MY BOYFRIEND'S BACK . . . . and so are the Angels. The gals, Barbara, Jiggs and Peggy, who appeared on the charts previously with "Till" and "Cry Baby Cry," have finally come into their own with one of 1963's biggest hits "My Boyfriend's Back." Almost from the first day Smash Records picked up the waxing the disk began to build and followed through right up to the No. 1 spot. Now the Angels' LP, bearing the same title, is also on the charts and could follow in the single's footsteps. The trio just completed a stint with deejay Murray Kaufman at the Fox Theatre in New York and appears on the Sullivan TV'er October 6.
WHY DO ELEPHANTS HAVE LARGE, FLAPPY EARS?

SO THAT THEY CAN LISTEN TO BIG SINGLES LIKE PATTI PAGE'S LATEST

"Nobody" c/w "Maybe He'll Come Back to Me"/Columbia Singles Sell 4-42857.
MOA is here to stay! And could be bigger than ever in coming years. This was proved conclusively at last week’s convention of the Music Operators of America held in Chicago.

Not only was the convention run in the best business-like manner, but, more importantly, it was strongly attended by operators, the main objective of the convention.

For the first time in MOA convention history, registration and attendance figures were announced affording exhibitors an opportunity to evaluate the cost of exhibiting with the number of impressions made. And everyone is in agreement that this year’s MOA attendance was most impressive.

More than 1300 people registered for the meet and it is estimated that approximately 1000 of these people operate juke boxes.

There were many other significant factors indicating a renewed interest in MOA and a keen desire to develop a working convention that has business value. The concluding banquet was a complete sell-out with the performing artists working to 770 people. At past MOA meets artists worked to only a handful of members.

Although only a few record companies exhibited, those who did display reported great satisfaction, indicating, in so many words, that they would be back again next year. No doubt, similar satisfactory reports from record company reps who were observing (tho not exhibiting) should encourage better record company attendance at next year’s meet.

The panel meetings and discussions were well attended all through the convention and the hospitality suites reported excellent traffic.

ROSA, the one-stop organization, cooperated strongly with MOA and showed up with a strong contingent from the one-stop field—all reporting great benefit from the number of contacts made with ops.

And probably most significant of all, equipment was sold and deposits were received.

Internally, MOA selected new leaders who plan to follow the same progressive thinking displayed by the brass responsible for reviving interest in the association and its 1963 convention. And membership is gaining rapidly. In June of ’62, the association had 600 dues paying members. By June of this year, the membership reached 800. The post-convention membership, though not yet totaled, is expected to be well over 1000, a tremendous increase over the membership of last year.

All the above facts boil down to one conclusion. This year’s MOA Convention was probably the best ever. Comparison to recent MOA meets would almost be insulting. The timing just before the Vending Operators (NAMA) conclave was perfect, and a concerted effort to do the same next year is already being planned.

MOA is expecting even better attendance next year and it will be difficult for record companies to overlook contact with better than 1000 operators.
GREAT FALL PROGRAM

featuring

The Complete London LP Catalog

OVER 1800 ITEMS

MANTOVANI

phase 4 stereo CLASSICS OPERA POP LP's

L'OISEAU LYRE LONDON-INTERNATIONAL RICHMOND TELEFUNKEN

including ALL NEW RELEASES

Here are just a few of the program highlights

BRAND NEW MANTOVANI LP

a sure chart item

MANHATTAN

SLAUGHTER ON TENTH AVENUE, WEST SIDE STORY (MARIA / SOMEWHERE), HARLEM NOCTURNE, AUTUMN IN NEW YORK, TAKE THE "A" TRAIN, GIVE MY REGARDS TO BROADWAY, MANHATTAN SERENADE, BELLE OF NEW YORK, MANHATTAN LULLABY, THE BOWERY, TENEMENT SYMPHONY.

Stereo: PS 3208 Mono: L 13208

MANTOVANI U. S. A. TOUR SEPT. 28-DEC. 1

5 SPECTACULAR NEW

phase 4 stereo LP's

SATIN, STRINGS AND BOUNCING BRASS — Ted Heath and his Music

THE EYES HAVE IT; I HAD THE CRAZIEST DREAM; I BELIEVE; THE LORD'S PRAYER;

THE BREATHTAKING DEBUT OF THE ERIC ROGERS CHORALE AND ORCHESTRA

GOD BLESS AMERICA; ONWARD CHRISTIAN SOLDIERS; AMERICA; THE LOST CHORD; DEEP RIVER;

THE MAGNIFICENT PIANOS OF RONNIE ALDRICH

EVENING STAR; WHERE OR WHEN;

SPECIAL ANNOUNCEMENT

the famous

LONDON INTERNATIONAL SERIES

MONO LP's REDUCED FROM $4.98 to $3.98 (Manufacturer's catalog price)

Stereo remains unchanged at $4.98 (Manufacturer's catalog price)

and including 12 LP's in a fabulous new "MUSICAL MEMORIES SERIES"

SEE YOUR LONDON DISTRIBUTOR FOR HIS COMPLETE PROGRAM PRICES AND TERMS

Cash Box—September 21, 1963
London Int'l Bows "Memories Of..." LP's

NEW YORK—Working on the belief that mass travel by Americans to foreign countries no longer limits foreign language disdain to people of foreign ancestry, London Intemational Records has bowed a "Musical Memories of..." series with 12 initial LP's. "These vast masses of people," says Leo H. Hoffer, of the label's int'l dept., "have discovered the United States with a taste for music of a far greater scope than in the past and are importing these new experiences to their neighbors. It is interesting to note that such LP's are only thin, the large numbers of foreign pop singles which have filled our charts in the past few years." Hoffer adds that this "new market" has the advantage of not being saturated with product, and there is a "real freshness" to it. Furthermore, his company has not been distorted by price selling and "America's tastes are simply professorial items for the dealer, and everywhere, the music will be the talk of the local record department or brand new onto this nature being created by the record dealer," Hoffer declares.

In line with the label's pitch to Americans who have gone abroad, a large (59" by 65") London International Records poster, prepared. LP's in the series flank a large poster that has been designed, according to the statement: "Refresh, Renew & Re- Live Your Musical Memories."

London Adds 5 LP's To "phase 4" Catalog

NEW YORK—London Records has just added five new LP's to its "phase 4" catalog.

The newcomers include: "Glory, Glory Hallelujah!" featuring the Eric Roberts Permanent & Orchestra in an inspiritional-type material; "The Mag- nificat," by An der Albich, which features the artist and orchestra in a string section for the first time; Ted Heath and His Orchestra's "Mexico," "Rivel Shank ar-'monicats."

London Intorraine's "Zenda," the second musical of the current Broadway season to which Capital has won "phase 4" rights. Last July, Livingston announced that "Funny Girl," the musical starring Barbra Streisland as Funny Brice, will be recorded by Capital.

Phono Accessory Consents To FTC Order

Qualitone Industries, Inc., Tuck- hern, N.Y., manufacturer of LP's, has consented to a Federal Trade Commission order prohibiting it from perusing such additives as "chandlize, the useful life of diamond needles, which are in popular use in disc graphy, is measured in days and needles are tipped with precious stones. According to the FTC's complaint, past and present Qualitone salesmen, in Switzerland and sold to the wholesale-

London has added five new Royalty's of foreign disc graphs that are not marked to show they are in whole or substantial part of foreign ownership, and that contain- ing individual needles are the words: Qualitone Industries, Inc., Tuckern, N.Y., U.S.A."

The complaint alleges that clip-on record needles are improperly labeled—which have the word "Japan" stamped on the back of the brush arm—usually attached to needles mounted on display cards by the com- panies. The FTC claims that "Japan" is hidden and not readily apparent unless the brush is removed from the needle, which is part of the package disassembled. The display cards used by the companies in U.S.A. are imprinted upon them.

Contrary to statements such as "Exclusively" and "Guaranteed," which are also "guaranteed forever" and "Guar-anteed to never break."

Furthermore, which are also "guaranteed to wear like... the brush containing diamond needles are not of high quality and durability that they will last or continue to re- produce with the same degree of fidelity that their offshoots of the same needle. Furthermore, the necessity of repair, adjustment or replacement is another.

But a further allegation is that the con- cern—by representations in catalogs, on labels of the records and containers—false promises of permanence, durability and "guar- antees," that the phonograph needles have tips made of natural diamonds (not rare diamonds, but are made of synthetic materials.

This in turn leads us to the two famous cases of Saul J. Samuel and Dorothy Kerr, official of Qualitone.

It is alleged by the FTC that these practices was contained in an agreement be- tween respondents and FTC staff, that "this agreement is not to be con- served. The agreement is for settle- ment purposes only and does not consti- tute an admission by respondents that they have violated the law."

Epic Offers 7 Albums For Sept.

NEW YORK—Epic Records' Sept. album release consists of seven albums with one special release.

For the teenagers, there's "Hits from the Original Sound Track of Summer of '42," the latest sound track album to feature the singing stars Cliff Richard, who arrives in the U.S. on Aug. 15, and the Four Seasons, two of whom are also on the film's album.

John Blake, a baritone protégé of the Vic Damone school, will be released with "An Affair of the Heart," the original cast album of the musical now playing on Broadway, and "Jason Blake." Other releases include "Knees Up Mother Brown," by The Four Top Boys, The Polka Hop Boys, Bud Bushkin & The Polka Town Hop, "With The Vegan Brothers & The Virginia Boys, "The Soul of the Tango," featuring Latin-America's internationally known "Tango dance" singers, "Dixieland Bossa Nova," with Horace Silver's Blue! Boys, and "A Night in Tunisia," which has arranged for the Xavier Cugat, Benn- ey Goodman, Woody Herman and others.

UA Tags Oct.

For Caiai Push

NEW YORK—Oct., will be "Al Caiai Month" at United Artists Records. A new Caiai promotion will be featured which is pro- mised, a nation-wide contest is being held in which residents of UA's 30 offices will be asked to compile a bi- ographed Al Caiai Epiphone guitar with the purchase of any UA record.

The guitar will be a new model, due to be available in all local record shops and contestants merely have to fill out an answering sheet or less which side of the newCaiai album, "The Good, the Bad and the Ugly," they prefer and why. Additional prizes include Al Caiai Guitar Song Book, two of which will be awarded Oct., and four other prizes will be announced.

Caiai has embelished the disks of such Caiai associate artists as Rosemary Clooney, Frankie Laine, The Andrews Sisters and others of popular artists. As a serious instrumen- talist, Caiai has appeared with such notables as David Rose, Percy Faith and many others.

Fourteen United Artists Records al- bums by the talented Caiai will be distributed in the promotion with "Al Caiai Month." These include two brand-new Oct. releases, "City Guy Plays Country" and "The Best of Al Caiai."

3rd Section of London's Fall LP Push In Effect

NEW YORK—Part 3 of London Records' fall LP push is underway, Marty Warpo, sales administrator for London. This section of the instru- mental complete the label's fall drive.

Part three of the program specifi- cally includes limited edition discs in the London pop, five new "phase 4" albums (see separate story), and all London albums are now available in mono and stereo.

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Lawrence In "Sammy"

NEW YORK—Steve Lawrence, Colum- bia Records' star songster, will be heard on his first LP record "Some- thing Like Sammy," which will be released this fall by the Columbia label. The album, "Something Like Sammy," will be recorded by Lawrence on the Columbia label. The album will be released in September. The album will feature the song "Mama, Where's My Money?" and "I'll Be Home For Christmas." The album will be released on the Columbia label. The album will feature the song "Mama, Where's My Money?" and "I'll Be Home For Christmas." The album will be released on the Columbia label. The album will feature the song "Mama, Where's My Money?" and "I'll Be Home For Christmas."
Mercury Launches New Product, Plan At 3 Sales Meetings

CHICAGO — The color and atmosphere of a national political convention were made to order at New York's Flying Carpet in Chicago last week when the Dewey-Locke ordo moved in with its fall sales meetings—conducted throughout with a political convention theme and called Mercury's 1963 Convention. "Vote Mercury for a Sales Land slide" was the overall slogan for the three day event, which was in charge of Mercury, vice-president as "national chairman of the Mercury Convention." A distinct program, called "Rally for Sales" began with a 10 per cent discount on all L.P.'s, including new records and ends Oct. 15. The meetings opened with an "invading address" by Irving B. Green, president, who reviewed Mercury's progress in the past year in the areas of artistic acquisition and outlined plans for the coming year.

Green stressed the fine balance that Mercury is maintaining in its artist programs, and pointed out that name talent such as Johnny Mathis, the Chad Mitchell Trio and Sarah Vaughan are examples of the key chart artists such as The Smokey Robinson & The Miracles, The Platters, The Drifters, The Cleomenes, The Count Basie Orchestra, The Platters, and Faron Young.

Green explained the extension of Mercury's A & E arm by working closer with dealers over the country, and searching out talent within the area. Irwin H. Steinberg, executive vice-president, in his "State of The Union" address, pointed out the excellent business climate today and stressed the need to arm themselves to meet the record industry. He said he felt the record industry can work together to maintain the record dealer as a "vital link in the distribution story."

Steinberg, speaking for the A & E department was Sheldon Singleton and David Carroll in New York and Chicago, and Jack Tracy in Los Angeles. The classical department was represented by Harold Lawrence and Bernard Lichtenberg.

Other key speakers included Morris Diamond, national promotion manager, and "Dart" (Arthur) C. Cushman and associates, Inc., of Chicago, Mercury's public relations agency. Myers introduced the new "Rally Round The Halls" sales plan, which offers a 10 per cent discount and will be in effect during the month of October. The plan applies to all new Mercury releases and catalog albums.

Myers pointed out that he would release three albums by Mercury's recently acquired label, the Chad Mitchell Trio, and Sarah Vaughan. These albums are "The Sound of Christmas" and "The Sound of Mind" by the Chad Mitchell Trio; and "Jazzy Swings the Tivoli" by Sarah Vaughan.

Three Christmas albums were also introduced: "The Wonderful Songs of Christmas" by the Harry Simone Chorale, and "Christmas With The Platters" by The Platters. They are being released after a second entry in the release, "The Platters Sing Latino." "Damita Jo stars on "This Musical Best Poster of Broadway," Xavion launches the "Caruso" (30% off) "It Modern," The Three Sounds: "Far- ron Young Aims At The West;" The Chordettes, "aa Cloud of "potion," Buddy DeFranco and Tommyn, "Sinnott's Greatest Hits," and Dima Old Days." Dinaf; Washington: "Lush, Latin & Bossa Nova Too," Cehanon; and "Hit Me Girl," by The All Stars.

The new classical product includes: "Concerts and Duets for Harpsichord" by Rafael Payan and Geno; "Tavistock"; "Latin American for 1 and 2" by Byron Janis with the Henry Charles Radio Symphony; "Schumann Cello Concerto and Lalo Cello Concerto" by Harry Slivov and the New York Philhar- mony; and "Empire of the King," by the Union." In addition, the classical department introduced six new albums in all (Continued on page 29).

Columbia Re-Aligns Execs In Merch. Dept.

NEW YORK—Columbia Record Sales Corp. has realigned the personnel and functions of its merchandising dept., according to Bill Farr, director of merchandising for the company.

Reporting to Farr as merchandising managers in the respective areas under his control are: Bruce Lundvall, responsible for creating and suggesting ideas for sales communications, promotional material and programs for the merchandising of products in their categories. They also recommend repackage and packaging concepts.

Smith will insure that schedules for these programs are maintained, and that all material and field communications are met. In addition, he maintains all CRSC mailing lists, allocation lists and sample service for communications with the label's printing facilities. He also fulfills specific requests from the field sales organization for additional promotional and display material.

Forzena will edit & publish such house organs as Insight, Newsletter, Sales Manager's Agenda, Wrap-Ups, Sales Tips and Buways.

Transistor Highlight

Of N.Y. HiFi Show

NEW YORK—A $70 million a year industry hi-fi convention is set to display before the public last week (11-15) in the form of the New York High Fidelity Institute, with the tiny transistor making the biggest news for consumers, salesmen and players of the industry making transistors happy.

A new form, including such well-known outfits as Fisher Radio Corp., Harman-Kardon and Bogen, displayed transistorized FM stereo tuners and amplifiers. While such equipment, ready for consumer purchases, is expected to be 20% to 30% higher than tube type equipment, Avery Fisher & Radio, predicted that within six months "you'll see the advert of substantial amounts of transistorized equipment."

Transistorized equipment has such advantages over tubes as: smaller components, less heat, elimination of background "hum," less distortion, as well as transistorized units which have already revolutionized the portable radio field.

According to Raymond V. Pope, president, Scottie of High Fidelity Manufacturers, sponsors of the show, housed in the Trade Show Building, this year's hi-fi equipment sales are running 15% ahead of the 1962 pace.

Scuff To Liberty

Move Made Official

HOLLYWOOD—As previously indicated in Cash Box, Phil Skaff (left), who recently exited his veep post at Liberty Records, has been appointed to the label's Hollywood headquarters, it was announced last week. Atlantic top label top brother Al Bennett (right). The announcement of Skaff's functions at Liberty is expected in the near future. He is already operating out of the diskery's west coast offices. Skaff's brother Bob, recently took over the operation of Imperial Records, recently acquired by Liberty.

Prior to his five year tenure with Kapp, Skaff had a six year stint with MFS Distributing Co. in Chicago. He has a B.A. in music from DePaul University.

Mercury's Steinberg, Myers Cover Industry's State in Sales Speeches

CHICAGO—The state of today's disk industry was the subject of an optimistic mood at a sales speech here last week, given by Mercury's new exec vpee, Irwin H. Steinberg. The talk was given in the presence of a number of officers, among them greater newspaper dealers, trade press, advertising, tour and country dealers, all of which Steinberg pointed out as areas in which the record industry is booming, and said the record industry can work together to maintain the record dealer as a "vital link in the distribution story."

"The key to the problem is the record dealer's ability to know what is a good product, and the marginal account and the marginal market. "This marriage," he said, "pro- duced a creative artist who is now what is known as the one-stop."

"The artist, who will fly from California on Sept. 26, The Wallflowers will celebrate their 30th wedding anniversary.

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THE WELLCOMMENTS
(Disneyland 557)
(B) "THE BALLAD OF DAVEY COCKETT" (2:38) [Wes-
derland BM—Blackburn, Brun] Gays display a properly Polish spirit in this reading of the famed number, which is getting renewed disk atten-
tion as a result of the impressive per-
entation of the original Davy Crockett feature.
(B) "A WHALE OF A TALE" (1:50) [Wonderland BM —
Hoffman, Gimbel] On top here is a lusty portrayal of an engaging sea-
chanty effort.
THE NEW ALLEGROS
(Roulette 4515)
(B+) "MAKE SOMEONE HAPPY" (3:02) [Stratford ASCAP—
Comden, Green, Styne] The fairily re-
cent show-tune, tune is a timeless route, receives an intimate, jazz-styled reading from the instrumental, which spotlights a captivating sax solo. Sound resembles a recent noise-maker by the Johnny Beeneh music Mgmt, Avenue. Might prove a left-field success after all.
(B) "FOR LOVERS ONLY" (2:40) [Jay & Cole BM—Sanch-
es, Glover, Lou Eliot] are the hip vocal swingsters on this far-out stand.
TINY MERRILL (Challenge 2210)
(B+) "MARIA CRISTINA" (2:17) [4-Star Sales BM—Sanches]
Bright, cheerful things are happening here, with the Joe Pass-sounding being that of the late Ritchie Valens’ hit, “Bumbershoot.” The color could carry important weight with the kids.
(B) "THE CHOO CHOO" (2:00) [Dundie BM—Sanches, San-
ches] Further gay doings in a Latin-
rock vein.
THE SURF BUNNIES (Dot 16223)
(B+) "SURF BUNNY BEACH" (2:05) [Tonto BM—Richards, Batala, Todd] The tune is a good surf attrac-
tion to nip the craze, and main-
tains a fine speedy-beat response to turn on any discerning fans. A also shows surfin’ sound awareness.
(B) "OUR SURFBOARD BOYS" (2:30) [Tonto BM—Richards]
a surf’n-blend by the gals.
DON THOMAS (Coral 62389)
(B) "HEY THERE, YOU IN THE MIRROR" (2:40) [Champion BM—North] Walter nicely han-
dles the feeling-sorry-for-one-self teen-ballad, with a solid assist from a swirling, light, cheerfully effort. Sound here merits spins.
(B) "MY GIRL KNOWS WHERE I WAS LAST NIGHT" (2:22) [Blackwood BM—Thomas, Thomas] Bright stilt that has the songster doing an over-dubbed belt.
LORNE GREEN (RCA Victor 8229)
(B+) "I’M THE SAME OLD ME" (2:24) [Perfect BM—Kilgore] Green, star of TV’s "Bon-
anza," is in fine country-styled form in this ballad in which is a neat spin-off from the song of Merle Kilgore. Good-sounding or-
k in an enmiringly medium-beat rhythmic.
(L) "I’M A HEARTACHE" (2:40) [RCA Victor—Kilgore] Green, star of TV’s "Bon-
anza," in fine country-styled form in this ballad in which is a neat spin-off from the song of Merle Kilgore. Good-sounding or-
k in an enmiringly medium-beat rhythmic.
"They Grass Is Greener" (2:25)
[Screen Gems—Columbia BM—Mann, Anthony]
"SWEET IMPOSSIBLE YOU" (2:24) [Champion BM—Self]
BRENDA LEE (Decca 31359)
The young canary’s fabulous hit chain should soon see the addition of two more. Her pleasing voice is matched with this fresh release. One half finds Brenda in top ballad form as she beautifully renders the touching sen-
timental opus, “The Grass Is Greener.” On the other end, “Sweet Impos-
sible You,” it’s Brenda at her rhythm best. Another money-in-the-bank fo-
for-all concerned duo.
"SHE’S A FOOL" (2:13) [Hello, MRC BM—Barkan, Raleigh]
"THE OLD CROW" (2:30) [Screen Gems, Columbia BM—King, Goffin]
LESLEY GORE (Mercury 27168)
The lark can have her third sales breakthrough in-a-row with either end (or both) of this follow-up to “It’s My Party” and “Judy’s Turn To Cry.” They’re two multi-voiced affairs; the infectious, shuffle-rock romantic weeper—“She’s A Fool” and the jet-boost sentimental twister—“The Old Crow,” that Lesley puts across with teen finesse. Potent Claus Ogerman arrangements on both halves.
"WILD" (2:25) [Kallman ASCAP—Mann, Appell]
"WHY DONCHA ASK ME?" (2:25) [Kallman ASCAP—Mann, Appell]
DEE SHARP (Columbia BM—Mann, Appell)
Thrush is a cinch to render her big hit ways with either end (or both) of this new Dee cameo stand. Both “Wild!” and “Why Doncha Ask Me” are soft beat cha cha romancers that find Dee Dee in a soft spoken (underplayed vocal a la Mary Wells’-good). Excellent all-out pounding out in sensitonal style. Could be a giant. However, don’t overlook the feeling beat-ballady on the other end.
"FIRST DAY BACK AT SCHOOL" (2:26)
[LeBill BM—Jackson, Hildebrand]
"A PERFECT PAIR" (2:17) [Raleigh, LeBill BM—Singleton]
Chances are Paul & Paula will be headling back towards “Top 100 ter-
ritory” with their newest Philips outing. Side to eye is an ear-arristing cha cha-ballad ups, lugged “First Day Back At School,” that’s right up the teenagers’ alley. Also keep close tabs on the teen’s back-up, “A Perfect Pair.” It could be a double-header.
"GO WAY CHRISTINA" (2:18) [Rockmasters BM—Guida, Royster]
"EVERYBODY’S GONE APE" (2:25)
[Rockmasters BM—Guida, Royster, Anderson]
JIMMY JAMES (S.P.Q.R. 3315)
Soul’s a solid bet to move another “If You Wanna Be Happy” chart triumph in his newest for the London-distributed S. P. Q. R. diskery. It’s a rock-rock dandy, titled “Go Way Christina,” that Jimmy and the vocal-
mu-sical combo backing rumble thru with apparent delight. A party-time romp. On the pounding undercut Jimmy telles, icohorus-answer manner, that the whole country’s wild for the monkey dance step.
"SPEED BALL" (2:40) [Lowery BM—Stevens]
"IT’S PARTY TIME" (2:39) [Lowery BM—Stevens]
RAY STEVENS (Mercury 72169)
Stevens continues to have his third sales breakthrough in-a-row and it looks like he has a smash follow-up to “Harry, The Hairy Ape.” Tabled “Speed Ball,” it’s another fast-frosted novelty-time this time a tale of a nigger in a teen rebel. Side’s from artist’s “This Is Ray Stevens.” L.P. Blacking’s an inviting, con-
 tinually building beat-ballady weeper that also rates loads of attention.
RANDY LEE (Philips 4027)
(B+) "YOUNG DAYS" (2:07) [Cedarwood BM—Smith, Joy, Lee]
Lee, who’s got the deep-tinted sound of Elvis Presley, deftly handles the su-
per-smart romantic, which has an intriguing make-up. In addition, there’s an attention-getting combo-
clusion to the thin with especially effec-
tive comments from an organ. Could happen.
(B) "LET ME GO CLIMBING" (2:22) [Cedarwood BM—Lee, Wilkin]
This is a spiritual-like re-
matic—ala “Gonna Climb a Mount-
tain.”
COL JAMES (London Intl 16068)
(B+) "GONNA SETTLE DOWN" (2:47) [Hally Jo & Tylee ASCAP—Singes, Evans] The per-
former and his guitar-led back-up sound have a distinctive contribu-
tion to their unique field. The ballads of a folk who decides to quit his wander-
ings and settle down to the love of loving his true love. Sound has a very catchy, brisk-beat quality, and could go chart.
(B) "BAUBLES, BANGLES & BEADS" (1:45) [Frank ASCAP— feror] A very fitting reading of the “Kissmet” Favorite.
GENE THOMAS (United Artists 450)
(B+) "BABY’S GONE" (2:26) [Arcof—Rose BMI—Orbison, Goldsborough] Thomas’ portrayal of the interesting teen wantful is ac-
companyed by a worthy rock touch, from the ork and chorus, which has a striking la-la la-gimmick. Deck can make it.
(B) "STAND BY LOVE" (1:36) [Arcof—Rose BMI—Orbison, Goldsborough] Infectious rock tale of guy who’s always waiting in the wings to take-over from his gal’s most recent conquest.
RAY AGEE (Shirley 111)
(B+) "YOU HIT ME WHERE IT HURTS" (2:10) [Carriage BM—Ageo, Badger] Atlantic Records kick-butt knock-out with the diskery with a fine bouncy-beat base to turn on the gal who’s done the guy’s heart wrong. Despite the theme, presentation is light-hearted, and likely to do important pop-blues business.
(B) "TIN PAN ALLEY" (2:30) [2 Flat BMI—Goddina] Very funny item.
COZY COLE & GARY CHESTER (Coral 62379)
(B+) "SING SING SING (With A Swing)" (2:58) [Robinson ASCAP—Prima] Drummer Licoln gives his wild sticks in this rockin’ instru-
mantal. The man is a real specialist and a delight. A trumpet man also has hot statements. Exciting stuff.
(B+) "HOT RUM MURR" (2:09) [Northern ASCAP—
Jeremy, Jacobs] Chorus is included in this salute to rock percussionists.
BOBBY GREGG (Epic 9616)
(B+) "KANGAROO—Part 2 (The Me Kangaroo Down, Sport)" (2:16) [Beechwood BM—Harris] Persuasively a wild duo. A quick medium-beat reading of labelmate Rolf Harris’ recent vocal click. In its natural rock打扮, the guy’s sound, the man could be in for additional attention.
(B) "KOOTANDA" (2:36) [Hill & Range BMI—Sekal] Colorful doings—for the teen trade, too—an exotic tune.
and now...

LESLEY GORE
"She's a Fool"
and
"The Old Crowd"
72180

America's First Family of Fine Recordings
**Best Bets**

**FRANK SINATRA** (Reprise 20290)

"*LOVE ISN'T FOR JUST THE YOUNG* (1:55) [Bourne ASCAP—Miller, Knop] Sinatra's in fine ballad form on an easy-to-take-to mood piece that expressively conveys the sentiments of "The Second Time Around" to create a love standard that's generally associated with the warbler. Enough decla-
dation could realize chart action.

"(You Brought) A NEW LOVE* (2:37) [Famous ASCAP—Fain, Hal, Comeor] Maurice Chevalier made that oldie famous, and Frank makes it his swingin' own. Performer's old swing friend, Nelson Riddle, batons the orchestra, which sets a new flick, "A New Kind of Love.""--Cash Box

**RAY BARRETTO** (Tico 424)

"*ENAMORADO (In Love)* (2:01) [Lenmar, Kroner-Wright BMI—Colley] Barrett had a big item a short-while-back in "El Watuks," can make further chart news with this excellent version of the Keith Colley classic. Ray's authen-
tically Latinic" performance of the pretty tune should grab off a healthy slice of the finals sale.

"*ENCENDIDO* (3:80) [Little Dipper BMI—Barrett's memory), a delight from Ray's "On Fire."--Cash Box

**JERRY VALE** (Columbia 24872)

"*MALA FEMININA*" (2:33) [Ding Dong/Romance—BMI—Toto] Jerry Vale comes up with a lyrical and feelingful treatment of this melodious croon, 1962. Vale had a big hit with the song, which has been getting Look Ahead action by other artists (Roselli, Francia). This is a poten-
tially vocal entry on the sales side.

"*BUTTERFLY OVER VEZ* (3:80) [Little Dipper BMI—Barrett's memory), a delight from Ray's "On Fire."--Cash Box

**ERNESTINE ANDERSON** (Sue 703)

"*CRISP A PATH* (2:07) [Saturn-BMI—Bacharach] The lurk displays a lot of talent and a sophisticated delivery on this deftly written number. A standout jazz combo provides a slick over-
backdrop for the thawn's warm-voiced, throaty project, Pop and jazz spinners will take a look.

