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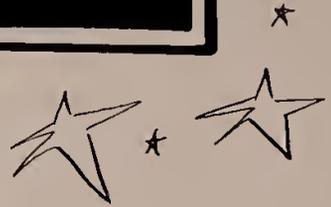
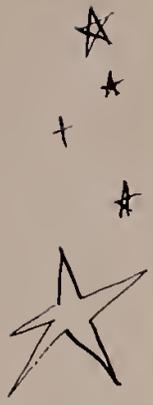
DIRECTORY

1961-1962

19th Anniversary Edition

AUGUST 5, 1961

PAUL



#1



AROUND THE WORLD

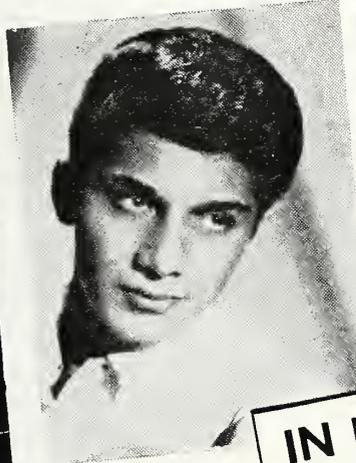


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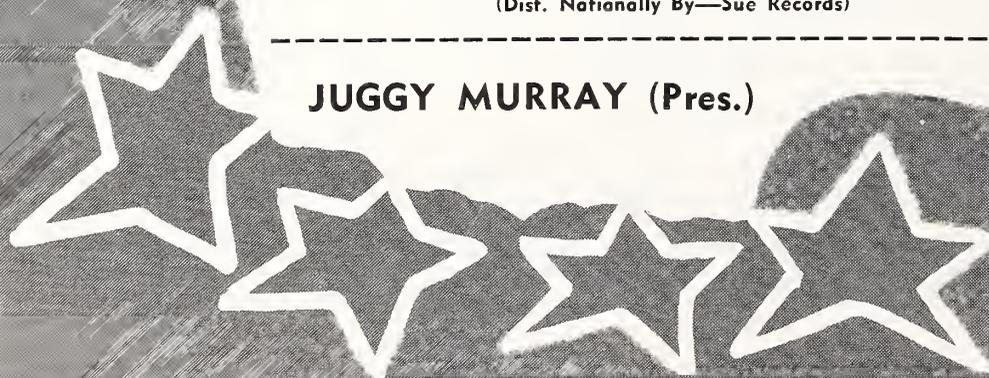
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"SHE PUT THE HURT ON ME"
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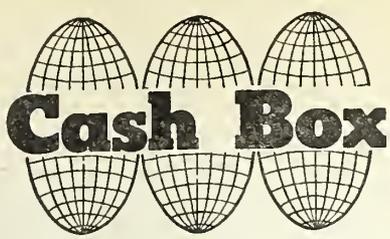
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from **JOE ORLECK**
OF
CASH BOX

August 5, 1961

Dear Friends:

Cash Box is proud and happy to bring the industry the most complete, comprehensive and largest directory issue ever published.

At the same time, Cash Box, in celebrating its 19th year of service, humbly acknowledges its obligations to its readers and advertisers, without which Cash Box could not have attained its present stature as the World's Leading publication in its field.

We wish to thank all our many friends throughout the World . . . and assure them that Cash Box will continue to bring the industry the utmost, following its well known and proven policy of honest, fearless, constructive and progressive service.

President and Publisher



Cash Box TOP 100

BEST SELLING TUNES ON RECORDS COMPILED BY CASH BOX FROM LEADING RETAIL OUTLETS—AUGUST 5, 1961

Position 7/29		7/22	Position 7/29		7/22	Position 7/29		7/22
1	TOSSIN' AND TURNIN'	1	33	I'LL BE THERE	39	67	TAKE A FOOL'S ADVICE	72
	★BOBBY LEWIS-Beltone-1002	1		DAMITA JO-Mercury-71840	50		★NAT "KING" COLE-Capitol-4582	76
2	I LIKE IT LIKE THAT	6	34	RAININ' IN MY HEART	24	68	QUITE A PARTY	73
	★CHRIS KENNER-Instant-3229	8		★SLIM HARPO-Excello-2194	33		★FIREBALLS-Warwick-644	80
3	LET'S TWIST AGAIN	8		CARL McVOY-Tri-212		69	DRIVIN' HOME	81
	★CHUBBY CHECKER-Parkway-824	10		DORSEY BURNETTE-Dot-16230			★DUANE EDDY-Jamie-1195	92
4	DUM DUM	4	35	RUNAROUND	41	70	THE WRITING ON THE WALL	45
	★BRENDA LEE-Decca-31272	5		REGENTS-Gee-1071	51		★ADAM WADE-Coed-550	24
5	QUARTER TO THREE	3	36	EVERY BEAT OF MY HEART	22	71	I JUST DON'T UNDERSTAND	82
	★U.S. BONDS-Legrand-1008	3		★PIPS-Veejay-386	19		★ANN MARGRET-RCA-7894	
6	LAST NIGHT	10		GLADYS KNIGHT & PIPS-Fury-1050		72	SOLITAIRE	90
	★MAR-KEYS-Satellite-107	13		HENRY BOOTH & MIDNIGHTERS-DeLuxe-6190			★EMBERS-Empress-101	
	PLAYBACKS-Round		37	HURT	51	73	YOU'LL ANSWER TO ME	70
7	HATS OFF TO LARRY	2		★TIMI YURO-Liberty-55343	71		★PATTI PAGE-Mercury-71823	74
	★DEL SHANNON-Bigtop-3075	4	38	TONIGHT	26	74	PRINCESS	80
8	TOGETHER	9		★VELVETS-Monument-441	23		★FRANK GARI-Crusade-1022	89
	★CONNIE FRANCIS-MGM-13019	11	39	YOU DON'T KNOW WHAT YOU'VE GOT	55	75	MY TRUE STORY	78
9	PRETTY LITTLE ANGEL EYES	12		★RAL DONNER-Gone-5108	86		★JIVE FIVE-Belton-1006	84
	★CURTIS LEE-Dunes-2007	21	40	MY KIND OF GIRL	43	76	IT'S GONNA WORK OUT FINE	87
10	THE BOLL WEEVIL SONG	5		★MATT MONRO-Warwick-636	47		★IKE & TINA TURNER-Sue-749	
	★BROOK BENTON-Mercury-71820	2	41	THAT'S WHAT GIRLS ARE MADE FOR	49	77	TRANSISTOR SISTER	
11	YELLOW BIRD	7		★SPINNERS-Tri-Phi-1001	57		★FREDDY CANNON-Swan-4074	
	★ARTHUR LYMAN-HiFi-15024	6	42	STAND BY ME	29	78	AMOR	
	★LAWRENCE WELK-Dot-16222			★BEN E. KING-Atco-6194	18		★BEN E. KING-Atco-6203	
	TILTON SISTERS-Bertram Int'l-220		43	LET THE FOUR WINDS BLOW	64	79	PEANUTS	85
	★ROGER WILLIAMS-Kapp-408			★FATS DOMINO-Imperial-5764	91		RICK & THE KEENS-Smash-1705	87
	★GARY CROSBY-MGM-13017		44	TELL ME WHY	34	80	A LITTLE BIT OF SOAP	93
	★MILLS BROS-Dot-16234			★BELMONT-Sabrina-500	25		★JARMELS-Laurie-3098	100
	★BARDS-Cuca-1038			NORMAN FOX & ROB ROYS-Backbeat-501		81	DON'T CRY NO MORE	83
12	WOODEN HEART	18	45	STARLIGHT, STARBRIGHT	50		★BOBBY BLAND-Duke-340	97
	★JOE DOWELL-Smash-1708	29		LINDA SCOTT-Canadian-American-127	58	82	DEDICATED TO THE SONGS I LOVE	89
	★GUS BACKUS-Fono-Graf-1234		46	MISSING YOU	69		★3 FRIENDS-Imperial-5736	100
	★DAVE KENNEDY-Cuca-1036			★RAY PETERSON-Dunes-2006	85	83	THE GIRL'S A DEVIL	92
13	MICHAEL	30	47	I'M A TELLING YOU	68		★DUKAYS-Nat-1003	96
	★HIGHWAYMEN-United Artists-258	54		★JERRY BUTLER-VeeJay-390	75	84	WATER BOY	95
	★COLLEGE THREE-Myers-114		48	THE SWITCH-A-ROO	47		★DON SHIRLEY-Cadence-1392	
14	PLEASE STAY	13		★HANK BALLARD & MIDNIGHTERS-King-5510	45	85	NAG	98
	★DRIFTERS-Atlantic-2105	14	49	HILLBILLY HEAVEN	61		★HALOS-7 Arts-709	
15	RAINDROPS	11		★TEX RITTER-Capitol-4567	78	86	BACK BEAT NO. 1	94
	★DEE CLARK-Veejay-383	7	50	ONE SUMMER NIGHT	58		★RONDELS-Amy-825	
16	CUPID	16		★DIAMONDS-Mercury-71831	70	87	WHO PUT THE BOMP	
	★SAM COOKE-RCA-7883	17	51	THOSE OLDIES BUT GOODIES	35		★BARRY MANN-ABC-10237	
17	SCHOOL IS OUT	44		★CAESAR & THE ROMANS-Del-Fi-4158	22	88	BLESS YOU	
	★U.S. BONDS-Legrand-1009	64		★NINO & THE EBB TIDES-Madison-162			★TONY ORLANDO-Epic-9452	
18	NEVER ON SUNDAY	23	52	BOBBY	60	89	I WAKE UP CRYING	
	★CHORDETTES-Cadence-1402	30		★NEIL SCOTT-Portrait-102	61		★CHUCK JACKSON-Wand-110	
	★DON COSTA-United Artists-234		53	I'M COMIN' ON BACK TO YOU	36	90	LOVER'S ISLAND	100
	★MELINA MERCOURI-United Artists-304			★JACKIE WILSON-Brunswick-55216	34		★BLUE JAYS-Milestone-2008	
	★ABBE LANE-Mercury-71835		54	HELLO MARY LOU	46	91	I NEVER KNEW	97
	★NIKI DAVIS-Vesuvius-1027			★RICKY NELSON-Imperial-5471	35		★CLYDE McPHATTER-Mercury-71841	
	★MAKADOPOLIS-Palette-5060		55	RIGHT OR WRONG	71	92	JIMMY LOVE	79
19	THE FISH	21		★WANDA JACKSON-Capitol-4553	79		★CATHY CARROLL-Triodex-110	83
	★BOBBY RYDELL-Cameo-192	32	56	THE CHARLESTON	63	93	MAGIC MOON	100
20	HEART AND SOUL	20		★ERNIE FIELDS-Rendezvous-150	67		★RAYS-XYZ-607	
	★JAN & DEAN-Challenge-9111	16	57	BETTER TELL HIM NO	65	94	TIME WAS	99
	★CLEFTONES-Gee-1064			★STARLETS-Pam-1003	72		★FLAMINGOS-End-1092	
	★LITTLE JAN & RADIANTS-Vim-509		58	GRANADA	62	95	IN TIME	
21	SACRED	25		★FRANK SINATRA-Reprise-20,010	69		★STEVE LAWRENCE-United Artists-335	
	★CASTELLS-Era-3048	26	59	READY FOR YOUR LOVE	67	96	THE GUNS OF NAVARONE	
22	DON'T BET MONEY HONEY	27		★SHEP & THE LIMELITES-Hull-742	77		★JOE REISMAN-Landa-674	
	★LINDA SCOTT-Canadian-American-127	39	60	DANCE ON LITTLE GIRL	42		★MITCH MILLER-Columbia-42016	
23	SAN ANTONIO ROSE	15		★PAUL ANKA-ABC-10220	31	97	NOW AND FOREVER	
	★FLOYD CRAMER-RCA-7893	15	61	AS IF I DIDN'T KNOW	88		★BERT KAEMPFFERT-Decca-31279	
24	I'M GONNA KNOCK ON YOUR DOOR	28		★ADAM WADE-Coed-553		98	EVERY BREATH I TAKE	
	★EDDIE HODGES-Cadence-1397	28	62	I'LL NEVER SMILE AGAIN	86		★GENE PITNEY-Muscor-1011	
25	I FALL TO PIECES	32		★PLATTERS-Mercury-71847		99	I DON'T WANT TO TAKE A CHANCE	
	★PATSY CLINE-Decca-31205	27		★WANDERERS-Cub-9094			★MARY WELLS-Motown-742	
	★DODIE STEVENS-Dot-16200	27	63	NATURE BOY	37	100	DOES YOUR CHEWING GUM LOSE ITS FLAVOR	
26	A TEAR	31		★BOBBY DARIN-Atco-6196	36		★LONNIE DONEGAN-Dot-15911	
	★GENE McDANIELS-Liberty-55344	41	64	TOO MANY RULES	66	100	JOHNNY WILLOW	
27	MOODY RIVER	14		★CONNIE FRANCIS-MGM-13019	66		★FRED DARIAN-Jaf-2023	
	★PAT BOONE-Dot-16209	9	65	SHOULD I	54		SUMMER SOUVENIRS	
	★CHASE WEBSTER-Southern Sound-101			★STRING-A-LONGS-Warwick-654	59		★KARL HAMMEL, JR.-Arliss-1007	
28	A THING OF THE PAST	40	66	TEARS ON MY PILLOW	74			
	★SHIRELLES-Scepter-1220	48		★McGUIRE SISTERS-Coral-62275	90			
29	YOU CAN'T SIT DOWN (Part 2)	19						
	★PHIL UPCHURCH COMBO-Boyd-3398	20						
	★BILL DOGGETT-Warner Bros.-5223							
30	WHAT A SWEET THING THAT WAS	38						
	★SHIRELLES-Scepter-1220	46						
31	TRAVELIN' MAN	17						
	★RICKY NELSON-Imperial-5471	12						
32	SEA OF HEARTBREAK	33						
	★DON GIBSON-RCA-7890	37						



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**"YEARS FROM
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**"YOU DON'T
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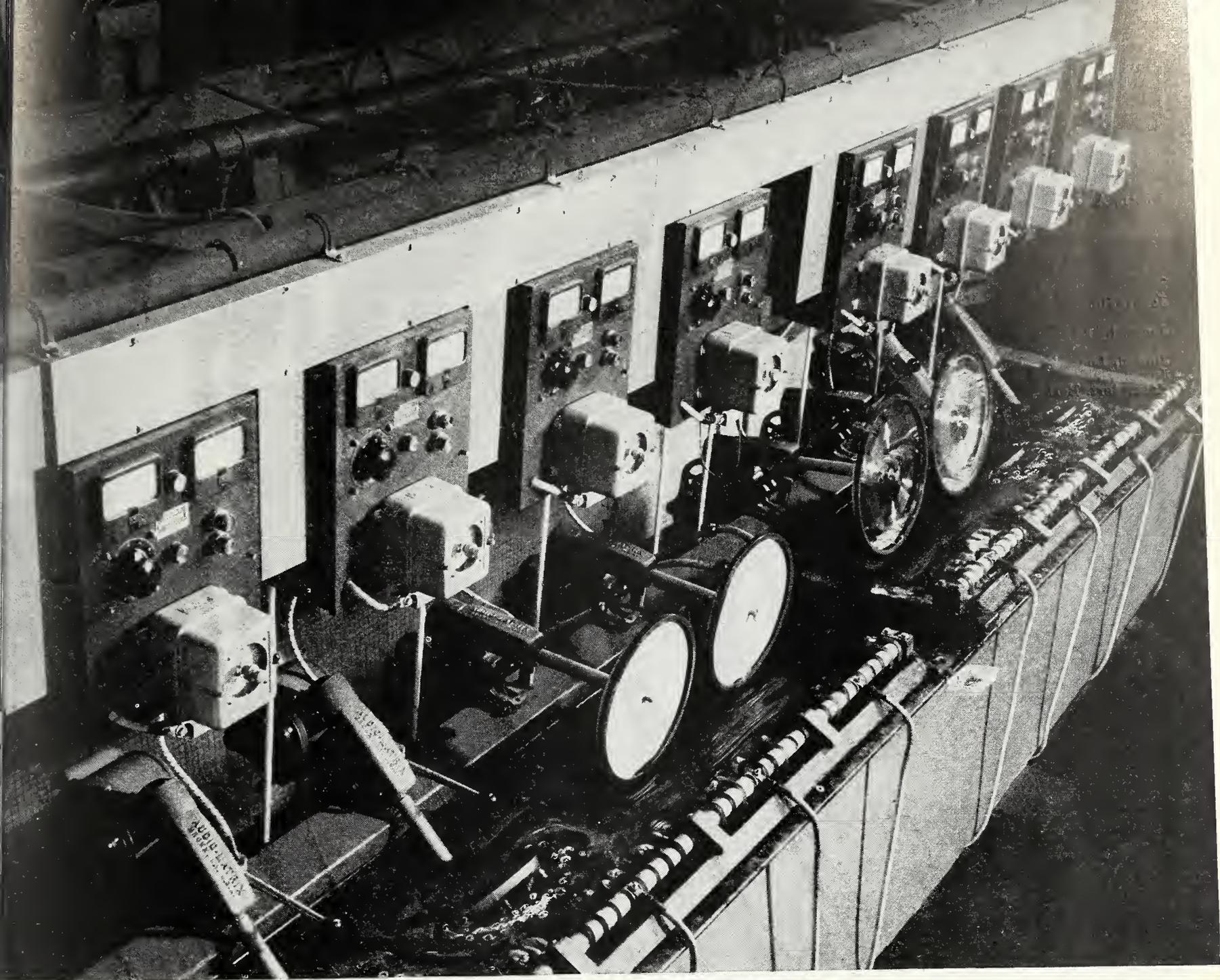
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NAT TARNOPOL

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THE MILLION - SELLER RECORDS

A List of Most of The Records Which Have Topped The Million Mark

Ames Brothers	Sentimental Me (Rag Mop)	Coral 1950	Day, Doris	Secret Love	Columbia 1954
	You You You	Victor 1953		Whatever Will Be, Will Be	Columbia 1956
Anderson, Leroy	Blue Tango	Decca 1951	Del-Vikings	Come Go With Me	Dot 1957
Andrews Sisters	Rum And Coca-Cola	Decca 1944	Denny, Martin	Quiet Village	Liberty 1959
	I Can Dream, Can't I	Decca 1949	Diamonds	Little Darlin'	Mercury 1957
Anka, Paul	Diana	ABC Par 1957		The Stroll	Mercury 1958
	Lonely Boy	ABC Par 1960	Dinning, Mark	Teen Angel	MGM 1960
Austin Gene	Ramona	Victor 1928	Doggett, Bill	Honky Tonk	King 1956
Autry, Gene	Silver Haired Daddy	Columbia 1939	Domino, Fats	The Fat Man	Imperial 1948
	Rudolph The Red-Nosed Reindeer	Columbia 1950		Goin' Home	Imperial 1952
Avalon, Frankie	Venus	Chancellor 1958		You Said You Loved Me	Imperial 1953
Baker, LaVern	I Cried A Tear	Atlantic 1959		Please Don't Leave Me	Imperial 1953
Barber, Chris	Petite Fleur	Laurie 1959		Going To The River	Imperial 1953
Barron, Blue	Cruising Down The River	MGM 1949		Love Me	Imperial 1954
Barton, Eileen	If I Knew You Were Comin'			All By Myself	Imperial 1955
	I'd Of Baked A Cake	National 1950		I Can't Go On	Imperial 1955
Baxter, Les	Poor People Of Paris	Capitol 1956		Ain't That A Shame	Imperial 1955
Bennett, Tony	Because Of You	Columbia 1952		I'm In Love Again	Imperial 1956
	Cold Cold Heart	Columbia 1952		Bo Weevil	Imperial 1956
	Rags To Riches	Columbia 1953		Blue Monday	Imperial 1956
	Stranger In Paradise	Columbia 1954		Blueberry Hill	Imperial 1956
Benton, Brook	It's Just A Matter Of Time	Mercury 1959		It's You I Love	Imperial 1957
Black's Combo, Bill	Smokie	Hi 1959		I'm Walkin'	Imperial 1957
	White Silver Sands	Hi 1960		I Still Love You	Imperial 1957
	Josephine	Hi 1960		Whole Lotta Lovin'	Imperial 1960
Black, Jeanne	He'll Have To Stay	Capitol 1960	Dorsey, Jimmy	Maria Elena	Decca 1946
Boone, Pat	Ain't That A Shame	Dot 1955		Green Eyes	Decca 1946
	I'll Be Home	Dot		So Rare	Fraternity 1957
	Friendly Persuasion	Dot		Marie	Victor 1937
	Remember You're Mine	Dot	Dorsey, Tommy	Boogie Woogie	Victor 1938
	I Almost Lost My Mind	Dot 1956		There Are Such Things	Victor 1942
	Love Letters In The Sand	Dot 1957		Gambler's Guitar	Mercury 1953
	Don't Forbid Me	Dot 1957	Draper, Rusty	There Goes My Baby	Atlantic 1960
	Why, Baby, Why	Dot 1957	Drifters	True Love, True Love/Dance With Me	Atlantic 1960
	April Love	Dot 1958		Save The Last Dance For Me	Atlantic 1961
Boyd, Jimmy	I Saw Mommy Kissing Santa Claus	Columbia 1952	Eckstine, Billy	I Apologize	MGM 1951
Brewer, Teresa	Till I Waltz Again With You	Coral 1952	Edwards, Tommy	It's All In The Game	MGM 1958
	Ricochet	Coral 1953	Elegants	Little Star	APT 1958
	There's A Star-Spangled Banner		Everly Bros.	Bye Bye Love	Cadence 1957
	Waving Somewhere	Victor 1942		Wake Up Little Susie	Cadence 1957
Brown, Les	Sentimental Journey	Columbia 1945		All I Have To Do Is Dream	Cadence 1958
Browns	Three Bells	Victor 1959		Bird Dog/Devoted To You	Cadence 1958
Buchanan & Goodman	Flying Saucer	Luniverse 1956		Cathy's Clown	Werner Bros. 1960
Byrnes, Edd	Kookie Lend Me Your Comb	Warner Bros. 1959	Faith, Percy	The Song From Moulin Rouge	Columbia 1953
Calloway, Cab	Jumpin' Jive	Columbia 1939		Theme From A Summer Place	Columbia 1960
Cannon, Freddie	Way Down Yonder in New Orleans	Swan 1959	Ferrante & Teicher	Exodus	Un. Artists 1961
Cavallaro, Carmen	Polonaise.(by Chopin)	Decca 1945	Fiedler, Arthur	Jalousie	Victor 1938
Champs	Tequila	Challenge 1958	Fisher, Eddie	Anytime	Victor 1951
Checker, Chubby	The Twist	1960		I'm Walking Behind You	Victor 1953
Chordettes	Mr. Sandman	Cadence 1954		Oh My Pappa	Victor 1953
Clooney, Rosemary	Come On-A My House	Columbia 1951		I Need You Now	Victor 1954
	Hey There	Columbia 1954		Into Each Life Some Rain Must	
Coasters	Searchin'	Atco 1957	Fitzgerald, Ella	Fall	Decca 1944
	Yakety Yak	Atco 1958	& Ink Spots	Come Softly To Me	Dolton 1959
	Charlie Brown	Atco 1959	Fleetwoods	Mr. Blue	Dolton 1959
	Poison Ivy	Atco 1959	Fontane Sisters	Hearts of Stone	Dot
Cole, Cozy	Topsy (Part II)	Love 1958	Ford, Tennessee Ernie	Sixteen Tons	Capitol 1955
Cole, Nat "King"	Nature Boy	Capitol 1948	Four Aces	Tell Me Why	Decca 1951
	Mona Lisa	Capitol 1949		Love Is A Many-Splendored Thing	Decca 1955
	Too Young	Capitol 1951	Four Lads	Moments To Remember	Columbia 1955
	Temptation	Victor 1945		No Not Much	Columbia 1956
	Hubba Hubba	Victor 1945	Francis, Connie	Who's Sorry Now	MGM 1958
	Till The End Of Time	Victor 1945		My Happiness	MGM 1959
	Prisoner Of Love	Victor 1946		Among My Souvenirs	MGM 1959
	When You Were Sweet Sixteen	Victor 1947		Mama/Teddy	MGM 1960
	Because	Victor 1948		Everybody's Somebody's Fool/	
	Don't Let The Stars Get In			Jealous Of You	MGM 1960
	Your Eyes	Victor 1952	Freberg, Stan	St. George And The Dragonet	Capitol 1953
	Wanted	Victor 1954	Gibbs, Georgia	Kiss Of Fire	Mercury 1952
	Hot Diggity	Victor 1956		Tweedle Dee	Mercury 1955
	Papa Loves Mambo	Victor 1956		Dance With Me Henry	Mercury 1955
	Round And Round	Victor 1957	Glahe, Will	Beer Barrel Polka	Victor 1938
	Catch A Falling Star	Victor 1958	Gleason, Jackie	Melancholy Serenade	Capitol 1953
	You Send Me	Keen 1958	Godfrey, Arthur	Too Fat Polka	Columbia 1947
	Tea For Two Cha Cha	Decca 1958	Grant, Gogi	Suddenly There's A Valley	Era 1955
	Last Date	1961		Wayward Wind	Era 1956
	Sh-Boom	Mercury 1954	Haley, Bill	Shake, Rattle And Roll	Decca 1955
	That'll Be The Day	Brunswick 1957		Rock Around The Clock	Decca 1955
	Silent Night	Decca 1942	Hamilton IV, George	A Rose And A Baby Ruth	ABC-Par 1958
	Sunday, Monday, Or Always	Decca 1943	Harris, Phil	The Thing	Victor 1950
	I'll Be Home For Christmas	Decca 1943	Harrison, Wilbert	Kansas City	Fury 1959
	Swinging On A Star	Decca 1944	Hayes, Bill	Davy Crockett	Cadence 1955
	Too-Ra-Loo-Ra-Loo-Ral	Decca 1944	Haymes, Dick	You'll Never Know	Decca 1943
	I Can't Begin To Tell You	Decca 1945		Little White Lies	Decca 1948
	Dear Hearts And Gentle People	Decca 1946	Heidt, Horace	Deep In The Heart Of Texas	Columbia 1941
	New San Antonio Rose	Decca 1946	Helms, Bobby	My Special Angel	Decca 1957
	MacNamara's Band	Decca 1946	Herman, Woody	Laura	Columbia 1945
	Sweet Leilani	Decca 1946		Woodehooper's Ball	Decca 1947
	White Christmas	Decca 1946	Hilltoppers	P.S. I Love You	Dot
	Now Is The Hour	Decca 1948	Holly, Buddy	Paggy Sue	Coral 1958
	Galway Bay	Decca 1948	Hollywood Argyles	Alley-Oop	Lute 1960
with Andrews Sisters	Pistol Packin' Mama	Decca 1943	Horton, Johnny	Battle Of New Orleans	Columbia 1959
	Jingle Bells	Decca 1943	Hunt, Pee Wee	12th Street Rag	Capital 1951
	Don't Fence Me In	Decca 1944		Oh	Capitol 1953
	South America. Take It Away	Decca 1946		Young Love	Dot 1957
	Play A Simple Melody	Decca 1950	Hunter, Tab	Itsy Bitsy Teenie Bikini	Kapp 1960
	True Love	Capitol 1957	Hyland, Brian	Sorry (I Ran All The Way Home)	Cub 1959
	Whiffenpoof Song	Decca 1950	Impalas	To Each His Own	Decca 1946
	Prisoner's Song	Victor 1924	Ink Spots	The Gypsy	Decca 1946
	You're Breaking My Heart	Mercury 1949	James, Harry	Ciribiribin	Columbia 1939
	At The Hop	ABC-Par 1958		One O'Clock Jump	Columbia 1941
	Spish Splash	Atco 1958		You Made Me Love You	Columbia 1946
	Dream Lover	Atco 1959	James, Joni	Why Don't You Believe Me	MGM 1953
	Mack The Knife	Atco 1960		Your Cheating Heart	MGM 1953
Day, Bobby	Rockin' Robin	Class 1958	James, Sonny	Have You Heard	
				Young Love	Capitol 1957



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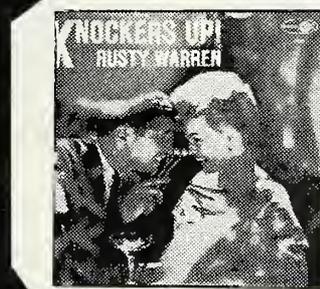


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(Dot)

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(Columbia)

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(Mercury)

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(Company requests list not be posted)

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(Columbia)

LOUISIANA

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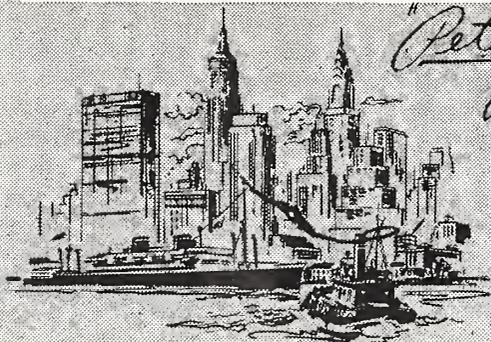
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NEW MEXICO

CLOVIS

Nep Music, Inc.
Box 926
Norman Petty—PO 3-7565
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NEW YORK

ALBANY

Delta Record Dists., Inc.
281 Broadway
Tony Rivera, Bob Devere—HO 2-6564-5
(Cameo, King, Parkway, Scepter, Stereoditties, Canadian American, Prestige, Blue Note, Swan, Andigo, Coed, Riverside, Savoy, Warwick, Carlton, Playhour, Starday, Wonderland, Herald, Bethlehem, Federal, Mark X, Pacific Jazz, Hob, Sar, Folkways, Jazzland, Whelling, Donna, Del Fi, Contemporary, GTJ, Ember, Distinguished, Hickory, Tamla, Tradition, World Pacific, Fury, Fire)

Roskin-Albany, Inc.
1827 Broadway
Don Dutton—HO 3-3291
(Columbia, Epic)

RTA Dist., Inc.
991 Broadway
Harold Gabrielave—HO 5-7346
(RCA Victor, RCA Camden)

Leonard Smith, Inc.
30 N. Third St.
Leonard Smith—HO 2-6506
(Am Par, Candid, Conversaphone, Fleetwood, Kandy, Tom Lehrer, MMO, Tag, Nomar, Valmor, Vanguard, Verve, Warner Bros, Chancellor, Arvee, Hi Fi, Dolton, Impulse Candex, Minit, Headline, Swingin)

BUFFALO

Best Record Dists., Inc.
Leonard Silver—TT 2-0427, 28, 29, 30, 31
959 Main St.
(Ace, After Hours, Amy, Brent, Candix, Chief, Coed, Companion, Crown, Del Fi, Disneyland, Donna, Dorset, Duke, Dynasty, Excello, FTP, Fiesta, Fire, Fury, Gardena, Gold Disc, Gone, Gorden Jankins, Gospel, Greg, Mork, Guyden, Hanover-Signature, Heartbeat, Hull, Infinity, Jamie, Jay Jay, Kandy, Keen, Kent, Kip, Madison, Mark X, Monitor, Musidisc, MMO, Nomar, Nashboro, Old Town, Omega, Parkway, Peacock, Rendezvous, Ric, Sage, Sand, Sar, Savvy, Scepter, Shad, Starday, Strand, Sue, Sunhill, Surprise, Tag, Tamla, Time, Times Square, Trey, V-Tone, Valmor, Vassar, Vista, Vox, Wand)

Capital Records Dist. Corp.
375 Nagel Drive
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(Capitol, Angel, EMI)

Decca Dist. Corp.
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Maria De Filippo—TT 308381
(Dublin, Contemporary, Listen & Learn, Good Time Jazz)

Dat Dist. Corp.
636 Washington St.
Jimmy Sacca—TL 2-2985
(Dot)

Gold Record Dists.
957 Main St.
Leonard Smith—TT 2-0427
(ABC Paramount, Apt, Argo, Arvee, Blue Note, Cameo, Checker, Chess, Chancellor, Hi Fi, Impulse, Jazzland, Fax, Prestige, Swan)

NEWARK

All-State New Jersey, Inc.
87 Stecher St.
Irwin R. Fink—WA 3-4900
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Apex-Martin Record Sales, Inc.
351 Washington St.
Joe Martin—MA 3-7231
(Amy, Aristophone, Audio Books, Bel Canto, Conversaphone, De Witt, Dorset, Dynasty, Event, Everest, Dive, Fantasy, Famous, GNP, Jay Jay, Joy, Palm, Wand, V-Tone, Len Lake, Seeco, Mala, American Society, Sharp, Somerset, Stereo, Fidelity, Mohawk, Tamla, Strand, Vin, Westminster, MMO, World Pacific, Pacific Jazz, Seville, Dee Dee, Ron, Promo, Gallant, Hob, Holy Hour, Smash)

Ascot Record Sales, Inc.
10 Fenwick St.
Joseph Cohen—VI 3-1220
(Colpix, Colonial, Cabot, Standard)

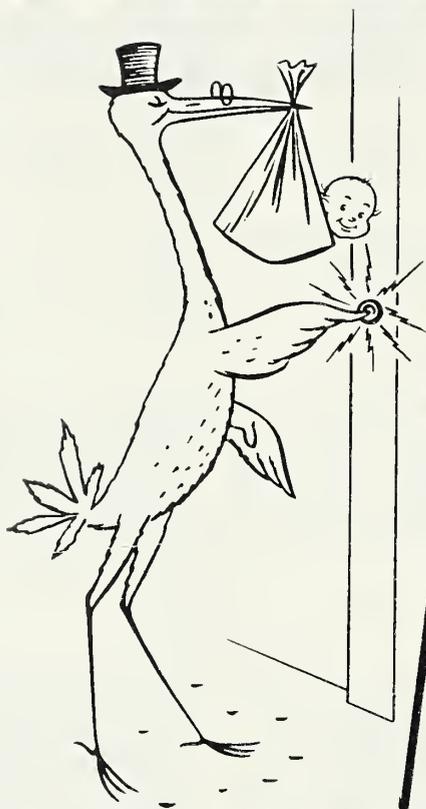
Capitol Records Dist. Corp.
77 Lock St.
Bob Spencer—MA 3-7086
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Columbia Record Dist.
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Paul Southard—MA 3-9140
(Columbia, Harmony)

Cosnat Dist. Corp.
415 Halsey St.
Charles Goldberg—MA 3-8752
(Amfile, Atco, Baronet, Cadence, Candid, Coronet, Dana, Directional Sound, Dore, Dot, Ember, Forty-Ninth Stote, Glory, Herald, Indigo, Josie, Jubilee, Metalcraft, Muse, Palette, Premier, Trey, Winley, Vanguard)

Decca Dist. Corp.
81 Emmet St.
Harry Coder—BI 3-4158
(Decca, Coral, Brunswick)

Essex Record Dists., Inc.
10 Fenwick St.
Joe Cohen—BI 3-7700
(ABC-Paramount, Ace, Allied, Alto, Atlas, Anna, Atlantic, Audio Fidelity, Blarney Castle, Big Top, Blue Note, Cameo, Chess, Checker, Argo, Coed, Copley, Del Fi, Donna, Dooto, Eldo, Epic, Fleetwood, Flip, Fire, Good Time Jazz, Contemporary, Home Of The Blues, Hull, Imperial, Johnson, Keen, King, Federal, Bethlehem, Laurie, Liberty, Old Town, Madison, Original, Peacock, Duke, Prestige, Ric, Sar, Savoy, Regent, Specialty, Stella, Sun, Phillips, Swan, Phillips, Swan, Roulette, Tico, Rama, Gee, Roost, Vee Jay.)



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(MGM, Atco, Laurie, Legrande, Cub, Sun, Phillips International, Coedmon, Everest Fraternity, Concert-Disc, Palladium, Specialty, 20th Fox, Metro, Lion)

Metro Dist. Co.
861 Washington St.
Carl Glaser—TL 6-8477
(Atlantic, Apollo, Adence, Candid, Dalton, Eldo, Era, Fleetwood, Imperial, Indigo, Jay Jay, Mercury, Reprise, Roulette, Segway, Smosh, Soma, Vee Jay)

RCA Victor Dist. Corp.
1680 Walden Ave.
Jack Riehle—TL 5-1209
(RCA Victor, RCA Camden)

Reskin Upstate Corp.
730-732 Main St.
Norman Glass—TL 6-2046
(Columbia, Epic)

NEW YORK CITY

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211 W. 19th St.
Lou Klayman—WA 4-3244
(Dot, Reprise, Roulette, Roost, Tico, Time, Somerset, Stereo Fidelity, Famous, Gee)

All-Disc, Inc.
750 10th Ave.
Lou Fagan—PL 7-0744
(Audio Fidelity, Magnetic, Fellowship, Murnil, WFG, Carmelite, S.J.A., Kinor)

Alpha Dist. Corp.
457 W. 45th St.
Harry Apastalevis—CI 5-7933
(Warner Bros., Imperial, Minit, Chess, Checker, Laurie, Madison, Challenge, Valiant, Rome, Cadence, Candid, Calliope, Instant, Le Grand, Colonial, Ansonia, Pan Art, Original Sound, Chancellor, Music Makers)

ARGUS
36 W. 25th St.
Dick Cerasali—CH 2-2844
(Abcco, Agon, Arc, Artistique, Caprice, Carol, Celebrity, Dante Dapt, Discmaker's, Horizon, Jay Dee, Jarvey, Jump-Up, Mascot, Mint, Niece, Orchard, Regalia, Radar, Riccio, Ric, Ron, Sunrise, Time Square, Ventures)

Bruno-New York, Inc.
460 W. 34th St.
Phil Silverman—L 4-2425
(RCA Victor, RCA Camden, RCA Bluebird)

Cambridge Dist.
738 10th Ave.
Pete Garris—JU 2-7881
Abcco, Alto, American Rec. Tape, Antel, Arnold, Backbeat, Bandbox, Big Daddy, Boss, Bruno, Caprice, Carlton, Champagne, Choice, Clock, Concert Disc, Darn-El, Dasher, Discmaker's Group, Dorian, Duke, Dynamic, East Coast, Edit, Fargo, Fascination, Fleetwood, Frandy, Gator, Glaser, Gold Disk, Gone, Ha-Ho, Hilltop, Home Of The Blues, Ivy, JB, Jet, Jude, Kenco, Kip, Morly, Maske, Mermaid, Moppet, Motown, Musitron, Neptune, Nomar, Pan, Patti Jo, Pan World, Peacock, Pioneer, Pip, Portrait, Rayna, Rim, RNP, Rockin', Sceptor, Segway, Senca, 17, Shake-down, Shell, Silver Bid, Simpson, Sinclair, Spindle, Sunnybook, Sultan, Surprise, Swirl Tap, Ta Rah Tee Pee, Tog, Vassor, V-Tone, Wand, Warwick Whale, White Horse, Worthy, ZCB, Zee)

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317 W. 44th St.
Neil Daniele, Joe Braw—CI 5-3400
(Capitol, Angel, Capitol-EMI)

Columbia Record Dists., Inc.
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Paul E. Sauthard—MU 5-9200
(Columbia, Harmony)

Caral Records, Inc.
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Ralph Rackmil—HI 6-7474
(Copley, Dublin)

Casnat Dist. Corp.
315 W. 47th St.
Bernie Yudkowsky—PL 7-8140
(Atlantic, Warwick, Times Square, Winley, Herald, Audicon, Gold Eagle, Josie, Jubilee, Dana, Celly, Coronet, Boronet, Borderline, Directional Sound, Melba, Gene Norman Presents, Monogram, Palette, Hanover-Signature, Commodore, Dixieland Jubilee, 49th State, Gala, Glordy, Kimberly, Norman LP, Ramrod, Bruce, Gold Eagle, Port, Todd, Swirl, Wink)

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E. Hurley—HI 6-7474
(Decca, Coral Brunswick)

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Michael Herman—WA 4-0644
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Del Greene—YE 2-1515
(Kapp, Medallion, Leader)

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Hy Pensell—PL 7-0271
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Herb Goldfarb—AL 5-8350
(London, Richmond, Telefunken, Atler, Beacon, Beltona, Blue Ridge, Colonial, Felsted, Gulf, Hi, Image, Monument, President, Scarlet, Seville, Shell, Spark, Tilt, XYZ)

Malverne Dist., Inc.
424 W. 49th St.
Al Hirsch—CO 5-1872
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Melody Record Supply
693 10th Ave.
Marty Kline—CI 7-3527
(Living Language, Living Literature, Young People's Records, Children's Record Guild, Design, Crickett, Bravo, Conversaphone Language, Conversaphone Dance, Conversaphone Stereo-Speed, Deutsche Grammophon Literature, Proscenium, GMSD, Puchito, Discuba, Kubaney, Elmwood, Bolone, Parakeet, Canary, Bruno, Spanoram, Enrichment, Dictation Disc, Younger Set Language, Gem)

Mercury Record Sales Corp.
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Stanley-Lewis Record Dist. Co.
534 W. 58th St.
Harry Lew—CO 5-7955-6
(American Society, Bach Guild, Bartok, Benny Bell, Boston, Caedmon, Carillon, Cetra, Classic Editions, Composers (Cri), Counterpoint, Dyer-Bennet, Elektra, Esoteric, Eterna, Experience Anonyms, Ficker, Folkways, Hed-Arzi, Helicon, Lyrichard, Mirrosonic, Monitor, Music Minus One, Oceanic, Overtone, Period, Personality Development, Poetry, Proscenium, Rainbow, Renaissance, Rutgers Music Dictation, Scala, Spa, Spanish Music, Spoken Arts, Spoken Word, St/And, Stradivari, Tradition, UTC, Vanguard, Vox, Wolden, Westminster, Zion, Gregorian Institute.)

