Georgie Gibbs (Epic); Little Peggy March (RCA)—Sub-Publisher/Suisaiwa
3. (2) Follow The Boys—Connie Francis (MGM); Mieko Hirota (Toshiba); Brenda Lee & Larry Chance (Philips); Mieko Hirota (R.C.A.);—Sub-Publisher/Shinko
4. (5) Go-Kari Twist—Gianni Morandi (Victor); Michi Aoyama (Polydor); Nana Kinomi (King);—Sub-Publisher/Yamaha
5. (6) The Isola of Arturo—Elio Bruno and the orchestra (Victor)—Sub-Publisher/Shinko
6. (4) Douglas Violence—Johnny Holland (Philips); Massau Hiro (Victor)—Sub-Publisher/Shinko
7. (2) Beach Time—Rodger Smith (Warner Bros.); Makiko Hata (Toshiba); Alex Itu (Victor); Iuso Sasaki (Sub-Publisher/Shinko)
8. (3) Young Lovers—Paul and Paula (Philips);—Sub-Publisher/Shinko
9. (9) Tonight My Night—Connie Francis (MGM); Boney Ida (Columbia); Mieko Hirota (Toshiba);—Sub-Publisher/Shinko

**LOCAL**

This Last Week Week
1. (2) Koji No Xan (Kojin Co.)—Sub-Publisher/Shinko
2. (3) Shinsekaise—Midor Hatakeayama (Columbia)
3. (1) Itteki Utsukushige—Kyu Sakamoto (Toshiba)
4. (5) Maharashtra—Kyo ecstatic (Victor)
5. (6) Takahashi—Kyo ecstatic (Victor)
6. (8) Takahashi—Kyo ecstatic (Victor)
7. (9) Takahashi—Kyo ecstatic (Victor)
8. (10) Takahashi—Kyo ecstatic (Victor)

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**CASH BOX—August 3, 1963—International Section**
We wish to open our column this week with the list of the “Cantagirio’s” winners. At the top of the stars team (team A) we find Pepino Di Capri. Use-less to say the great enthusiasm with which Mazzeochi, A/R Manager of Carosso, shared the victory of their talent. It is interesting to note that this was the first time Pepino took part in a contest.

Second of the team was Little Tony. The young artist of Durium has got worn good exposure with the band’s disc “Soun GOONAY” (which he launched during this contest, with and which he conquered the fourth place in the “stars” team).

But the most exciting surprise came from the second team, the team of the debuts, where Cantagiro served to confirm the good value of recent Nanni Riccioli discovery, Michele, The young artist recently paced by RCA in the Italian market, a group and most of the Italian talent is awaiting the return of this young singer on the horizon.

Cantagiro was big occasion for Durium to point out to all Italian public their new talents Isabella Jentacci and Giancarlo Silvi. The two debuts gained respectively second and fourth place in team B.

CDBG had the chance to place in third position the young talent Fantacchiou. Useless to talk about the enthusiastic welcome received by the last year winner Adriano Celentano who took part to the contest this year as star guest. He profited by his triumphal tour to present to his fans the new recruits of his “Clan,” Don Backy (with his successful song entitled “Amico”) and Claudia a young songstress who will soon record her first disk.

We wish to report some sad news: our friend, the top pop artist Gino Paoli (RCA) who has just confirmed his great talent presenting at Cantagiro his recent new tune “Sapori Di Sale” (Salt Flavour) injured himself with a fire-arm. Now he is waiting to be operated on in the Genoa’s hospital. Fans and friends all over Italy are expecting him to be better within the next few days.

Every effort is done by EMI to promote such new recordings among the summer hits. This year market a very big competition for the summer hits to be with EMI we have completed the list of houses taking part in the present Canadian competition and can only offer the all the big battle in the record field, and we can only affirm that we will have a very “hot” season!

### Scandinavia’s Best Sellers

1. Crying The Wind (Paul Anka/RCA Victor) Bens Music AB
2. "Emma (The Sounds/Fontana) Oy Musiikilaki-Fazer-Musik AB
3. Johnny Guitar (The Spetticci/Karselli) Oy Musiikilaki-Fazer-Musik AB
4. Hey Paula (Paula & Paula) (Philips) Oy Musiikilaki-Fazer-Musik AB
5. A Summer Holiday (Cliff Richard/Columbia) Gebrans
6. Tango d’Amore (Eino Grön/Scandia) Scandia Musikliki Oy
7. "Kulkuri (The Wanderer) (The Sounds/Fontana) Oy Musiikilaki-Fazer-Musik AB
8. Tango merellii (Tango By The Sea) (Taiste Tammi/Deco) X-Sivel
10. Tusii viedii sää (Crying The Wind) (Laila Halme/RCA Victor) Bens Music AB

Local copyright

### Denmark’s Best Sellers

1. 10. Såg mir wo die Blumen sind (Where Have All The Flowers Gone) (Kraft Music AB)
2. 9. Lucky Lips (Cliff Richard/Columbia) Belinda (Scandinaivia) AB
3. 8. "Kita Go Ka (The Beatles/EMI) handling RCA Music AB
4. 7. I Will Follow Him (Petula Clark/EMI) No Publisher
5. 6. Little Band Of Gold (James Gilreath/Soenet) Gehrmans
6. 5. "Kita Go Ka (The Beatles/EMI) handling RCA Music AB
7. 4. The End Of The World (Skeeter Davis/RCA Victor) Multi- tone A/S
8. 3. Hans skal i glas og ramme (Skip To My Lou) (Grethe Kittsgard/Toona) Sweden Music
10. 1. Lucky Lips (Cliff Richard/Columbia) Belinda (Scandinaivia) AB

### Italy’s Best Sellers

1. 16. Quelli Della Mia Rta: Francois Hardy/Vogue, Caterino Spack/Ricordi Published by Leonardi
2. 15. Il Ballo Del Diavolo (Emilio Del Borgo/Pavone/RCA Public-
ed by Messaggere Musicali/Curci
3. 14. Grazie Mille (Maria Grazia/Una) Belinda (Scandinaivia) Published by Italian Yan-Kistin-Ricordi
4. 13. Stesso Spiaggia Stesso Mare: Mina/Itallic, Piero Fosso Published by Franco
5. 12. Abbronzatissima: Edoardo Vianello/RCA Published by Leonardi
6. 11. A New Orleans: Adriano Celentano/Saar Published by Leonardi
7. 10. Mi Perderai: Nico Fodence/RCA Published by RCA Italiana
8. 9. Tu Capricol: Nicol Sedaka/RCA Published by RCA Italiana
9. 8. Quando Brilla La Luna: Los Marcellos Feriel/Durium Los Hermes Rupica/RCA Published by Southern
10. 7. Baci (Things): Remo Germani/Saar Published by Averber

### Sweden’s Best Sellers

1. 1. Lucky Lips (Cliff Richard/Columbia) Belinda (Scandinaivia) AB
2. 2. Little Band Of Gold (James Gilreath/Soenet) Gehrmans
3. 3. I Will Follow Him (Little Peggy March/RCA Victor) No Publisher
4. 4. I Like It (Gerry & The Pacemakers/Columna) Sonora Musik- forlag Stopp
5. 5. Adriano Celentano (The Shadows/Columbia) Sweden Music AB
6. 6. Speelman Gilly Night (Trick me maa) Benda/Polysort Nordiska Musikforlaget
7. 7. Remember Diana (Paul Anka/RCA Victor) Bens Music AB
8. 8. Rhythm Of My Heart (Elvis Presley/RCA Victor) No Publisher
9. 9. Surfin USA (The Beach Boys/Capri) No Publisher
10. 10. Amopala (The Spotlins/Karselli) No Publisher

Local copyright
Buddy In Berlin

MEXICO

Since last week, the problem of musicians and the record manufacturers has been solved. The musicians received an increase in salary and everybody is very happy.