"*KEEP AN EYE ON LOVE* (2:97) [Saturn-BMI—Mapp] A romantic hit from the pen of this Top-40 hitmaker, it promises the pizzazz and rhythmic pace for this Brazilian favored tune. Ann Ernestine comes thru in winning fashion.

**AL CAIOLA** (United Artists)

"*LOVE THEME FROM CITOYEN* (2:25) [E. B. Marks-BMI—Ortolan] A Carroll Al Cerri production this version of Riz Ortolan's latest flick theme. It's a very melodic entry made for the warbler. His big orchestra, which has a touch of the big-ork with lots of lush strings. After-
breaking up, the routine with its top-drawer, Airplay is assured.

"*REDGOO (1:50) [Screen Guild—Keller] Last season's "Empire" TV's has been updated this year with a new tag. "Redgo," a hit item at Al Caiola comes up with a spirited rendition of the song that got up a chart position and color and could be a noise-
maker.

**THE GENELLS** (Dewey 101)

"(B) "*LET THERE BE RIGH* (1:55) [Dewey BMI-Chuput, Stabile] Fellas warble with good middle-
range inflection. This is doing very well on a sweet teen item. Catchy rock sound, merits exposure. Label is a "Best Buy."--Cash Box

"(B) "*LINDA PLEASE WAIT*" (2:15) [Dewey BMI—Chuput, Stabile] A sentimental soul for a fella's who's got to leave, but hopes his flame will wait for his return.

**REBOB RAYDON** (2:15) [ABC-Paramount—Pratt] This is a cap-fy fire attack that pays respects to the spiritual field.

**DEAN MARTIN** (Reprise 20615)

"*MA MA ROMA* (2:05) [Chappell ASCAP—Henry, Weiss] As he has so often on past disk dates with solid sales, this song turns to a likeable Italian-styled romantic. Backing him on the ditty is a sprightly orch-
drawd by the chorus. Your gold is sure to catch with Martin doing this type of sessions.

"*VIA VENTO* (2:02) [Ser
gent ASCAP—Schwab] A graceful tribute to a welcome in Rome.

**SHANE HUNTER** (Rob 101)

"*I DON'T KNOW I LOVE YOU* (2:09) [Charles
to Mary] Him on the maw of a most a most, this tune is all romantic. It's des-
igned to take advantage of the teen, with the excellent back-
backdrop. An unusual sound, one that could prove a left-field disc. Diskery based on Peter's stuff.

"*LIGHTNING Bug* (Charles-
to Mary—Hunter, Savoy, Elia) As the title indicates, this is much lighter teen fare.

**TOM SANDS** (ABC-Paramount 10488)

"*ONE THING I'M LONE-
LY* (2:06) [Skidmore ASCAP—Morris] Tuneful teen opus about a boy who's lonely in the land (poo-
goe) is done with lots of teen-sound interest by the singer and his full band. Henderson. Over-all data re-
sembles some of Andy Williams' re-
rehearsal hits with a near-meaning.

"*C I N D E R E L L A* (2:12) [Screen Gems—BMI—Green
dale] "A Venus-type affair on this end.

**ISLEY BRO.** (United Artists 638)

"*SURF AND SHOUT* (2:20) [Robert Melfin BMI—Russell, Bachelor] Artists can head back to chartsville as they turn in a surf-in-
version of their while-back "Fist And Shout" sensation. Vocal and instrument-
ial sound that can break loose.

"*WHATCHA GONNA DO* (2:15) [Three Boys BMI] R.R.O. (Isley) Fellas pull out a tough ringer from the teen dance fadson this end.

**DEAN JEAN (Rust 5067)

"*TRA LA LA LA SUZY* (2:09) [Young] As the title suggests, this is a happy-sounding teen date, and it's what the kiddies want. It has a kike-
like. Duo is in proper partytime spirit as the singer and the piano combo, are the joyful combo-chorus sound supports the warble. Eye closely.

"*SUMMER TIME* (2:30) [Schwartz BMI—Spencer] This is loaded with cheer, but it hasn't much time to mean as much as it could.

**THE CAMBRIDGE STRINGS** (London 9509)

"(B) "*DESPERADO*" [Chappell ASCAP—Roger, Ro-
ger] A hoarse, hoarse sound for the catchy "chaie" sound is a weirdo electronic gimmick instrument called the Mar-
sines. Includes banking orch color that could make noise.

"*THE MINSTRELS*" (2:20) [Swan BMI—Lockyer, Jordan, Gregory] Attractive tune is presented in a fresh, Latinian arrangement.

**ELLIO LAWRENCE ORCH & CHORUS** (Arr 148)

"(B) "*THEME FROM 'LORD OF THE FLIES'"* (1:40) [Saunders ASCAP—Leppard] An inter-
esting march song from the unus-
ual English flick is presented with a steady martial sound by the orch and French-singing male chorus. Off-
beat disc attraction.

"(B) "THEME FROM LORD OF THE FLIES*" (1:36) [Saunders ASCAP—Leppard] This Saunders ASCAP—Leppard version features the young singer around whom the flock's plot centers.

**NICKY DEE** (Ebbtide 68)

"(B) "*Young Lovers* W.A.
GROW DENNIS' LATE* (2:37) [Prologue BMI—Dee, Cassilly] The whole project is a nicely handled teen-
sational opus. He's accompanied by a bouncy-sounding, somewhat Latin-
together, a fellow named cows-
A is a Westbury, N.Y.-based outfit.

"(B) "SHE'S GOT THE CRAZI-
EST FLAME* (2:17) [Prologue BMI—Dee, Cassilly, Daniels] Cute novelty for the teen dance-
dance.

**THE NOBLES** (Selbon 1005)

"(B) "*BLACK WIDOW*" (2:22) [Swan BMI—Kent, Hilding] The song of the dangerous spider gets romp-rock salutes in this surfin'-styled session. Guitar, vocals and a rousing beat, it's the high-
light work. Label is distributed by Dave herself.

"(B) "*JAGUAR* (2:23) [Ablitte BMI—Derman] A similar stunt whose excitement is in keeping with its randy namesake.

**LARRY RED** (Arden 151)

"(B) "*LITTLE MISS SURFER*" (2:05) [Gons BMI—Jack, Tomlinson] Issue, coming as the summer season is leaving the stage, has the upbeat surfin' sound down pat. Reed tells his story with a good belt style, and the musician does well in the backdrop. Diskery is the Los Angeles-based operation.

"(B) "*BREAD N BUTTER* (2:00) [Gons BMI—Gaugh-
en] Lots of lively blues cookin' here. It's all-an instrumentals show.

**BEVERLY BRENT (GSP 2003)

"(B) "*GO HOME CHEATER*" (2:07) [Morton, MacRae] Claude Gray (Colum-
bia) current country-market chart ringer has been turned into the track, Support, including a Nashville session with the Phil, is sympathetic with the deck's plaintive sentiments. Diskery is a Hollywood-
land-based operation.

"(B) "*MOMMY, WHY DON'T DADDY LIVE HERE ANY-
MORE*" (2:13) [Owens BMI—Frazier, Owans] Teen-jerked down with a pop-country feel.

Cash Box—September 21, 1969
RCA Victor has your numbers!

"Frankie & Johnny"—Sam Cooke #8215
"I Can't Stay Mad At You"—Skeeter Davis #8219
"Jole Blon (Little Darlin')"—Bobby Day #8230
"Hello, Heartache; Goodbye, Love"—Little Peggy March #8221
"Maria Elena"—Los Indios Tabajaras #8216
"She Loved Everybody But Me"—Charlie Rich #0020 (Groove)
**Best Bets**

ARTIE TULLY

[6th CD, Capitol/Box 4331]

**SWEET SEPTEMBER** (3:10) [Capitol/Box 4331—Hodges, S. McGuffie, Phillips, Stanley] This extremely tender tune has been getting lots of love from the Top 10 in recent renditions by pianist Buders and his orchestra. An ideal composition to put over the top, beautiful, full-sounding arrangement

(B-+) **FREEDOM** (2:52) [Capitol/Box 4331—Kasha, Butler, Loart] Another lovely ballad on this end. Two programming musts.

LAVERN BAKKER (Atlantic 2303)

**OH, JOHN** (2:08) [John] Chance are the Bonneville Baker classic will again make the chart rounds as a result of this striking new version by Lavern Baker. This time around, it’s a spangling fast moving romp-stomp arranged in a countryish manner by Alan Lerner (B-+) **TTTY BITTY GIRL** (2:18) [Capitol/Box 4331—Lerner, Butler, Loart] This one’s a happy party time-honker that can also make a big noise.

**THE IMPRESSIONS**

[ABC-Paramount 10487]

**IT’S ALL RIGHT** (2:58) [Carton BMI—Mayfield] The impressions can get on the Top 100 track with this infectious sound. It’s a tuneful, catchy novelty, with the band and their instrumental backing carouse out in appealing pop-maniacal manner.

(B-+) **YOU’LL WANT ME BACK** (2:52) [Colgems ASCAP—Bradford] This rock-n-rhythm-decker also has a healthy chart outlook.

**ANDY & THE MARGLOWS**

[Liberty 4567]

**TILL I GET BY** (2:30) [Fred Ahbert—Cromwell ASCAP—Turk, Ahbert] The final of a series of popular songs that last tour is going through the familiar nursery rhyme. Can break wide open.

(B+) **LET ME BE THE BABY** (2:52) [Colgems ASCAP—Bradford] This rock-n-rhythm-decker also has a healthy chart outlook.

**THE ASTRONAUTS** (RCA Victor 2224)

**HOT-DOGGIN’** (2:12) [Robert Mollin BMI—Mollin, Oslin] This single comes in the soft rock-bop style of a hit Mmes Brooks, reading some years ago, but it’s been in contagious teen-minded bloody fashion by the throng and her accompaniment. A work-out for an album that could see its return to the charts.

(B+) **HIGH NOON** (2:37) [Leo Feist—ASCAP—Washington/Tiomkin] A miler, also been reconstruction of the oldtime Academy Awards.

**JOE TIX (Checker 1055)

**YOU KEEP HER** (2:40) [Tex, who hit a short while back in the pop-rock departments with “Someone Else’s Place” to Take Your Place] Tex is a quick effort to quickly duplicate that success with this doo-wop outing. Funk, raving, groups to the tradition-oriented vein. Watch it.

(B+) **DON’T PLAY** (2:47) [Arc Productions] Rick, fast-moving lament with a pulsating beat.

**FERKO STRING BAND**

[Argo 3016]

**GOLDEN SLIPPERS STUPF** (2:65) [Darnell—ASCAP—Sawyer, Sturrock] [Ferko String Band, who clicked a few years ago with “Abraham Lincoln,” could retool with this updated happy-sounding rock string version of “Golden Slipper” and make some noise in this new-chord and some handclapping also much to the proceedings.]

(B+) **MONKEY** (2:00) [Tonecraft—BMI—Merle] The gypsy-sounding song that will give their version of the current dance craze. Could also be a winner.

**THE VIBRATIONS (Atlantic 2284)

**LOVELY GIRL** (2:32) [Freddie—BMI—Fishke] The Vibrations, strum-paddied a while ago with “Watus” (on another label) and make a strong bid for this kind of success with this debut deck on Atlantic. This combo, powered by a diabolical double deck could pull coin in both rich and pop markets.

**BETWEEN HELLO AND GOODBYE** (2:40) [BMI—Burrton, Schroeder] A nicely sung melodic ballad here that might score heavily with ops and kids.

**THE FRAY FAMILY**

[Lawna 220]

**DARK AS A DUNGEON WAY** (2:17) [American BMI—Fisher] Folksingers blend with much sympathy to the tune of the new lyric, considering recent minor distaste in the U.S. This flavorful, robust production could also score.

(B+) **LITTLE SHOES** (3:34) [Rex Gaskins BMI—Wray] Here, a male solo takes on a country-folk item.

**THE TRIUMPHS (Kab 2900)

(B) **BIG DOG** (3:15) [Tree BMI—Brox] A tasty combo, catchy, guitars and sax are funky in this bright, all-combo display for the trio. One of the trio lot, the vocals of the two can go through with this cut and make it a distinctive small outfit.

(B+) **HUMID** (2:90) [Tunerville BMI—The Triumphs] Silken, upbeat organ is spotlighted here.

**LITTLE FRANKIE LEE**

[Great Scott 9000]

**DON’T MAKE ME CRY** (3:47) [Great Scott BMI—Cromwell, Lee] Lee nicely handles the good blues waltz, while the musicians come up with an effective instrumental. Survey will interest mostly the R&B trade.

(B+) **FULL TIME LOVER** (2:50) [Tree BMI—Cromwell, Jones, Scott] Earther band stands by the songster and combo.

**THERAL ELLER**

[ABC-Paramount 10482]

**CAN’T RUN TO DADDY** (2:55) [AMPCO BMI ASCAP—Vance, Snyder, Ahlert] Doris does a strong job on a dramatic slow ballad about a teenager. Her dad’s advice on staying away from the wrong crowd. A strong combo and a backsound that could go big.

(B+) **SOMEBODY** (2:30) [Ampco BMI—Vance, Snyder] More of those catchy melodies on this emotional side. Sid Felier directs both rhythm backdrops.

**JERRY “COUNT” JACKSON**

[Frode 505]

**OUT OF BACK BABY** (2:48) [Beau Tee BMI—Winer, Reeder, LaCroix] The songster gets a strong instrumental on the brass on this Ray Charles-type offering. A potent sax ride takes over and the combo slides well to the side off with more blues. Could be big in the r&B field.

(B+) **FALLING IN LOVE** (2:10) [BMI—Watson] Usual statement of love ballad here with strong jazz overtones, Again the vocal is effective.

**THE PYGMIES**

[Liberty 56524]

**DON’T MONKEY WITH TONY** (2:40) [Carnaby BMI—Feldman, Goldstein, Gotthelf, Lesser] Title ties-in with the current Monkey-teen dance fad, and the rock combo offers interesting jungle-like upbeat comments. Vocal chants are also in keeping with the primitive-feel here. Could make some noise.

(B+) **THE OTHER SIDE** (2:04) [Carnaby BMI—Carper, Goldstein, Feldman, Goldstein, Lesser] Sly-beat stuff from the musicians.

**THE H’WOOD CHILDREN’S CHORUS/ THE LITTLE OYSTER BAND**

[Capitol 5640]

**WUTCH STOMP** (2:28) [Les Feist ASCAP—Vans, Dunham] Kiddie with this item, which features the H’Woods Choristers, on a happy ditty that’s the main-title of the film, “The Little Oyster.” Label is doing a nation-wide promotion on the deck, which includes the “official voice” of the deck for use in schools for National Safe Boating Practices, etc. Could be a small hit.

(B+) **THAT’S WHY** (2:19) [Frank Thorton-John Burton BMI—Burrton, Thorn] A hopping sax lends a flashy rock-edge feel to this all-instrumental outing. Team here is the Little Oyster Gang.

LLOYD MC CLENENY (Seville 127)

(B+) **CRUEL WORDS** (2:53) [Bass BMI—Chandler, Vines] McClenny makes a meaningful survey of a country plaintive kind whose false words to his lost-love status. Attractive down-home combo backing. Deserves some.

(B+) **LONELY DRIFTER** (2:38) [Capitol BMI—Chandler, Vines] More wistful business with a folkish flavor.

**THE GREATS/ D ALCYCE CURRY (Angle 1001)

(B+) **SUCKER’S CHANCE** (2:56) [Sepe & Tipirillo ASCAP—FaCo, Sepe] The Rolettes is a teen combo attraction that can really dish-out an off-beat sound. Here, a sweet girl does a girls’-only version that lend a different-sounding quality to the current surfin’ craze. Should be very effective.

(B+) **ARCHIBALD THE II** (The Duke of Nothing) (2:29) [Tee Pe ASCAP—Janes, Donald] The Rolettes also back Dalycue Curry novelty vocal.

**THE YOUNGER BROTHERS**

[Warror Bros. 5386]

**OVER THERE/ WHEREEVER** (2:36) [G. Schirmer ASCAP—Bernstein, Sundheim] The lovely “West Side Story” number is done with matching taste by the song team, which is supported by a top-notch rhythm backsound, and corn-chord accompaniment. Tune is itching to make it—maybe this version is the one to do.

(B+) **SCHOOL GIRL** (2:41) [Screen Gems—Lubiana BMI—Sid Scott] School’s in—and this pretty affec- tionate one is an appealing note of the fact.

**THE GODDELVILLE FIVE**

[Capitol BMI—Kennedy] Date is an infectious country Beat number that could give the current gimpick sound that might be headed for the top. The leadoff guitarist, guitar are heard more often than the eftin’ gimpick, which, when heard, is quite nice.

(B+) **BAILEY’S GONE EEFIN’** (2:44) [Atlantic BMI—Kennedy] Old Bill Bailey goes eefin’—also an instrumental-oriented reading.

**JIMMIE RODGERS**

[Dot 16527]

(B+) **THE BANANA BOAT** (2:58) [Edward B. Marks & Bryden BMI—Darling, Connibale] ‘Tis an especially popular during the calypso rage some years ago, is survived with fine pop spirit by the artist and his corn-chord accompaniment. A delightful opus in good-sounding circumstances.

(B+) **TWO TEN SIXEIGHT** (2:38) [Al Gallocco BMI—Kuren] Touching calypso-styled track.

**CARL EDMONSON**

[Edmondson BMI—Kennedy] (B+) **WATUSI STOMP** (2:13) [Carlson & Edmondson BMI—Edmondson] Two of Dr K and the Kapers’ steps are nestly tied-in in this all-instrumental outing. Could make pro recordings. Solid hose-time session.

(B+) **BIGнос SEPTEMBER** (2:45) [B. F. Wood ASCAP—McGuffie, Phillips, Stanley] Lovely tune, coming up with sizeable drum readings, receives relaxed comic-chord running.
Garnet Mimms and the Enchanters, who are currently hitting with “Cry Baby” (#13 on this week’s Top 100) on United Artists, have each sung individually and collectively for many years.

For instance, 27-year-old Garnet has been singing for as long as he can remember. A transplanted West Virginian who now resides in Philadelphia, he has lent his vocal talents to church choirs, choanises and small groups whenever the opportunity presented itself.

Zola Pearnell, the distaff member of the Enchanters, is a 25 year-old native of Philadelphia who has packed a lot of experience into her musical background. She has traveled in Europe with a vocal group and has sung with the Paul Roberts Choir and done solo work with Philly orchestras.

Samuel Bell also hailed from Philadelphia. A successful songwriter, the 29 year-old has appeared with spiritual groups all over the east prior to joining with the group.

Charles Boyer, born in North Carolina, now resides in Philly like the others, he has had extensive background with vocal groups. His most recent association was a five year stint with a group called the Ambassadors.

Sure-fire proof of the old show business adage that the door can never be closed on a performer is Jimmy Durante. The 70 year-old vet showman is currently clicking in both the single and album departments with “September Song” on Warner Bros.

The comedian, who was born in New York, began his career fifty years ago playing piano in Coney Island joints. When he was twenty-three, he organized a five-piece band for the Club Alamo in Harlem. Shortly afterwards along with Eddie Jackson and Lou Clayton, who later became his partners, he organized the Club Durante and became a major star.

During the late 20’s and early 30’s the artist became a vaudeville headliner, appeared in several films and was starred in Cole Porter’s “The New Yorkers.” In the ensuing years, Durante has made a significant name for himself as night club performer and as a radio-TV star.
There are several thrilling moments in the life of a composer—the writing of a song, its being published and recorded—and finally, accepted by the public.

The biggest thrill of course is when the song reaches No. 1 IN THE NATION.

On that note I wish to express my THANKS to BOBBY VINTON whose great recording on EPIC RECORDS contributed to making my song

“BLUE VELVET”
NO. 1 IN THE NATION

A special Thanks to the A&R and Sales Staff of Epic Records, Vogue Music, Inc. (Frank Abramson) and to the DJ’s, Dealers and Music Operators.

Gratefully,

Bernie Wayne
Peter, Paul and Mary

"DON'T THINK TWICE, IT'S ALL RIGHT" #5385
B/W "AUTUMN TO MAY"

now available, their new hit album: IN THE WIND

Warner Bros. Records, the first name in sound
NEW YORK:

Liberty's East Coast A&T exec Ed "Slim" Silvers, backed in Gotham with a successful promo tour of the Baltimore-Wash, area with chart-artists Wayne on behalf of the latter's hot single, "Where Does A Rock And Roll Singer Go?...Jody Berry has been on tour with his new "Live" LP from Chicago's Imperial West Restaurant and Varietie Companions.

Last week was a big week for songstress Kathy Keegan who opened at Club Down town with an album tagged after her clock single, "More Than Malibu" with a hot opening night as a great success and the audience was most ap plauded. Bill Darnell of the Herald-Ember single ad that "Unchained Melody" by Vito and the Salutations is gaining plenty of strength on the East Coast. Leaving for the diskers is "They Said It Couldn't Be Done" (Embridge). Harold Goldberg of Allied Distributors in Loved You." The singer appeared on the John Kelly and Buddy Deane show on the new "WM" radio program. Buri Ives, picking up plenty of sales on his new Decca LP, "Singles Easy" and "Just A Little," begins his series of Kaufman's "Ensign Sigma & The Captain." Looks as though Buri will be back on the air later this week. Jovial Red Schwartz buzzed the other show last night when he exited Vee Jay after 6 1/2 years affiliation. Red's available and can be reached at 50-6484, but he hasn't heard from the Big Apple again. Pittsburgh she's still active in promotion at 261 Willets Rd, Pittsburgh. Our condolences to Jane who lost her mother this past summer.

ABC's Tommy Roe, now touring the Midwest on his "Laughing In The Dark," month long tour in Army green... March 25th marks a big night for his "Elvis" Golden Records series that is already climbing to the top of the charts... Mike Hensley has signed on to the Bell Telephone Hour in December to do his "LP" of Country crooners for Broadway's International on the 30th.... "Nancy" and "Heard" singer from the Roon Distri...t in Philadelphia to give us the thought for the days, the hundred days of worry won't pay one debt... Not a bad thought... Piano stylist Jean Galvis makes her New York ory debut this week (17) at the Garden of Eden.... The Caliente, getting plenty of airplay action with their new Spiral deck, "The Bitter End," received a pick of the week at WHLO in Cleveland. The attractive sisters are headed for a stint at the Trenton State Fair... Sonny and Cher's Quartet packing them in at the Village Vanguard...write this week in a series of such luncheon's to be held every Wednesday during the fall and winter season...Upon arrival, Alexander electrode to wax a comedy LP for the Escapade label.... Yet music man Doc Berger in the Brooklyn Eye and Ear Hospital for major surgery... Budd Hela will still be with us on behalf of "Dance, Boopahoot Dance" by the Robert De Cropmer Singers (Columbia)... "Silly Boy" by the Hi-Lo's (Reprise), Shane Hanley...and his "Love You" (Nob) and Buri Ives' new Decca LP "Just A Little."... "After Their Love Story Tina Robin visited us with hubby Sam Klinger and publicist Gay the newly formed "Silver Thunder Singers"... and "It's Too Late". Milt Butler...-. This week, Burt's Cabaret's "Who's In There" with Milt Butler

Dennis Wise has shifted his "Elvis" to RCA... Kay Deejay 

Columbia's Jerry Vale was feted at a party at the label at the Sherry-Netherland last week Jerry's got a hot new album, "Language Of Love" and gets rave reviews for his performances at the Copa.

CHICAGO:

Polka maestro Lt. Wally expects a big turnout for the Polka Extravaganza to be held at McCormick Place 9/21. Over 1700 band leaders and de ccorators will be on hand to participate. Special attention will be paid to the sound in the polka field will be presented and entertained furnished by Lt. Wally of the Chicago (Buffalo, Ill.) and John Check's Michigan City, Ind. (Epic) bands... Okeh top cop Dave Brown is forcing the publication of "On Your Feet" (Reprise) and "The Four Enchanter's and the immediate release of their first single "True Love" b/w "Lady Love" (Okeh). Group was formed while boys were in the service. Norman Ladd has joined the Summit Dist, promo staff and is currently working on singles "I Know A Man" by Ralf Harris (Epic) "Washington Vs. St Louis" by the Village Sisters (Epic) "Cindy's Gonna Cry" by Johnny Crawford (Del-Fi). At the swank Camellia House of the downtown hotel, Lt. Wally's long time friend, Mr. Napier's 2006 Prom Queen, and, of course, his "Elvis" Golden Records series that is already climbing to the top of the charts... Mike Hensley has signed on to the Bell Telephone Hour in December to do his "LP" of Country crooners for Broadway's International on the 30th.... "Nancy" and "Heard" singer from the Roon Distri...t in Philadelphia to give us the thought for the days, the hundred days of worry won't pay one debt... Not a bad thought... Piano stylist Jean Galvis makes her New York ory debut this week (17) at the Garden of Eden.... The Caliente, getting plenty of airplay action with their new Spiral deck, "The Bitter End," received a pick of the week at WHLO in Cleveland. The attractive sisters are headed for a stint at the Trenton State Fair... Sonny and Cher's Quartet packing them in at the Village Vanguard...write this week in a series of such luncheon's to be held every Wednesday during the fall and winter season...Upon arrival, Alexander electrode to wax a comedy LP for the Escapade label.... Yet music man Doc Berger in the Brooklyn Eye and Ear Hospital for major surgery... Budd Hela will still be with us on behalf of "Dance, Boopahoot Dance" by the Robert De Cropmer Singers (Columbia)... "Silly Boy" by the Hi-Lo's (Reprise), Shane Hanley...and his "Love You" (Nob) and Buri Ives' new Decca LP "Just A Little."... "After Their Love Story Tina Robin visited us with hubby Sam Klinger and publicist Gay the newly formed "Silver Thunder Singers"... and "It's Too Late". Milt Butler...-. This week, Burt's Cabaret's "Who's In There" with Milt Butler

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CHICAGO:

Polka maestro Lt. Wally expects a big turnout for the Polka Extravaganza to be held at McCormick Place 9/21. Over 1700 band leaders and de ccorators will be on hand to participate. Special attention will be paid to the sound in the polka field will be presented and entertained furnished by Lt. Wally of the Chicago (Buffalo, Ill.) and John Check's Michigan City, Ind. (Epic) bands... Okeh top cop Dave Brown is forcing the publication of "On Your Feet" (Reprise) and "The Four Enchanter's and the immediate release of their first single "True Love" b/w "Lady Love" (Okeh). Group was formed while boys were in the service. Norman Ladd has joined the Summit Dist, promo staff and is currently working on singles "I Know A Man" by Ralf Harris (Epic) "Washington Vs. St Louis" by the Village Sisters (Epic) "Cindy's Gonna Cry" by Johnny Crawford (Del-Fi). At the swank Camellia House of the downtown hotel, Lt. Wally's long time friend, Mr. Napier's 2006 Prom Queen, and, of course, his "Elvis" Golden Records series that is already climbing to the top of the charts... Mike Hensley has signed on to the Bell Telephone Hour in December to do his "LP" of Country crooners for Broadway's International on the 30th.... "Nancy" and "Heard" singer from the Roon Distri...t in Philadelphia to give us the thought for the days, the hundred days of worry won't pay one debt... Not a bad thought... Piano stylist Jean Galvis makes her New York ory debut this week (17) at the Garden of Eden.... The Caliente, getting plenty of airplay action with their new Spiral deck, "The Bitter End," received a pick of the week at WHLO in Cleveland. The attractive sisters are headed for a stint at the Trenton State Fair... Sonny and Cher's Quartet packing them in at the Village Vanguard...write this week in a series of such luncheon's to be held every Wednesday during the fall and winter season...Upon arrival, Alexander electrode to wax a comedy LP for the Escapade label.... Yet music man Doc Berger in the Brooklyn Eye and Ear Hospital for major surgery... Budd Hela will still be with us on behalf of "Dance, Boopahoot Dance" by the Robert De Cropmer Singers (Columbia)... "Silly Boy" by the Hi-Lo's (Reprise), Shane Hanley...and his "Love You" (Nob) and Buri Ives' new Decca LP "Just A Little."... "After Their Love Story Tina Robin visited us with hubby Sam Klinger and publicist Gay the newly formed "Silver Thunder Singers"... and "It's Too Late". Milt Butler...-. This week, Burt's Cabaret's "Who's In There" with Milt Butler

Dennis Wise has shifted his "Elvis" to RCA... Kay Deejay 

Columbia's Jerry Vale was feted at a party at the label at the Sherry-Netherland last week Jerry's got a hot new album, "Language Of Love" and gets rave reviews for his performances at the Copa.
Cash Box—September 21, 1963

(Cont'd from Page 18)

JIMMY MONTY
PAUL BOWSELL

than his hit record "Blue Eyes" on Accent Records.
June Foray & Robert Donovan are releasing them as
helping promote the annual benefit being planned by Project Hope.
John Knodel is the new promotion rep for Warner Bros.
Dream. John Knodel is the new promotion rep for Warner
Brothers in the Chicago area, headquartered at M. S. Dist.
Johnny Gal-
gano (Record Dist.) weds Betty Hen-
ny's daughter, Virginia. Betty Hen-
ny's daughter, Virginia. "Blue Eyes"
Collins' sister. The current Little
Johnny Taylor feature is tagged "I'm Your
Three-week stint starting October 8.
Liberty Records will have the first issue of the new album this Wednesday
for Bobby Vee.
George Gould, Campbell-Connolly Publishing, is on a trip back East with a stop-over in Detroit to see the Tamla-Motown company.
Top Ten成功 completed a week's engagement at The Greek Theatre with a 44-piece band. Capitol's Al Mar-

HOLLYWOOD:
P.J.'s swing with a home past Monday. "Lover,"" is being recorded by Milt Lopus last Monday night, hosted by columnist Mike Con-
ally. "Lover,"" is being recorded by Milt Lopus last Monday night, hosted by columnist Mike Con-

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JODY BERRY
THE GALENS

LA 44

NEW HIT! NEW STAR! NEW LABEL!