Superior Record Sales Co., Inc.
656 Tenth Ave.
Sam Weiss—CL 5-3655
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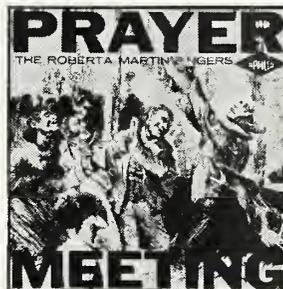
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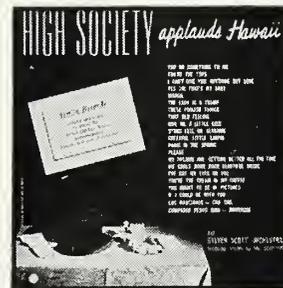
PRAYER MEETING
LP 487



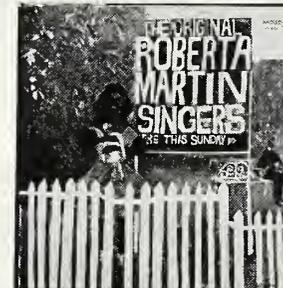
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(Capitol, Angel)

Carol Dist. Co.
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(Decca, Coral, Brunswick, Elektra, Vocalion)

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Roger Karsineb—MU 1-0255
(Capitol, EMI, Angl)

Columbia Record Dists., Inc.
3745 Spaeth St.
Arthur M. Miller—LI 2-2620
(Columbia)

Cosnat Dist.
2729 W. Court St.
Chuck Huesman—CH 1-5200
(Acme, Anna, Apex, Apollo, Arnold, Arwin, Audio Book, Aztec, Baranet, Borderline, Candid, Cole, Colt, Cancer Disc, Coronet, Caver, Childrens Record Guild, Dana, Dynamic, Directional Sound, Doatone, Duke, Ember, End, Everest, Fantasy, Fairbanks, FTP, Gardenia, Gold Eagle, GNP, Goldisc, Gane, Hanover, Herald, Hab, Hull, JC, Josie, Joy, Jubilee, Kimberly, La Gree, Living Language, Lute, Mardi Gras, Mark X, Monitor, Motown, Musicor, Normar, Palette, Peacock, Premier, Port, Regis, Rendezvous, Republic, Request, Sar, Seeca, Shasta, Signature, Skyline, Soma, Strand, Summit, Swinging, Tamla, Tammy, Tag, Transworld, Twentieth Century Fax, Ultra Audio, United Artists, Vassar, Vox, Young Peoples Records)

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(Decca, Coral, Brunswick, Elektra, Contemporary, Listen & Learn, Good Time Jazz, Deutsche Grammophon, Dublin Irish)

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J. Nathan—LI 2-0500
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King Records, Inc.
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PL 1-2211
(King, Federal, Deluxe, Bethlehem, Fairlane, Kem, Huron)

State Record Dist.
140 W. 5th
CH 1-5800
(Requests Labels not be listed)

Supreme Dist Co.
1000 Broadway
Lou Simon—GA 1-0747
(Mercury, Smash, Reprise, Verve, Caedman, Carlton, Guaranteed, Starday, Hickory, Perfect, Amy, Mala)

Whirling Disc Dist. of Ohio
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Mel Herman—CH 1-5800
(Requests labels not listed)

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Benart Dist. Co., Inc.
327 Frankfort Ave.
Art Freeman—MA 1-4547
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Capitol Records Dist. Corp.
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Robert E. Kaleta—CH 1-2670
(Capitol, Angel, EMI)

Concord Dist. Co.
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Art Freeman—MA 1-7274
(ABC-Paramount, Chancellor, Impulse, Atco, Laurie, Legend, Jamie, Guyden, Liberty, Cameo, Parkway, Dooto, Big Top, Starday, Coed, Sue, Madison, Rendezvous, Original Sound, Dolton, Ave)

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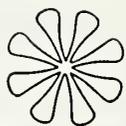
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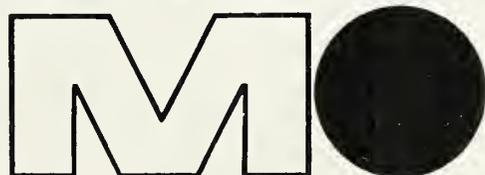


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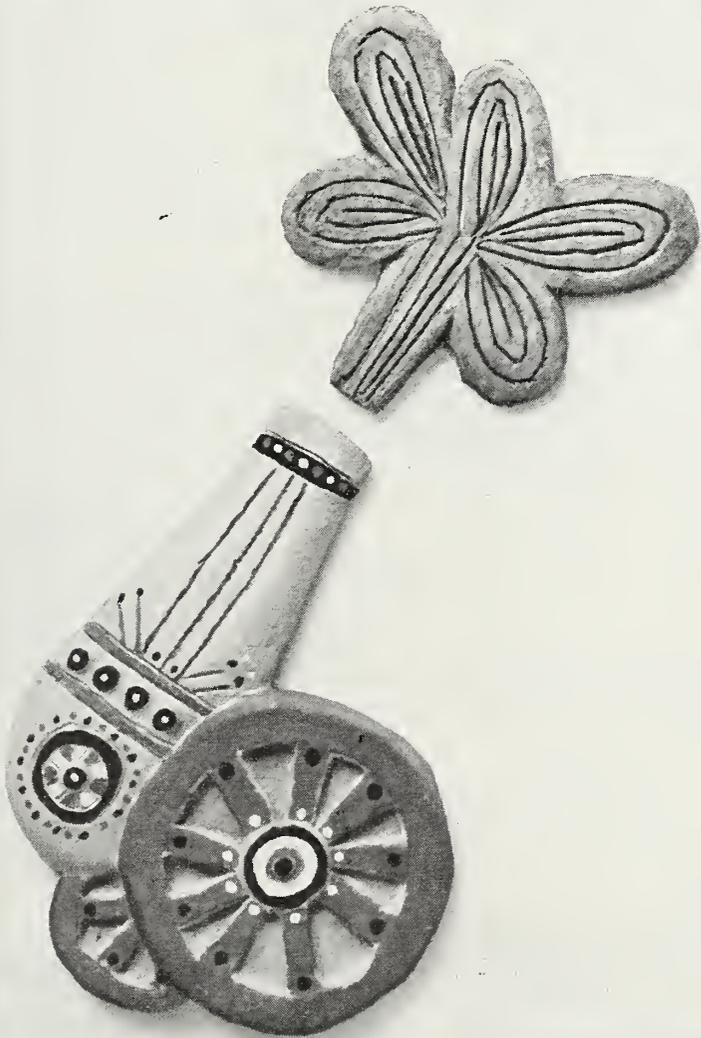




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(Kapp, Epic, Medallion, Audio Fidelity, Apollo, Colpix, Fiesta, Golden Crest, Hickory, MMO, Monitor, Vee Jay, Warwick, Coed)

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LeRoy Goldberg—EL 5-7401
(Columbia)

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(ABC-Paramount, Chancellor, Command, Reprise, Mercury, Mercury, Audio-Fidelity, Grand Award, United Artists, Ultra-Audio, Stereodiddies, Dana, Jubilee, Vanguard, Westminster, Fiesta, Fleetwood, C. G., Infinity, Valmore, Philips Int'l., Motown, Trey, Musicor, Annap)

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(Artist's Life, Audiophile, Bedford, Bowery, Brosch Cabot, Classic Editions, Colpix, Conversaphone, Crown, Dictation Disc, Dooto, Double Eagle, Enrillment, Fortissimo, Jazzland, Kem, Kent, MMO, Monitor, Music Minus One, Nine, 90th Floor, Proscenium, Rove, Riverside, RUMDS, Stella, Sue, Tampa, UTC, Wonderland)

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(RCA Victor)

Tell Music Dist., Inc.
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(Aria, Challenge, Disneyland, Elektra, Epic, Fox, Hickory, Instant, Language, Jay Jay, Jazz West Coast, Little Golden, Moppett, Norman, Ole Time Jamboree, Off Beat, Parliament, Perfect, Peter Pan, Pacific Jazz, Republic, Somo, Vista, Warner Bros., Warwick, Seven Arts, World Pacific, Washington, Dynamic Stereo, Cricket, Fidelity Sound)

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MOST PLAYED RECORDS OF THE PAST 14 YEARS*

*The Top 10 Records of 1947 thru 1960 As Compiled

by THE CASH BOX in its Annual Year-End Poll

1947

1. Peg O' My Heart—The Harmonicats
2. Near You—Francis Craig
3. Heartaches—Ted Weems
4. Anniversary Song—Al Jolson
5. That's My Desire—Frankie Laine
6. Mamselle—Art Lund
7. Linda—Charlie Spivak
8. I Wonder Who's Kissing Her Now—Perry Como
9. Anniversary Song—Guy Lombardo
10. That's My Desire—Sammy Kaye

1948

1. My Happiness—Jon & Sondra Steele
2. Manana—Peggy Lee
3. Ballerina—Vaughn Monroe
4. Four Leaf Clover—Art Mooney
5. You Can't Be True, Dear—Ken Griffin—Jerry Wayne
6. Nature Boy—King Cole
7. Little White Lies—Dick Haymes
8. It's Magic—Doris Day
9. You Call Everybody Darling—Al Trace
10. Mickey—Ted Weems

1949

1. Forever And Ever—Russ Morgan Orch.
2. Riders In The Sky—Vaughn Monroe
3. Again—Gordon Jenkins Orch.
4. Forever And Ever—Perry Como
5. Cruising Down The River—Blue Barron Orch.
6. Cruising Down The River—Russ Morgan Orch.
7. Again—Vic Damone
8. So Tired—Russ Morgan Orch.
9. Lavender Blue—Dinah Shore
10. Buttons And Bows—Dinah Shore

1950

1. Goodnight Irene—Gordon Jenkins & The Weavers
2. It Isn't Fair—Sammy Kaye
3. Third Man Theme—Anton Karas
4. Mule Train—Frankie Laine
5. Mona Lisa—King Cole
6. Music, Music, Music—Teresa Brewer
7. I Wanna Be Loved—Andrew Sisters
8. I'd've Baked A Cake—Eileen Barton
9. I Can Dream Can't I—Andrew Sisters
10. That Lucky Old Sun—Frankie Laine

1951

1. Tennessee Waltz—Patti Page
2. How High The Moon—Les Paul & Mary Ford
3. Too Young—Nat "King" Cole
4. Be My Love—Mario Lanza
5. Because Of You—Tony Bennett
6. On Top Of Old Smoky—Weavers & Terry Gilkyson
7. If—Perry Como
8. Sin—Four Aces
9. Come On—A My House—Rosemary Clooney
10. Mockin' Bird Hill—Les Paul & Mary Ford

1952

1. Cry—Johnnie Ray
2. Blue Tango—Leroy Anderson
3. Anytime—Eddie Fisher
4. Delicado—Percy Faith
5. Kiss Of Fire—Georgia Gibbs
6. Wheel Of Fortune—Kay Starr
7. Tell Me Why—Four Aces
8. I'm Yours—Don Cornel
9. Here In My Heart—Al Martino
10. Auf Wiedersehn Sweetheart—Vera Lynn

1953

1. Song From Moulin Rouge—Percy Faith
2. Till I Waltz Again With You—Teresa Brewer } Tie
3. April In Portugal—Les Baxter
4. Vaya Con Dios—Les Paul & Mary Ford
5. I'm Walking Behind You—Eddie Fisher
6. I Believe—Frankie Laine
7. You, You, You—Ames Bros.
8. Doggie In The Window—Patti Page
9. Why Don't You Believe Me—Joni James
10. Pretend—Nat "King" Cole

1954

1. Little Things Mean A Lot—Kitty Kallen
2. Hey There—Rosemary Clooney
3. Wanted—Perry Como
4. Young At Heart—Frank Sinatra
5. Sh-Boom—Crewcuts
6. Three Coins In The Fountain—Four Aces
7. Little Shoemaker—Gaylords
8. Oh, My Papa—Eddie Fisher
9. Secret Love—Doris Day
10. Happy Wanderer—Frank Weir

1955

1. Rock Around The Clock—Bill Haley & Comets
2. Davy Crockett—Bill Hayes
3. Cherry Pink And Apple Blossom White—Perez Prado
4. Melody Of Love—Billy Vaughn
5. Yellow Rose Of Texas—Mitch Miller
6. Ain't That A Shame—Pat Boone
7. Sincerely—McGuire Sisters
8. Unchained Melody—Al Hibbler
9. Crazy Otto—Johnny Maddox
10. Mr. Sandman—Chordettes

1956

1. Don't Be Cruel—Elvis Presley
2. The Great Pretender—Platters
3. My Prayer—Platters
4. The Wayward Wind—Gogi Grant
5. Whatever Will Be, Will Be—Doris Day
6. Heartbreak Hotel—Elvis Presley
7. Lisbon Antigua—Nelson Riddle
8. Canadian Sunset—Hugo Winterhalter
9. Moonglow & Picnic—Morris Stoloff
10. Honky Tonk—Bill Doggett

1957

1. Tammy—Debbie Reynolds
2. Love Letters In The Sand—Pat Boone
3. Bye Bye Love—Everly Brothers
4. It's Not For Me To Say—Johnny Math
5. Young Love—Sonny James—Tab Hunter
6. All Shook Up—Elvis Presley
7. So Rare—Jimmy Dorsey
8. Little Darlin'—Diamonds
9. Round And Round—Perry Como
10. Diana—Paul Anka

1958

1. Nel Blue Dipinto Di Blu—Domenico Modugno
2. It's All In The Game—Tommy Edwards
3. Patricia—Perez Prado
4. All I Have To Do Is Dream—Everly Brother
5. Bird Dog/Devoted To You—Everly Brother
6. Little Star—Elegants
7. Witch Doctor—David Seville
8. Twilight Time—Platters
9. Tequila—Champs
10. At The Hop—Danny & The Juniors

1959

1. Mack The Knife—Bobby Darin
2. Battle Of New Orleans—Johnny Horton
3. There Goes My Baby—Drifters
4. Venus—Frankie Avalon
5. Lonely Boy—Paul Anka
6. Personality—Lloyd Price
7. Three Bells—Browns
8. Put Your Head On My Shoulder—Paul Anka
9. Sleepwalk—Santo & Johnny
10. Come Softly To Me—Fleetwoods

1960

1. Theme From A Summer Place—Percy Faith
2. It's Now Or Never—Elvis Presley
3. Save The Last Dance For Me—Drifters
4. The Twist—Chubby Checker
5. Itsy Bitsy Teenie Weenie Yellow Polka Dot Bikini—Brian Hyland
6. I'm Sorry—Brenda Lee
7. Stuck On You—Elvis Presley
8. He'll Have To Go—Jim Reeves
9. Cathy's Clown—Everly Brothers
10. Running Bear—Johnny Preston



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1. **EXODUS-FERRANTE & TEICHER-UNITED ARTISTS-CHAPPELL ASCAP**
2. **RUNAWAY - DEL SHANNON - BIGTOP - VICKI, MCLAUGHLIN BMI**
3. **CALCUTTA - LAWRENCE WELK - DOT - PINCUS, SYMPHONY HOUSE ASCAP**

MOST PROGRAMMED ALBUM

1. **"G.I. BLUES"**
ELVIS PRESLEY
(RCA VICTOR)
2. **"SWINGIN' SESSION"**
FRANK SINATRA
(CAPITOL)
3. **"SING ALONG WITH MITCH"**
MITCH MILLER
(COLUMBIA)

MOST PROGRAMMED VOCAL GROUP

- (TIE)
1. **KINGSTON EVERLY**
TRIO BROS.
(CAPITOL) (WARNER BROS.)
 2. **FOUR FRESHMEN**
(CAPITOL)
 3. **SHIRELLES**
(SCEPTER)

MOST PROGRAMMED INSTRUMENTALIST

1. **DUANE EDDY**
(JAMIE)
2. **FLOYD CRAMER**
(RCA VICTOR)
3. **FERRANTE & TEICHER**
(UNITED ARTISTS)

MOST PROMISING VOCAL GROUP

1. **LIMELITERS**
(RCA VICTOR)
2. **SHIRELLES**
(SCEPTER)
3. **BROTHERS FOUR**
(COLUMBIA)

MOST PROGRAMMED MALE VOCALIST

1. **FRANK SINATRA**
(REPRISE)
2. **ELVIS PRESLEY**
(RCA VICTOR)
3. **BOBBY DARIN**
(ATCO)

MOST PROGRAMMED STUDIO ORK

1. **BILLY VAUGHN**
(DOT)
2. **PERCY FAITH**
(COLUMBIA)
3. **DON COSTA**
(UNITED ARTISTS)

MOST PROMISING MALE VOCALIST

1. **ADAM WADE**
(COED)
2. **GENE McDANIELS**
(LIBERTY)
3. **BOBBY VEE**
(LIBERTY)

MOST PROMISING ORCHESTRA

1. **BERT KAEMPFBERT**
(DECCA)
2. **DON COSTA**
(UNITED ARTISTS)
3. **AL CAIOLA**
(UNITED ARTISTS)

MOST PROGRAMMED FEMALE VOCALIST

1. **CONNIE FRANCIS**
(MGM)
2. **BRENDA LEE**
(DECCA)
3. **DORIS DAY**
(COLUMBIA)

MOST PROGRAMMED BAND

1. **LAWRENCE WELK**
(DOT)
2. **LES ELGART**
(COLUMBIA)
3. **RAY CONNIFF**
(COLUMBIA)

MOST PROMISING FEMALE VOCALIST

1. **LINDA SCOTT**
(CANADIAN AMERICAN)
2. **JOANIE SOMMERS**
(WARNER BROS.)
3. **CARLA THOMAS**
(ATLANTIC)

MOST PROMISING INSTRUMENTALIST

1. **JORGEN INGMANN**
(ATCO)
2. **FLOYD CRAMER**
(RCA VICTOR)
3. **VENTURES**
(DOLTON)

My sincerest thanks
to America's DJ's
for again naming me
"most programmed
male vocalist."

Frank Sinatra



CASH BOX POP DJ POLL

WHICH RECORDS DID YOU PROGRAM MOST?

EXODUS—FERRANTE & TEICHER
 RUNAWAY—DEL SHANNON
 CALCUTTA—LAWRENCE WELK
 Are You Lonesome Tonight—Elvis Presley
 Wonderland By Night—Bert Kaempfert
 Theme From The Apartment—Ferrante & Teicher
 Where The Boys Are—Connie Francis
 Never On Sunday—Don Costa
 Blue Moon—Marcel
 Last Date—Floyd Cramer
 It's Now Or Never—Elvis Presley
 Will You Love Me Tomorrow—Shirelles
 Theme From A Summer Place—Percy Faith
 Portrait Of My Love—Steve Lawrence
 Cathy's Clown—Everly Bros.
 I'm Sorry—Brenda Lee
 Wheels—String-A-Longs
 Apache—Jorgen Ingmann
 You Can Depend On Me—Brenda Lee
 The Second Time Around—Frank Sinatra
 Travelin' Man—Ricky Nelson
 Quarter To Three—U.S. Bonds
 Don't Worry—Marty Robbins
 100 Pounds Of Clay—Gene McDaniels
 Emotions—Brenda Lee
 Mother In Law—Ernie K-Doe
 Surrender—Elvis Presley
 Boll Weevil—Brook Benton
 Pony Time—Chubby Checker
 Only The Lonely—Roy Orbison
 Stand By Me—Ben E. King
 North To Alaska—Johnny Horton
 I've Told Every Little Star—Linda Scott
 Moody River—Pat Boone
 Daddy's Home—Shep & The Limelites
 Everybody's Somebody's Fool—Connie Francis
 Walk Don't Run—The Ventures
 Save The Last Dance For Me—The Drifters
 My Heart Has A Mind Of Its Own—Connie Francis
 On The Rebound—Floyd Cramer
 Little Devil—Neil Sedaka
 Georgia On My Mind—Ray Charles
 Poetry In Motion—Johnny Tillotson
 He Will Break Your Heart—Jerry Butler
 A Thousand Stars—Kathy Young & Innocents
 But I Do—Clarence Henry

WHICH ALBUMS DID YOU PROGRAM MOST?

G.I. BLUES—ELVIS PRESLEY
 SWINGIN' SESSION—FRANK SINATRA
 *SING ALONG WITH MITCH—MITCH MILLER (All)
 All The Way—Frank Sinatra
 Tonight In Person—The Limelites
 Last Date—Lawrence Welk
 Nice 'N Easy—Frank Sinatra
 Come Dance With Me—Frank Sinatra
 Calcutta—Lawrence Welk
 Camelot—Original B'Way Cast
 Memories Are Made Of This—Dean Martin
 Mr. Lucky—Henry Mancini
 Here We Go Again—Kingston Trio
 Wonderland By Night—Bert Kaempfert
 Gunfighter Ballads—Marty Robbins
 We Got Us—Steve & Eydie
 Emotions—Brenda Lee
 The Bobby Darin Story—Bobby Darin
 Ring A Ding Ding—Frank Sinatra
 Great Motion Picture Themes—Various Artists
 Latin A La Lee—Peggy Lee
 Darin At The Copa—Bobby Darin
 Look For A Star—Billy Vaughn
 Elvis Is Back—Elvis Presley
 Johnny's Greatest Hits—Johnny Mathis
 On The Rebound—Floyd Cramer
 Brenda—Brenda Lee
 Exodus—Film Soundtrack
 This Is Brenda—Brenda Lee
 Wheels and String-A-Long—Billy Vaughn
 Ballads & Rhythms Of Broadway—Johnny Mathis
 Ray Charles In Person—Ray Charles
 Sounds Of The Great Bands—Glen Gray

* Because of the nature of the Mitch Miller Sing-Along albums, disk jockeys in responding to the poll reported the entire series as a "most programmed album."

WHICH MALE VOCALISTS DID YOU PROGRAM MOST?

FRANK SINATRA	Andy Williams
ELVIS PRESLEY	Bobby Vee
BOBBY DARIN	Marty Robbins
Ricky Nelson	Steve Lawrence
Paul Anka	Neil Sedaka
Johnny Mathis	Dean Martin
Bobby Rydell	Jackie Wilson
Perry Como	Roy Orbison
Brook Benton	Adam Wade
Nat King Cole	Chubby Checker
Fats Domino	Tony Bennett
Pat Boone	Sam Cooke
Ray Charles	Bing Crosby

WHICH FEMALE VOCALISTS DID YOU PROGRAM MOST?

CONNIE FRANCIS	June Christy
BRENDA LEE	Dinah Shore
DORIS DAY	Jane Morgan
Peggy Lee	Teresa Brewer
Eydie Gorme	Rosemary Clooney
Etta James	Annette
Patti Page	Kathy Young
Ella Fitzgerald	Joni James
Anita Bryant	Sarah Vaughan
Dinah Washington	Lavern Baker
Kay Starr	Julie London
Keely Smith	

WHICH VOCAL GROUPS DID YOU PROGRAM MOST?

TIE—KINGSTON TRIO	Hi-Lo's
EVERLY BROTHERS	Coasters
FOUR FRESHMEN	Four Lads
SHIRELLES	Four Preps
Drifters	Ray Conniff Singers
McGuire Sisters	Limelites
Mitch Miller Gang	Norman Luboff Choir
Fleetwoods	Playmates
Brothers Four	Marcel
Platters	Ray Charles Singers
Ames Brothers	Kirby Stone Four

WHICH STUDIO ORCHESTRAS DID YOU PROGRAM MOST?

BILLY VAUGHN	Bert Kaempfert
PERCY FAITH	Nelson Riddle
DON COSTA	Enoch Light
Ferrante & Teicher	Felix Slatkin
Glen Gray	Frank Chacksfield
Mantovani	Billy May
Al Caiola	David Rose
Henry Mancini	David Carroll

WHICH BANDS DID YOU PROGRAM MOST?

LAWRENCE WELK	Richard Maltby
LES ELGART	Ray Charles
RAY CONNIFF	Larry Elgart
Les Brown	Lester Lanin
Stan Kenton	Harry James
Ray Anthony	Ted Heath
Glenn Miller	Benny Goodman
Count Basie	Ralph Marterie

RESULTS

WHICH INSTRUMENTALISTS DID YOU PROGRAM MOST?

DUANE EDDY
FLOYD CRAMER
FERRANTE & TEICHER
Bill Black's Combo
Chet Atkins
Jorgen Ingmann
Ventures
George Shearing Quintet
Andre Previn
Roger Williams
Pete Fountain
Bert Kaempfert

Billy Vaughn
Al Caiola
Santo & Johnny
Les Paul & Mary Ford
Erroll Garner
Jonah Jones
Johnny & Hurricanes
George Greeley
Al Hirt
Eddie Harris
Art Van Damme
Ray Charles

WHICH UP AND COMING INSTRUMENTALISTS DO YOU THINK ARE MOST PROMISING?

JORGEN INGMANN
FLOYD CRAMER
VENTURES
Peter Nero
B. Bumble & The Stingers
Al Caiola
Kokomo
Al Hirt

Duane Eddy
String-A-Longs
Bill Black's Combo
Paul Revere & The Raiders
Ferrante & Teicher
Chet Atkins
Pete Fountain
Don Robertson

WHICH UP AND COMING ORCHESTRAS DO YOU THINK ARE THE MOST PROMISING?

BERT KAEMPFERT
DON COSTA
AL CAIOLA
Bobby Vinton
Bob Thompson
Si Zentner
Felix Slatkin
Ferrante & Teicher
Quincy Jones

Ray Charles
Clebenoff Strings
Andre Previn
Frogmen
Clyde Otis
Henry Mancini
Terry Snyder
Marty Gold
Henry Jerome
Cannonball Adderley

WHICH UP AND COMING MALE VOCALISTS DO YOU THINK ARE MOST PROMISING?

ADAM WADE
GENE McDANIELS
BOBBY VEE
Del Shannon
Roy Orbison
Matt Monro
Clarence Henry
Johnny Burnette
Frank D'Rone
Ben E. King
Tony Orlando
Jack Jones
Bobby Darin
Ral Donner
Donnie Brooks

Bobby Rydell
Eddie Hodges
Guy Pastor
Gary U.S. Bonds
Frank Gari
Mark Murphy
Ernie K-Doe
Johnny Maestro
Gene Pitney
Dion
Bobby Lewis
Dee Clark
Jerry Butler
Johnny Nash

WHICH UP AND COMING FEMALE VOCALISTS DO YOU THINK ARE MOST PROMISING?

LINDA SCOTT
JOANIE SOMMERS
CARLA THOMAS
Kathy Young
Nancy Wilson
Shelby Flint
Diana Trask
Maxine Brown
Jeanne Black
Etta James
Anita Bryant
Connie Francis
Brenda Lee
Cathy Jean

Connie Stevens
Dodie Stevens
Janie Grant
Marcy Joe
Mavis Rivers
Marge Dodson
Gogi Grant
Wanda Jackson
Damita Jo
Lolita
Ernestine Anderson
Aretha Franklin
Gloria Lynne
Etta Jones

WHICH UP AND COMING VOCAL GROUPS DO YOU THINK ARE MOST PROMISING?

LIMELITERS
SHIRELLES
BROTHERS FOUR
Marcel's
Fleetwoods
Echoes
Velvets
Tokens
Shep and The Limelites
Skip-Jacks
Regents
Roomates
Chimes

Castells
Pete King Choral
Browns
Smothers Bros.
Pips
Capris
Vibrations
Mitch Miller Gang
Paris Sisters
Belmonts
Innocents
Cumberland Three

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MOST PROGRAMMED RECORD

1953—"Till I Waltz Again With You"—Teresa Brewer
 1954—"Secret Love"—Doris Day
 1955—"Melody Of Love"—Billy Vaughn
 1956—"Sixteen Tons"—Tennessee Ernie Ford
 1957—"Don't Be Cruel"—Elvis Presley
 1958—"All The Way"—Frank Sinatra
 1959—"Tom Dooley"—Kingston Trio
 1960—"Mack The Knife"—Bobby Darin
 1961—"Exodus"—Ferrante & Teicher

MOST PROGRAMMED ALBUM

1956—"Wee Small Hours"—Frank Sinatra
 1957—"Songs For Swinging Lovers"—Frank Sinatra
 1958—"Come Fly With Me"—Frank Sinatra
 1959—"Come Dance With Me"—Frank Sinatra
 1960—"Come Dance With Me"—Frank Sinatra
 1961—"G.I. Blues"—Elvis Presley

MOST PROGRAMMED MALE VOCALIST

1953—Eddie Fisher
 1954—Eddie Fisher/Perry Como (tie)
 1955—Perry Como
 1956—Perry Como
 1957—Frank Sinatra
 1958—Frank Sinatra
 1959—Frank Sinatra
 1960—Frank Sinatra
 1961—Frank Sinatra

MOST PROGRAMMED FEMALE VOCALIST

1953—Patti Page
 1954—Patti Page
 1955—Rosemary Clooney
 1956—Jaye P. Morgan
 1957—Doris Day
 1958—Patti Page
 1959—Connie Francis
 1960—Connie Francis
 1961—Connie Francis

MOST PROGRAMMED VOCAL GROUP

1953—Four Aces
 1954—Four Aces/Hilltoppers (tie)
 1955—Four Aces/McGuire Sisters
 1956—Four Lads
 1957—Four Lads
 1958—Four Lads
 1959—Four Lads/Four Freshman
 1960—Kingston Trio
 1961—Kingston Trio/Everly Brothers

MOST PROGRAMMED BAND

1953—Ralph Flanagan
 1954—Ray Anthony
 1955—Ralph Marterie
 1956—Benny Goodman
 1957—Les Brown
 1958—Ray Anthony
 1959—Ray Anthony
 1960—Les Elgart
 1961—Lawrence Welk

MOST PROGRAMMED STUDIO ORCHESTRA

1956—Les Baxter
 1957—Hugo Winterhalter
 1958—Billy Vaughn
 1959—Ray Conniff
 1960—Percy Faith
 1961—Billy Vaughn

MOST PROGRAMMED SMALL INSTRUMENTAL GROUP

1953—Les Paul & Mary Ford
 1954—Les Paul & Mary Ford
 1955—Bill Haley & His Comets
 1956—Bill Haley & His Comets
 1957—George Shearing Quintet

MOST PROGRAMMED INSTRUMENTALIST

1958—Roger Williams
 1959—Duane Eddy
 1960—Duane Eddy
 1961—Duane Eddy

MOST PROMISING MALE VOCALIST

1953—Bob Manning
 1954—Lou Monte
 1955—Sammy Davis, Jr.
 1956—Pat Boone
 1957—Johnny Mathis/Tommy Sands (tie)
 1958—Jimmie Rodgers
 1959—Bobby Darin/Brook Benton
 1960—Jimmy Jones/Adam Wade
 1961—Adam Wade

MOST PROMISING FEMALE VOCALIST

1954—Kitty Kallen
 1955—Jaye P. Morgan
 1956—Gogi Grant
 1957—Betty Johnson
 1958—Connie Francis
 1959—Dodie Stevens
 1960—Connie Stevens
 1961—Linda Scott

MOST PROMISING VOCAL GROUP

1954—Four Knights
 1955—Hi-Lo's/DeCastro Sisters
 1956—Platters
 1957—Hi-Lo's
 1958—Four Preps
 1959—Kingston Trio
 1960—Brothers Four
 1961—Limelites

MOST PROMISING ORCHESTRA

1954—Les Elgart
 1955—Richard Maltby
 1956—Dick Jacobs
 1957—Ray Conniff
 1958—Ray Conniff
 1959—Henry Mancini
 1960—Si Zentner
 1961—Bert Kaempfert

MOST PROMISING SMALL INSTRUMENTAL GROUP

1954—Dick Hyman Trio
 1955—Dick Hyman Trio
 1956—Dick Hyman Trio

MOST PROMISING INSTRUMENTALIST

1958—Champs
 1959—Dave "Baby" Cortez
 1960—Bill Black's Combo
 1961—Jorgen Ingmann

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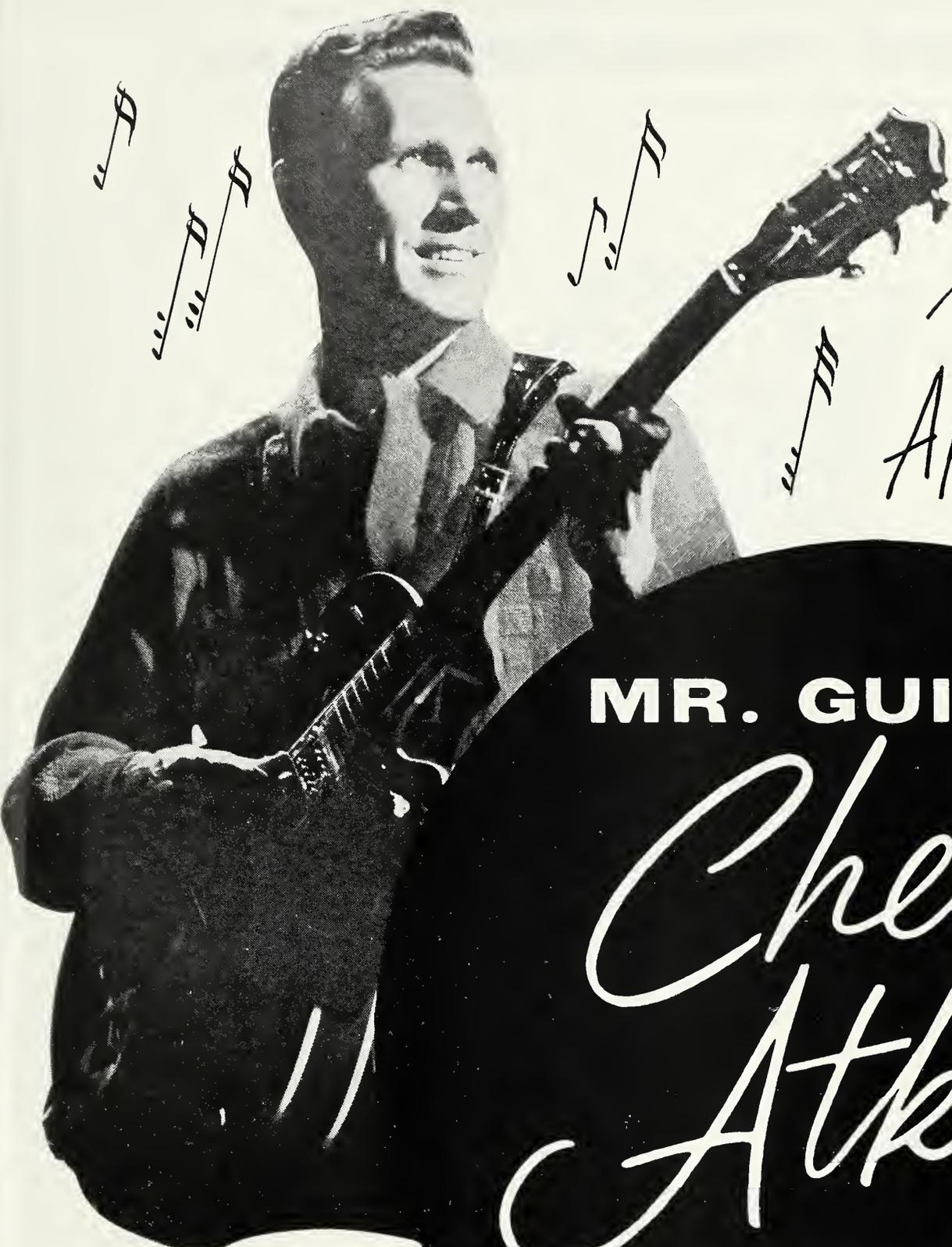
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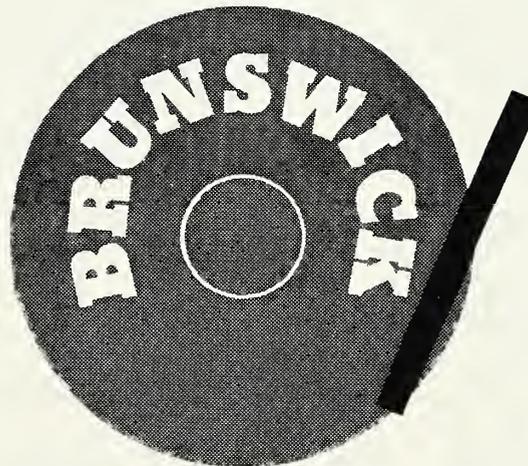
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- PARLIAMENT**
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see Mercury
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- RAE COX**
see Enrica
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B—Mendocino Music Co. 2121 Mendocino Lane
B—Mighty Music 2025 N. Allen Ave.

AUBURN
B—Talent Music Publishing Co. 323 Linden Ave. P.O. Box 1184

BAKERSFIELD
B—Billy Mize Music 3204 Mesa Drive
B—Kord Music Co. c/o R. Yaw Rt. #5 Box 529G
B—Lu-Tal Publishing Co. Box 842
B—Owen Pub. 8908 Opal St.
B—Saralce Music Pub. Co. 725 34th Street

BELIFLOWER
B—Origatunes Music Company 10337 East Beach Ave.

BELLAGARDENS
B—Portrait Music 6628 Florence Pl.
B—Rival Music Pub. Co. c/o Wallace R. Allrough 6244½ Wilcox Ave.
B—Ultratone Music Publishers c/o Bruce Slusher 6102 Clara St.

BERKELEY
A—Schroder Music Co. 2027 Parker St.

B—Shoe Publishing Company 1615B 62nd Street
B—Top Flight Publishing P.O. Box 454

BEVERLY HILLS
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A—Accadia Music Co. 992½ Robbins Dr.
A—Alanbee Music, Inc. 321 S. Beverly Dr.
A—Alta Music Co. 621 N. Alta Dr.
A—Anthony Music Corp. 8907 Wilshire Blvd.
A—Arpege Music Corp 515 City National Bank Bldg.
A—Artists Music, Inc. 250 N. Canon Dr.
A—Bedford Music, Inc. 903 N. Bedford Dr.
A—Bel Air Music Corp. 608 Walden Dr.
A—Bell Song Pub. Co. 9926½ Robbins Dr.
A—Beta Music Co. 242 North Canon Dr.
B—Blane Music Co. 949 No. Beverly Dr.
B—Boxer Music Co. 400 No. Camden Dr.
A—Bryn Mawr Music Co. 465 S. Bedford Dr.
B—C-11 Music Pub. 9003 Dayton Way
A—Cahn Music Corp. 9744 Wilshire Blvd.
A—“C. G.” Recording Corp. 9808 Wilshire Blvd.
B—Cheers Music 404 No. Roxbury Dr.
A—Cosmic Music, Inc. 9390 Brighton Way
B—Cowell-Olson Pub. Co. 242 S. Robertson Blvd.
A—Bill Dana Prod., Ltd. 9399 Wilshire Blvd.
B—Dan's Tunes, Inc. 151 So. El Camino
B—Daywin Music, Inc. 250 No. Canon Dr.
A—Denric Music Corp. 9744 Wilshire Blvd.
A—Donaldson Pub. 9744 Wilshire Boulevard
B—Double O Music Pub. P.O. Box 1053
A—Drexel Music Union Bank Bldg.
B—Elenda Music 8943 Wilshire Blvd.
A—Emes Music Co. 621 N. Alta Dr.
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A—Evergreen Music Corp. 340 No. Camden Dr.
B—Fascinat Music Co. 3010 Glen Dr.
A—Four Jays Music Co. 9425 Sunset Blvd.
B—G. G. Music, Inc. 250 No. Canon Dr.
A—Gannon & Kent Music Co. 9744 Wilshire Blvd.
A—George Music, Inc. 250 N. Canon Dr.
A—Gibbs Music, Inc. 250 N. Canon Dr.
B—Gilbar Music Co. 435 North Roxbury Dr.
A—Glenmore Music, Inc. 712 N. Palm Dr.
B—Gordon Music Co. 408 No. Rodeo Dr.
B—Grama-Fonic Music Pub. 322 No. Maple Dr.
A—Hallmark Music Co., Inc. 626 N. Rodeo Dr.
B—Hall of Fame Music Co. P.O. Box 921
A—Hub Music Co. 9201 Wilshire Blvd.
B—Hummingbird Songs 404 N. Roxbury Dr.
A—Jan-Lee Music Co. 451 North Canon Dr.
B—Jatap Pub. Co., Inc. 451 North Canon Dr.
A—Jenkins, Gordon, Inc. 449 S. Beverly Dr.
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B—Wrather Music Pub., Inc. 270 No. Canon Dr.
A—Wynnfield Music Co. 9926½ Robbins Dr.

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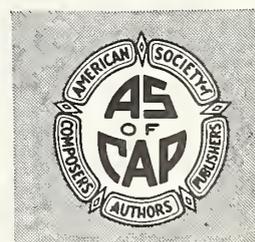
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B—Modern Age Music Co. P. O. Box 935
A—Monorco Music Co. 6087 Sunset Blvd.
B—Montclare Music Corp. 1606 No. Argyle Ave.
B—Montecito Music, Inc. Box 2471
B—Monterey Music Co. 1114 N. Sweetzer Ave.
A—Moon Tunes 1744 N. Berendo St.
B—Moonbeam Music Co. 1614 N. Argyle
B—Moonlight Music Inc. 9155 Sunset Blvd.
B—Moore Hollywood Songs 843 Mattman Ave.
B—Mout Rushmore Music Publishing 1607 N. El Centro Avenue
B—Mountain Music Co. 1229 Olive Dr.
B—Mountain Music, Inc. 1595 Crossroads of the World
A—M. S. I. 8848 Sunset Blvd.
A—Muirfield Music Corp. Hollywood & Vine
A—Mulcahy Music 2700 Hollyridge Dr.
A—Munrab Music Pub. Co. 6356 Delongpre
B—Musi-Cal Pub. Co. 962 Vine St.
A—Musi-Chard Pub. Co. 1441 N. Vine St.
B—Music Art Pub. 1337 N. Orange St.
B—Music Mill 5880 Hollywood Blvd.
A—Music Makers Pub. Co. 1606 Vista Del Mar
A—Music Mart 1617 El Centro No. 7
B—Music World Corp. 6087 Sunset Blvd.
B—Neil Music, Inc. 8566 Sunset Blvd.
A—Neila Music 6331 Hollywood Blvd.
B—Nida Music 7251 Fountain Ave.
A—Nelson Music Pub. Co. 1717 N. Highland Ave.
B—Noahmar Music Co. 1851 North Ivar
B—Norman Music Pub. 1353 N. Highland Ave.
B—N. R. Music Co. 624 Santa Monica Blvd.
B—Nasta Music c/o Ray Stanley 8497 Sunset Blvd.
B—Navajo Music, Inc. 1606 No. Argyle Ave.
A—Odin Music, Inc. 1234 North June St.
B—Okun Music Co. P. O. Box 2605
A—Olander Ent. 5880 Hollywood Blvd.
A—Omar Music Corp. 649 N. Bronson Ave.
A—Oriole Music Corp. 9157 Sunset Blvd.
B—Otto Norman Olsen 1239 Gordon St.
B—Padua Music Co. 5004 Melrose Ave.
A—Pageant Music Co. 7270-B Sunset Blvd.
B—Palladium Music 6229 Sunset Blvd.
A—Palm Springs Music Co. 1601 N. Gower St.
A—Pattern Music Inc. 6515 Sunset Blvd.
B—Jack Patton 1924 W. 7th St.
B—Paul-Marc Music 1607 N. El Centro
A—John Paul Music Corp. 2451 Nichols Canyon Rd.
B—Pendulum Music, Inc. 1459 Seward St.
A—Peters Music Co. 1491 N. Vine St.
A—Petkere, Bernice Music, Inc. 1612 N. Argyle
A—Phyllis Music, Inc. 1680 N. Vine St.
A—Playhouse Music Co. 1610 N. Argyle Ave.
B—Plectrum Music, Inc. 6087 Sunset Blvd.
B—Pop Songs, Inc. 8425 Melrose Ave.
A—Post Music, Inc. 6425 Hollywood Blvd.
B—Henry Price Music Co. 2058 Watsonia Terrace
B—Pritchett Pub. P. O. Box 2908
A—Prestige Pub. Co. 2511 Mayberry St.
A—Promenade Music, Inc. 6650 Sunset Blvd.
A—Pyramid Music Co. 6076 Sunset Blvd.
B—Rachel Pub. Co. 6356 De Longpre Ave.
A—Raimor Music Co. 6381 Hollywood Blvd.
B—R. A. O. Music Div. of R. P. F. Enterprises, Inc. 5424 Melrose Avenue
A—Raphael, Fred Music, Inc. 6087 Sunset Blvd.
B—Reeve Music Co. 6425 Hollywood Blvd.
B—Regal Music Co. 1342 No. Orange Dr.
B—Regency Music Co. 1040 N. Las Palmas
A—Renault Music Co. Inc. 835 N. Clark St.
A—Rene, Leon Pub. 6365 Selma Ave.
A—Renhall Music 6355 Selma Ave.
A—Reynolds & Anthony Music Co. 6500 Yuca St.
B—Rhodes Music 8715 West Third Street
A—Rhythm Enterprises, Inc. 2461 Creston Way
B—Ridgeway Music 6087 Sunset Blvd.
A—Ritter, Tex Music Pub. Inc. 1491 No. Vine St.
B—Rondo Music P. O. Box 2367
B—Rorile Music 6061 Hollywood Blvd.
B—Maria Rosa Publ. Co. 7021 Hollywood Blvd.
A—Rosson Music Co., Inc. 6047 Hollywood Blvd.
A—Round Table Music 1434 N. Genesee Ave.
A—Runnymede Music Co. 6087 Sunset Blvd.
B—Rupert Music 1601 No. Gower
B—St. Clair Music Pub. 1775 N. Orange Dr.
B—St. Lawrence Music, Inc. 6087 Sunset Blvd.
B—Saracen Music Co. 1607 No. El Centro
B—Serenade Music 1491 No. Vine St.
A—Shank, Bud Music 6381 Hollywood Blvd.
A—Shay Music Co. 6381 Hollywood Blvd.
A—Shelley, David Publ. Co. 1491 No. Vine St.
B—Sherburne Music, Inc. 8745 Sunset Blvd.
A—Al Sherman Music Co. 6087 Sunset Blvd.
A—Sherman Music Co. 1606 Argyle Ave.
B—Sherman Music Corp. 8800 Sunset Blvd.
B—Showcase Music Co. 6047 Hollywood Blvd.
B—Silyn Music Pub. 1821 Del Loz Ave.
B—Simon-Jackson Music 6920 Sunset Blvd.
A—Snyder Music Corp. 6308 Sunset Blvd.
B—Somerset House 5653½ Hollywood Blvd.
B—Sonark Music 1606 No. Argyle
B—Song Ranch Pub. P. O. Box 287
B—Sound Music Pub. Co. 6533 Hollywood Blvd.
A—Spartan Music Co. Ltd. 1614 N. Argyle
B—Specialty Songs 1453 No. Vine St.
A—Spina Music 2322 Vista Del Mar
B—Splendor Music 1435 No. Fairfax
A—S. & R. Music Pub. 6533 Hollywood Blvd.
B—Stacey Music Co. 929 N. Sierra Bonita
A—Starlight Songs, Inc. 9155 Sunset Blvd.
B—Stelen Music Company 8809 Oakwild Lane
B—Storm Music Company 1315 Gordon St.
B—S-12 Music Co. 5211 Santa Monica Blvd.
B—Suarez Pub. Co. 6605 Hollywood Blvd.
A—Suchan Music Corp. 1651 Cosmo
B—Sudbury Music Corp. 6087 Sunset Blvd.
B—Sun-Crest Music Co. 1614 N. Argyle
B—Surimi Music Co. 1479 Vine St.
B—Sycamore Music P. O. Box 1654
B—Syndicate Music Pub. Inc. 6869½ Fountain Ave.
A—Swingersville Music Co. 6223 Selma Ave.
A—Taj Music Co. 1556 N. La Brea Ave.
B—Talcoc Music Co. Hollywood Knickerbocker
B—Tamkoda Music Co. 5004 Melrose Ave.
B—T-C Pub. Co. 1614 No. Cherokee

B—Ray J. Thomas Music Co. 846 N. Cahuenga
A—Telekew Prod. Inc. 1507 N. Vine St.
B—Teresa Music Co. 1479 North Vine St.
A—Teri Music, Inc. 6357 Selma Ave.
B—Terra-Orb Music 6064 Hollywood Blvd.
B—Texical Music Co. 962 N. Ardmore
A—Thunderbird Music 6515 Sunset Blvd.
B—Timbrea Pub. Co. 1680 No. Vine St.
A—Tor Music 1526 N. Cahuenga Blvd.
A—Touchstone Music Co., Inc. 5927 Sunset Blvd.
B—Trauma Music Pub. Co. 1922 No. Western Ave.
B—Travis Music, Inc. 6425 Hollywood Blvd.
A—Twe Dees Music 7266 Franklin Ave.
A—Tyerson Music Co. 1491 N. Vine St.
B—Max Urban & Co. Inc. 1651 Cosmo St.
B—Val-Art Music Co. 1614 N. Cherokee
B—Valley View Music, Inc. 6087 Sunset Blvd.
B—Van Brunt Music Pub. Co. 6330 Sunset Blvd.
B—Vanguard Songs 6087 Sunset Blvd.
B—Vejac Music Pub. Co. 8462 Sunset Blvd.
B—Vendome Music Pub. Co. 8250 Fountain Ave.
B—Venice Music, Inc. 8508 Sunset Blvd.
B—Vidor Pub. Inc. 5927 Sunset Blvd.
B—Vier Pub. P. O. Box 723
A—Vin-Sun Music Corp. 1507 No. Vine St.
B—Virgo Music Pub. Co. 2586 N. Beachwood Dr.
B—Wabbits Pub. Co. 5880 Hollywood Blvd.
A—Wald, Herb. Music Co. 6083 Sunset Blvd.
A—Wanderlust Records Corp. 5880 Hollywood Blvd.
B—Wre's Music 6112 Selma Ave.
B—Ward-Marks Music Co., Inc. 1258 N. La Brea Ave.
B—Billy Ward Music Co. 6000 Sunset Blvd.
A—Weiss, Sam, Music, Inc. 6087 Sunset Blvd.
A—Western Music Pub. Co. 6087 Sunset Blvd.
B—Westwind Music Co. 8510 Sunset Blvd.
B—Wheel of Fortune Music Co. 6100 Afton Pl.
B—Whimsy, Ltd. Box 1415
B—Whiteman Music Corp. 1520 N. Hayworth Ave.
B—SlimWillet Songs 9109 Sunset Blvd.
B—Mack White Pub. Co. 6212 La Mirada Ave.
B—Winco Enterprises Attn. Graham Gladwin P. O. Box 972
B—Winsor Music Co. 1220 N. Gardner
B—Zahler Music Pub. 5800 Sunset Blvd.
A—Yellowstone Music Pub. Co. 5927 Sunset Blvd.
B—Tune Towne Tunes, Inc. Box 476
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B—Thurston Knudson 203 S. Walnut St.
LA MIRADA
B—Llewellyn Music Co. 15120 Hayford St.
LA PUENTE
B—Lucky Seven-Eleven Music Co. 13312 Allandwood Road
B—Selever Music Co. 923 Helmsdale Ave.
LAWDALE
B—Robbie Music Co. c/o M. J. Levand P.O. Box 512
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B—R. Prevost 7920 Imperial Ave. P. O. Box 126
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B—Vellez Music Publications 34308 Alliene Ave.
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B—Prin-El Music Company 2639 East Broadway
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B—Sahara Publishing Co. c/o Bernard Solomon 3570 Atlantic Ave.
B—Shirgus Publishing 5250 Appian Way
B—Vedco Music 2721 A East 6th Street
B—Velvet Music Company 4410 Greenmeadow Road
B—Vironde Publishing Company 210 E. 45th Street
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B—Acama Music Co. 1608 Argyle Avenue
A—Acolade Music Pub. 351 Veteran Ave.
A—Amenra Music 1970 Mandeville Canyon Rd.
B—Anna Music Co. 1110 E. 12th St.
A—Anton Pub. 1010 S. Robertson
A—Arcadia Music Corp. 8715 W. 3rd St.
B—Arctic Music 415 S. New Hampshire
B—Argo Music, Inc. 1055 N. El Centro
B—Aries Music Co. 3747 Ruthelen St.
B—Arnett Music Pub. 2825 Gay St.
B—Art Music Co. 1279 Queen Anne Pl.
B—Avant Music 3112 Vera Ave
B—Award Music Co. 3655 Berryman Ave.
B—Azteca Music Co. 128 S. Kingsley
A—Aztec Music, Inc. 1041 N. Formosa Ave.
A—Azure Pub. 1010 S. Robertson Blvd.
B—Barbary Music Co. 4430 Santa Monica Blvd.
B—Barlon Music, Inc. 8810 Sunset Blvd.
B—The Bar Music Publishing Company, Ltd. 11314½ South Main St.
B—Bee Cee Music 507 S. Westgate
B—Beige Pub. 1010 S. Robertson Blvd.
B—Belhaven Music Co. 11920 So. Central Ave.
B—Benmax Pub. Co. 12202 Herbert St.
B—Benton Pub. 1010 So. Robertson St.
A—Beverly Music Corporation 6535 Wilshire Blvd.
B—Billy Jr. Music Co. 1573 Sunset Plaza Dr.
B—Bil-Ya-Bah Music Pub. 800 3rd St.
B—Blackburn Music Co. 931 Alfred
B—Blacron Pub. Co. 10323 Santa Monica Blvd.
B—Blue Jay Songs P. O. Box 5481
B—J. J. Bolen Pub. Co. 1060 Crenshaw Blvd.
A—Bonnyview Music Corp. 8510 Sunset Blvd.
B—Bren-Lue Pub. Co. P. O. Box 1882
B—Brentwood Music Co. 3650 Watska Ave.
B—Brumby Pub. Co. 2607½ S. Manhattan Pl.
B—Al Bubbis Assoc. 8462 Sunset Blvd.
B—Buck Music Corp. 1041 No. Formosa Ave.
B—Byron Music Co. 6926 Melrose Ave.
B—Cactus Music Pub. Co. P. O. Box 8626
B—Calabar Music Pub. Inc. 4779 Whittier Blvd.
B—Cal-Lee Music 3839 Sawtelle Blvd.
B—Camille's Music Co. Ltd. 11314½ So. Main St.
B—Candle-Light Music 4177 4th Ave.
B—Canterbury Pub. 344 S. Serrano Ave.
B—Margie Carol Music 2534 W. Pico Blvd.
B—Carolyn Pub. 506 E. 35th St.
B—Cash Songs 1252 So. Berendo
B—Cepha 2146 West View St.