"Don't say nothing bad" and "Love makes the world go round" were recorded on Orfeon Records with the Hooligans. Now we have two more, one by the orchestra of Kay Perez on the same label and another one with Manolo Munoz on the same label. Musart Records released under the liberty banner the tunes "Venus" and "Lovely" with the label "Perseguido." The first was produced in Mexico some time ago by Santo and Johnny and Nellie Riddle respectively. The International Mexican composer Reyno Fuentes, gave his latest song "Condenable" to the young singer Alberto Vazquez, who made the record for Musart Records. Alberto published earlier the Ruben composition "El Pecador" (ThePEcador) in Mexico, which also was made in English by Capital Records. "Oye Conazon" and "Te encontre" were recorded at Orfeon Records by the still popular rock and roll group Los Rebeldes del Rock. This group is doing a theater season in the Mexican capital now.

Brazilian singer Agustinio Dos Santos is performing now at "Terazza Casina" with the group Los Impala. Agustinio sang before at "Setorial" and "La Fuente" night clubs and before leaving town he will make 6 videotapes.

Leticia Juliana on RCA made a new version of Brenda Lee's creation "Emotion," recording on the other side a song composed by her sister Araceli called "Asi tiene que ser" (So it has to be). This label also released Pete Nero the recording "Off course." Ricardo Carrién, one of the duet of the Carrién Bros., recorded at CBS as soloist under the label of Don Mario, Davidis, who signed a composition "Black Eyes and Blue Heaven," Chuck Anderson and his orchestra and the group Los Salvales were on the back rounds.

Musician Ricardo Samaniego played the presents "El Hacendado" by the great "Hatori" by Henry Maxencii, the most popular song from the album here in Mexico is the "Baby Elephant Walk" which is played very often on many radio stations.

Cheo Cabarroza presented album by German actress Marlene Dietrich named "Dietrich in Rio" before she left town to perform in the United States.

Mexico's Best Sellers

5. El Del Traje Negro—Olimpo Cárdenas (Orfeon).
6. De Mi Manera—Sonora Santanera (CBS).
8. Los Canoens De Navarrone (Guns of Navarrone)—Al Caiola (Gamma). Intersos Del Ti (Jealous of You) Enrique Guzman (CBS).
9. Cosas (Things)—Oscar Madrigal (Gamma).
10. Sodas (Things)—Oscar Madrigal (Gamma).

Claus Oegerl, Germany's import to the USA arranging-wise, dropped us a line to tell us of his activities stateside. Claus wrote the arrangements and conducted the chart makers "It's My Party" and "Judy's Turn To Cry" by Leslie Gore and "When the Lights Go On Again" ("When the Lights Are Dim" by Judy's Turn To Cry) and the flip side. Leslie's first LP also has been arranged and conducted by Claus. He published 4 sides on Teldec with the English version of the smash German hit "Heisser Sand" "(Hot Sand), which Mina sang for her first record here. The English title is I 'Would, Claus also wrote a year or two ago for Katrina & the Waves. Claus has also done recent dates with Damita Jo, Wayne Newton, Jimmy Smith, Mel Torme, Pat Thomas, Bill Evans, Benny Carter and many others. Our congratulations to Dave Dowell who hit the number one position in the Cash Box Top 100 with "Wooden Heart" half in English and half in German, visited Munich recently and dropped in with Claus. Claus is one of the leading composers in Europe and he is doing a lot in Germany exclusively for this market and Philips Records here seems to have nothing against him.

Hans Gerig writes that he's got plenty of hot singles for the summer months including new German goodies with Peter Alexander, Sacha Distel, Henri Salvador, Vinda and Peter Kraus all on Polydor.

Philips Records reports that they are releasing and working on "No One" by Ray Charles. They have just released KC and The Sunshine Band."I Was A Cowboy," written by Red Rocket and Michael Masser. They have also taken up with the German hit "I'm a Fool" and pressed it in English. It has been cut by several other countries and will be issued in Germany.

Radio Luxembourg reports that the new Elvis Presley's disking of "You Are a Devil In Disguise" is taking off like wildfire. The record is already the number 1 best seller for the firm.

German Vogue records is re-releasing production in Germany with international chart credits. The little Tony and Petula Clark is release soon.

Radio Luxembourg reports that Rex Gildo's German version of "Say Wonderful Things To Me" tops their chart parade closely followed by the million selling "Golden Words" (Say One Home Soon) and Connie Francis' chart topper "Barcarole In Der Nacht."

Peter Meisel and Christian Bruhn recently recorded American hits "Don't Try To Fight It Baby" in German with Manuels and Teldec, and the new smash "Green, Green Grass Of Home," with also for the same label.

Rolf Budde reports that the Hans Carste-Hans Brandeke smash hit "Those Lazy Hazy Crazy Days Of Summer" is doing fine salewise with Nat King Cole and that a new German version has been released on Philips sung by Bully Bulhans. The new text is called "Polly Wolly Holiday." Peter Schaeffers reports that his music firm is swinging with a new Manos' "Never On Sunday" Hadjidakis-Hans Brandtke number recorded in German by Natas Mouskouri for Philips and a new German number "Your Hand and My Hand" that has been recorded in Germany by the singer Philo for Mira for Ariola. In addition the firm has now newsways swinging on the market by Jimmy Makulis from Greece and Anita Lindblom from Sweden in German. The publishing firm has also recorded 2 sides with Archie Bleyer's "The War of the Artichokes" (Say One Home Soon) and Connie Francis' version "Barcarole In Der Nacht."

Teldec Records is busy pushing Pat Boone with his English version of "Tie Me Kangaroo Down Sport" and his first German record, "Baby Oh Baby" (Don't Forget)."Teldec Records reports that they have passed the 150,000 mark on sales of "Ich Will 'Nen Cowboy Als Mann" (I Want To Marry A Cowboy) by Gun Megathy's Ditte which first place at the German Pop Music Festival. The firm is also having a good sale with teenage star Fiji Gildie and Gitte, and are selling well with "Buomo AUTO, Bambino" by Rocco Granada and "Mitzon" by Jacqueline Boyer from France.

That's it for this week in Germany.