ENAMORADO
BY KEITH COLLEY
ON UNICAL'S THE ORIGINAL SMASH!

This is the big one! See the top spot in this week's Cash Box. *Unical #3006

UNICAL RECORDS, INC.
Allen Asher & Associates
6115 Selma Avenue, Hollywood 28, California
Telephone Hollywood 6-2131
MAKING BELIEVE
Ray Charles (ABC-Pac. 10481)
BABY GET IT
Jackie Wilson (Brunswick 53520)
LET’S MAKE LOVE TONIGHT
Bobby Byrd (Cameo 272)
MICHAEI
Steve Alaimo (Checker 1054)
PERFIDIA
Wonders (Capitol 699)
EVERYBODY GO HOME
Fats Domino (Columbia 42854)
YOU CAN’T LOVE ME
Linda Scott (Cameo 220)
**POP PICKS**

"CONCERT IN THE PARK"—Boston Pops/Arthur Fiedler—RCA Victor LK2561

The Boston Pops Orchestra, under the very capable direction of Arthur Fiedler, is represented almost constantly on the charts, and this latest effort tagged, "Concert In The Park," could very well go the same route. The musical bill of fare runs the gamut of familiar classical, light classical, and pop favorites. Included here are top drawer renditions of "Victor Herbert Favorites," "Funeral March Of A Marionette" and a medley of evergreens called, "Song Fest." 

"GOLDEN HITS"—Orlons/Dovells—Cameo CL667

The Orlons and The Dovells, two of the past year's best-selling vocal groups, recall some of their hit singles on this swinging amalgamation from Cameo. The groups are sure to pull plenty of second-time-around coin with this album of "Golden Hits" geared for teen approval. Solid sides here are "South Street," "Not Me," "You Can't Sit Down" and "Bristol Stomp." 

"SHE LOVES ME"—Jack Jones—Kapp KL 1337

Jack Jones takes a musical journey at Broadway on this new Kapp LP outing and comes off with all of his expectations pointed in the right place. The youthful tenor has selected a varied program of tunes from current and past hits albums including both ballads and upbeat items. The songs shines on "Real Live Girl," "I Believe In You" and "On The Other Side Of The Tracks." One of the artist's best sets to date. 

"GREAT SCENES FROM PORGY AND BESS"—Leontyne Price/Wm Warfield—RCA Victor LM2679

Metropolitan soprano Leontyne Price heads an outstanding cast of performers (e.g. William Warfield, McHenry Boailet, John Bubbles) on this first-rate production of scenes from Gerhart's monumental folk opera, "Porgy And Bess." With the RCA Victor Orchestra conducted by Skitch Henderson, and the chorus led by Leonard de Pauw, the result is a masterful way performance that should make an early chart appearance. Memorable numbers here are "Summertime," "I Got Plenty Of Nuttin,'" and "Bess, You's My Woman." 

"IT'S A BOSSA NOVA WORLD"—Laurindo Almeida—Capitol ST1516

Laurindo Almeida, who has trucked the guitar with his first two bossa nova albums on Capitol, makes a strong bid for similar success with this third stanza. This time out, the orkster-guitarist aims at his talents at a bevy of best-sellers—some old, some new. Backed by the Bossa Nova All Stars, Almeida comes up with some inventive interpretations of such biggies as "Sukiyaki," "I Will Follow Him" and "Lisbon Antigua." An easy-paced, Brazilian-flavored set geared for solid listening and dancing pleasure. Could make it. 

"THE STUDENT PRINCE"—Peters, Pearce, Tozzi—Columbia—CL 1238

Sigmund Romberg's delightfully melodic "Student Prince" gets a top-flight disk-revival on Columbia by a stellar cast headed by Roberta Peters, Jan Pearce and Giuseppe Tozzi. Vent conductor and Franz Allers directs the orchestra and Merrill Stassen Choir. Considered by many to be Romberg's musical, this performance is brilliant and is sure to be a strong item at the marketplace. Highlights tracks are "Serenade," "Drinking Song" and "Deep In My Heart." 

"BUDDY GRECO SINGS FOR INTIMATE MOMENTS"—Epic LP 20443

Buddy Greco has earned the many laurels in the past with his highly-distinctive romantic stylings but this new Epic LP release ranks as one of the chanter's best efforts in recent years. While effectively backed by Dave Grusin's Enchanted Voices and a lush, full ork Greco dishes up first-rate readings of "This Is All I Ask," "Days Of Wine And Roses" and "I Wanna Be Around." Loads of potential here.

"FLATT AND SCRUGGS AT CARNEGIE HALL"—Columbia CL 2378

All the excitement and electricity of Flatt and Scruggs' short while back Carnegie Hall concert is captured on this top-flight "live" set from Columbia. The two bluegrass-folk musicians and their Feisty Mountain Boys turn in outstanding renditions of "Salty Dog Blues," "Dig A Hole In The Meadow" and "Take This Hammer." LP seems destined to score in the coin department.

"THE GOOD LIFE"—Kathy Keegan—Mohawk 100

Kathy Keegan tags this premier album on Mohawk after her recent click single, "The Good Life," and includes eleven other tastefully delivered ballads. The songstress is one of the fine new talents to come out on the scene during the past year and this session is sure to gain her wide recognition. The tall female performer sings such melodies as "Call Me Irresponsible," "London By Night" and "Once Upon A Summertime." 

"THE BIG 3"—F.M 307

The Big 3, which consists of Time Rose, Cass Eliot and Jim Hendricks, is a new folk-style trio with a distinctive, moving brand of harmony. Unlike the other groups in this crew it is not afraid to display fine singing and sensitive phrasing in the offering, the group's features as "Rider," "Young Girls Lament" and "Dark As A Dungeon." A group to watch.

"GLORIA, MARTY & STRINGS"—Gloria Lynne—Everest 3229

The concept of putting a blues singer in a strings setting is not a new one but never has been as effective for Gloria Lynne as evidenced by this set which the singer cut during her days with Everest. Marty Paich, who conducts the ork, has created some exciting, full-bodied arrangements exactly right for the artist's sensual style. Best listening bets here include "I Should Care," "My Devotion" and "What Is There To Say." 

"SURFIN' HOOTENANNY"—Al Casey—Stacy STM 10

Al Casey, who had a recent chart-killer with "Surfin' Hootenanny" cashes in on the success of the single with this debut LP on Stacy. The guitarist launches the session with the title tune and follows it up with a host of lively surfin' tunes highlighted by some challenging percussion. Bets here are "Guitars, Guitars, Guitars," "Lonely Surfer" and "Surfin' Blues" (Parts 1 & 2). Set should pull coin.

"CHASING A DREAM"—Bill Pursell—Columbia CL 2077

The talented pianist displays an imaginative, romantic keyboard approach on this formidable set of well-known and original country and pop items from Columbia. While superbly backed by Grady Martin's lush orch, Pursell turns in some top-drawer readings of "Chasing A Dream," "Pride" and "Summer Gone." Kudos to Bill Pursell for some excellent arrangements. Fine fare for either dancing or listening pleasure.
"WALTZ WITH ME, DELLA"—Della Reese—RCA Victor
Della Reese, who can belt a tune with the best of them, turns tenderer in this new Victor album out-
ing aimed at the waltz. The lark delivers each
waltz in caressing fashion guaranteed to delight
her many fans. The songstress is at her very best
on such grand oldies as "Falling In Love With
Love," "I'll Be Seeing You In Apple Blossom Time"
and "Always." Disk is an ear-captivating pack-
age.

"20 ORIGINAL GOLDEN OLDIES VOL. 3"—Artie Arians—Poster
Douglas "Jocky" Henderson comes up with a
third package of Golden Oldies on Mr. Maestro
going especially for the dancing and listening
pleasure of the teen crowd. All of the bands here
scored in sales and spins the first time out and
could do it again via this package. Included here
are "Duke Of Earl," "Do You Love Me," "Moon
River," "Please Mr. Postman" and "Soul Twist.

"PIANO WITCHCRAFT"—Cy Coleman—Capitol
ST 1652
The multi-talented Cy Coleman displays both
his keyboard and composing talents on this new
Capitol set. On this album Coleman plays a warm
bety of his own compositions of recent and while-
back vintage with a commanding, sensitive au-
thority. Highlights of the disk include "Witch-
craft," "Hey, Look Me Over" and "You Fascinate
Me So." Deejays will find plenty of programm-
able material here.

"COLOR HER GREAT"—Vikki Carr—Liberty
LST 5216
Newcomer Vikki Carr makes a significantly pro-
fessional wax debut on this delightful Liberty set
of evergreens. The lark has a bell-clear, wide-
range voice and a sensitive jazz-flavored style of
gleiting phrasing. The songstress is effectively show-
cased on "Eye Bye Blackbird," "Somewhere In
The Night" and "Hey, Look Me Over." An im-
pressive performance.

"MOANIN' N' GROANIN'"—Tip & Tinker
Charlie Scott—Audio Fidelity AFL 7110
The label showcases the accomplished talents of
George "Tip" Tinker and charlie Scott, who both compose and sing tenor, and chant
Tinker and Charlie Scott on this polished folk set. Tip and Tinker have created the first-rate folk-popular items which they deliver with authority and
verse. Among the highlights here are "I'm On
My Way," "Donkey Gold" and "Big Red." Disk
should spark plenty of consumer interest.

"LOVE SONGS OF THE TROPICS"—Trio Los
Panchos—Columbia FXS 1902
The trio Los Panchos add to an impressive cata-
logue of international best-selling LP's with this
new outing on Columbia devoted to the songs of
Rafael Hernandez. The boys display a lot of mu-
cianship and a strong vocal talent on these
tracks which have gained wide acceptance both
North and South of the border. Best bets here are
"Enamoradita De Mi," "Perfume De Gardenias"
and "No Me Quieras Tanto.

"FOR ADULTS ONLY"—Belle Barth—Riot 1301
Belle Barth, sometimes lightly risque and some-
times laughingly lowbrow, evokes gaits of laughter
from her intry audience. This session, recorded
live at the El Morocco in Montreal, is no
log. Aptly tagged, "For Adults Only," the com-
dience proves herself a craftsman of double en-
fente and timing. Although the set is not geared
for airplay, the laffgal's legions of admirers will
surely come out in strength for it.

"STRANGE TRUTHS"—Tom O'Neil—Petal 1000
Tom O'Neil, editor of the Psychic Observer and
a frequent contributor to the TV series, "One
Step Beyond," has gathered together 18 tales of
psychic phenomena culled from thousands of re-
ports and authenticated. O'Neil tells the stories
in a straightforward manner enhanced by eerie
sound effects. Despite the offbeat material the
album is excellently produced and merits special
attention.

"HEART WARMING SPIRITUALS"—The Con-
solers—Nashboro 7016
The Consolers, a husband and wife team, are gos-
pel singers in the purest tradition, and the spirit-
uals offered here are inspirational and reverent.
Both members have the voice to throw these
feeling but with plenty of spirit to create a
mood of religious excitement. Lively bands are
"Waiting For My Child," "Won't Be Grand"
and "One Of These Mornings."

"CRISS-CROSS"—Thelonious Monk—Columbia
CL 2093
For his second Columbia set Thelonious Monk
offers an engaging program of some of his most
inventively composed and arranged compositions. Wax
is backed by his small closely-knit combo consisting
of Charlie Rouse on tenor sax, Frankie Dunlop
on drums and John Coltrane, the 88's develops
some intricate chromatic progressions on "The
should come in force for the album.

"MY POINT OF VIEW"—Herbie Hancock—Blue
Note 4126
With this new Blue Note session pianist Herbie
Hancock has really come of age. The 88'er displays
a distinctive, original midstream approach and his
ability as a leader is also firmly evi-
denced. Hancock swings on a fine batch of his
own compositions including "Blind Man, Blind
Man," "A Tribute To Someone," and "A What If
Don't." Top-notch listening throughout.

"MY MOTHER'S EYES"—Sonny Stitt—Pacific
Jazz 71
Sonny Stitt, one of the old school saxmen, comes
up with a top-drawer, easy-paced set on Pacific
Jazz. Backed by Charles Knyard on organ, Ray
Crawford on trumpet and Doc Sides on drums,
Stitt plays only the tenor sax here as he lyrically
surveys "Blues Sky," "My Mother's Eyes" and
"Summer Special." The group follows an almost
straight melodic line and fuses it with a potent
flux to present the works with their original
flavor and 

"A MIDSUMMER NIGHT'S DREAM"—Boston
Symphony/Leinsdorf—RCA Victor LM2673
Here is a superb recorded performance of Men-
delssohn's incidental music to "A Midsummer
Night's Dream" from Victor by the Boston Sym-
phony Orchestra with Erich Leinsdorf at the helm.
Sopranos Arlene Saunders and Helen
Vanni provided the vocals and Ing Swanston the
narrations. Artically executed by all con-
cerned, the set is also available in a deluxe lim-
it edition that includes a pair of Boydell prints
and commentary by George Maren. Both the
limited and the standard versions are worthy addi-
tions to the shelf of the classical devotee.

"OFFENBACH: Overtures; Jean Martinon
conducting the London Philharmonic Orchestra
— Richmond E 19008"
Five delightful Offenbach Overtures ("Orpheus
In The Underworld," "La Belle Helene," "Blue
beard," "The Grand Duchess Of Gerstein" and
"Le Mariage Aux Lanternes") are given superb
orchestral treatments here by the London Philhar-
monic Orchestra conducted by Jean Martinon
on this new Richmond release. Every effort has been
made to present the works with their original
gay flavor and Martinon's firm baton perfectly
accomplishes this. Superb classical disk.
"THE BLOOPER" concept of comedy was an entirely new idea, conceived by Kermit Schafer and in association with Jerry Blaine, prexy of Jubilee Records (now chairman of the board of The Cosmat Corporation). It has gone far to achieve the status of a "standard" in the comedy field. The forerunner of all "modern" comedy albums, the BLOOPERS have appealed to, and created, a loyal following for successive BLOOPER albums. The latest in this fabulous success story is the WASHINGTON BLOOPERS which incorporates the incomparable "off-beat" material and "bloopers" of our Washington representatives and other public and semi-public officials. "It's hard to believe your own ears...but it's all true."
NOW—repackaged in new and attractive 4-color covers, the ever-popular, ever-in-demand first 8 BLOOPER ALBUMS are ready for new generations of BLOOPER FANS. The growth of these albums—primarily by word-of-mouth advertising—is truly phenomenal. These albums have become "standards" in the record industry and all indications point to increased sales for years and years to come. Be sure you have ALL the BLOOPERS in stock—you can't do business from an empty wagon!

Remember: The first BLOOPER ALBUM has sold over 1,000,000 copies since its inception ten years ago!
### 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 SEPT. 11TH**

<table>
<thead>
<tr>
<th>% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>LABEL</th>
<th>TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE</th>
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<tr>
<td>32%</td>
<td>Crossfire—Orlons—Cameo</td>
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<td>Crossfire—Orlons—Cameo</td>
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<tr>
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<td>29%</td>
<td>Honolulu Lulu—Jan &amp; Dean—Liberty</td>
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<tr>
<td>29%</td>
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<td>Don’t Think Twice, It’s Alright—Peter, Paul &amp; Mary—Warner Bros.</td>
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<tr>
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<td>Donna The Prima Donna—Dion Di Muci—Columbia</td>
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<td>Deep Purple—Nino Tempo &amp; April Stevens—Atco</td>
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<td>Deep Purple—Nino Tempo &amp; April Stevens—Atco</td>
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<tr>
<td>26%</td>
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<tr>
<td>24%</td>
<td>I Can’t Stay Mad At You—Skeeter Davis—RCA Victor</td>
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<tr>
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<td>Bust Out—Busters—Arlen</td>
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<tr>
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<td>Two Tickets To Paradise—Brook Benton—Mercury</td>
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<tr>
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<td>You Lost The Sweetest Boy—Mary Wells—Tamla</td>
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<td>18%</td>
<td>I’ll Take You Home—Drifters—Atlantic</td>
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<td>Please Don’t Kiss Me Again—Charmettes—Kapp</td>
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<tr>
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<td>Hickory Dickory Dock—Baby Jane &amp; The Rockabees—Spokane</td>
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<td>Pull The Covers Right Up—Tran Sisters—Imperial</td>
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<td>Pull The Covers Right Up—Tran Sisters—Imperial</td>
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<tr>
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<td>Sugar Shack—Jimmy Gilmer &amp; Fireballs—Dot</td>
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<tr>
<td>14%</td>
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<td>Baby, Get It—Jackie Wilson—Brunswick</td>
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<td>Welcome Home—Shelley Fabares—Colpix</td>
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<td>12%</td>
<td>Only In America—Jay &amp; The Americans—United Artists</td>
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<tr>
<td>10%</td>
<td>Dear Abbey—Hearts—Tuff</td>
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<td>Dear Abbey—Hearts—Tuff</td>
<td>10%</td>
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**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>
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<tbody>
<tr>
<td>Mean Woman Blues-Ray Orbison (Monument)</td>
<td>59%</td>
<td>Nite Life-Rusty Draper (Monument)</td>
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<tr>
<td>Elephant Walk—Donald Jenkins &amp; Delighters (Cortland)</td>
<td>70%</td>
<td>Childhood Sweetheart-Bobby Rydell (Cameo)</td>
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<td>Blue Boys—Ray Orison (Monument)</td>
<td>65%</td>
<td>He’s Mine-Alice Wonderland (Bordell)</td>
</tr>
<tr>
<td>The New Breed—Jackie Wilson (Brunswick)</td>
<td>8%</td>
<td>That Sunday, That Summer—Not Cole (Capitol)</td>
</tr>
</tbody>
</table>

**TOTAL % TO DATE**

| Let’s Fall In Love—Linda Scott (Congress) | 32% |
| Eefonomony—Arells (Epic) | 6% |
| Marie Elena—Los Indes Tabajeras (RCA Victor) | 21% |
| Little Eefin’ Annie—Joe Perkins (Monument) | 6% |

Cash Box—September 21, 1963
The broadcasting and advertising industries have enthusiastically received Library Service's new production music series as a logical answer to background music problems, according to Albert Loess, coordinator of the music series. More than a hundred radio and TV stations and ad agencies have already entered a subscription to the new series. In addition to the large number of producer responses to the original promotion, the MCA network included arrangements from the series late in July. Success of the series is credited to the fact that it is all new music, especially written and arranged to provide production background for general broadcast use, for commercials, and other programs. The music is arranged by types rather than titles, keyed to the needs of producers and station personnel. Looseness of musical supplement was calculated in preparation. Original subscribers to the series will be able to obtain these supplements on a per disk basis at special rates.

The search is on to find Mr. Average Washington Redskin football fan, and when "Joe Redskin" is found he'll receive an array of prizes and awards totaling thousands of dollars. "Instead of players who are paid and usually receiving awards, why not honor the ordinary fan," the most cynical Washington Redskin fan, says Ben Streus, present at the general managers conference of WWDC-Washington, which is conducting the search. "The winner will be the best fan on attendance alone, but rather in all around points of a typical Redskins football fan," added Streus.

One of the all-time favorite radio programs returned to the air last week, "Requestfully Yours" with Brenner. Brenner will be heard in his familiar format of playing listeners' requests from 6 PM to 8 PM, Monday through Saturday on the outlet. The program is originally WATT-Newark, was so popular during World War II that the Armed Forces Radio Network relayed the program to the men in service all over the world.

Bill Bennett, who spins 'em on WLIB-Natal, Minneapolis, will appear at the 41St Payne Avenue Har- vest Festival to be held in St. Paul September 11th through 17th. Bennett will act as master of ceremonies for the Coronation of the Queen September 17th. Bennett broadcasts on WLOL daily 2-800 PM as host on the "Bumper to Bumper Club."

The Greater Detroit Chapter of ALSAC, aiding Leukemia Stricken American Children, once again, for the second consecutive year, gave WJR-Detroit national recognition for another outstanding performance during the 1963 Danny Thomas Teenage March Against Leukemia. In 1962 the station secured $50,000 for ALSAC. This year national recognition was accorded WJR for another singular achievement in recruiting more than 8,000 Detroit teens who were willing and eager to help Danny Thomas in his march against leukemia. Detroit's teens collected more than $36,000 this year.

WINS-New York's Manuzy the "K" has proven that rock 'n roll is bigger than ever. A "deejay is breaking every existing record at the Brooklyn Fox Theatre, with lines all the way around the block for every show.

KJM-Hollywood recently presented a special two-hour salute to the late Glen Gray of Casa Loma fame, with Cal Miller producing-announcing. The all-time top records of the Casa Loma band were played, with Milner narrating incidents from Gray's life. . . . Hundreds of listeners recently flocked to a discount store in Canoga, Calif., in response to KJL spinner Mort Crowley's invitation to come out and guess their weight—for some free Musical Deejay plays his personal appearance for a week, asking audience to guess their weight. Those who came to the store and guessed weight accurately won free diet drink. Store management reported a record turnout for the weight contest.

Canada's CTV television network will inaugurate its 1963-64 season with an hour-long folk music special, "Something To Sing About," on Sunday, September 15th. The program will mark the completion of the network's instantaneous coast-to-coast microwave system. Oscar Brand, Winnipeg-born singer and author, will be the host. Canadian singers and musicians will appear against colorful scenic backgrounds in five regions across Canada, keying the variety of the country's folk legends.

WABC-New York's listeners are invited to send birthday greetings to the United States Air Force on the occasion of its 10th birthday, Sept. 27, 1963. For the most artistic, unusual and most humorous birthday card, the creators will receive an Air Force X-15 Rocket plane model as a prize.

Gene Wood, a KFWB-Los Angeles deejay, has been cast by producer Hugh Benson for a role in Sinatra Enterprises' "For Those Who Think Young" which is currently filming in Hollywood for United Artists release. Wood appears in a nightclub sequence with comedian Woody Woodbury who, off screen, is one of ABC-TV's "Who Doesn't Sing?" stars.

Repeating a performance of last year, deejays from KMEN-San Ber- nardino will launch a marathon walk between the cities of San Bernardino and Riverside. Last year's event was highlighted by over 300 kilometers of continuous walking by two of the deejays who literally walked themselves into the hospital. The "Second Annual KMEN Walk-Bach-And-Forth" will differ from 1962's in that it has a purpose. The radio will be walking in two relay teams representing the Crippled Children's Societies of San Bernardino and Riverside counties. While hiking the 18-mile course the men will be carrying "Buck Buckets" for the collection of public donations along the way.

Harold Keown, general manager of WQSN-Charleston, S. C., sends along word that for the past few months the outlet has been sponsoring a contest called "Play Radio Zip Code." Based on postal area zip codes in combination with random selected initials, deejay "Mr. Q," awards five and ten dollar checks to parties who show up within a limited period of time with the announced Zip Code Number and the right initials.

VITAL STATISTICS:

Bob McAllister, formerly with WTHR-TV-Norfolk, is now associated with WZTV-Baltimore. . . . Bob Dabigren is a new deejay on WJAB-Baltimore. . . . Bob Manning, exits his air shift on WIDE-Providence to assume similar duties on WMBX-Boston. . . . Dave Allen, formerly a spinner on KEAN-Shreveport is on WTUP-Mobile as a deejay and Shire director. . . . Lee Gray has been the green light as program director of WABY-Albany. . . . Dan Howard is no longer spinning at KOUG-San Diego.

THE HOTTEST NEW RECORD

IT STARTED C&W IT'Sgone POP now!

DOYE O'DELL

HAMMER & A NEEDLE

Little Scaps Of Paper

Sand Records

5665 1/2 Hollywood Boulevard

Hollywood 9-1527

(Area Code 213)
Trini & His Fans

"Judy" Show To Mark Maharis' Return To TV

NEW YORK—George Maharis has been signed to appear as the featured guest on the "Judy Garland Show" with taping of the segment to take place in California Sept. 27, with scheduled Oct. 6th air date on CBS-TV. Maharis will mark Maharis' singing debut on TV and his return as a professional singer, after an extended absence when stricken with hepatitis while starring on "Route 66." The actor-singer heard on the Eye Network was scheduled to make his singing debut on "The Ed Sullivan Show" last June 16, but was prevented from doing so by the serving of a ninety-day subpeona brief. After "Route 66" show, requesting an injunction to enjoin the network from working for anyone but them. This injunction was subsequently denied by the Los Angeles Superior Court of Los Angeles County, clearing the way for Maharis to work in any and all media. He will sing a number of selections from a forthcoming, as yet untitled album, and will join Miss Garland in two duets and a sketch on the program, Maharis first met the internationally famed songstress in New York early this year, when negotiations for his appearance on the weekly TV show began in earnest. Additional TV appearances among them "The Ed Sullivan Show" and dramatic appearances on "The Eleventh Hour" and "The Defenders," are now being set for Maharis.

RydellDue Back

At Las Vegas Nitet

NEW YORK—Bobby Rydell, Comeback Parkway recording star, makes a return engagement at Las Vegas Sands beginning Oct. 17th for two weeks. This will be the first trip back to the West for Rydell since his Columbia film, "Rye Bye Birdie." After his stint at the Sands, Rydell and his group will fly to the Coast to fulfill television commitments and for a bubble with 4 Star Productions for projected TV plans.

Pat To West Coast Talent Agency

HOLLYWOOD—Stan Pat, formerly midwest & west coast radio & TV talent manager for boots record company, Capitol Records, has been appointed west coast manager for Gerald W. Purcell Associates, as well as group manager of Capitol's TVF—firm handling such acts as Al Hirt, Chico Hamilton, Jerry Vale, Elgin Kelly, Frankie Laine, George Brand and others. Pat's post with Victor covered a six year period.

Capital "Flipper" Promo

HOLLYWOOD—A nationwide promotional campaign is in full swing for Capitol's new "Flipper" album, a Nick McDonald novel story created by the former "Flipper" television series, as well as the Raymond venon's Chorus.

The single, which is being released this week (16) is from the MGM film of the same name and contains the hit song of the both which named the "Spokesman for National Screening Practices Permanent Council"

Highlights of the promotion include special showings of the MGM film "Flipper," special TV spots (including "Flipper") for branches throughout the month with the record (as has country-disco play, display boxes to be used on counters in record shops and a colored sleeve accompanying each record which pictures a boy and the dolphin together, top offshore water.

Add So. African Pubberty

NEW YORK—In the Aug. 10 Annual Directory Issue, the listing of South African music publishers, which included failed to list South Africa's Publishing Co. of 10 Riebeek Street, of Johannesburg, Inc. by Charles Segal, is a member of the South African Society of Composers, Authors & Music Publishers, Ltd. (SAFCA).

East Meets West

NASHVILLE—A pair of the nation's top guitarists recently met in Nash- ville to compare sectional points of their art. Shown in the above pic are Cal Caia (left), the east coast man and Grady Martin, top country plunker, joining forces in the recording of Calca's newest United Artists LP, "City Guy Goes Country.

"Live" Encore For

Weston's "Bells" LP

HOLLYWOOD—The success of the current singing of Paul Weston's Cap- itol album, "The Bells of Santa Ynez," presented at a benefit charity performance for the Santa Ynez Mission in Solvang, California, last month, will be re-enacted this week (19-21) in the same community. This time, the presentation will be in col- laboration with the Danish citizens of that area during their annual Danish Day festivities.

Weston, musical conductor of CBS- TV's upcoming "Danny Kaye Show," will attend the re-enactment with his wife, singer Jo Staf- ford, and representatives of the album, according to Weston, was prompted by the history of the early California pioneers.

Weston has been a visitor to the Santa Ynez Valley for the past 14 years and is a familiar figure in that vicinity. The theme of the choral production will be, as the album describes, the part the bells play in the daily lives of the people, from the awakening morning bells to the evening Poor Soul's chimes. The mission children's chorus will be used for the choral effects. West- on, who is our native, is a composer of musical bases—Indian, Spanish, religious, and Mexican, which he describes as a blend of Indian and Spanish but with a definite character of its own.

Mattola To Cut 8th

Album For Command

NEW YORK—Guitarist Tony Mattola will record his eighth album for Command Records next month for release in late Oct., it has been an- nounced by Enoch Light, executive director.

Mattola, a featured guitarist on the Perry Como TVer with occa- sional appearances on the "Tonight" and Mitch Miller shows, has had sev- eral of his earlier albums listed on the LP charts.

Rothchild To Elektra

In A&R Department

NEW YORK—Jack Holzman, Elek- tra Records topnotch, has announced the appointment of a child to the label's A&R staff, Rothchild recently left the Prestige label, where he worked from 1958 and previous to that, he was involved in the distro and retail areas of the company. Holzman and Mark Abramson are recording bureaus of the expanding talent roster of Elektra and Crest- view, its affiliate.

Cash Box—September 21, 1963
Congress of Racial Equality

CORE Needs the Help of the Record Industry to Continue Its Fight for Freedom and Equality for All Americans

A JAZZ SALUTE

To Raise Funds for CORE We Offer a Special 2-Record Album
"A Jazz Salute to Freedom" With an All-Star Cast of 31 Great Jazz Artists!

TO FREEDOM

DISC JOCKEYS:
Buy This Sensational Album! Play It! Plug It to Your Friends! Send in the Coupon Right Away!

FRIENDS OF CORE:
Join in This Dramatic Fight! Order Your Personal Copies and Keep Your Eyes and Ears Open for Opportunities to Tell Your Friends About This Unique Album! Send in the Coupon Right Away!