B—Chance Pub. Co. 2102 W. 24th
A—Chandler Music Co. Inc. Crosby Bldg.
B—Cholly Music 2106 S. Arlington Ave.
A—Collie Music 6505 Wilshire Blvd.
B—Combo Music 506 N. Virgil Ave.
A—Composers Music 8481 Melrose Place
B—Contemporary Music 8481 Melrose Place
B—Cornerstone Song Pub. Co. 6920 Sunset Blvd.
B—Courtney Music Pub. 1424 E. 78th St.
B—Crocket Music 9165 Sunset Blvd.
A—Crisscott Music Co. 10807 Wellworth Ave.
B—Crown Music Co. 3312 Overland Ave.
B—Dalton Music 3745 S. Dalton Ave.
B—Dantler's Pub. Co. 2049½ Burnside
B—Devland Music Co., Inc. 9110 Sunset Blvd.
B—Del Cal Theatres, Inc. 851 S. Dunsmuir Ave.
B—DeLuxe Music Pub. 3103 S. Delton Ave.
A—Denham Music Co. 1251 Malcolm Ave.
A—Devere Music Corp. 6308 Sunset Blvd.
B—Dijon Pub. 8255 Sunset Blvd.
B—D. & M. Music Pub. 5352 W. Pico Blvd.
B—Dolly Bee Music 1951 Holmby Ave.
B—Don Carlos Music 2534 West Pico Blvd.
A—Dondee Music 3227 Andrita St.
B—Dorcas Music Co. 6113 Dorcas Pl.
B—Dorron Music Co. Box 66134
B—Dunkirk Music Co. 2120 Balsam
A—Durante, Jimmy Music Pub. Co. Inc. 6317 Yuca St.
B—Dursun Music 928 N. Clark St.
B—Ebb Publishing Corp. 4521 S. Western Ave.
A—Eldorado Music Co. 2990 W. Pico Blvd.
B—Elite Pub. 4818 Avalon Blvd.
A—El Tee Pub. 6021 Sunset Blvd.
A—Erosa Music Pub. Corp. 333 S. Windsor Blvd.
B—Eton Music Pub. 8930 S. Western Ave.
B—Eugene Music 5076 Lemon Grove
A—Eurasia Music Pub. 816 Hyperion Ave.
B—Eureka Pub. 115 East 119th St.
B—Evar Music 580 W. 3rd St.
B—Exbrook Pub. Co. 9110 Sunset Blvd.
A—Exotocia Pub. Co. 6223 Selma Ave.
A—Farel Music 1247 N. Flores
B—Robert Farlice Music 3102 W. 43rd Place
B—Fearless Music 4421 Van Horne
A—Fenner Pub. 1017 Westlake Ave.
B—Fiji Music Co. 1111 Linda Flora Dr.
B—Five Point 5059½ W. 20th St.
B—Flex Songs 1842 W. 11th St.
B—Flucey Music Co. P. O. Box 18894 Cimaron Sta.
A—Freberg Music Corp. 7781 Sunset Blvd.
A—Futura Music Pub. Co. 1617 El Centro Ave.
A—F. & W. Ph. 2534 W. Pico Blvd.
B—Gallo Music 8462 Sunset Blvd.
B—Gele Music 3432 Mentone Ave.
A—GME Corp. 9134 Sunset Blvd.
A—Gould, Edward E. Music Co. 3655 Berryman Ave.
A—Grady Music Co. 6535 Wilshire Blvd.
A—Greene, Walter Music Co. 6119 Lexington Ave.
A—Greenlake Music 109 S. Flore St.
B—Guild Music Pub. Inc. 2511 Mayberry St.
B—J. C. Haggard Pub. 868½ N. Oxford
B—Halliburton Music Co. 1970 Mandeville Canyon Rd.
B—Hama & Rhodes Publ. Co. 2339 So. Coats Ave.
B—Hamblen Music Co., Inc. 7740 Mulholland Dr.
B—Harley Music Pub. Co. Inc. 1122 Cardiff Ave.
A—Harris Harry Music Pub. Co. 3231 Purdue Ave.
B—Hayward Music 2920 Montcalm Ave.
B—Al Hazan Music 6330 Lindenhurst Ave.
B—Helierqui Music Pub. P. O. Box 1121
A—Herbec, Inc. 9118 Sunset Blvd.
B—Hermosa Music Corporation 8715 West Third Street
B—High Society Music Pub. 3006 Halldale
B—Hi-Lite Music Pub. 2049 W. Manchester Ave.
B—Hillart Music Co. 2854 West Pico Blvd.
A—Hillwood Music Co. 2990 W. Pico Blvd.
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B—Hollywood Star Music Co. 557 N. Kenmore
B—House of Sound 130 S. Bred St.
B—Hump & Snook Music 1003 West 48th St.
B—H. & W. Music Co. 2817 W. Pico Blvd.
B—Hugh Gerstl Enter. 10994 Exposition Blvd.
A—Idriss-Brown-Tibbles 1951 Holmby Ave.
A—Interlude Music 6340 Hollywood Blvd.
B—Intro Music, Inc. 5352 West Pico Blvd.
B—IT Publishing Co. 1732 W. 23rd St.
B—Jaguar Music 8582 Sunset Blvd.
B—Jill Music Co. 490 S. San Vicente Blvd.
B—Jos-Mits Music Pub. 1614 Virginia Rd.
B—Julene Music 4044 W. 7th St.
A—J. V. P. Pub. Co. 1060 Crenshaw Blvd.
B—J. Y. G. Music Co. 1275 N. Hayworth
A—Koff Music Co. Inc. 1418 Bentley Ave.
B—Kynd Music Pub. 145 S. Westmoreland Ave.
B—J. LaJesse Music, Inc. 2537 Carmona Ave.
B—Larry Adler Music Co. 3432 Mentone Ave.
A—Leftwich Pub. Co. 659 S. Orange Dr.
A—Lero Music Co. 2990 W. Pico Blvd.
A—Leslie Music Corp. 1010 S. Robertson Blvd.
B—Lessor Music Co. 2264 Laurel Canyon Blvd.
B—Lighting Pub. Co. 1248 S. Berendo St.
B—Limax Music, Inc. 618 S. Ridgely Dr.
A—Littelfield Music, Inc. 3563 Jasmine Ave.
B—Livre Music Pub. 1163 S. Plymouth St.
B—Locket Music 2560 Pico Blvd.
A—Loma Vista Pub. Co. 6926 Melrose Ave.
B—Lorra Music Co. 5617 Brushton Ave.
B—Loubarry Music, Inc. 8810 Sunset Blvd.
B—Loyal Music Pub. 10410 Lagrange Ave.
B—Lucille Music Pub. Co. 1309 W. 58th Pl.
B—Lux Music Co. 1619 Silverlake Blvd.
A—Mabs Music Co. 8831 Sunset Blvd.
B—Maddin Music 4500 Sunset Blvd.
A—Magidson Music Co. 10464 Lindbrook Dr.
B—Malibu Music Pub. 10756 Wellworth Ave.
B—Mansfield Pub. Co. 1023 S. Mansfield Ave.
B—Mapleton Music Co. 120 S. Mapleton Dr.
A—Mara-Music Corp. 8745 Sunset Blvd.
B—Marcel Music Pub. Co. P. O. Box 19581
B—Mardon Pub. Co. 1310 S. New Hampshire
B—Mason and Dixon Publications c/o P. W. Coombs 1557 W. 123rd St.
B—Matarau Music 4348 Lockwood Ave.
A—Melker Music 261½ S. Western Ave.
B—Melodiana Music Pub. Co. 3219 N. Broadway
B—Melody Masters Music Pub. Co. 812 S. Muirfield
B—Mesa Music Co. 1151 S. Broadway

“In our generation, the most profound change to come upon the music scene undoubtedly was the formation of Broadcast Music, Inc. . . . Tin Pan Alley is now the United States of America.”

An Editorial by

PAUL ACKERMAN, *Music Editor*

Billboard Music Week

January 30, 1961

“Music—both as an art and an industry—is dynamic and ever-changing. To maintain a state of health it must be ever-seeking; it must always reach out and embrace new ideas and forms. It must avoid the status quo, for when an art and an industry lapses deeply into a rut, it can only decline and lose importance as a facet of the nation’s culture.

“In our generation, the most profound change to come upon the music scene undoubtedly was the formation of Broadcast Music, Inc. The creation of BMI set up a chain reaction of developments which brought to American music a richer repertoire and a broader base. In a phrase: Tin Pan Alley is now the United States of America.

DEPTH OF CHANGE

“The drama of this statement needs no undue emphasis. The simple statement of fact indicates clearly the depth of change that has come upon the music industry—upon its songwriters, publishers, artists and recording executives. And, of course, upon the people—the last and most important link to be effected.

“BMI brought to the music business not only dramatic change, but a large measure of romance. New sounds and new writers from faraway cities emerged to leave fresh impressions upon a musical scene.

“As is true of all major departures from the norm, the changing patterns dislocated writers and publishers

of the old school. All who were solidly entrenched viewed the new era with irritation—if not loathing. The day of sleek comfort was dissipated by the onset of sharp competition.

A RICHER ART

“Yet, in our view, this competition has resulted in a richer musical art and a more progressive music business. This we feel is true not only in the fields of concert and jazz music, but also in the pop category where BMI has been most strongly attacked by adherents of the older music business. We feel that when serious composers begin the task of capturing the essence of musical America in major works, they will find that their basic material is all the richer because of the folk-oriented repertoire which BMI brought to the mainstream of pop music. When the tumult dies, it will be realized that this repertoire, neglected through the years, represents much of the musical heartland of the continent.

“Competition has made this musical growth possible. It is worth remarking that this competition was created by the broadcasting industry. It was not imposed by a governmental agency; rather, it is one of the notable examples of an industry facing a problem—the need for competition—and solving that problem from within.”

BMI

*

BROADCAST MUSIC • INC

589 FIFTH AVE. • NEW YORK 17, NEW YORK

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A—ASCAP
B—BMI
S—SESAC

CALIFORNIA (Cont'd)

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B—Minor Tone Music Pub. 5627 Ernest St.
B—Mirth Music 1252 No. Crescent Heights
B—Mission Pub. Co. 7936 Santa Monica Blvd.
A—M. K. T. Pub. Co. 8582 Sunset Blvd.
B—Modern Artist, Inc. 4911 W. 20th St.
A—Monaco, James V. Inc. 1204 S. Roxbury Dr.
B—Money Music 3916 So. Edgemoor Dr.
A—Monsonour Pub. Co. 11125 S. Wilton Pl.
B—Morey Music 4724 W. Washington Blvd.
A—Move Music Co. 2114 Thurman Ave.
B—MS Music Pub. 2017 N. Argyle
B—Multi-Million Pub. 2430 Crenshaw Blvd.
B—Musical Stars Pub. Co. P. O. Box 18973
A—Musetta Music Co. Inc. 9028 Sunset Blvd.
B—Myrt's Music 2900 S. Sacramento Ave.
B—Natural Song Publications c/o Mr. William T. Mason 4183 Somerset Dr.
B—Napenthe Music Co. 827 N. Formosa Ave.
A—Newman, Lee Music Co. 835 N. Clark St.
A—Noel Music Pub. 2360 S. Beverly Glen Blvd.
B—Odell Music Pub. 1114 W. 31st St.
B—Opal Music, Inc. 6308 Sunset Blvd.
B—Orbit Pub. Co. Inc. 4010 W. Olympic Blvd.
B—Orjae Pub. Co. 6514 So. San Pedro St.
B—Orquidia Pub. Co. 928 Orme Ave.
B—Ortego Music 9034 Sunset Blvd.
B—David E. Ostergard 2090 W. Jefferson Blvd.
B—Overture Music Co. 428 Gretna Green
B—Page Pub. Co. 523 W. 6th St.
B—Pagoda Music Co. 6035 Le Doux Road
A—Paley Music Co. 7900 Willow Glen Rd.
B—Palisades Music Pub. 1557 W. 123rd St.
B—Pan-World 1543 S. Canfield Dr.
B—Paskal Publishing Co. 7561 Waring Avenue
B—Patmar Music Company, Inc. 6233 Wilshire Blvd.
B—The Paty Publishing Co. 618 So. Western Ave.
B—Pearson Music Co. 729 S. Western Ave.
B—Peerless Songs, Ltd. 3547 Dahlia Ave.
B—Penrose Music Co. 5911 So. Broadway
B—Personality Music Pub. 1055 No. El Centro
B—Philaire Music 1628 W. Blvd.
A—Piantodosi Music Pub. 1569 S. Spaulding Ave.
B—Pico Music Pub. Co. 1332 S. Flower St.
B—Pincar Music Pub. 3729 Virginia Road
B—Pioneer Pub. Co. Inc. 6356 De Longpre Ave.
B—Pirouette Music 1723 Leighton Ave.
B—P. S. Pitts Pub. 1415 E. 18th St.
B—Playmate Music 2648 7th Ave.
B—Pluto Music Co. 1518 S. Wilton Pl.
B—Podlor Music 1104 Roscomare Rd.
A—Project Records, Inc. 9028 Sunset Blvd.
B—Prolific Music Pub. 841 E. 25th St.
A—Protone Music 2847 Effie St.
B—Ra-Len Music Co. 1900 W. 25th St.
B—Rapture Music Co. 2943 Western Ave.
B—Ray-Dor Music Co. 1154 N. Wilton Pl.
B—Recordo Music Pub. 3621 W. Pico Blvd.
B—Reddey Music Co. 801 N. Labrea
B—Redstone Music Co. 9163 Sunset Blvd.
B—Red, White & Blue Pub. P. O. Box 49984
A—Redwine, Skip Music Co. 9040 Rangle Ave.
A—Rene, Otis Pub. 5048 Valley Ridge Ave.
B—Anthony Renfro Publishing Co. 1895 West 22nd Street
B—Reynolds & Andrews Publishing Co. c/o Mr. Charles Reynolds 623 E. Vernon Ave.
B—Richardson Music Publishers c/o Bebe Blacke 104 S. Curson
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A—Rinimer Corp. 6400 Sunset Blvd.
B—Rinky Dink Music Co. 1726 N. Occidental
A—Roberty Music Co. 1608 Hillhurst Ave.
B—Robin Hood Music Co. 5916 Carleton Way
B—Rogers & Van Buren Pub. P. O. Box 64431
B—Romeo Music 1047 1/2 W 52nd St.
A—Rose David Pub. Co. 5979 W. 3rd St.
B—Rotine Music Co. 2835 West Blvd.
B—Rozell Music Co. 605 So. Normandie Ave.
B—Royal Crest Music Enter 3919 Roxanne Ave.
B—RTL Publishing Co. 1962 West 29th St.
B—Art Satherley Pub. 3507 Linda St.
A—Schumann Music Corp. 980 N. La Cienega Blvd.
B—Scorpio Music Pub. Co. 6535 Wilshire Blvd.
B—Sendme Music Co. 1154 N. Wilton Pl.
A—Seneca Music Co. 1042 W. 81st St.
A—Sepulveda Music Corp. 390 S. Hauser Blvd.
A—Servance Music, Inc. 650 N. Bronson Ave.
B—S. & H. Music Co. 5133 W. 58th Pl.
B—Shag Pub. 4206 W. Adams
A—Shefter, Bert Prod. 1737 Bel Air Rd.
B—Shawen Pub. Inc. 501 N. Sycamore
B—Siegel Sons 1119 N. Fairfax Ave.
B—Sierra Music Co. 21824 Indianapolis St.
B—Skyway Records & Music Pub. Co. Box 5705B
A—Skyview Music Corp. 8566 Sunset Blvd.
B—Rosina Sobek 210 W. 7th St.
B—Soland Music Pub. Co. P.O. Box 78243
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A—Byron Music Inc. 185 N. Wabash Ave.
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A—Comac Music Corp. 670 N. Michigan Ave.
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B—Doo Da Music 185 N. Wabash Ave.
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A—Cathryl Music Corp. 608 Fifth Ave.
B—Causeway Music Company 1441 Bway.
A—Cavalade Music Corp. 136 E. 57th St.
B—C. B. Music, Inc. 1631 Broadway
A—Central Park Music Co. 57 E. 55th St.
A—Central Park South Music Corp. 165 Broadway

B—Adonis Music, Inc. 10 Columbus Circle
A—Adrienne Music Co. 222 W. 83rd St.
B—A.D.T. Ent. Inc. 250 W. 57th St.
A—Advanced Music Corp. 488 Madison Ave.
A—Agrum Music Corp. 1619 Broadway
A—Ahler, Fred Music Corp. 1619 Broadway
A—A. H. Music, Inc. 1501 Broadway
A—Aida Music, Inc. 1740 Broadway
A—Alamo Music, Inc. 1619 Broadway
A—Alba Music Inc. 1650 Broadway
A—Alexis Music Co. 408 W. 57th St.
A—Alfred Music Co. Inc. 145 W. 45th St.
A—Alfred Productions, Inc. 580 Fifth Ave.
B—Alice Music Pub. 1465 Broadway
B—Alana Music Co. 1619 Broadway
B—Aldon Music, Inc. 1650 Broadway
B—Algonquin Music, Inc. 1650 Broadway
B—Allendale Music, Inc. 10 Columbus Circle
B—Allegheny Music, Inc. 1650 Broadway
B—Allen Intercollegiate Music, Inc. 589 Fifth Ave.
B—Alliance Music Co. 545 Fifth Ave.
A—Allied Music Corp. 1619 Broadway
A—Allison's Music, Inc. 521 Fifth Ave.
B—Almino Music, Inc. 345 W. 58th St.
B—Alnur Music 119 W. 57th St.
B—Alpha Film Music 501 Madison Ave.
B—Aloy Music Co. 1650 Broadway
B—Ab Lib Music 246 W. 44th St.
B—Alsam Music Co., Inc. 44 Madison Ave.
B—Alt Music Pub. Co. 1650 Broadway
B—Joe Altschuler 1501 Broadway
B—Alvin Music Corp. 1650 Broadway
A—Almanac Music, Inc. 10 Columbus Circle
A—Ambassador Music Inc. 408 Lexington Ave.
B—Amano Music Corp. 680 Fifth Ave.
A—A. M. C. Inc. 30 W. 60th St.
A—Amelia Music Co. 200 W. 50th St.
A—American Academy of Music, Inc. 1619 Broadway
B—American Composers Alliance 2121 Broadway
A—American Music Edition 250 W. 57th St.
A—A. Music Corp. 609 Fifth Ave.
B—Amore Music Co. 35 E. 60th St.
B—Amor Pub. 233 E. 32nd St.
A—Ampeo Music, Inc. 1501 Broadway
A—Ample Music Pub. Inc. 1650 Broadway
A—Amrita Music Corp. 300 W. 57th St.
A—Amron Music Corp. 10 Columbus Circle
B—Amy Music 570 Fifth Ave.
A—Ama Music Co. 1650 Broadway
B—Anax Music Corp. 101 W. 55th St.
B—And Music Co., Inc. 15 W. 55th St.
B—Andick Music Corp. Park Sheraton Hotel
B—Anerak Music Co. 110 W. 57th St.
A—Anchor Music Co. 234 W. 48th St.
A—Andover Music Inc. 10 Columbus Circle
A—Andrew Music Corp. 119 W. 57th St.
A—Aneres Music 117 W. 48th St.
B—Angle Music 117 W. 48th St.
B—Angle Music Inc. 150 West 55th St.
B—Anita Music 153 Norfolk St.
A—Ankerford Music Corp. 1619 Broadway
A—Annave Music Corp. 1619 Broadway
B—Ann-Dee Music Pub. Co. 1133 Broadway
A—Anro Music Co. 33 W. 42nd St.
B—Antilleana Music Pub. Co., Inc. 160 Broadway
B—Antoine Music, Inc. 565 Fifth Ave.
A—Anvil Music Co. 48 W. 53rd St.
A—Appollo Music Co. 301 W. 41st St.
A—April Music, Inc. 10 Columbus Circle
B—A. Q. V. Music Corp. 35 W. 53rd St.
A—Arbee Music Pub. Co., Inc. 475 Fifth Ave.
B—Arc Music Corp. 1619 Broadway
A—Arch Music Co., Inc. 1650 Broadway
A—Arcot Music Pub. Co. 1650 Broadway
B—Ardee Music 294 Riverside Dr.
B—Ardek Music, Inc. 164 Waverly Pl.
A—Arista Music, Inc. 1650 Broadway
B—Ariston Music, Inc. 1733 Broadway
A—Arkayem Music Pub. Co. Inc. 550 5th Ave.
B—Ark-La-Tex Pub. Co., Inc. 1619 Broadway
A—Arko Music Corp. 551 54th St.
B—Armond Music, Inc. Hotel Shelton 49th & Lexington Ave.
A—Arnel Music Corp. 369 Lexington Ave.
A—Arndt, Nola, Inc. 151 W. 51st St.
A—Arnox Record Corp. 620 W. 51st St.
B—Arthur Music Co. 667 Madison Ave.
B—Edward Arthur Music Co. 1619 Broadway
A—Arthur, Irving Music Corp. 250 W. 57th St.
A—Ascher, Emil, Inc. 745 Fifth Ave.
A—Ascot-Jolan Music Corp. 45 W. 39th St.
A—Ascot Music Pub. 33 W. 42nd St.
B—Ashland Music Corp. 136 E. 57th St.
B—Ashtown Music Corp. 1619 Broadway
A—Aspen Music Corp. 1780 Broadway
B—Assembly Music 525 Lexington Ave.
A—Asset Music Corp. 1501 Broadway
B—Associated Composers, Inc. 500 Fifth Ave.
R—Associated Music Pub. Inc. 1 W. 47th St.
A—Astor Pub. Inc. 1639 Broadway
B—Robert Astor Music Co., 1650 Broadway
B—Atr Music Co. 119 W. 57th St.
A—Atlas Music Corp. 488 Madison Ave.
B—Audicon Music Corp. 1674 Broadway
B—Audio-Master Corp. 17 E. 45th St.
A—Audubon Music, Inc. 119 W. 57th St.
B—Aurea Music 1697 Broadway
B—Aurelio Music Pub. 782 8th Ave.
B—Aurora Music Pub. Co., Div. of Olympia Dist. Corp. 721 11th Ave.
B—Avalon Music Co. Suite 605, 1270 6th Ave.
A—Avas Music Pub. Co., Inc. 250 W. 57th St.
B—Avon Music, Inc. 130 W. 46th St.
A—Azar, John E. Pub. Co. 232 W. 48th St.
A—Baker Music, Inc. 59 E. 54th St.
A—Bal Music Co. 730 Fifth Ave.
B—Balare Music Co. 1755 Broadway
B—Baldwin Music Corp. 145 W. 45th St.
B—Ballad Music Co. 38 E. 57th St.
A—Balladier Music Co. 151 E. 49th St.
B—Balliston Music Corp. 1650 Broadway Room 1002
B—Balto Prod. 1650 Broadway
B—Bandstand Music Inc., c/o Raleigh Music, Rm. 901 1650 Broadway
A—Banjoe Pub. Inc. 524 W. 57th St.
A—Bark Music Corp. 345 W. 55th St.
A—Barnaby Music Corp. 152 W. 42nd St.
B—Barnann Music Publishing Co. 1733 Broadway, Room 307
B—Barnegat Music Corp. 1733 Broadway
A—Barry, Guy Ent. Inc. 7 E. 42nd St.
A—Barton Music Corp. 1619 Broadway
A—Basie, Diane, Music Corp. 1619 Broadway
A—Bayer Music Co., Inc. 345 W. 55th St.
A—Beachside Music, Inc. 520 5th Ave.
A—Beacon Music Co. 441 W. 49th St.

B—Bear, Abel Music Corp. 1540 Broadway
A—Beaver Music Pub. Corp. 1650 Broadway
B—Bebe Music Co. 1650 Broadway
A—Bedack Music, Inc. 1780 Broadway
B—Bee Jay Music 100 W. 42nd St.
B—Bee Music Corp. 565 Fifth Ave.
A—Beekman Music, Inc. 17 W. 60th St.
B—Bellage Music, Inc. 15 E. 48th St.
B—Belleaire Music 1650 Broadway
B—Bellemare Music, Inc. 146 W. 54th St.
B—Bellville Music 171 E. 45th St.
B—Bell-Kaye Music, Inc. 1619 Broadway
A—Bellmore Music, Inc. 150 W. 57th St.
B—Bell-Tone Music Pub. Co. 36 W. 44th St.
B—Bel-Mar Music Pub. Co. 1650 Broadway
B—Benal Music Co. 154 W. 71st St.
B—Benbolt Music Publishers Co. 565 Fifth Ave.
B—Bendig Music Corp. 10 Columbus Circle
B—Benell Music Pub. Co. 315 W. 47th St.
A—Ben Gen Music Corp. 1595 Broadway
B—Ben-Ghazi Enter. Inc. 1697 Broadway
A—Bennie Benjamin Music, Inc. 1619 Broadway
B—Benral Music Co. 320 W. 76th St.
B—Berkshire Music, Inc. 756 7th Ave.
A—Berlin, Irving Music Corp. 1650 Broadway
B—Bernwood Music, Inc. 1650 Broadway
B—Berry Music Corp. 630 21st Ave.
B—Bertgil Music, Inc. 221 Fourth Ave.
A—Bertha Music Co. 117 W. 48th St.
B—Bess Music, Inc. 1780 Broadway
B—Bette Music Co. 200 W. 49th St.
B—Big Billy Music Co. 10 E. 40th St.
B—Big Big Boy Music Pub. 3349 Barker Ave.
B—Big Tee Music, Inc. 1650 Broadway
A—Billboard Music Pub. Co. 200 W. 57th St.
A—Biltmore Music Corp. 345 W. 58th St.
A—Bing Music Co., Inc. 35 W. 53rd St.
A—Birdees Music Corp. 1501 Broadway
B—Bishop Music, Inc. 1650 Broadway
A—B. L. & H. Music Corp. 1650 Broadway
A—Blackstone Music, Inc. 1841 Broadway
B—Blaze Songs, Inc. 527 Madison Ave.
B—Blecker Pub. Co. 319 E. 8th St.
A—Blen Music Inc. 142 W. 49th St.
A—Bloom Ben Music Corp. 1619 Broadway
A—Blossom Music Corp. 322 W. 48th St.
B—The "Blue Beat" Music Pub. Co. Radio City Station
B—Bobby Music, Inc. 1650 Broadway
A—Boda Music Pub. Co. 1650 Broadway
A—Bogat Music Corp. 136 W. 52nd St.
A—Boland-Leng, Inc. 25 Central Park West
A—Bonnie Music, Inc. 1650 Broadway
A—Boosey & Hawkes, Inc. 30 W. 57th St.
A—Boras Music Corp. 1619 Broadway
A—Boulder Music Corp. 9 Rockefeller Pl.
A—Bourde Brothers 56 W. 45th St.
A—Bourne, Inc. 136 W. 52nd St.
A—Box & Cox Publications, Inc. 1619 Broadway
B—BRS Music Corp. 527 Madison Ave.
B—Brakenbury Music, Inc. 1619 Broadway
B—Brand Music Co. 2 W. 45th St.
B—Brasilero Music Co. 2 W. 45th St.
A—Breen & De Rose Music Corp. 186 Riverside Dr.
A—Bregman, Vocco & Conn, Inc. 1619 Broadway
B—Bre-Ho Music Co. 408 W. 58th St.
B—Brej Pub. Co. 1650 Broadway
A—Breland Music



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- B—Challenge Music, Inc. 157 57th St.
B—Cham Music, Inc. 565 Fifth Ave.
B—Champion Music Corp. 445 Park Ave.
B—Chantes Music, Inc. 10 Columbus Circle
A—Chappell & Co. Inc. 609 Fifth Ave.
A—Chappell Styne, Inc. 609 Fifth Ave.
A—Charling Music Corp. 31 W. 54th St.
B—Charlotte Music Co. 307 E. 44th St.
B—Charm Music Corp. 1619 Broadway
A—Chatham Music Corp. 1619 Broadway
A—Chatsworth Music, Inc. 1619 Broadway
B—Chaz-Mar-Music Pub. Co. 331 W. 51st St.
B—C-Hear Services, Inc. 210 47 St.
B—Checker Music Pub. Co. 605 Park Ave.
B—Check Music Co. Park Plaza Hotel 50 77th St.
B—Chelsea Music Corp. 1650 Broadway
B—Cherwood-Enter, Inc. 48 W. 48 St.
B—Cher Music Pub. Inc. 300 Madison Ave.
B—Cheryl Music Co. 201 W. 49th St.
B—Chez Music 31 W. 71st St.
B—Chico's Music 309 W. 100 St.
A—Chordinators, Inc. 1697 Broadway
B—Chords Music Pub. 160 W. 46th St.
A—Cindy Music, Inc. 157 W. 57th St.
B—Cindy Music, Inc. 1650 Broadway
A—Citation Music, Inc. 211 W. 53rd St.
B—Clarama Music 200 W. 57th St.
A—Clara Music Pub. Corp. 120 W. 57th St.
B—Cleo Music Corp. 1650 Broadway
B—Clifton Music Co. 2 W. 45th St.
B—Climax Music Co. 113 W. 57th St.
B—Clique Music 169 Broadway
A—Clover Music Co. 48 W. 53rd St.
B—Club Royal Pub. 1650 Broadway
A—C. M. A. Music Inc. 1619 Broadway
A—Coca Music Corp. 19 W. 44th St.
A—Cohan George M. Music Pub. Co. 1776 Broadway
B—Colby Music Co. 250 E. 51st St.
A—Coleman Ross Co. Inc. 350 Fifth Ave.
B—Coliseum Music, Inc. 1619 Broadway
B—Collins Music Co. 343 W. 58th St.
A—Colonsense Ent. 510 Madison Ave.
B—Colpert Music Pub. 1650 Broadway
A—Colpix Music Co. 711 Fifth Ave.
B—The Columbia Music Pub. Co. 799 7th Ave.
A—Columbia Pictures Music Corp. 666 Fifth Ave.
A—Comet Music Corp. 101 W. 55th St.
B—Command Music Inc. 36 West 44th St.
B—Commercial Music, Inc. 565 55th Ave.
A—Commercial Music Co. 1619 Broadway
A—Compton Music Corp. 1733 Broadway
B—Con-Bar Music Pub. Corp. 1760 Madison Ave.
A—Connelly Reg Music, Inc. 1619 Broadway
B—Conroy Music Co. 155 W. 46th St.
A—Consolidated Music Pub. Inc. 240 W. 55th St.
A—Consonant Music Inc. 224 W. 49th St.
B—Constant Music Co. Inc. 1650 Broadway
B—Constellation Music Co. 1619 Broadway
B—Continental Record Co. Inc. 500 5th Ave.
B—Con-Trans Music 200 W. 49th St.
A—Conquest Music Corp. 1697 Broadway
B—Cooga Music Corp. 157 W. 57th St.
A—Cooper Music Corp. 1619 Broadway
B—Co-Op Music Co. 1650 Broadway
A—Copa Music Pub. Co. 725 Riverside Dr.
A—Corda Music, Inc. 1795 Riverside Dr.
B—Corinthian Music Pub. 1697 Broadway
B—Cornball Music Co. 1650 Broadway
A—Cornucopia Music Corp. 1270 Sixth Ave.
B—Corona Music Inc. 1650 Broadway
A—Coronet Music Inc. 1650 Broadway
A—Cosmopolitan Music Pub. 545 Fifth Ave.
B—Costa Music Co. 289 Bleecker St.
B—Country Spirituals Music Co. 2 W. 45th St.
B—Cova Prod. Inc. 1650 Broadway
B—Cragmoor Music Pub. Co. Inc. 1472 Broadway
B—Crep Music Co. 1697 Broadway
A—Cresendo Music Corp. 1619 Broadway
A—Crescent Music Co. Inc. 1650 Broadway
B—Crestline Music Pub. 1587 Broadway
A—Crest Music Co. 146 Central Park
B—Crestwood Pub. 1650 Broadway
A—Cromwell Music Inc. 10 Columbus Circle
B—Cuban Music Corp. 1733 Broadway
A—Cunningham Paul, Inc. 60 Sutton Place S.
A—Curtis Music Ent. Inc. 221 W. 57th St.
B—Cynthia Music, Inc. 1631 Broadway
B—Cyril Music, Inc. 200 W. 57th St.
B—Dak Music c/o Melzer 152 W. 49th St.
B—Danby Music Co. 1619 Broadway
A—Daniels, Charles N. Inc. 1619 Broadway
B—Dan-John Music 1697 Broadway
B—Dapa Music Corp. 1619 Broadway
B—Dar Pub. Co. 408 E. 65th St.
B—Darl Pub. Co. 11 E. 87th St.
A—Darlan, Inc. 136 W. 46th St.
A—Dartmouth Music, Inc. 10 Columbus Circle
A—Dash Connelly Inc. Essex House, 160 Central Park S.
A—Dave Dreyer Music Corp. 345 W. 58th St.
B—David Music Co. 1697 Broadway
B—Davidson County Music, Inc. 101 W. 55th St.
A—Davis Joe 441 W. 49th St.
B—D. & D. Music Pub. 110 W. 55th St.
B—Deal Music Pub. 701 7th Ave.
B—Deauville Music Inc. 1650 Broadway
B—Debin Music Co. 315 W. 57th St.
A—December Music Inc. 1619 Broadway
A—Deekay Music, Inc. 40 W. 55th St.
B—Dee-La-Rue Corp. 1441 Broadway
A—Deerhaven Music Corp. 37 W. 57th St.
A—Deep River Music, Inc. 108 West End Ave.
A—Delaware Music Corp. 1721 Broadway
A—Delkas Music Pub. Co. 322 W. 48th St.
A—Delmore Music Co. 550 Fifth Ave.
B—Del Music Co. 135 W. 79th St.
B—Delstone Music Co. Inc. 1721 Broadway
B—Demar Music Pub. Co. Inc. 1674 Broadway
B—Dennis Music Co. 119 W. 57th St.
B—Desiard Music Co. Inc. 1619 Broadway
A—Deslu Music Corp. 119 W. 57th St.
A—Desmo Music Inc. 100 W. 42nd St.
B—Destry Music Co. 1697 Broadway
A—De Sylvia Brown & Henderson, Inc. 609 Fifth Ave.
B—Deveraux Music Co. 30 W. 60th St.
B—Devon Music Inc. 10 Columbus Circle
A—Dickson Music Pub. Corp. 140 E. 56th St.
A—Diena Corp. 120 E. 56th St.
B—Dinah Music Corp. 1631 Broadway
A—Discmaker's Publishing Co. 550 5th Ave.
B—Dolly Music Co. 203 W. 81st St.
A—Dolores Pub. Co. 1674 Broadway
B—Dominion Music Pub. Corp. 1650 Broadway
B—Donna-Joan Music, Inc. 101 W. 55th St.
B—Don Taro Pub. Co. 16 W. 101st St.
B—Dorchester Music Co. 1618 Broadway
B—Dorick Music Co. 1619 Broadway
A—Dornelle, Inc. 322 W. 48th St.
A—Dorsey Bros. Inc. 240 W. 55th St.
A—Dorton Music Corp. 630 Fifth Ave.
B—Dottie Ann Music 152 W. 49th St.
A—Dottie Music Pub. 756 7th Ave.
A—Double A Music Corp. 1347-6th Ave.
A—Douglas Music Co. Inc. 609 5th Ave.
A—Dove Music Co. 1674 Broadway
B—Dover Music Corp. 1650 Broadway
B—Draxon Music Co. 1650 Broadway
B—Drexall Music Co. 2 W. 45th St.
B—Dubarry Music 119 W. 57th St.
B—Dub Music Co. 1270 6th Ave.
A—Dubonnet Music Pub. 211 W. 53rd St.
B—Duchess Music Corp. 322 W. 48th St.
A—Duet Music, Inc. 350 W. 57th St.
B—Du-Faye Music 1587 Broadway
A—Dufferin Music Inc. 1650 Broadway
B—Dundee Music 50 W. 57th St.
B—Duo Music Co. Inc. 424 W. 49th St.
A—Dymard Prod. Inc. 1776 Broadway
B—Dynasty Music Co. 1650 Broadway
B—Walter Earle Music Co. 126 W. 49th St.
B—Eastern Music Pub. Co. Inc. 505 5th Ave.
A—Eastlake Music Inc. 10 Columbus Circle
A—East West Music Inc. 1619 Broadway
B—Eby Music Corp. 1650 Broadway
B—Ec-Lar Music 250 W. 57th St.
B—Edeco Music Pub. West Farms St.
B—Eden Music, Inc. 1501 Broadway
A—Edition Musicus New York, Inc. 333 W. 52nd St.
B—Edlon Music Inc. 1650 Broadway
A—Edwards H. & S. Inc. 15 E. 48th St.
A—Edwards Music Co. Inc. 1619 Broadway
B—Efssee Music Inc. 1740 Broadway
B—Egap Music Inc. 1270 6th Ave.
A—Elar Music Corp. 609 5th Ave.
A—Electra Music Inc. 511 5th Ave.
B—Elegant Music Co. Inc. 140 W. 57th St.
A—Eleventh Ave. Theatricals, Inc. 770 11th Ave.
B—Eldee Music Corp. 575 8th Ave.
B—Elmhurst Music Pub. Co. 1697 Broadway
A—Elmont Music Co. 119 W. 57th St.
B—Elmore White Music Co. 1650 Broadway
A—Elsa Tunes, Inc. 666 5th Ave.
B—Embassy Music Corp. 240 W. 55th St.
B—Emcee Music 1650 Broadway
A—Emery Music Inc. 230 W. 41st St.
B—Emjay Music Co. 424 W. 49th St.
B—Emkay Music 1619 Broadway
B—Emorey Music Corp. 345 W. 55th St.
B—Emperor Music Inc. 1650 Broadway
A—Empress Music Inc. 119 W. 57th St.
B—End Music Inc. 1650 Broadway
B—Entertainment Prod. Inc. 575 Madison Ave.
A—Erica Music 35 W. 53rd St.
B—Esquire Music Co. 400 Madison Ave.
A—Essex Music Inc. 10 Columbus Circle
A—Estacy Music Inc. 1697 Broadway
B—Esteem Music Corp. 488 Madison Ave.
B—Ettry Music 1619 Broadway
A—Evans Redd, Music Co. 1619 Broadway
B—Everlast Pub. Corp. 2294 8th Ave.
A—Exeter Music Inc. 10 Columbus Circle
B—Fairbanks Mellin Music 1650 Broadway
A—Fairbanks Music Corp. 250 W. 57th St.
B—Fairview Music Co. 511 Fifth Ave.
A—Famous Music Corp. 1501 Broadway
B—Fantasy Music Inc. 250 W. 57th St.
B—Farout Publ. Corp. 64 E. 55th St.
A—Farrow Music, Inc. 340 E. 52nd St.
A—Favorite Music Inc. 1619 Broadway
A—Favorite Pub. Inc. 1674 Broadway
A—Fayrene Music Corp. 200 W. 57th St.
A—Fay Ro Music Co. 226 W. 42nd St.
A—Feist Leo Inc. 1540 Broadway
B—Felsted Music Corp. 539 W. 25th St.
B—Fern Music, Inc. 1650 Broadway
B—Jose Ferrar Music, Inc. 375 Park Ave.
A—Fideree Music Corp. 10 Columbus Circle
B—Figure Music Inc. 343-345 W. 58th St.
B—Fine Songs 1501 Broadway
A—Fischer Carl Inc. 56 Cooper Sq.
A—Fischer Fred, Music Co. Inc. 1619 Broadway
A—Five Sons Music Co. 1841 Broadway
B—Flame Music Corp. 1650 Broadway
A—Flamingo Music Inc. 1619 Broadway
A—Flanka Music Corp. 119 W. 57th St.
A—Fleetwood Music Co. 1650 Broadway #709
B—Fire Music Co. 565 Fifth Ave.
A—Flo Music Inc. 59 E. 54th St.
A—Florence Music Co. Inc. 609 Fifth Ave.
B—Florida Music Pub. Co. 1650 Broadway
A—Foley Charles 67 West 44th St.
B—Folkways Music Pub. Inc. 10 Columbus Circle
A—Foreign & Domestic Music Corp. 165 W. 46th St.
A—Fortuna Music Corp. 729 7th Ave.
B—Forty-Four Music Co. 235 E. 45th St.
A—Forty-Two Publ. Co. 1619 Broadway
B—Forshay Music Inc. 1631 Broadway
A—Foundation Music Corp. 1740 Broadway
B—Four-Star Music Co. Inc. 8810 10th Ave.
A—Fox, Sam Co. Inc. 11 W. 60th St.
A—Franco Music Corp. 1697 Broadway
B—Franjo Music Inc. 1650 Broadway
A—Frank Music Corp. 119 W. 57th St.
B—Franklin Pub. Co. 163 W. 57th St.
B—Albert Edward Freeman 426 E. 58th St.
A—French, Samuel Inc. 25 W. 45th St.
A—Fullarton Music Inc. 488 Madison Ave.
B—Gail Music Corp. 501 Madison Ave.
B—Gainsboro Music Inc. 565 Fifth Ave.
B—Gallatin Music Corp. 1271 Sixth Ave.
B—Gallery Music Corp. 400 Madison Ave.
A—Gallico, Al Music Inc. 1790 Broadway
A—Garland Music Inc. 136 E. 57th St.
B—Garlock Music Inc. 475 Fifth Ave.
B—Garlock-Parker Music 1639 Broadway
B—Garrett Music Pub. Co. 148 E. 47th St.
A—Gate Music Co. 117 W. 48th St.
A—Gateway Music Co. 140 W. 57th St.
A—G. & C. Music Corp. 609 5th Ave.
B—Julius W. Geier 522 Fifth Ave.
B—George George Music Corp. 1650 Broadway
A—Georgeoff, Evan Music Pub. Co. 1650 Broadway
A—Gem Music Corp. 1650 Broadway
A—Gemini Music Co. 101 W. 55th St.
B—Ben Gen Music Co. 1595 Broadway
A—General Music Pub. Co. Inc. 50 W. 57th St.
B—Gentry Music Pub. Corp. Ltd. 140 W. 57th St.
B—Geronimo Music Corp. 48 W. 48th St.
A—Gershwin Pub. Corp. 609 5th Ave.
B—Gerson & Sullivan Music, Inc. 743 Fifth
A—G. I. Music Corp. 1674 Broadway
B—Gil Music, 1650 Broadway
Gilbert Music Pub. Inc. 1619 Broadway
B—Gillian Music 325 W. 45th St.
B—Gilstro Music 510 Madison Ave.
A—Glad Hamp Music Corp. 1560 Broadway
A—Gladys Music Inc. 1619 Broadway
A—Glenbrook Music Corp. 1650 Broadway
A—Global Music Inc. 211 W. 58th St.
B—Gloria Music Co. 1160 5th Ave.
B—Glow Music Pub. Co. 1619 Broadway
B—Gold Jack Music Co. 1650 Broadway
A—Gold Joe Music Co. 1674 Broadway
B—Gold Label Music Co. 565 Fifth Ave.
B—Gold Tone Records Co. Inc. 150 W. 46th St.
B—Golden Gate Quartet Music 1650 Broadway
A—Goldmine Music Inc. 235 E. 45th St.
A—Goldwyn, Samuel Music Pub. Corp. 609 5th Ave.
A—Goman Music Corp. 1650 Broadway
B—Good Songs 325 W. 45th St.
A—Good Will Music Co. 1674 Broadway
B—Gopam Enter, Inc. 119 W. 57th St.
B—Gopus Music Co. 48 W. 48th St.
B—Gospel Advocate Co. 1619 Broadway
B—Gower Music Inc. 711 Fifth Ave.
A—Graham Music Pub. Corp. 1270 Sixth Ave.
A—Grand Music Corp. 1619 Broadway
B—Granda Music Inc. 200 W. 57th St.
B—Elsa Granger Music Co., 117 W. 46th S.
B—Grant Music Co. 1650 Broadway
A—Gray, H. W. Co. Inc. 159 E. 48th St.
B—Great Oaks Music 218 W. 49th St.
A—Green Wind Music Co. 15 E. 48th St.
B—Greenleaf Music, Inc. 1650 Broadway
A—Gregary Music Corp. 1841 Broadway
B—Greta Music Corp. 1650 Broadway
B—Griffith Music Corp. 608 Fifth Ave.
A—Gull Music Pub. Inc. 25 Central Park W.
A—Gunston Music Inc. 400 Madison Ave.
B—H. & H. Pub. 119 W. 57th St.
B—H. & K. Music Co. Inc. 119 W. 57th St.
B—H. & L. Music Corp. 1631 Broadway
B—Halbrook Pub. Co. 1697 Broadway
A—Halsey Music Inc. 1674 Broadway
A—Hamilton Music Corp. 1619 Broadway
A—Hampshire House Pub. Corp. 10 Columbus Circle
A—Handy Bros. Music Co. 1650 Broadway
B—Hannibal Music 254 W. 49th St.
A—Hansen, Charles H. Music Corp. 119 W. 57th St.
A—Hap Music Inc. 200 W. 57th St.
A—Harbet Music Pub. Co. 40 E. 49th St.
B—Harco Music Pub. 149 W. 48th St.
B—Louis Hardin Pub. Co. 179 E. 3rd St.
A—Harding Music Co. 1674 Broadway
B—Franck Harding Music House 136 W. 52nd St.
A—Hargail Music Press 157 W. 57th St.
A—Harman Music Inc. 1619 Broadway
A—Harmony Music Corp. 270 Madison Ave.
A—Harms Inc. 488 Madison Ave.
A—Harms T. B. Co. 609 Fifth Ave.
B—Harold Music 330 W. 55th St.
A—Harris, Chas. K. Mus. Pub. Co. Inc. 1619 Broadway
B—Hartsdale Music Co. 2 West 45th St.
B—Harvard Music Inc. 1619 Broadway
A—Harvest Music Co. Inc. 1619 Broadway
A—Harwin Music Co. Inc. 31 W. 54th St.
A—Haverford Music 1619 Broadway
A—Hayton Horne Music Co. 1619 Broadway
B—Heatherfield Music Corp. 1697 Broadway
B—Heatherthorn Music Inc. 853 Seventh Ave.
A—Hecht & Buzzell, Inc. 119 W. 57th St.
A—Hefti Neal Music Inc. 565 Fifth Ave.
A—H. R. H. Television Features Corp. 444 Madison Ave.
B—Heigh-Ho Music Co. 507 Fifth Ave.
B—Helios Music Corp. 200 W. 57th St.
A—Hendricks Music Inc. 120 E. 56th St.
A—Henmar Press, Inc. 373 Fourth Ave.
B—Hennessey Music Co. 1650 Broadway
A—Hensley Music 54 Second Ave.
A—Herbert Music Co. Inc. 1619 Broadway
B—Hercules Music Company c/o Embassy Pictures 1270 Sixth Ave.
B—Herbage Music 1674 Broadway Room 302
B—Ersel Hickey Music 1619 Broadway
B—Highridge Music Inc. 1650 Broadway
B—Hi-Hoss Pub. 1697 Broadway
B—Hildy Music 1650 Broadway
A—Hillcrest Music Corp. 575 Lexington Ave.
B—Hill & Range Songs, Inc. 1619 Broadway
A—Hillsboro Music Co. 200 W. 57th St.
A—Hilltop Music, Inc. 59 E. 54th St.
B—Hinds, Hayden & Eldridge, Inc. (B.M.I.) 589 Fifth Ave.
B—Hi-Tone Music, Inc. 1733 Broadway
B—Hitsville Music 1697 Broadway
A—Hodon Music Co. 1619 Broadway
B—Hollenden Music Co. c/o Jack Hooke 343 W. 58th St. Suite 6
B—Hollis Music Inc. 10 Columbus Circle
A—Hollybrook Music Co. 485 Madison Ave.
A—Hopewell Music Co. 1619 Broadway
A—Horatio Music Corp. 1650 Broadway
B—Horizon Music Co. 1619 Broadway
B—Sampson Horton, Inc. 1697 Broadway
A—Horton Vaughn, Inc. 1619 Broadway
B—Hotchiss Music Inc. 444 Madison Ave.
A—Erwin Howard Music Corp. 501 Madison Ave.
A—Howard Beatrice Pub. Co. Hotel Alvin Broadway & 52nd St.
A—Hubert Music Corp. 322 W. 48th St.
A—Hudson Music Corp. 36 W. 44th St.
A—Hummable Music Co. 210 E. 58th St.
B—Hutchinson Music Corp. 119 W. 57th St.
B—Hewman Music Inc. 1619 Broadway
B—Hewman Music Corporation 1733 Broadway
B—Ichabod Music Co. 550 Fifth Ave.
A—Ille De France Pro. Inc. 2 W. 46th St.
A—Imperial Music Pub. 448 W. 51st St.
A—Indano Music Co. 6 E. 45th St.
B—Inspirational Music Corp. 1619 Broadway
A—Intercollegiate Syndicate, Inc. 1650 Broadway
A—Intercontinental Artist, Inc. 730 5th Ave.
A—International Music Co. 509 Fifth Ave.
A—International Music Inc. 745 Fifth Ave.
B—Iraci Publishing Corp. 119 W. 57th St.
B—Iris-Trojan Music Corp. 37 W. 57th St.
B—Island Artist Music Co. 655 Madison Ave.
A—Italamerica Music Pub. Inc. 580 Fifth Ave.
A—Ivanhoe Music Inc. 415 E. 52nd St.
B—Ivy-Gee Music Co. Inc. 1650 Broadway
A—Ivy Music Corp. 609 5th Ave.
A—Jack Do Music Inc. 1650 Broadway
A—Jacobs Walter, Inc. 1540 Broadway
A—Jacqueling Music Corp. 666 5th Ave.
B—Jagle Music Corp. 1650 Broadway
B—Jamae Music Pub. 375 West End Ave.
A—James Music Co. 1650 Broadway
B—Jane Publications Co. c/o Charles Jan 405 E. 54th St.
A—Janmar Music Corp. 1740 Broadway
A—Janfra Music Co. 756 Seventh Ave.
A—Janfred Music 800 Sixth Ave.
A—Janon Music 8 E. 48th St.
B—Janson Music, Inc. 1697 Broadway
B—Jaro Music Inc. 24 W. 57th St.
A—Jarrard Music Pub. Co. 145 W. 71st St.
B—Jaron Music Inc. 1650 Broadway
A—Jaybar Music Co. 1501 Broadway
B—Jaybee Music Corp. 40 E. 49th St.
A—Jaymar Music Pub. Co. Inc. 200 W. 57th St.
B—Jaymond Music Corp. 510 Madison Ave.
B—Jayson Music Pub. 1650 Broadway
A—Jayvee Music Pub. Co. 31 W. 54th St.
B—Jazz Standard Music Pub. Co. 235 W. 46th St.
A—J B Music 1639 Broadway
A—J. & E. Music Co. Inc. 15 W. 55th St.
B—Jeanmor Music Inc. 1650 Broadway
B—Jeeco Music Inc. 1650 Broadway
A—Jefferson Music Co. Inc. 1619 Broadway
A—Jericho Music Corp. 34 W. 53rd St.
B—Jess Music Pub. 369 Lexington Ave.
A—Jewel Music Pub. Inc. 1619 Broadway
B—Jim-Jam Music Co. 1650 Broadway
B—Jimskip Music Inc. 1619 Broadway
A—Jo Al Music Co. 85 Spring St.
B—Jodax Music Co. 119 W. 57th St.
B—Joel Music Corp. 511 5th Ave.
A—Joeneil Music Co. 1619 Broadway
A—Joli Tinker Pub. Co. 415 W. 52nd St.
B—Jolly Music 350 5th Ave.
A—Jim Jon Music Co. 309 W. 57th St.
A—Jonathon Music Co. Inc. 333 W. 56th St.
B—Jodie Jones, Inc. 345 W. 58th St.
B—Jon-Jay Music Corp. 1619 Broadway
B—Jonware Music Corp. 369 Lexington Av
A—Jones Isham Music Corp. 1619 Broadway
A—Josie Music Pub. Co. Inc. 1721 Broadway
B—Joshua Corp. 15 E. 54th St.
A—Joy Music Inc. 1619 Broadway
A—J P Music Co. 1619 Broadway
B—Juanita Music Co. 1650 Broadway
A—Jubilee Music 609 5th Ave.
B—Judge Pub. Co. 232 W. 48th St.
B—Judson Music Co. 525 Lexington Ave.
B—Judson Music Co. 1650 Broadway
A—Juke Box Alley 1650 Broadway
B—Julie Music Corp. 120 W. 57th St.
A—Jungnickel Ross, Inc. 1619 Broadway
B—K. & S. Music Corp. c/o Burton L. Litwitt Suite-2500 1740 Broadway
A—Kahal, Irving Music 1740 Broadway
A—Kalman, Charles Emmerick Inc. 161 Broadway
A—Karolyn Music Inc. 1650 Broadway
A—Kassner Edward Music Co. Inc. 756 7th Ave.
A—Keene Music 146 E. 57th St.
A—Kellem Milton Music Co. 1619 Broadway
B—Kelton-Romm Music Co. c/o Charles V. Passantino 250 W. 49th St.
B—Kempto Music Co. c/o Steinway Music Pub. Co., Suite 905 2 W. 45th St.
A—Kenco Ent. Inc. 1650 Broadway
B—Kenny Music Co. c/o Elgey Record Co. 1674 Broadway-Suite 607
B—Bob Kerr Productions RKO Building 1270 6th Ave.
B—Kenson Publishing Co., Inc. c/o Carl Warren Zaiding 200 W. 57th St.
B—Kentucky Music Inc. 1619 Broadway
B—Kicks Music Co. 337 Bleecker St.
A—Kimberly Music Corp. 211 W. 58th St.
A—King Brand Pub. 1595 Broadway
B—Kingsbury Music Corp. 767 10th Ave.
A—Kingsley Music Inc. 1650 Broadway
A—Kohn Music Corp. 1650 Broadway
A—Korwin Music Inc. 1650 Broadway
A—Knickerbocker Songs, Inc. 1619 Broadway
A—Knollwood Music Corp. 1619 Broadway
A—Kramer, Fred Music Co. 1650 Broadway
A—Kramer Whitney Inc. 1650 Broadway
A—Krasner Share Music Pub. 1700 Broadway
A—Kulma Music Corp. 1619 Broadway
A—La Belle Music Co. 1650 Broadway
B—Emil La Biola Publishing Co. 806 7th Ave.
A—Lad Music, Inc. 1650 Broadway, Room 900
A—Lady Mac Music Co. 136 W. 52nd St.
B—Langlois Filmusic, Inc. 1755 Broadway
B—Lang-Worth Publications, Inc. 1755 Broadway
A—Langing Music Corp. 630 Fifth Ave.
A—Laren Music Inc. 1619 Broadway
A—La Salle Music Pub. Inc. 1619 Broadway
A—Laurel Music Corp. 1780 Broadway
A—Lawson Gould Music Pub. Inc. 609 Fifth Ave.
B—L. B. Music 310 Convent Ave.
A—Lear Music Inc. 1270 Sixth Ave.
A—Lednam Music Co. 120 W. 57th St.
A—Leeds Music Corp. 322 W. 48th St.
A—Lee Music Corp. 1619 Broadway
B—Boland Leng, Inc. 25 Central Park W.
A—Leonia Songs, Inc. 48 W. 53rd St.
A—Leslie Edgar, Inc. 59 W. 46th St.
A—Leslie Prod. Music Pub. 57 W. 58th St.
A—Levine McHugh Music Int. Inc. Rockefeller Center
A—Lewis Music Pub. Co. Inc. 39 W. 60th St.
A—Liberty Songs, Inc. 119 W. 57th St.
B—Lilton Music 485 Madison Ave.
B—Lily Music Corp. 1501 Broadway
A—Lincoln Music Corp. 160 Central Park S.
A—Lindabet Music Corp. 34 W. 53rd St.
B—Linden Music Co., Inc. 1650 Broadway
B—Linmar Music Inc. c/o A. Ackerman 51 Chambers St.
A—Lion Music Corp. 1540 Broadway
A—Lisalle Music Co. 21 W. 58th St.
A—Lisa Music Co. 157 W. 57th St.
B—Lively Arts Publishing Co. 48 W. 53rd St.
A—Livingston & Evans, Inc. 156 E. 62nd St.
B—Living Music, Inc. 663 Fifth Ave.
A—Liza Music Corp. 729 7th Ave.
B—Lloyd Logan, Inc. 10 E. 40th St.
B—Lochrae Music Corp. 485 Madison Ave.
B—Loft Music Co. 1619 Broadway
A—Lombardo Music Inc. 1619 Broadway
A—Lopez V. Music Co. 769 Seventh Ave.
B—Lorbo Music Inc. 120 W. 57th St.
A—Lorin Will Prod. Inc. 15 W. 46th St.