MEXICO

Cash Box—August 3, 1963

GERMANY

Germany's Best Sellers

This Last Week No. Weeks Week In Chart
1. 6. Barcarole In Der Nacht (Barcarole in the Night)—Connie Francis—MGM—Francon/Schneider
2. 12. Schindel Nr Der Bosa Nova (Baliame It On The Bossa Nova)—Telemann/Peter Mirea—Teldec
3. 23. Zwei Blaue Vergissmichenn (Say Wonderful Things To Me)—Rex Gildo/Bonnie Carroll—Electrola/Fontana
4. 11. *7000 Rinder (7000 Cattle)—Peter Hinnen—Ariola—Peter Meisel/Maraton
6. 6. Verkehr, Verleih, Verheiratet (In Love, Engaged, Married)—Peter Alexander/Electrola/Polydor—Hans Gerig
7. 4. *Ein Souvenir (A Souvenir)—Peter Kraus—Polydor—Montana
8. 7. *Ein Souvenir (A Souvenir)—Peter Kraus—Polydor—Montana
9. 13. Wenn Ich Ein Cowboy War (If I Was A Cowboy)—Marlboro/Polydor—Hans Gerig—Original German Copyright

Original German Copyright

54
Plans for the first of what is hoped will turn into an annual series of Canadian country broadcasters' conventions are rapidly taking shape. Convention organizers, Dennis Carver and Jack Arlotta of CHUM-Canada, Canadian record companies already had assured their cooperation and participation in the event set for Toronto's King Edward Hotel, August 30th-31st. Several major record companies have announced the availability of up to 9:00 a.m. to 6:00 p.m. to CBC broadcasters and those in closely related fields will be held the morning of August 30th. The day's events will meet the stars of the recording industry who accepted the opportunity for delegates to meet, tape interviews with, and photograph such luminaries of the Canadian wax world as Faron Young, Webb Pierce, Tim Bill, Larry Driscoll, Millie Pearl, Bill Anderson and Skeeter Davis. There will also be a live show, spotlighting the talents of Larry Driscoll and Millie Pearl. The day's proceedings will be a benefit to the Maple Leaf Gardens. Upwards of three hundred delegates are expected to register representing stations from coast to coast, as well as record companies, publicity departments, etc.

Promo man Paul Brown sends word from his Manhattan office that the new Cash Box Pioneers of Country Music album, which has already been well received by broadcasters North America, is the latest Capitol outing by Nancy. Webb releases "Wide Eyes" with a follow up to her recent success, "Broadway My Way.

The Spartan man, is very happy over results his firm is getting from a new flock of albums. A Reprise set featuring Jerry Stauffer is one of the best of the bunch. "Getting Sentimental Over Tommy Dorsey," is the title and it offers the lark at her best. Ross Cloney's first Reprise album release is also included in the group. "Love" is the title and Rosemary Allen's is doing a short recording session to obtain release rights for the Quality folks continue to be: "Surfin' Hootenanny" by Al Casey, "No Me" by the Orleans and "Judy's Turn To Cry" by Lesley Gore. The second Gore album, "Waiting for a Boy," is still moving good quantities of her initial Mercury outing, "It's My Party." At the same time here is a release, released in Canada, of "Surfin' Bird" by the Beach Boys. BML Canada's Suzanne Martin is doing a big type job on Danny Coughlin's newies on Capitol. "I'm A Beach Boy," his recent debut on the label, it will be released internationally too soon.

Harry Hill, who continues to do well with his Brunswick debut, "The Lonely Man," will do two P.A.'s with CKGY-Ottawa spinner, Dean Hijapogian and his band, the Staccatos, at an Ottawa area nightspot. Hill's deck has been picked to be the center of the action for the Waterloo Waterloo's. A new release from Canada's most important jazz outfit, the "Canadians" is a hit with the jazz crews in Canada.

In the world of wax at CKY, Dennis Carver reports that the station has been playing a Swedish record in Winnipeg. Vince Carson, who was immediately signed by RCA Victor, solely on the merit of the master take, says "The Swede," that he will have a release in Canada early next month. "The Swede," is the first of the Canadian country stars to appear on the West Coast. Paris, Mexico, Peru, Poland, and other exotic spots in—get this—only twenty-four hours, Impossible? Not when all of the aforementioned places area at the CKY studio in Calgary. It's L.A. All of the CKY-Winnipeg, forever coming up with wild promotion stunts, have scored with their latest move, as they are now shipping a copy of "The Swede," to their friends in Paris, Mexico, Peru, Poland and four other exotic spots in—get this—only twenty-four hours. Impossible? Not when all of the aforementioned places are at the CKY studio in Calgary. It's L.A. All of the CKY-Winnipeg, forever coming up with wild promotion stunts, have scored with their latest move, as they are now shipping a copy of "The Swede," to their friends in Paris, Mexico, Peru, Poland and other exotic spots in—get this—only twenty-four hours. Impossible? Not when all of the aforementioned places are at the CKY studio in Calgary. It's L.A. All of the CKY-Winnipeg, forever coming up with wild promotion stunts, have scored with their latest move, as they are now shipping a copy of "The Swede," to their friends in Paris, Mexico, Peru, Poland and other exotic spots in—get this—only twenty-four hours. Impossible? Not when all of the aforementioned places are at the CKY studio in Calgary. It's L.A. All of the CKY-Winnipeg, forever coming up with wild promotion stunts, have scored with their latest move, as they are now shipping a copy of "The Swede," to their friends in Paris, Mexico, Peru, Poland and other exotic spots in—get this—only twenty-four hours. Impossible? Not when all of the aforementioned places are at the CKY studio in Calgary. It's L.A. All of the CKY-Winnipeg, forever coming up with wild promotion stunts, have scored with their latest move, as they are now shipping a copy of "The Swede," to their friends in Paris, Mexico, Peru, Poland and other exotic spots in—get this—only twenty-four hours. Impossible? Not when all of the aforementioned places are at the CKY studio in Calgary. It's L.A. All of the CKY-Winnipeg, forever coming up with wild promotion stunts, have scored with their latest move, as they are now shipping a copy of "The Swede," to their friends in Paris, Mexico, Peru, Poland and other exotic spots in—get this—only twenty-four hours. Impossible? Not when all of the aforementioned places are at the CKY studio in Calgary. It's L.A. All of the CKY-Winnipeg, forever coming up with wild promotion stunts, have scored with their latest move, as they are now shipping a copy of "The Swede," to their friends in Paris, Mexico, Peru, Poland and other exotic spots in—get this—only twenty-four hours. Impossible? Not when all of the aforementioned places are at the CKY studio in Calgary. It's L.A. All of the CKY-Winnipeg, forever coming up with wild promotion stunts, have scored with their latest move, as they are now shipping a copy of "The Swede," to their friends in Paris, Mexico, Peru, Poland and other exotic spots in—get this—only twenty-four hours. Impossible? Not when all of the aforementioned places are at the CKY studio in Calgary. It's L.A. All of the CKY-Winnipeg, forever coming up with wild promotion stunts, have scored with their latest move, as they are now shipping a copy of "The Swede," to their friends in Paris, Mexico, Peru, Poland and other exotic spots in—get this—only twenty-four hours. Impossible? Not when all of the aforementioned places are at the CKY studio in Calgary. It's L.A. All of the CKY-Winnipeg, forever coming up with wild promotion stunts, have scored with their latest move, as they are now shipping a copy of "The Swede," to their friends in Paris, Mexico, Peru, Poland and other exotic spots in—get this—only twenty-four hours. Impossible? Not when all of the aforementioned places are at the CKY studio in Calgary. It's L.A. All of the CKY-Winnipeg, forever coming up with wild promotion stunts, have scored with their latest move, as they are now shipping a copy of "The Swede," to their friends in Paris, Mexico, Peru, Poland and other exotic spots in—get this—only twenty-four hours. Impossible? Not when all of the aforementioned places are at the CKY studio in Calgary. It's L.A. All of the CKY-Winnipeg, forever coming up with wild promotion stunts, have scored with their latest move, as they are now shipping a copy of "The Swede," to their friends in Paris, Mexico, Peru, Poland and other exotic spots in—get this—only twenty-four hours. Impossible? Not when all of the aforementioned places are at the CKY studio in Calgary. It's L.A.

Jim Schermer, one time American broadcaster and independent promotion man, tells CB he is about to establish a Canadian counterpart of the Record Goes Round promotion organization. Schermer's Sacramento-based firm will do promotions in Montreal, from which point Canada's biggest promotion man has approached with his scheme. He is based in Seattle.