STATION OWNERS & MANAGERS:
Buy This Album! Program It Frequently! Alert Your DJ's to Promote This Album! Send in the Coupon Right Away!

Available Through Mail Order and Door-to-Door Campaign by CORE Representatives

NOTE: If you would like to personally help CORE in this dramatic fund-raising drive, write to Marvin Rich, Community Relations Director, CORE, 38 Park Row, New York, New York 10038.

Enclosed is my check in the amount of ______ for ______ albums.

NAME
ADDRESS
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STATION

CORE
38 Park Row, New York, N. Y. 10038

Cash Box—September 21, 1963

$5.00
ONLY
ALL PROFITS GO TO CORE
NEW YORK—Elizabeth Taylor, the screen’s “ Cleopatra,” is coming to records.

Don Kirshner, vice-president of the music and record division of Columbia Pictures-Screen Gems TV, announced this week that Colpix Records has secured the album rights to the original TV sound track of the upcoming CBS-TV special, “Elizabeth Taylor in London.” The program will be televised on Sunday, Oct. 6, at 10:30 P.M. (E.D.T.) over CBS-TV. It will star the actress’ video debut. The LP is Miss Taylor’s first performance for a major disk company. London-born Miss Taylor will act as hostess for all on-camera and off-camera events in London which have been of particular importance to her life and career. The format of the show is casual and conversational. In addition to guiding her audience through the great city, she will read from the works of William Wordsworth, Elizabeth Barrett Browning, Sir Winston Churchill and the writings of Queen Elizabeth and Queen Victoria among others.

The script was written by S. J. Perelman, who won an Academy Award for his script of “Around the World in 80 Days,” and Lou Solomon, well-known TV writer, who lists “Wide World Among” under his credits. The background music was composed by John Barry, whose film score recording, “The L-Shaped Room,” Johnnie Spence arranged and conducted the music.

The television special was produced by Teleproduction of America, Inc., with Phillip D’Antoni and Norman Baer as executive producers. D’Antoni and Baer are co-owners of the TV production company.

It has been estimated that an audience of over 85 million will see “Elizabeth Taylor in London.” According to Walt Maguire, vice-president and general manager of Colpix, “Distributor and retailer interest in Miss Taylor’s London LP is very strong. Colpix is currently preparing in-store displays, window streamers, trade and consumer advertising and a series of tie-in promotions.

Bell Marketing New Transistor FM-Stereo Tuner-Amplifier

COLUMBUS, OHIO—Bell Sound has just unveiled a deluxe transistorized FM stereo 80 watt combination tuner and amplifier called the Imperial 1000. Priced at $529.95, the unit is one of the few first introduction and first delivery schedules for October. A new catalog sheet describing the Imperial 1000 is available from Bell Sound, 4625 Huntley Road, Columbus 24, Ken Pelleman, Bell Sound’s marketing manager, said that the unit is the first of a new series of deluxe transistorized components to be offered by the firm to supplement its present line of tube amplifiers, receivers, tape decks and tape recorders.

Atlantic Handling Shirley

NEW YORK—Atlantic Records has added the Shirley label of Freemont, Calif., to its stable of discographies which it uses in its marketing. The waxing under the new arrangement involves Shirley’s original “ I Wonder Why” by Ray Agee, which, Atlantic says, is getting local action in Miami and Cleveland. All discs will carry the Shirley logo.

Kissack Back At N.Y. Desk

With Artist, Master Deals Firmed

NEW YORK—Ed Kissack, director of A&R for the American London Group, is back in New York with a number of deals under his belt.

During a trek down south, Kissack closed a deal with Charles Booth, president of the Houston-based Lori label, on the purchase of Colpix Rights handled by B. J. Thomas & The Triumphs, Teddy Kosinger & The Jaxons, which will be handled in the U.S. and overseas. In Nashville, the exek inked a deal with the artist Eddie Bo, with the first release being "Shake, Rock & Soul.” London has worldwide distribution of Columbia Records.

Also in Nashville, Kissack showed the Rowes, producer of popular numbers in England for Decca and London, the operation of the Rowesound. He took him to two studios in Nashville, and introduced the Rowes to leading music publishers and deejays. Meetings were held with Buddy Killen and Jack Stropp of Dial Records and Tree Publishing to consult material for possible recording by artists on London & English Decca. Rowe returned to England on Sat., after several weeks in America.

Transglobal Adds "Sally"

To Hot Foreign Deals

NEW YORK—Roland Rennie, newly appointed president of Transglobal, has announced last week that the firm had acquired the rights to the smash hit “Sally Go Round The Room,” for the Eastern and Western countries. In addition to “Sally,” Transglobal is presently handling brand new chart records as “Heat Wave,” “Monkey,” “Fingerprints,” “Wham,” “Don’t Do It,” “Babe” and “Us,” “What Does A Girl Do,” “Mr. And Mrs.” “Your Boyfriend’s Harem” in a number of overseas territories. “There is still a good market for young American product overseas,” Rennie stated and Transglobal is looking to help the American label—large or small—to gain its maximum share of the International market.

Checker Leaves Disk Dates Behind In Europe

NEW YORK—Chubby Checker was in for a heavy schedule of recording sessions in Europe on the completion of his two-month concert tour of the Continent. Last week, on Sept. 9 and 10 and 11, he recorded in Germany, where he sang German songs in the native language with special German arrangements. These records will be released only in Germany.

Following this, he was scheduled to fly to London to record singles for release in Great Britain.

During his tour, he received trophies in Germany and Italy for being the most popular American artist in those countries.

He will return to the U.S. in the middle of Sept., for engagements in major night clubs throughout the country.

Parkhill, Deutch

Lose Their Dads

NEW YORK—The staff of Cash Box expresses condolences to George Parkhill of RCA Victor Records and Murray Deutch of United Artists’ publishing firm on the deaths of their fathers last week.

Ben Selvin Named Music Head Of Revere-Wollensak

NEW YORK—Ben Selvin, who retired earlier this year as A&R head of RCA Victor’s custom disk dept, has been named to the newly-created post of music director for the Revere- Wollensak division of the 3M Company.

Selvin, whose music business activities go back 50 years, will assist in selecting and obtaining rights to music of all types for use with 3M’s home stereo tape cartridge unit and its recently-announced background music system.

The 65-year-old exek was in charge of A&R for Columbia Records in Holywood from 1947-50. He helped form the Columbia Broadcasting System in 1927 and later held exec posts with Muzak Corp. and the new defunct Majestic label.

A handbinder (he also played violin), he cut the first million-selling record, a 1919 effort for the Victor label, “Durdanel” and "I’m Forever Blowing Bubbles.

Linda Scott Inks

With Agent Paul Cantor

NEW YORK—Linda Scott, thrush on the Kapp-affiliated Congress label, has inked a personal service contract with Paul Cantor, according to Neil Galligan, who has guided the performer’s disk career. Since leaving GAC and Secru-King, she has done session work with such names as The Shirelles, Dick Haymes, Chuck Jackson, Thee Kilgore & Ronnie Warwick.

She has been programmed for an international tour for the young lady, as well as a number of TV and personal appearances. She’s heard as a regular on the Arthur Godfrey Show, and has appeared on many other shows here and abroad. She’s also done guest shots on TV in the U.S. and England.

Her hit decks include “I Told Ev’ry Little Star,” “Don’t Bet Money,” and “I Don’t Know Why.” Artist’s current singles entry is “Let’s Fall in Love.”

Col. Has Artist, Exec. “Home” in Baltimore

BALTIMORE—Columbia Records’ executive, a surprise banquet welcome home in Baltimore, Harold L. Berkman, the label’s promo manager in Baltimore, has just signed a deal with Sutton Place apartments to have available to Columbia artists a suite of rooms to be designated “The Columbia Suite.” All of the diskies’ execs & artists who live in Baltimore will be stationed there. In addition, Sutton Place, located in Downtown Balti- more, will house any social functions put on by the label.

Loadstone Changes Distrib Distrub Policies

SAN FRANCISCO—Loadstone Records, this city’s new record label, will no longer send the standard amount of disks required by a particular distributor for decal & promotion purposes unless ordered by said distr. In addition, private orders are 16 less than before, with a 10% exchange on any order. The first order will be paid his usual price, the next shipped. Stone said the label was looking for distributor in New Hampshire, New Jersey, Missouri, Georgia, Alabama, Florida, and Michigan. Label is located at 163 Orga- zada Ave., in San Francisco.

Cash Box—September 21, 1963
ALBUM PLANS
Deals, discounts and programs being offered to dealers and distributors by record manufacturers.

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

CAMEO-PARKWAY
12% discount on all new releases. Program expires Sept. 30.

CARIB
Buy 10-get-1-free on entire LP catalog. 100% exchangeable. 30-60-90 day billing. No expiration date.

EPIC
15% discount on all LP’s. Deferred payments: all orders received in July, Aug. and Sept. will be payable 1/2 Oct., 1/8 Nov. and 1/2 Dec. Expires: Sept. 27.

KAPP

LIBERTY

LONDON
Part 5 of fall LP push. Special program prices & terms. See local distributors.

MERCURY
10% discount on all LP’s. Expires: Oct. 31.

NASHBORG
Buy-7-get-7-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.

PHILIPS
15% discount on all LP’s. Expires: Oct. 15.

PRESTIGE
15% discount on all Prestige labels, including Prestige, New Jazz, Tru-Sound, Moodville, Swingville, Bluesville, Prestige/International, Near East, Irak, Lively Arts (and all 45 singles). Expires: Sept. 30.

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

RCA VICTOR
15% discount on all orders placed through Sept. 30. Dating terms.

ROULETTE
"Albums That Sell Like Roulette Singles!": 500 LP’s free on an order of 1,000 LP’s; 150 LP’s free on order of 500 LP’s; 100 LP’s free on an order of 300 LP’s. Expires: Sept. 25.

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

SONADOR
A buy-2-get-2-free offer on four LP’s by the Orchestra Del Oro. Described as a limited-time-only deal.

TAMLA-MOTOWN-GORDY
All LP’s available on a buy-6-get-1 free basis. Described as a permanent program.

VANGUARD
10% discount on entire catalog. Expires: Sept. 31.

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

On The Presses TO BE RELEASED THIS WEEK!

"Sweethearts Of The Apollo"
Newtown LP 631
featuring their current hit "DOWN THE AISLE" and past favorites like "I SOLD MY HEART TO THE JUNKMAN"

NEWTOWN RECORDS
6600 N. Broad St., Phila., Pa.
(LI 8-5010)

NEW YORK—CB editor in chief, Marty Ostrow (left) and associate editor Irv Lichtman are shown receiving generous helpings of exotic South American delicacies from Columbia Records’ Trio Los Panchos. The diskery hosted a luncheon for the trio recently at Gotham’s La Fonda Del Sol.

Cash Box—September 21, 1963
**NEW MERCURY PRODUCT**

(Cont'd from page 7)

its "Great Music" series—all of "Great Music by Russian Composers." An announcement was made of a new children's album collection, "The Storytime Series," to be sold at $1.98. The series includes eight albums, each containing two or more complete, dramatized stories culled from timeless favorites in children's literature.

The story is performed by a group of six top actors, with full musical backing, to create the four-color covers. Mercury commissioned Tom Dunrington, noted children's book illustrator, to design the packages.

Merchandising support includes a corrugated floor display rack, simulating an appealing gingerbread house and printed in gay colors of bright red, green, and magenta. The rack holds a total of 96 albums, with each of the eight different covers completely on view.

The series includes five adventure stories, two fairy tales, to cover a broad age group. The new releases include: "Jack and the Beanstalk;" "Sleeping Beauty—Hansel and Gretel;" and Tortoise and the Hare—Goldilocks and The Three Bears. Adventure tales include: "Robinson Crusoe — Davey Crockett;" 

"Robin Hood—Alfie Baba and The 40 Thieves;" "The Hero—Mark and Mark Dion;" and "Three Musketeers — Rip Van Winkle — St. George and The Dragon."

The sales meetings were held in New York on Sept. 5; Chicago, Sept. 6, and Los Angeles, Sept. 9. Each meeting was preceded by a dinner the night before. Meeting rooms were set up to simulate an actual convention floor, with each distributor's seating arrangement seated at a table a capital proclaiming the city name, and decorated with numerous campaign posters featuring photos of Mercury artists, and banners with political slogans. "Delegates" were provided with straw hats, clown noses, fake accoutrements of a politician, as well as with campaign buttons and "official credentials."
Col. Gets LP Rights To H’wood Clefector Concert

HOLLYWOOD — Columbia Records will tape the Composers and Lyricists Guild’s first annual “Music From Hollywood” on the Hollywood Bowl next week (25). The agreement giving Columbia exclusive recording rights was negotiated by Irving Townsend, Columbia’s west coast operations president and Red Dot, producer-director for the Guild.

Columbia will release the “Music From Hollywood” album as a special package this fall.

While Columbia will cover the entire program, several of the performers will not appear in the LP due to conflicting recording contractual obligations, Townsend explained.

“We’ll record all the artists who give us permission,” Townsend stated, “and then condense the program down into a 45-minute album.”

Among the performers signed by Dot are several of Columbia’s West Coast artists: Percy Faith, Andy Williams, Dimitri Tiomkin and Mahalia Jackson.

Additional artists scheduled to perform are Jack Benny, Elmer Bernstein, Johnny Green, Franz Hermann, Bernard Hermann, Henry Mancini, Alfred Newman, Alex North, David Raksin, Nelson Riddle, Milcos Rosza and Max Steiner.

Tiomkin will conduct his academy award winning “High Noon” and Miss Jackson will sing his “Green Leaves of Summer.”

It was this pairing of Mahalia with Tiomkin which gave Townsend the idea to record the program. “Tiomkin contacted me about having Mahalia sing his song,” Townsend said, “and this started me thinking about the other Columbia artists who were on the bill.

“We anticipate this album being the best package of music from Hollywood ever produced because the biggest composers will be conducting their own compositions. Music from Hollywood has always been a stable item in the record business, but this is the first time that one album will have all the great composers conducting their own works.”

Jack Benny is scheduled to do a 20-minute portion. Composer Frank DeVol, Gil Grau and Alexander Courage are arranging medleys for the show.

Additional composers represented in the program are Max Steiner, Frank DeVol, Ray Evans, Jerrard Goldsmith, Earle Hagen, Jerry Livingston, Jerome Moross and Johnny Williams.

Hi Fi Process Gives Mono Disk Stereo-Like Sound

HOLLYWOOD — A special process to give a stereo effect to mono recordings and playback has been developed by HI-FI Records, according to the label’s top executive Richard Vaughn.

The recording technique, called 3-D Mono, uses special equipment developed by Vaughn, and according to him, the process widens the perceptual and dimension of the mono disk by creating a distinction of instruments used in the recording.

The process was demonstrated on synchronized turntables using instantaneous switching back and forth from a regular disk to one employing the new system.

In addition to giving a stereo sound to the many record buyers still possessing mono equipment, Vaughn believes 3-D Mono will do the same thing for radio playback of mono disks.

The company was built on a reputation for superior high fidelity sound, and its best selling artists are percussionist Arthur Lyman and organist George Wright. First product to be released utilizing the new process will be the new Arthur Lyman LP, “Blowin’ In The Wind.”

ABC-Par Inks Willis Sisters

NEW YORK — ABC-Paramount has signed the Willis Sisters, young girl trio to be featured on the new “Jimmy Dean Show,” premiering on the ABC-TV web on Sept. 19. The girls, Andra, Sheryl and Tondea, from Danville, Virginia, have sung together since they were five, and have performed professionally on radio and TV. An immediate single is planned with the initial record release scheduled to coincide with the first appearance by the group on the Dean program. In the above pic the girls are shown with Dean.

Ray Eberle’s Promo Tour

NEW YORK — In the upper photo vet chanteur Ray Eberle (left) is pictured with A.1 Trilly, program director of WNEW. In the lower pie, Ray is shown with Arlene Francis during a taping of her radio show Ray and the Glenn Miller band headed by Ray McKinley have a new Warner Bros. LP dubbed, “Something Old, Something New.”

NOTICE

Only Authorized Folkways Distributors are Authorized to Make Exchanges on Folkways Merchandise

No other Distributors have this Authority

FOLKWAYS RECORDS

121 W. 47th St., New York 36, N.Y.

Notice: The Devil In Disguise

ELVIS PRESLEY RCA VICTOR

ANDY WILLIAMS COLUMBIA

Don’t Make Me For Loving You BROOK BENTON MERCURY

Baby It’s Cold Outside MEAN WOMAN BLUES

ROY ORCHARD SUGAR PIE DEE MONUMENT

SWEETS FOR MY SWEETS SWAN

The Searchers MERCURY

FREDDY MONKEY SWAN

Gene McDaniels LIBERTY

LINDA HOPKINS BRUNSWICK

Cliff Richard & The Shadows EPIC

ABC-Par Records

Sue 794

Sue 791

Sue 793

INZ FOXX . . . SYMBOL LP 4400

INZ FOXX . . . RECORDS

1650 Broadway, New York, N.Y.

BROADWAY

ERNSTINE ANDERSON

OUT OF MY CONTINENTAL MIND

Sue 793

Heading For Hitsville!!

BABY WASHINGTON

HEY LONELI ONE

SUE 794

JIMMY McGRiff

BRIGHTWAY
Backstage At The Fox

WHISPERING Disguise
Inashville, Tennessee

NASHBORO RECORDS • 177 3rd AVE., NO. • NASHVILLE, TENN. • CH 2-2215

Cash Box—September 21, 1963
Mercury’s New Group

Columbia Issues “Live” Goulet LP

NEW YORK—Columbia Records has set the immediate release of its fifth LP by Robert Goulet. Called “Robert Goulet in Person,” it features the songs “You’re the One I Love,” given new life and performed by the Apollo Opera House during the summer. In addition to standard show tunes, the LP includes several songs written for Goulet by Lynn Dudley and Jerry Frease, who created his one-man show, Goulet is currently in Hollywood making his first flick (he was the voice of a cartoon character in “Gay Purr-ee”).

Double Exposure

NEW YORK—Alain Sherman, currently scoring with his “Hello Mud- dah, Hello Fuddah” single and “My Son The Nut” LP on Warner Bros., appeared at Freedomland recently but it was the amusement park’s press chief who was chased for autographs. Pictured above (left to right) are Sid Auerh and his “double” Alain Sherman.

Elektra Has Novel Method Of Merchandising Brand LP’s

NEW YORK—Although the perils of modern record distribution have been all too obvious in the last few years, Elektra Records has neatly circumvented some of the problems with its method of merchandising its catalog of ten albums by Folk Singer Oscar Brand. The Brand albums fall into two basic categories: military parodies and sports parodies. The only exception is “For Doctors Only,” “The Wild Blue Yonder” is the best-selling disk of the entire group and has reportedly sold over 100,000 pieces—over 50% of which has been through PX’s—and prompted the recording of a follow-up of Air Force Songs, “Out Of The Blue.” In addition to the standard sales outlets, the service albums are sold through domestic and foreign PX’s, the sales through these sources comprising a major portion of the total.

The five sports albums (boating, sports cars, aviation, skiing and golf) are handled via a wholesale system of card and coupon distributors: for example, ski equipment distributors have sold the Snow Job For Skiers LP in ski shops, ski lodges and the like; and foreign PX’s throughout the country, adding significant scope to the normal retail outlets.

On the promo side, the label has discovered the albums receive good airplay, despite the fact that a large portion of each LP isn’t suitable for airplay. Cuts from the ski album have been played extensively during the winter months in Vermont, Maine and the popular western ski areas. Additionally, the firm’s publicity efforts have been centered on sporting publications—Ski Life Magazine, Golf Magazine and skateboarding magazines (in which the diskery ran direct sales ads with return coupons).

Scofield’s “Hamlet” Among New Caedmon

NEW YORK—Early fall LP releases from Caedmon Records, the spoken- word diskery, is topped by a complete reading of “Hamlet” starring Paul Scofield. Three other new albums are “An Evening with Dylan Thomas,” “The Poetry of Ode” read by Michael Redgrave and “Let’s Listen” with Julie Harris and Boris Karloff.

Eliot Song Cycle By Tozzi On 7” LP

NEW YORK—Leslie Productions, New York-based label & music pub- lishing operation, has released a 7” single by, and featuring, Carlos Tozzi singing five songs to poems by T.S. Eliot. Composer is Paul Reif, head of Leslie. The five poems are part of Eliot’s “Five-Finger Exer- cises.” Words are by Martin Rich. A “pocket score” is included with the release.

3 New Groups Bow On Singles From Capitol

HOLLYWOOD — Flipper and the Hollywood Children’s Chorus, Hal and Jean and The Storytellers join the parade of new artists on Capitol with three single releases this week (16). The group to make the biggest splash is Rudy Cappo, who turns up with his second for Capitol.

Flipper and the Chorus are heard on “Flipper,” the title song from the MGM film. The record, which is aimed at pop charts, has strong management behind it with “Mr. Jelly Fish,” by the Little Oyster Band. (Separate story). Hal and Jean’s first effort is a rhythm and blues tune, “Hey You, Standing There.” It’s paired with another R&B song, “Don’t Tell Me Lies.” The Storytellers complete the list of new artists with a pop tune, “If I Don’t Want To be an Angel.” On the flip side is “Down in the Valley.”

Rounding out the week’s releases is country vocalist Budgie Bailey, who offers “Sing a Sad Song.” On the other side is “Love Inside My Door,” a rhythm number featuring a combination of strings and steel guitar.

Armour Inks New Vocalist

NEW YORK—Armour Records, this city, has inked new vocalist, Johnny Shubb. Last year-part with Big Four after the pack was signed, the artist’s first single, “Out of Sight, Out of Mind” has been chasing the market. The Brooklyn-based diskery is headed by Tony Bobbie and Jimmy Nobby, who maintain an open-door policy for new artists and masters.

Cash Box—September 21, 1963
COUNTRY D.J.
REGIONAL RECORD REPORTS

FORD DICKSON
KKEY
El Paso, Texas

JIMMY SIMS
WOSH
Belle Glade, Fla.

STEVE MALONE
WCHQ
McMahan, Ga.

BILLY THORNE
WSDO
Soc. Mex.

LLOYD R. GEORGE
KWLU
Baytown, Tex.

WLDY
Ladysmith, Wis.

MACK ALLEN
WTCR
Ashland, Ky.

DAVE RAFFERTY
WTQG
LeGrange, Ill.

“WHAT’S IN OUR HEART” (2:36) [Gladd BMI—Jones, Mathis]

“LET’S INVITE THEM OVER” (2:08) [Gladd BMI—Wheeler]

GEORGE JONES & MELBA MONTGOMERY (United Artists 635)

George Jones and Melba Montgomery, who are currently clicking with “We Must Have Been Out Of Our Minds,” come up with a potent follow-up stanzas with this UA release called “What’s In Our Heart.” The tune is a rhythmic affair praising the glory of eternal love. “Let’s Invite Them Over” is a slow-moving traditional tale of unrequited love.

“LOVE INSIDE MY DOOR” (2:15) [Le Jean BMI—Miller]

“SING A SAD SONG” (2:30) [Owen BMI—Stewart]

BUDDY CAGE (Capitol 5043)

Buddy Cage, who hit last time out with “Your Mother’s Prayer,” seems sure to repeat that success with this newie called “Love Inside My Door.” The side is a quick-paced rhythm, happy tribute to love real with professional assurance by the champion. The cooer is a tender, slow-moving hillbilly tradition.

“WHISKEY ROAD” (2:25) [Al Gallico BMI—Kilgore]

“FIVE MILES DOWN THE ROAD” (2:45) [Al Gallico BMI—Kilgore]

MERLE KILGORE (MGM 13168)

Merle Kilgore kicks off his new MGM career with a fine destined-for-success item tagged “Whiskey Road.” The song is a hard-driving self-penned folk-flavored item with a meaningful moral. Tune has a good chance to score in the pop markets. On the other end, “Five Miles Down The Road,” the chartte offers a tradition-oriented shuffle-beat lament.

“THE LINE BETWEEN LOVE AND HATE” (2:25) [English BMI—Poovey]

“I HURT ME (INSTEAD OF YOU)” (2:02) [English BMI—Poovey]

BILLY PARKER (Sims 146)

If this new Sims deck is any indication of his talents, new country champion Billy Parker has a promising future indeed. The top side here, “The Line Between Love And Hate,” is a slow-moving, chorus-backed lament all about the unexamined of love and hate. Dee jays should come in force for the side. “I Hurt Me (Instead Of You)” is a rousing high-spirited weeper essayed with loads of sincerity and poise by Parker.

“AFTER TAXES” (2:48) [Trio & Silverbell BMI—Lieber, Wheeler]

“BLISTERED” (2:39) [Quarter & Butterfield ASCAP—Wheeler]

BILLY EDD WHEELER (Kapp 550)

Newcomer Billy Edd Wheeler might break through into the national limelight with this power packed new Kapp release tagged “After Taxes.” The tune is a clever, chorus-backed affair in which the protagonist complaints about taxes. Plenty of potential hero. The first-rate flip, “Blistered,” is an extremely fast-moving contagious tear-jerker. Also merits a close look.

AL DEXTER (Aldex 116)

(B+) “MOVE OVER ROVER” (2:45) [Aldex BMI—Dexter, David] The vet country champion has a good chance of having a fast-hit with this one. “Move Over Rover” is a commercial, extremely fast-moving honky tonk-styled hillbilly ditty with a real happy flavor. Eye it.

(B) “HONEYMOON WALZ” (2:20) [Aldex BMI—Dexter] Slow-moving, old-time bluegrass instrumental rendered with authority by Dexter and his Troopers.

DEWY GROOM (Longhorn 6064)

(B+) “THINK OF MINE” (2:00) [Starr BMI—Brown] The songster opens his wide-range vocal vocals full-blast on this fine, shuffling, dual-track weeper. Tune boasts some really pretty lyrics and a spinnable melody.

(B) “SHE MIGHT CALL” (2:45) [Pamper BMI—Nelson] Time out Groom offers a tender, trad-oriented melodic tear-jerker.

Cash Box—September 21, 1963
26. **I GAVE MY WEDDING DRESS AWAY**
   Kitty Wells (Decca 35101) 21
   
27. **TIPS OF MY FINGERS**
   Ray Clark (Columbia 4596) 19
   
28. **LOVING ARMS**
   Carl & Pearl Butler (Columbia 43798) 20
   
29. **GO HOME CHEATER**
   Claude Gray (Mercury 75736) 36
   
30. **THE MINUTE YOU’RE GONE**
   Sonny James (Columbia 4969) 33
   
31. **OH WHY CAN’T HE FORGET HER**
   Judy Lynn (United Artists 646) 31
   
32. **LOSE LIPS**
   Earl Sant (Mercury 75714) 22
   
33. **SANDS OF GOLD**
   Webb Pierce (Decca 31488) 25
   
34. **CALL ME MR. BROWN**
   Stevie McDonald (Columbia 42867) 42
   
35. **NEW YORK TOWN**
   Flat & Scruggs (Columbia 4284) 38
   
36. **WE’VE GOT SOMETHING IN COMMON**
   Foray Young (Mercury 75716) 40
   
37. **ACT NATURALLY**
   Buck Owens (Capitol 4937) 30
   
38. **DON’T LET HER SEE ME CRY**
   Lefty Frizzell (Columbia 4379) 43
   
39. **SHE LOOKS GOOD TO THE CROWD**
   Bobby Barnett (Sims 135) 50
   
40. **MY BABY’S NOT THERE**
   Porter Wagoner (RCA Victor 8179) 35
   
41. **A HEARTACHE FOR A Keepsake**
   Kitty Wells (Decca 35161) 48
   
42. **DON’T PRETEND**
   Bobby Bare (Capitol 5006) 45
   
43. **ANYTHING NEW GETS OLD**
   Don Gibson (RCA Victor 8192) 37
   
44. **WRONG SIDE OF THE TRACKS**
   Leroy Van Dyke (Mercury 72155) 39
   
45. **SWEETHEARTS IN HEAVEN**
   George Davis &贫血 Holden (Columbia 4979) 49
   
46. **DOWN TO THE RIVER**
   Rosie Maddox (Capitol 4975) 33
   
47. **WHAT’S BAD FOR YOU IS GOOD FOR ME**
   Mabel Montgomery (United Artists 578) 41
   
48. **COULDN’T SEE THE FOREST**
   Mel Tilly (Decca 35120) 17

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**Country Round Up**

Carolina Charlie, who spins 'em on WCMX-Northfolk, sez some five weeks ago, A. Crump, your intrepid host, and the outlet, came up with an idea for the WCMX Radio Ranch Club. The Club would be comprised of the station’s listeners, who only had to fill out the membership card and pay a one-time membership fee of ten cents, for a membership rate of over 250 per day. Of course, not all of WCMX’s listeners belong to the Club but station executives feel that a tremendous amount of people are listening to a particular Country music that have never listened before. There’s proof of this in the fact that the outlet’s most recent road show, featuring Bill Monroe and the Bluegrass Boys, Jim Eanes and the Shenandoah Valley Boys and Don Gibson, drew over eleven thousand people according to official police estimates.

Hickory’s Joe Lucas sends along word that the label has picked up a new master tagged “Fireball Matisse.” The label is being formed by Floyd Jenkins and recorded by Allen Curtis, has reportedly caught on in the southern markets. The master will be released under the Hickory label and handled as a regular release with the firm’s distributors.

Ernest Tubb and his Texas Troubadours are currently working a sixteen-day tour through the states, having sung throughout northern California, Oregon, Washington and Idaho. The musical trek, under the direction of Seattle publican Peter Jack Roberts, began September 6, and includes a tour into September 21. By that time the tour will be Tubb’s appearance at Seattle’s famed Spanish Castle and September 22 will be the castle with Tubb and his Texas music. The last three weeks will be Roberts and his Evergreen Drifters.