Gee, guys, you DJ fellas, thanks
a whole lot for voting our keen artists
winners in the Cash Box
Annual Disc Jockey Poll . . .

• • •

MOST PROGRAMMED VOCAL GROUP

Kingston Trio No. 1
Latest album—The Kingston Trio
Goin' Places (S) T-1564
The Four Freshmen No. 3
Latest album—Voices in Fun
(S) T-1543

• • •

MOST PROGRAMMED ALBUMS

Swingin' Session No. 2
All The Way No. 4
Nice 'n Easy No. 7
All by Frank Sinatra
Latest album—Come Swing With Me
(S) W-1594

• • •

MOST PROGRAMMED COUNTRY RECORD

Wings Of A Dove No. 1
Ferlin Husky
Latest single "Willow Tree" c/w
"Take A Look" #4594
Hello Walls No. 3
Faron Young
Latest Album "Hello Walls" T-1528
Foolin' Around No. 4
Buck Owens
Latest single "Under the Influence
of Love" c/w "Bad Bad Dream"
#4602

• • •

**MOST PROGRAMMED COUNTRY
ORCHESTRA**

Hank Thompson's Brazos Valley
Boys No. 1
Latest single "Hangover Tavern"
c/w "Give The World a Smile" #4605
Latest album "An Old Love Affair"
(S) T-1544

• • •

**MOST PROGRAMMED COUNTRY
VOCAL GROUP**

Louvin Bros. No. 3
Latest Album "Louvin Bros. Encore"
T-1547

• • •

MOST PROGRAMMED FEMALE VOCALIST

Jean Shepard No. 2
Latest single "How Long Does It
Hurt" c/w "If You Were Losing Him
To Me" #4584

• • •

**MOST PROMISING COUNTRY
MALE VOCALIST**

Buck Owens No. 2

So anyway, gang, all we want to say
is thanks, thanks, thanks,
thanks, thanks, and nice sentiments
like that. And we mean it, too.

Capitol
RECORDS



MUSIC PUBLISHERS

A—ASCAP
B—BMI
S—SESAC

NEW YORK (cont.)

B—Lorraine Music Co. 146 W. 57th St.
B—Lott Music 468 W. 153rd St.
A—Love Records, Inc. 9 E. 62nd St.
B—Lowell Music Corp. 1619 Broadway
B—Lucerne Music Publishing Co. c/o Haven A. Johnson 11 E. 32nd St. R. 912
B—Lucky Music Publishing Co. 347 E. 61st St.
B—Ludix Publishing Co., Inc. 1650 Broadway
B—Ludlow Music Inc. 10 Columbus Circle
B—Lud-Ray-Lynn c/o Mr. Hy Arons 261 Seaman St.
B—Luetta Music Pub. Co. 156 W. 44th St.
A—Lugar Music Co. 475 Fifth Ave.
A—Lu Jac Music Inc. 609 Fifth Ave.
A—Lu Mel Music Inc. 745 Fifth Ave.
B—Luniverse Music 414 W. 49th St.
B—Lupal Music Co. 501 Madison Ave.
A—Luristan Music, Inc. 723 7th Ave.
B—Luther Music, Inc. 400 Madison Ave.
A—Lyle Music Inc. 723 Seventh Ave.
B—Lynd Music Co. 160 W. 46th St.
A—Lynjen Music Co. 1619 Broadway
B—Lynn Music Corp. 100 W. 42nd St.
B—Jerry Lynn Music Co. Inc. 246 W. 44th St.
B—Mac Avery Music Pub. Co. 1697 Broadway
B—Machum Nardi 156 W. 44th St.
B—MacWright Music Pub. Corp. 200 W. 57th St.
B—Maggie Music Co., Inc. 1650 Broadway
B—Magnat Music, Inc. 1619 Broadway
B—Magnet Music, Inc. A Gamse 3313 Corsea Ave.
A—Magnificent Music Inc. 527 Madison Ave.
B—Main Music Publishing Co. 589 Fifth Ave.
B—Main Songs, Inc. 322 W. 48th St.
B—Majac Music Corp. 1631 Broadway
B—Major Melodies 1441 Broadway
B—Major Minor Music 110 W. 55th St.
B—Make-A-Tune, Inc. 235 E. 53rd St.
B—Malcolm Music, Inc. 157 W. 57th St.
A—Malden Music Corp. 1619 Broadway
B—Malver Pub. Co. 424 W. 49th St.
A—Manchester Music Inc. 10 Columbus Circle
A—Manhattan Music Pub. 1650 Broadway
B—Manney Music Co. 1 E. 42nd St.
A—Mann Herbie Music Corp. 105 W. 73rd St.
B—Mansfield Music Co. Inc. 488 Madison Ave.
A—Mansion Music Corp. 136 W. 52nd St.
A—Mantovani Music, Inc. 1619 Broadway
B—Management Music Inc. 200 W. 57th St.
B—Maple Leaf Music Pub. Co. 1650 Broadway
A—Mara Lane Music Corp. 609 5th Ave.
A—Maraville Music Corp. 1619 Broadway
A—J. T. Marble 1650 Broadway
B—Mar Cal Music Pub. Co., Inc. 42 W. 76th St.
B—Marfan Music Co. 1619 Broadway
B—Margaret Music, Inc. 1650 Broadway
A—Margery Music Co. 1 E. 42nd St.
B—Margo Music Co. 48 W. 53rd St.
B—Margol Music Pub. Co., Inc. c/o Sherman Ford 155 W. 46th St.—3rd Fl.
B—Margold Music, Inc. 35 W. 53rd St.
A—Marguerita Music Co. 1650 Broadway
A—Marian Music Corp. 746 7th Ave.
B—Marielle Music Pub. Corp. 119 W. 57th St.
A—Marks Gerald Music, Inc. 140 W. 57th St.
B—E. B. Marks Music Corp. 136 W. 52nd St.
B—Marlboro Music Co., Inc. 1619 Broadway
A—Marlong Music Corp. 346 W. 55th St.
B—Marilyn Music Pub. Inc. 550 Fifth Ave.
A—Marmil Music Co. 200 W. 57th St.
A—Marpast Music Pub. Co., Inc. 200 W. 57th St.
B—Marpaul Music 507 Fifth Ave.
B—Marpet Music Corp. 10 Columbus Circle
B—Marshall Music Corp. 565 Fifth Ave.
A—Mars Records, Inc. 10 Columbus Circle
B—Martick Enterprises, Inc. c/o Jack Steingart 350 Madison Ave.
B—Marvella Music Pub. Co. 408 W. 57th St.
A—Marvin Music Co. 1619 Broadway
B—Mary-Jay Music Co. Motion Music Co. 343 W. 58th St.
A—Mason Music Corp. 130 W. 56th St.
A—Massey Music Co., Inc. 60 W. 68th St.
B—Matador Music Pub. Co. 768 11th Ave.
A—Johnny Mathis Music, Inc. 1619 Broadway
B—Maureen Music, Inc. 1697 Broadway
A—Maurice Peter Music Co. 1619 Broadway
A—Maxana Music Corp. 729 7th Ave.
A—Maximum Music Corp. 159 W. 49th St.
B—Mayco Music Div. of Mayco Assn. Inc. 225 Broadway—#302
A—Mayfair Music Corp. 31 W. 54th St.
B—Mayhew Music 8 E. 48th St.
A—May Music, Inc. 1619 Broadway
A—Maypole Music, Inc. 200 W. 57th St.
B—Mayscott Music Co. 461 8th Ave.
B—McClellan Music Co. 1650 Broadway
B—Walter Bownie McGhee 254 E. 125th St.
B—McGinnis & Marx 408 2nd Ave.
A—McHugh & Adamson Music, Inc. 609 Fifth Ave.
A—Mecca Music Corp. 1619 Broadway
B—Medal Music, Inc. 54 W. 74th St.
B—Media Music, Inc. 211 W. 58th St.
B—Melba Music Co. c/o Melzer 152 W. 49th St.
A—Melhedd Music Pub. Co., Inc. 1780 Broadway
B—Mel-Hi Music, Inc. 1650 Broadway
B—Melhouse Music Co. 119 W. 57th St.
B—Melinda Music Corp. 1650 Broadway
A—Mel Joy Music, Inc. 1650 Broadway
B—Robert Mellin, Inc. 1650 Broadway
B—Mellow Music, Inc. 1650 Broadway
B—Melodies of the Americas 1650 Broadway
B—Melody Lane Peer Pub. Inc. 1619 Broadway
A—Melody Music, Inc. 667 Madison Ave.
B—Melody Trails, Inc. 10 Columbus Circle
A—Melomusic Pub. Inc. 1650 Broadway
B—Melotone Music, Inc. 411 W. 52nd St.
A—Melrose Music Corp. 31 W. 54th St.
B—Meridian Music Corp. 31 W. 54th St.
B—Marge Music 360 Lexington Ave.
B—Merrmaid Music Corp. 36 Central Park S.
B—Merrick Music Co. 1270 6th Ave.
B—Merrimack Music Corp. 1619 Broadway
B—Merrymount Music, Inc. 47 W. 63rd St.
A—Met Music Pub. 133 W. 47th St.
B—Metorion Music Corp. 117 W. 48th St.
A—Mia Music Corp. 1650 Broadway
B—Michael Jary Prod. Inc. 11 W. 42nd St.
A—Michele Music, Inc. 1650 Broadway
B—Michigan Music Pub. Co. 1501 Broadway
B—Mid-City Music Pub. Co. c/o Mr. Mack Weiss 2700 Kingsbridge Terr.
B—Emanuel Middleton Music Pub. 2194 Cedar Ave.
B—Midgeys Music c/o Ed Pulver 393 7th Ave.

B—Miglow Music Co. 130 W. 42nd St.
B—Milan Music Publishers c/o Edwin Swanson 903 Eagle Ave.
B—Milbern Music, Inc. c/o Milton Schnapf 723 7th Ave.
A—Miller Music Corp. 1540 Broadway
B—Miller Songkraft Music Pub. Co. 1597 Broadway
B—Millie Music Co. 8 E. 48th St.
A—Mills Music Inc. 1619 Broadway
B—Mingo Music 1674 Broadway
A—Miracle Music Corp. 1270 Sixth Ave.
A—Miriam Music Corp. 119 W. 57th St.
B—Miro Music 201 W. 49th St.
A—Miron Music Corp. 1650 Broadway
A—Mitchell Music Corp. 345 W. 55th St.
B—Mitoma Pub. Co. 468 W. 58th St.
B—M. J. G. Music, Inc. 881 10th Ave.
B—M. & M. Music Co. 1650 Broadway
A—Mood Music Co. Inc. 666 Fifth Ave.
A—Mode Music Inc. 1650 Broadway
B—Modern Concepts of Music, Inc. c/o Gilbert Fuller 136 W. 46th St.
A—Mogull Ivan Music Corp. 1619 Broadway
A—Mokell Music 1475 Sheridan Ave.
B—Momac Music Co. 133 7th Ave. South
A—Mo Music Pub. Co. 1733 Broadway
B—Monocle Music, Inc. 507 Fifth Ave.
A—Monfry Music, Inc. 1919 Broadway
B—Monhan Music Pub. 1650 Broadway
A—Monitor Music Corp. 1619 Broadway
B—Montauk Music, Inc. 1650 Broadway
B—Monument Music, Inc. 1650 Broadway
B—Moomoo Music Corp. 119 W. 57th St.
B—Moonglo Publishing Co. 974 St. Nicholas Ave.
B—Moon Misi Music Corp. 1697 Broadway
A—Moorpark Music Corp. 119 W. 57th St.
A—Moral Re Armament 640 Fifth Ave.
B—Jose Morand Music 1619 Broadway
A—Morgil Music 1674 Broadway
A—Morley Music Co. Inc. 31 W. 54th St.
A—Mormax Music Corp. 60 E. 42nd St.
A—Morris, Edwin H. & Co. Inc. 31 W. 54th St.
A—Morrissania Music 250 W. 57th St.
B—Morro Music Corp. 1733 Broadway
B—Morton Music Corp. 565 5th Ave.
B—Mosar Prod. Inc. 15 W. 46th St.
A—Moss, Herbert M. Music Pub. Co. 2 W. 46th St.
B—Mottion Music Co. 343 W. 58th St.
A—Mt. Tom Music Corp. 1841 Broadway
A—Movietone Music Corp. 11 W. 60th St.
A—M. S. K. Music Co. 1564 Broadway
B—Munson Music Co. 2 W. 45th St.
B—Murjac Publishing Co., Inc. 329 W. 149th St.
B—Frank Murray Songs 134 W. 70th St.
A—Musette Pub. 113 W. 57th St.
B—Musical Fo. Frontiers Pub. Co. Inc. 120 E. 56th St.
B—Music Development Corp. 101 W. 55th St.
B—Music for Percussion 2908 The Americas Bldg.
A—Music Hall Songs, Inc. 48 W. 48th St.
B—Music Maestro's Pub. Div. of W. S. F. Inc. 1576 Broadway
B—Music of Today, Inc. 119 W. 57th St.
B—Music Products, Inc. 1501 Broadway
B—Musietime U. S. A., Inc. 9 Rockefeller Plaza
A—Music Workshop 1619 Broadway
A—Mutual Music Society, Inc. 609 Fifth Ave.
B—Nagy Music Co. 785 W. End Ave.
B—Nam J. Music Corp. 511 5th Ave.
B—Namat Music Corp. 511 5th Ave.
A—Nan Paul Music Corp. 7th Ave. & 55th St.
B—Nancoz Music Co. c/o Mark A. Bogart 1270 6th Ave.
B—Narberth Music c/o Sidney Ettman 350 Broadway
B—Narwood Music Co. c/o T. R. Leyan 40 E. 51st St.
B—Nassau Music Co., Inc. 767 10th Ave.
B—Nathan Music Corp. 1650 Broadway
B—National Broadcasting Co. Inc. 30 Rockefeller Plaza
B—National Telepix, Inc. Att: David Dietz 1270 Ave. of Americas
A—Nationwide Songs, Inc. 1674 Broadway
B—Navarre Music Pub. Co. 1721 Broadway
B—George H. Neff 307 W. 29th St.
B—Neilor Music c/o Johnson Studios 102 W. 116th St.
A—Neilson Music Co. 2 W. 45th St.
B—Herbert Nelson Prod. Inc. 250 W. 57th St.
B—Nestor Music Pub. 156 W. 44th St.
A—Nevins Kirshner Music, Inc. 1650 Broadway
B—New Era Music Corp. 322 W. 48th St.
B—New Hope Music 150 W. 58th St.
A—New Age Music Co. 150 W. 58th St.
A—New Hampshire Music Corp. 1501 Broadway
B—Newrods Co. 119 W. 57th St.
B—New Sounds In Modern Music 315 W. 53rd St.
B—New Venture Music Corp. 390 W. 57th St.
A—New World Music Corp. 488 Madison Ave.
A—New York Pro. Musica Atiqua, Inc. 865 W. End Ave.
B—Niagara Music Co. c/o Edwin D. McMullen 320 W. 55th St.
B—Nina Music Corp. 116 W. 14th St.
B—Nine Rock Music Corp. 9 Rockefeller Plaza
B—Ninny B. Pub. Co. c/o Paul Winley 205 W. 84th St.
B—Nite-Life Music c/o Len Hanford Hotel Theresa 2090 7th Ave.
B—Newkirk Music 503 W. 148th St.
A—Nobil Music Co. 1697 Broadway
A—Noble Music Corp. 1650 Broadway
B—Nocturne Music Co. 1674 Broadway
B—Noma Music, Inc. 1619 Broadway
A—Nomat Music Corp. 608 5th Ave. Allerton Ave.
B—Norlam Music Co. 9 E. 40th St.
B—Norles Music Co. 1501 Broadway
B—Norman-Leonard Music Corp. 330 W. 55th St.
A—North & Son Music, Inc. 666 5th Ave.
A—Northern Music Corp. 445 Park Ave.
B—Northeastern Music Co. 1650 Broadway
B—Nor Way Jak Music, Inc. 50 W. 57th St.
A—Noteworthy Music, Inc. Radio City Music Hall
B—Nu-Way Music c/o Leo Levinson 2065 Morris Ave.
A—Oak Music Corp. 1697 Broadway
B—Obie Music, Inc. 1650 Broadway

B—Oscar Music Co., Inc. 745 5th Ave.
B—Oceanic Music Co. 234 W. 48th St.
A—Octave Music Pub. Corp. 520 Fifth Ave.
B—Odeon Music Inc. 200 W. 57th St.
A—Odette Music Corp. 119 W. 57th St.
A—Official Music Co. Inc. 1619 Broadway
A—O Gee Pub. Co. 223 W. 52nd St.
A—Ogram Music Co. 254 W. 49th St.
A—Olman, Abe Music, Inc. 10 Columbus Circle
A—Olma Music Pub. Co. 1650 Broadway
B—Olympic Music 140 W. 46th St.
A—Omell Music Co. 254 W. 49th St.
B—Omnibus Music Co. 251 W. 11th St.
B—One, Two Three Music Co. c/o Miss Rose Leccese 128 Thompson St.
B—Opus Music Pub. Co. 200 W. 57th St.
B—Orange Music Pub. Co. 18 E. 50th St.
B—Orchard Music Pub. S. Carr Box 1408—G.P.O.
A—Orchestr Pub. Inc. 200 W. 57th St.
B—Orpheus Music, Inc. 334 W. 12th St.
B—Orvin Publications c/o Lionel A. La Franque 534 W. 150th St.
B—Othello Music 22 Cornelia St.
B—Johnny Otis Music Co. Motion Music Co. 343 W. 58th St.
B—Outpost Music 15 Central Park W.
B—Overland Music Corp. 2 W. 45th St.
A—Oxford University Press, Inc. 417 5th Ave.
B—Pamco Music, Inc. 1501 Broadway
B—Park Music 145 W. 57th St.
B—P.B.C. Music Corp. 296 Madison Ave.
A—P.D.S. Music Corp. Inc. 1540 Broadway
B—P. & M. Music Corp. 48 W. 53rd St.
B—P. N. P. Pub. Co. 1595 Broadway
B—P.P. X. Pub. Co. 565 5th Ave.
B—Paget Music Corp. 510 Madison Ave.
A—Palace Music Co. 1619 Broadway
A—Pambill Music Inc. 345 W. 58th St.
A—Pandee Music Pub. Co. 1619 Broadway
A—Panorama Music Corp. 250 W. 57th St.
A—Panther Music Corp. 1619 Broadway
A—Par Music Corp. 1472 Broadway
A—Parakeet Music Corp. 1650 Broadway
A—Paramount Music Corp. 1501 Broadway
A—Paramount Roy Rogers Music Co. 1619 Broadway
A—Paris Music Co. Inc. 1650 Broadway
B—Johnny Parker 15 W. 84th St.
A—Park Ridge Music Corp. 200 E. 66th St.
A—Parliament Music, Inc. 1619 Broadway
B—Pastor Music Co. 1790 Broadway
A—Pat Music, Inc. 1650 Broadway
B—Patricia Music Pub. Corp. 1631 Broadway
B—Paulette Music Corp. 120 W. 57th St.
A—Pauline Music, Inc. 1650 Broadway
A—George Paton Inc. 1619 Broadway
B—Pawnee Music Corp. 137 Riverside Drive
B—Pearl Music Co., Inc. 1619 Broadway
B—Peer International Corp. 1619 Broadway
B—Pelton Music Pub. Co. 1650 Broadway
B—Pemora Music Co., Inc. 1619 Broadway
A—Pen Pub. 507 5th Ave.
B—Penguin Music Co. c/o Mr. Carl Yale 210 W. 79th St.
B—Penn Music Co. 345 W. 58th St.
B—Pennak Music Co. 520 5th Ave.
B—Petat Pat Music Corp. 128 E. 65th St.
A—Petanden Music Co. 420 Madison Ave.
B—C. F. Peters Music Corp. 373 4th Ave.
A—Pett Music Co. 525 Lexington Ave.
B—Prentice Music, Inc. 1501 Broadway
B—Max Pfeffer 45 W. 45th St.
A—Phipps Music, Inc. 1650 Broadway
B—Philadelphia Music 550 5th Ave.
A—Photo Play Music Co. 1674 Broadway
A—Pic Music Corp. 400 Madison Ave.
B—Piccadilly Music Corp. 1619 Broadway
B—Pickford Music Co. 107 W. 43rd St.
A—Piedmont Music Co. 136 W. 52nd St.
A—Pilot Music Pub. Co. 200 W. 57th St.
A—George Pincus & Sons Music Corp. 1650 Broadway
B—Pinebrook Music Corp. 1650 Broadway
B—Pinelawn Music Pub. Co., Inc. 756 7th Ave.
A—Pine Ridge Music, Inc. 1540 Broadway
A—Pinkard Pubs. 1697 Broadway
B—Pinkham Music Corp. 724 W. 49th St.
A—Pintoff E. Music 64 E. 55th St.
B—Place Music, Inc. 565 5th Ave.
A—Planetary Music Pub. Corp. 1631 Broadway
A—Playback Music Corp. 1501 Broadway
A—Players Music Corp. 609 5th Ave.
B—Playette Corp. 401 W. 42nd St.
B—Play Music, Inc. 1501 Broadway
A—Pleasant Music Pub. Corp. 443 W. 49th St.
A—Plymouth Music Co. Inc. 1841 Broadway
A—Pollsam Music Co. 255 W. 108th St.
B—Polly Music 309 W. 57th St.
B—Pompador Music Corp. 157 W. 57th St.
A—Popular Music Co. 1619 Broadway
B—Porgue Music Corp. 1619 Broadway
B—John Lowell Pratt 232 Madison Ave.
A—Prentice Music, Inc. 1501 Broadway
B—Elvis Presley Music, Inc. 1619 Broadway
B—Price & Assoc. Music Pub. 48 W. 138th St.
B—Prigan Music Corp. 10 E. 40th St.
B—Prime Co. Music Corp. 2105 Muliner Ave.
A—Princess Music Pub. Corp. 1650 Broadway
B—Prior Music Pub. Div. of Penny Enterprises, Inc. 129 Front St.
A—Priscilla Music Corp. 1270 Sixth Ave.
B—Pro. Musica Pub. Co. c/o D. Broeckman 1215 Fifth Ave.
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A—Raljon Music Corp. 157 W. 57th St.
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B—Al Randolph Publications 2588 7th Ave.
A—Rank Music Co. of America, Inc. 56 W. 45th St.
B—Raskind Music Pub. Co. 155 W. 46th St.
B—Ray-Gee Music 1650 Broadway

B—Raymar Music 345 W. 58th St.
B—Rayven Music Co., Inc. 1650 Broadway
B—R. F. T. Music Pub. Corp. 150 W. 46th St.
B—Realgone Music, Inc. 1650 Broadway
A—Realm Music Pub. Co. 1697 Broadway
B—Real Music Co. c/o Prof. R. M. Calder 186 E. 164th St.
B—Reben Pub. Co. 60 E. 42nd St.
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B—Redheads Music, Inc. 119 W. 57th St.
B—Redwood Music Co., Inc. 1650 Broadway
B—Reed's Music 54 W. 116th St.
B—Regent Music Corp. 1619 Broadway
B—Regina Music Corp. 507 Fifth Ave.—3rd Floor
B—Regnis Music 201 W. 77th St. Apt. 4E
B—Herb Reis Music Corp. 48 W. 53rd St.
B—Release Music, Inc. c/o W. Dixon Krame 180 W. 58th St.
A—Remick Music Corp. 488 Madison Ave.
B—Reinaldo's Music Co. c/o Mrs. Albert Denino 46 W. 116th St.
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A—Revere Music Co. 1619 Broadway
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A—Reynolds Music Co. 901 8th Ave.
B—ReyReid Music Publishing Co. 1697 Broadway Room 203
A—R. F. D. Music Pub. Co. Inc. 1619 Broadway
B—R. G. Music Pub. Co. 45 W. 45th St.
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A—Ricki Music Inc. 200 W. 54th St.
B—Ricky Music Co. c/o Martin J. Macha 1501 Broadway
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A—Dave Ringle 1607 Broadway
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A—Ritchie Music Co. 1619 Broadway
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B—Rob-Ann Music, Inc. 254 W. 54th St.
A—Robbins Music Corp. 1540 Broadway
B—Sy Oliver Music Corp. 400 Madison Ave.
A—Robert Music Corp. 1650 Broadway
A—J. Russel Robinson, Inc. 1619 Broadway
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B—Rockford Music Co. 149 W. 48th St.
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B—Rockville Music Co. 1650 Broadway
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B—Rondon Music Co., Inc. 365 West End Ave. Apt. 6G
A—Ronell Ann Music Inc. 630 Fifth Ave.
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B—Ronlor Music 461 Eighth Ave.
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B—Sark Music 1270 Sixth Ave.
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A—Savitt Music 155 W. 46th St.
A—Savoy Music Co. 130 W. 56th St.
B—Saxon Music Corp. 1697 Broadway
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SUNRISE SERENADE
I'LL BE AROUND
BUT I DO
WHILE WE'RE YOUNG
I'LL BE HOME
MOONLIGHT COCKTAIL
EVERYDAY I HAVE THE BLUES
I SAW MOMMY KISSING SANTA CLAUS
FLYING HOME
LET ME BELONG TO YOU
APACHE—By Arr. Francis,
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HOW MANY TEARS—Bobby Vee LIBERTY

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BLESS YOU—Tony Orlando EPIC
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I GOT A LOT OF THINGS TO DO—Johnny Burnette LIBERTY
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B—Jerome J. Karr 2958 N. W. Upshur St.
B—Sands of Time Publishing Co. 425 N. Baldwin St.
B—Harry Walters Music Pub. & Assoc. 734 N. W. 23rd Ave.
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B—Stirrup Music Co. 1127 N. 26th St.
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B—Anbee Music Co. 2135 Princeton Ave.
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B—Merion Music, Inc., c/o Theodore Presser Co. Att: Frederick Linck Asst. Treasurer
A—Ditson Oliver, Co.
A—Presser Theodore
CHESTER
B—Mido Music Co. 519 Welsh St.
B—Seabreeze Music, Inc. Att: J. Howard 129 E. Fifth Ave.
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B—Van-Star Publishing Co., c/o Mr. Nick Star 224 W. Baltimore Pike
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B—Yares Publications 1315 Vance Ave.
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B—Malcolm Music Ltd., c/o Shawnee Press, Inc.
A—Shawnee Press, Inc.
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B—Sherry Music Co., c/o Michael E. Badner R. D. 1
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B—Process Music Pub. 114 N. Front St.
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B—Zinn-Harp Publications 112 Maple Ave.
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B—Slotkin Music Co. 208 Glen Arber Rd.
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B—R. S. Rose Publishing Co., c/o Milton Rosenthal 174 Oxford Circle
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B—Power X Music Pub. Co., c/o Mr. Nick Smith 220 W. 3rd St.
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B—Vokes Music Publishing Co., c/o C. Vokes
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B—Ampen Music Pub. Co. 8542 Benton Ave.
B—Arcade Music Co. 2733 Kensington Ave.
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B—Banks Music Co. 1322 Locust St.
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B—Pattern Music Pub. Co. Commercial Trust Bldg.
B—Patti Jo Music Co. 1050 Commercial Trust Bldg.
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B—Pennjay Music Pub. Co. 3476 Amber St.
A—J. W. Pepper & Son Inc. 1423 Vine St.
B—Perfect Songs 1314 Helleman St.
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B—Request Music, Inc. 1405 Locust St. Rm. 904
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B—R V Music 6600 N. Broad St.
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A—Volkwein Bros. Inc. 632 34 Liberty Ave.
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B—Hal Smith Music Publications P.O. Box 381
SCRANTON
B—Kansome Publishing Box 802
B—Ledd Music Co., c/o Phil Ladd 401 Wintermantle Ave.
TROY
A—Pat Ballard Inc. Box 1

(Continued on page 80)

The SESAC Story

NEW YORK—SESAC, the second oldest performing rights organization in the United States, this year commemorates its thirtieth anniversary of service to the entertainment industry. Founded in 1931 by its president, Paul Heinecke, SESAC has grown steadily through the years and today represents the combined catalogs of more than 300 publisher affiliates. Thousands of SESAC selections in every category of music are used regularly by top artists on all major record labels. Throughout the world, music from the SESAC copyrighted repertory is featured on radio and television, in theaters, night clubs, restaurants, concert halls, hotels and wherever and whenever music is played.

The SESAC catalog is constantly being enhanced through the addition of new publisher-affiliates, thereby providing the music user with a wide assortment of diversified and timely material. Last year, for example, brought forth such all-time SESAC hits as Jack Scott's "Burning Bridges," Jackie Wilson's "Doggin' Around," the Anita Kerr Singers' "Strange Little Melody," and Lonnie Sattin's "I'll Fly Away."

1961 has already produced Jack Scott's "A Little Feeling (Called Love)," "Is There Something On Your Mind," and his recent Capitol release, "Strange Desire" and "My Dream Come True." Also, Jackie Wilson's "Please Tell Me Why," and Tex Ritter's "Hillbilly Heaven."

To be provided with full and complete coverage in the performance of the SESAC copyrighted repertory, virtually every radio and television station in the United States and Canada is presently licensed by SESAC. A trained staff of SESAC field representatives constantly tours the country visiting broadcasting facilities and other phases of the entertainment world to promote the use of the copyrighted material contained in its affiliated publishers' catalogs and

to assist all music users. Regular promotional mailings plus phone and mail follow ups aid SESAC in keeping fully abreast of the nation's music needs.

In order to achieve further exposure of its affiliated publishers' works and as a special service to the broadcasting industry, SESAC produces the SESAC Recordings LP Program Service, offered on an outright sale basis to radio and television facilities throughout the entire world. The SESAC Recordings label may now be found in more than 1,000 broadcasting stations throughout the United States, the British Empire, the Far East and other locations on the Continent.

In addition, SESAC has already produced and distributed, gratis to the industry, more than a quarter of a million copies of its "repertory recordings" releases, 45 rpm EP's which, as with the SESAC Recordings LP's, feature top talent in every field of music, such as Duke Ellington, Chet Atkins, Johnny Horton, Alfredo Antonini, Richard Maltby, Woody Herman. To date, more than 50,000 enthusiastic comments from broadcasters have been received at the SESAC offices concerning these regular gratis mailings.

Constantly aware of the needs of the broadcaster, SESAC recently introduced the "Drummers" series, musical sales and production aids with a big band sound which can be tailored to individual station requirements. The "Drummers," introduced only two years ago, are currently featured in some 350 key markets throughout the United States and Canada.

SESAC recently (see Cash Box, July 22) entered into agreements with foreign licensing agencies in England, West Germany and France in the beginning of moves designed to insure worldwide representation for its American publisher-affiliates and writers.



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WILLIAMSPORT
B—Susquehanna Music Co. 1330 Four Mile Dr. Drive

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S—Panella Music Co.
S—Peterson, John W.
S—Podgorski, I.
S—Singspiration
S—Smith, Alfred B.
S—Andrea Music Co., Inc.

RHODE ISLAND

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B—Serenade Music Publishing Co. 25 Pezullo St.

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B—Lock Div. Publishing Co. 203 Oak St. Woodville Heights

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B—Linco Music Public Square

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B—Lonzo & Oscar Music Pub. Co. P. O. Box 64

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B—Pamper Music Inc. 119 Two Mile Pike P. O. Box 96

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B—L & L Publishing Co. c/o Mary Lou Davis 600 N. Royal St.
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B—Tronic Music Box 115
B—Tuckohoe Music, Inc. Box 128
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B—Wise-O-Man Music Co. Box 98

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A—Jerry Music Inc. 706 Union Ave.
B—Justis Music Inc. 706 Union Ave.
B—C. R. Kahn Publishing Co., Inc. 185 Union Ave.
B—Land Den Publishing Co. Div. of American Recording Corp. P. O. Box 8213
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B—Cal Music Co. 159 Ave. No.
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B—Candle-Glo Music Co. Inc. 1124-25 Bennie Dillon Bldg.
B—Cedarwood Pub. Co. Inc. 146 Seventh Ave. No.
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B—Copar Music Inc. 1719 W. End Ave.
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B—Autry Inman Music Pub. Co. 2821 Druid Dr.

B—Isle Music Inc. 420 A Broadway
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S—Coleman, Robert H.
S—Coleman, Robert H., Publishing Co.
S—Convention Press
S—Daniel, John, Quartet Song Pub.
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B—Western Hills Music, Inc. 3432 Avenue D

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B—Mistletoe Publishing Co. Box 151

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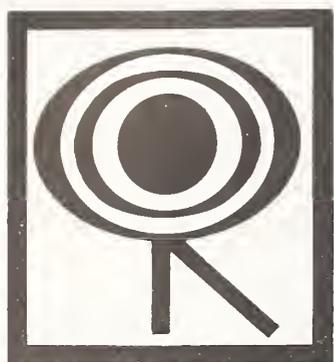
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RCA Victor
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Newark 2, N. J.

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3639 Dyre Ave.
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Carl Cordover & Co.
104 Liberty Ave.
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Chicago, Ill.

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New York, N. Y.

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Houston, Texas

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MGM
Bloomfield, N. J.

Modern Album & Finishing Co.
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College Point, L. I., N. Y.

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Perry Packaging
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Penna.

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Polyflex Tubing Co.
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Ancora, N. J.

RCA Victor
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Calif.

RCA Victor
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Rockaway,
N. J.

RCA Victor
800-17th Ave., So.
Nashville, Tenn.

• Research Craft Corp.
1011 N. Fuller Ave.
Los Angeles 46, Calif.

Royal Plastics
1540 Brewster Ave.
Cincinnati, Ohio

Thompson Records
Webster, Mass.

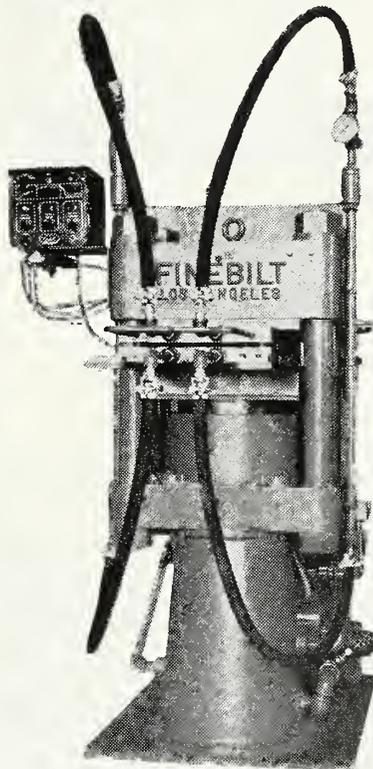
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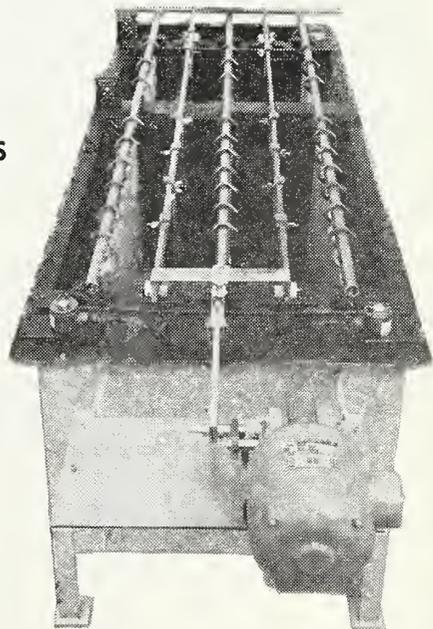
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Dale Record Service
1847 S. Orchard
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2277 W. Pico Blvd.
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Little Al's
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Chicago, Ill.

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Chicago 29, Ill.

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Chicago, Ill.

M & M Radio
521 First St.
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Van Goor One Stop
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Wichita, Kans.

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Hazard, Ky.

Sterling Novelty Co.
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Lexington, Ky.

Variety Record Shop
645 S. 4th St.
Louisville, Ky.

Vine Record Shop
400 E. Broadway
Louisville, Ky.

The Wax Works
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Owensboro, Ky.

Thomas Hereford Co.
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642 Baronne
New Orleans, La.
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12727 W. Warren
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2616 Puritan
Detroit, Mich.
Consolidated One Stop
13254 Linwood
Detroit, Mich.
Miller Newmark Dist.
5743 Grand River
Detroit, Mich.
Music Systems, Inc.
14561 Livernois
Detroit, Mich.
State Song Shop
3419 Hastings St.
Detroit, Mich.
White Novelty Co.
8422 Linwood
Detroit, Mich.
Kent Coin
41 S. Division
Grand Rapids, Mich.
Record City
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Grand Rapids, Mich.
Jackson Automatic
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Murray M. Kirshbaum
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Minneapolis 8, Minn.
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1934-38 University Ave.
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Le Beau Novelty Sales Co.
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St. Paul, Minn.

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One Stop Record Service
709 E. 31st
Kansas City, Mo.
Laclede Music Co.
4060 Laclede St.
St. Louis, Mo.
One Stop Record Service
2626 Olive St.
St. Louis, Mo.
Uptown Music Shop
617 N. Kings Highway
St. Louis, Mo.

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Farnam One Stop
1206 Farnam
Omaha, Neb.
Jerry Harris
Lieberman Omaha Music Co.
809 S. 25th St.
Omaha, Neb.
One Stop Phono. Records
Mr. Leroy Davidson
1206 Farnam St.
Omaha, Neb.

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Ranchito Dist. Co.
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Reno, Nev.

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Shore Radio
1810 Atlantic Avenue
Atlantic City, N. J.
Essex Records
10 Fenwick St.
Newark, N. J.
Red Top Record Shop
261 S. Orange Ave.
Newark, N. J.
Leslie Dist. Corp.
221 Frelinghuysen Avenue
Newark, N. J.
One Stop
772 High Street
Newark, N. J.

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Albany, N. Y.

Harper's
123 N. Pearl St.
Albany, N. Y.

Mershaw of N Y
1058 Broadway
Albany, N. Y.

Binghamton One Stop
496 Chenango St.
Binghamton, N. Y.

One Stop Service
109 Water St.
Binghamton, N. Y.

Buffalo One Stop
Buffalo, N. Y.

Frontier One Stop
620 Washington Ave.
Buffalo, N. Y.

Music House
291 Delaware Ave.
Buffalo, N. Y.

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Rochester 4, N. Y.