Several of the west coast's Westcoasters were attending the Liberty sales meeting in L.A. (7/7/31) at the Beverly Hilton. Keith will return to his Montreal office by way of the Canadian west, with stops at all the major country artists who are booked for "The New Canada Show." This will be the first national network exposure of the new artists for "The New Canada Show." This will be the first national network exposure of the new artists for "The New Canada Show." This will be the first national network exposure of the new artists for "The New Canada Show." This will be the first national network exposure of the new artists for "The New Canada Show." This will be the first national network exposure of the new artists for "The New Canada Show." This will be the first national network exposure of the new artists for "The New Canada Show." This will be the first national network exposure of the new artists for "The New Canada Show." This will be the first national network exposure of the new artists for "The New Canada Show." This will be the first national network exposure of the new artists for "The New Canada Show." This will be the first national network exposure of the new artists for "The New Canada Show." This will be the first national network exposure of the new artists for "The New Canada Show." This will be the first national network exposure of the new artists for "The New Canada Show." This will be the first national network exposure of the new artists for "The New Canada Show."
Francisco Carlos, former Victor artist, recorded his first LP for Chanteur, entitled "Francisco Carlos Internacional" (The International Francisco Carlos), realizing another milestone in his career. At last, a label released four other albums, which are the following: "Teu Adeus" (Your Good-Bye) with the songstress Marta Mendonça. Among the songs selected for this album, there are some hits by Attilio Schiavon and Clínico de Moraes; "J.A.—Um Novo Idolo" (J.A. A New Idol), featuring a new version by Lou Beija; the album, Augusto is accompanied by Francisco Moraes and His Orchestra, Elio Alves and His Orchestra and Mirandas and his rhythm group; "Successos E Balanço" (Hits and Balance) gives a very special place to the songs of Tailor and Buiza. All the songs in this album are written by great Brazilian composers, and the harmonies and arrangements are all in accordance with the time, making this album a very special one in the career of Francisco Carlos国际版唱片。

Odeon (Brazilian E.M.I.) pressed this week an album with Oscar Ferreira, a sort of Brazilian Sammy Davis Jr., a fellow who has an enormous ability to invite other singers. He invites not only Brazilian artists, but including some American stars, such as Harry Belafonte, Nat King Cole and Johnny Mathis. The title of the LP is "As 100 Vozes De Oscar Ferreira" (The thousand and one voices of Oscar Ferreira) and besides his imitations of the album releases mentioned above American singers, he does the imitation of the following popular Brazilian songwriters: Cauby Peixoto, Roberto Lucio Farnay, Lino Alves, Carlos José, Mittendorf and Carlos José. To complete the LP he sings in the style of the Spanish singer Gregorio Barrios and three songs with the recording "La Bella Lola" (Hispano).

Argentine's Best Sellers

1. Guarda Come Dondolo (Mira como me Balancelo) (Alfa-Fernanda) Edorar (New Art)—Ramon (Disc Jockey); Tony Vilar (CBS); Jolly Land (RCA); Los Azulejos (Music Hall); Poky Evans (Odeon Pops).
2. Blame It On The Bossa Nova (Alfond-Fernanda) Elyde Gormie, Enrique Guzman (CBS); Lawrence Welt (Music Hall); Juan Ramon (Disc Jockey) Richard to Anthony, Romana Castro (Imperial). The Latin songs are already three other gordos LP's, with very good results. The last one by Richard to Anthony, Los Waqueros, a Double and four with four Samo Remo tunes by Ennio Sanguisturo.
3. Julio Korn publishers working on "Big Girls Don't Cry," the U.S. hit. The Spanish lyrics of this tune have been already prepared. Other items are "La Medida Media", also by Lafo Lairs on RCA. "Twist en Amor" penned by Nicky Jones, and "Mentira", the latest Santos Lipserpe production. Julio Korn is publishing the new record label in Chile: this will be done by Camilo Fernandez's "Demon" disk.
4. From CBS: the "Quinto Real" group has been formed again, and has started new recordings for the label. Another CBS artist, Roberto Yanez, is appearing on Radio Belgrano; his latest effort is "La Vida Continua," a Brazilian song in Spanish version.
5. Frederick Urban reports the lining of the winners of the recent Tango y Folk Music Festival, held at the Luna Park Stadium during a six-month period, containing all the victory, the start of the Fernerva market's local sessions, up to now it has been releasing recordings made by the label it represents.
6. Jorge Espejo of Tonidose informs that his label is releasing two more Kapu Topo: Mira Al Gente. The recording of "Claro Que O Mundo Arabsuje—Silveira (Philips)."
7. Afrikan Beat—Kempfert (Polydor); Orquesta Brasileira de Espectáculos (CBS); Mario Gennaro Filho (Odeon); On 3 Tons (Polydor) (Published by Ferma).
8. Romance—Francisco Petronio (Continental).
9. Inapare—Nilo Amaro e Seus Cantores de Ethno (Odeon). The label has been used by recently launched songstress Blasquita Silvena, whose first record is now under promotion.
10. Making Believe—Ray Charles (Polydor) (Published by Vitale). In the case of Minnie, Jockey; Colla (RCA) and other. The latter has been used by recently launched songstress Blasquita Silvena, whose first record is now under promotion.
These Seeburg Little LP 33 1/3 Albums are currently earning top grosses in Seeburg locations coast to coast.
The Quiet Of Summer Is Deceiving

Cash Box—August 3, 1963

The next time you’re sitting idle during a hot week in July, pick up the phone and call a half dozen major coin machine outlets around the country. You won’t be idle long. The excitement that comes from talking to some of the promoters in this business is contagious. We caught a bit of it last week after speaking with probably hundreds of coin machine people while preparing the final forms of what will more than likely be the most successful Coin Machine Directory ever published by Cash Box, or anyone else. We measure the success in terms of service to the trade and financial remuneration for our labors. It will be a very rewarding task from both points of view. Nothing succeeds like success.

The excitement we speak of can be summed up in the attitude of the manufacturers and distributors of equipment. Almost makes you want to go into the operating business come fall. That’s when most of the plans will be unfolded, during September. A lot of the promotions will break at the MOA Convention, we are happy to report. The large majority of plans for fall equipment must remain confidential. But we can tell you that more than one new pool table line will be unveiled. Improvements on an exciting new gun will be incorporated in time for the small manufacturer to go nationally with sales plans.

A twist in the standard shuffle alley design could stimulate this area. More pool table supply houses will open. The movie-music machine picture is going to be more competitive. Some of the larger operators will start exporting machines. New innovations in background music will be introduced. Two so-called underdogs—one in the amusement machine business and one in the cigarette machine business—expect ’63 to be the year they moved to the top, or nearer the top.

The record manufacturers will romance the juke box ops once again with specially recorded material. At least one European juke box manufacturer will try to invade the US market. A new candy machine will bring more coin machine operators into the field. And on it goes.

Too bad we can’t give you the specifics. It’s premature. But it’s nice to know that behind the seemingly dull dog days, the minds of the promoters are at work. In September the industry will see what we’re talking about. It’s encouraging to know that the drop in collections in the neighborhood bar which comes about when the neighbors go away on vacation, will be offset by the excitement of something new in the fall.

In the meantime, it’s good to know that everything possible is being done to keep this business moving ahead and don’t let anyone tell you different.
Bear, very indicating I visit » Art area.
pany, has NORTH position regional NEW Kaye, Company, in two the years 1963 — Daddis President, our team improve sales Kaye—since our coin Machine Center, as it is identified on a hanging sign outside of the showroom. Bear said that proof of the slogan lies in the fact that the Royal firm represents "all of the important manufacturers." Hotl and Gillie have invited all operators in the territory to visit them in the High Street showrooms.