After completion of an extended tour of Ontario fair dates, Rodeo’s Roy Wheeler leaves Toronto, the end of September for a two-week stay in the Maritime Provinces which will be a combined business promotion for the popular artist. While on the east coast, Wheeler will make his national appearance on the national CBC-TV show “Don Messier Jubilee” aired out of CBHT-Halifax and will conduct a number of radio interviews with country music leaders in the area. In addition to the Ontario fair dates awaiting his return after which he will be featured in the week-end shows in Toronto and Montreal.

In recognition of the tremendous job he did on the truck driver’s song of all truck driver’s songs, “Six Days On The Road,” Dale Dudley was recently named an honorary member of the International Brotherhood of Teamsters. The action was taken by the Tennessee Joint Council of Teamsters No. 165 and Dudley has a new release out tabbed “Cowboy Boots” and scheduled for release at Key Market in 1-20 North Ave. So. Nashville, he has extra copies. If deejays will write him on their station letterhead, he will be glad to send them a copy. Dave is now cooking a batch on par, personal, the band is appropriately named The Roadrunners and he’s slated for dates in Tennessee, Indiana, Iowa, M, Cleveland and St. Pia.

One of the largest country package shows to ever play three consecutive dates in Canada recced to packed houses in Hamilton, London and Toronto, included in the package arranged by the Jim Denny Artist Bureau was Webb Pierce, Carl Smith, Webb, Don Gibson, Ira Yon Houston, Kay Deputies, Stonewall Jackson, Skeeter Davis, Carl and Pearl Butler, Lefty Frizzel, Billy Walker and Bill Anderson. Also accompanying the group on the tour and helping with the arrangements for the shows was Jack Andrews of the Dennly office. The Hamilton show was scheduled to coincide with the Canadian Exhibition and the Canadian DeeJay Convention. Webb Pierce’s extravaganza decorated by the use of the Plains Indian tribe was on display at the exhibition and was viewed by more than 200,000 during the festival still being played this week in Chicago, Ill. on his next stops, Riddle will also have an upcoming appearance on the Wilburn Brow show, TV show and Flatt and Scruggs Martha White TV show.

Grandpa Jones and Martha Carson with their rousing hand-clapping style brought crowds to a frenzy on the Grand Ole Opry, Sat., Sept. 7, at the Palace Theater in St. Albans, W. Va. Also on the bill were Bill Monroe and the Bluegrass Boys and Bobby Bare and prom chair Fleen Edwards. Grandpa, who had not been around the park in eight years, was on his best form and enthusiastic he has ever played before in his long career.

Fay Darling has new release on the Koot. The tune was written by Dr. Seuss and is a “Daffy Duck” member b/w “Funny Bunny.” Spinnny copies and booklets are available to Bob Cole Talent, P.O. Box 55587, New Orleans, Louisiana.

Bryan Stokes, who spins ‘em on KLLA-Losveile, added the newly recently started programming country music on a regular basis. Bryan notes that they are short of oleehauses and would appreciate both old and new country singles.

Earl Scott, who is still cruising with “Locomotive Blues,” recently returned from a visit with his parents in Albuquerque, New Mexico, and the hit is getting new branches from all over the nation. It was a first visit home since moving to Nashville. Before leaving for the trip, he started a session with American and Ruby Steelton.

Rex Allen and his horse Koko Jr. and the Men of the West recently returned from a highly successful six-week tour. In every city without exception Allen broke previous records. It was his fourth visit in twelve to Casper, Wyoming and Pueblo, Colorado and in both cities he showed to over a quarter of a million tickets for shows.

Tom Roeder, personal manager of Clyde Beavers, sees his boy along with the Ray Price band recently played to packed houses for two shows at the New Dominion Barn Dance in Richmond, Virginia.

**Cash Box** September 21, 1963
A judgment handed down recently by Justice Spicer means that Australian television stations will make a back payment fee of close to one million dollars to the former manager of the Rolling Stones, Andrew Samet. The legal decision may result in a resurgence of right music. Justice Spicer made this award as an arbitrator voluntarily agreed upon by ten Australian television stations and APRA. The fee will be divided equally among the stations and paid to Samet, the former manager of the Rolling Stones, and their Australian agent, Promotions International, for the rights to the Rolling Stones' music. The decision affects the Rolling Stones' entire back catalogue, which includes all their early recordings.

The Festival group is out with a batch of new overseas singles that could mean good business for them. "What A Fool I've Been" (Carlos Thomas); "The Last Thing On My Mind" (Dennis King); "My Girl" (The Temptations); and "The Whole Thing's Just Bigger Than Both Of Us" (Smokey Robinson & David Ruffin) are all doing well in the States. The Temptations' "My Girl" has now sold over one million copies.

The annual comic Shelley Berman has been an outstanding success in his first Australian concert series and has been playing to full houses on most dates. Public and press alike have been ecstatic in their acclaim of The Berman and his music. After a long leave he decided to do a short tour of Australia before returning to the States. Shelley has been playing to audiences which regularly pack out the major ballrooms and the smaller venues. His comic interludes often have people in tears, and his music, delivered with great feeling, is always a sell-out. Shelley is a prolific writer and at times uses impromptu material which can change each night's performance. This can happen as he changes from his Verve LP, "On My Way and Shouting Again." Impresario Don Arden is busy finalizing plans for the Every Brothers—Bo Diddley tour which commences September 26 through November 30. Leading lights in this tour are Diddley, The Rolling Stones, and The Searchers. The tour will be the biggest ever to hit Australia and will be an outstanding event for all music lovers.

A new record label R & B Discs has been formed by a London record dealer. As the label indicates the material is of Jamaican origin, catalog rights having been acquired from Island Records, the publishers of Jamaica's leading bands. The new company is bringing forward a series of releases from some of the top Jamaican artists to the Australian market, and the first releases will be issued in early September. The artists include The Rolling Stones, who scored considerable success with their debut disc "Come On," and Julie "Count On Me" Grant (Pye). Although Diddley and the Every Brothers are no strangers to these shores it will be Bo Diddley's first visit. Record-wise Pye has issued a new Diddley single "Pretty Thing," and "Funny Thing Happens On tour, this is a Pop as you never imagined it, cut out of the making which they hope to release to tie in with the August tour.

A new album by Minor Book of London出版, is recorded for Capitol. This includes the material that is of Jamaican origin, catalog rights having been acquired from Island Records, the publishers of Jamaica's leading bands. The new company is bringing forward a series of releases from some of the top Jamaican artists to the Australian market, and the first releases will be issued in early September. The artists include The Rolling Stones, who scored considerable success with their debut disc "Come On," and Julie "Count On Me" Grant (Pye). Although Diddley and the Every Brothers are no strangers to these shores it will be Bo Diddley's first visit. Record-wise Pye has issued a new Diddley single "Pretty Thing," and "Funny Thing Happens On tour, this is a Pop as you never imagined it, cut out of the making which they hope to release to tie in with the August tour.

Three albums in three years with a total of over half a million albums sales... The Beatles and just the original Broadway Cast album together with a single "Love Me" by Gordon MacRae is released on Capitol. A British cast LP is being pressed. Same publisher has the new Shirley Bassey album "How Can You Find a Millionaire," with a title track from the Chappell house includes the current American smash blast "Blue Velvet" by Frank Sinatra. "My Heart's In Paris" by Sergio Mendes and "Here is the Second Day by the Unforgettable Gershwin" (Columbia) has the Planetary publicity. "High School Musical" by The Stylistics (A) and "I Can't Help Myself" (B) are the latest Sue Thomason labels. More than one disc to a producer on the Polydor, Polydor. Why on earth doesn't Sue Thompson get disk recognition over here?


Quickly: Tommy Roe flew in to start his 51 day national tour of Britain, the biggest ever for an American artist, and he has just completed a three-week run at the London Palladium. "I Can't Help Myself" has been released here by the Chappell house. The Beatles latest single "She Loves You" (The Beatles) has been released. Scottish group The Troggs arrive for a three-week trek of hallshows on September 25th. Taxie Chan has waxed a Chinese version of the folk song "Raindrop". "The World On My Shoulder" has been released by "The Strange World Of Gunrey Slade" series featuring Anthony Newley. "My Softest Compoison" by Johnny "Blue" has waxed a Johnny Worth composition "Stick Around". The Shadows new single "Shangri-La" penned by Hank Marvin and Bruce Welch, Factory Records, is waxing well for Pye. "The Meanest Man In Town" by The Ink Spots was charting well for Pye. The debut recording by The Stylistics "Yana Hula Hula Dubs" on the Dutch Swing College Band, whose recording of "What's New Pussycat?" has just been number one in the States. "Alfie" by Cilla Black is "Points Of View" released as a single by Philips. Same company has released "I'm A Man" by Cream. Australian vocalist American comedian Jackie Mason now that "Talk Of The Town" has album release on Verve "I Want To Leave You With The Words Of A Great Comeback."
Phonogram’s 17th Dealers’ Day (1963)

The Guests

Carnaby Street’s splendid Garden Hotel “Goolioo” buzzed with the activities of Phonogram’s 17th Dealers’ Day on September 2. The day, exceptionally bright and sunny, had brought together, as usual, many dealers and wives, and many guests from abroad. Among them were from England W. W. Townsley (director of English Decca), H. Watson (Decca’s export manager), and Bevan T. Smith (Columbia’s chief of the Far Eastern (cultural) promoter). From France J. Bouyer had come (director commercial du STF). From Germany, H. Fischer, manager of the Hanseatische Phonogramm-Gesellschaft, and his wife, and the Greek Believe dealer, a Mr. Boudewijn, who accompanied the Belgian vocal star Lile Makre. From Yugoslavia, Mr. Budimirac was invited (Radio & TV Beograd). Also Mr. L. de Kok, director of Phonogram’s Dutch subsidiary, and Mr. J. M. Haaslinghuis (31), who has been appointed Phonogram’s new director and Adjunct-Director.

The day started with a speech by Mr. Rolf ten Kate, head of Phonogram’s press & PR Dept. He made special mention of the cooperators (copywriters, music agents, etc.) Lee Bodeans, Hans Teckel and Otto Vriesenroos (label-managers), Henk Schippers and Pierre Dan (advertising), Frank Visser (PR) and of course producer Fred Hartog. Most impressing was the announcement that the Phonogram label’s new Heerlen pressing plant has been completed.

Personal appearance of Adam Harasiewicz

All pictures were shot by Eddie Baraclar and is being published in Variety. He was the only Polish artist who had ever come to London, and it was his first successful hit in Britain, “Catootje,” Phonogram’s director J. H. van der Meer addressed the audience about phonogram’s new releases. The most interesting of these will be the new Dutch recording of the “Rhapsody in Blue,” the “Favourite Express” with the Solo, Belgian guest-star Lise Marié, and the “Surprise Series” with films of Caterina Valente and Willy Alberti, who was celebrated for his 25 years as a recording artist. Colour-slide presentations were given of a new record: “I love You, in Spanish” and “I Love You” recorded by Swings colored by the Vienna Symphonic, a Gala Concert by the Concertgebouw Orchestra, a Vivaldi concerto performed by the “Famous Dutch Violinist” and Chopin Concert by Adam Harasiewicz. After this color-slide presentation, the audience rose up with new and old tunes, obtaining a Chopin recital. Other musical highlights were the quick and very satisfactory performance of the well-known Greek singer Nikos Mantzouras and on Philips LPs. Brilliant highlights were the performances of tenor Willy Caron (a great discovery in the vein of Jussi Bjorling or Beniamino Gigli) and of the blind Canadian Patrick Corcoran on Philips’ records.

F. de Graaf, president of the Dutch Dealers’ Association, spoke his expressions of thanks to the manufacturer. The dealers were handed a new book about Joan Sutherland, and a wealth of informative material, among them “Phono Pockets”: small catalogs in handy foldable taste, with pictures of, names of artists, etc., and理会er is the name of the album’s presenters, Mr. Wilfred Cash and Mr. Harry Savill. Each great day in Phonogram’s history had come to a most satisfactory closing.

Bovena’s H.M.V.-label released the popular Gitte-Rex Gilde duet vocal “Vom Stadtspark Die Letzteren.” Danish vocalist Gitte recently won the Baden-Baden International award, and Amsterdam’s Tidewater, and Amsterdam’s Tidewater, and Amsterdam’s Tidewater.

On Saturday night Sept. 14 the Dutch TV screened “An Evening at the Beach,” a new and very impressive TV spectacle of the famous “Tausend Bluten Am Samoa,” a song composed by the author of the worldwide smash “Auf Wiederschant,” Instrumental platter is expected to take shape on the international record market too, in view of the group’s remarkable renown across the border. Other new releases of local origin on the Artona label are the exotic “Parlotti” and “Guitar Waltz,” and exiting teen-oriented “Sarina” c/w “Terang Boelan” by Willy & His Giants.

France’s Best Sellers

1. Du Don Ron Ron (Spector, Aber) Johnny Hallyday—Pigalle
2. La Toundra (Lemarsier) Beatles—Pigalle
3. Monsieur Boum Boom (Michel) Henri Salvador—Tropiques
4. Le Bateau (Along) The Shadows (Connie/Vogue)
5. Demain Tu Te Maries (Patricia Carl) Patricia Carl—Editions Caravalle
6. Le Bateau (Along) The Shadows (Connie/Vogue)
7. Cliffs Hit Album—Cliff Richard (Columbia)
8. Messiah (Wellworth) The Shadows (Cooper)/Columbia
9. The Sun Will Rise—Peter Sellers/Anthony Newley—Epic
10. ———— (The Sun Will Rise—Peter Sellers/Anthony Newley—Epic

Cash Box September 28, 1963

Great Britain Top Ten LP’s

1. Twist And Shout—The Beatles/Parlophone
2. How Do You Do It Gerry & The Pacemakers (Columbia)
3. Jet And Told You—Jet, Harry & Teeny Dechen (Columbia)
4. Frank Ifield Hits—Frank (Columbia)
5. The Power Hits—The Shadows (Cooper)/Columbia
6. The Perfect Hit—The Shadows (Cooper)/Columbia
7. Holiday Carnival—Cliff Richard (Columbia)
8. No More Rainy Days—Frank Ifield (Columbia)
9. Le Monde—Harry H. Corby/Decca
10. ———— (Le Monde—Harry H. Corby/Decca

Great Britain Top Ten EP’s

1. Please Please Me—The Beatles/Parlophone
2. Meet The Searchers—The Searchers/Pye
3. ———— (Meet The Searchers—The Searchers/Pye
4. Cliff’s Hit Album—Cliff Richard (Columbia)
5. ———— (Cliff’s Hit Album—Cliff Richard (Columbia
6. ———— (Cliff’s Hit Album—Cliff Richard (Columbia
7. ———— (Cliff’s Hit Album—Cliff Richard (Columbia
8. ———— (Cliff’s Hit Album—Cliff Richard (Columbia
9. ———— (Cliff’s Hit Album—Cliff Richard (Columbia
10. ———— (Cliff’s Hit Album—Cliff Richard (Columbia

Holland’s Best Sellers

This Last Week

1. Devil In Disguise (Elvis Presley/RCA) (Belinda/Amsterdam).
2. Heb Eerbarf Voor Jouz Grijze Haren (Gert Timmerman/Colo-

3. Cameron Man (Nacho Grubius/Philips) (Editions Franco-

4. Lucky Lips (Cliff Richard/Columbia) Belinda/Amsterdam.
5. Ten Treaden Amnes (Johnny Hallyday/Philips) (Editions Franco-

6. Oh! Donna Clara (Die Regenten Stirr/Teh) (Les Int. Int. Bas-

8. Barcarole In De Nacht (Comme Frere/MGM) (Editions Altona/Amster-

9. ———— (The Shadows/Columbia) (Melodic Amsterdam).
10. Your Eyes Tell On You/It’s All In The Game (Cliff Richard/ Columbia) (Belinda/Amsterdam, Basar/Amsterdam).
The Sunbeams, a local group, has recorded the oldie "I've Got A Lovely Bunch Of Coconuts" for Manu. The record has already found the way to Formula One and has, according to reports, been released in the Swedish New sheet music from Norsk Musikforlag A/S includes the three German songs "Der Abendtraum," "Der Schatz im Silbersee," and "Ich komm je-idelberg wiede, Madeleine," and the Italian "Tel-Avio" by Marino Marin, known as "Down In Napol.

The Sunbeams is pushing Norway. A local recording with Nora Brockstedt on Karussell is expected to become a coming top seller. Same label also has come out with Craig Douglas' version of the same song.

A/S Nora introduced the new low-price RCA Victrola line at the end of August with ten LP's for the first releases. A new local RCA Victor record is "Government" from the Mansfield picture "Waterloo Bridge" 20 years ago. It has been recorded by Kjell Nordvik.

More and more recordings of "Danks Schoon" appear on the market. EMJ has released Wynne on their new Capitol version, and Top Joker is a Swedish version sung by the Norwegian singer Nora Brockstedt.

"An Evening In Paris, and Ulrik" is the title of the program presented at the Bonna restaurant the first days of August. Svend Asmussen and Ulrik Neumann present their 25th anniversary show.

**Belgium's Best Sellers**

**Flemish**
1. N'est ce Pas Merveilleux? (Criel Ton Nom (Adamo/Pathé/Endo and Armdore and Beechwood)
2. (You're The Devil In Disguise (Elvis Presley/Bela/Winchimer International)
3. Je Liegt (Will Zett/Pa/Toupe/Parola/Walse (Victory)
4. On My Own (The Bachelors/Philips/Endo)
5. Da Doo Ron Ron (several versions/The Crystals/London/Philips/Belindamusic)

**Spanish**
6. Vaar en Wannem (Bob Benny/Poly/Lope/ideal)
7. Demain tu te Maries (Patricia Carli/Bel Air)
8. Lucky Lips (Cliff Richard/Columbia/Endo)
9. Birdland (Chubby Checker/Parker/Belindamusic)
10. Geef Mi Jeen Kenans (Marva/Vogue/Vogue International)

**French**
1. N'est Ce Pas Merveilleux? (Criel Ton Nom (Adamo/Pathé/Endo and Armdore and Beechwood)
2. Da Doo Ron Ron (Johnny Halliday/Philips/Endo)
3. Je'Min'm On (Matt Lucas/Philips/Paladin International)
4. (You're The Devil In Disguise (Elvis Presley/Bela/Winchimer International)
5. He's A Nice Guy (Johnny Halliday/Philips/Endo)
6. I'm Jeens Bien (Petula Clark/Vogue/Bens)
7. Elle etait si Jolie (Alain Barriere/RCF/Endo)
8. Amour Perdu (Adamo/Pathé/Armdore and Beechwood)

**Danish's Best Sellers**

1. 6. "Opad eller nedad" (Oswald Helmholtz/Philips) Multitone A/S
2. 2. "Den lille dynderne" (Little Band Of Gold) (Gustav Winckler/Admiral International)
3. 3. Sukiaki (Kyu Sakamoto/HMV) Imudico A/S
4. 2. "You're The Devil In Disguise (Elvis Presley/Bela/Belindamusic)
5. 7. Belinda (Scandinavia) AB
6. 6. "Hey Mama" (Frankie Vaughan/Philips/Endo)
7. 6. "Kom ned pa jord igen" (The Life I Live) (Hitte Haaning/IMU/Endo)
8. 6. "Hos mig eller min" (Brian Poole/Decca) Robert Melvin (Scandinavia) AB
9. 16. "Ivigtugt ting til mig" (Say Wonderful Things) (Poul Buntegrod/Wenger/Belindamusic)
10. 16. "I have My Heart Again (Pats Domino/Karussell)

**Norway's Best Sellers**

1. 3. Sukiaki (Kyu Sakamoto/HMV) Imudico A/S
2. 2. "You're The Devil In Disguise (Elvis Presley/Bela/Belindamusic)
3. 4. Belinda (Scandinavia) AB
4. 16. "Bertgen og sand (Olaf Olsen/Philips) Edition Lychee
5. 7. 5. "Ei annerledes smelle (Wencie Myhre/Triolo) Egil Mogen Vennes
7. 6. "Sweet Endless" (Chiffons/Pye) Belinda (Scandinavia) AB
8. 6. "I'm Movin' On" (Johnny Halliday/Philips/Endo)
9. 6. "I'm Movin' On" (Johnny Halliday/Philips/Endo)
As the seventh power of Japan's record industry, Nippon Crown Company is starting its business in late autumn with a capital of $1,000,000. The inaugural general meeting was held at Palace Hotel, Tokyo, with members of our financial world, representative Kazuhiro Arita (Pres. of Wakahatsu Chiko Co.), and eight other influential persons attending, including, Masanori Ito, former director of Nippon Columbia, Yujiro Yoshida, manager of Japanese Music Dept. of Nippon Columbia, Kentaro Meguro, chief of the publicity section, and Hideki Shima, director of electronic product manufacturers and recording companies in Japan has become close to that of mergers in western countries. For instance, Matsushita Electric with Nippon Victor, Kii Electric with Nippon Grammophon, Toshiba Electric with Toshiba Records, Matsushita Electric with Teichiku records. Nippon Records is another product of the trend.

Though news of this development has been heard in our music world since last month, it was also noted that the acquisition of foreign labels was quite difficult, with almost all the major foreign labels represented by existing recording companies. The battle of enticing star singers will grow in the forthcoming months with this new power as an incentive. It was announced that the first recordings will be on Nov. 3 and the release on Dec. 1.

Johnny Deerfield, popular American singing artist, well-known in Japan for his smash hit of "Loney Soldier Boy," arrived at Haneda airport Aug. 31, invited by Toho Gento Co. for a two months entertainment tour of Japan. He began his engagement Sept. 8 at night club in Tokyo, several TV appearances also included. Judging by Deerfield's last tour of our country in 1961, the artist is looking forward to tremendous success. After Tokyo, he will visit five of the main cities in Japan, including Osaka, Kyoto and Fukuoka during his stay, according to the promoter.

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**JAPAN's Best Sellers**

**INTERNATIONAL**

This Week

1. Great Escape—Soundtrack (UA);—Sub-Publisher/Toayoi
2. Cowie Pie—Johnny Tilotson (Seven Seas); Yukio Ito (King);
3. Hey Paula—Paul and Paula (Philips); Paradise King (Toshiba);
4. Summer Holiday—Cliff Richard (Odeon); Percy Valdes (Toshiba);
5. First Quartet—Paul and Paula (Philips); Michiyo Ayashi & Yuzo Tanabe (King);
6. You're the Devil in Disguise—Elvis Presley (Victor);—Sub-Publisher/Aberbach;
7. Ill Follow Him—Rosemary Clooney (Reprise); Betty Curtis (CIGNO);
8. My Love (About That)—Yukio Hashi (Toshiba);
10. Lucky Lips—Cliff Richard (Odeon); Beni Sisters (Toshiba);
11. Tai Kaki—Tai Kaki (Shibuya);
12. Ca' Delle Vene—Ca' Delle Vene (La Segreta);
13. Hottest Hits—Kazumi Nakamura (Victor);
14. L'Ami du Monde—Deana (Toshiba);
15. Search—Peggy Lee (Columbia);—Sub-Publisher/Teichiku.

**LOCAL**

This Week

1. Shima no Blues—Kenichi Misawa (Victor);
2. Maimakou—Yukio Hashi (Victor);
3. Kiko—Yoko Nakamura (Columbia);—Sub-Publisher/Sugie;
4. Koh Sokou—Kazuo Funaki (Columbia);
5. Shunsekai—MiMori Hatakeyama (Columbia);
6. Mioe—Takane (Toshiba);
7. Koi no Yarase—The Pianos (King);
8. Sawa—Hiroyuki Murata (Columbia);
9. Young Seven—Jerry Fuji (Toshiba);

**LP BEST SELLER**

This Week

1. Connie Francis—Follow The Boys—MGM;
2. Denfante at Carnegie Hall—RCA (Cahn);
3. It Happened at the World's Fair—RCA;
4. The Platters Golden Hit—RCA;
5. All Star Festival—EN.
The Albert Mangelsdorff Quintet, Germany's top jazz combo, will tour Asia from the end of Dec, until the first of March 1964. The group has been in

Germany and the United States for the past few months and only recently

arrived here to take part in the new Berlin Jazz Festival. The group's tour will take them to India, Ceylon, Thailand, Indonesia, the Philippines, Hong Kong, Japan and Vietnam. Jazz critic Joachim E. Berendt will accompany the group as an

reporter.

Theo O. Seeger from Peer Music reports that new swinging records on

Philips Records feature the popular Dutch combo, The Dutch Cheese. The

Scottish Twist, Audrey Armo with "Limbo Italiano," "Sweet Fraulein" by Hans Messner and a new LP under the title "More Latin Romance" with

Al Hirt and the Decca Symphonic Jazz Orchestra.

Teldar has released a bound set of LP's (classical) under the title "Live with Music." The set is selling for only 25 dollars and was one of the top

features of the Berlin Radio-TV-Phono Fair recently in Berlin. The set is

used to be set up in library like fashion and other sets can be added to give the music collector a combination of classical, folk and "easy listening." Another American guest at the Fair in Berlin was Brian Hyland, who did German waxings here. E.F. is getting a job as an assistant to the man who is the real label here. Until now, the label has not been used, but the series is now being started.

Rachael Music's Rudi Slezak writes that his firm is swinging, with the new German waxing of "Devil In Disguise" by Rex Gildo heading the list of new favorites in all the trade papers here.

Heidi Merensky of Silverskoi Music reports that Jorgen Ingmann has rec

orded the fine German festival number "Der King Von Solo" under the title "Solo" as an instrumental, and the disking will soon be released in the U.S. The publishing house has also picked up the rights for "Wipe Out" which has been a top position in Canada.

The record business has opened up all guns for the start of the new fall season and it looks like its going to be an exciting one. More singles than ever before are being released, and both newie and better releases set by all firms. This week is the full before the storm as the groups begin their tour of Canada. The German music business has been happening due to the huge influence of music box sales and the drop in retail sales, but it's getting to the point where a new record can make the top 10 within a week and a release and charting in a week or two.

That's it for this week in Germany.

Germany's Best Sellers

This Week

1. Of course.
2. "Ich Wirh-Now Cowboy Alle Mann (I Want To Marry A Cowboy)" by George Shearing/Concerto Music
4. "Mitsou-Jacqueline Boyer-Columbus Peter Miesl-Mara
5. "Barearoe In Der Nacht (Barearoe In The Night)" by Lena Horne-MGM
6. "Die Mein Nacht (My Night)" by Lena Horne-Decca
7. "Sweet Wine And Soft" by sang Chorus and Sam Cooke/Chess
8. "Wipe Out-Out" by The Surfaris/Long Beach
10. "More Of The Bossa Nova (Bless Me On The Bossa Nova)" by Manoteca-Federico-Peter Miesl/Introt

11. "Hit Me (For In Heaven)" by all Annas-Polydor-
12. "Original German Copyright"

Canada's Best Sellers

1. "It's Good To Be Alive" by the Surfaris-
2. "Living In The USA" by the Beach Boys-
3. "Don't Worry Baby" by the Beach Boys-
4. "Sugar Shack" by the Guess Who-
5. "The Race Is On" by the Guess Who-
6. "New Orleans" by the Guess Who-
7. "Caribbean Girl" by the Beach Boys-
8. "Wipe Out" by the Surfaris-
9. "Runaway Train" by the Surfaris-
10. "Hit Me (For In Heaven)" by all Annas-Polydor-

11. "Original German Copyright"
Let's say a few words about the classical music field in Argentina. Although it isn't too big, several companies are taking a good part of it. . . . and seems to be carrying on a great deal of inked, although Chopin, Beethoven and Mozart are also well considered. One of the largest catalogues of classical music, although coming from a deal inked, is managed by the Society of Music Publish. In recent recordings, Surco has explored the field with several outings by not so well known artists. The choir directed by Bishop Emmanuel Bach (played by the Cinema Orchestra of Maguncia), Johann Christoph Bach (also by the same group), Lalo, Frank (Volkloper Orchestra, Wien) and released also such works as forty eight sonatas by J.S. Bach and an orchestra of twenty-three voices. Other discographies also have many classical releases (the recent Philharmonia of London Orchestra visits revealed that Odeon has 59 LP's by this orchestra in its catalogue) and it seems that there may be a new attention to the classical literature.

Another thing worth commenting is TV Channel 9's "Song Festival," presented by the late Hector Vilar, and includes the works of six Argentine composers, composed by several musicians has selected 27 songs (pops, tango & folk music) and the winners will be known soon. The contest is sponsored by Oboi toothpaste, and the tunes will be sung by the top artists under contract with the plant. Some of the titles selected are "Tu La Luz," penned by Ricardo Mejia ({

"Frente Blame";} written by a song of the same name, and "Oye Mira Chariot" written by Doris Wolfowesson, "Mexico de Los Angeles" (written by Luciano Budriese, better known as Lucio Milena) and others. In a few weeks well inform about the Festival's progress.

Ediciones Musicales Tempo informs that it will release, for promotional purposes, a 47 tango set, "Tango Tres," with recordings by artists contracted to it. The new label will be titled "Princes" and the musical production will be made by Milone (Ricardo Romeo-Lucio Milena) and "El Llanto," by Luis Vidal. "El De Fal Tal Astilla" and "No Sufra Mas Amor.