Sound Distributors Inc.
528 Mount Hope Avenue
Rochester, N. Y.

One Stop Record Sales
515-577 Eire Blvd. East
Syracuse, N. Y.

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Good One Stop
250 W. 49th Street
New York, N. Y.

Harlem River Records
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New York, N. Y.

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New York, N. Y.

New York Dist.
447 10th Ave.
New York, N. Y.

Ray Mar Sales
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Jamaica, L. I., N. Y.

Schonberger
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Town Hall Records
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Brooklyn, N. Y.
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Cleveland, Ohio

Mobile Record Ser.
1818 Prospect
Cleveland, Ohio

Northern One Stop
2006 Prospect
Cleveland, Ohio

Stark Records
3300 Clark Avenue
Cleveland, Ohio

Elite Records
14 E. Spring St.
Columbus, Ohio

Stark Records
1331 South Erle
Massillon, Ohio

Keller Radio
904 W. Delaware
Toledo, Ohio

Music Systems
1302 Jackson
Toledo, Ohio

Plaza Records
309 Boardman Canfield
Youngstown, Ohio

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Bill's T Record Shop
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Portland, Ore.

Sixth Ave. Record Shop
511 S W 6th Ave.
Portland, Ore.

Cecil Farnes-Hieders
428 Court Street
Salem, Oregon

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James Foster
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Danville, Pa.

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Phila., Pa.

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Phila., Pa.

H. Slotkin
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Phila., Pa.

A. Williams & Co.
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Phila., Pa.

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Pittsburgh, Pa.

Logan Variety
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Pittsburgh, Pa.

Mobile Record Service
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Pittsburgh 19, Pa.

I. J. Morgan
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Philadelphia, Pa.

The One Stop Inc.
2041—5th Ave.
Pittsburgh, Pa.

Spruce Record Shop
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Scranton, Penna.

Dee Jay
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Stroudsburg, Pa.

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Providence, R. I.

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Memphis, Tenn.

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Austin, Texas

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Austin, Texas

Katie's Record Shop
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Dallas, Texas

Music Box
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Dallas, Texas

I & F OS
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Dallas, Texas

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Houston 2, Texas

H. W. Daily
1415 S. Flores
San Antonio, Tex.

E & R Record Shop
911 E. Houston Street
San Antonio, Texas

Tradewinds Music
816 Rusk Avenue
Houston, Texas

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10th & B'way
Salt Lake City, Utah

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Salt Lake City, Utah

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Mike Levine
441 Gramby
Norfolk, Va.

Pat's One Stop
216 E. Main St.
Richmond, Va.

Pat's Record Shop
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Roanoke, Va.

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Disc City One Stop
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Seattle, Wash.

N W Record Sales
600 Denny Way
Seattle, Wash.

Seattle One Stop
522 First Ave. N
Seattle, Wash.

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Spokane, Wash.

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Julian Brown Enterprise
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Al Perry

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Budget Merchandising
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Dave Lande

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Hit Records
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Chicago, Illinois
Charles Stevens

Mid-America Speciality
2860 N. Lincoln Avenue
Chicago 13, Illinois

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Bob Kennedy

Randolph Enterprises
1130 East Eldorado
Decatur, Illinois
Harvey Randolph

Schnepf Associates
330 West Cerro Gordo St.
Decatur 34, Ill.

Musical Isle Record Corp.
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Forest Park, Ill.

All Record Service Company
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Oak Park, Illinois

HI-FI One Stop
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Peoria, Illinois

Illinois News Service
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Peoria, Illinois

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Tri-State Distributors
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Record Service Co.
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Pioneer Dist. Co.
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Boston, Mass.
Cecil Steen

Temple Sales Inc.
1593 Tremont St.
Boston, Mass.

Toy Distributors
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Framingham, Mass.

•Lesley Sales Corp.
28 Riverview St.
Needham Heights, Mass.

Imperial Distributors, Inc.
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Worcester 4, Mass.

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Handleman Co.
670 E. Woodbridge
Detroit 26, Mich.

•Merchants Wholesale Service
10567 Grand River Ave.
Detroit 4, Mich.

Monroe Distributing Company
100 Hall Street, S.W.
Grand Rapids, Michigan
Herman Rubin

Monroe Novelty Co.
338 Bridge St. N. W.
Grand Rapids 4, Mich.

Canfield Suppl
614 North Fayette
Saginaw, Michigan

MINNESOTA

Dasco, Inc.
410 12th Avenue, N.
Minneapolis, Minn.
Ken McGowan

•Record Service Co.
1913 Plymouth Ave. N.
Minneapolis 11, Minn.

MONTANA

Playhouse, Inc.
1015 Poplar
Helena, Montana
Ben Hopkins

MISSOURI

Top Notch Record
1415 Bobolink Place
Brentwood 17, Mo.

•K. C. Rak Sales, Inc.
701 West 34th St.
Kansas City, Mo.

•Rak Sales Inc.
3625 Delmar Blvd.
St. Louis 8, Mo.

NEVADA

Music City Racks of Nevada
5409 Gypsy Avenue
Las Vegas, Nevada

Ranchito Distributing Company
5680 S. Virginia Road
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NEW JERSEY

National Merchandising Services Corp.
Stokes Road
Medford, New Jersey
Larry Goughan

•Market Merchandisers Inc.
907 Frelinghuyzen Ave.
Newark 12, N. J.

Brands, Inc.
Div. of N. W. Moody
126 Leuning St.
S. Hackensack, N. J.

Metropolitan Marketers
126 Leuning Street
South Hackensack, New Jersey
R. Stevenson

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W. W. Bivens
Western Wholesale Co.
P. O. Box 4218-Sta. A
Albuquerque, New Mexico

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Albany, New York
Tom Markowski

•Mershaw of New York Inc.
1078 Broadway
Albany, N. Y.

•Almor Playtime Co., Inc.
10 Leonard St.
Amsterdam, N. Y.
Albert Human

Magna Books Dist.
15 No. Grand Ave.
Baldwin, N. Y.

•Platters, Inc.
496 Chenango Street
Binghamton, New York
M. Fein

•Akorn Housewares Corp.
502 Flushing Ave.
Brooklyn 5, N. Y.

Supermarket Housewares
589 East New York Avenue
Brooklyn, New York
Ray Feldman

Paramount Record Sales Co.
187 W. Burnside Ave.
Bronx 53, N. Y.

Service Housewares
429 Devoe Avenue
Bronx, New York
R. Struble

Tiechner & Co.
70 Strong St.
Bronx 68, N. Y.

Mershaw of Western New York
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S. Levey

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Buffalo 25, N. Y.

•Willard Rec. Dist.
640 Virginia
Buffalo, N. Y.

Tak-A-Toy, Inc.
102-05 Northern Blvd.
Corona, New York
Jack Israel

Variety House
12 Copeland Ave.
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•Fleetwood Record Service Inc.
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Superior Mdse. Co.
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Roosevelt, L.I., N.Y.

National Record Distributors
111 Eighth Avenue
New York, New York
Ed Stein

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Manchester Road
Poughkeepsie, N. Y.
Kustas Bros.

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Rochester, N. Y.

Universal Record Sales
525 Joseph Avenue
Rochester, New York

Finger Lake Home Mdse. Co.
240 Hemingway Dr.
Rochester, N. Y.

•Almor Co.
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Syracuse, N. Y.

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Syracuse 3, N. Y.

Toyman
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Alexander News Company
25 Carolina Lane
Aasheville, North Carolina
Clarence Suttle

•Dixie News Co.
2100 Freedom Dr.
Charlotte, N. Car.

Handleman Co.
320 Isley St.
Greensboro, No. Car.

Quigley Show Room Specialties
Div. The Younger Set
1815 Dawson St.
Wilmington, No. Car.

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Chagrin Falls, Ohio

K. C. Distributors
4508 Homer Street
Cincinnati 27, Ohio

Handleman Co.
5930 Broadway
Cleveland 27, Ohio

Mid West Music
2112 Payne Avenue
Cleveland, Ohio

Modern Record Rack Service
1955 E. 101 St.
Cleveland 8, Ohio

Universal Music
5270 Euclid Avenue
Cleveland, Ohio

Columbus Mdse. Company
1166 Steelwood Road
Columbus, Ohio

•Edge, Ltd.
1166 1/2 Steelwood Rd.
Columbus, Ohio

John J. Getreu & Son, Inc.
212 N. 4th St.
Columbus 15, Ohio

Handleman & Co.
550 E. Mound
Columbus, Ohio

Dayton Record Service
2223 Springboro Pike
Dayton 39, Ohio

M P Record Co.
5934 Beechwood Dr.
Poland, Ohio

Service Wholesalers
24 Union St.
Portsmouth, Ohio

Stark Record Rack
1331 Erie Street
South Massillon, Ohio

Wells Market Service
5053 Stickney Ave.
Toledo 12, Ohio

Handleman Co.
4018 Simon Rd.
Youngstown 12, Ohio

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Mid Continent News
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324 N. W. 11th St.
Oklahoma City 3, Okla.

Southwest Dist. Co.
610 No. Hudson
Oklahoma City 3, Okla.

Yeager Wholesale Co.
2500 No. Broadway
Oklahoma City 3, Okla.

Oklahoma News Co.
909 West 23rd St.
Tulsa 7, Okla.

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Austin Brothers
7056 N. E. Glisan St.
Portland 13, Ore.

Wm. G. Blackburn
Record Merchandising Ser.
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Portland 13, Oregon

Julian Brown Enterprise
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Portland 11, Oregon

Paul Jackson Company
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Roseburg, Oregon

Hick Sundries Co.
3060 N. River Rd.
Salem, Oregon

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Altoona, Pa.

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Erie, Pa.

Record Bar Rock
1127 State Street
Erie, Penna.

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Harrisburg, Pa.

•Wambach Dist.
707 Horner St.
Johnstown, Pa.

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Harold V. Papazian

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Providence, R. I.
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Columbia, So. Car.

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Knoxville 21, Tenn.

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Arrow Racks
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•Musical Isle Record Corp.
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Milwaukee, Wisconsin

CANADA

•Supermarket Housewares, Ltd.
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Montreal 4, Quebec

•Western Rack Services, Ltd.
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Vancouver 4, B. C.

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Amarillo, Texas

•Record Distributing Co.
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Dallas 35, Texas

Julius Berg Sales Co.
412 San Francisco
El Paso, Texas

Sandoval News Agency
400 East Yandell
El Paso, Texas
Hillary Sandoval

Trinity News
1320 W. Broadway
P. O. Box 1806
Ft. Worth 4, Texas

Broadway Records
2446 S. Blvd.
Houston, Texas

•Record Dist. Co.
901 Commerce Ave.
Houston 2, Texas

Lubbock News
1001 Avenue B
Lubbock, Texas

Melody Lane
3422 Avenue H
Lubbock, Texas

Johnson News Agency, Inc.
300 East Indiana
Midland, Texas

Panhandle Dist. Co.
206 S. Main St.
Perrytown, Texas

Weiner News Company
105 Menchaca
San Antonio, Texas
Stan Weiner

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•Utah Sundries
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Salt Lake City, Utah

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- Audio Matrix
915 Westchester Ave.
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120 Arlington Ave.
Bloomfield, N. J.
- Monarch Record Mfg.
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Los Angeles, Calif.
- Plastic Products
Memphis, Tenn.
- R. M. Record Matri Co.
546 N. Fair Oaks
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George Duvivier
Jimmy Crawford
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Ruby Braff
Vic Dickenson
Bud Freeman
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George Lewis
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Wingy Manone
Tony Almerico

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Lodi Carr
Dave Carey Quintet

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Cozy Cole
Buster Bailey
Buddy Tate
Coleman Hawkins
Dicky Wells
Budd Johnson

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Erroll Garner
Jazz All Stars
Sarah Vaughan

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Phil Napoleon and His Emperors of Jazz
Max Roach
Julian "Cannonball" Adderley
Maynard Ferguson
Terry Gibbs
Gerry Mulligan Sextet
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Stephane Grappelly
Pete Rugulo
Joe Saye
Gigi Gryce
Bill Harris
Red Norvo
Lennie Neuhaus
Eddie Chamblee
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Jimmy Cleveland
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Sticks Hooper

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Bennie Green
Tiny Grimes
Coleman Hawkins
Milt Jackson
Willis Jackson
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Django Reinhardt
Gene Krupa
Mundell Lowe
Richard Maltby
Jimmy McPartland
Cy Walter

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Calvin Jackson
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Sammy Davis, Jr.
Mavis Rivers

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Chet Baker
Ray Barretto
James Clay
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Bill Evans
Vic Feldman
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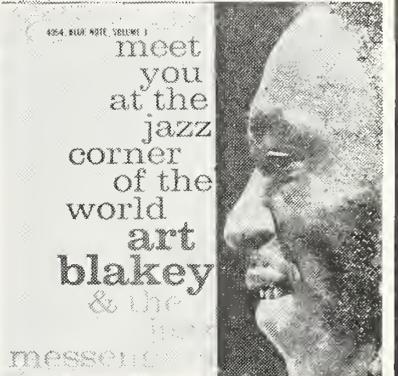
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(Continued on page 146)

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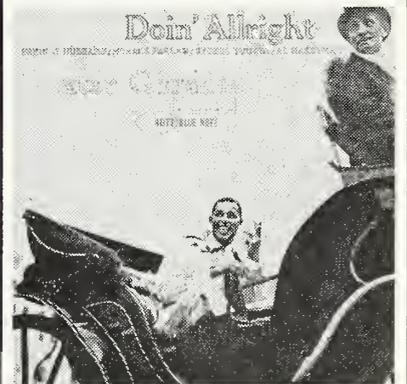
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BABS GONZALES
"WE AIN'T GOT
INTEGRATION"

and
"LONELY ONE"
204

ETTA JONES

"TILL THERE WAS YOU"

and
"ALL THE WAY"
198*

GENE AMMONS

"NAMELY YOU"

and
"MISS LUCY"
201*

MILES DAVIS

"WHEN I FALL IN LOVE"

and
"I COULD WRITE A BOOK"
195*

WILLIS JACKSON

"CARELESS LOVE"

and
"HE SAID, SHE SAID, I SAID"
194

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RECORD REVIEWS

B+ Very Good B Good C+ Fair C Mediocre

only those records best suited for commercial use are reviewed by Cash Box

Pick of the Week

"YEARS FROM NOW" (2:33)
[Merrimac BMI—Tucker,
Adams, Ott]

"YOU DON'T KNOW WHAT IT
MEANS"
[Pearl BMI—Tucker, Wilson,
Levy]

JACKIE WILSON (Brunswick 55219)

Wilson has two more pieces of wax dynamite that are bound to cause solid sales explosions in the days to come. And he never sounded better than he does on the cha-rock'er, "Years From Now," and the torchy blueser, "You Don't Know What It Means." Dick Jacobs' outfit grabs grade "A" back-up credits on this two-sider.

"CRYING" (2:45) [Acuff-Rose BMI—Orbison, Melson]

"CANDY MAN" (2:43) [January BMI—Ross, Neil]

ROY ORBISON (Monument 447)

Orbison, who sat in the 'chart throne' with his #1 outing, "Runnin' Scared," should again be in that comfortable position with his newest, "Crying." It's a soft beat cha cha heartbreaker with a dramatic drum beat that builds to a fantastic climax. Roy's superb vocal receives a wonderful Bob Moore choral-ork assist. The harmonica leads the way on "Candy Man" a standout rhythm & blues'er that can also attain Top 100 status.

"BIG COLD WIND" (2:11) [Gil BMI—Moseley, Elgin]

"THAT'S MY DESIRE" (2:08) [Mills ASCAP—Loveday, Kresa]

PAT BOONE (Dot 16244)

Boone, who sailed back into chartsville in sensational fashion with his "Moody River" release, should continue his wining ways with both ends of this newie-oldie pairing. The newie, "Big Cold Wind," is a fabulous tear-compelling rock-a-cha-cha affair. The old-timer is the Frankie Laine while-back smash, "That's My Desire," that Pat up-dates with beat-ballad finesse. Splendid support from the Milt Rogers ork-chorus on both stands.

"TAKE GOOD CARE OF MY
BABY" (2:27)

[Aldon BMI—King, Goffin]

"BASHFUL BOB" (2:10)
[Camarillo, Simon-Jackson BMI—
Glasser, Leslie]

BOBBY VEE (Liberty 55354)

Youngster's long chain of hits (his most recent chart representation being "How Many Tears") should soon be adding two more powerful links in this new pairing. One half, "Take Good Care Of My Baby," is a tearful jumper that Bobby dual-tracks with touching sincerity. He's "Bashful Bob" on the appealing soft beat cha cha coupler. Top notch assist by the Johnny Mann Singers on both halves.

"LONELY STREET" (2:08) [Arc BMI—Bisco]

"WHY CAN'T YOU" (1:30) [Arc BMI—Guidry]

CLARENCE HENRY (Argo 5395)

"Lonely Street" is a cinch to make it three big ones in-a-row for Henry. It's a tearjerker that spotlights Clarence in his best rock-a-shuffle form. Flavorful instrumental support rounds out the winner. "Why Can't You," on the other end, is a rhythmic walker (from the Fats Domino school) that also looks good, chart-wise.

"HULLY GULLY AGAIN" (2:25) [Maravilla BMI—Smith, Goldsmith]

"FRANKIE AND JOHNNIE" (2:20)

[Shapiro-Bernstein ASCAP—Bunch, Leighton]

LITTLE CAESAR & THE ROMANS (Del-Fi 4164)

Looks like the "Hully Gully" dance craze is gonna make the rounds again. This sock revival's by Little Caesar & the Romans (who just broke it up with "Those Oldies But Goodies") and their "Peanut Butter"-flavored rendition of "Hully Gully Again" is a natural for top ten honors. Get with it. The thumping teen re-fitting of the famous "Frankie And Johnny" saga can also come thru big.

"LOVE HAS FINALLY COME MY WAY" (2:09)

[M. Witmark & Sons ASCAP—Pockriss, Vance]

"MOONLIGHT MOUNTAIN" (2:21) [Vicker ASCAP—Pober, Freeman]

FARON YOUNG (Capitol 3753)

The smooth-toned country song stylist, who finally broke thru the pop barrier (in smash style) with "Hello Walls," can come thru with another dual-mart chart triumph here. The newie, tagged "Love Has Finally Come My Way," is an enticing, chorus-backed beat-ballad shuffler. "Moonlight Mountain" is a captivating soft ballad sentimental romancer that makes for a beautiful companion piece.

DEE JONES (Brent 7023)

(B+) "DREAMLAND" (2:26)
[Westbury BMI—Gomez,
Smith] Lark gives an affecting teen-
market ballad account of the tender
lovey-dovey. First-rate rock-a-string
(& chorus) sentiment in the setting.
This could move with sufficient ex-
posure.

(B) "HIDEAWAY HEAVEN"
(2:06) [Clifton BMI—Gomez,
Smith] Another fine lovey-dovey
showing by the songstress and back-
ing.

BOB CLAYTON (Sims 116)

(B+) "OCEAN OF TEARS" (2:15)
[R&R BMI—Franks, Sims] A
number with a tuneful folk-country
quality receives a commercial outing
from songster Clayton and the bouncy
full ork backdrop. Deck deserves ex-
posure. Label is based in Hollywood.

(B) "MY HEART'S WITH YOU
(My Darling)" (2:40) [R&R
BMI—Downing, Sims] A semi-dra-
matic portrayal of a romantic that
also has a folk touch.

TOMMY WALTERS (Limelight 771)

(B) "THAT'S LOVE" (2:23)
[Bardell BMI—Walters] Singer
Walters displays a reliable
teen rhythmic delivery here, receiv-
ing an infectious sound from the or-
gan-included combo backdrop. Good
bright-beat entry from the N.Y.-
based diskery.

(B) "LITTLE ANGEL" (1:59)
[Bardell BMI—Dee, Dell, Wal-
ters] Warm rock-a-cha affectionate.

AL TOUSAN (Seville 113)

(B+) "MOO MOO" (1:57) [Tide-
land BMI—Tousan] Driving
teen-directed instrumental, with an
organ mostly heading the display. A
hot sax is heard in the middle section.
Lots of good-sounding rock life to this
track.

(B) "BLUE MOOD" (2:47) [Tide-
land BMI—Tousan] As the
title suggests, this is a moody, featur-
ing a keyboard.

THE DYNAMOS (Cub 9096)

(B+) "WOH! WOH! YEA! YEA!"
(2:17) [Painted Desert BMI—
Hill, Diamond] Interesting funky-beat
affair which gets its title by the sound
of the vocal chants. A handclap gim-
mick is also used.

(B) "MANHUNT" (2:21) [Mary
Hill BMI—Hill, Diamond]
Opus with an air-of-mystery receives
a driving sound from the musicians.

WAYNE POWERS (Phillips 3523)

(B+) "POINT OF VIEW" (2:43)
[Hi Lo BMI—Cogswell] Ef-
fective quick-beat backing by the
combo-chorus for Powers' upbeat true-
love essay. Deck has worthy teen-
market merit.

(B) "MY LOVE SONG" (2:11)
[Knox BMI—Cogswell] The
songster's more sentimental vocal gets
busy teen-ballad accompaniment.

CHARLIE JESTER (LeCam 722)

(B) "SYLVIA" (2:07) [LeBill
Lindsey] Teen name-song af-
fair, is done with an easy-beat sound
by the singer and combo-chorus. Cos-
nat distrib handles the label.

(B) "IF ONLY I HAD KNOWN"
(2:00) [LeBill & Starfire BMI
—Howard, Hill] Another relaxed ro-
mantic for the teenagers. Strings are in-
cluded here.

STEL STEVENS (Wink 1005)

(B+) "NOBODY WISHED ME A
HAPPY BIRTHDAY" (2:25)
[Peer International BMI—Field, Bo-
lin] Wistful is conveyed with fine teen
sensitivity by the songstress, who re-
ceives a setting that includes sharp
femme chants ala The Flamingos'
years-back click, "I Only Have Eyes
For Eye." Merits teentime program.

(C+) "HE REFUSED TO CHA
CHA CHA" (2:15) [Index
BMI—Stalter, Martin] Novelty with
a straight, well-defined cha-cha beat.
Good for learning the step. Waxery is
situated in N.Y.

MITCH MANNING ORCH.-CHORUS
(Cole 1)

(B) "TIME OUT FOR LOVE"
(1:45) [Le-Mor ASCAP—
Manning, Stillman, Watts] New Chi-
cago-based label bows with a lively
novelty in which the time-out sports
whistle is used to convey the title
idea. Chorus is headed by male and
female soloists.

(C+) "TOM CAT" (2:15) [Le-Mor
ASCAP—Manning, Watts]
Another merry teen display.

SONNY HODGES (Myrl 404)

(B) "JAMIE" (2:01) [Star-Flite
BMI—Hodges] Catchy name-
song is read against a good-sounding,
Floyd Cramer-ish blues piano stint.

(B) "FLAME" (2:20) [Star-Flite
BMI—Hodges] Country-
flavoring to this emotional tribute to
the loved-one.

ROY GRAHAM COMBO
(Heartbeat 44)

(B) "MEXICALI ROSE" [M. M.
Cole BMI—Stone, Tenney]
The Chicago label, which caters most-
ly to juke-boxes, offers ops a warm
organ-led reading of the waltz sturdy.

(B) "THE HAPPY CORN-
FIELDS" [Heartbeat ASCAP
—Schwartz] A livelier, ice-skating-
type waltzer here.

DALLAS FRAZIER (Musikon 106)

(B+) "SHE MADE ME CRY"
(2:07) [Golden Key BMI—
Frazier] Wild R&B-styled date with
colorful vocal chanting throughout.
Singer Frazier has a dynamic deliv-
ery, and, besides the chanting, the
setting includes a lively chimes-led
combo stint. Exciting entry from the
Los Angeles label.

(B) "THERE GOES MY BRIDE"
(2:08) [Golden Key BMI—
Frazier] Frazier does a hesitating
narrative and warble in this blues
plaintive about a bride and the guy
who isn't going down the aisle with
her.

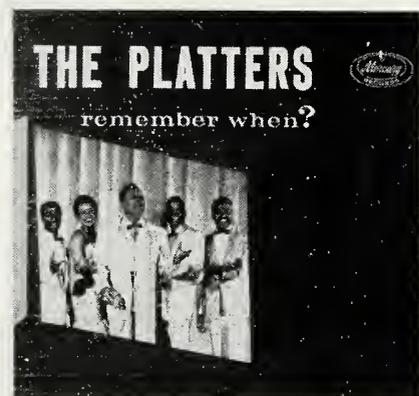
THE EVERGREEN!
THE PLATTERS!!!
THE HIT!!!!!!!!!!!!

I'LL NEVER
SMILE AGAIN

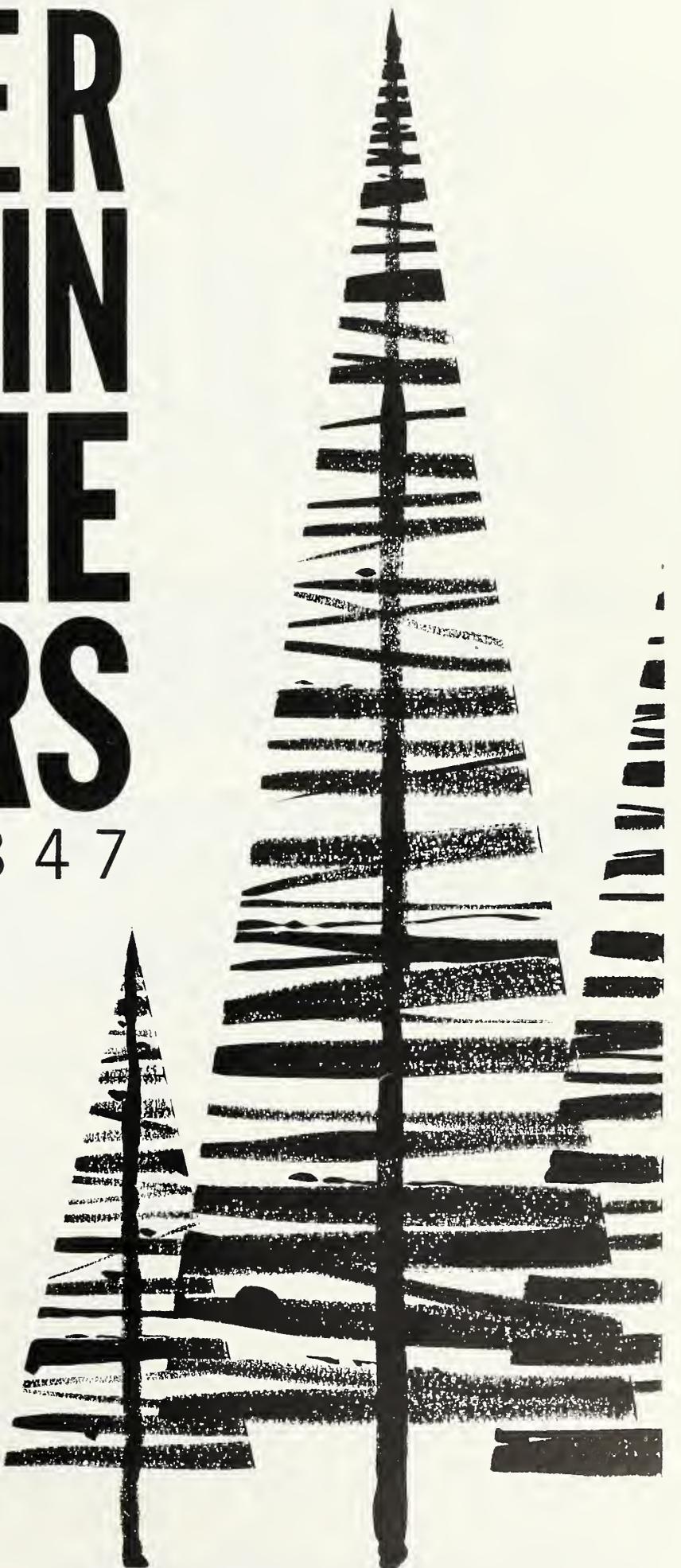


THE
PLATTERS

MERCURY 71847



from the album
REMEMBER WHEN
SR 60087 / MG 20410





RECORD REVIEWS

B+ Very Good B Good C+ Fair C Mediocre

only those records best suited for commercial use are reviewed by Cash Box

Pick of the Week

"DEED I DO" (2:10) [Laurel ASCAP—Hirsch, Rose]
 "FOR SENTIMENTAL REASONS" (2:33)
 [Duchess BMI—Best, Watson]
 THE CLEFTONES (Gee 1067)

The Cleftones, who regained the hit touch with their solid rock-a-cha-cha up-dating of "Heart And Soul," can repeat with this similarly-styled revival of "Deed I Do." Side oughta make the teeners sit up and take notice real quick. The evergreen backing, "For Sentimental Reasons," takes a softer, but equally potent, teen beat cha cha view. A twin-treat.

"OLE SLEW-FOOT" (2:18) [Bluebonnet, Cajun BMI—Webb]
 "MISS MARCY" (3:30) [Magic Circle BMI—Payne]
 JOHNNY HORTON (Columbia 42063)

The late Johnny Horton can again be a topic of conversation in both the country and pop hit circles. This Columbia follow-up to the songster's recent dual-mart'er, "Sleepy-Eyed John," is a double-barreled money-making affair. Both the fast paced "Ole Slew Foot" harmonica-spot-lighted foot-stomper and the touching sentimental waltzer, "Miss Marcy," can ride side-by-side up the charts.

"STOP RIGHT NOW" (2:42) [ARC BMI—Hall, Johnson]
 "ALL MY LOVE BELONGS TO YOU" (2:15) [BMI—Nix, Glover]
 THE VIBRATIONS (Checker 987)

The Vibrations can come thru in "Watusi" hit-like fashion with this rock-a-cha-cha pounder that they rock out with coin-catching authority. It's a pop-r&b teen dandy that sports lotsa sock vocal and music attention-getters. Boys turn the tables, flipside, carving out a pretty beat-ballad romancer.

"LOVEDROPS" [Ben Ghazi BMI—Robinson, Gibson]
 "BABY YOU'RE SO FINE" [Ace, Ben Ghazi BMI—Tyler, Johnson, Robinson, Gibson]
 MICKEY & SYLVIA (Willow 23000)

Mickey & Sylvia's bow on the new King-distributed Willow label can give the artists their first big one in quite awhile. It's an ear-arresting soft beat cha cha romantic weeper, labeled "Raindrops," that features the duo's intriguing vocal blending. However, keep an eye on their fetching, hard beat cha cha reading of "Baby You're So Fine." Can be a double-header.

Pick of the Week

Newcomers

In an effort to call D.J. attention to Pick records by "Newcomers" (artists never before on the Top 100) the editorial staff of The Cash Box will list such records under this special heading.

"DRUMS" (2:18) [Trio BMI—Leiber, Stoller]
 "THIS MAGIC RING" (2:18) [Trio BMI—Leiber, Stoller]
 KENNY CHANDLER (United Artists 342)

Chandler can 'beat' his way to the upper rungs of the sales ladder with his first-time-out on UA. His vehicle is a power-packed martial beat opus, tagged "Drums," that he (and the ork chorus) renders with the telling, dramatic effect of Roy Orbison's "Runnin' Scared." Great debut. "This Magic Ring" is a hauntingly beautiful folk-like ballad that also has loads of chart potential.

"JEREMIAH PEABODY'S POLY UNSATURATED, ETC." (2:22)
 [Lowery BMI—Stevens]
 "TEEN YEARS" (2:39) [Lowery BMI—Stevens]
 RAY STEVENS (Mercury 71843)

This delightful poke at all those health drugs on radio & TV can give Ray Stevens the high chart berth he's been seeking. Dubbed "Jeremiah Peabody's Poly Unsaturated, Quick Dissolving, Fast Acting, Pleasant Tasting, Green And Purple Pills," it's a gimmick-filled, chorus back rock-a-cha-cha that Ray puts across in contagious, Coaster-like fashion. Inviting beat-ballad coupler in "Teen Years."

"YA YA" (2:27) [Fast, Barich BMI—Dorsey, Robinson]
 "GIVE ME YOU" (2:22) [Fast, Barich BMI—Niville]
 LEE DORSEY (Fury 1053)

This one has the 'grow-on-you' quality. It's an ear-arresting novelty, tagged "Ya Ya," that moves along at a catchy, shuffle-rock-a-rhythmic pace. Infectious vocal and musical work on a lid that could be a Fury debut click for Dorsey. The romantic-blues pleader, on the flip, takes a sock up beat ride.

LARRY HALL (Strand 25048)

(B+) "THE ONE YOU LEFT BEHIND" (2:06) [Wemar BMI—Brandon, Simmons] Hall invitingly relates the Latinish-rock plaintive about a gal who seemingly wants more than the guy can offer. Guitars and gal chorus are the top backdrop sounds.

(B) "LADDER OF LOVE" (2:19)
 [Arch ASCAP — Schroeder, Gold] A country-ish light-beat jumper.

BEN LITTLE (Revival 635)

(B+) "IMPRISON ME BABY" (2:15) [Garnet & Harve ASCAP—Johnson] Contagious blues-rock romp by the songster and very sound-wise combo-chorus companions. The N.Y.-based waxery could make pop-R&B chart news with this attack.

(B) "FOREVER MINE" (2:17)
 [Garnet ASCAP — Little, Johnson] Talent takes the plaintive blues-ballad road here.

BEVERLY TAYLOR (Ajax 1001)

(B) "HEARTACHES" (1:50)
 [Leeds ASCAP—Klener, Hoffman] Oldie is done with a catchy teen sound from the combo, with the lark's light-beat stand also including a narrative. Good rockin' from the Bronx, N.Y. diskery.

(B) "IT'S AN OLD STORY" (2:20) [Amshell BMI—Bollon, Petrone] Bright Latin-swingin' rock touch here. Organ has pro beat statements.

BETTY JAMES (CeeJay 583)

(B) "HELP ME FIND MY LOVE" (2:35) [Garnet—James, Johnson] Thrush gives a capable R&B-market account of the basic blueser.

(B) "I'M A LITTLE MIXED UP" (2:45) [Garnet—James, Johnson] R&B doings in an upbeat vein.

BILL REEDER (Hi 2037)

(B) "TILL I WALTZ AGAIN WITH YOU" (2:35) [Hill & Range BMI—Prosen] The old Teresa Brewer hit gets a good-sounding rock-a-billy-styled outing from the songster and musicians. Kids will enjoy this rock look at the tune.

(C+) "THERE WAS A TIME" (1:55) [Paragould BMI—Reeder] Unhurried blues wistful.

TEDDY & THE CONTINENTALS (Richie 45)

(B+) "DO YOU" (2:25) [Vince Rago BMI—Henry] Teen song team gives the kids a pleasing warm-beat expression, which tells of a fella who wants to know if another guy loves the one he's crazy for. Effective chant opening. Might make noise with enough exposure.

(B) "TIGHTEN UP" (2:04)
 [Vince Rago BMI—Henry] Boys engage in a contagious upbeat attack. Label is located in Wilmington, Dela.

THE VERDICTS (East Coast 103)

(B) "MY LIFE'S DESIRE" (2:12) [Bildo BMI—Burrroughs, Browne] Boys warble the pleasing affectionate with inviting tenderness. A slap beat is included in the warm backdrop. A date deserving of teentime spins.

(B) "THE MUMMY'S BALL" (1:59) [Eli Mar BMI—Rice, Browne] Lively novelty rock goings-on from the fellas and combo.

ROCKY & THE STRINGS (Strand 25049)

(B) "LOLITA'S ON THE LOOSE" (2:33) [Mills ASCAP—Insetta] Intriguing theme gets a distinctive electric guitar and string section ride. Affair has general programming appeal.

(B) "LONELY ISLAND" (2:05)
 [Southern ASCAP—Insetta] Title idea is carried with an exotic, lazy-afternoon arrangement by the same set-up.

JOEY PROFETA (Pyramid 711)

(B) "SUNSHINE BABY" (1:46)
 [Miramar BMI—] Aimed at the teeners, deck is a cheerful rock jumper with vocal Profeta upfront. Label has offices in Los Angeles.

(C+) "LOU ANNE" (2:48) [Miramar BMI—] Softie expression by the artist.

FRANK YORK ORCH. (Dash 1962)

(B) "OCHEE CHA-CHA" (2:55)
 [Lenore A S C A P — York] Famed Russian folk tune, known popwise as "Dark Eyes," gets a bright cha-cha reading, including a solo violin appearance by maestro-violinist York.

(B) "THE PUSSY FOOT" (2:11)
 [Akerford ASCAP — Anderson, Ford, Kerr, Kerr] Swingin' work with a nod to the 20's on the tuneful Leroy Anderson ditty from his first Broadway score, "Goldilocks." Both ends from the Chicago-based label are worth legit programming.

BUD DASHIELL & THE KINSMEN

(Warner Bros. 5231)
 (B) "I TALK TO THE TREES" (2:39) [Chappell ASCAP—Lerner, Loewe] New folk trio (Dashiell was formerly of the Bud & Travis duo) do an attractive job on Lerner & Loewe's lovely song from "Paint Your Wagon."

(B) "POM PA LOM" (2:23) [Stellen BMI — Dashiell, Armstrong, Parks] Very rhythmic novelty stand by the team.

CHRIS CROSBY (Dore 608)

(B) "THE GREAT DECEIVER" (2:17) [Meadowlark ASCAP—Dickinson, Copeland] Songster, Bob Crosby's son, bows on the teen scene with a stint on a plaintive teen-ballad. Gal chorus and combo back-up with a light-beat pose.

(C+) "TEENAGE DREAM" (1:57)
 [Meadowlark ASCAP—Dickinson, Copeland] Sprightly teen date.

A STIRRING HIT!



KENNY CHANDLER

"DRUMS"

AND THE

"MAGIC RING"

PRODUCED BY LEIBER & STOLLER



KENNY CHANDLER

THE MAGIC RING (Trio, BMI) (2:31)—**DRUMS** (Trio, BMI) (2:18)—A strong new artist bows with a pair of solidly salable sides. First up is a good ballad sold over strong ork and chorus backing. Flip is a stirring, martial-styled effort that moves equally well. Either way here.

United Artists 342



RECORD REVIEWS

B+ Very Good B Good C+ Fair C Mediocre

only those records best suited for commercial use are reviewed by Cash Box

Best Bets

NINO & THE EBB TIDES
(Madison 166)

(B+) "JUKE BOX SATURDAY NIGHT" (2:34) [Mutual ASCAP—Arc, Keel, Wildcat, Williams BMI] The artists, who cashed in on the "Oldies But Goodies" click, can have a real smasher in this rock-a-teen up-dating of the Modernaires' classic. Featured tunes, this time around are "Book Of Love" and "Get A Job." Can bust loose.

(B) "SOMEDAY I'LL FALL IN LOVE" (2:18) [Monument BMI—Mazzaglia] This end the group tastefully carves out a warm beat-ballad item.

JOHNNIE RAY (United Artists 341)

(B+) "HOW MANY NIGHTS, HOW MANY DAYS" (2:00) [Trio BMI—Miller, Carroll] The vet vocalist begins his UA career with a bright revival of the tuneful oldie that has both teen and adult appeal. His stint is backed by commercial color from the band-chorus. Should be eyed.

(B) "I'LL BRING ALONG MY BANJO" (2:00) [Quartet ASCAP—Gimbel, Bacharach] Sunny banjo strummin' session.

THE CROSS KEYS (Dot 16239)

(B+) "PINOCCHIO" (2:12) [Studio BMI—Nelson] Strong rock-a-billy standby the songsters, who tell of a "puppet"-like teener who finds his love. The team is backed by a solid, guitar-led beat. Could step-out in a big way.

(B) "SAILING AWAY" (1:46) [Studio BMI—Nelson, Burch] Light-hearted quick-beat account of a charming folk-flavored tune. Fine happytime item for summertime spins.

RAY MARTIN ORCH.
(RCA Victor 7920)

(B+) "THE MIME'S THEME" (2:23) [Jaymond BMI—Powell] The Martin ork does a colorful stint on the catchy, continental-styled ditty, which the label is using for its fall LP promotion. Happy sound that can catch-on.

(B) "THE BOULEVARD OF BROKEN DREAMS" (Gigolo & Gigolette)" (2:08) [Remick ASCAP—Dubin, Warren] Chorus is included in this exciting arrangement of the old tear-jerker.

ARTHUR PRYSOCK
(Old Town 1106)

(B+) "ONE MORE TIME" [Mellin BMI—Russell, Passman, Medley] Vet, deep-voiced songster nicely handles the catchy chalyppo-ish lovey-dovey, with infectious combo and male chorus backing. Sound has a grow-on-you nature.

(B) "SPEAK TO ME" [Sheldon—Maureen BMI—Miller, Fine-stone] Build-up triplet & string backed romantic pose by the performer.

THE SUMMITS (Times Square 422)

(B+) "GO BACK WHERE YOU CAME FROM" (2:08) [Clarose BMI—Dubios, Johnson] The drive on this deck gives the impetus to put the lid up into big hit territory. Dandy vocal and musical gimmicks, a la the Magnificents' while-back hit—"Up On The Mountain."

(B) "TIMES SQUARE STOMP" (2:08) [Clarose BMI—Rose, Johnson] Boys back up with a thumping instrumental rocker.

TROY SHONDELL (Liberty 55333)

(B+) "THIS TIME" (2:35) [Tree BMI—Moman] Striking slow-beat plaintive portion from the vocalist and combo. Backed-up by sufficient airtime, this deck can go places.

(B) "GIRL AFTER GIRL" (2:25) [Garillis BMI—Shelton] Shondel and setting offer an upbeat teen-romantic pose.

CLYDE PITTS (4 Star 1751)

(B+) "BABY, DON'T BELIEVE HIM" (2:35) [4-Star Sales BMI—Pitts] Here's a Latin-country-styled pleader that can make the Top 100 grade. Pitts solidly gets the wistful picture, while a male chorus is very effective in its lyric and chanting role. Must be eyed closely.

(B) "THE LONELY SIDE OF TOWN" (2:48) [4-Star BMI—Pitts] Somewhat of a Presley-sounding shuffle-beat rocker.

LINK RAY & THE RAYMEN
(Rumble 1000)

(B+) "JACK THE RIPPER" [Florentine BMI—Wray] Instrumentalists, bowing on their own label, named after their awhile click, dish-out a "rumble" affair with impressive guitar-led originality. This deck can move. Waxery is located in Washington, D.C.

(B) "THE STRANGER" [Florentine BMI—Wray] Catchy ditty is displayed with sprightly zither-like effect by the crew.

TOMMY WILLIAMS (Sue 747)

(B+) "MUST BE LOVE" (2:01) [Saturn, Hilde BMI—Williams, White, Harris, White, Harris] Williams can come thru in a big r&b-pop way with this solid, quick moving rocker that he and the vocal crew knock out with coin-catching spirit.

(B+) "I'LL FOLLOW YOU" (2:35) [Saturn, Hilde BMI—Williams, White, Harris, White, Harris] Lots of feeling's packed into the slow paced blueser on this half. Also rates dual-mart attention.

ANGELA MANTIONE (Sunrise 6120)

(B) "MOONLIGHT & ROSES" (2:15) [Charles N. Daniels ASCAP—Black, Moret, Lemare] Sentimental sturdy is done with a nice Connie Francis-like manner by the lark, formerly with the Singing Belles, who made chart noise awhile back with "Someone Loves You, Joe." A Latinish full ork arrangement backs-up. Deck is handled by Discmaker's.

(B) "WHIPPOORWILL" (2:00) [Golden Day ASCAP—M&F Manfredi] Inviting wistful softie.

ROY YOUNG (20th Fox 256)

(B) "FOUR AN' TWENTY THOUSAND KISSES" (2:03) [Bourne ASCAP—Celentano, Phillips] Bright vocal-combo reading of the international hit, originally known as "24 Mila Baci." Teeners get lots of rock vitality here.

(B) "LATE LAST EVENING" (1:58) [Marlboro BMI—Fraser, Vincent] Capable rock-a-cha romantic session.

JOHNNY BACHELOR (Kem 2764)

(B) "BAD COMPANY" (2:30) [First Award BMI—Bachelor] Bachelor traces the short life of a fella with effective country-styled drama.

(B) "LIKE" (2:10) [First Award BMI—Stephens, Bachelor] A true-love opus told with a catchy funky-flavored combo in the backdrop. King handles the label.

JERRY VINAR (Variety 1028)

(C) "PLEASE TELL ME" (2:15) [Reliable ASCAP—Andalina] Vinar does a dramatic ballad stint with ork-chorus accompaniment.

(C) "YOUR LOVE IS JUST FOR ME" (2:28) [Reliable ASCAP—Andalina] A lighter romantic approach.

STORMY BROOKE & THE ESCAPADES (Astronaut 115)

(C+) "CANNY CANNY CANNIBALS" (2:29) [Apogee BMI—Goske, LaRocca] Vocalists and musicians offer a rockin' novelty.

(C+) "DORIS" (2:40) [Apogee BMI—Goske, LaRocca] Hard-beat ballad with semi-pleader lyrics, Label's home-base is Youngstown, Ohio.

LINDA MANNING (Bulletin 1000)

(C+) "OUR WORLD OF ROCK AND ROLL" (3:07) [NewKeys BMI—Newman, KEY] A deliberate-beat stint in which the lyrics defend today's teeners and the teen-beat. Label works out of Nashville, Tenn.

(C+) "SWEETER THAN SWEET" (2:04) [NewKeys BMI—Key, Newman, Key] Lively rock-novelty romancer.

KENNY MILLER (Viking 1001)

(B) "THE LETTER" (2:38) [Lar Bel BMI—Larson] Quick-beat teen statement, including chimes effects, about a gal's letter and the guy who can't find I-love-you written on it. Miller warbles the ditty with help from a cheerful femme chorus.

(C+) "YOU BETTER BELIEVE IT" (1:47) [Lar Bel BMI—] Gals are also present in this happy rocker.

CHARLES BROWN (King 5523)

(B+) "BUTTERFLY" (2:52) [Lois BMI—Bradshaw] Vet r&b songster gently caresses a romantic "warning." Tune's a steady walking, middle-beat rhythmic affair. Could make r&b noise. (Song is not the same as the Charlie Gracie years-back hit.)

(B) "THIS FOOL HAS LEARNED" (2:39) [Jay & Cee BMI—Denby] A more-or-less conventional teen beat blues ballad here. Brown gives it a feelingful sendoff.

GARY USHER (Lan-Cet 144)

(B) "TOMORROW" (1:45) [Podlor BMI—Ashton, Partridge] Each day brings more love for the gal in this sunny rock stint by the songster and guitar-featured musicians.

(B) "LIES" (2:35) [Podlor BMI—Usher, Burns] This end moves over to disenchanted teen vocalizing.

BOWLEGS (Zab 101)

(B+) "ONE MORE TIME" (Part 2) (1:58) [Hara BMI—Miller, Meaders] Initial outing for the new Home of the Blues subsid is a rocking instrumental over which Bowlegs offers Kingfish-like comedy comments. Could be a strong r&b entry.

(B) "ONE MORE TIME" (Part 1) (1:45) [Hara BMI—Miller, Meaders] The opening side is a straight rhythmic instrumental. Solid sound from the band.

THE ESCOS (Federal 12430)

(B) "WHATCHA BET" (2:46) [R-T BMI—Williams, Toombs] Infectious Latin-R&B survey by the songsters and combo. Both the R&B and teen-beat markets will like the bright proceedings.

(B) "GOLDEN-RULE OF LOVE" (2:20) [Tannen BMI—Mann, Sherman] Boys and musicians maintain a lively pace here.

BABS GONZALES (Prestige 204)

(B+) "WE AIN'T GOT INTEGRATION" [Gonzales] The "hippie" is back again and this time with one of his best sides in a long time. To a swinging, jazz-like riff tune, Babs offers some cute and caustic comments on the current integration scene. A natural for r&b play.