Royal's Columbus showrooms are located at 1112 North High Street. Royal's sales and service outlet in Columbus is well-known to all of the operators in the area," said Bear upon making the announcement, "so we are mighty pleased to have this progressive distributing firm represent us in this growing area.

Royal's office manager in Columbus is Paul Hobart and Dick Galipeau, one of the firm's sales representatives has many years of experience selling and setting up the Wurlitzer phonograph. "They are real excited about going back on the Wurlitzer distributing side," Bear said, "we think this is a tribute to our fine product," said Bear.

Royal's Columbus parts department, according to Bear, is staffed by a crew of specialists who have established the outlet as the "Columbus Coin Machine Center," as it is identified on a hanging sign outside of the showroom. Bear said that proof of the slogan lies in the fact that the Royal firm represents "all of the important manufacturers."

Holt and Gillie have invited all operators in the territory to visit them in the High Street showrooms.

MOA Announces Amusement Machine Convention Exhbitors, Prepares a Code Of Ethics For Convention Approval

CHICAGO—"Our major consideration for the next six weeks is to plan and arrange to have an outstanding convention," so stated Lou Casola of Rockford, Illinois, General Chairman of the 1963 MOA convention after concluding a series of meetings in Chicago. Casola was accompanied by Les Montooth of Peoria, Bob Slifer, Executive Secretary of N.C.M.A.D., and Bob Blandord, MOA Managing Director.


Some other firms have indicated an interest in exhibiting, Casola continued. We are also grateful over the number of hotel reservations already coming into the Morrison Hotel. Based on our experience of the past four conventions, we feel that this will be our best convention in several years. We have been assured by some of the leading manufacturers that we can expect to have new and starting equipment and models unveiled at this convention.

NEW YORK—Art Daddis, veteran coin machine salesman, has joined the Irving Kaye Company as Sales Manager, it was announced last week. Daddis, former Rock-Ola regional representative, will start with the pool table manufacturing firm on August 1. Howard Kaye, former Kaye sales manager, will be upped to the position of Vice-President in charge of sales.

Daddis has thirty years of experience in the coin machine field and according to the firm's President, Irving Kaye, "he's a welcome addition to our fast-growing company.

Daddis spent thirteen years with AMI, two years with Wurlitzer, and two years with Rock-Ola, during his span in the industry. He has been a sales representative in one of the above capacities since 1948, is very well-known and well-liked by the industry from coast to coast.

Kaye said that the Howard Kaye-Art Daddis team will endeavor to maintain and improve the firm's distributor-factory relationship. Daddis said that there has been increased demand for the pool table line both to the operator and the home market.

RESTAURANT OFFICERS VIEW CONSOLE: The new Seeburg LP Con-sole was demonstrated to members of the State Restaurant Liquor Dealers Association of New York at their annual Spring meeting held at the Gideon Putnam Hotel, Saratoga Springs, New York. Pictured left to right are Edward Sikorski, meeting chairman; Joseph Mara, chairman of the board; Philip Tuzzolino, secretary; Anthony Cliford; Frank Correnti, coordinator; Fred Temming, state president; Chris Shagila, Sergeant-at-arms; Anthony Vicceglio, secretary C. N. Y. Tavern Keepers Association; Leonard Friedlander, counsel and editor of the R-L News; Stanley Marriott, treasurer of the Monroe County Association, and Paul LeCuyer, Eastern Division sales manager for Davis Distributing Corp., an exclusive Seeburg coin operated phonograph distributor.

Wurlitzer Names Royal Distributing For Central Ohio Trading Area

- Territory Includes 40 Counties

Art Daddis New Kaye Sales Mgr.
- Joins Pool Table Firm This Week

He added that the firm will exhibit at MOA and expects to offer visitors "some real surprises."

Canteen-Atlas Distrib Set-Up Remains As Is Following Re-Sale

CHICAGO—Following the sale-back of Atlas Music to Eddie Ginsburg, by Automatic Canteen Company last week, Jack Harper, Canteen proxy said that Mr. Ginsburg has for some time expressed a desire to purchase the Atlas distributorship, and we are now happy to report that we have reached a mutually satisfactory agreement.

"We look forward to many years of cooperation in the relationship between Atlas Music Co. and Rowe AC Services," Harper concluded.

Atlas Music will remain a franchised distributor for Rowe AC, handling the complete line of Rowe Clerdelity vending machines, "AMI" phonographs and "Customusic" background music equipment.

Atlas is located at 2322 North Western Avenue, Chicago.

SFC Earnings At Peak

NEW YORK—Earnings of SFC Financial Corporation for the six-month period ended June 30, 1963 reached an all-time high, Theodore H. Silbert, president and chief executive officer, announced.

Net profits after taxes for the first half of 1963 totaled $1,078,318, equal to 40c per common share compared with $812,313 or 35c per common share in 1962. Per share earnings are based on 2,405,055 common shares outstanding at June 30, 1963 compared with 1,992,117 shares one year earlier. Earnings are before amortization charges of $81,518 in both periods.

Mar-Tab Enters Export Field

MIAMI—Mar-Tab Vending, Florida's largest multi-line, coin-operated vending machine firm, has announced creation of an export division.

The new service, part of Mar-Tab's continuing expansion program, is designed to accommodate markets in Central and South America as well as the Caribbean area, according to President Sol Tabb.

Mar-Tab, a division of Castlewood International Corporation, recently moved its 80-employee, 45-truck operation to new facilities at Sunshine State Industrial Park here. Included are executive offices, showroom and plant—part of a modern, $365,000 distribution complex.

"We expect to sell both new and used equipment through the export division," Tabb said, "but the emphasis will be on the latter. The items will range from games and music to candy, cigarettes and others."

The six-year-old firm presently services the area between West Palm Beach and Key West from its Sunshine State plant.

Cash Box—August 3, 1963
Rowe AC Names Garrison In Ariz.

CHICAGO—Garrison Sales Company, 1000 West Washington Street, Phoenix, Ariz., has been appointed a full-line distributor for Rowe AC Service, it was announced by Jack Harper, Rowe AC President.

Harper said Garrison will handle the complete line of Rowe vending equipment and phonographs for the entire state of Arizona. The firm formerly distributed only phonographs for Rowe AC.

Principals of Garrison are Stan Beasley and E. G. (Hap) Nowell.

Gilchrist Moves

TORONTO, CANADA—Officials of the newly formed Gilchrist Limited firm, Rowa AC distributors in this section of Canada, have advertised that the company has settled in its new address at 76 Densley Avenue, Toronto 15. Their new telephone number is 763-5216.

Southland’s ‘Speedway’

LOS ANGELES—Bud Lurie, vice president and director of sales for Southland Engineering Co., returned this week from a tour of major markets throughout the country with Southland’s new game “Speedway.”

According to Lurie the reception given the game by distributors and operators was “beyond all expectations.” Many locations around the country were reporting incomes of from $100 to $160 per week from Speedway. Southland is now back ordered on the game, forcing the factory to go on overtime shifts to complete present orders.

Two Exporters To Attend MOA

NEW YORK—European coin machine representatives Norbert Levy and Gerard Caen, French coin machine distributors, will attend the MOA and NAMA Conventions in Chicago, it was reported last week. The coinhead the firm, Etablissements Levee, and represent the Rock-Ola firm in that area. They import pinball, bowler, juke boxes and novelty machines. The coinhead can be reached at 32, Boulevard Magnot, Metz (Meurthe). While in America at Convention time the two men will call on the Chicago factories and inspect developmental rides plans for next year.