Famila Records released a new album by Brazilian orchestra Los Romanticas de Cuba which is entitled "En Boled" and contains standards like "Orienal Caribe" mixed with American tunes: "Stein by Starlight," "Blame It On The Night." These tunes culled from this album, and other LP's titled "Grandes Successos Masterpieces," "Los Chicos," and "El Chico Wilson." Three tango artists belonging to Music Hall, Jose Basso, Hector Varelac and Rodolfo Banzi, will take part in the new late show program by Channel 9 for Saturday nights. The label has several singles running very well on these days: "Despedida," by local rock's roll group Los Pick Up; "Tie Me Down Katey," by local rock's roll group Los Blackberries; "El Corazon," by Trini Lopez (to be REPAID to a big name in short time) Lopez is now releasing wide promotion, and the first dealer reports show intersting results.

Ricardo Castielblanco is working hard on "Quando Brilla La Luna," which is a new tango album. It has been inked by some of the great Argentine artists including: Los Latinos (Odeon Pop), Others are Los Nocturnos (Music Hall), Fabio Echeverry (H y R) and Los Hermanos Rigual (RCA).

Mitica Records inked up with LP's with various artists, among them Connie Francis, Bert Kaempffer, Freddy and Peter Kraus, and the soundtrack to the "The V.I.P.'s," a movie directed by Silvio Calzada. Also an important classicial releases and a host of double-compacts, including such artists as Silvino, The Little Guaranera Singers, Carles Auguto, Norma Suarez, Loin Andrade, Cienfuegos, Lou Armstrong and others.

Chantecler Records, a division of Caxiso Musia S/A, just celebrated its fifth anniversary in Brazil. Besides its roster of local talent, the label also represents in Brazil The Ricordi Italian, the Italian-bets label.

Brazil's Best Sellers

This Week


Brazilian Music

Argentina's Best Sellers

This Week

1. La Terza Luna (Rond-Fermata) Nei Seduka, Marty Consort (RCA); Donald (Music Hall); Monica Lander (Odeon Pop); Juan Ramon (Disc Jockey)

2. Rio Mano (Lagos) Julio Molina Cabral (Music Hall); Chico Alberto (RCA); Julio (Odeon); Los Quilla Ruai (Philips); Jorge Sovali (Disc Jockey); The Fidenco Trio (RCA); Roberto Mancera (Philips)

3. Despedalna (Korn) Paito Ortega (RCA); Los Pick Up (Music Hall) Tony Vilar (CBS)

4. Mira Como Me Balancea (Guadema como Donaldo) (Alfa-Fermata) Los Azulros (CBS); Tony Vilar (CBS); Juan Ramon (Disc Jockey) Los Azurros (Music Hall); Dany Martin (Philips)

5. El Camaelson (Korn) Chico Navarro (RCA); Tito Alberti (Philips); Pepe Reyes (Odeon Pop)

6. Dama De La Tierra (Plen-teo) Little March, Violeta Rivera (Odeon); Joe Sentieri, Los Cinco Latinos (CBS); Juan Ramon, Ennio Sanguito (Disc Jockey); Los Cuatro del Embrang (Bossa Nova) Frank Pouvel, Poky Evans (Odeon); Drvo (Music Hall)

7. El Señador (The Dreamer) (Rond-Fermata) Nei Seduka (RCA)

8. Blame It On The Bossa Nova (Aldon-Fermata) Eddy Gorme, Enrique Guzman (CBS); Juan Ramon (Disc Jockey); Jolly Land (RCA); Lawrence Wike (Music Hall); Richard Anthony, Romana Lander (Philips)

9. Remember Diana (Ska-Fermata) Paul Anka, Marty Consort (RCA)

10. El Canta (Cricon) Los Azullros (CBS); Tony Vilar (CBS)

11. El Partido de Futbol (La Partida de Pallone) Rita Pavone, los TNT (RCA); Los Tres Sudamericanos (CBS); Cocks Mazette (Fermata)

12. El Baile Del Ladrillo (I Ballo dal Mattone) (Fermata) Rita Pavone, Violeta Rivera (Odeon)

13. Onten El Amor (Onenel) Chico Moraes, Hector Maure, Arturo Lendera y Juan Carlos (Odeon); Los Quilla Huasi, Horacio Guarany (Philips); Julio Molina Cabral (Musica) Cocolo de Jardin (Odeon); Esteban de los Santos (Disc Jockey)

14. Local product

Argentine Music


9. "Very Hot"—Beez; Perry Ribeiro (Odeon); Ditirambos (RCA) 10. "El Pilton"—Fido (Philips)

11. Brazilian Music
THE CONVENTIONS

MOA

There's no more satisfying experience than to watch clean, hard, honest effort pay off with success for the deserving and that's what happened last week when the coin machine industry tipped its hat in recognition of a job well done by the officers and members of the Music Operators Of America.

We stood by in Chicago's Morrison Hotel and counted heads, interviewed visitors, and talked with exhibitors for three days, but long before the curtain fell on the packed house banquet late Friday evening MOA was a shoo-in. They couldn't miss as early as Thursday afternoon and there were lots of smiles around to prove it.

We won't single out any individual for commendation because it would be a tough job. We've spoken with all of the board members of MOA and many of the officers and members. MOA was a team effort under Harry Snodgrass and will continue to be a team effort under the Presidency of newly elected Lou Casola. Thank goodness we've got men of this calibre to lead the way. Looking back now on the last twelve months the job accomplished seems almost as though it wasn't possible to achieve so much success in such a short time.

We wish MOA the very best in continued achievement during the coming years. It's an honor to have them lead this nation's coin machine industry.

NAMA

While MOA lifted itself by the bootstraps out of oblivion back into national focus, NAMA has not had such a problem. Close to 9000 visitors attended last week's McCormick Place Convention and millions of dollars were expended to see that everyone got what they went to Chicago for—progress of one sort or another.

We would term this year's vending show as one in which the industry slowed its breakneck speed of radical development and settled down for the second consecutive year refining its past accomplishments. Machines which work perfectly and require a minimum amount of service are still the machines operators buy. First-time-ever inventions continue to get the once-over by cautious vending operators but they must be proven on location and too many of the operating headaches in the vending business have still not been cured. Hence, the industry is intelligent in improving on present developments which require further study. The end result is greater stability, a word which cannot be used to describe every industry today.

The interest in vending from the coin machine viewpoint is certainly stronger this year than ever. Perhaps the close proximity of the two Conventions prompted this obvious interest during the opening days of the vending show. Perhaps the coin machine operator is more sure of himself now and intends to step from cigarettes and candy into drink and food.

Hats off once again to NAMA for another brilliant Convention effort. The vending industry has made another step forward because of it.
MOA Convention Draws 1300, Reported Largest In History, As Ops Flock To Chi In Support Of Snodgrass, Casola, Blunded Team

Exhibits Crowded For 3 Full Days, Banquet A Sellout, Hundreds At Sessions

CHICAGO — The Music Operators of America accomplished the impossible last week. After 13 years, the figures read like a blue chip stock in a stable market. Membership has increased during the past year from 598 to 815, for the year ending June 30, 1963. Since then, 200 more ops have joined bringing the total membership to a solid 1000 operators. Much of the increased membership was due to the all-out effort of MOA officers during the last six months. Bob Blundord led teams of members to our meetings, and we carried our messages with Magic Machine Amin. of Peoria—14 new members from the New York area.

In addition, there have been 16 new members added between July 1, 1963 to August 23, 1963 for a total membership of 999. **Actual cash collected.**

CHICAGO—MOA made available to the trade a financial and membership report for the first time in its history last week. A key reason for the move was to increase interest in the membership, and to push MOA's goals to the top of the marketing agenda.

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CHICAGO—The Foundation was laid during the MOA Convention last week for the formation of an Illinois Operators Association, spearheaded by new MOA president Louis Casola, and director Les Montooth, Paul S. Brown, and popular Chicago coin machine operator Earl Kies.

Since this meeting was tentatively set at the very last moment it was not possible to bring the entire Illinois contingent of operators together in the Venetian Room of the Morrison Hotel, therefore it was decided that a new meeting will be called, and an announcement sent out to every operator concerned. Operators are urged by Louis Casola to contact him in Rockford, Illinois; or Les Montooth, in Peoria, Illinois. Both said planning is very spirited towards the formation of an Illinois operators organization.

Complete Convention Coverage On MOA and NAMA, THIS ISSUE!
From Europe to MOA Convention: Left to right: Aspet Varten (NYC), Eric Schneider, Germany; Joe Orleck, NYC; Romualdo Meroni, Switzerland; and Johnnis Lagonitos, Greece.

I especially like the design and styling of the Rock-Ola Caravellle. When compared to other cigarette vendors, it stands out like a new penny! And it's worth every penny you pay for it!

Says: Rubin A. Franco
Franco Distributing Co., Inc.
Montgomery, Alabama

Southland's New 'Time Trials' Attracts Large MOA Crowds

Bud Lurie

CHICAGO—One of the most active MOA booths here last week was the Southland Engineering exhibit where Sales Manager Bud Lurie displayed the firm's complete kiddie ride line, the recent "Speedway" and the firm's latest machine "Time Trials." The west coast outfit attracted a wide range of ops and distributors and the new game received plenty of play.

Lurie boasted location-test collections of $1.00 per hour to those stopping by and judging from the past success of "Speedway" and the reaction of distributors to this new game, Harry Williams, Southland head, has another hit.

The game can be set on either re-play or novelty, at 10¢ per player, 20¢ for two. When one player races, he selects one of the two model autos, races to obtain the highest speed for 20 laps and a large scale speed indicator on the back glass registers car's average speed.

When two players race, they go against each other. The first car to score 20 laps is the winner. Average speed is shown by indicator on back glass.

Southland also hosted a hospitality suite during the course of the Convention during which time the factory's distributors and ops were wined and dined.

"We're enjoying a completely new market in the kiddie ride business today," stated Lurie, commenting on the new-blood operators buying the Southland Rides. "My regional distributors have sold impressive numbers of rides to operators who never operated rides before. They're placing the machines in new locations and this ambition plus our new type rides is bringing in big payoffs."

Ivy Kaye Co. Displays Entire Pool Table Line At MOA Show

CHICAGO—Utilizing seven booths at the Morrison Hotel, the Ivy Kaye Company, Inc., Brooklyn, N.Y., displayed its entire line of coin and non-coin operated pool tables before the trade last week at the MOA Convention. The large and colorful display attracted large groups of onlookers during each day of the show.

On display for the first time were the firm's Mark V, a 4 ½ foot by 9 foot table of the Eldorado series and the regulation 4 ½ by 9 foot non-coin operated 'Continental.' The 'Mark V' is available with a three piece slate as is the 'Continental.' The entire 'Eldorado' line is now available in formica (at an additional cost to be announced to all distributors shortly) or with a paint finish as previously had.

The playing surfaces of each of the tables on display were covered in attractive, colorful billiard cloth, complementing the various finishes in which the tables are available. This dramatic use of color heightened the appearance of the tables, drawing many favorable comments from distributors and operators at the show.

Also featured on each of the tables, including the 'Satellite' and Klub Pool,' were five inch, heavy duty leg levelers which enable the tables to be adjusted while they remain on the floor. These leg levelers make the adjustments much easier for the operator and they add to the stability and beauty of the tables.

An electric drop coin mechanism will also be available as an optional feature on all Ivy Kaye tables. The newly designed coin chute was shown in the firm's Deluxe Jumbo Klub Pool.

Distributors and operators were enthusiastic over the entire line, Irving Kaye reported, and deliveries on the 'Mark V' will begin shortly.

In addition to Irving Kaye, the booths at the MOA Show were manned by Howard Kaye and sales manager Art Daddis.

Fastest, easiest loading I've ever seen—that's the new Rock-Ola Caravellle with "tilt-out" cigarette vendor columns!

Says: Irv Blumenfeld
General Vending Sales Corp.
Baltimore, 1, Maryland

Cash Box—September 21, 1963
Need For Analysis Of Operations
Pointed Out At MOA Route Forum

CHICAGO—There was a regularly scheduled forum on Route Administration, Friday morning, Sept. 6, in the Venetian Room of the Morrison Hotel, chaired by John Trucano of Deadwood, South Dakota. Panel members were Bernard J. Kiley, president of Mid-States Vending Service, Chicago. He discussed “Vending Business Techniques Operators Should Consider.” Rene Pirard, Melody Music Company, Chicago, expounded on “The Importance of Good Equipment In Dealing With a Location.”

Bill Pott, Valley Music Co., Aurora, Illinois, had as his subject: “The Importance of Good Records in Serving Locations (Programming and Service).”

Kiley pointed up the need for an ever constant analysis of operations, and a close watch on costs. Among the requirements he stressed were: Good contractual arrangements between operators and location owners, consideration for only strong collateralized loans to locations, and a rapid, “professional” coin counting system (such as Audit-In-Route). He stressed the elimination of the so-called “counting room” of old. Kiley was quite emphatic in stressing the great need for trade associations, especially in dealing with legislative and other pressing problems. He also urged operators to maintain a strict Internal control system.

He said: “Costs must be controlled if a firm is to be successful.” He suggested polygraph testing periodically for employees to “keep them honest.”

Pirard dealt with the importance of handling and servicing locations for strong relationship with customers. He urged preliminary inspecting of new locations before final installation of equipment.

In servicing, he said, a thorough inspection of the cabinet and all component parts in the machine should be required procedure. He placed emphasis on such methods as “steam-cleaning,” and the installation in machines of burglar alarm systems to eliminate possibility of pilferage at all hours.

Bill Pott urged operators to individualize every location, regarding all types of equipment. In music equipment he particularly stressed this need for good record programming. A big factor in his talk was strong, friendly operator-customer relationship. He further mentioned the fact that a good audit system for inventory control is an absolute necessity for every operator.

Following these discussions a lively question and answer period was conducted by Johnny Trucano. A lot of interest was shown by the quality of the questions operators asked of the panel members.

Seeburg Sales At High

CHICAGO—Net profits of The Seeburg Corporation for the nine months ended July 31, 1965, reached a record $1,553,168, equal to 82 cents per share, the vending machine and coin phonograph manufacturer reported yesterday. This compares with the previous record of $1,417,075, or 55 cents per share, set a year ago. Per share earnings in both years are based on the 1,891,545 common shares potentially outstanding.

Seeburg sales were also at a new high, rising to $40,220,580 from the $31,857,883 peak attained during the same period in 1962.

Third quarter results also represented records for the period. Net profits were $458,876, equal to 25 cents per share, achieved on sales of $12,920,867. In the 1962 third quarter, earnings were $391,501, equal to 21 cents per share, on sales of $12,534,656. It was the eleventh consecutive quarter in which the company’s sales and earnings increased over the comparable period of the preceding year.

We offer our sincere appreciation for all your efforts in the past in making our line the success it is, and for the wonderful reception you have given our new line of coin and non-coin operated pool tables at the M.O.A. Show.

Irvings Kaye Co., Inc.
363 Prospect Place • Brooklyn 38, N.Y. • Sterling 3-1200
“Built up to a standard not down to a price”

Now at last! Famous Rock-Ola Design Simplicity in two great products: the Rock-Ola Caravelle Cigarette Vendor and smart new Rock-Ola Rhapsody II.

Says: Frank, Jack, Tom, Joe Greco
Greco Brothers Amusement Co., Inc.
Glasco, New York

Says: Joseph N. Abraham
Lake City Amusement Co., Inc.
Cleveland 3, Ohio

Fantastic! Never have I seen a cigarette vendor with so much advanced styling. Bravo Rock-Ola!
The new Caravelle is great!

Says: J. D. Lazar
B. B. Lazar Co.
Pittsburgh 19, Pennsylvania

WURLITZER
2700
Greatest Money-Maker of Them All

World Wide ONE STOP SERVICE
RECONDITIONED—GUARANTEED!

Amusement Guns

World's Fair Gun

Circus Rifle

Wild West

State Fair

Sky Raider

Crossfire

Vanguard

Carnival Gun

Genco

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175

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C.W.

Bally Sharphooter

Safari

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195

We carry the most complete line of Phonographs, Games, Arcade and Vending Equipment. Write for Complete List.

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

WORLD WIDE DISTRIBUTORS
2732 West Fullerton Avenue, Chicago 47, Illinois

Cash Box—September 21, 1963

47
New MOA Officers

CHICAGO—The new MOA panel of officers stepped long enough last week during the Convention to pose for the official photo, above. Standing, left to right are: Les Montooth, VP, Peoria, Illinois; James Hutzler, VP, Minneapolis, Va.; Howard Ellis, VP, Omaha, Neb.; Ted Nichols, Sgt. At Arms, Fremont, Neb.; A. L. Pucek, VP, Manhattan, Kansas; and Norman Gefke, VP, Sioux Falls, S.D.

Seated, left to right, are James Tollsano, Treasurer, St. Petersburg, Fla.; John Wallace, Secretary, Oak Hill, West Va.; Louis Casola, President, Rockford, Illinois; Frank Fabiano, VP, Buchanan, Mich.; Al Denver, VP, New York City; and Clint Pierce, VP, Brodhead, Wisconsin.

Bilotta Offers Smokeshop ‘Starlite’
To Ops On 60-Day Trial, Plus $50 Bill

CHICAGO—John Bilotta, one of the most aggressive Smokeshop distributors on the MOA and NAMA Convention floors here last week, was offering operators from his upstate New York area a $50 bill if they aren't satisfied with his 'Starlite' cig machine's performance on trial location after 60 days. The ops must take the machine with a coin-changer, according to Bilotta, who boasts that Smokeshop had a coin-changer two years ago, "long before any other factory thought of it."

"If my operators aren’t delighted with the ‘Starlite’ and our half-dollar changer, I’ll give each of them a fifty-dollar bill at the end of 60 days and take back the machine, that’s how sure I am of this vendor," said Bilotta, who sells the machines from his New York State outlets. He claims the units do from 5% to 8% better with a changer.

Art Brier, Automatic Products’ Sales Mgr., headed the Smokeshop exhibit in Chi last week. Both coines will spend the weekend with NYS ops at the Nevele Country Club outing, Sept. 13-15, when an expected 600 guests celebrate a combined Association anniversary.

New Rock-Ola Cig Vendor Calls For New Cig Brand

CHICAGO—There were new cigarettes in the new Rock-Ola ‘Caravelle’ cigarette vendor on display here last week and visitors to the vending machine manufacturing firm’s exhibit booth and hospitality suites during MOA and NAMA were treated to a new taste—‘The Caravelle’.

Packaged especially for Rock-Ola with a red and silver motif, the cigs reportedly tasted good. A New York firm rolled and wrapped the promotional brand and had them ready to fill the dozens of new Rock-Ola ‘Caravelle’ vendors on display.

Complete MOA-NAMA Convention Coverage
This Issue!

POOL TABLES for ’64
OFFER YOU
A GREAT DEAL MORE
in QUALITY, IMPROVEMENTS and
EARNING POWER!

DELUXE 6-POCKETS • BUMPER POOL®
See your Distributor, or write or phone

Cash Box—September 21, 1963
American Gets Good MOA Reception

CHICAGO—Sol Lipkin, Sales Manager of American Shuffleboard Corp., and Gene Daddio, Chief Engineer, carried on without head man Nick Melone at the MOA last week. Melone was forced into the hospital with a last minute illness.

The firm displayed the new "Imperial" shuffleboard and the new "Electric II" 6-pocket table featuring a cue-ball lock feature, a battery operated coin dispenser, and 25¢ or 20¢ play at the turn of a screw.

The 3½" x 7" table was well received as was a home model which is not quite as large (8 x 6"), and "breaks" in half for shipping purposes.

The Union City, New Jersey firm is in full production on its entire line with sales plan set for fall.

Great new "Partners for Profits in '64—the all-new Rock-Ola Caravelle cigarette vendor and the Rock-Ola II phonograph!

says: H. Robinson
Robinson Distributing Co.
Atlanta, Georgia

SOL LIPKIN

VIVA EL TORO! OLE' FUN!

Williams

2 PLAYER REPLAY GAME WITH EXTRA BALL FEATURE
2 DROP TARGETS THAT SCORE 10 TIMES REEL VALUE, WHEN LIT

- Number Match Feature
- Hitting Drop Targets, Scores Real Value
- Three top Roll-overs raise drop target and Score 50 points each
- Two Additional Targets score 10 points and Light Yellow and Green Jet Bumpers for 10 points and Target for Extra Ball
- Two Flippers
- Two Rebound Kickers
- Plastikote Finish Playfield
- Locked Cash Box
- Slug Rejector
- Available with Twin Chutes

*NEW SIMPLE FINGER-TIP CONTROLLED PLAYFIELD LATCH

We take pride in announcing another

Williams EXCLUSIVE

THE NEW latchlock playfield—NOW standard on all Williams flipper games.

that
• is easily accessible
• operates at fingertip pressure
• eliminates strain, stooping and fumbling to servicing

just lift/turn/and raise playfield
Order from your Williams distributor

BUY THE BEST—BUY WILLIAMS

Cash Box—September 21, 1963
Photo Identification


Cash Box—September 21, 1963
MOA HOLDS LARGEST CONVENTION IN TRADE HISTORY


Blundred's Report
To MOA

CHICAGO — MOA Managing Di-
rector Bob Blundred presented the fol-
lowing report to the Board last week.
A. Establish direct contact with the
record companies to determine how they
can help the music operators.
B. Establish direct contact with the
game manufacturers to see what this
segment of the industry can do to assist
operators.
C. Establish direct contact with the
phone manufacturers to see what this
segment of the industry can do to assist
operators.

Respectfully submitted,
Robert H. Blundred,
Managing Director

A Hole-In-One For Geo. Desnoyers!

WHITE RIVER, VT.—If you live
long enough you may accomplish al-
most anything, at least that's the way
George Desnoyers of White River
JL, Vermont, feels this week. He's
been operating coin machines and
playing golf for many years and while
George has certainly enjoyed a de-
gree of success in business, he has
never broken out of the "ranks" of the
low 90's and into the charmed
hole-in-one class, although he is con-
sidered and avid and top-notch golfer.
Well sir, it happened! George played
golf last week at the Hanover Coun-
try Club here and on the twelfth hole,
using a 5 iron for the 170 yd. drive to
the flag, George Desnoyers scored his
hole-in-one. And with credit Tri-
mount's Marshall Caras for notifying
the press. They tell us George was too
elated.

Meeting & Show Dates

SEPTEMBER
26-28 West Virginia Music & Vending
Association
Place: Holiday Inn, Charleston, W. Va.

OCTOBER
1-3—Tobacco Belt, Inc., 2325 S. A. (Annapolis)
Place: The Gallery, Allentown City, N.J.
11-12—Music, 110 B, 110 B, Green Bay, Wis.
B—Dick, 110 B, 110 B, Green Bay, Wis.
15—New York State Dealer's Guild
Place: New York Motor Inn, Peekskill, N.Y.
17-19—Music Assn. of Tobacco Belt, 2325 S. (Annapolis)
Place: Old Room, Carlisle, Mass.
19-20—Music Operators of Virginia
Place: The management
16-20—New York State Dealer's Guild (S.I.M.A.) (Annapolis)
Place: Annapolis Hotel, Los Angeles, Calif.
37-31—New York Assn. of Concessionaires, Motion Picture & Concessions
Industry
Place: Americana Hotel, N.Y.C.

Programming Discussed At MOA Meet

OAK HILL, WEST VA. — The
West Virginia Music & Vending As-
sociation, statewide coin machine and
 vending group headed by President
Bill Anderson, will hold its annual
Convention on September 26-28 at
the Holiday Inn in Charleston, West
Va.
The active association will hear
Bob Blundred of MOA address the
group, Lou Casolo, MOA President
will also speak. NAMA's Richard
Punk, legal counsel for the vending
association will speak before the op-
erators at the banquet on Friday
evening. A Board Meeting will be
held Thursday.
On Saturday, September 28, all
four phonograph manufacturers
will have sales and service reps on
hand to conduct a service school for
operators in attendance.
The operators expect approximately
150 guests to attend the banquet and
dance. A souvenir Journal is being
prepared with a printing deadline of
September 25.

CHICAGO—A meeting of jube box
operators was held during the MOA
Convention last week in the Venetian
Room of the Morrison Hotel for the
purpose of discussing Juke Box Pro-
gramming. About 125 people attended
the session which covered topics such
as titles, labels, 33-45 speeds, and
record categories. The forum also cov-
ered record filing, service, and costs.
On the panel were the following
music-coin machine representatives:
Eddy Arnold, RCA Victor's country
and western recording star; A. L.
Pacek, Kansas jube box distributor and
operator; Royce Green, music indus-
try representative; Aaron Stern-
field, Billboard; and Jerry Shifrin,
Cash Box Advertising Representative.
Charts were exhibited showing rec-
ord accounting procedures and a live-
discussion was held debating the
speeds used ($9) in transferring LP
selections to singles for jube box
programming, predominantly 45
speed machines, although all new
equipment for the past three years has
featured 33-45 dual speed program-
ing.

SUBSCRIPTION TO CASH BOX $30 FIRST CLASS $45 AIR MAIL

“ If you want magnificent sound...remarkable versatility, you’ll go for the new Rock-Ola Rhapsody II.”

says: The Vending Machine Exchange
63 Commonwealth Ave.
Bristol, Virginia 669-7147

“ At last, a “money counter” you can depend on for trouble-free precision operation. Rock-Ola scores again in ’64”

says: Al Levine
Music & Vending Corporation
Boston, Massachusetts
Seeburg Names
Clark VP Operations

CHICAGO — Jack Cameron Gordon, Executive Vice President of The Seeburg Corporation of Chicago, has announced the appointment of William H. Clark as Vice President, Operations of the company.

Clark joined Seeburg in March, 1956 and was formerly an account manager for 12 years with Price Waterhouse Co.

He lives in suburban Libertyville with his wife and four children.

Complete
MOA CONVENTION
Pictorial Coverage
Appears On
Pages 50-51

2 Generations

CHICAGO — The MOA really brought the people out. In fact Cleveland operator Jack Cohen, above, left a hospital bed only weeks before but managed to attend the show, and couldn’t resist bringing along grandson Carl Kurlander, 4, who insisted on seeing how grandpop makes his living. The two co-owners were photographed while strolling through the Cinebox exhibit booth.

Tape-Athon Names
3 New Distsributors

CHICAGO — Tape-Athon’s President George Anthony announced the appointment of new distributors last week during the MOA Convention. The firm was happy with the reception given by the company’s background music system and Anthony said that he expects the product to increase sales “without any effort at all” during the fall.

The distributors appointed are: Empire Coin Machine Exchange, Inc., Chicago; Federal Amusement, Montreal; Lew Jones, Indianapolis. Additional distriibtion appointments can be expected during the coming month, said Anthony.

At present, the background music system is distributed throughout the USA by about thirty top phonograph distributors.

Seeburg’s 4th 33 Catalog Released

CHICAGO — The 4th edition of Seeburg’s catalog of Little LP 33 1/3 stereo album records, published this week, offers Seeburg operators 420 selections, 118 of which have been added since publication of the 3rd edition in May.

The 52-page catalog is 22 per cent larger than the previous edition.

Forty-five record labels are now represented, seven of them new additions — Checker, Grand Award, London-American, Monument, Pacific Jazz, Smash, and Telefunken.

From five music classifications in the first and second editions, to eight in the third, the latest catalog offers nine types of recordings. The newest addition is an International group of British, German, Italian, Portuguese, Spanish, and Hawaiian albums.

Increased in size from 44 to 52 pages, the 4th edition carries reproductions of all 420 album covers. In each of the nine groups, artists are listed alphabetically and the titles of all tunes in each album are named.

Every selection is recorded in 33 1/3 full stereo, and many are recorded in absolute stereo by the latest recording techniques.

The new catalog obsoletes the previous three editions.


Cinebox Names New Distsributors, Releases 10 Films, Claims $1 Million MOA Biz

CHICAGO — Cinebox made continued strides toward national distribution during the MOA Convention when President Stanley Green and VP Mickey Greenman announced the appointment of Empire Coin Machine Exchange, Chicago; Three Star Novelty, New Orleans; Associated Coin, Oakland; and Pioneer Sales, Milwaukee. The appointments brought about a total of eight distributors for the Cinebox line handling sales in thirteen states.

Greenman told Cash Box that the firm is well on its way to complete distribution of the product and that during the three-day MOA show, had conducted $1 million worth of negotiations.


The phones offer 45-33 rpm speeds and personalized features.

The cigarette machine was a highlight of the MOA and NAMA Convention in Chicago last week when close to 9000 vending ops viewed it at the McCormick Place exhibition and another 1900 coin machine ops at the MOA show.

In addition, Simon will display his new pool table line which was also exhibited at MOA. The firm’s showing will be held Monday, Tuesday, Wednesday, and Friday. The showroom will be closed Thursday, Sept. 19, the Jewish New Year’s Day.

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See the full article [1] for the complete text.
NAMA Tells Nation’s Press The Cig Vending Story On Teenage Smoking, Sales Volume, and Buying Habits

CHICAGO—Nearly six months of rigid travel schedules and the pair of meetings with cigarette operators in each of thirty-four major cities came to an end last summer and the time to let the public know that the industry was now policing itself came about last week when NAMA called the press to, “Operation Alert!” the program designed to guide cigarette vending operators away from the billboards which is the target of antiti-teenage smoking, stressed the importance of a self-police program to ops.

Last Monday morning NAMA called the mass media into the Conrad Hilton at the peak of the annual Convention and told them that the vending industry sells only 16% of the total cigarette volume and of this total less than 5% of all teenagers buy their cigarettes from vending machines.

The figures were the official results of a research program conducted by the Gilbert Youth Research Center, a top pro study firm recognized by national business, and paid by NAMA for the study. The results were culled from interviews conducted in 48 states and answered questions as to why teenagers smoke, to how they get their cigarettes.

Early results were already evident in the morning papers around Chicago where local newspapers carried headlines reading “Cigarette Vendors Strive To Prevent Teenagers From Buying Cigarettes,” and such.