(B) "LONELY ONE." A slow, moody, bitter love ballad is softly essayed here.

V "DEVIL OR ANGEL" V "RUBBER BALL" V "STAYIN' IN" V "HOW MANY TEARS"

ANOTHER VEE VICTORY!



TAKE
GOOD
CARE
OF MY
BABY

b/w "Bashful Bob" #55354

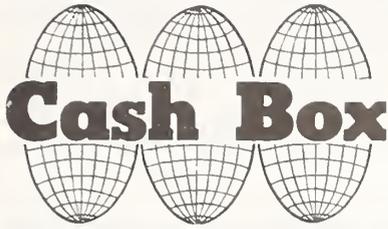
A solidly commercial tune, right up Bobby's alley! A "natural" for every store, coin machine—and teen collection!

BOBBY VEE



FIRST IN THE FOREGROUND
OF SOUND





RECORD REVIEWS

B+ Very Good B Good C+ Fair C Mediocre

only those records best suited for commercial use are reviewed by Cash Box

Best Bets

THE ALTONES (Gardena 121)

(B+) "CILEEN" (2:10) [Latona BMI—Mastry] Off-beat rockin' combo go for a pretty Italian-flavored tune. Accordion and sax are featured against a contagious beat. This colorful sound should be eyed.

(B) "LOVE ME LOVE ME" (2:15) [Latona BMI—Mastry] Male songster leads-the-way in this sock-rock romantic.

WAYNE WORLEY (Brent 2024)

(B+) "RED HEADED WOMAN" (2:28) [Bulleyes BMI—] Waxing, a master purchase from the Elbridge label, is a sizzling, "old-time" rapid-fire rock stand by vocalist Worley and his combo backing. Side's vitality could catch-on with the kids.

(B) "TO BE ALONE" (2:47) [BMI—Worley] Latinish country sound here.

CARL SPENCER (Southside 1001)

(B+) "TILL MY SHIP COMES IN" (2:08) [Southside BMI—Spencer] Label, a N.Y. outfit, handled, could get action with this catchy novelty stint. Spencer reads the sometimes "Mack The Knife"-sounding ditty against an infectious combo chore. Worth watching.

(B) "RECOMMENDED LOVE" (2:39) [Wing Ding BMI—Spencer] A touch of a Coaster's date in this good-natured romantic-novelty.

EDDIE ROBERTS (Time 1041)

(B+) "IMMACULATE LOVE" (2:13) [Clifton BMI—Kling-smith] Pro light rhythm romantic vocal, somewhat Sam Cooke-sounding, by vocalist Roberts, whose strong string-chorus backing includes a now-and-then rasping sound. Strong session; could happen.

(B) "I'M NOT WORTHY OF YOU" (2:33) [Drexall BMI—Copper, Klinghsmith] A more deliberate, dramatic essay from the performer. Feelingful warbling.

ZABETHE WILDE (Capitol 4604)

(B+) "OH WHAT A FEELING" (2:37) [Edward B. Marks BMI—McCoy] Songstress, a disk newcomer who will be featured in Oscar Brown Jr.'s "Kicks & Co." on Broadway this fall, tops an infectious rock-slanted display of a "Fever"-type ditty. Could get some action from the rock 'n roll set.

(B) "SUMMER SUNDAY" (2:35) [Mansion ASCAP—Carr, Shuman] Haunting theme and arrangement has that lazy-afternoon touch.

OLATUNJI (Columbia 42072)

(B+) "JOLLY MENSAH" (2:56) [Amin BMI—Olatunji, Arr: Wright] Popular percussionist, who has cut several successful LP's for the label, bows as a singles artist with an exciting, chorus-included African date. Display, from the artist's "Afro Percussion" LP, is a refreshing programming issue.

(B) "LUMUMBA" (3:11) [Amin BMI—Olatunji, Arr: Wright] This is a sly, more deliberate date from the performer and vocal-combo accompaniment.

SONYA (Dot 16235)

(B+) "WE KISS IN A SHADOW" (2:21) [Williamson ASCAP—Rodgers, Hammerstein] Teeners will feel for this portrayal of the lovely song from "The King & I." The thrush sings with warmth, and the soft-spoken backing includes effective French horn statements plus an occasional light pounding of drums. Can do Top 100 business.

(B) "LITTLE RED ROOSTER" (2:10) [Dot BMI—Griffin] Colorful blues rocker.

JUNIOR WATERS (MGM 13027)

(B+) "THE STARS FELL" (2:34) (2:34) [J. Stearns-Lorob BMI—Waters] Distinctive teen-ballad display, particularly by the inclusion of vibes in the Latinish setting. Waters handles his own opus, a fine teen affair, with a very teen-wise sound. Might move.

(B+) "GOOD LOVIN' TONIGHT" (2:10) [J. Stearns-Arena ASCAP—Weisman, Wise] Joyful rhythmic outing with strings. This end also commands teen attention.

MARC CAVELL (Candix 322)

(B+) "THAT'S ALL I WANT" (2:26) [Dixsil & Hensley BMI—Brown] The singer turns in a touching teen-ballad reading of the pretty looking-for-a-girl number. Very attractive rock-a-strong (& chorus) backdrop. This end could get places.

(B) "HIDE AND SEEK" (2:17) [Dixsil & Hensley BMI—Cavell, Rowland] Cute romantic novelty, with a screeching gal chorus, that plays on the popular kiddie game.

TOMMY GENOVA (Bella 606)

(B+) "THE LOVER" (2:37) [Bella BMI—Genova] Pro-sounding rock-a-string romp about a Don Juan who goes from "one to another," but would really like to have one heart to love him. The Scranton, Pa. label might have an active entry here.

(B) "WHAT HAS HAPPENED TO YOU" (2:35) [Bella BMI—Genova] Things settle-down to a softie teen session.

BILLY STORM (Atlantic 2112)

(B+) "HONEY LOVE" (2:05) [Progressive BMI—McPhatter] Artist does a strong rhythmic delivery against a happy teen-market belt from the combo-chorus. A sunny stint that could get around.

(B) "A KISS FROM YOUR LIPS" (2:45) [Arc BMI—Davis, Fratto] A fine sensitive ballad performance by the warbler. Deck opens with a lovely bass-fiddle strain.

CHUCK REED (Jamie 1194)

(B+) "SO LONG" (2:14) [Chu-Fin BMI—Duncan, Reed] Reed's teen-wise upbeat vocal is backed by a polished shuffle-beat sound from the rhythm section, which is augmented by strings and a chorus. Worth attention.

(B) "THAT LUCKY OLD SUN" (2:38) [Robbins ASCAP—Smith, Gillespie] Teen-market version of the onetime Frankie Lane hit.

JOHNNY ROCKER (Federal 12425)

(B) "BESAME SENORITA" (2:14) [4 Star BMI—Rocker] Vocalist capably handles the Spanish-flavored romantic against a pro rock-a-string arrangement. Worth teen-time programming.

(B) "QUEEN" [4 Star BMI—Joseph, Rocker] Semi-dramatic disenchanted stint by the performer.

PETER G./PATTY G. (Shirley 105)

(B) "PETER GOOD, PRIVATE EYE" (2:47) [Carriage BMI—Moore] This end features a male private eye voice who leads into excerpts from various hit decks.

(B) "PATTY GOOD" (2:40) [Carriage BMI—Moore] A femme voice is featured in a similar format. Label is based in Fremont, Calif.

DINA RAYE (Cameo 195)

(B) "AFTERNOON SLOW DANCE" (2:31) [Lowe ASCAP—Lowe, Mann, Appell] Romantic teen-step has a plot about a gal who sees her boyfriend dancing with another gal on a TV hop. Watch it.

(B) "LITTLE WHITE DIAMONDS" (2:22) [Famous ASCAP—David, Lippman] Lass does a feelingful portrayal—including a narrative—on the tender lovey-dovey. Attractive soft-spoken combo setting. Enough exposure could mean something.

LITTLE WALTER (Checker 986)

(B+) "CRAZY FOR MY BABY" (2:45) [Arc BMI—Dixon] Another of those soulful, "down home" blues stanzas that Walter handles so well. Here, it's a lightly rocking session with lots of good feeling in the lyric. Artist has a sturdy, hard core market.

(B) "CRAZY LEGS" (2:25) [Arc BMI—Jacobs] An all-instrumental slice that swings along at a fast, bright Latin-ish clip.

HONEY LANE (Revolvo 57)

(B) "YOU DO" (2:10) [American BMI—Huling, Chiton] Unhurried affectionate portrayal by the lark is from the Kathy Young sound school. Miss Lane and her combo chorus backing perform with teen-pleasing polish.

(B) "EVERYBODY KNEW" (1:55) [American BMI—Huling, Chiton] Thrush gets good-sounding guitar work in this lively rhythmic.

JOE PARNELLO (Kapp 415)

(B) "AFTER 12" (2:09) [Maximum ASCAP—Zito] Keyboard and strings offer a commercial after-hours jazz-oriented stint. Session can make it with any-hour-of-the-day deejays.

(B) "THE MOON IS BLUE" (2:22) [Joy ASCAP—Fine, Gilbert] Old pic main-title gets a similar stand.

THE TWISTERS (Campus 125)

(B) "ELVIS LEAVES SORRENTO" (2:20) [Fremwar BMI—Marshall] Combo does an unhurried teen-beat job on the tune to "O Sole Mio," recently done as a rock opus ("Surrender") by Elvis Presley.

(B) "STREET DANCE" (2:05) [Fremwar BMI—Curci] A driving rock sound from the musicians.

CAROL CARTER (Mercury 71830)

(B) "I WANT ALL YOUR LOVE" (2:11) [Eden BMI—Otis, Corso] Lark displays pro rhythmic sense on the cheerful teen lovey-dovey. Bouncy rock-a-string work supports.

(B) "ROUND MIDNIGHT" (2:33) [World ASCAP—Mysels, Mysels] The oldie is in sensitive hands here. Attractive jazzy ork sound.

CECIL B. MORSE (Christy 61153)

(C+) "DON'T THINK I'LL LIKE TOMORROW" (1:63) [Marina ASCAP—Morse] Morse sings a middle-beat blueser against a busy combo-chorus sound.

(C) "KING OF THE FOOLS" (2:00) [Marina ASCAP—Morse] Somewhat Latinish sound backs the songster's plaintive light-beat stint.

RELIGIOUS

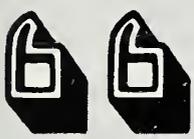
"LITTLE TOO CLOSE TO BE AFRAID"
"HE WILL"
Angelic Choir (Savoy 4160)

"HE CARES FOR ME"
"GOD'S GOODNESS"
Dixie Hummingbirds (Peacock 1831)

"OH WHAT A TIME WE'LL HAVE UP THERE"
"TRY JESUS"
The Patterson Singers (Federal 12427)

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TOP SELLING RECORDS REPORTED BY RETAIL OUTLETS

LILLIAN'S RECORD SHOP

- St. Louis, Mo.
1. Tossin' & Turnin' (B. Lewis)
2. Last Night (Mar-Keys)
3. Don't Cry No More (B. Bland)
4. Driving Wheel (J. Parker)
5. Boll Weevil Song (B. Benton)
6. Gonna Work Out Fine (I. Turner)
7. Take 5 (D. Brubeck)
8. A Thing Of The Post (Shirelles)
9. I Like It Like That (C. Kenner)
10. That's What Girls Are Made For (Spinners)

BLUE NOTE MUSIC SHOP

- New York City
1. Tossin' & Turnin' (B. Lewis)
2. Let's Twist Again (C. Checker)
3. I Like It Like That (C. Kenner)
4. Please Stay (Drifters)
5. Quarter To Three (U.S. Bonds)
6. Tonight (Velvets)
7. Pretty Little Angel Eyes (C. Lee)
8. Raindrops (D. Clark)
9. Cupid (S. Cooke)
10. Fat Fat Mam-O

THE GROOVE-GOSSAGE

- Houston, Texas
1. Quarter To Three (U.S. Bonds)
2. Sometime (G. Thomas)
3. Dum Dum (B. Lee)
4. Together (C. Francis)
5. Boll Weevil (B. Benton)
6. Hats Off To Larry (D. Shannon)
7. Raindrops (D. Clark)
8. I Just Don't Understand (A. Margret)
9. Block Land Former (F. Miller)
10. Moody River (P. Boone)

DEW MUSIC COMPANY, INC.

- Monroe, La.
1. Don't Cry No More (B. Bland)
2. I Just Don't Understand (A. Margret)
3. Last Night (Mar-Keys)
4. I Don't Mind (J. Brown)
5. You Can't Sit Down (P. Upchurch Combo)
6. Every Beat Of My Heart (Pips)
7. Tossin' & Turnin' (B. Lewis)
8. Cupid (S. Cooke)
9. Quarter To Three (U.S. Bonds)
10. Dum Dum/Eventually (B. Lee)

ROCK 'N' ROLL SHOP

- New Orleans, La.
1. Last Night (Mar-Keys)
2. Quarter To Three (U.S. Bonds)
3. The Basic Things (Top Notes)
4. Don't Cry No More (B. B. Bland)
5. Let's Twist Again (C. Checker)
6. I Don't Mind (J. Brown)
7. Can't Sit Down (P. Upchurch)
8. Raindrop (D. Clark)
9. The Thing Of The Post (Shirelles)
10. Cupid (S. Cooke)

SPRUCE RECORD SHOP

- Scranton, Pa.
1. I'm Gonna Knock On Your Door (E. Hodges)
2. Yellow Bird (L. Welk)
3. Hats Off To Larry (D. Shannon)
4. Quarter To Three (U.S. Bonds)
5. Tossin' & Turnin' (B. Lewis)
6. Together (C. Francis)
7. Three Hearts In A Tangle (R. Drusky)
8. Wooden Heart (J. Dowell)
9. Old Smoke (Johnny & Hurricanes)
10. Ronnie (M. Joe)

YEAGERS MUSIC SHOP

- Baltimore, Md.
1. Heart And Soul (Jan & Dean)
2. Starlight, Starbright/Don't Bet Money Honey (L. Scott)
3. When A Girl Gives Her Heart (Ward)
4. Eventually/Dum Dum (B. Lee)
5. All I Want Is A Chance (Lee)
6. Last Night (Mar-Keys)
7. Too Many Rules/Together (C. Francis)
8. A Thing Of The Post (Shirelles)
9. Yellow Bird (A. Lyman/L. Welk)
10. Nature Boy (B. Dorin)

STATE MAIN #2

- New Orleans, La.
1. Last Night (Mar-Keys)
2. Don't Cry No More (B. B. Bland)
3. Cooke
4. Cupid (S. Cooke)
5. It's Gonna Work Out Fine (I. & T. Turner)
6. Driving Wheels (L. J. Parker)
7. Stand By Me (B. E. King)
8. Tossin' & Turnin' (B. Lewis)
9. My Darling (T. Taylor)
10. Every Beat Of My Heart (Pips)

THE RECORD CENTER

- Cleveland, Ohio
1. Let's Twist Again (C. Checker)
2. You Don't Know What You Got (R. Donner)
3. Bobby (N. Scott)
4. School Is Out (U.S. Bonds)
5. Wooden Heart (G. Bakus)
6. Tossin' & Turnin' (B. Lewis)
7. Please Don't Talk To Life-guards (A. Cannell)
8. I Fall To Pieces (P. Cline)
9. A Tear (G. McDaniels)
10. Missing You (R. Peterson)

BOND RADIO

- Philadelphia, Pa.
1. Tossin' And Turnin' (B. Lewis)
2. Quarter To Three (U.S. Bonds)
3. Boll Weevil Song (B. Benton)
4. Yellow Bird (A. Lyman)
5. Dum Dum (B. Lee)
6. I Like It Like That (C. Kenner)
7. Together (C. Francis)
8. Let's Twist Again (C. Checker)
9. Every Beat Of My Heart (Pips)
10. Ole Buttermilk Sky (B. Black's Combo)

E & R RECORD SHOP

- San Antonio, Texas
1. I Fall To Pieces (P. Cline)
2. Dum Dum/Eventually (B. Lee)
3. Rainin' In My Heart (S. Harpo)
4. Big Boss Man (J. Reed)
5. Boll Weevil Song/Your Eyes (B. Benton)
6. Together (C. Francis)
7. Wooden Heart (J. Dowell)
8. Don't Cry No More (B. Bland)
9. Gonna Knock On Your Door (E. Hodges)
10. Oldies But Goodies (L. Caesar)

HORNS RECORDS

- Detroit, Mich.
1. Tossin' & Turnin' (B. Lewis)
2. Boll Weevil Song (B. Benton)
3. Let's Twist Again (C. Checker)
4. I Don't Mind (J. Brown)
5. Exodus (E. Harris)
6. I Like It Like That (C. Kenner)
7. It's Keep Rainin' (F. Domino)
8. Raindrops (D. Clark)
9. A Tear (G. McDaniels)
10. Quarter To Three (U.S. Bonds)

MELODY MUSIC CITY

- Minneapolis, Minn.
1. Tossin' & Turnin' (B. Lewis)
2. I Fall To Pieces (P. Cline)
3. Take 5 (D. Brubeck)
4. Michael (Highwaymen)
5. Water Boy (D. Shirley Trio)
6. Quarter To Three (U.S. Bonds)
7. Heart & Soul (Jan & Dean)
8. I Like It Like That (C. Kenner)
9. Wooden Heart (J. Dowell)
10. Roll Over Beethoven (Flairs)

BERGENFIELD MUSIC INC.

- Bergenfield, N.J.
1. I'm So Happy (Ducanes)
2. Quarter To Three (U.S. Bonds)
3. Pretty Little Angel Eyes (C. Lee)
4. School Is Out (U.S. Bonds)
5. Let's Twist Again (C. Checker)
6. Hats Off To Larry (D. Shannon)
7. I Like It Like That (C. Kenner)
8. Dum Dum (B. Lee)
9. Back Beat #1 (Rondels)
10. A Thing Of The Post (Shirelles)

LA PETITE RECORD SHOPPE

- East St. Louis, Ill.
1. Don't Cry No More (B. Bland)
2. Driving Wheel (Little Jr. Parker)
3. Tossin' & Turnin' (B. Lewis)
4. Last Night (Mar-Keys)
5. Little Baby (H. Wolf)
6. Lonely No More (Little Milton)
7. It's Gonna Work Out Fine (Ike & Tina Turner)
8. My Baby (Little Aaron)
9. Stand By Me (B. E. King)
10. Are You Sure (A. Franklin)

DUFORD-KAISER

- Los Angeles, Calif.
1. Tossin' & Turnin' (B. Lewis)
2. Heart & Soul (Jan & Dean)
3. I Like It Like That (C. Kenner)
4. Michael (Highwaymen)
5. Mountains High (Dick & Dee Dee)
6. Last Nite (Mar-Keys)
7. Lover's Island (Blue Jays)
8. Water Boy (D. Shirley)
9. Every Beat Of My Heart (Pips)
10. Astronaut (Jiminez)

COCROFT MUSIC CO.

- Thomasville, Ga.
1. Tossin' & Turnin' (B. Lewis)
2. Quarter To Three (U.S. Bonds)
3. Hats Off To Larry (D. Shannon)
4. I Like It Like That (C. Kenner)
5. Dum Dum (B. Lee)
6. Please Stay (Drifters)
7. Tonight (Velvets)
8. Last Night (Mar-Keys)
9. Travelin' Man (R. Nelson)
10. Peanut Butter (Marathons)

BOB SCHAAD CO.

- Evansville, Ind.
1. I Like It Like That (C. Kenner)
2. Tossin' & Turnin' (B. Lewis)
3. Together (C. Francis)
4. Let's Twist Again (C. Checker)
5. Hey Daddy Daddy (B. Randolph)
6. Sea Of Heartbreak (D. Gibson)
7. Dum Dum (B. Lee)
8. Raindrops (D. Clark)
9. What Would You Do (J. Reeves)
10. The Fish (B. Rydell)

MUSIC CITY

- Hollywood, Calif.
1. Tossin' & Turnin' (B. Lewis)
2. I Like It Like That (C. Kenner)
3. Quarter To Three (U.S. Bonds)
4. Water Boy (D. Shirley)
5. I Just Don't Understand (A. Margret)
6. Lovers Island (Blue Jays)
7. Together (C. Francis)
8. Last Night (Mar-Keys)
9. Hats Off To Larry (D. Shannon)
10. Let's Twist Again (C. Checker)

RADIO DOCTORS

- Milwaukee, Wis.
1. Wooden Heart (J. Dowell)
2. Michael (Highwaymen)
3. I Fall To Pieces (P. Cline)
4. I'm Gonna Knock On Your Door (E. Hodges)
5. Without You (J. Tillotson)
6. Tears On My Pillow (McGuire Sisters)
7. Sugartime (J. Cash)
8. Together (C. Francis)
9. Dum Dum (B. Lee)
10. Hats Off To Larry (D. Shannon)

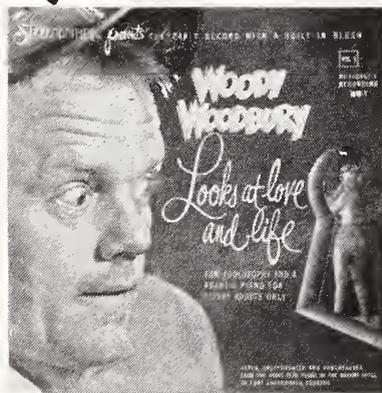
COLONY RECORDS

- New York City
1. Tossin' & Turnin' (B. Lewis)
2. Quarter To Three (U.S. Bonds)
3. Never On Sunday (Chordettes)
4. Raindrops (D. Clark)
5. Last Night (Mar-Keys)
6. Please Stay (Drifters)
7. Hillbilly Heaven (T. Ritter)
8. San Antonio Rose (F. Cramer)
9. The Fish (B. Rydell)
10. Wooden Heart (J. Dowell)

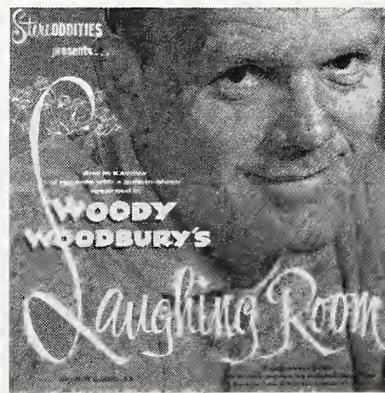
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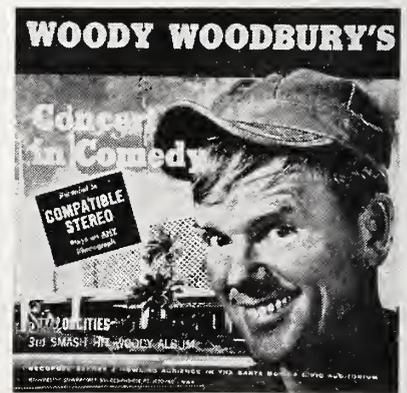
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53 weeks on the charts!



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TRACK RECORD**

THE CHORDETTES
NEVER ON SUNDAY
Cadence 1402
on the Charts and in the Money

EDDIE HODGES
I'M GONNA KNOCK ON YOUR DOOR
Cadence 1397
on the Charts and in the Money

DON SHIRLEY TRIO
WATER BOY
Cadence 1392
on the Charts and in the Money

THE EVERLY BROTHERS
ALL I HAVE TO DO IS DREAM
Cadence 1604
on the Charts and in the Money

GEORGE FEYER
MY CLAIR DE LUNE
Cadence 1403
We still think this could make it

JOHNNY TILLOTSON
WITHOUT YOU
Cadence 1404
off and running

DON CARROLL
SEVEN-UP AND ICE CREAM SODA
Cadence 1405
This could be the BIG WINNER
of our entries

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D.J.'s . . .

I'm grateful for
your wonderful
support

Lawrence Welk



THE RECORDS DISK JOCKEYS PLAYED MOST

		Last Week			Last Week
1	TOSSIN' AND TURNIN' <i>Bobby Lewis (Beltones)</i>	1	21	A THING OF THE PAST <i>Shirelles (Scepter)</i>	34
2	I LIKE IT LIKE THAT <i>Chris Kenner (Instant)</i>	4	22	CUPID <i>Sam Cooke (RCA Victor)</i>	20
3	DUM DUM <i>Brenda Lee (Decca)</i>	3	23	WHAT A SWEET THING THAT WAS <i>Shirelles (Scepter)</i>	31
4	LAST NIGHT <i>Mar-Keys (Satellite)</i>	9	24	I'LL BE THERE <i>Damito Jo (Mercury)</i>	29
5	TOGETHER <i>Connie Francis (MGM)</i>	6	25	A TEAR <i>Gene McDaniels (Liberty)</i>	26
6	PRETTY LITTLE ANGEL EYES <i>Curtis Lee (Dunes)</i>	8	26	SACRED <i>Castell (ERA)</i>	25
7	LET'S TWIST AGAIN <i>Chubby Checker (Parkway)</i>	14	27	HURT <i>Timi Yuro (Liberty)</i>	46
8	HATS OFF TO LARRY <i>Del Shannon (Bigtop)</i>	2	28	SAN ANTONIO ROSE <i>Floyd Cramer (RCA Victor)</i>	17
9	QUARTER TO THREE <i>U.S. Bonds (Legrand)</i>	5	29	HEART AND SOUL <i>Jan & Dean (Challenge)</i>	24
10	YELLOW BIRD <i>Arthur Lyman (Hi-Fi) Lawrence Welk (Dot)</i>	7	30	MOODY RIVER <i>Pat Boone (Dot)</i>	13
11	WOODEN HEART <i>Jae Dowell (Smash)</i>	16	31	I'M GONNA KNOCK ON YOUR DOOR <i>Eddie Hodges (Cadence)</i>	37
12	MY KIND OF GIRL <i>Matt Monroe (Warwick)</i>	15	32	I FALL TO PIECES <i>Patsy Cline (Decca)</i>	41
13	PLEASE STAY <i>Drifters (Atlantic)</i>	12	33	SEA OF HEARTBREAK <i>Don Gibson (RCA Victor)</i>	33
14	SCHOOL IS OUT <i>U.S. Bands (Legrand)</i>	40	34	RAININ' IN MY HEART <i>Slim Harpo (Excello)</i>	28
15	DON'T BET MONEY HONEY <i>Linda Scott (Canadian-American)</i>	18	35	RUNAROUND <i>Regents (Gee)</i>	36
16	MICHAEL <i>Highwaymen (United Artists)</i>	27	36	YOU DON'T KNOW WHAT YOU'VE GOT <i>Raf Donner (Gone)</i>	49
17	THE BOLL WEEVIL SONG <i>Brook Benton (Mercury)</i>	10	37	TRAVLIN' MAN <i>Ricky Nelson (Imperial)</i>	21
18	THE FISH <i>Bobby Rydell (Cameo)</i>	19	38	THAT'S WHAT GIRLS ARE MADE FOR <i>Spinners (Tri-Phi)</i>	47
19	RAINDROPS <i>Dee Clark (Vee-Jay)</i>	11	39	YOU CAN'T SIT DOWN (PART II) <i>Phil Upchurch Combo (Boyd)</i>	22
20	NEVER ON SUNDAY <i>Chardettes (Cadence)</i>	23	40	LET THE FOUR WINDS BLOW <i>Fats Domino (Imperial)</i>	61

- | | | |
|------------------------------|-------------------------------|------------------------------|
| 41) Missing You | 55) The Charleston | 68) The Writing On The Wall |
| 42) Starlight, Starbright | 56) Bobby | 69) Hello Mory Lou |
| 43) Tonight | 57) Gronado | 70) Quite A Party |
| 44) I'm A Telling You | 58) I'm Comin' On Bock To You | 71) Solitaire |
| 45) Hillbilly Heaven | 59) Right Or Wrong | 72) Princess |
| 46) One Summer Night | 60) Better Tell Him No | 73) Toke A Fools' Advice |
| 47) Stand By Me | 61) Tears On My Pillow | 74) It's Gonno Work Out Fine |
| 48) Every Beat Of My Heart | 62) Too Many Rules | 75) My True Story |
| 49) Tell Me Why | 63) Amour | 76) Who Put The Bomb |
| 50) The Switch-A-Roo | 64) Transister Sister | 77) Peanuts |
| 51) As If I Didn't Know | 65) Driven' Home | 78) Bless You |
| 52) Those Oldies But Goodies | 66) Donce On Little Girl | 79) You'll Answer To Me |
| 53) Ready For Your Love | 67) I Just Don't Understand | 80) Little Bit of Soap |
| 54) I'll Never Smile Again | | |

BILLBOARD 7/17/61

"Too many cannot see through the big deal smoke screen. A bigger deal does not mean bigger profits"

NEW YORK—The concepts of "profitless prosperity," was attacked by veteran disk man Dave Kapp at a distributor convention here Saturday (15). "We must sell our records at a profit to our audience. "Too many cannot see through the big deal smoke screen," Kapp continued. "The cost of every record is too high. We must get into the profit business. After all, the basis of distributorship is how much we can make per dollar."

"I believe one thing to do is to fix our minds on what our ultimate objectives are." Then he asked the distributors: "What kind of record business do we want? Do we know? Are we on the way towards it? How do we all get on the record business?"

CASHBOX 7/17/61
Kapp: Good Product, Sound Biz Practices Cure For "Profitless Prosperity"

NEW YORK—Good product, sound business practices and an avoidance of "profitless prosperity" can cure much of the financial woes of the record industry, according to Dave Kapp, president of Kapp Records. These points form the label's new "Kapp Concept" policy, and were announced by Kapp at a gathering of record distributors over the weekend at New York's Savoy-Hilton. "The record business still offers a tremendous potential for profits," said Kapp. "It is not through bigger and bigger deals, which eventually in disfigure the manufacturer's profit picture. The manufacturer must look at the retail level, and project into the future. We must understand that we cannot live if we do not sell at a reasonable profit both in Good times and Bad times."

KAPP RECORDS ONE WAY PLAN for sound business this fall



THE MUSIC REPORTER 7/17/61

Kapp Lights Bomb Under "Profitless Prosperity"

New York — Dave Kapp, president of Kapp Records, lighted the fuse on a bomb which he hoped would blast the illusion of "profitless prosperity" in the recording business, at a Kapp sales meeting here Saturday. Kapp was blunt, realistic and constructive when he said...

forward to but larger volume. Sometimes it works, but the business graveyard is filled with companies for whom it did not work. The answer is simple. We must sell our records at a profit. "Make Good Product" Kapp defined his concept as: "Make a product which is a good product and which we can sell at a profit."

as a continuing operation projected into years rather than days or weeks. We must understand that we cannot live if we do not sell at a reasonable profit both in good times and in bad times. "That there are not enough of us in the record industry who actually take the time and effort to find the road to profits, is very apparent. "I believe there are too many manufacturers and distributors...

VARIETY 7/17/61
Kapp Concept Stresses Quality as Route to Profits
The record industry is steeped in "profitless prosperity," according to David Kapp, president of Kapp Records. This false prosperity has been dramatically demonstrated by the concern shown in the recent ARMADA meet over the "Detroit situation" and through...

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*dating to qualified dealers

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B/W

"TIME OUT FOR LOVE"

BY

MITCH MANNING

& ORCHESTRA WITH VOCALISTS

NO. CAM-1 45 RPM

COLE CORPORATION

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for the wonderful reception
you've given . . .

"RAININ' IN MY HEART"

by

SLIM HARPO

Thank you for sticking with it.

Watch for Slim's new LP

"SLIM HARPO SINGS RAININ' IN MY HEART"

EXCELLO LP 8003

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ALBUM PLANS

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

ARTIA, MK, SUPRAPHON

"Summer Dividend"—Artia product is being made available to distributors at 1 free for every 3 purchased; MK & Supraphon product is being made available at 1 free for every 6 purchased. Both deals expire Aug. 31.

ATLANTIC & ATCO

15% discount on all Atlantic & Atco stereo and mono LP's, 100% exchange privilege. 30-60-90 payments. Expires: Aug. 31.

CANDID

"Summer Jazz Bonus Program": Distributors get a 15% bonus in free goods on the label's entire catalog. Expires Aug. 31.

CAPITOL

The label's new Frank Sinatra LP, "Come Swing with Me!" is being made available at 15% off the regular dealer price of the LP. Dealers will be able to exchange up to 100 copies of the LP, with usual exchange privileges prevailing. Expires: Aug. 15.

CARLTON

"Summer Special"—20%-in-free-goods distributor bonus for the summer, including 20 new LP's that bow the Charlie Parker line and a "sound" label tagged Impact.

CONCERT-DISC

A Dick Schory LP, "Re-Percussion," is offered to consumers at a \$2 saving (\$2.98 for either mono or stereo). And five new LP's (including those by Red Nichols, Doc Evans and Art Hodes) are packaged "piggy-back" style—two for the price of one. Both are described as "limited time offers."

DIRECTIONAL SOUND

The new "deluxe sound" line of Premier Records is being offered to dealers on a 25% free merchandise plan with 30-60-90-day billing and a 100% exchange privilege. A co-op advertising fund is also available.

INDIGO

2 Free albums for every 10 purchased. A limited time offer.

KAPP & MEDALLION

Fall LP program includes a 10% discount on all Kapp product, 15% on all Medallion LP's. Expires: Sept. 30.

LIBERTY

The entire Liberty catalog (except the three Chipmunk LP's) are being made available under the following fall program: All orders backed-up by a 100% guarantee, returnable for full credit any time after Feb. 1, 1962; ¼ payments in Nov., Dec., Jan. and Feb., 2% 10, EOM; a 10% discount will be taken off the face of the dealer's invoice on the entire order. Expires: Sept. 29.

MERCURY

"Summer Sales Spectacular"—Free LP-EP offers on the label's pop, country, Perfect Presence Sound and Living Presence series plus an extension of the previous "Summer Sale-A-Rama" plan in which the firm's Celebrity Series will remain available on a basis of 30 records free for every 100 purchased. Mercury July 15 release is available on the basis of 1 LP free for every 6 purchased, and the entire PPS and LPS albums are available on the basis of 1 free for every 5 purchased in a like category. Expires: Aug. 31.

MGM

"Operation-Space Command"—Covers the entire LP catalog in which distributors buy 5 LP's and get 1 free. Special dating privileges: 1/3 payments in Oct., Nov. and Dec. (if account is current) plus usual 2% for prompt payment. Special bonus offer features 50 LP's on 100% exchange until Oct. 31. Expires: Aug. 31.

NEW JAZZ

A 20% discount, plus the usual 5%, for distributors on the Prestige-affiliate label. Minimum orders vary with distributor location. Expires: August 4.

PARLIAMENT

Dealers buy 3 LP's and get 1 free from the \$1.98 label. Expires: July 31.

PRESTIGE/NEW JAZZ

20% discount plus usual 5% on all albums. Expires: Sept. 8.

REQUEST

For each 10 Request LP's purchased, Dealer is allowed to exchange 3 LP's of any other label. Also, LP's purchased under this plan are on 100% return privilege until end of year. Expires: Sept. 30.

STARDAY

"Second Annual Country Music Spectacular Package Goods Sale"—50 LP's & 20 EP's are being offered to dealers on a 3-for-10 basis. Dealers can select 3 free LP's within the same price bracket for each 10 that are ordered either separately or accumulatively. Expires: Aug. 31.

TIME

Label's entire Series 2000 catalog is available on a buy-4-get-1-free basis. Expires: Sept. 15.

UNITED ARTISTS

Albums purchased for display in firm's new "Album of the Month" display rack entitles dealers to get 2 LP's free for every 10 purchased. LP's will be packaged in special set-up to specifically fit the rack.

VERVE

"Operation Early Bird"—Distributors buy 3 LP's and get 1 free on the label's entire LP catalog, including new June LP's. 1/3 payments in Oct., Nov., Dec. Expires: July 31.

WARNER BROS.

15% bonus on all LP's, except a \$1.98 "Flappers, Speakeasies, and Bathtub Gin" sampler, to distributors-dealers. Dealers entitled to receive 30, 60, 90 day deferred dating from their WB distributors. Expires: Sept. 22.



Best Selling Albums

COMPILED BY CASH BOX FROM LEADING RETAIL OUTLETS—AUG. 5, 1961

MONAURAL

• Also available in Sterea

★ Also available in EP

STEREO

	Pos. Last Week		Pos. Last Week		Pos. Last Week		Pos. Last Week
1	1	● CAMELOT Orig. B'way Cast (Columbia KOL-5620; KOS-3021)	26	QUARTER TO THREE U.S. Bonds (Legrand LLP 3001)	40	1	GREAT MOTION PICTURE THEMES Various Artists (United Artists UAS 61220)
2	3	● SOMETHING FOR EVERYBODY Elvis Presley (RCA Victor LPM 2370; LPS 2370)	27	★ ENCORE OF GOLDEN HITS Plotters (Mercury MG 20472 *EP-1, 4029, 30)	28	2	EXODUS Movie Soundtrack (RCA Victor LSO-1058)
3	2	● GREAT MOTION PICTURE THEMES Various Artists (United Artists UAL 3122; UAS 61220)	28	● JUDY AT CARNEGIE HALL Judy Garland (Capitol BO 1569; SWBO 1569)	41	3	CAMELOT Orig. B'way Cast (Columbia KOS-3021)
4	4	● CARNIVAL Original Cast (MGM E 3946; SE 3946)	29	● ORANGE-BLOSSOM SPECIAL-WHEELS Billy Vaughn (Dot DLP 3366; DLP 25366)	27	4	NEVER ON SUNDAY Movie Sound Track (United Artists UAS 5070)
5	7	● GOING PLACES Kingston Trio (Capitol T 1564; ST 1564)	30	MOMS MABLEY AT THE U. N. (Chess Ch 1452)	29	5	GOIN' PLACES Kingston Trio (Capitol ST 1564)
6	5	● EXODUS Movie Soundtrack (RCA Victor LM 1058; LSO 1058)	31	● MOODY RIVER Pat Boone (Dot DLP 3384; 25384)	32	6	STARS FOR A SUMMER NIGHT Various Artists (Columbia PMS 1)
7	6	● TV SING ALONG WITH MITCH MILLER (Columbia CL 1628; CS 8428)	32	● TONIGHT IN PERSON Limelites (RCA Victor LPM 2272; LPS 2272)	30	7	TV SING ALONG WITH MITCH MILLER (Columbia CS 8428)
8	8	● RICK IS 21 Ricky Nelson (Imperial LP 9152; IMP 12071)	33	● EMOTIONS Brendo Lee (Decca DL 4104; 74104)	35	8	CALCUTTA Lawrence Welk (Dot DLP 25359)
9	9	● NEVER ON SUNDAY Movie Soundtrack (United Artists UAL 4070; UAS 5070)	34	★ ● MAKE WAY Kingston Trio (Capitol T 1447; ST 1447* EAP 31447)	26	9	CARNIVAL Original Cast (MGM SE 3946)
10	10	● STARS FOR A SUMMER NIGHT Various Artists (Columbia PM 1; PMS 1)	35	● ON THE REBOUND Floyd Cramer (RCA Victor LPM 2359; LSP 2359)	31	10	SOMETHING FOR EVERYBODY Elvis Presley (RCA Victor LSP 2370)
11	11	● EXODUS TO JAZZ Eddie Harris (Vee Jay LP 3016; ST 3016)	36	● GOLDEN PIANO HITS Ferrante & Teicher (Ultra Audio WW 7505; WWS 8505)	38	11	YELLOW BIRD Arthur Lyman (HiFi 1004)
12	12	● YELLOW BIRD Arthur Lyman (HiFi L 1004; 1004)	37	SINSATIONAL Rusty Warren (Jubilee JGM 2034)	36	12	ALL THE WAY Frank Sinatra (Capitol SW 1538)
13	20	● YELLOW BIRD Lawrence Welk (Dot DLP 3389; 25389)	38	● MR. LUCKY GOES LATIN Henry Mancini & Orch. (RCA Victor LPM 2360; LSP 2360)	37	13	EXODUS TO JAZZ Eddie Harris (Vee Jay ST 3016)
14	13	● ALL THE WAY Frank Sinatra (Capitol W 1538; SW 1538)	39	● WILDCAT Original B'way Cast (RCA Victor LOC 1060; LSO 1060)	33	14	RING A DING DING Frank Sinatra (Reprise R9 1001)
15	15	● RING A RING DING Frank Sinatra (Reprise R 1001; R9 1001)	40	● CARNIVAL & OTHER B'WAY HITS Mantovani (London LL 3250; PS 242)	39	15	GENIUS+SOUL=JAZZ Ray Charles (Impulse AS 2)
16	17	● THE SOUND OF MUSIC Original Cast (Columbia KOL 5450; KOS-2020)	41	GIRL! GIRLS! GIRLS! Duane Eddy (Jamie JLP 70-3019)	34	16	YELLOW BIRD Lawrence Welk (Dot 25389)
17	23	● MORE GREATEST HITS Connie Francis (MGM E 3942; SE 3942)	42	OLDIES BUT GOODIES VOL. III Various Artists Original Sound OSR LPM 5004)	43	17	THE SOUND OF MUSIC Original Cast (Columbia KOS-2020)
18	16	● CALCUTTA Lawrence Welk (Dot DLP 3359; DLP 25359)	43	● SWING ALONG WITH ME Frank Sinatra (Reprise R 1002; R9 1002)	—	18	ITALIA MIA Mantovani (London PS 232)
19	14	● GENIUS+SOUL=JAZZ Ray Charles (Impulse A 2; AS2)	44	● I'LL BUY A STAR Johnny Mathis (Columbia CL 1623; CS 8423)	44	19	ORANGE BLOSSOM SPECIAL-WHEELS Billy Vaughn (Dot 25366)
20	18	● KNOCKERS UP Rusty Warren (Jubilee 2029)	45	● ANOTHER SMASH Ventures (Dalton B 2006; BST 8006)	45	20	MAKE WAY Kingston Trio (Capitol 1447)
21	19	● HERE'S JONATHAN Jonathan Winters (Verve V 15025; V6 15025)	46	● THE ALAMO Movie Soundtrack (Columbia CL 1558; CS 8358)	46	21	PERSUASIVE PERCUSSION Terry Snyder (Command RS 800 SD)
22	21	● BOBBY DARIN STORY (Atco 33-131)	47	"PAUL ANKA" SINGS HIS BIG "15" (ABC Paramount ABC-323)	48	22	EXODUS Mantovani (London PS-224)
23	22	● G. I. BLUES Elvis Presley (RCA Victor LPM 2256; LPS 2256)	48	● EBB TIDE Earl Grant (Decca DL 4165; DL 74165)	—	23	RICK IS 21 Ricky Nelson (Imperial IMP 12071)
24	25	● STAN FREBERG PRESENTS THE U.S.A. (Capitol W 1573; SW 1573)	49	● MANNA OVERBOARD Charlie Manna (Decca DL 4159; DL 74159)	42	24	SOUTH PACIFIC Movie Cast (RCA Victor LSO-1032)
25	24	● ITALIA MIA Mantovani (London LL 3239; PS 232)	50	● EXODUS Mantovani (London LL 3231; PS 224)	47	25	GOLDEN PIANO HITS Ferrante & Teicher (United Artists WWS 8505)
						26	MR. LUCKY GOES LATIN Henry Mancini & Orch. (RCA Victor LSP 2360) †
						27	MORE ENCORE OF GOLDEN HITS Platters (Mercury SR-60252)
						28	JUDY AT CARNEGIE HALL Judy Garland (Capitol SWBO 1569)
						29	MORE GREATEST HITS Connie Francis (MGM SE 3942)
						30	ON THE REBOUND Floyd Cramer (RCA Victor LSP 2359)
						31	CARNIVAL & OTHER B'WAY HITS Mantovani (London LL PS 242)
						32	TONIGHT IN PERSON Limelites (RCA Victor LPS 2272)
						33	G. I. BLUES Elvis Presley (RCA Victor LPS 2256)
						34	EMOTIONS Brenda Lee (Decca DL 74104)
						35	MOODY RIVER Pat Boone (Dot 25384)
						36	WILDCAT Original B'way Cast (RCA Victor LSO 1060)
						37	HAPPY TIMES SING ALONG WITH MITCH MILLER (Columbia CS 8368)
						38	THE ALAMO Movie Soundtrack (Columbia CS 8358)
						39	SWING ALONG WITH ME Frank Sinatra (Reprise R9 1002)
						40	LA DOLCE VITA Original Soundtrack (RCA Victor Int'l FS 1)
						41	MEMORIES ARE MADE OF THIS Ray Coniff Orch. And Chorus (Columbia CS 8352)
						42	VIVA MONTEZ Bobby Montez (World Pacific WP 1404)
						43	EBB TIDE Earl Grant (Decca DL 74165)
						44	GONE WITH THE WIND Soundtrack (Warner Bros WS 1322)
						45	TIME OUT Dave Brubeck (Columbia CS 8192)
						46	I'LL BUY YOU A STAR Johnny Mathis (Columbia CS 8423)
						47	DREAMSTREET Erroll Garner (ABC Paramount ABCS 365)
						48	SINATRA'S SWINGIN' SESSION Frank Sinatra (Capitol SW 1491)
						49	STAN FREBERG PRESENTS THE U.S.A. (Capitol SW 1573)
						50	MY FAIR LADY Original Cast (Columbia OS 2015)



ALBUM REVIEWS

POPULAR PICKS OF THE WEEK



BROOK BENTON

FOUR THOUSAND YEARS AGO
MY LAST DOLLAR
FRANKIE AND JOHNNY
A WORRIED MAN
IT'S MY LADY DAY
HONEY BEE
CARELESS LOVE
JOHNNY O
THE INTOXICATED RAT



THE RAY CONNIFF SINGERS



FATS DOMINO

LET THE FOUR WINDS BLOW



damita jo



JOIN BING IN A GANG SONG SING ALONG



KELLY SMITH
DEARLY BELOVED

"THE BOLL WEEVIL SONG AND 11 OTHER GREAT HITS"—Brook Benton—Mercury SR 60641

The field of folk songs has been invaded by Brook Benton, first in "The Boll Weevil Song" and now in this album, and the singer's talents leave no doubt as to his capability in adapting this music to his own musical personality. Performed here are "Boll Weevil" plus such others as "Worried Man," "Frankie & Johnny," "Key To The Highway" and "Careless Love." A charming, musically sound package.

"SOMEBODY LOVES ME"—The Ray Conniff Singers—Columbia CL 1642

Conniff is back with his singers and ork for another pleasant evergreen songfest. It's the familiar shuffle-beat rhythm treatment for "Don't Fence Me In," "I Only Have Eyes For You," "It Had To Be You" and nine more. Also, the leader supports instrumentally on the clavietta, an harmonica-like instrument, which lends color to the proceedings. Will no doubt add to the hit Conniff catalog.

"BOTH SIDES OF AN EVENING"—The Everly Brothers—Warner Bros. W 1418

Side one contains spirited, rhythmically exciting performances of "My Mammy," "Bully Of The Town" and five others; side two has seven more tunes including "Hi-Lili, Hi-Lo," "Now Is The Hour" and "Love Is Where You Find It," all etched in dreamy romanticism. The deck, therefore, supplies music to both the dancing and romancing parts of an evening. A big one for Everly addicts.

"LET THE FOUR WINDS BLOW"—Fats Domino—Imperial LP 9153

The Fats Domino style is so overwhelming that any material he performs immediately takes on a personal identification. Here he tackles such diverse tunes as "Along The Navajo Trail," "In A Shanty In Old Shanty Town," "You Win Again," "Your Cheating Heart" as well as his current single sides, "Let The Four Winds Blow" and "Good Hearted Man." All are solid examples of the artist's compelling style. Powerful package.