Collections High

NEW YORK—Robert Goulet dropped in at Seeburg’s New York distributors, Atlantic New York Corp., to check up on sales of his Columbia Little LP Stereo Album, “Sincerely Yours” (featured on the Seeburg LP Console shown here). Another Seeburg Little LP Stereo Album of Bob’s, “Two Of Us” (Columbia), is among the ten top-grossing pop vocals and instrumentals on Seeburg’s “Top-Earning 30” list, as reported by Seeburg operators from coast to coast.

Both Goulet albums are in the recently issued 3rd Edition of Seeburg’s Little LP Stereo Album Catalog.

Reed Announces Refinanced Rejектор

ROCKFORD, ILL.—Reed Electromech Corporation, Rockford, Illinois, has recently announced its latest engineering refinements for the famed AET Model 4000 Slug Rejector.

According to the manufacturer, the new rejector innovations result in improved operating efficiency and servability, while maintaining the same degree of flexibility and compactness as with preceding Models.

The “4000” provides multiple coin acceptance for single or multi-price applications. It accepts nickels, dimes and quarters in a single channel with optional penny attachment. Rigid die cast construction allows closer tolerances and more precise coin handling and selectivity than with former products.

One of the major redesigned rejector features is a heavy duty swamping and vise detail. These “beefed up” components virtually eliminate chance of parts fatigue or loosening after prolonged use.

In describing the unique factors behind the production of the rejector, David Rumer, Jr., Electromech executive vice president, states, “An advanced manufacturing technique allows a more exact ‘mating’ of parts in all vital areas, especially in coin paths and Alnico control sections.”

AET’s rejector is interchangeable with present equipment having comparable coinage requirements for existing machines. Tests prove it is easier and faster to disassemble for cleaning with less damage to parts with less damage to parts.

Electromech also manufactures a complete line of money changers, totalizers, counter dispensers, ticketissuers, return chutes and coin chutes for the vending industry, in addition to its line of slug rejectors.

Happy Birthday This Week To:


Cash Box—August 3, 1963
Art Daddis was back in town last week and this time to stay. Daddis joined the Irving Kaye sales team in Brooklyn and will work with Howard Kaye directing the sales efforts of the pool table company. Irving Kaye promises big things for the MOA in the fall and Art can’t wait to get started on the program.

Seeburg has added Andy Williams, Sarah Vaughan, Maynard Ferguson, and Ahmad Jamal has been added to Seeburg’s Little LP list. Next week Denn Martin and James Brown, the jazz artist.

Gus Sundman, Texas refinishing man, advises from the west coast that reception to his new cabinetery is so fine that he may open a west coast branch.

Mickey Greenman and Stan Green prepping Clinedix plans for the MOA. The boys have taken a booth for the Chicago meeting.

Bob Bear, Wurlitzer sales chief, signed Royal Distributing, Columbus, for the phone line, and then took his boy to Cape Cod to go fishing.

Sal Tabb, Mar-Tab’s head, will export equipment starting this month. With 1500 machines on location he should have a good sized inventory to answer foreign requests.

Aspet Varten, back from a month-long European jaunt, visited buyers and had a ball. Mondial head Siren Fesjian leaves next month.

Nat Solow and Zav Houseplan will open new showrooms in Baltimore with a party this week. Everyone’s invited. (Just say we sent you!).

Marvin Stein, Seeburg’s Eastern Distributors head, delighted that the firm won the coveted Gold Cup Award from the Coffee Institute. Reason for the success: Seeburg’s Bally Coffee machine.

Al Adickes, largest Rock-Ola international distributor, will attend the MOA and stay on for the NAMA Convention.

Morris Nahum happy in his new surroundings at Bolam’s 51 Madison Avenue offices. Vic Haim claims there isn’t an wasted inch of space in the place.

Best Beti and family off next week to Cape Cod. . . . Si Redd will leave the Cape this weekend for a Chicago trip. And with Bob Bear going up for a few days it’ll look more like coinrow than President Kennedy’s vacation spot.(!)

Scopitone will enter the US market as soon as the William Morris Agency announces film plans for talent. The French firm’s rep is in America working out distributor plans.

Larry Galente, Intl. Mutoscope head, working overtime on that snack machine. Claims the salesmen are doing a bang-up job this summer season.

Robert Goulet, Columbia artist, had the girls at the Atlantic NY Corp. swooning and moaning last week, when he stopped by for a picture. Murray the K had to get one autographed for his daughter.

Gerard Thibault, Canadian distrib, doing a big job on movie-music machine in Toronto. He’s the Scopitone distrib.

Mel Rapp is happy with Continental’s “30” sales figs for the year. The special sale recently moved hundreds of them out onto locations.

Art Brier will set up a New York outlet as soon as he finds room for his Smokeshop machine in a suitable location.

Al Denver, Mike Mulqueen and Carl Pavesi have one thing in common. An annual thing at the Nevele Country Club in September and if you think there’s plenty of time just ask Chairman George Holtzman (1) who must do a million things in preparation for the mass movement north for three days.

Jack Palmer and Hank Grant, no longer partners overseas, both write from Europe that their respective firms are doing fine. They collect the merchandise in Philly and have it shipped overseas working both ends of the export business. Hectic but obviously profitable for the young column who know more about the export business than most.

Myron Superman recouping from that illness that floored him a month ago, and then relapsed when he started back to work too soon. Shugy is going to Chicago for the MOA of course but will probably make a visit before then to stop at Bally and the Rowe AC factories.

Irving Holtzman, busy with some of the legal details concerning Dave Simon’s death, back at his desk working out final shipments on the ‘Capri’ and ‘Astro’ machines before planning for the fall business and more new model deliveries.

Southland’s ‘Speedway’ making quite a name for itself. . . . Joe Munves and Frank Mencuri were in on the ground floor of the designing. . . . We spoke with Frank Mencuri on the coast last week . . . If August is anything like July there will have been no summer doldrums for most firms.
The upcoming MOA Convention is certainly shaping up well, according to proxy Harry Snodgrass, Lou Casola, Clint Pierce, Les Mentouth, Bobc Blindrod, and many other hard working MOA execs. Howard Ellis tips us to from his Oklahoma connections that banquet and floor show plans were never better. Also, Tom Mackey, the Morrison Hotel's genial greeter, urges immediate action from visiting operators on their reservations. The hotel's new management will initiate a new idea—a display board in the main lobby indicating names and room numbers of hospitality suites. Furthermore, distributors are requested to hold forth in hospitality suites to meet and greet visiting operators.

Now that Gottlieb's "Swing Along" two-player pinball amusement game is sweeping along mightily in most markets Alvin Gottlieb gathered up his lovely wife and children and headed for an exciting vacation trip which will carry them through several western wonders, including Grand Canyon, Disneyland, etc.

We got it straight from Joe Robbins, general sales manager of Empire Coin Machine Exchange: He's amazed by the terrific improvement Floyd Patterson showed in his second Heavyweight Championship 15 rounder with Sonny Liston in Las Vegas' Convention Center this other eve. In the initial meet Liston decked Floyd in 2:06 of the first round. The time in the last (we hope!) fight was 2:10—an endurance improvement of 4 seconds!

Commenting on Rowe AC Services Company's recent sale of Atlas Music Co.—It's Chicago area distributorship—to Eddie Ginsburg, Jack Harper, Rowe AC's president said: "We look forward to many years of continued strong relationship between Atlas Music Co. and Rowe AC Services."