Lou Rismann, NAMA president, conducted the press conference, and advised the press that ops have been using a 6-point program designed to remove machines from the sales paths of teenagers. The study revealed that more than 70% of teenagers buy cigs from a clerk in an over-the-counter transaction. Rismann pointed out that most machines were in locations not frequented by teenagers, sold cigs at prices considered too high for teenagers, and advised the press that ops have been asked to police present machines and remove other machines presently located in vital areas.

The effects of the press conference will be watched closely by NAMA and the cigarette vending industry.

Fischer Ships New Pool Table Models ‘Empress’ At MOA Show

CHICAGO—W. R. (Bill) Weikel, director of sales, Fischer Sales & Manufacturing Company, McHenry, Illinois, informed Cash Box this past week that Fischer’s new coin-operated pool tables (the “Empress” line) has already been scheduled for full production at the factory in Tipton, Missouri.

The tables were on display in the Fischer exhibit booths during the recent MOA Convention in the Morrison Hotel, this city.

The line consists of Fischer’s “Empress” Model #101 1/2 feet by 8 feet (101 inches overall), and “Empress” Model #126, 3/4 feet by 7 feet (92 inches overall). The tables are available in mahogany and walnut wood finishes. There are color convertible panels on both models.

Sample shipments are scheduled for this week to Fischer’s distributors all over the country, according to Weikel.

Oldtimer Sees First Cig Vendor At NAMA Show

CHICAGO—The NAMA show offered something old as well as the new last week as witness the first cigarette machine made, according to Mike Harris, of Harris Vending, Philadel-phia. The machine, a “Master,” vintage 1913, was the machine that kept Harris in business for more than twenty years. Today Harris operates equipment slightly younger. Photo was taken in DuGrenier’s exhibit booth.

We Will Pay Top Dollar For Gottlieb Super Jumbos and Jubiles

RUNYON INTERNATIONAL, INC.
U.S. ROUTE 22 & PADMAD ROAD
SPRINGFIELD, NEW JERSEY
Drexel 6-8721

SEND FOR COMPLETE LISTS

Vending Machines       Music       Amusements       Pin Games       Shuffle Alleys       Pool Tables
Rides       Bowlers       Accepted Arcade Equip.       Penny Weighing Scales       Records of All Types       Parts and Supplies

FROM THE WORLD’S LARGEST INVENTORY

DAVID ROSEN
EXCLUDING AM. DIST., ETC. PA.
555, N. BROAD ST., PHILA 23, PA.
PHONE: CENTER 2-7083

“The new Capri II and the Advanced Design Caravella Cigarette Vendor are truly magnificent.”

Says: Joe McCormick, Musical Sales, Inc.
St. Louis 3, Missouri

“The new Capri II and the Advanced Design Caravella Cigarette Vendor are truly magnificent.”

Says: Raymond, Richard Brown, Brown Brothers, Inc.
Minneapolis 11, Minnesota

Fastest, easiest loading I’ve ever seen—that’s the new Rock-Ola Caravella with “tilt-out” cigarette vendor columns!

Cash Box—September 21, 1963
Coan Stresses Low Price, Simplicity
At NAMA Convention Exhibit

CHICAGO — Coan Manufacturing Company, manufacturers of the U-Select-It candy, cigarette and pastry machines, displayed its entire line in a giant exhibit booth here at the NAMA show last week and at closing time, Sales Manager Jack Davis stated that the reaction, and the orders, to the presentation were highly satisfactory.

Coan exhibited the Model 74, Model 94, Model 116 and Model 188 machines. Sales points emphasized by Coan sales execs were selectivity of product, which enables ops to take full advantage of special promotions, and to cater to individual tastes, profitability, through low-cost price (the top price on Coan’s line is $240 for the Model 188) enabling most ops to install in two locations for the price of one; versatility via the small floor-space dimensions; merchandising because of the point-of-purchase advantage through display of 25 selections; simplicity of design, and sales-to-operator-only policy.

Present in the Coan booth, among the other execs, were President Bob Moris, Tony Pickarla, Sec-Treas., and Davis.

U.S. Billiards Shows Regulation Model

CHICAGO—U.S. Billiards Inc., newest coin-operated pool table manufacturers, displayed a model of a regulation size (4'1/2 x 9') six-pocket table here last week. U.S. Billiards entered the pool table business only two months ago and already has four six-pocket models and two regulation bumper models in production.

President Albert Simon, who was instrumental in the recent approval of 6-pocket play in N.Y.C., was on hand, accompanied by Al Dinzillo, and Al Goldbush and a staff of sales and salespeople. Harry Borger reported unusually high interest in the complete line. The display occupied two booths and reported that interest, and orders, were better than expected.

Cash Box—September 21, 1963

At last! A cigarette vendor with famous Rock-Ola design simplicity. The new Caravelle is really the last word!

SAYS: Robert “Bob” Nims
A.M.A. Distributors, Inc.
New Orleans, Louisiana

Rock-Ola Going After Cig Vendor Market With New ‘Caravelle’ Unit

CHICAGO—Rock-Ola Manufacturing Corporation went after the cigarette vending machine market last week following a successful entry into the coffee vending machine business about two years ago and judging from the all-out sales effort of the factory’s sales reps, and the phonograph distributors who handle the line, the target of 900,000 cig locations in this country should already be within reach of operators of the new ‘Caravelle’ machine.

The cigarette vendor is an electric model which was taken completely apart before visiting NAMA Convention headquarters hundreds of times during the four-day show, and hundreds more easier in the week when the attractive cig vendor was displayed before 1300 ops at the MOA show.

Ease-of-service, of course, is one of the prime sales points made by Frank Doyle, vending head, and Ed Doris, Exe VP of the firm.

Price changing controls are positioned for easy access, the match dispenser has a match-saver feature, a column transfer kit is optional equipment, complete removal of power unit is possible in case of necessity, and a merchandising circle has been added at the top for display of non-tobacco products for vending through this same machine.

Location personalization, funneled coin entry, and versatility of color design are some of the other features pointed out to operators.

The ‘Caravelle’ has a 20-column, 800 pack capacity, and is on display in Rock-Ola distributor showroom starting this week.

List It In . . .
Cash Box . . . And Sell It!

GAMES ★ MUSIC ★ VENDING
Check BANNER FIRST!

Banner Specialty Company

EXCLUSIVE UNITED MFG. CO. DISTRIBUTOR

At last! A cigarette vendor with famous Rock-Ola design simplicity. The new Caravelle is really the last word!

SAYS: Robert “Bob” Nims
A.M.A. Distributors, Inc.
New Orleans, Louisiana

Still as great as ever! The famous Rock-Ola revolving record magazine can’t be topped!

SAYS: Eli Ross
Eli Ross Distributors, Inc.
Miami, Florida

FRANK DOYLE
New York City and the outlying environs were very well represented at the MOA Convention in Chicago last week with Al Denver, MONY's head leading the way one day earlier in order to take part in board elections. Al was re-elected VP this year and continues to move up the line in MOA. Top ops from the city were on hand, with Al Miniaci of Paramount in town, accompanied by Eric Berman Al's one-stay. As always we missed Ed Gafkin who doesn't make the scene anymore. Bert Betti, North Bergen distrib still does pretty much on the ERC/A 5% row with his new unit. It's been a busy session, the social get-togethers, and the goings on in the Windy City. Bert spent time with the Rock-Ola people, the piano line he sub-distributes under the direction of Dave Stern and the Serecker people, who also attended, at a meeting of the Serecker people, a line that Betti put on the map several years ago. Italian visitors in from Europe Lloyd up upon arriving and settled in. This year was tentatively earlier this year when the Jersey op spent time in Italy.

Seeburg made lotsa noise on Thursday of the Convention Week when the factory called all distrib's into the Drake Hotel for a twelve hour session which led to the unveiling of the new "Spare-Lite" and "Industrial" machines. The machines are undoubtedly superb in design and the refinements which include extra-strong distrug, coffee, dual pricing for tea and coffee, and easier servicing on the cig machine stirred up much interest. We flew in with old friend Arnold Silverman from NYC following Silverman's visit to former hometown Philly where he was to join the Assoc-iation Forum. Later in the week Arnold was met by his gal Roosta Lee, tv actress, who makes a cardboard container of spaghetti from a hot food machine look like caviar at the Pump Room. And she can act, too. From the east, on hand for Seeburg activities were Bill Schwartz who expects to do a big job in Boston, Mickey Catt, right arm, Moyer Parkow, who together with Mac Perlman and Oscar Parkoff enjoy one of the largest territories, Bob Jones, Schwartz' sales manager, Bill Finzer, eastern regional rep, the Philly-Balti gang, Nat Solow, Marvin Stein, Zav Hovsepian and if we missed anyone you can bet he's important! Dan Collins, former Seeburg rep, delighted with his new chip job, Co., organ manufacturing subsid of Seeburg. Dan's the man in charge so look out for a rash of organs throughout the US this year.

Sol Coleman had the Seeburg Family in for a social on Thurs eve and it was like a Hollywood setting.

Joe Munaves at the Southland booth, took a few bets, Darie Luthrie, Southland's sales head, is an example of the new blood in this business. This guy sells kiddies to people like Ross Scher and Summer Seigal, New England distrib, like they're going out of style, "We swing with orders, machines and big promotion," says Bud, "and when our new Seeburg hits the street look for even more excitement although it will be difficult to disagree with. And besides his hospitality suite was the liveliest in town. Like a house party all night long.

Irving Homan and Ruth flew in from Vegas accompanied by Lyn Durant, United head, and everyone looked just fine. . . . Al Simon, Al Goldhusch, Al D'Inzillo, Harry Berger and a staff of sales and service people held down the US Bills & Globes booth with a well-organized setup all week long at his Open House starting 9/16 when you can stop by and see the new Rock-Ola line of machines and the new Convolute machines at the MOA-NAMA Conventions. Don't stop at Simon's on Thursday (9/19). It's a Jewish Holiday and they'll be closed.

The Runyon crew were in attendance at both shows with Shuggy leading the pack comprised of Abe Green, Eddie Burg, Myron Supereman and a few others we never got to say hello to. . . . Jack Mitnick still very much in the biz. Sam Taran is no longer retired. Look for some Gini, Flori-da . . . Mickey Greenman and Stan Green together with Ed Ratajcek and the Cinerex crew probably got as much or more action than any other exhibitor at the MOA. Dave Rosen, sales manager, had to have the machines filmed for an up and coming Huntley-Brinkley show. The new line is wrought with innovation and the old line is sharper than ever. . . . Abe Lipsky with many friends making the MOA rounds.

Harold Kaufman and his associates on hand at MOA and then over to NAMA put a lot of interest at both shows runs and every his every word. John Miller and Bob Bear and the entire Warlitzer gang are the most sociable guys in town by far. Bill McNally and Howard sitting at the corner of 60th and Center on the MOA days before 770 people, Man, that's attention! Bob McCary, Millie's son, is one of the brightest lads we've met in many years. His knowledge of a lot of technical stuff to the letter is both impressive and spaz-separase so don't let the youthful grin fool you. This boy is sharp (and he doesn't like comparing the word "prexy" in place of "president" and now that we think of it, who does?)

Sol Lipkin with Gene Daddis, selling up a storm in the American Shuffl-eboard booth at MOA. Nick Melone was taken ill just at post time and had to go into the hospital. He's been reported out and home recovering. Al eyebrows, Howard Kaye, Art Daddis, in one of the largest exhibits at the show, sold the new Kaye line of tables like they were going out of style. Much action there as the pool table business continues to do a good job. Sandy Moore, Gabe Forman, with the Americana table in their booth, exhibiting for the first time, were seriously considering a full line of tables as well. . . . John Bilotta with Art Brier in the Smokebush booth offering upstage ops a $50 bill if they're not satisfied with the "starlike" and the coinchanger in a matter of one hour. He shut the machine back to 50 cents. "It does 5% to 8% better with the coinchanger," says John . . . Bill Weissel at the Chicago and Mrs. Fischer in the booth. . . . Hank Ross was happy with the Midway interest from ops. . . . Al Levine down from Boston and Irv Mar- gold with Rowe AC reps. . . . George Anthony's Tape-Athon got a good going over from visitors. Tape-Athon named new distrib at the show.

The Valley show was covered exceptionally good as peopleanted the tables for Earl Feddick and John Ryan. . . . Vic Halm, RB Belam's man in a hurry on the scene with domestic and European coin-op units. Mal-queen listening to some Irish tenoring as friend recalls Galway Bay, Carl Pavesid, another association head, on the Chi scene. . . . Al Rodstein and Jane Goldenberg also in town to the Hotel in East Virginia's annual Sept 25-26. . . . Sorry to hear that Try, New York's oldest op, Bill Waileke died last week. Bill joined the trade in 1931. On pitching throwing a 13-0 game at the Inter-Hockey Hill Cabana Club tourney for the top honors, Irv will pitch again this weekend at the Nevele before returning to Miami Beach. . . . We wish the best to Bucky Van Wyck, Irv Morris and Sam Stern for a nice evening on the town and the Croco Bros. were joyous over the arrival of the new 'Carol-ville' cig vendor. Al Wertheimer and Bob Ronig down from Syracuse. . . .

and there's just no room for anymore folks!
As the nation's columnists return to their home bases tired, but satisfied, they leave Windy City with the distinct happy knowledge that they attended two well-planned, exciting conventions—MOA and NAMA. So much has happened during this past week, that it would take a lengthy volume to cover the events. So, we'll just skim lightly over the highlights. Two new presidents and their panel of officers were elected among the rank and file of these associations. Lou Casola, a dedicated MOA man for many years succeeded his old friend, Harry Snoddgrass as president of MOA. Also, Carl Millman, of Milwaukee, a young oldtimer in the automatic merchandising business, emerged as president of NAMA.

Another very significant fact was the tremendous attendance during both conventions. MOA enjoyed an unrecorded attendance of more than 1300 in the Morrison Hotel, Sept. 4-6. NAMA's terrific attendance reached well over 10,000, from Sept. 7-10, at McCormick Place and the Conrad Hilton Hotel. Definitely a record week in anyone's league!

Another well received highlight of the MOA convention was the appearance of Ritter radio personality, Sid Bakawie, who graced the mike and PA system in the music room on the exhibit floor and preceded the evening floor and floor show with Hirsch de la Vize. Many fine compliments were received by Sid Bakawie at the Banquet and Show. No one will be able to copy this method of promotion. Lou Casola and Bob Blundred, for this MOA Convention innovation, first attempted this year.

A surprise appearance by Columbia Record's Tony Bennett, who received an MOA award for his rendition on record of "I Left my Heart in San Francisco," was roundly applauded by the visiting operators and their guests. A Moulin Rouge type appearance of this floor attraction was a definite hit. The Capitol deck, "Painted Tainted Rose" was a popular item during the conclude.

Most important was the exceptional support MOA received from so many quarters. Without so much record company effort to pass this year's show the indications are very optimistic for the 1964 convention, according to Snoddgrass, Casola and Blundred.

One of the most heavily attended affairs was a "nautical" swingin' soiree hosted by Rowe AC Services, Sunday evening, Sept. 8, in the Williford Room of the Conrad Hilton Hotel. On hand to greet guests were Automatic Controls' executive officer and president Patrick L. O'Malley, founder-chairman Nathaniel Leverone, and Rowe AC presy Jack Harper. Also, Dean McDermid, executive vice pres., Fred Pollak, vice pres., and such Rowes as Paul Hues, June Lums, Jim Newlander, Harry Laird, Bob MacGregor, Phil Glover, and Jack Danwood. The whole gang came with their lovely wives. Guests were greeted by gorgeous "bula" gals (aloha).

Oh yes, best wishes are in order for coinmen Gil Kitt, owner of Empire Coin Machine Exchange, who has been a successful coinman for 23 years. Another milestone for genial Gil—he gave up smoking! (Just like that!).

We were delighted to spend some time with Hymie Zorinsky, who came into Chi with Eddie Zorinsky and his lovely Celo. . . . A happy, smiling Bob Blundred left us with a tidbit that the MOA Banquet and Floor Show was sold out well in advance of the big affair. 750 paying guests graced the Terrace at the Morrison Hotel. Another active note was expressed in MOA's membership drive. Memberships rose sharply during the three-day conclude, according to Robert R.

We enjoyed chatting at length with Ross B. Scheer, presy of Western Trail, midwest distributor for Southland Engineering, who unfolded a terrific Horatio Alger type story about his rise in business over a short period. With Ross were Southland sales chief Bud Laurie, Bill Racasia, and Sumner Segall during our pow-wow.

Among the many friends we chatted with during the MOA Conclave were: Joe Westenherger, Frank Holsy, Bill Poss, "Red" Flaherty, Bob Rondeau, Eddie Holstein, Sam Greenberg, Paul S. Brown, and Frank Padula and his son, Michael Padula. Also, Harry Jacobs, Jerome "Red" Jacomet (all in from Milwaukee).

Another coinman who always manages to be on hand for industry functions is Bert Hefli, who made the scene for both conventions, also Auto-Photo's Verle Van Nattan and his group. We'd like to acknowledge visiting with Earl Feddick and John Ryan, Valley Sales & Mfr.; A. D. Palmer, Bert Davidson and Gary Sinclair, of the Wurlitzer Co. Another Wurlitzer exec on hand was sales manager Bob Bear. . . . Irving Kaye planed in with his son Howard Kaye.

The Fischer Sales & Mfr. booth was graced by Ewald and Margaret Fischer, Bill and Ruth Weikel, and Marvin Mertes. . . . Visitors from France during the show were Marbry Levy, presy of Mervan Company; and Gerard Caen, Leca. Both are from Metz, Lorraine, France. . . . MOA's counselors: Leo Kiner, Tax Counsel, and Nick Allen, Legal Counsel, were kept busy advising operators.

Happy Wishes to new MOA presy Lou Casola; vice presidents Al Bryan, Jim Hurler, Norm Gelke, Frank Fabiano, Lou Moutouch, Howard Ellis and Al Place, Secretary John "Red" Wallace, treasurer Jim Tolisano, and Ted Nichols, the new sergeant-at-arms. Lou assures us he'll continue along the new MOA policy lines, which are proving so successful at this date.

We're tickled to extend congrats to Carl Millman, who assumes NAMA's presidency January, 1961. Carl succeeded Louis J. Rissman. The new president is J. Richard Howard; Walter J. Manning is vice president, and the treasurer is James T. McGuire. Six new directors are Tom L. Herrick, Morris Gore, Ted Nicolay, Elio Ronder and Frank Lodwick. Re-elected were Jack Burlington, Robert Deutsch, William Schmidt and William Dennin. . . .

And, now, we call all look forward to convention time 1961!
Cash Box

VENDING NEWS
The Vending Machine Industry’s Only Newsweekly

NAMA Convention Draws 9000 To Chicago

Accent Is On Quality and Service
As Exhibitors Parade Latest Equipment

CHICAGO—The theme of this year’s NAMA Convention was “What’s In It For Me?” and by Tuesday evening after the four day national vending convention had closed at McCormick Place, if you had strolled along with the other 9000 visitors past 150 exhibits, you could have easily seen what was in it for you. The offerings ran the gamut. From extra strong coffee to new dollar bill changers to junior size coffee machines and the inevitable attempts at breaking the barrier by firms who probably weren’t around after the show.

The big difference this year, if the difference can be pinpointed, was that the Convention reflected the continued trend of the vending industry to become more settled in its ways, a characteristic which began to take form two years ago. The equipment, for the most part, offered refinements of past models, and the changes were important ones.

The Convention sessions at the Conrad Hilton Hotel were enlightening and well-attended. One highlight of the week was the NAMA press meet on Monday morning when the work done on “Operation Alert!” during the past year was shaped into a stand by the cigarette ops and presented to the press for public notice. The nation’s communications media carried the message to America on the following day. (See Story)

NAMA members elected Carl Millman, Milwaukee vendor, President of the NAMA Him form begins January 1. Millman has worked with NAMA for many years. (See Story)

Coffee, location sales, full-line competition, and costly commissions were given the spotlight during meetings. Personnel, promotion, and wages were also discussed.

NAMA had conducted another successful Convention possibly breaking its former record mark two years ago here in Chicago. Next year’s show will be held here again before the vendors travel to another city.

The presence of many coin machine visitors, fresh from the three-day Music Operators of America Convention which closed the day before NAMA opened, helped exhibitors get a closer look at the column who have chosen vending for diversification. Many of these operators are already in cigarettes, candy and cold drinks. Many intend to get into this business.

The results should be clearer at this time next year when the number of operating companies is expected to have expanded in number following year-by-year decreases.

Individual exhibit reports appear throughout this section with broad pictorial coverage on the Vending News pages as well.

R-M Enters Iced Drink Field, Shows Unit

CHICAGO—In addition to the ‘Brew-A-Cup’ coffee vendor, Rudd-Melikian introduced here last week its revolutionary new “Full-Line” automatic food and packaged beverage vendor.

“It offers a profitable practical answer to complete-line vending,” reports George R. Schallhoffer, Vice President of Machine Manufacturing.

“The unit features many advantages including complete product flexibility without wedging-stacking problems, visibility without a ‘picked-over’ look, and true first-in, first-out dispensing. Hot foods, cold foods, packaged beverages, dry goods, and any item up to 8½” x 6½” x 4½” can be dispensed through the new “Full Line” vend.

Capacity is flexible. It can vend from 56 to 240 items on eight serving levels. Different items with the same selling price may be served on the same level since menu board is not required when each item is labeled. Eight different prices are available from 5¢ to $1.65 in 5¢ increments using an electrical totalizer which shows the consumer exactly how much money has been inserted.

Enters Ice-Making Drink Field

Rudd-Melikian, Inc. continues expansion of its modular line of vending machines with the demonstration of the new “Ice-a-Cup” cold drink unit.

“The ‘Ice-a-Cup’ marks the company’s first entry into the ice-making and cold-drink machine field,” reports Frank X. McCoy, General Sales Manager. It matches the design superiority of the popular ‘Brew-A-Cup’ automatic coffee dispenser, and is backed by five years of laboratory research and field operation studies. Additionally, recommendations from the R-M Operator Advisory Council have been built in whenever possible.

Advantages offered include: dry or water-bath refrigeration, easy-to-service and uncluttered interior, a new syrup system that assures positive displacement through simple integral water pressure, syrup containers completely enclosed within an insulated area, two separate compressors separated from commodity area and yet easy to reach from front of the machine, meltdown from stored ice is efficiently evaporated, and a self-service makes feedback into external water supply impossible.

Continental-Apco Shows Full Line

CHICAGO—One of the highlights of the NAMA Convention here was the new vending line introduced by Continental Apco Inc. Apco’s dramatic presentation included a full line of nine individual models of machines. These include the new Soda Shoppe Soft Drink Vendor; Continental 30 Cigarette Vendor, Continental 30 Industrial Cigarette Vendor; Instant Coffee Shoppe; Model “3” Brewed Coffee Shoppe; Hot Food Shoppe; Popcorn Shoppe; and Ice Cream Shoppe.

“A Cigarette Vendor that Meets The Demands of Every Location,” that’s the description of the new Continental “30” cigarette vendor which features a new location identification panel and new display area for additional products such as cigarette lighters, books, crackers, gum and mints.

The New Continental “30” lets the operator take advantage of a new trend in vending—using cigarette machines with all-purpose vendor columns to capture maximum earnings by featuring gum, mints, books, lighters, etc., plus the normal money-making brands.

With the New Continental “30,” operators can take full advantage of all cigarette subsidies and yet offer other brands, as well as utilizing several columns to each of the most popular brands.

The Industrial Cigarette Vendor, a new entry, is designed in a modular cabinet. This cigarette merchandiser offers the same quality and famous service-free mechanism as the Continental “30.” It is especially designed for all industrial locations and modular line installations.

“Ice-a-Cup” offers a selection of four carbonated and two non-carbo-nated delicious cold drinks. Customers may enjoy their beverages with or without crunchyl hard ice.

The unit has a capacity for over 1400 8-ounce cold drink cups. There are three 5-gallon tanks and one 1-gallon tank for syrup, thus serving 2,030 drinks from one filling of syrup. A 5-foot 54 to 285 cent changer is optional.

“Truly a revolution in the industry! That’s the new Rock-Ola Rhapsody II and the Advanced Design Caravelle Cigarette Vendor.”

says: Michael J. Stanley
Michael J. Stanley Co.
Mercer Island
Seattle, Washington

"Colorful! Compact! Captivating! The new Rock-Ola Capri II is great. Especially with optional Full Dimensional Stereo."

says: Joe Grillo
Fleure City Distributors, Inc.
Rochester 9, New York

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Smokeshop’s Coin-Changer On New ‘Starlitle’ A Hit At 2 Shows

CHICAGO—Art Brier led the Automatic Products Company exhibit staff into the NAMA Show here last week and by the close of the show both Brier and the Smokeshop distributors were very satisfied with sales results.

The new machine—‘Starlitle’—has a coin-changing mechanism which has been responsible for the increased sales of Smokeshop’s cigarette vendors for two years, but the half-dollar acceptor continued to be the mainstay this year with only one other manufacturer introducing this merchandising feature to its cigarette line.

Smokeshop introduced the Starlitle earlier in the year and received wider acceptance than on any previous model. The factory came into this show ahead of sales estimates and the newly styled machine was received even better than expected.

The ‘Starlitle’ accepts half dollars

Jennings Sees Milk Routemen Going Into Vending

CHICAGO—An increasing number of milk dealers are now depending on vending machines to beat the profit dilemma posed by the high cost of door-to-door delivery and the limited profit margins of wholesale operations, according to E. J. Howard, Sales Manager, Jennings & Co., Chicago, major producer of milk vendors. According to Howard, the volume of milk sales through the retail route, which has been in a state of steady decline, now accounts for less than 25% of overall fluid milk sales. It has been calculated that the average delivery cost is 12¢ higher per half gallon container through a retail route than through delivery to a wholesale outlet, said Howard. However, warned Howard, even with their radically cut delivery costs, supermarket sales, because of their limited profit margins, do not provide the full answer to the problems of the dairy industry.

Figures provided by Mr. Howard show that a vending machine route man can service 15 efficiently grouped machines a day and sales of 100 to 200 quarts per machine are not unusual. As a good indicator of the current status of the milk vending machine, Howard cited the fact that financing for milk vendors is now readily available. “If a banker will buy it,” said Mr. Howard, “it has to make money.”

Smokeshop distributor John Bilotta with visitors to NAMA booth.

Smokeshop distributor John Bilotta

Southern Amusement Wins Top Rowe AC Sales Award

MEMPHIS—Hans Von Reyndt (left), Regional Sales Manager for Rowe AC Services, presents “Top Distributor Award” to Southern Amusement Company, Memphis, as top winner in Region V of recent Rowe AC Accelerated sales contest. Accepting award for Southern are (left to right) Allen Smith, Sales Manager, Vending; Charles V. McDowell, General Manager; and Mrs. Celia G. Hodge, President.

Owen W. Charters, Route Mgr., Wins $1000 Dixie Cup Coffee-Roll Sweepstakes

NEW YORK—A vendor employee and a vending machine customer have won the two top prizes in the national “coffee and a roll” sweepstakes conducted by the Dixie Cup Division of American Can.

L. P. Hurt, national field sales manager for Dixie Cup, announced the names of the 222 winners. A total of $10,000 in prizes was awarded. The sweepstakes was divided into a consumer and food operator section, with 111 prizes being given in each.

The vendor employee who won the top operator prize of $1,000 was Owen W. Charters, assistant route manager for Kinney, Bennett, Kinsey, Inc., the biggest vending-industrial catering-concessionaire operator in the Fort Wayne, Ind., area.

The consumer winner of a $5,000 first prize was Steven Pukanez, of Allenton, Pa., a carpenter and maintenance worker employed by the Kutztown (Pa.) State College. He got his winning cup of coffee from a school canteen hot drink machine, operated by Cleary Distributing Company of Bernville, Pa.

The contest, designed to promote use of Dixie Cup’s polyethylene-lined “Mira-Glaze” cup, was begun early this year and ran through May.

Five vending operator employees won second prizes of $100 each. They were Debra Rock; E. & C. Vending, New York City; Michael F. Tomasulo, T. & M. Vending Company, Trenton; Benjamin H. Stein, Ben Stein Vending Company, San Diego; H. Kern, Lehigh Industrial Vender, Slatington, Pa.; and Coca-Cola Bottling Company of Keene, Inc., Keene, N. H.

COFFEE AND DOLLARS—Owen W. Charters, second from left, assistant route manager of Kinney, Bennett, Kinsey, Inc., Fort Wayne’s largest vending-industrial catering-concessionaire operator, holds a check for $1,000, awarded him as first prize winner in the operator classification in Dixie Cup’s “coffee and a roll” sweepstakes. With him are (left) Robert P. Kinney, president of the firm; Carl B. Bennett, secretary-treasurer, and Larry Kinsey, vice-president.

Stein Vending Company, San Diego; H. Kern, Lehigh Industrial Vender, Slatington, Pa.; and Coca-Cola Bottling Company of Keene, Inc., Keene, N. H.

Truly magnificent! Both in beauty and performance. You’ve done it again Rock-Ola with the new Advanced Design Caravelle Cigarette Vendor!

says: Hymie Zorinsky
H. Z. Vending & Sales Co., Inc.
Omaha 2, Nebraska

You’d have to see it to believe it! Every component in the new Rock-Ola Caravelle Cigarette Vendor slides out completely without need for tools!

says: David Stern
Seacoast Distributors, Inc.
Elizabeth 4, New Jersey

Bravo Rock-Ola!
The new Rhapsody II phonograph and the new Caravelle Cigarette Vendor will revolutionize the industry!

says: Walter Waldman
S. L. Stiebel Co.
Louisville, Kentucky
New National Electric Candy Machine Has 21 Selections

CHICAGO—National Vendors' new electric candy merchandiser, incorporating some of the most significant advances in the recent history of the vending industry, has gone into production in the firm's enlarged St. Louis plant, Albert F. Diederich, president of National Vendors, announced.