"I'LL SAVE THE LAST DANCE FOR YOU"—Damita Jo—Mercury SR 60642

With a healthy exuberance—that marked her work on the hit title tune—Damita Jo attacks a lineup of tunes with the word "dance" in the titles. Her spirit is contagious, especially on such choice tidbits as "Dance With The Dolly," "Dance With Me Henry," "When You Dance" and "Let's Face The Music And Dance." A rollicking, rocking affair that'll easily increase the songstress' stock.

"JOIN BING IN A GANG SONG SING ALONG"—Bing Crosby & His Friends—Warner Bros. W 1422

In his first successful sing-along LP for WB, and again here, Bing Crosby has brought his own personal, irresistible charm to a lineup of the most cherished pop songs. This date contains all of 50 tunes, among them such grand evergreens as "Flow Gently, Sweet Afton," "Endearing Young Charms," "Annie Laurie," "Loch Lomond," "Comin' Through The Rye," "Sweet Adeline" and "Love's Old Sweet Song." It's a triumph for the ageless Bing, and has the commercial punch.

"DEARLY BELOVED"—Keely Smith—Dot DLP 3387

Songstress in a ballad mood, romantically performing a baker's dozen melodies. George Greeley's ork direction supplies the lush backdrops to Keely's warbling of "You'll Never Walk Alone," "Twilight Time," "Dearly Beloved" and "Here In My Heart." Fine vocal entertainment by a talented thrush.



GOODBYE AGAIN



"GOODBYE AGAIN"—Original Film Soundtrack—United Artists UAS 5091

The highly lauded, recently-opened flick aroused musical attention via the Ferrante & Teicher single click, "Theme From..." Here, UA has packaged the soundtrack music with the added attraction of that single plus two songs by Diahann Carroll. Should prove attractive to flick and pop fans.



BYE BYE BABY



"TAMLA SPECIAL NO. 1"—Tamla TM 224

From the Tamla/Motown diskery comes this reprise of past singles. Package includes The Miracles' "Shop Around" and "Depend On Me," Barret Strong's "Money," Mary Well's "Bye Bye Baby" and other tracks by these artists. A good teen item with particular emphasis on r&b markets.



"HE'S FUNNY THAT WAY"—Redd Foxx—DTL 815

This is Redd Foxx's 17th comedy album for Dooto, which must be some sort of established record. It also attests to his staying power, to come up with fresh material time after time. Here, as in the previous 16, he's concerned mostly with the subject of sex, it's related fields and all its ramifications. Has most appeal to r&b markets.



GREAT FOR DANCING



"GREAT FOR DANCING" VOL. 3—The Sociables—ABC-Paramount ABC-376

The beat and melody created by the Sociables is really "great for dancing," as so aptly proven in the group's initial two ABC sets. In this third volume they again take on a lineup of 40 fine pop tunes and perform them in spirited, enthusiastic instrumental manner. Good adult dance fun.



'Out of the Mouths of Babes...!'



"OUT OF THE MOUTHS OF BABES"—Sandy Baron—Shell 1712

Budding comedian Sandy Baron is a firm believer in Art Linkletter's "Kids Say The Darndest Things" and proves it with this compilation. Mobile taping equipment enabled him to move around freely recording the uninhibited and spontaneous remarks of children responding to such questions as "What do you want to be," "what is a bachelor," and others concerning school, the first lady, and other sundry subjects guaranteed to elicit interesting responses.



THE BEST



"THE BEST OF THE 20th CENTURY STRINGS"—20th Century Fox TCF-107-2

An assemblage of 24 famed melodies—pop and semi-classical evergreens—are glowingly portrayed by a large string-filled ork. Many such dates can get bogged-down in too much lushness, but the orchestrations here are light and buoyant and have considerable brass interplay and rhythmic invention. A fine two-disk package of instrumental entertainment.



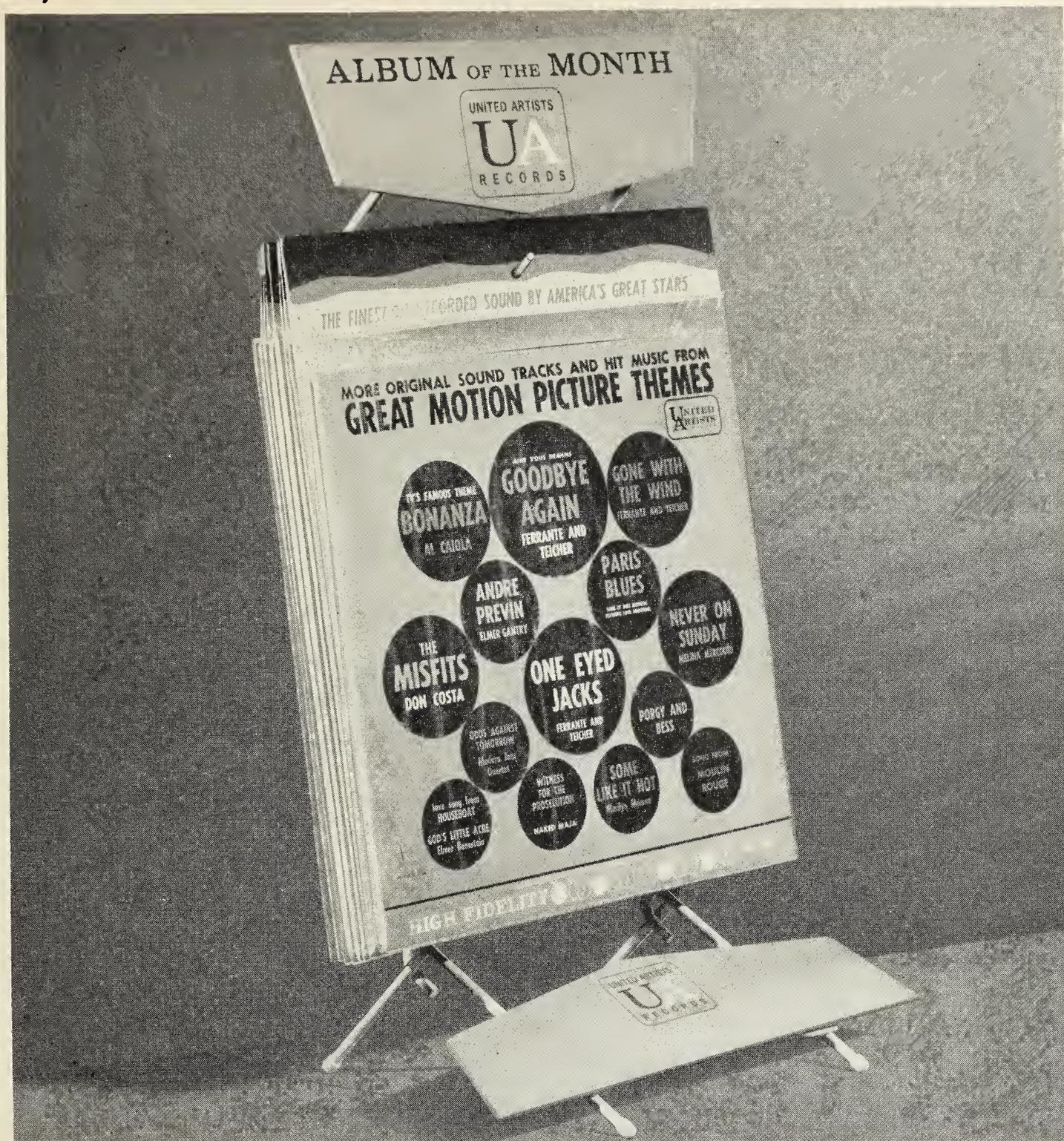
Oscar Brand SINGS FOR ADULTS



"OSCAR BRAND SINGS FOR ADULTS"—ABC-Paramount ABC-388

Oscar Brand has earned a well-deserved reputation as one of the preferred adult folk song entertainers through his many volumes of bawdy song LP's. Here, a May Town Hall Concert by Brand has donated 11 selected tracks for this Am-Par album bow. They follow in the established Brand pattern but with some deviations—these are usually satirical in nature. In all, very enjoyable entertainment.

NOW, RECORDS WILL SELL LIKE POP CORN!



United Artists Records is proud to announce a great new sales merchandiser for record dealers featuring an exclusive, fully protected display on which only carefully selected United Artists albums, **PACKED IN A DELUXE PLASTIC HANGER**, may be merchandised.

Dealers will buy 10 albums, on a fully **GUARANTEED RETURN** basis and receive **TWO FREE ALBUMS**. Albums will be shipped from the factory in pre-packs of 12, each album **COMPLETELY PACKAGED** and ready for display and sale.

Racks are custom-designed of metal, attractively designed to fit any decor, durable, and can be quickly and easily assembled. Most importantly, they are, in themselves, an exciting display which will immediately catch the eye of all store traffic.

Only the finest product produced will be selected for this merchandiser. The first release is:

More Original Sound Tracks And Hit Music From GREAT MOTION PICTURE THEMES

UNITED ARTISTS ALBUM NO. UAS 6158(STEREO) UAL 3158(MONO.)

For additional information contact your United Artists Distributor

**UNITED
ARTISTS
RECORDS**

CAPITOL FULL DIMENSIONAL STEREO



"CLIFFIE STONE PRESENTS THE ORIGINAL COUNTRY SING-A-LONG"—Capitol SKAO 1555
Cliffie Stone has assembled 32 country favorites and rounded up a group of male voices for a cheerful, home-cooked sing-along. The songs are all taken at a gentle, easy-to-follow pace and will be greatly appreciated by many country music fans. Among the tunes are "Bouquet Of Roses," "I Walk The Line," "Slipping Around," "Walking The Floor Over You," "A Satisfied Mind," "I Don't Hurt Anymore" and "Bummin' Around." Lyrics are included.



"BUTTON SHOES, BELLY LAUGHS AND MONKEY BUSINESS"—The Duke of Paducah—Starday SLP 148

The rustic, corn-fed humor of the Duke of Paducah has been a southern nitery attraction for years. He's now brought to disk by Starday and has been recorded in a typical performance of his finely-timed, drawled, sometimes-risque material. It's good fun and could experience the response given Dave Gardner a while back.

HIGH FIDELITY

ROBERT CLARY LIVES IT UP AT THE PLAYBOY CLUB



"ROBERT CLARY LIVES IT UP AT THE PLAYBOY CLUB"—Atlantic 8053

The diminutive French songster is heard in a program cut in an appearance at Chicago's Playboy Club. He is an exuberant song stylist and a charming interpreter of both French and American tunes. Here he performs his two stage triumphs ("New Faces Of 1952")—"Lucky Pierre" and "I'm In Love With Miss Logan"—plus "Love Is A Simple Thing" (from the same show), "He And She" and several French delights. A package bursting with vocal charm.



"THE OL' CALLOPE MAN AT THE FAIR"—The Sande & Greene Fun-Time Band—Reprise R-6004

Summertime music is calliope music, what with amusement parks and fairs in all their glory. Here, the calliope is in full swing demonstrating its universal appeal with such tasty tidbits as "The Carousel Waltz," "And The Band Played On," "It's A Grand Night For Singing" and others of this ilk. A real fun-time package.



"MAZEL TOV, MIS AMIGOS"—Juan Calle and His Latin Lantzman—Riverside RLP 97510

Merging the elements of Latin rhythms (infectious) with Jewish melodies (warm and universally appealing) is not new but as done here by the pseudonymed Juan Calle, promises a bagful of dancing and listening enjoyment. Vocals are in Yiddish. Selections include such popular tunes as "Belz," "Hava Nagila," "Bei Mir Bist Du Shein" and "Yossel, Yossel," mated to such varied rhythms as pachanga, merengue, cha cha, mambo and samba.

WILL HOLT & DOLLY JONAH ON THE BRINK



"ON THE BRINK"—Will Holt & Dolly Jonah—Atlantic 8051

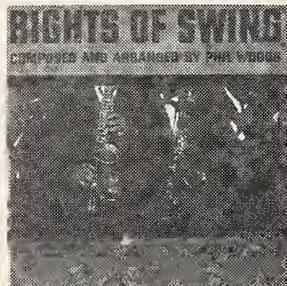
The husband-wife comedy team, newly arrived on the scene, could be categorized with the new, semi-sick "in" group. Their sketches, rather than provoking belly-laughs, elicit a kind of knowing chuckle. In addition, Holt has a pleasing voice and uses it for two folksy songs. The kind of album that will appeal to the "new sophisticates."



"EL CONJUNTO TIPICO LADI"—The Musical Folklore of Puerto Rico—Alegre LPA 806

Puerto Rico has a rich musical heritage dating to the 16th and 17th Centuries of Spanish occupation, evolving now into a curiously enticing combination of European and native influences. Here, Ladi Martinez, a leading exponent of this genre, performs with a small group a dozen examples of this music. It is melodic and constantly surprising in its classical-like subtlety. Though limited in appeal, a fascinating listening experience.

JAZZ



"RIGHTS OF SWING"—Composed and Arranged by Phil Woods—Candid 8018

Though the entire framework of this album is fit to the pattern of a large-scale work (in five distinct parts), it in no way is concerned with the classical-like "third stream" movement. Large gaps are left in the writing for improvisation and the soloists—Woods (alto), Benny Bailey (trumpet), Sahib Shihab (tenor, flute)—fill them succinctly and meaningfully. Additionally, there is a strong rhythm section. It adds up to a splendid jazz performance of an ambitious first work.



MEETIN' HERE
The Tenor & Organ Of
CURTIS AMY & PAUL BRYANT
Pacific Jazz Records

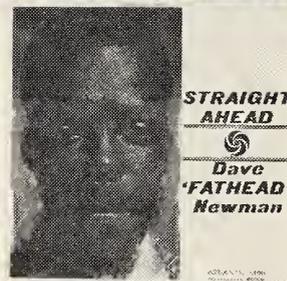
"MEETIN' HERE"—Curtis Amy + Paul Bryant—Pacific Jazz PJ-26

The team of Amy and Bryant has met with huge success among the "soul music" fans, and for good reason. They have established a rapport between them only seen in teams of long standing, but they have accomplished it in comparatively short time. Here again it's the blues that dominates the session, as the tenor and organist drive vigorously through Amy's "One More Ham-hock Please" and "Early In The Morning," standards "If I Were A Bell" and "Just Friends" and the sanctified title tune. They're on solid footing.



"LIGHT-FOOT"—Lou Donaldson—Blue Note 4053

The long, lyrical, mellow statements of Lou Donaldson's alto and their inherent, subtle ferocity makes for continued pleasurable listening through numerous Blue Note LP's. This new date is no exception. He is in top form again, and proceeds intelligently in performances of his own "Light Foot" and "Hog Maw," the calypso "Mary Ann" and the wistful "Stella By Starlight." Ray Barretto's conga is a flavorful additive.



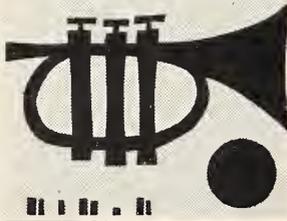
"STRAIGHT AHEAD"—Dave "Fathead" Newman—Atlantic 1366

Having emerged from the shadows of rhythm & blues with critical praise, Dave Newman continues to batter his way "straight ahead" up the jazz ladder. He is a forceful, fiercely individual tenor man and has a gut-bucket of feeling in his attack. Accompanied here by jazz stalwarts Wynton Kelly, Paul Chambers and Charlie Persip, Newman does, among others, three of his own tunes, another area in which he is on solid ground. Sound, basic jazz listening.

STEREO

"DOC" + 4 = DIXIE

DOC EVANS AND HIS DIXIELAND BAND



"DOC + 4 = DIXIE"—Doc Evans and his Dixieland Band—Concert-Disc CS-47

Unlike much Dixieland being played today, this LP stands out as a fresh, inviting session. It has the individuality of Doc Evans' cornet work, and many time-worn cliches have been avoided. Ten tunes are played, among them "After You've Gone," "Blue And Broken Hearted" and "Cherry." Recommended to traditional fans looking for a break.

CLASSICAL

STEREO



LISZT: Les Preludes, SMETANA: The Moldau, MOUSSORGSKY: Night On Bald Mountain, SIBELIUS: Valse Triste—Antal Dorati conducting the London Symphony Orch.—Mercury SR 90214
Dorati's commercial success with classical war-horses is not just luck; he is intimately familiar with the taste and direction of the masses. This instinct is once again displayed here, as he leads performances of four concert sturdies of varying moods and expressions. Smetana's "Moldau" is particularly gratifying, but all are expertly essayed for wide acceptance.



LALO: Symphonie Espagnole; TCHAIKOVSKY: Serenade Melancolique—Leonid Kogan, violin; Kyril Kondrashin conducting the Philharmonia Orchestra—Angel S35721

The violinist displays emotional virtuosity, first tackling the bold, intense, colorful "Symphonie Espagnole" and then moving into the murky depths of Tchaikovsky's moody "Serenade." Both are flawlessly performed. Kondrashin's direction is also impeccable. Choice item here.



LISTEN!

(They're playing *my* song.)



Cash in because this powerful instrumental has the kind of haunting melody and electrifying rhythm that is totally unique in our business. Splashed with European color, it's all set to

capture America. c/w "The Boulevard of Broken Dreams" #7920. Two-color sleeve...also available in 45 rpm. Order now!

RCA VICTOR
The most trusted name in sound



RECORD RAMBLINGS



RECORD RAMBLINGS

NEW YORK:

Cosnat promo gal Arlene Tanner infos that they have taken over 4 new decks for national distribution. Included are Charlie Jester & the Kilts' "If Only I Had Known" (LeCam), Ben Little & the Four Kings' "Imprison Me Baby" (Revival), Stel Stevens' "Nobody Wished Me A Happy Birthday" (Wink) and Tommy Walters' "That's Love" (Limelight). Incidentally, best wishes to Jubilee-Josie prexy Steven & Marcia Blaine, who were recently married at the wife's King's Point home. Pop's Cosnat topper Jerry Blaine. . . . Best 'o luck



ELLA FITZGERALD



TONY ORLANDO



GENE PITNEY

also to Mike Shepherd, who heads out to the coast this week to set up promotional offices in Hollywood. . . . Jerry Love and Eddie Rashbaum have formed Carol Records, at 1619 B'way, with 2 singles bowing the label—the Del Roys' "Love Me Tenderly" and the Gothics' "My Dream." Distribution's now being set up. . . . ABC's promo man hereabouts, Mike Kelly, reports 2 bust-wide-open decks in Barry Mann's "Who Put The Bomp" and Brian Hyland's "Let Me Belong To You."

Imperial's publicity gal Rita-Ray pens from Hollywood that we'll soon be flippin' over Flip Wilson's comedy package, "The Best Of Comedy In The Best Of Taste." . . . Stuart Ostrow opening his Stuart Co. offices here, at Carnegie Hall, and in Beverly Hills at 9171 Wilshire Blvd. . . . L.A. promo man Irwin Zucker sending along a "you're in the chips" chip-plugging Louis Prima & Keely Smith's Dot waxing of "The Apple Core Song"—which he notes is the most requested tune in their act. . . . They should be turning 'em away at Forest Hills Stadium, 8/5, the night of Ella Fitzgerald's appearance. Lark's latest Verve single is "Mr. Paganini"—from her "Ella In Hollywood" package. . . . Anita Bryant heads out to the Illinois State Fair for an opening nite p.a., Aug. 11, along with the 3 Stooges and the Huckleberry Hound-Yogi Bear act.

"T.J." Johnson, record-hopping in Staten Island, at Blessed Sacrament H.S., checks in with the info that Utopia's Teddy Darryll, Fraternity's Elson Smith, Town & Country's Richie and Greg Richards were a big hit there. . . . Ray Passman, of the Robert Mellin office, happy about the national reports on the Jarmels' "A Little Bit Of Soap" (Laurie). . . . Over at Strand the news centers around the Jaye Bros.' "Happy Ending." Boys are currently in an Oak Cafe, Wildwood, N.J. stint. . . . East Coast Records announced the signing and release of the Verdicts' "My Life's Desire." Label's Bill Downs left, this past week, for a biz trip to London, Madrid and Rome. Bill reps here for England's Cliff Richard and Mark Wynter. . . . Warner Bros. Phil & Don Everly follow their 7/23 nite club bow at the Frolicks, in Salisbury, Mass. with a one week gig, starting 8/6, at the Steel Pier, in Atlantic City. . . . Bill Lowery letters from Atlanta that things look great for his Lowery pubbery with Jerry Reed's "Love And Wax" (Columbia), Ferlin Husky's "Take A Look" (Capitol), Joe South's "You're The Reason" & "Juke Box" (Fairlane). Bill also has one coming out on Mercury, by Ray Stevens, tagged "Jeremiah Peabody's Poly-Unsaturated Quick Dissolving, Fast-Acting, Pleasant Tasting, Green And Purple Pills." Ouch!

The Bronx-based Ajax diskery makes its wax bow, this week, with Beverly Taylor's "Heartaches" and "It's Old History." Portem handles the deck here. Martine Dalton, Decca songbird whose latest is "I Should Care," opened at the Playboy Club in Miami Beach, for 2 weeks, beginning 7/22. . . . Over at the Fontainebleau, the hubby-wife team of Dick Haymes and Fran Jeffries has been held over thru the 26th of July. . . . The Buddy Basch office has been retained to handle promo for Linda (Lee) Fields and her 1st for Gold Eagle, "Get Along Pony." Linda's the gal singer on many of those TV commercials. . . . Jimmy Johnson, executive Vice President, Phil Sammeth, national sales manager, and Bob Elliott, western sales manager of Disneyland and Vista Records are finding a very enthusiastic and optimistic reception on their tour through the country to visit their distributors. . . . Dick Kline who recently joined Disneyland Records will be travelling with Sammeth to visit distributors in Charlotte, Memphis, Nashville, New Orleans and then will join Elliott for a visit to distributors in the Southwest.

Among the singles the fellas are plugging are Annette's "Hawaiian Love Talk"—"Blue Muu Muu" duo and the Vonnair Sisters' "Dum Papa Too Tah Tah." . . . Jack Kosloff beamin' over the Ideal of N.J. acquisition of the Prestige & Moodsville lines.

CHICAGO:

A slew of record biz brass converged upon Chi during the latter part of the week for various meetings and discussions on upcoming Fall LP programs. Liberty execs held forth at the Ambassador Hotel in a daylong session 7/26, and on 7/28 Roulette bigwigs set up shop at the Edgewater Beach Hotel for a three-day conclave. . . . Etta James popped into town last week, cut her Argo album at TerMar Recording Studios, and popped right out again to continue her whirlwind p.a. tour. Ron Malo tells us the set, which was cut in the wee hours of the morn, can take its place among Etta's greatest. Ron also was on hand at Ahmad Jamal's Alhambra Supper Club to wax the famed jazz artist's Argo package remote from the nitery.

Cathy Carroll covered the local circuit last week in behalf of her current Triodex rider "Jimmy Love." . . . Danny "thin man" Driscoll buzzed us from Nashville that Joe Barry's "Teardrops In My Heart" (Smash) is enjoying a speedy takeoff in Cleve-Philly areas and chart climber "Peanuts" by Rick & The Keens (Smash) is doing likewise, nationally. We're kinda anxious to see Danny now that he's shed a few pounds—or so he sez. . . . Ellis Stukey, Denric Record topper, enplaned on an extensive eastern trip with his ailing youngster. Stukey touts his newie "Kiss Those Shores Again For Me" as a music op's must. The deck, selected by Illinois VFV as their official song, features Ron Comp as vocalist. The flip is a stirring, wild rendition of "Battle Hymn



FERLIN HUSKY



MARTINE DALTON



BEVERLY TAYLOR

Of The Republic" by Ellis Stukey and The Dixie Wild Cats. . . . Word comes from Art Velen of Advance Dist. that the Glenn label is getting hotter by the minute with new pairing "Now I'm Free" b/w "Blue Lights" by Bobby Sisco and salesgetter "Come On Let's Go" by Chuck Dallis. Latter deck is mounting WIL's (St. Louis) chart, according to Art. . . . Sarah Vaughan and Oscar Brown Jr. wind up their current Roberts Show Club stint 7/30. . . . Local press, deejays and record people swarmed to Decca's Dealer Showing 7/26 in the East Room of the Sheraton-Chicago Hotel. . . . Russ Bach of Music Dist. is back in the fold after a two week hitch at Camp Ripley (Minnesota) with the Illinois National Guard. He couldn't wait to buzz us about a couple of updated oldies destined for chartsville, namely, "I'll Never Smile Again" by The Wanderers (Cub) and "You Are My Sunshine" by The Marcells.

Milt Trenier followed Duke Hazlett into Le Bistro 7/25 for an indefinite engagement. . . . The entire Columbia Dist. gang in this area got together at the swank Playboy Club 7/24 to send Columbia's new sales manager Mort Hoffman off with a round of well wishes and to bid welcome to his regional replacement Larry Owens. . . . Bernie Lawrence (Canadian American-Caprice), on the local scene 7/27 collecting raves for Santo & Johnny's newie "Long Walk Home" and Linda Scott's click "Starlight Starbright." . . . Barry Mann stopped off at Garmisa Dist. over the weekend before hitting the deejay circuit in behalf of his current headline "Who Put The Bomp In The Bomp Bomp Bomp." . . . Vic Faraci (M. S. Dist.) can't rave enough about Frank Sinatra's Reprise album "Swing Along With Me." . . . Eureka artist Bob Grossman joins Josh White and The Smothers Brothers at the Denver Folk Festival 7/30-8/5. . . . Clarence Henry, in town cutting some new wax with Ter-Mar's Ron Malo, while Chess' topper Lenn Chess took to the west coast for a session with patee Lucky Clark. . . . Ramsey Lewis, clicking big at the Birdhouse, is chalking up hefty sales with his LP "More Music From The Soil."

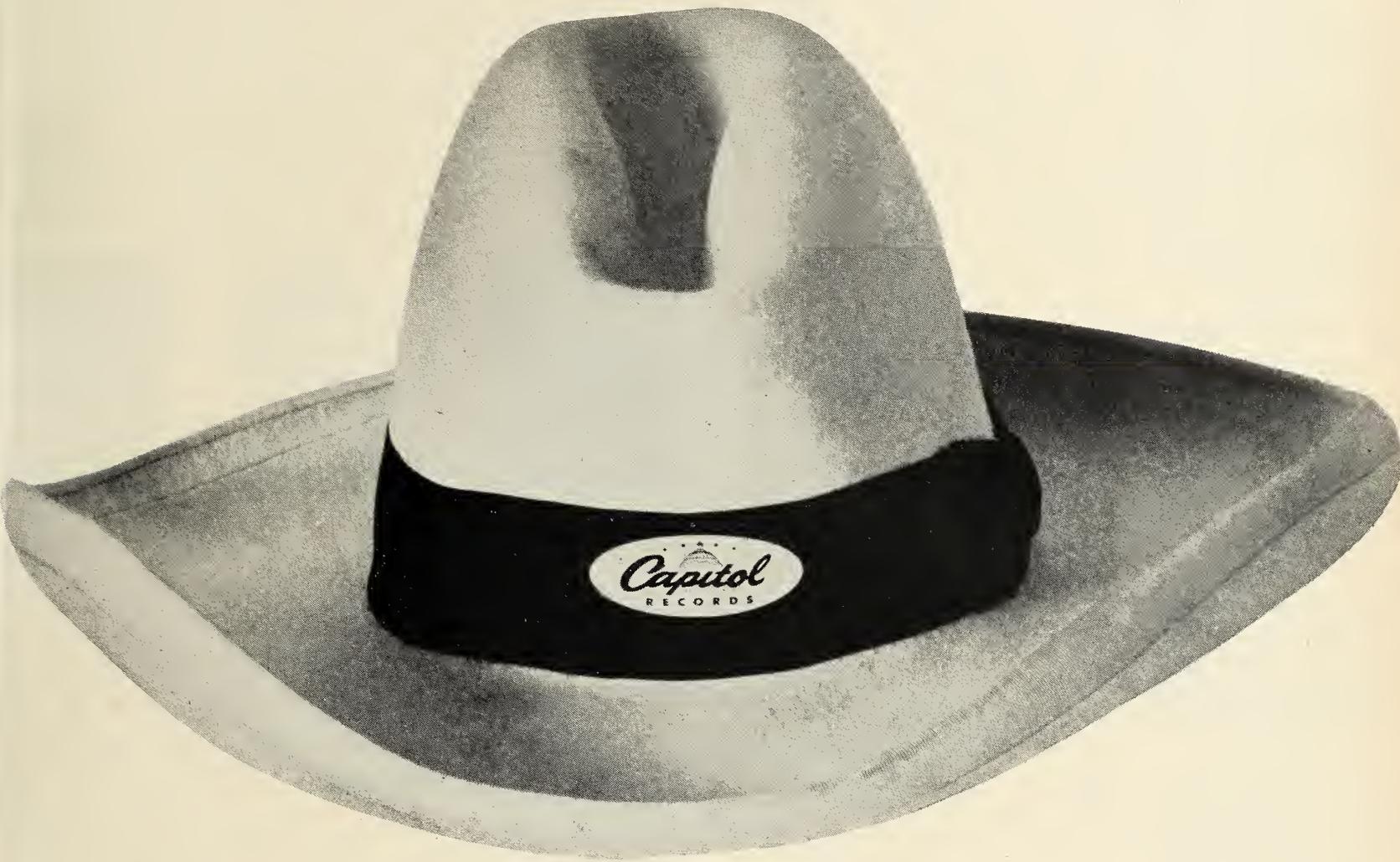
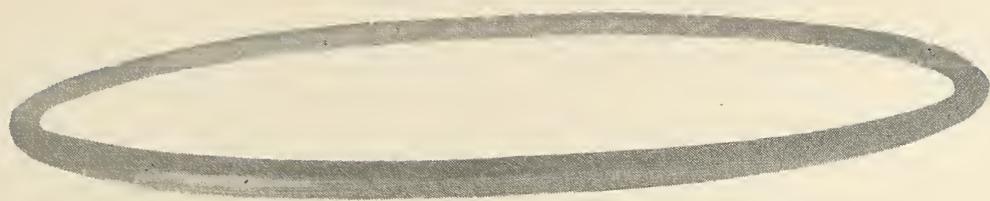
We received a note from Dash Records touting a coupling which spotlights Frank York, his violin and orchestra, playing an original "Ochee Cha Cha" b/w "Pussy Foot." . . . J. H. Martin's man about Chi, Bud Miller, tells us WJJD and several stations throughout Illinois have been running contests in conjunction with Lonnie Donegan's fast rising Dot item "Does Your Chewing Gum Lose Its Flavor." . . . London's Mel Kahn is due in town this week. . . . The Pepper Pots, cutting it up at the Valley View Farm for the past few weeks, waxed their first album remote from the nitery, with Ter-Mar's Ron Malo at the helm. . . . Sid McCoy takes over Jess Barker's former post as all-night spinner at WCFL. . . . Action's hot and heavy over at United Record Dist. with Lary Birdsong's "I'll Let Nothing" (Home Of The Blues); Chuck Jackson's "I Wake Up Crying" (Wand) and The Miracles' "Mighty Good Loving" (Tama). . . . Kapp artist Kris Jensen, exposing his "3 Vanilla, 2 Chocolate, 1 Pistachio" slicing around town. . . . RCA's midwest promo man, Stan Pat, busy as blazes the past week making his usual rounds.

LOS ANGELES:

Capitol Records predicting Judy Garland has the biggest LP of her career with "Judy at Carnegie Hall," a two-disk package which is already breaking in every major market. Album was waxed live during Judy's special one-nite-only show last April. . . . Joey Profetta, 21-year-old vocal-fid from Reseda, Calif., debuts on Coast based Pyramid Records with pairing "Sunshine Baby" and "Lou Anne." . . . Neal Hefti scored and conducted Sammy Davis Jr.'s latest Reprise single "A Tavern in the Town." . . . Columbia Records artists, folk singing duo Art & Paul, currently doing a stint at the Troubadour Cafe-Theatre. . . . Auburn Records topper Jay Davidson, reports hefty action in Minneapolis and Chicago on the Kari Lynn item "Summer Day."

ABC Paramount's Coast promo rep Abe Glaser, busy with Bryan Hyland's effort "Let Me Belong To You." . . . Gary Clarke grabbing deejay interest with just-out RCA Victor slice "One Way Ticket." H. B. Barnum provided the backstopping. . . . Vocalist-dancer Ronnie Hayden, in from New York plugging her "S.O.S., I Love You" deck on the Camay label. . . . Gardena Records announces the purchase of a master from Jack Gerard, of Moviera Records. Slice features new group called the Altones doing "Cileen" b/w "Love Me, Love Me." . . . Liberty artist, comedian Frank Gorshin, currently appearing at the Coconut Grove with Eddie Fisher. . . . Lee Lisoff, Record Merch., reporting a flock of pick-hits on Will Sanders' latest wax for Regatta Records "The Living Truth." . . . Dooto Records swinging with new comic album "Night Court," featuring Gene & Freddy. . . . Singer Tommy Cooper winging to Chicago for TV appearances promoting his Phil Tone outing "No Arms Will Ever Hold Me."

(Continued on page 126)



TEX RITTER'S HILLBILLY HEAVEN IS A TEN GALLON HIT!

**LISTED ON THE POP CHARTS IN BILLBOARD, CASH BOX,
MUSIC VENDOR AND MUSIC REPORTER,
AND IN THE TOP TEN ON ALL THE COUNTRY AND WESTERN CHARTS**

RECORD No. 4567



RECORD RAMBLINGS

(Continued from page 124)

Frankie Avalon looking for a winner with current Chancellor offering "Voyage To The Bottom Of The Sea," from the pic of the same name, in which he stars. . . Mike Lipton, of Cosnat Dist., and his wife welcomed their third child, Dina Sue. . . Jack Scott grabbing deejay attention in several key areas with Capitol biscuit "Strange Desire." . . Candix Records hitting the market with the Marc Cavell item "That's All I Want." . . Newly-formed Gallahad Records bidding with "Shame On You" b/w "Cold Gray Bars," featuring Tony Epper. . . Irv Pinensky of Eric Distributors in San Francisco reporting a couple of smashes in Barry Mann's recording of "Who Put The Bomb" on ABC, and "Drums" by Jenny Chandler on UA. New artist Teena Roma out one week with her first release, of "Just For You" and "Love Is Like A Mountain" on the Arteen label, and already hitting the Music City hit list. . . Cy Kertman has signed his latest management client, Sonny Steele to a Republic Records contract. . . Liberty feels it has a two-sided hit in Johnny Burnette's rendition of "Girls" and "I've Got a Lot of Things To Do," according to reports throughout the nation. . . Henry Mancini is concluding arrangements with the G. Schirmer Company to distribute the composer-conductor's first book, "The Young Arrangers Guide." Book will be published by Northridge Music and distributed by Schirmer and will contain over 180 examples and excerpts from Mancini's film and television scores. . . Salli Terri opens a four week run at the Ash Grove this week. . . Seymour

Heller, one-time manager of singer Frances Wayne, now managing Fran's hubby-music-maker Neal Hefti. . . Jane Oliver, independent promotion girl from Pittsburgh, in town for a few days to meet with West Coast clients. . . The Modernaires, currently at Cal-Neva lodge in Tahoe, featuring selections from their new UA album, on which they sing the instrumentals made famous by Glenn Miller.

HERE AND THERE:

PHILADELPHIA—The biggies on Ted Kellems' Columbia list are newcomers Dorothy Jones' "It's Unbearable," Don Covay's "See About Me" and Frank DeVol's "Great Radio Themes" LP. . . Simmering under the Philly sun, according to Marnel's Larry Cohen, are Tony Orlando's "Bless You" (Epic), Gene Pitney's "Every Breath I Take" (Musicor), the Jarmels' "A Little Bit Of Soap" (Laurie), Fats Domino's "Let The Four Winds Blow" (Imperial), the 3 Friends' "Dedicated" (Imperial), the Chantels' "Look In My Eyes" (Carlton) and Kenny Chandler's "sleeper" "Drums." . . On Shirley Rubin's Cosnat Card-O-Gram are Ben Little's "Imprison Me Baby" (Revival), the Isley Bros' "Write To Me" (Atlantic), Joe Jones' "Big Mule" (Roulette) and Eddie Roberts' "Immaculate Love" (Time). . . Personal promo man George E. Costello items that Columbia's Kitty Kallen opens at the Gondola Room, in Atlantic City—come Aug. 4th. This follows her rave review smash session at the Palmer House in Chi. Lark's current chart-maker's "Summertime Lies." . . Lotsa disc news from Harry Fink at A&L distrib. He sez we oughta watch out for the new Pixie label that features the Majestics' bow, "Searching For A New Love." Hot, singles-wise it's the Rondels' "Backbeat No. 1" (Amy), Fay Simmons' "And The Angels Sing" (Nu-Tone) and the Ly-Dells' "Wizard Of Love" (Master). LP-wise it's MMO's "Sound Of Jazz" set which includes brushes and pad, the Secco Latin-American sampler and Amy's "Half And Half" by Ty Bennett of "Queen For A Day" fame. . . The big new slices with Bob Heller at his Flying distrib are the "Embers' "Solitaire" (Empress), Bobby Edwards' "You're The Reason" (Crest), the Blue Jays' "Lover's Island" (Milestone) and Jay Fanning's "Your Girl" (Acme).



Coming Your Way
Johnny King
with a Great New Album Release!
"FIT FOR A KING"
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On its initial 'pop' release
Proudly Presents
JOEY PROFETA
A great young talent
singing two great—
new teenage songs
"SUNSHINE BABY"
and
"LOU ANNE"
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Los Angeles 45, Calif.
OR 4-4200



RONNIE HAYDEN



FLIP WILSON



CHUCK WOERLY

BOSTON—Eureka artist Bob Grossman held over at Golden Vanity nitery.
TOPEKA—Victor's Limelitters skedded for a 9/9-13 stanza at the Mid-American Fair.

ASHLAND, OHIO—Hilltop Records announced the addition of Chuck Woerly, the Krazy Kats and Ricky Vac & Rock-A-Ways. All three additions will have releases in the fall.

CLEVELAND—Tom LiPuma, Mercury promo man at M.S. distrib of Ohio, notes three decks breaking big in his area. They're Barbara Evans' "Charlie Wasn't There" (Pioneer), Bobby Hendricks' "Honey Drip" and Clyde McPhatter's "I Never Knew" (both Mercury).

BUFFALO—Mercury promo man at Metro distrib, Jerry Myers, hot on Damita Jo's "I'll Be There," Patti Page's "You'll Answer To Me," the Diamonds' "One Summer Night," Tom & Jerry's "Swing Low" and the Platters' latest, "I'll Never Smile Again."

HOUSTON—From the desk of Peacock's sales & promotion man Robert L. Garner comes word that the hot new decks there are Abner & Linda's "My Mule" and Jerry Foster's "Lonely One." The established hits include Bobby Blue Bland's Duke double-header "Don't Cry No More" and "St. James Infirmary."

SHREVEPORT—At Stan "The Record Man" Lewis' Stan distrib the sales-exciting newies include Don Shirley's "Water Boy" (Cadence), "Night Time Is The Right Time" by Lattimore Brown (Excels), Jerry Lee Lewis' "Cold, Cold Heart" (Sun), Ted Taylor's "I Don't Care" (Gold Eagle), Roland Stone's "Just A Moment" (Ace), the 3 Friends' "Dedicated" (Imperial), Gene Pitney's "Every Breath I Take" (Musicor) and "Pills" by Bo Diddley (Checker) among others.

JACKSON, MICH.—Al "Flat Top" Daly, voice of Operation Leaky Arm's blood donors, types that they're going all out to top the 2,300 pint mark and that they're making plans to crown a new Miss O.L.A.

SAN FRANCISCO—With indie promo gal Cathy Furniss it's Marcy Joe's "Since Gary Went In The Navy" (Robbee), Carl Hammel, Jr.'s "Summer Souvenirs" (Arliss) and the Gamblers' "Tonky" (Last Chance).

YOUR NEXT HIT!
Billie Jean Horton
with
"OCEAN OF TEARS"
20th FOX #266
20th FOX

New Release
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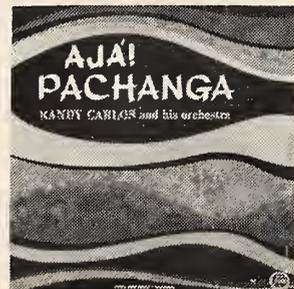
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Victor's "Double Best Buy" Product For Aug; Sept. Has Powerful Program

NEW YORK—Backed by a potent ad-promotion campaign, RCA Victor Records will offer "double" Best Buy programs for August and September.

An August release of 23 LP's will feature the label's well-established names, while 12 LP's in August will spotlight the label's newer attractions.

Both the new product and the program to accompany it was revealed last week, with humor, yet impact, at a four day meet here at the Barbizon Plaza, attended by over 150 key personnel from Victor distributes throughout the country.

The program, whose theme is "The New & The Great Entertain on RCA Victor," was introduced by William I. Alexander, Victor's ad manager.

The "spokesman" for the new Victor product will be a "live Mr. Mime," who was explained thusly by Alexander: "Entertainment is the key word in our business, and, for centuries, the Mime has been a symbol for all that's best in the field of entertainment."

Victor last week issued a single, "The Mime's Theme," by Ray Martin, the tune of which will accompany all TV promotion of the new LP's.

On a national level, a 4-color ad will appear in Life magazine, serving to introduce "Mr. Mime" as the Best Buy "spokesman," and displaying Best Buy product. In addition to Life, full-page ads will appear in The New Yorker, Sports Illustrated, Esquire, Playboy, and the New York Times Sunday Magazine, Saturday Review, High Fidelity, HiFi Stereo Review, Sunset Magazine and Schwann. Total "readership impression" of these magazines is about 51 million, Alexander said.

Network TV exposure will include three 16-second color commercials on Walt Disney's new NBC series, "Wonderful World of Color." Again, "Mr. Mime" and the "Mime" tune, along with the new product, will be featured.

National radio coverage includes a 2-disk dee-jay highlighter comprising selections from 19 albums in the "New and Great" release. This is a book-type package with full-color illustrations of the LP's represented, plus several lines of copy for each. A music box, in the shape of a piano, playing the "Mime" theme also will be sent to 3,500 dee-jays.

A new innovation from Victor is a "New Artist Radio Advertising Fund" to which both Victor and its distributors will contribute for "maximum advertising of Best Buy's new artists in local radio." Such radio promotion will include radio "spots," station breaks, artists' voice tracks, etc. Victor also is supplying various ads for co-op advertising.

On the dealer level, the label is providing life-size replicas of "Mr. Mime," including motion, window displays, the Life ad, "over-the-wire" pennants, counter cards, album folders, 12-page consumer supplements, with each supplement having a tear-off, mail-in coupon for purchaser's orders.

Point-of-sale kits, combining many of the aforementioned features, will be shipped to distributors' warehouses for sale.

The August-September LP's were introduced by George Market, vice president and general manager, who said "RCA Victor's 1961 Best Buy is without doubt the greatest release in the history of the record company."

The August pop releases include: Perry Como's "Sing To Me, Mr. C," Harry Belafonte's "Jump Up Calypso," Lena Horne's "Lena At The Sands," the soundtrack of Henry Mancini's score for "Breakfast At Tiffany's," Brother Dave Gardner's "Ain't That Weird?," Perez Prado's "The New Dance 'La Chunga' by the Arthur Murrays," Della Reese's "Special Delivery," Don Gibson's "Girls, Guitars & Gibson" and "60 Years of Music America Loves Best" (Vol. 3).

Two "Stereo Action" releases are: "Marty Gold's "Stereo Action Goes Hollywood," Dick Schory's "Stereo Action Goes Broadway."

The Red Seal issues for August include: Beethoven's "Emperor Concerto" by pianist Van Cliburn and Fritz Reiner and the Chicago Symphony, Leopold Stokowski's "The Sound Of Stowokski and Wagner," Mario Lanza's "The Vagabond King," "Victory At Sea" (Vol. 3), Arthur Fiedler and The Boston Pops' "Hearts In 3/4 Time," Ravel's "Daphnis and Chloe (Complete)" by Charles Munch and The Boston Symph., "The Robert Shaw Chorale's "The Immortal Victor Herbert," Schubert's "Unfinished Symphony and Symphony No. 5 by Fritz Reiner and the Chicago Symphony, "The Flying Dutchman" (Complete) with Leonie Rysanek, George London, Antal Dorati, conducting, "Turnadot" (Highlights) with Birgit Nilsson, Renata Tebaldi, Jussi Bjoerling, Giorgio Tozzi and Erich Leinsdorf, conducting. "La Traviata" (Highlights) with Anna Moffo, Richard Tucker, Robert Merrill, Fernando Previtali, conducting, "60 Years Of Music America Loves Best" (Vol. 3) (Red Seal).

The September pop releases will include: The Norman Luboff Choir's "You're My Girl," Al Hirt's "Al (He's The King) Hirt and His Band," "The Slightly Fabulous Limelinters," Peter Nero's "New Piano In Town," Ann-Margaret's "And Here She Is," George Hamilton 4th's "To You and Yours" and "Ray Ellis Plays the Top 20." (See separate story.)

The September release also includes four LP's from Victor's "deluxe" Soria Series.

These include: Chopin's Sonatas by Artur Rubinstein, Brahms' Double Concerto by violinist Jascha Heifetz and cellist Gregor Piatigorsky, Verdi's "Otello" with Jon Vickers, Leonie Rysanek, Tito Gobbi, Tullio Serafin directing the Roma Opera Orchestra and Chorus, Julian Bream's "The Golden Age of English Music."

Victor "Best Buys" Also Appear "Live"

NEW YORK—RCA Victor Records not only displayed its new disk product (see above story) at its "Best Buy" national sales convention here last week, but also presented some of its talent "live."

On Tuesday evening (25), a private concert "showcase" was topped by performances by Brother Dave Gardner, Ann-Margaret, Chet Atkins, Floyd Cramer and Al Hirt. In addition, Anita Kerr and Norman Luboff were introduced to the gathering.

The show, produced by Victor's George Avakian, also included the orchestras of Marty Gold and Ray Ellis.

Heller Joins 20th Fox As A&R Producer-Promoter

NEW YORK—As a major part of its teen singles build-up, 20th Fox Records has named vet music man Eddie Heller to the newly-created post of A&R producer-promoter.

20th Fox topper Henry Onorati said that "Heller will be in charge of the singles A&R operation, artist development and release scheduling," and "he also will be in charge of the company's promotional activities on all record product, including albums," the exec stated.

Heller, who comes to 20th Fox after stints with Victor and MGM, among other labels, will report directly to Onorati and team with other departments headed by veep Lou Del Guercio and sales head Irv Stimler.

Heller's initial task for 20th Fox is the first outing by Jim Mitchum, actor-singer son of vet actor Robert Mitchum, who has just been inked to an exclusive pact with the label. Mitchum's first sides are "Lonely Birthday" and "Oh, What A Wonderful Feeling," a master recently cut by the artist on the west coast (label last week kicked-off a "Jim Mitchum Campaign" that will take the songster, also packed to 20th Century Fox Films, to 30 U.S. cities, where he will perform on TV hops and dee-jay shows, including Dick Clark's August 8 TV'er).

Heller is also working on "Theme From Francis Of Assisi" by The Twin Pianos and Canadian songster Dean Morgan's upcoming 20th Fox bow, "Ouch, You're Breaking My Heart" and "You Must Have Been A Beautiful Baby."

Heller will also screen new publisher material and audition new talent.

Victor To Rush Ellis "Hit" LP As Single

NEW YORK—RCA Victor Records will issue, with "the speed of a single," an LP, "Ray Ellis Plays The Top 20," as part of its new product (see story, this page). The Ellis LP will be cut on August 7, beginning at 8:30 AM, with the material consisting of the Top 20 tunes of that day. A sleeve has already been printed, though the titles of the tunes, of course, have yet to be inserted.

Fancy Meeting You Here



PITTSBURGH—Meeting for the first time are Columbia artists Johnny Mathis and teen thrush Cee Cee Joy. They met here while Mathis was appearing at the Twin Coaches. Miss Joy is a native of Pittsburgh. Her latest Columbia release pairs "Dribblin' Around" with "It's All Over Now."