Williams Electronic Mfg. Corp.'s, proxy Sam Stern minces no words when he tells us his plant is producing Williams "Skillpool" pinball amusement game faster and better than ever. We can hardly miss the action there. Jack Mittel is tickled pink over the terrific acceptance of "Skillpool."

Reason Joe Kline, Sam Kolber and Fred Kline are so pleased these days is, firstly, the fine sales garnered with Wurlitzer's model "7300" phone; and, secondly, the excellent export business. Visitors last week at Fast Coin were K. Chiba, R. Takahashi, S. Edo and I. Toyokawa, all from Japan.

Seen grazing the posh dining room at Fritzell's other eve were Irving Kaye, Bill O'Donnell (Bally's proxy) and friends. We also chatted briefly with record merchant garb. Joe, ed and Fritzell's was "smiling" Joe Jacobsen.

Definitely a very busy factory these days is Rock-Ola Mfg. Corp. Edward G. Doris, executive vice proxy, advises that phono and vending machine production is extremely heavy, George Hinzke is spending more time "thinking" about than actually shooting par on the course.

Over at Pioneer Sales & Service, in Milwaukee, Sam Cooper tells us Joel Kleiman is due back from his vacation, spent in the delightful northlands with his family, any hour now (well rested, we hope). See we Sam Geiss and Jerry Koci have our curiosity aroused. Anyway, something new is underfoot (that much we know!), and Mort indicates that the plans will be cleared for publication shortly over at Chicago Dynamic Industries.

There's lots of activity at the huge World Wide Distribs building, and among the busy bees are such as Nate Feinstein, Harold Schwartz, Fred Skor and Irv Ovitz, Howie Freer was a vacationer last week.

One of the most active suites at the Palmer House last week (during the NAMM Show) was the Seeburg gathering spot. Stanley Jarocki reported that the star "performer" was the Kinsman Organ's "Rhythm King," with 22 separate, and different tempo's; and the accessory "Rhythm Prince." Everyone at Seeburg, he says, is excited about the Kinsman Organ acquisition of Seeburg. Also on hand were Jack C. Gordon, Tom Herrick, Dan Collins, Ed Claffey, Ed Cleland and S. Feldman.

Can anyone work any harder than Johnny Frantz, proxy of J. F. Frantz Mfg. Co.? He tells us his biggest action these days is with the new Frantz "U". A add-on-target amusement game with adjoining gumball machines, and the "Little Leaguer-Doubling" two header.

While Bill Miller is convalescing after a lengthy illness Jack Gallagher is holding the fort at Miller-Newmark in Grand Rapids, Mich. He is aided by Jerry Van Gessel. Art Herbst manages the Detroit headquarters with Ray Nadeau and Dan Evans assisting.

We spent a delightful dinner hour the other evening chatting and chewing along with Johnny Frantz and Don Condon at Hellas Restaurant. Bill Delong was the vice proxy in charge of sales at United Mfg., returned from his vacation last week well-tanned and rarin' to go on sales of United's coin-operated ball hoppers and shuffle alleys.

We notice Hank Ross and Marcine "Iggy" Wolverton, heads of Midwest Mfg., have been on a whirlwind tour of the country recently. Reason (of course) is the sales on Midwest's "Rifle Range" target game. They're looking forward to the MOA conv. to show off their wares. Ed Ruber was a constant "commuter" last week between the Wico factory and the NAMM Show at the Palmer House.

Never saw such busy bees as we visited with last week at J. H. Keeney & Co. Proxy Art Weinand is planning a Bermuda trip (business?) with board chairman Roy McGinnis. Meanwhile sales manager Clayton Nemcroft will hold down the fort. Another very active factory these days is Marvel Mfg. Ted Rubey is thrilled over the sales he and Estelle Bye are enjoying with all Marvel products.

The much traveled Herb Perkins, proxy of Purveyor Distrib. is off again—to the West Coast. A covent who's always so busy we scarcely ever get to visit with him is Charles (Jimmy) Johnson, of Globe Distrib. Anyway, this gives us the opportunity to spin yarns with his gal "Friday," Corinne. Also, Sonnie Hargad, president of Tulsa Automatic Music Co., in Tulsa, Oklahoma, long distance to tell us he moved his headquarters to a larger building in Tulsa, where he holds sway with sales chief W. L. Gregg.

Cosh Box—August 3, 1963
COMING! 1963-1964 COIN MACHINE & VENDING DIRECTORY

THE COMPLETE BUYERS’ GUIDE TO EQUIPMENT, SUPPLIES, SERVICES

LAST CALL! WEDNESDAY JULY 31st

The Only Complete Buyers’ Guide Available Featuring Illustrations of Machines, National, International, Territorial Outlets For All Types of Equipment. The Bible of the Business for Twenty-One Years... An Annual Event Looked Forward To By Every Firm In the Industry! Be Sure Your Firm Participates!

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1962 export statistics of phonographs, amusement machines and vending equipment, new and used, shipped to foreign countries. Complete list of importers, dealers, wholesale merchandising breakdown of 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
In observance of Twenty-First Year servicing the trade.

AUGUST 10, 1963 ISSUE

ADVERTISING DEADLINE: WEDNESDAY, JULY 31!

Reserve Advertising Space Now. Advertising Rates, Deadlines, Mechanical Requirements On Request!

1760 Broadway CHICAGO: New York 19, N.Y. 20 East Madison Julian 6-2440

HOLLYWOOD: 6272 Sunset Blvd. Hollywood 5-2129

Cash Box—August 3, 1963
what's all this jazz?

All this jazz, to put it factually if a little breathlessly, is the new Rowe AMI coin-operated phonograph. It's realistically priced; it gives you programming flexibility—change from 200 selections to 160, or 100, or right back again; it delivers the orbital sound of Stereo Round® without remote speakers; it has a dramatic, full-width personalization panel; a “Top Talent!” tune display that eliminates “double” title strips; it has loads of salesmanship in its constantly changing light, color movement; it has a diamond stylus good for 50,000 plays.

Tell you what. Why not see your Rowe AC Services distributor today? He can give you the full story a little less breathlessly.

*Pat. pending

ROWE AC SERVICES
18 South Michigan Avenue, Chicago 3, Ill.
Rowe sets the standards in vending equipment, bill changers, music systems

Cash Box—August 3, 1963
Cash Box

VENDING NEWS
The Vending Machine Industry's Only Newsweekly

28 Can Vendors Sell 868 In One Location During One Week Test Period

NEW YORK—When one vending machine can sell 31 cases of carbonated beverages in cans per week, that's news. But when 28 vending machines, located in two locations, sell 31 cases each per week, that's nothing short of phenomenal.

In 1964, Waverly Steel Company Distributors, National Steel Corporation installed 28 canned soft drink vending machines in two plant locations—Waverly, Va., and Steubenville, Ohio. The company, one of the prime suppliers of tinplate, in collaboration with American Can Company, makers of Miraco for soft drinks, kept careful records of sales.

At the peak month of May, the average vending machine sold 31.7 cases of canned soft drinks per week. All 28 vendors sold a grand total of 884 cases or 21,235 twelve-ounce cans per week.

“While we admittedly had pretty much of a captive audience,” said William V. Lyons, manager of American Can's Carbonated Beverage sales group, “we still proved conclusively that canned carbonated drinks are only accepted canned soft drinks from vending machines, but will continue to patronize the vendors.”