Among the merchandiser's major advances are: (1) A unique dispensing arrangement that assures "first-in, first-out" sale. Items are placed between spiral dividers on tray-like shelves, which swing out for loading and cleaning. (2) Impressive gains in the number and individual size of selections. The merchandiser will dispense 21 selections ranging in size of gum and mints to items 6 inches wide and 9 inches long. This range makes it possible to vend snacks, pastries and boxes and bags of candy, as well as many other kinds of merchandise. Depending on arrangement of the spiral dividers, a maximum of 808 items can be accommodated. (3) Broad pricing flexibility. The merchandiser vend at any five prices from a nickel to 52.25. A quick-disconnect price board permits easy setting of five master prices and individual column pricing. (4) Many features that simplify servicing and merchandising. Besides the swing-out shelves and price board, these include easy adjustment for different sizes of merchandise and a plug-in module design for all electrical components so they can be quickly replaced on the location.

The merchandiser has National Vendors' all-electric line of styling colors. Colors are cocoa brown and sand, or buckskin. Headers (8-inch and 15-inch) and a chrome-plated base grill are available for full-line handling.

Rowe's 'Celebrity' Line Shines At Convention

CHICAGO—The most complete line of modular, automatic vending equipment ever exhibited by Rowe AC Services, was one of the highlights of the Auto Konvention show in Milwaukee, Wis.

New Rowe "Celebrity Vendors" sell everything from candy, snacks and gum to hot foods and drinks, freshly-brewed coffee, canisters, pastries, cold drinks (with or without ice), cigarettes. Matching condiment units also dispense tableware, napkins, plates, jellies, condiments, etc.

Unlike previous models, the Celebrity vending machine was built in a batch brew coffee machine using all dry ingredients for the first time, including cream, soy, chocolate and sugar. Three new "Riviera" coffee机型 were also introduced. In addition, the standard "Riviera" has an improved personalization panel, plus two special displays which accept wallpaper or points to permit matching anniversary gifts.

Also displayed were a "Tasty Twenty" candy vendor; and new electric dispensers for 1-2-3 R, and 151-R candy, cigarette and pasty trays.

Also being shown at the NAMA show this year is Rowe AC's new "Customatic" background music system. Using endless loop tape cartridges and a plug-in module of continuous programming, this unique system employs an ingenious sequencer which automatically avoids any consecutive repetition of the same sequence.

Three distinctive libraries—commercial, atmosphere and production—are available tailored to the special needs of restaurants, stores, institutions, even motels.

"Customatic" is available as a complete matched system, including speakers and amplifiers, microphones. Or the basic unit may be phased into sound systems already installed.

O'Neal Appointed Glasco VP

MUNCIE, Ind.—Wilbert O. O'Neal has been appointed vice president for operations of the Glassco Division of Universal Machine Company. It was announced by Robert R. Kelly, group vice president—vending and commercial products.

"This is a new position at Glassco," Kelly said. "With his outstanding record of experience in the engineering and production phases of vending machine manufacture, we know that Bill O'Neal will contribute significantly to our program of growth and development."

O'Neal joined the Vendo Company in Kansas City twelve years ago and served in various executive engineering positions, including senior project engineer and chief engineering project manager. In 1960, he joined Automatic Canteen Company of America, serving both the ABT and Rowe divisions prior to becoming Automatic Canteen's chief of central engineering with headquarters in Chicago.

Since 1962, O'Neal has been an independent consultant in the vending industry, with special emphasis on the soft drink and ice fields. Glasco manufactures pre-mix soft drink vendors, bottle vendors, and restaurant food service equipment.
A Year Of Research and Development

Austin's . . . baked products, cookies, pastries.
Continental-Apco . . . new design on the full line.
Krothly's . . . baked products.
Rock-Ola . . . the Caravelle cig vendor.
Bondware . . . from cups to wrappers.

Speedway . . . meters for machines.
Coca . . . candy, snacks, cigs, pastry, hot drink.
Bech-Nut . . . the staples, gum, candy, drops.
Delicia . . . candy and sugar wafers.
Mason . . . the peppermint lounge.
Canco . . . the growth of canned drinks.
Brown & Williamson . . . cigs and allowances.
Planters . . . peanuts and products.
Mar-Vend . . . chips, toasters, and coffee.

Nicco . . . confectionary items.
Smy-Matic . . . coffee, soup and chocolate.
Pez-Haz . . . dispenser sets, refills, bars.
Griswold . . . milk, coffee and cold drink.
Philip Morris . . . the cig line.
Wrigley's . . . look for the spear.
Rock-Ola . . . the new coffee line.

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NAMA 1963
Stronger Coffee, Dual Pricing and A Plea For Sane Commissions

Schulze and Burch . . . cookies and crackers.

Hoist . . . 57 varieties and minute meals.

F&F . . . cough drops and promotions.

Conex . . . plastic cups for service and taste.

Lukita-Vend . . . candy, pastry and sundries.

Swissler's Licorice . . . candy and licorice.

Cold buffet . . . from apples to a la mode.

General Cigar . . . 7 selections of cigars.

Vendo's main line . . . the largest display.

Nodaco . . . vended greeting cards.

Calgon . . . filtered water for better taste.

Rowe AC . . . the complete full-line.

GF . . . coffee, dairy and soups.

Reese's . . . the original peanut butter cup.

Brandt . . . machines for counting collections.

Curtiss . . . first candy now French fries.

Hollywood Candy . . . midwestern candy bars.

Candco Dry . . . the first family of beverages.

Fearn Foods . . . soups wet and dry.

Liggett & Myers . . . multiple brands of cigs.

National . . . cigs, candy, food, et al.

Pecan Twists . . . delicious for machines.
Dixieland and Hula Girls Spark Rowe AC Nautical Party

Thousands Attend Hilton Gala

CHICAGO—Rowe AC Services hosted a “nautical” cocktail party Sunday evening, September 8, in the Willard Room of the Conrad Hilton Hotel. The soirée was highlighted by a bevy of lovely hula girls who greeted the guests—along with Rowe AC presy Jack Harper, executive vice president Dean McMurdie, and vice president Fred Pollak—with Hawaiian ‘leis’ and a chorus of lusty “alohas.” Literally thousands attended.

Among the honored guests were such prominent people as Automatic Canteen Company of America’s Nathaniel Leverone (founder-chairman), and Patrick L. O’Malley, president and chief executive officer. Pictured above are photos taken during the Rowe AC party. Top left, Jack Harper welcomes Mr. and Mrs. Pat O’Malley; right, Trimount’s Dave Bond with Harper. Bottom left, Eddie Ginburg of Atlas and Dean McMurdie; right, Ed Beckemeyer, Cleveland, with Ray Jones, west coast district, and Globe’s Jimmie Johnson.

Servovation Records Largest Sales

Annual Sales Increase To $80 Million

CHICAGO—Last week Servovation Corp. reported record sales and earnings for its 1963 fiscal year. For the year ended June 30, 1963 Servovation’s consolidated sales increased 30% to $86,059,000 and earnings increased 27% to $3,011,000, or $1.04 a share.

A cash dividend of 10 cents a share and a 2% stock dividend was declared by Servovation’s board of directors payable Oct. 10 to stockholders of record Sept. 20.

Servovation Corp. president Joseph E. McDowell also announced that the directors of the A.L. Mathias Co. have accepted, subject to approval by Mathias stockholders, a proposal under which Mathias will become affiliated with Servovation. Upon approval by Mathias stockholders, Servovation will issue 131,250 shares of its stock to effectuate the proposed transaction.

The A.L. Mathias Co., which has its principal offices in Baltimore and provides cafeteria, restaurant and vending services in industrial plants, offices, colleges and hospitals in six mid-Atlantic states and in Washington, D.C., will continue under the management of Mr. A.L. Mathias, its founder, and there will be no changes in the present staff and management group.

For the year ended Sept. 1, 1963, Mathias Co., had estimated sales of approximately $9,000,000 and estimated earnings after taxes of approximately $305,000.

Servovation Chairman (left) with Sales Director Bill Adair, at Servovation’s NAMA exhibit.

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Seeberg Intros New Styling, Strong Coffee, Dual Pricing

Del Coleman, Seeburg Chairman (left) with Sales Director Bill Adair, at Seeburg’s NAMA exhibit.

CHICAGO—Seeburg had some surprises for the 8000 visitors to the NAMA Convention here last week and among them were an extra-strong coffee feature on the hot drink machine, dual pricing on the cold drink machine which gives ops the opportunity of receiving more than ten cents for iced-tea and dietetic drinks, wide-profit drinks, and a cigarette machine which offers faster loading.

brand new panel styling, easy-to-replace bulb feature in the personalization panel and a steaming sales force fresh out of a 11-hour sales meeting hold just before opening day when the new Marquees and Industrial Series were previewed at the Drake Hotel. At closing time, everyone from Del Coleman on down through the ranks, agreed that the factory came through again for its distributors who were also promised a new candy machine in the near future.

Seeburg’s can vending division, Choice-Vend, also premiered a brand new line set in white and trimmed with the stainless steel trim that is now part of the personality of the new Marquee Series, the class line for high level locations. The Industrial Series comes in a baked enameled beige and stands higher with greater capacity than the Marquees.

There are no painted parts on the front of the Marquee Line which is paneled in walnut decalite and trimmed in aluminum. Both hot and cold drink machines feature a personalized console-view selector. Both machines are fully serviced from the front end.

Also on display in the Seeburg booth was the Pick-A-Pax all-purpose vendor which was acquired from Vend-O-Matic by Seeburg. Two machines offered cookie-pastry-chips in one, non-food and drugs in the other. The machines are not yet in production according to company officials.

A terrific team for top profits—the Rock-Ola Rhapsody II and the new Advanced Design Caravelle Cigarette Vendor!

says: H. B. Brinck
H. B. Brinck Co.
Butte, Montana

Styling was never so magnificent! The Rock-Ola Rhapsody II and the new Advanced Design Caravelle cigarette vendor top them all!

says: Vic Conte
Victor Conte Music Co.
Utica 3, New York
NAMA 1963
A CONVENTION OF NEW IDEAS AND REFINEMENTS ON OLD STANDBYS

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Nix-Pix locks, keys, combinations.
Rudd-Relikan's Kwik-Kooker...via microwave.
Smokeshot's Statistic cig vend...with coin-changer.
Chip-A-Mate...potato chips by the bag.

Maryland Cup...food in plastic from cups to straws.
Candy bars by Clark...and the ten-cent vending grows.
One of three-type coffee machines by Vendo.

1963 Maryland Cup...food in plastic from cups to straws.
1963 Candy bars by Clark...and the ten-cent vending grows.
1963 One of three-type coffee machines by Vendo.

A CONVENTION OF NEW IDEAS AND REFINEMENTS ON OLD STANDBYS

Nix-Pix locks, keys, combinations.
Rudd-Relikan's Kwik-Kooker...via microwave.
Smokeshot's Statistic cig vend...with coin-changer.
Chip-A-Mate...potato chips by the bag.

Maryland Cup...food in plastic from cups to straws.
Candy bars by Clark...and the ten-cent vending grows.
One of three-type coffee machines by Vendo.

1963 Maryland Cup...food in plastic from cups to straws.
1963 Candy bars by Clark...and the ten-cent vending grows.
1963 One of three-type coffee machines by Vendo.
Versatility? The new Rock-Ola Caravelle Cigarette Vendor has really got it. Lets you vend any brand of cigarettes—even the 'Benson & Hedges' type box!

I’m speechless! Never have I seen such dramatic styling as on the Rock-Ola Rhapsody II and the new Caravelle Cigarette Vendor!

says: Ray Bigner
Bigner Music, Inc.
Cincinnati 14, Ohio

says: A. L. Ptacek, Jr.
Bird Music Distributors, Inc.
Manhattan, Kansas
see the big, new ROCK-O-LA "PARTNERS"

Rhapsody II
Capri II
de luxe stereo-monoaural phonographs

Model 4185A

OPEN HOUSE WEEK...

at these "select" ROCK-O-LA distributor showrooms

A.M.A. DISTRIBUTORS, INC.
500 Magazine Street
New Orleans, Louisiana
Phone: 967-9156 Area Code 504

ACTIVE AMUSEMENT
MACHINES CO.
906 N. Broad St., Phila. 30, Pa.
Papier 5-4455 Area Code 215
1191 Pilsen Ave., Scranton 5, Pa.

ALLIED SALES COMPANY
491 Jones Avenue, Oak Hill, W. Va.
Phone: 469-301 Area Code 304

AMUSEMENT DISTRIBUTORS, INC.
1615 St. Emanuel Street
Houston, Texas
Caphis 7-3437 Area Code 713

ARIZONA AMUSEMENT & VENDING CO.
864 North Fourth Avenue
Tucson, Arizona
Main 4-0726 Area Code 602

BADGER NOVELTY CO., INC.
2550 North 30th Street
Milwaukee 16, Wisconsin
Franklin 2-2010 Area Code 414
Hilltop 2-3030 Area Code 414

BIGNER MUSIC, INC.
2345 Quebec Road
Cincinnati 14, Ohio
Phone: BL 1-1500 Area Code 313

BIRD MUSIC DISTRIBUTORS, INC.
1241-125 Poydras Avenue
Manhattan, Kansas
Phone: PR 3-0297 Area Code 913

H. B. BRINCK
625-677 East Front Street
Butt, Montana
Phone: 6796

BROWN BROTHERS, INC.
3177 Washington Ave., North
Minneapolis 11, Minnesota
Jackson 3-6464 Area Code 612

CALDERON DISTRIBUTING
CO., INC.
503 North Alabama Street
Indianapolis, Indiana
Metro 4-8168 Area Code 317

VENDING MACHINE EXCHANGE
63 Commonwealth Avenue
Boston, Virginia
Phone: 669-7747

VICTOR CONTE MUSIC COMPANY
1011 Lansing Street
Utica 3, New York
Redwood 2-7895 Area Code 315

EMPIRE COIN MACHINE EXCHANGE
1012 N. Milwaukee Avenue
Chicago 22, Illinois
Phone: EV 4-2900 Area Code 312

7725 Pultan Avenue
Detroit 36, Michigan
Diamond 1-3800 Area Code 313
Corner of 11th Ave. and 20th St.
Menominee, Michigan
Un 3-6942

1955 S. Division
Grand Rapids, Michigan
Phone: 949-3337

FLOWER CITY DISTRIBUTORS, INC.
388 Webster Avenue
Rochester 5, New York
Phone: OL 4-6020 Area Code 716

FRANCO DISTRIBUTING CO., INC.
24 North Perry Street
Montgomery 3, Alabama
Phone: 363-6463 Area Code 205

GENERAL VENDING SALES CORP.
239-245 W. Biddle Street
Baltimore 1, Maryland
Vermont 7-4198 00-01 Area Code 301

GRECO BROS. AMUSEMENT CO., INC.
Main Street—Box G
Glascow, New York
Cherry 6-0700 Area Code 618

1238 Broadway Avenue
Albany, New York
Phone: HG 4-0728 Area Code 518

H. Z. VENDING & SALES CO., INC.
1291-1293 Douglas Street
Omaha 2, Nebraska
Phone: 341-1121 Area Code 402

LAKE CITY AMUSEMENT CO., INC.
4531-4533 Payne Avenue
Cleveland 3, Ohio
Henderson 1-4100 Area Code 216

PAUL A. LAYMON, INC.
1496-31 West Pico Blvd.
Los Angeles 15, California
Richmond 9-7351 Area Code 213

Cash Box—September 21, 1963
IN PROFIT" for 1964!

new advanced design
CARAVELLE
cigarette vendor

SEPTEMBER 16 THRU 21!

B. D. LAZAR COMPANY
1635 Fifth Avenue
Pittsburgh 19, Pennsylvania
Grant 1-7819 Area Code 412

LESTOR G. B. D. LAZAR COMPANY
COMPANY
1635 Fifth Avenue
Pittsburgh 19, Pennsylvania
Grant 1-7819 Area Code 412

LESTOURGEON DISTRIBUTING CO.
3228 South Boulevard
P.O. Box 641
Charlotte 1, North Carolina
Jackson 3-5834 Area Code 704

MOUNTAIN DISTRIBUTORS
3030 Downing Avenue
Denver 5, Colorado
Acoma 2-8518 Area Code 303

MUSIC & VENDING CORPORATION
86 Brookline Avenue
Boston, Massachusetts
Copley 7-1032 & 7-1033

MUSICAL SALES, INC.
7900 Lescuit Street
St. Louis 3, Missouri
Jefferson 5-4310 Area Code 314

PAN AMERICAN SALES CO., INC.
812 South Press Street
San Antonio 10, Texas
Capitol 7-3371 Area Code 512

PATTEN MUSIC COMPANY
611 Eye Street
Modesto, California
Phone: LA 2-4787 Area Code 209

ROBINSON DISTRIBUTING CO.
321 Edgewood Avenue, S.E.
Atlanta 12, Georgia
Jackson 3-3456 Area Code 404

S & H DISTRIBUTING CO., INC.
1350 Bolinger Avenue
Shreveport, Louisiana
Phone: 422-1642 Area Code 318

S & H DISTRIBUTING CO., INC.
1024 Union Avenue
Memphis 4, Tennessee
Broadway 5-1133 Area Code 901

SANDERS DISTRIBUTING COMPANY
612 Eighth Avenue, South
Nashville 10, Tennessee
Alpine 5-4119 Area Code 615

SEACOAST DISTRIBUTORS, INC.
1200 North Avenue
Elizabeth 4, New Jersey
Bigelow 8-3924 Area Code 201

ALBERT SIMON, INC.
501-3 Ninth Avenue
New York 18, New York
Longacre 4-0006-7-8 Area Code 212

MICHAEL J. STANLEY
7812 S.E. 24th Ave.
Mercer Island
Seattle, Washington
ADams 2-1101

STATE MUSIC DISTRIBUTORS, INC.
3100 Main Street
Dallas 21, Texas
Riverpalm 1-6455 Area Code 214

S. L. STIEBEL COMPANY
636 West Main Street
Louisville 2, Kentucky
Central Wisconsin Truck
Juniper 3-2144 Area Code 502

GORDON STOUT COMPANY
123 North Monroe
Pierre, South Dakota
Phone: 2-4097

TULSA AUTOMATIC MUSIC CO.
136 W. 3rd St
Tulsa 27, Oklahoma
Phone: 4-4775 Area Code 918

WESTERN DISTRIBUTORS
1336 S. W. Sixteenth Ave.
Portland 5, Oregon
Capitol 8-7565 Area Code 503

ELI ROSS DISTRIBUTORS, INC.
825 W. 71st Street
Miami, Florida
Capitol 6-7365 Area Code 503

AUTOMATIC EQUIP. DIST. CORP.
Sanlucar, Puerto Rico

AUTOMATIC EQUIP. DIST. CORP.
Ponce, Puerto Rico

AUTOMATIC EQUIP. DIST. CORP.
Arecibo, Puerto Rico

Cash Box—September 21, 1963
California Clippings

The fall selling season starting to get into full swing with many new models hitting the market. From all indications it should be one of the best fall seasons in recent years... At Paul A. Leuenhagens Inc., Jimmie Wilkens and Ted Mitchell are handling the large turnover of operators at their open house week. Reaction was extremely enthusiastic to the new Rock-Ola ‘Rhapsody II’ and ‘Capri II’ Photographs, and the ‘Carvelle’ cigarette vending machine. Operators were particularly interested in the many new features incorporated in the new cigarette machine, such as the conceivably slot with its own separate illumination... Operator Walter Cook with Mrs. Cook vacationing this week in Northern California. The Cooks operate a large route in Palos Verdes Estates.

At the R. F. Jones Co., the summer bowling league came to a close with the high men’s score of 234 and Wanda Gardner with the high ladies score of 212. Chuck Klein back from Chicago where he attended closing sessions of the MOA convention and joined Mr. R. F. Jones; Tommy Thompson, Split Lake; and Bud Carlson and John Montgomery from Denver at the NAMA convention. Chuck said the Jones Co. will also have a hospitality suite at the up-coming Western Conference and Exhibit of NAMA at the Ambassador Hotel. Bill Gray covering the San Diego territory says: Edwards on a trip to the Bakersfield area. Mrs. Jack Leonard at the West Valley Hospital for minor surgery. Vacationing this week were Chuck Jackson of the shipping department, and also Katie Walsh, assistant manager of the parts department who traveled to Las Vegas and San Francisco.

At Leuenhagens Record Bar, Mary Selle on a week’s vacation, with Barbara Jay helping out with the orders, Mike Brochetta of RCA-Victor stopped in to play “The High Life” by the Phil Bodner Sextet, which he predicts will be the label’s next big hit. At Amco Music and Vending this week was the re-opening of the Pico Blvd. branch. The branch will be located at the former site of the Badge Sales Co., 2251 W. Pico Blvd, and will be under the direction of Marshall Ames. Branch will feature the sale of all types of new and used equipment. The background music department welcomed Lynn Raynor back from a stint with the U.S. Army, and he will be resuming his position in sales. Arnold Silverman stopped in at Philpy and NYC before attending MOA-NAMA. Delta Stack is back at California Music after an extended leave of absence. Gabe Orlandi on business trip to Fresno this week. Decc’s Joe Perry telling Buddy Robinson to watch for another big Buri Ives hit in “It Comes And Goes.” At C. A. Robinson & Co., Hank Tornick showing the new Valley 2076 Pool Table to operators, and getting excellent response to the new model. Hank is eagerly awaiting the arrival of the first shipment of United’s Fury Bowling Alley, Hank’s son Steve, back to college at UCLA where he will again this year play drums for the college band... Clayton Ballard of the Wurlitzer Factory Branch back from a trip to the Wurlitzer Factory in North Tonawanda, N.Y. before going to Chi. Walt Petet, factory service engineer for Wurlitzer in town and making arrangements to set up some local factory service schools. Bart Bartholomew covering the San Diego beat this week... Nick Carter of Mayflower Music and Clyde Love of Nikahoba Sales in Visalia both returned from Chicago where they were among many West Coast operators attending the MOA convention.

Midwest Musings

Mr. & Mrs. Berger, Duluth, Minn., in town for a few days as Morris is taking his yearly check up at the clinic... Warren Sandler back on the job after spending two weeks at Camp McCoy... Mr. & Mrs. Lawrence Sanford, Dodge Center, in town for the day picking up parts and records. Mr. & Mrs. J. C. Weber, in the cities for the day, Joe making the rounds and Mrs. Weber taking the time to do some shopping down town... Darrell and Louise Weber up north on a vacation, Darrell getting in some nice fishing... Mr. & Mrs. Gene Clemmon and the children spent a delightful two days attending the State Fair. Gene is taking off for Chicago to attend the M.O.A. Show and the N.A.M.A. Show.

Eddie Kubes, in town for a few hours picking up his record supply and parts... Mitch Miller will be in Minneapolis the 17th, April Ames former vocalist for Harry James opens at the White House.

Chuck Irwin at the Piano Bar at the Inn Towne Hotel. Ray Evans Fabulous Quartet at the Black Pearl Room, Hopkins House. Golden Strings at the Radisson Hotel. Heard that Howard Schlacht, Hurley, Wis. suffered a stroke but is now at home and seems to be coming out of it... Lloyd Williamson in town in a few hours making the rounds.

Happy Birthday This Week To:

Clyde J. Addy, Imogene, la. ... James Thorpe, Rocky Mount, N.C. ... Jacob Nomed, Oak Park, Ill. ... Howard W. Dolphin, Tulsa, Okla. ... Ralph H. Ridgeway, Springfield, Mass. ... Harry Schlesinger, Poughkeepsie, N.Y. ... Benjamin R. Ginsberg, Evanston, N.M. ... Bill L. Miller, Grand Rapids, Mich. ... Eugene Victor Oden, San Antonio, Texas ... Joe Westerhaus, Cleveland, Ohio ... Jos. W. Sheldon, Garnett, Kansas ... G. B. Wells, Texarkana, Texas ... Ed Brown, Dallas, Texas ... Hugh L. Masuhn, Sydny, Calif. ... Albert L. H. Can, L.A. Calif. ... Ethel R. Rust, Muskogee, Okla. ... Karel J. Johnson, L.A. Calif. ... Sidney J. Parker, Nashogge, Tenn. ... Oscar L. Etheridge, Norfork, Va. ... Gus Sundman, Houston, Texas ... Morton M. Zamore, Biklyn, N.Y.

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

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

Enclosed find my check.

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

NAME

FIRM

ADDRESS

CITY ZONE STATE

Please Check Proper Classification Below

MY FIRM OPERATES THE FOLLOWING EQUIPMENT:
Juke Boxes □
Amusement Games □
Cigarettes □
Vending Machines □
Others □

Be Sure To Check Business Classifications Above!

Cash Box—September 21, 1963
Willie Blatt Organizes Oldtimers During MOA Convention Breakfast

CHICAGO—A group of “Old Time” coinmen met for breakfast on Thursday, Sept. 5, at the Morrison—called together by “Little Napoleon” Willie Blatt of Miami, Fla.

Purpose of the breakfast meet was to form a permanent “Club” of coinmen who have been in the business for some twenty years or more. The “Old Timers” Club (temporary name) would meet at every MOA Convention in the future to rehash old experiences and tell some “lies” about the old days.

The meeting was called together at the spur of the moment, over 20 men being at the breakfast table at 9 A.M.

Willie Blatt, 404 S.W. 8th Ave., Miami, Fla., has agreed to take care of all of the paper work—keep records of membership, send out notices, etc. All coinmen who have been active for the past 20 years or more are invited to contact Blatt.


says: John Wallace
Allied Sales Company
Oak Hill, West Virginia

ATTENTION!

American, experienced in European coin operated machine business, available for American firm desiring to increase their export sales.

Have been managing own firm in Germany for the past ten years, with operations in France, Holland and Italy. Arrangements can be made to change base of operation from Europe to the States.

Will be available in U.S.A. for personal interview after the 15th of September 1963. Write:

BOX 592 c/o CASH BOX
1780 BROADWAY, NEW YORK 19, N.Y.

For top vending versatility, the new Rock-Ola Caravelle Cigarette Vendor has really got it! Lets you vend promotional items—socks, lighters—even merchandise them in attractive display circle.

says: Joe Ash
Active Amusement Machines Co.
Philadelphia, Pennsylvania

Cash Box—September 21, 1963
WANT

WANT—We want AMI: 1/240; 1/241; 1/242; 1/246 Electrical Stager 1 coil: Candy with Gum & Beeswax. Centerina 12-14 col. cassettes. State lowest prices and condition. MILLER-
NEWMARK DIST. CO.-4 FAIRBANKS ST. SW.—GRAND RAPIDS 2, MICH. 49502. (Tel. GI 6-4748)

WANT—Used 45 rpm records. All tops as they are, or will replace if not. 50-55-57-58-59-60-61. Send 30 c. to C.O.D., 30 c. & tax freight, RING SALES—
113 E. 8th St., Chicago, Ill. 60605. (Tel. GI 3-0005)

WANT—To buy in quantity for resale—Nations-All trade—Belle Big Ten County —
size Double Shot; Sheet Shells; 4 Bright Snap, Spikes. Write or call—E. L. HARRIS, BUDY BUDDY ENTERPRISES, CHES-
TER, ILLINOIS.

WANT—Blues, rhythm and blues, jazz 45 rpm. No quantity too small. We pay top prices and freight. Age of record must be noted. No difference. Write first, giving approxi-
mate copy. CASH ON DELIVERY. 2232 ELM, DALLAS 1, TEXAS.

WANT—New records 45 rpm and LP's any quantity. Highest prices paid. All replies con-
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WANT—To buy any make or model late phones for cash. SEACOAST DIST. 1298 TONNELE AVE.—NORTH BERGEN, N.J.

WANT—Records, 45's and LP's, surplus, re-
turn, overstock, etc.—RABT WANT—
431 Leland Ave., YONKERS, N.Y. (Tel. GI 5-7776)

WANT—In collection for resale—Nations-
All trade—Belle Big Ten County —
size Double Shot; Sheet Shells; 4 Bright Snap, Spikes. Write or call—E. L. HARRIS, BUDY BUDDY ENTERPRISES, CHEST-
TER, ILLINOIS.

WANT—Blues, rhythm and blues, jazz 45 rpm. No quantity too small. We pay top prices and freight. Age of record must be noted. No difference. Write first, giving approxi-
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NEW LOOK! NEW LOOK! NEW LOOK!

UNITED'S NEW

Fury

BOWLING ALLEY
With Powerful Repeat-Play Appeal

PLAYER'S CHOICE OF

REGULATION

REGULATION CHAMP

FLASH

ADVANCE

DUAL FLASH

BEAT THE CHALLENGE
TOP THE SCORE
First shot of game sets up the score in big bright lights for other players to beat... stimulates competition.

STAINLESS STEEL ENCLOSURE for COIN-MECHANISM

HIGHEST RESALE VALUE

Available in 13 FT. and 16 FT. Standard Lengths.
4 FT. and 8 FT. Sections are available to increase lengths as desired.

NEW Easy Service features

PULL-OUT Pin Panel
TIP-OUT Mechanism Panel
SWING-OUT Back Door

SEE YOUR UNITED DISTRIBUTOR TODAY!

UNITED OPERATORS ARE SUCCESSFUL OPERATORS

13 FT. Shipping Weight (Crated): 740 lbs.
16 FT. Shipping Weight (Crated): 775 lbs.

UNITED MANUFACTURING COMPANY - 3401 NORTH CALIFORNIA AVE., CHICAGO 18, ILLINOIS - CABLE ADDRESS: UMCO
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DON'T MISS IT!