Advantages of canned soft drinks, cited by both the company and the employees were: no problems with losses on missing returnables; no breakage; less “mess” around the vending machines.

Total canned carbonated beverage sales for the year 1962 at the two plant locations was $18,000 twelve-ounce units. For the whole year, sales from each vending machine averaged 17.3 cases (24 cans a case) per week.

American Can at NAMA

NEW YORK—the American Can Company will exhibit a giant vending machine, operating for the first time, at the NAMA Convention in Chicago which will vend, at the touch of a button, carbonated beverage literature including a booklet entitled “I Take Two” which outlines the peculiarities of vending beverage literature, versus bottles and cans. Ad manager William John and General Manager George Gwyn will tend the booth.

Cig Shipments Up

NEW YORK—The Tobacco Merchants Association announced last week that shipments of cigarettes in May were a record for any month and climbed 7% from May 1962 figures. Despite production also hit a New record high for that month, rising 6.5%. The Association stated that increased tax increases in New York, New Jersey and four other states helped hype the figures.

Reynolds, Lorillard Sales Up; L&M Down

New Jersey—R.J. Reynolds Tobacco Company has reported that earnings for the first six months of 1964 were up 30% over 1963, a gain of $12 million. Reynolds said earnings for the second quarter were $39 million, a 27% increase over the first quarter.

Lorillard Company reported increased earnings for the first six months of 1964, a gain of $2 million over the first six months of 1963. Lorillard said earnings were $8 million for the six months as compared with $6 million.

NAMA Western Show Almost Sold Out

■ 20 Booths Left

CHICAGO—With the Chicago vending show only six weeks away, NAMA has announced the finalization of the 43rd Western Convention Exhibition, which follows the Chi outing, set for October 18 in Los Angeles.

Sid Shapiro, Western Convention Executive Director, announced that enough space remains to house ten additional vending machine companies on the floor. With the show being held at the Chicago Hilton, the Western Convention is expected to attract 1,500 people to the show.

Coin Laundries OK'd In Jersey Town

■ Filter System Approved

CLOSTER, N.J.—Automatic laundries were prohibited in the new Closter shopping center up until last week when the Board of Health here okayed the application to open a coin-operated launderomat in the center. The Board of Health held up its approval of a water reclamation system until it was satisfied that the system would not effect the local drainage picture. Chairman explained that a water filter system recycles the water and the residue is deposited into tanks which are cleaned periodically. The recylced water would be safe for drinking, according to the report. The operators are to pay a tax on the coin system during the first three months the launderomat is in operation. After that the tax gets the bill.

Coffee Institute Awards Gold Cup To Seeburg's Eastern Distributors

PHILADELPHIA—The coveted gold Cup Award of the U. S. Coffee Brew- ing Institute, given for the performance of an individual coffee vendor, was presented to Eastern Distributors Inc., Seeburg Philadelphia area distributor, for coffee brewed by a Seeburg/Holly 606 one-cup-at-a-time machine.

The citation is for producing a fine beverage coffee in accordance with the highest brewing standards. Award of the gold Cup was made during a coffee seminar held at Eastern Distributors' headquarters on June 66. Sixty owners and operating managers of vending and non-vending operations were present. Some came from as far as Harrisburg, Pa., Williamsport and Scranton.

Charles J. Grebinger, assistant field representative for the Coffee Brewing Institute, assisted by Henry Ameno, director of field service for Eastern Distributors, conducted the seminar. (See photo)

Frank Nolan (left), vice-president, and Tom Shollins (right), of Eastern Distributors Inc., Philadelphia, receive the Coffee Brewing Institute's Gold Cup Award from Grebinger.

Dismiss Charges Against Clark Candy

■ Accused Of Illegal Promotion Allowances To Venders

NEW YORK—The Federal Trade Commission announced dismissal of charges that D. L. Clark Co., 505 Martindale St., Pittsburgh, Pa., has illegally discriminated among competing resellers of its candy bars in paying promotional allowances.

The commission’s dismissal order follows an appeal by its staff counsel from an initial decision filed last March 22 by Hearing Examiner Leon R. Gross dismissing the complaint of the Robinson-Patman Amendment to the Clayton Act.

The examiner has based his dismissal on the “failure of proof, in this record, of competition between specific VenKard posted machines and non-machine retailers, and the preponderance of evidence that the VenKard program would not be acceptable to non-machine retailers and that, therefore, a VenKard offer to them would be useless and futile.”

year the annual NAMA Convention will be held in McCormick Place, Chicago, September 7-10. The Western Conference Exhibition will hold its bi-annual show October 18-20 at the Ambassador Hotel, L. A.

Cash Box—August 3, 1963
Local distributors and operators reporting the usual increase in business activity, which occurs during the summer season. A shipment of Gottlieb's new 2 player "Swing Along" arrived at the R. F. Jones & Co., and going like 'hot cakes', according to Ed Wilkes, Bill Gray is vacationing for two weeks, spending some time around the pool at home and making a side trip to Las Vegas. Ed Mason returned from his holiday, visiting Lincoln, Nebraska, Yellowstone Park and his home town in Idaho. Jack Leon has the new air conditioned Chevie wagon purchased for him by the company. Chuck Klein mentioned receiving an announcement from Jeno & Melanie Minthorn of Minthorn Music, Phoenix, of the birth of Guy Anthony weighing 6 lbs. 1 oz.

The Midway "Rifle Range" has been gaining in popularity at C. A. Robinson & Co. Hank Tromick informed excellent earnings are being reported and they are enjoying repeat business.

Clayton Ballard of the local Wurlitzer Factory Branch said the Wurlitzer factory will be closed for three weeks from July 22. Gary Sinclair, regional sales manager, is on vacation and Cliff Nugent is spending his holiday at Lake Tahoe, Phil Cracraft, shop mechanic, on the sick list spending several days in the hospital.

Shiram Robinson of Fabor Records in Lowenthal's "record bar" with the new Ned Miller release, "Another Fool Like Me," which is starting to take off with the operators. The Solle girls predicting it will be another big one for Ned.

Mario Ventura of Duarte International Sales Co. returned from a buying trip to Las Vegas. The shop is preparing export orders this week for shipment to Manila, Mr. R. Chiba and Mr. Takahashi visiting from Japan enroute to Chicago, Baltimore and New York.

At Paul Laymon Inc. Jim Wilkins said they are anxiously awaiting first shipment of Bally's new "Cas Tease" 2 player pin ball game, and additional shipment of Bally's "Fun Phone." Bill Fritz, parts manager at Laymons, busy with added business, filling local and out of town parts orders.

Sid Goldberg, vice president of Decca, New York, and Bill Blake of RCA visiting this week at California Music Co. At American Coin Machine, Inc., business in general is continuing to gain steadily, with the shop unusually busy repairing and overhauling used equipment.

Both local and export business have been exceptionally good at Simon Distributing Co., according to John Freeman. John informed a large shipment of Valley pool tables arrived this week, and the shop has readied export orders for shipment to Australia and Manila.

The new Chicago Coin "Sun Valley" 2 player is on display at AMCO Music & Vending, Inc., with delivery expected shortly. Morton Drosin reports the operators are very pleased with the new "Encore" foreground unit, with good sales action resulting. Dave Yates is vacationing in San Francisco and Las Vegas.

In town visiting distributors and one-stops this week were: Karl and Ema Terry, National City; Charles Lyon, Los Alamitos; Jerry Graves, El Monte; Charlie Cahnow, Long Beach; Frank Christian, Anaheim and Les DeChene, Riverside.

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