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The Echoes GEE OH GEE

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STREET"**

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**"WHY
CAN'T YOU"**

CLARENCE HENRY
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CRY BABY"**

ARGO 5393

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MUSIC,
MUSIC"**

THE
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ARGO 5391

**"TEENAGE
TROUBLES"**
JACKIE WEAVER
CHESS 1797

**CHESS
PRODUCING CO**

2120 Michigan Ave.,
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BIOS FOR DEEJAYS

The Highwaymen



The Highwaymen came into existence by mere coincidence. All in the class of 1962 at Wesleyan University (Middletown, Conn.), the boys met after joining the same fraternity and joined forces in preparing a short bit of entertainment for a party. The skit went over so well that they decided to continue with the act. In the winter of 1960 they came to New York where they met Ken Greengrass, now their manager, who had them inked to United Artists. An album was cut and one of the tracks, "Michael," was released as a single. This week it jumped into the #13 slot on the Top 100.

Steve Butts, guitar and bass, is from New York City and has traveled throughout the world. Chan Daniels plays guitar and charango and sings baritone. He is from Buenos Aires, Argentina. Bobby Burnett plays guitar, bongos and maracas, sings tenor, and is from Mystic, Conn. Guitarist Steve Trott is from Mexico City. He also sings tenor. Dave Fisher, from New Haven, Conn., is arranger and the organizer. He plays guitar, banjo, recorder, bongos, and is lead tenor.

The Jarmels



The five young men who comprise the Jarmels all met while attending Armstrong High School in Richmond, Virginia, where they all sang in the school choir. Being friends for years, attending the same church, they decided to strike out for a record career as a group. Their travels led them eventually to New York where they took on the name "Jarmels," actually a street in Harlem. A dub they made was heard by Jim Gribble and he signed them for management, securing a Laurie recording contract for them immediately. Their first record, "Little Lonely One," made a little noise and set the stage for the follow-up hit, "A Little Bit of Soap," #80 on this week's Top 100.

The five Jarmels include Nathaniel Ruff, age 23; Ray Smith, 21; Paul Burnett, 20; Earl Christian, 20, and Tom Eldridge, 21. They all maintain an active interest in sports, excelling in swimming, baseball, basketball and football. Ray Smith attends Virginia Union College.



PLATTER SPINNER PATTER

With his highly-rated TV show off the air three months now, Milt Grant has conceived an exciting new program idea to reach Washington, D.C. teenagers. As of July 22nd he began broadcasting simultaneously over WPGC, WAVA, WINX and WEEL with a weekend Saturdays and Sundays, 1 to 4 PM stanza. Using the theme "radio on the go—going where you are," Grant will originate most of his programs from local gathering places: recreation halls, swimming pools, amusement parks, etc., serving as a sort of teen weekend extravaganza. In addition to entertainment, Grant will use his show as a source of community information for teenagers and will work closely with schools and civic organizations. He will reactivate the "Milt Grant Club," which had 50,000 members when he went off the air, and will also initiate a special "Teen Charity of the Month" to be supported by dances and record hops. The most gratifying thing about the project, says Grant, is that most of his TV sponsors have already elected to follow him to his new program.



CLAY COLE
(WNTA—Newark)



KEN GAUGHNAN
(WWCO—Waterbury)



TED WYGANT
(WKMH—Dearborn)

Bill Jones (The Jones Boy) at WIBG-Philadelphia has just completed the first in what may be a series of taped record hops to be aired to servicemen overseas. The first hop, taped "live," was held in East Greenville, Pa. The tapes are being rushed to the Far East for airing in Japan and Korea. He is now making available on a request basis any amount of tapes of his three hour program. . . . Clay Cole, the young host of WNTA-TV-Newark's "Record Wagon," has added a new category to his growing list of achievements. He joined the summer theatre circuit July 26 at the Gateway Theatre in Bellport, Long Island, starring in its production of "Flower Drum Song." In order to fit the show into his busy schedule, Clay has chartered a seaplane to ferry him from his TV chores at Palisades Amusement Park to the beach at Bellport. . . . Also calling upon a plane to help out in a tight sked was Sam Hale of WOKY-Milwaukee. Sam had promised to emcee a benefit dance for a nursing school in Manitowoc, Wis., 85 miles from Milwaukee. When Sam's announcing schedule was rearranged to fill in for the vacationing Mitch Michael, he knew he couldn't keep his appointment. But calling on a local airways he chartered a small plane to pick him up at the station and whisk him to the benefit. Big-hearted Sam picked up the tab himself. (Who said disk jockeys aren't generous?)

On July 17, KBLU-Yuma, Ariz. surprised its audience by recreating an ordinary broadcast day of July 17, 1929 without any prior warning. Music of the "roaring 20's" was aired in place of the usual top 40 and pertinent information concerning artists and composers was passed on as usual. In addition, with the help of the local newspaper morgue and the public library, newscasts from that 1929 dateline were recreated. An unusual aspect of this portion was the news story of a local killing, which resulted in a call from a retired judge who actually conducted the coroner's jury on that afternoon. Other callers, asking for more information on the killing, took the newscast as current fact. . . . Ron Allen (WARM-Wilkes Barre, Pa.) reported a fantastic turnout of between 30,000 and 40,000 people to his recent show at the Rocky Glenn Park. Featured on the bill were Duane Eddy, Freddie Cannon, Tony Orlando and Johnny Maestro. State Police had to turn away more than 5,000 cars jamming the entrances to the park. . . . Again, a reminder to those of you familiar with the work of O.L.A., Al "Flat Top" Daly is still collecting 30 and 60 second deejay and artist tapes in conjunction with the big October blood drive. Let's get them going.

VITAL STATISTICS:

Ken Gaughran has joined WWCO-Waterbury, Conn. as air personality in the 10 AM to 2 PM slot. Ken has a long list of station credits in the New England area, most recently as disk jockey and public relations director at WACE-Springfield, Mass., where he was also an active, award-winning member of the Junior Chamber of Commerce. . . . Dave Lord, former Hi-Fi Club national exec., and Rod Carson, formerly of WCOJ-Coatesville, Pa., are splitting DJ chores at WHJH-Hammonton, N.J., a 250 watt daytimer on the air only since May located midway between Philly and Atlantic City. . . . Sid Woods is spinning r&b daily and jazz Saturday for WGEE-Indianapolis. He was previously with WBNX-New York. . . . Ted Wygant, former program director at WLEU-Erie, Pa., is the newly-appointed news director of WKMH-Dearborn/Detroit, Mich. . . . Hester Keele Kyler was appointed musical director and librarian for WSIX (AM & FM)-Nashville.

Several station ownership changes occurred this week: The McLendon Corp. has purchased WBNY-Buffalo, N.Y. for \$650,000 and, in asking for FCC approval, has also applied for increased wattage from 250 to 1,000. The Corp. presently owns WYSL, AM & FM in Buffalo and will now have to dispose of the WYSL AM facility (1,000 watts) to avoid FCC duopoly rules. All transactions are subject to FCC approval. . . . Another pending FCC approval is awaited for the transfer of KTUL-Tulsa from the Griffin Broadcast Group to the Texoma Broadcasting Co. of Wichita Falls, Texas, operators of KTRN-Wichita Falls. KTUL-TV is not involved in the sale and will continue to be operated by its present owners. No staff changes at KTUL are contemplated. . . . The FCC has approved the sale of KSYD-Wichita Falls from Grayson Enterprises to R. E. Glasgow and Bob Walker. Pending is an application for change of call letters.

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DON COVAY & THE GOODTIMERS

... make it with this rockin' ballad
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4-42058 also available on Single **33**



*See about it now
Order today!*

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Coast Keglers



HOLLYWOOD — Southern California distributors, disk jockeys and manufacturers recently formed the "Spins and Needles" bowling league. Above, three of the stars of the league—all members of the ABC-Paramount team—are (left to right) Larry McCormick of KGFJ, Abe Diamond of Diamond Distributors, and Al Natterman, Diamond promo man.

WOODEN HEART

JOE DOWELL SMASH
GUS BACKUS FONOGRAF
DAVE KENNEDY CUCA

Gladys Music, Inc.

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EDDIE HODGES CADENCE

Sigma Music, Inc.

PLEASE STAY

THE DRIFTERS ATLANTIC

Eleventh Floor Music, Inc.

I WAKE UP CRYING

CHUCK JACKSON WAND

Belinda (Canada) Ltd.

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"LET THE FOUR WINDS BLOW"

#5764

Imperial Records

Command Has Four Dealer Promo Aids For Fall LP's

NEW YORK—Four promotional aids designed by the Command Records art department have been prepared to assist dealers in promoting Command's fall line.

The four items include a strip sign, lantern-type mobile, six-jacket window sign and deck-level merchandising rack.

The strip sign is made of plastic coated board and has eight units connected by chains which snap apart. Under a large Command heading, seven panels advertise the line's diversity: "Persuasive Percussion," volumes one, two and three; "Far Away Places," starring Enoch Light and his orchestra featuring harpsichord and exotic percussion; "Roman Guitar," "Mr. Big," and "Folk Songs," all by Tony Mottola; Los Admiradores on "Bongos, Flutes and Guitars" and "Bongos, Bongos, Bongos"; "The Million Dollar Sound Of The World's Most Precious Violins," volumes one and two; a new album: "Sound/35mm" featuring Light and his orchestra at Carnegie Hall and "Provocative Percussion," volumes one, two and three.

The seven panels feature Command's familiar black dots on white background design with lettering in red, black and white. The sign may be hung in both the window or store proper.

The lantern-type mobile is cube shaped, black and white in color and carries the slogan: "The Greatest Advance In Sound Since High Fidelity Was Invented." Arrows at the bottom of the cube indicate where Command Records are being sold.

The window display has pockets for six albums and is painted black with gold Command lettering on top and carries the slogan: "For The World's Most Discriminating People" in white at the bottom.

It may be used as a permanent display since dealers can inter-change Command Records at their discretion.

The special deck-level merchandising rack is attractively designed of wood and pegboard. Eight compartments are capable of holding up to 60 Command albums.

This promotional material may be obtained by contacting local Command distributors.

Decca-Coral Issue

30 "Blue Chip" Albums

NEW YORK—Decca Records is releasing 30 albums next month under the fall promotional banner of "Blue Chips—Each a Business in Itself."

The new product, including three Coral LP's, was unveiled last week (26) at preview show here in the Grand Ballroom of the New Yorker Hotel, with dealer showings being held by Decca's sales organization in key markets throughout the country.

The "Blue Chips" promotion is based on Decca's belief that "each new album highlights an already established catalog by the artist, representing proven sales strength for in-depth stocking that will assure dealers the maximum benefit from store traffic."

In addition to the 30 new albums, Decca is also unveiling a new series tagged "On Location." These are actual sound trips to Britain, France, Spain, Germany, Italy and Switzerland. Narrated and annotated in pictures and text, these LP's represent over a year's effort on behalf of producers Robert and Joan Franklin.

Both the new LP's and "On Location" disks are represented with litho books, each containing an LP sampler, for dealer use. In addition, there's display material and an incentive plan for dealers (for details, local distributors should be contacted).

The pop LP's include: Warren Covington and the Tommy Dorsey Orchestra's "Tricky Trombones," Guy Lombardo's "Far Away Places," Jan Garber's "You Stepped Out Of A Dream," "Sammy Kaye's "Songs I Wish I Had Played . . . The First Time Around," Wayne King's "Gypsy Caravan," "The Trumpet Magic of Rafael Mendez," Crazy Otto's "Have Piano—Will Travel," Bert Kaempfert's "Dancing In Wonderland," Sammy Davis, Jr.'s "Mr. Entertainment," Brenda Lee's "All The Way," a new stereo version of Carmen Cavallaro's "Dancing In The Dark," "Lonesome George Gobel In Person At The Sands," "The Magic Islands Revisited," Axel Stordahl's sequel to Decca's best-selling LP, "The Magic Islands," "The Best Of Burl Ives" (deluxe, 2-disk edition), Henry Jerome's "Brazen Brass Features Saxes," Roberta Sherwood and the late "Whoopie" John Wilfahrt "My Golden Favorites" LP's, the late Alfred Apaka's "Aloha Apaka," Roy Drusky's "Anymore," "Country Jubilee," various artists.

The Coral entries are Big Tiny Little's "Little Land," Pete Fountain's "I Love Paris," Dick Kesner's "The Sound Of Gypsy Music."

Albums in Decca's Gold Label classical series are: Andre Segovia's "Maestro Segovia," Brahms' works conducted by Leopold Stokowski,

Haley & Comets Deal With Mexico's Orfeon

NEW YORK—Bill Haley & His Comets, just signed to Gone Records, have been inked by Mexico's big Orfeon label for all Spanish-speaking countries, as of September 20, it was announced last week by Jolly Joyce, the team's booking-agent. Haley and his crew just signed a deal with George Goldner's Gone Label for the rest of the world.

Carmen Amaya's "Furia!," Mozart Sonatas and works by Franck are performed by Erich Morini (violin) and Rudolph Firkusy (piano). Lillian & Joseph Fuchs, with Frederic Waldman conducting the Aeterna Chamber Orchestra, offer a Mozart program the New York Pro Musica, under Noah Greenberg's direction, do works previously unrecorded by "Fifteenth Century Netherlands Masters."

Capitol Again Moves Into Electronics Field

HOLLYWOOD—Continuing its expansion into the electronics field Capitol Records has purchased General Communications, Inc., of Fort Atkinson, Wis., according to Capitol president Glenn E. Wallichs.

A leader in solid-state systems engineering, the organization becomes the general communications division of Capitol's electronics subsidiary, Electric & Musical Industries (U.S.) Limited—EMI/US—and will incorporate the products and personnel of the former EMI/US broadcast division.

According to Daniel C. Bonbright vice president in charge of Capitol electronics activities, "The combination of technical resources of EMI/US and general communications gives EMI/US the broad capability of providing complete, highly-advanced communications systems for broadcast educational, and industrial markets and will result in a strong competitive position for EMI/US."

Among the General Communications products to be integrated into the EMI/US line of television cameras and associated broadcast equipment are fully-transistorized television switching equipment, mechanical and electro-mechanical switching devices solid-state video and pulse distribution equipment, special effects generators dial monitor systems, picture monitors, custom studio consoles, solid state power supplies, and automation systems.

E. D. Peterson, president of general communications during its 12 year of growth in the broadcast industry has accepted a long-term management contract with EMI/US. The company's manufacturing facility in Fort Atkinson will remain in operation for EMI/US systems development and production manufacturing.

General Communications is the third organization to be acquired by EMI/US since its activation last March. Previously, EMI/US purchased the assets of Hoffman Electron Tube Corp., Westbury, N.Y. and the Voice of Shan Electronics Division of Voice Industries, Inc., Los Angeles.

EMI/US was activated for the purpose of manufacturing and marketing a complete line of electronic products in the general communications field many of which are provided by EMI Ltd. of England, the principal stockholder in Capitol Records, Inc.

EMI/US presently comprises four divisions: general communication (formerly Broadcast), electron tube magnetic tape and consumer products. The company distributes its products throughout the U.S. and has manufacturing facilities in Los Angeles (and Fort Atkinson, Wisconsin on August 1, 1961), and executive offices in Los Angeles and New York.

BREAKING! NEW YORK, NEWARK, PHILA.

"WHEN WE GET MARRIED"

by The Dream Lovers

HERITAGE #102

nationally distributed by

CAMEO RECORDS

1405 Locust St., Phila., Pa.

Already the hottest instrumental
in the country...

Another great hit from

Monument
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with

Bob Moore

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45-446

The Cash Box

Pick of the Week

"MEXICO" (2:37) [Acuff-Rose BMI—Bryant]
"HOT SPOT" (2:25) [Acuff-Rose BMI—Bryant]
BOB MOORE (Monument 446)

Moore, whose outfit grabbed off a healthy slice of the final sales pie on "My Three Sons," can do even better things with this bright, south-of-the-border instrumental charmer dubbed "Mexico." It's a delighter that's sure to make the jocks sit up and take notice. The chorus joins in with sans lyric chants on the catchy undercut, "Hot Spot."

BILLBOARD

**SPOTLIGHT SINGLES
OF THE WEEK**

BOB MOORE



MEXICO (Acuff-Rose, BMI) (2:37) — **HOT SPOT** (Acuff-Rose, BMI) (2:25) — The melodic instrumental sides by the Bob Moore crew, both penned by Boudleaux Bryant. "Mexico" is a swinger with a touch of that Tex-Mex mariachi flavor. Flip is a lightly swinging item with a non-lyric vocal by chorus.

JULY 17, 1961

Monument 446

Monument

RECORDS

ONE OF THE **LONDON GROUP** OF HIT LABELS

539 WEST 25 STREET, NEW YORK 1, N. Y.

GREETINGS TO THE CASHBOX ON YOUR 19th ANNIVERSARY

I'm a Telling You

Jerry Butler
#390

My How The Time Goes By

Bill Henderson
#391

Raindrops

Dee Clark
#383

also available
in Spanish
#394
"Gatas Del
Luvia"
by Bobby Pares



LP 3016

Exodus to Jazz
—Eddie Harris
#11 on the
Monaural Charts
#15 on the
Stereo Charts



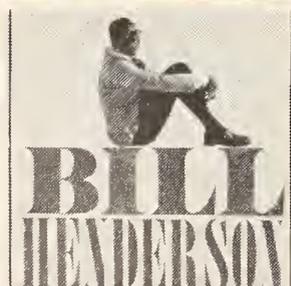
LP 1037

Hold On It's
DEE CLARK
featuring Rain-
drops, Cupid,
Hold On, Portrait
of My Love and
many others.



LP 1032

Stepin Fetchit
In Person
"One of the fun-
niest Comedy
LP's out!"



LP 1031

Bill Henderson
With Swingin'
Brass and a
million Strings
conducted by
Jimmy Jones.



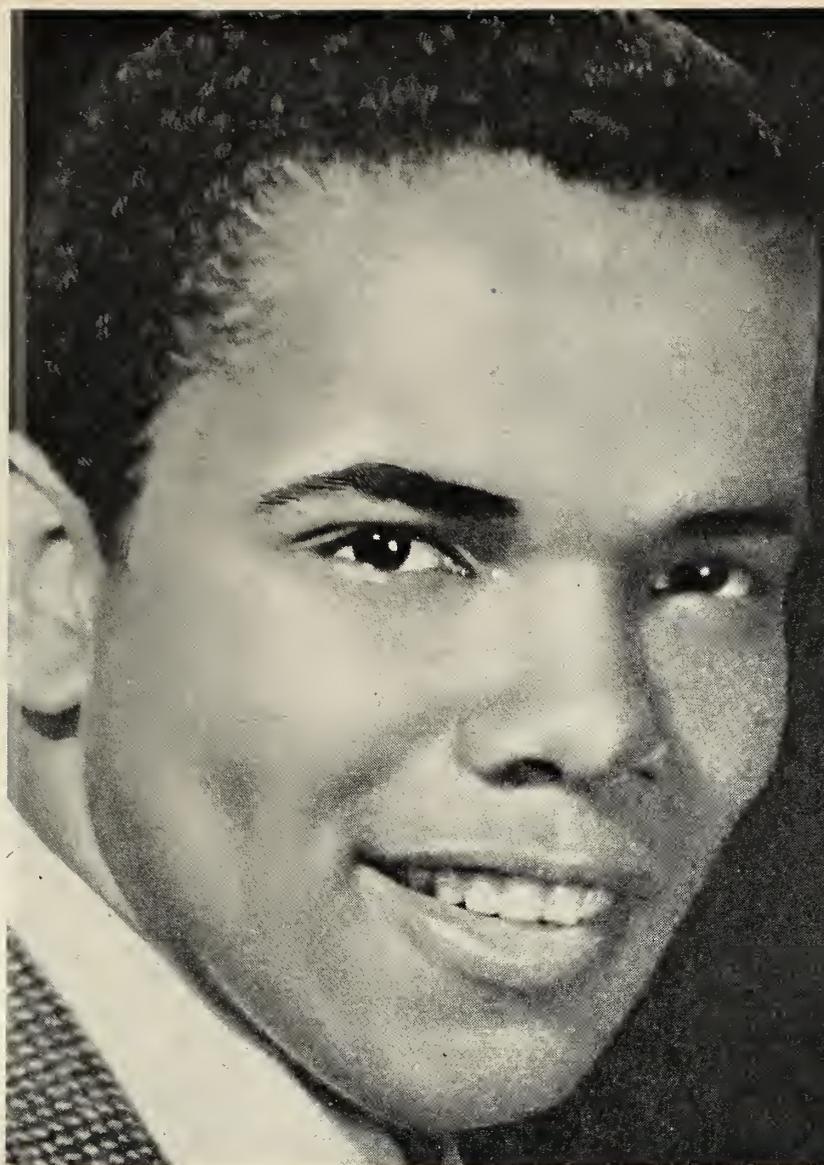
CASH BOX TOP 100's PUBLISHERS

(Top 100 titles listed Alphabetically
See card for artist and label credit)

A LITTLE BIT OF SOAP 80 (Mellin BMI)	MAGIC MOON 93 (Conley ASCAP)
*AMOR 78 (Peer BMI)	MICHAEL 13 (United Artists ASCAP)
AS IF I DIDN'T KNOW 61 (Winneton BMI)	MISSING YOU 46 (Copar BMI)
A TEAR 26 (Ludix BMI)	MOODY RIVER 27 (Trio BMI)
A THING OF THE PAST 28 (We Three BMI)	MY KIND OF GIRL 40 (Hollis BMI)
BACK BEAT NO. 1 86 (Republic BMI)	MY TRUE STORY 75 (Lescay BMI)
BETTER TELL HIM NO 57 (Duplex BMI)	NAG 85 (Selma BMI)
*BLESS YOU 88 (Aldon BMI)	NATURE BOY 63 (Crestview ASCAP)
BOBBY 52 (Darnel BMI)	NEVER ON SUNDAY 18 (Esteem-Sidmore BMI)
BOLL WEEVIL SONG 10 (Play BMI)	*NOW AND FOREVER 97 (Roosevelt BMI)
CHARLESTON 56 (Harms ASCAP)	ONE SUMMER NIGHT 50 (Melody Lane BMI)
CUPID 16 (Kags BMI)	PEANUTS 79 (Craneford BMI)
DANCE ON LITTLE GIRL 60 (Spanka BMI)	PLEASE STAY 14 (11th Floor, Quartet-Walden)
DEDICATED TO THE SONGS I LOVE 82 (Travis & Escort BMI)	PRETTY LITTLE ANGEL EYES 9 (SPR BMI)
*DOES YOUR CHEWING GUM LOSE ITS FLAVOR 100 (Mills ASCAP)	PRINCESS 74 (Harvest, Recherche, E.V. Dean ASCAP)
DON'T BET MONEY HONEY 22 (Figure BMI)	QUARTER TO THREE 5 (Pepe BMI)
DON'T CRY NO MORE 81 (Lion BMI)	QUITE A PARTY 68 (Dundee BMI)
DRIVIN' HOME 69 (Linduane BMI)	RAINDROPS 15 (Conrad BMI)
DUM DUM 4 (Metric BMI)	RAININ' IN MY HEART 34 (Excellorec BMI)
EVERY BEAT OF MY HEART 36 (Lois BMI)	READY FOR YOUR LOVE 59 (Keel BMI)
*EVERY BREATH I TAKE 98 (Aldon BMI)	RIGHT OR WRONG 55 (Combine BMI)
FISH 19 (Lowe ASCAP)	RUNAROUND 35 (Broadway ASCAP)
GIRL'S A DEVIL, THE 83 (Duplex BMI)	SACRED 21 (Bamboo, Daywin BMI)
GRANADA 58 (Peer Int'l BMI)	SAN ANTONIO ROSE 23 (Bourne ASCAP)
*GUNS OF NAVARONE 96 (Columbia Pictures ASCAP)	SEA OF HEARTBREAK 32 (Shapiro-Bernstein ASCAP)
HATS OFF TO LARRY 7 (Vicki, McLaughlin BMI)	SCHOOL IS OUT 17 (Pepe BMI)
HEART AND SOUL 20 (Famous ASCAP)	SHOULD I 65 (Robbins ASCAP)
HELLO MARY 'OU 54 (January BMI)	SOLITAIRE 72 (Broadcast BMI)
HILLBILLY HEAVEN 49 (Sage, Sand SESAC)	STAND BY ME 42 (Progressive-Trio BMI)
HURT 37 (Miller ASCAP)	STARLIGHT, STARBRIGHT 45 (Tybee BMI)
*I DON'T WANT TO TAKE A CHANCE 99 (Jobete BMI)	*SUMMER SOUVENIRS 100 (Jay Kay ASCAP)
I FALL TO PIECES 25 (Pamper BMI)	SWITCH-A-ROO 48 (Ha-Lo BMI)
I JUST DON'T UNDERSTAND 71 (Cedarwood BMI)	TAKE A FOOL'S ADVICE 67 (Sweco BMI)
I LIKE IT LIKE THAT 2 (Kcl-BMI)	TEARS ON MY PILLOW 66 (Western ASCAP)
I NEVER KNEW 91 (Olimac BMI)	TELL ME WHY 44 (Lion BMI)
*I WAKE UP CRYING 89 (Belinda CAPAC)	THAT'S WHAT GIRLS ARE MADE FOR 41 (Fequa BMI)
I'LL BE THERE 33 (Progressive, Trio BMI)	THOSE OLDIES BUT GOODIES 51 (Maravilla BMI)
I'LL NEVER SMILE AGAIN 62 (Pickwick ASCAP-BMI)	TIME WAS 94 (Peer Int'l BMI)
I'M A TELLING YOU 47 (Conrad BMI)	TOGETHER 8 (DeSylva, Brown & Henderson ASCAP)
I'M COMIN' ON BACK TO YOU 53 (Pearl BMI)	TONIGHT 38 (Combine BMI)
I'M GONNA KNOCK ON YOUR DOOR 24 (Sima ASCAP)	TOO MANY RULES 64 (Hope BMI)
*IN TIME 95 (Almono BMI)	TOSSIN' AND TURNIN' 1 (Steven BMI)
IT'S GONNA WORK OUT FINE 76 (Sona, Copa ASCAP)	*TRANSISTOR SISTER 77 (Claridge ASCAP)
JIMMY LOVE 92 (December BMI)	TRAVELIN' MAN 31 (Four Star BMI)
*JOHNNY WILLOW 100 (Balladeer BMI)	WATER BOY 84 (Walbridge BMI)
LAST NIGHT 6 (East BMI)	WHAT A SWEET THING THAT WAS 30 (Aldon BMI)
LET'S TWIST AGAIN 3 (Kalmann ASCAP)	*WHO PUT THE BOMP 87 (Aldon BMI)
LET THE FOUR WINDS BLOW 43 (Commodore BMI)	WOODEN HEART 12 (Gladys ASCAP)
LOVER'S ISLAND 90 (Code-Figure BMI)	WRITING ON THE WALL 70 (Winneton, Glenville BMI)
	YELLOW BIRD 11 (Frank ASCAP)
	YOU CAN'T SIT DOWN (Part 2) 29 (Conrad BMI)
	YOU DON'T KNOW WHAT YOU GOT 39 (Sequence ASCAP)
	YOU'LL ANSWER TO ME 73 (Shapiro Bernstein ASCAP)

* Asterisk indicates first appearance on a Top 100

VEE JAY 1449 S. MICHIGAN AVE.,
CHICAGO 5, ILL.



SURE CASH

**JOHNNY
NASH**

BOWLS 'EM OVER WITH

**I NEED SOMEONE
TO STAND BY ME**

b/w 1,000 MILES AWAY
ABC-10212

CASH IN

**MISS FRANKIE
NOLAN**

EXCITING NEW ABC-PARAMOUNT DISCOVERY

SUMMER ALL YEAR 'ROUND

b/w I STILL CARE
ABC-10231



GO FOR CASH WITH NASH AND NOLAN! STOCK BOTH! ORDER BIG! AND, NOW!

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Future with . . .



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ALL OVER THE CHARTS WITH
POP HITS!!

Builder of International Stars

. . . the whole trade laughed when we told
them we had a hit with

MATT MONRO

"MY KIND OF GIRL"

Warwick M-636

A Brand New Album By Matt . . .

"MY KIND OF GIRL" (W-2045)

. . . another import that was all over the charts.

ANDY STEWART

1st—"SCOTTISH SOLDIER" now . . .

His Brand New HIT Release!

"DONALD, WHERE'S YOUR TROUSERS"

&

"THE BATTLE'S O'ER"

Warwick M-665

SCOTTISH SOLDIER Album (W-2043)

We are very proud to announce the
latest addition to our label . . .

PETULA CLARK

Singing her current chartmaker in England

"ROMEO"

"ISN'T IT A LOVELY DAY"

Warwick M-652



MORTY CRAFT, PRESIDENT
701 SEVENTH AVENUE NEW YORK 36, N. Y.



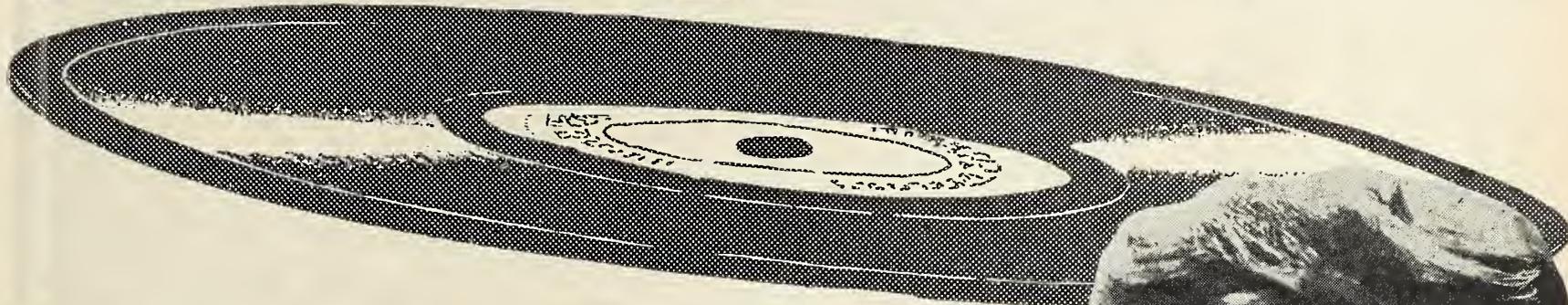
LOOKING AHEAD

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

- | | |
|--|---|
| 1 A FAR BETTER THING
Dello Reese (RCA Victor 7884) | 26 WHAT WOULD YOU DO
Jim Reeves (RCA Victor 7965) |
| 2 MIGHTY GOOD LOVIN'
Miracles (Tamla 54044) | 27 I'VE GOT NEWS FOR YOU/
I'M GONNA MOVE TO THE
OUTSKIRTS OF TOWN
Roy Charles (Impulse 202) |
| 3 HERE IN MY HEART
Al Martino (Capitol 4593) | 28 BLACK LAND FARMER
Frankie Miller (Storday 424)
Wink Mortindale (Dot 16243) |
| 4 SINCE GARY WENT IN
THE NAVY
Morcy Joe (Robbee 115) | 29 AGAIN
Demensions (Coral 62277)
Concords (RCA Victor 7911) |
| 5 WITHOUT YOU
Johnny Tillotson (Cadence 1404) | 30 MUSIC, MUSIC, MUSIC
Sensations (Argo 5391) |
| 6 MOUNTAIN HIGH
Dick & Deedee (Liberty 55350) | 31 YOU'RE THE REASON
Bobby Edwards (Crest 1075) |
| 7 HUMAN
Tommy Hunt (Scepter 1219) | 32 GUESS WHO
Glody Knight & Pips (Fury 1052) |
| 8 TEEN PRAYER
Velveteens (Stark 102) | 33 GEE OH GEE
Echoes (Seg-Way 1002) |
| 9 WOODEN HEART
Gus Backus (Fon-O-Graf 1234) | 34 SILVER CITY
Ventures (Dolton 44) |
| 10 MR. D.J.
Van McCoy (Rockin' 101) | 35 GIRLS, GIRLS, GIRLS
Coosters (Atco 6204) |
| 11 I'M SO HAPPY
Ducanes (Goldisc 3024) | 36 HURTIN' INSIDE
Lovern Boker (Atlantic 2109) |
| 12 GIRLS/I'VE GOT A LOT OF
THINGS TO DO
Johnny Burnette (Liberty 55345) | 37 STRANGE DESIRE
Jack Scott (Capitol 4597) |
| 13 LONELY STREET
Clarence Henry (Argo 5395) | 38 WHAT KIND OF GIRL
Charmaines (Fraternity 880) |
| 14 THE WIZARD OF LOVE
Ly-Dells (Master 251) | 39 IF
Porogons (Tap 500) |
| 15 MR. HAPPINESS
Johnny Maestro (Coed 550) | 40 FOOT STOMPIN' (Part I)
Flairs (Felsted 8624) |
| 16 BOOGIE WOOGIE
B. Bumble & Stingers (Rendezvous 151) | 41 YO-YO GIRL
Portraits (RCA Victor 7900) |
| 17 BIG RIVER, BIG MAN
Claude King (Columbia 42043) | 42 ALL I HAVE TO DO IS DREAM
Everly Bros. (Cadence 1504) |
| 18 SUMMERTIME LIES
Kitty Kollen (Columbia 42038) | 43 RUN, RUN, RUN
Ronny Douglas (Everest 19413) |
| 19 TEARDROPS IN MY HEART
Joe Borry (Smash 1710) | 44 LET ME BELONG TO YOU
Brion Hyland (ABC Paramount 10236) |
| 20 LITTLE MISS BELONG TO
NO ONE
Tereso Brewer (Coral 62278) | 45 LOOK IN MY EYES
Chantels (Corlton 555) |
| 21 GOOD HEARTED MAN
Fats Domino (Imperial 5764) | 46 SKIN DIVIN'
Eddie Rombeau (Swan 4077) |
| 22 STICK SHIFT
Duols (Sue 745) | 47 BAND OF GOLD
Roommates (Valmor 10) |
| 23 NOW YOU KNOW
Little Willie John (King 5516) | 48 WHEN WE GET MARRIED
Dreamlovers (Heritage 102) |
| 24 TAKE FIVE
Dave Brubeck (Columbia 41479) | 49 MEXICO
Bob Moore (Monument 446) |
| 25 SONG OF THE NAIROBI TRIO
Fortune Tellers (Music Makers 105) | 50 IT WON'T HAPPEN TO ME/
COLD COLD HEART
Jerry Lee Lewis (Sun 364) |

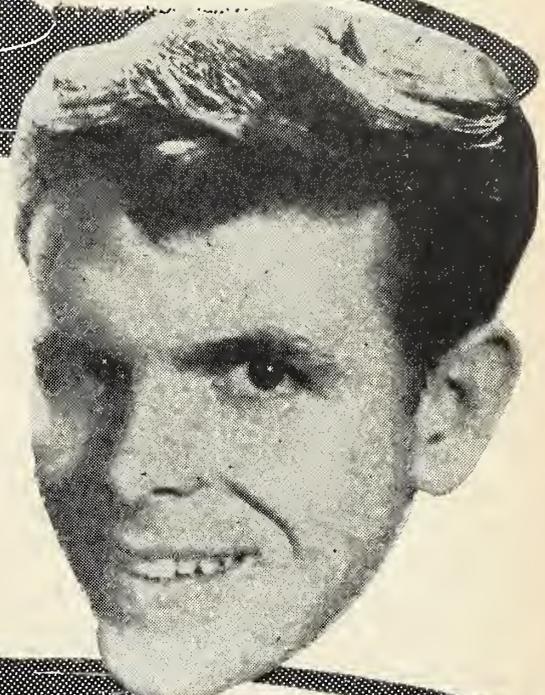
THANKS D.J.'S

AND ALL OUR FRIENDS
THROUGHOUT THE
WORLD FOR YOUR HELP



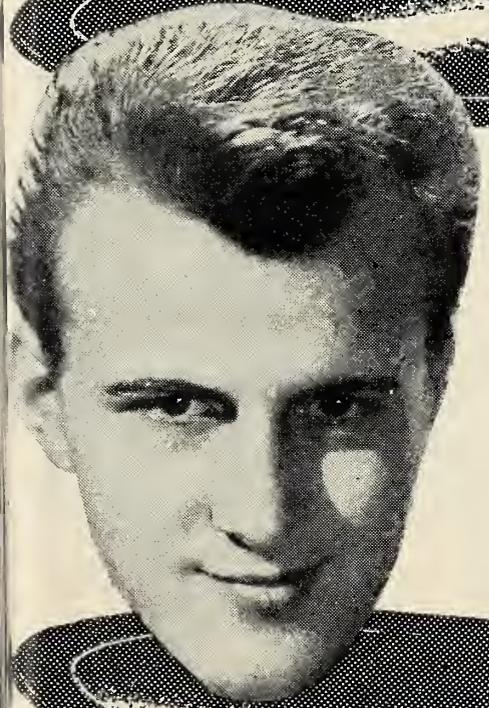
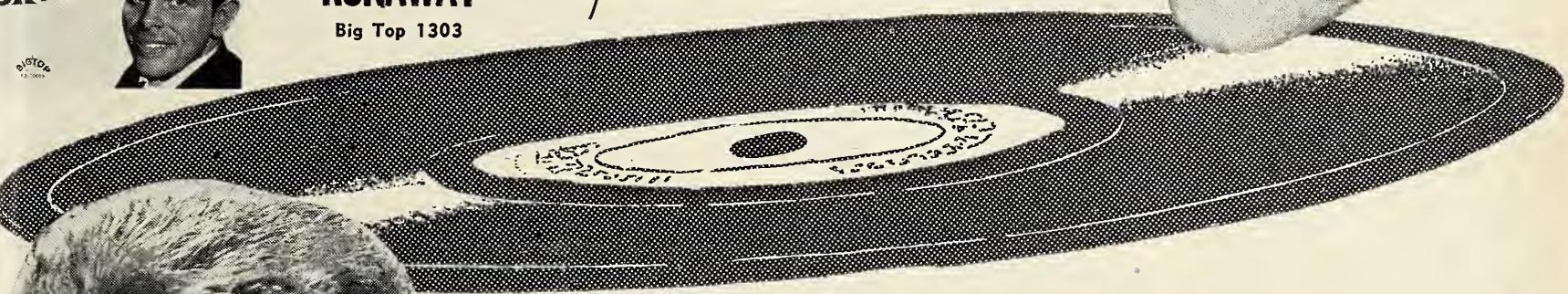
DEL SHANNON

Thanks for voting "RUNAWAY"
a "Big Three Winner" in the category of
MOST PROGRAMMED RECORDS OF THE YEAR



Current Best Selling LP:
RUNAWAY
Big Top 1303

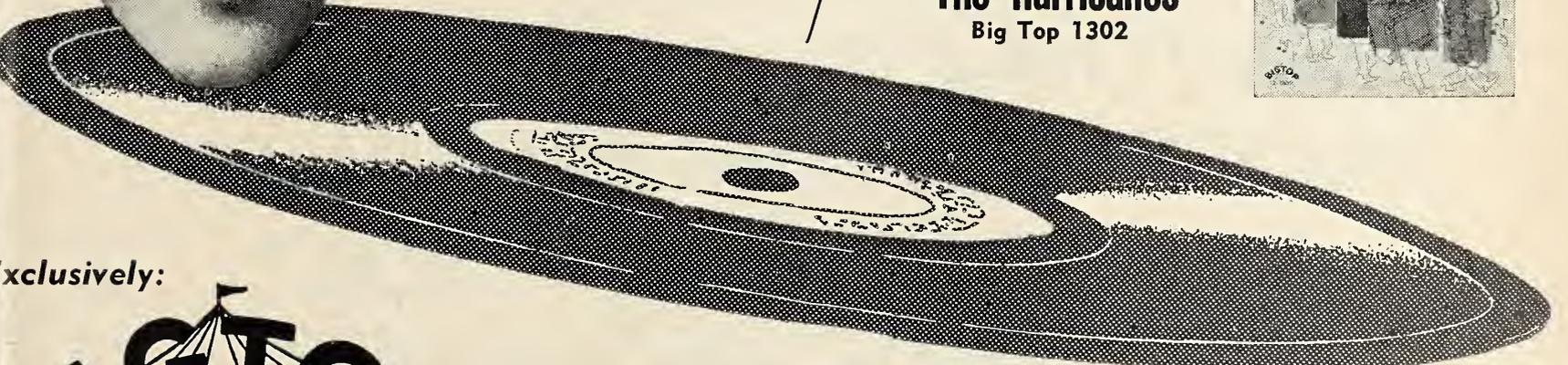
Current Smash:
"HATS OFF TO LARRY"
Big Top 3075



JOHNNY AND THE HURRICANES

Current Smash:
"OLD SMOKIE"
Big Top 3076

Current Best
Selling LP:
**THE BIG SOUND
OF JOHNNY &
The Hurricanes**
Big Top 1302



exclusively:



Personal Management:
ARTISTS INC.
20 W. Alexandrine, Detroit, Mich.
TE 3-0246



Timi's Twosome



CHICAGO—New Liberty thrush Timi Yuro is flanked by WJJD disk jockeys Mel Hall and Mike Holiday at a record hop here. Timi performed her fast-rising disk, "Hurt," as a feature of the event.

Starday Offers 2nd "Spectacular" Deal

MADISON, TENN.—Starday Records, featuring country and gospel music, is making 50 LP's and 20 EP's available to dealers during August on a 3-for-10 basis.

Tagged "Starday's Second Annual Country Music Spectacular Package Goods Sale" (plan is along the lines of the label's deal last summer), the plan will include new LP's, including another \$4.98, double-pocket "More Country Music Spectacular," containing 36 numbers by various Starday performers, and a \$1.98 "Country Music Sampler," including 14 selections from recent Starday LP's.

Under the terms of the program, dealers can select three free albums

within the same price category for each 10 that are ordered either separately or accumulatively.

Other new albums include Johnny Bond's "That Wild Wicked & Wonderful West," the Old Hickory Singers' "A Little Close Harmony From Dixie," Cowboy Copas' "Songs That Made Him Famous," Bill Clifton's "Carter Family Memorial," Stringbean's "Old Time Banjo Pickin' & Singin'" and "Jimmy Richardson & His Swinging Hammond."

Sparton of Canada, which manufactures and distributes the Starday catalog in Canada, will conduct a similar sale in Canada during August.

Mercury Int'l Sessions

Look To Philips Tie

CHICAGO—Eyeing its recent consolidation with the Philips disk group, Mercury Records has "greatly" stepped up its recording activity from an international viewpoint, with many of the label's recording staff now in various countries working on current projects.

Wilma Cozart, vice president in charge of the classical department, and her recording and engineering staff just flew to London to record the famed Russian pianist Sviatoslav Richter and Russian conductor Kondrashin, along with the London Symphony Orchestra. Mercury, which cut Antal Dorati and the London Symphony Orchestra recently, left its recording truck in England for this additional project which is in collaboration with the international Philips Record group.

It was pointed out that the recording sessions done with Dorati and the London Symphony, as well as these sessions mentioned above, were recorded on 35 mm. film. Wilma Cozart, who in the many years associated with Mercury, has been responsible for the Living Presence recording technique developed, said that the sound reproduction of the recordings on 35 mm. film gives "quality far beyond that which has been achieved on magnetic tape." Mercury plans to continue the use of 35 mm. film on its recordings in the future.

Quincy Jones, who is well known internationally as an orchestra leader and who last year, as well as this spring, had a very successful European tour with his band, has just returned from Paris after the conclave with the international A & R staff of the Philips group. Jones, in conjunction with Jacques Conetti has set up recording sessions for various internationally known pop artists, whose sessions will be held in Paris at the

Philips studio in September. These records will appear under the Philips label in the U.S. later this year.

A&R director Shelby Singleton flew from Paris, after the meeting, to London for further discussions with Le Gould, general director of the Philips label in England and his recording staff. Plans are for Singleton to record such English artists as Mart Wilde and Jimmy Lloyd, as well as other pop English artists. In addition there are many instrumental albums which will be recorded with the English instrumental artists of Philips which will also appear in LP form under the Philips label later this year.

Connie Francis TV Spec

NEW YORK—Connie Francis will star in a one hour special this fall under a new banner in the television programming field—GHV Productions. Sponsored by Beecham products' Brylcreem and Silvikring, the program replaces ABC-TV's "Hawaiian Eye" for September 13 only.

GHV Executive producer Sandy Lesberg said "The Connie Francis Show" is the first of several presentations planned for the coming season by the new company.

The program is timed to coincide with the sale of a special Connie Francis LP to be sold with Brylcreem in the nation's supermarkets and drug and variety stores. The LP was produced and will be handled by the Eljay Corporation, another subsidiary of GHV.

GHV is producing albums by various entertainers as premiums.

WHY RUN



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on your LONG PLAYING RECORD JACKETS

on your 45 RPM RECORD SLEEVES

**COLOR PRINTING
AUTOMATIC LP RECORD
JACKET MAKING EQUIPMENT
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DETROIT CLEVELAND

**FOR BREAKING INTO
THE TOP 10**

with

"SHAKE SHAKE SHERRY"

THE REDWOODS
(Formerly The Flairs)

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DIRECTION: Burton Management Inc.

ANDREA CARROLL'S

**"PLEASE DON'T TALK
TO THE LIFEGUARD"**

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**IS
REALLY
ON THE
MOVE!**



The Same Chartbreaking Group
(now exclusively on Fury Records)
that gave you "EVERY BEAT OF MY HEART"
HAVE ANOTHER SMASH. . . .

THE PIPS
featuring **GLADYS KNIGHT**
"GUESS WHO"

PICK HIT OF THE
WEEK
by Cash Box & Billboard
and

STOP RUNNIN' AROUND
FURY #1052

Every DJ and Distributor who've heard it Agree
IT'S THE NEXT #1 SUMMER HIT . . .

"YA - YA"

by
LEE DORSEY
FURY #1053

It'll Be A Sin If You Don't Stock Up On This Smash!

"IT'S A SIN"

by
SLIM and ANN
FIRE #503



FIRE/FURY RECORDS

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ALL THAT JAZZ

South America's first American Jazz Festival premiered the initial concert of its two-week tour to a full house at the Ritz Theatre, Sao Paulo, July 12. While top U.S. jazz artists are not new to this territory, this is the first time that so many major jazz stars—fifteen in all—have been assembled for one tour. The program covers all styles of jazz and stars Coleman Hawkins, Roy Eldridge, Herbie Mann, Zoot Sims, Al Cohn, Curtis Fuller, Kenny Dorham, Chris Connor, the Jo Jones Trio with Tommy Flanagan, the Ronnie Ball Trio with Dave Bailey, and Ahmed Abdul Malik. Voice of America's Willis Conover is along as official emcee for the concerts. The Festival, which is co-produced by Monte Kay and Alex Valdes, is also skedded for television appearances and concerts at the Municipal Theatre in Rio de Janeiro, Porto Alegre, Buenos Aires, Montevideo and Santiago. This is Kay's third international jazz venture this year. His previous two were set in Japan: Art Blakey and the Jazz Messengers in January, The Modern Jazz Quartet in May.

Bob Hassey, jazz disk jockey at WKBN—Youngstown, Ohio, turned the tables on the usual party procedure found in the business by tossing an affair for Maynard Ferguson at his own expense. Maynard, in town for an appearance at Idora Park, cooperated with Hassey in a remote broadcast. Hassey felt the best way of conveying his gratitude and enthusiasm for the band was to host a private bash for the aggregation. The Ferguson success at the park resulted in a booking for a return engagement in Youngstown in October at the University of Youngstown. Ferguson, currently holding forth at Birdland, is busily recording the music for a forthcoming TV series, "Straightaway," which he wrote. Roulette plans to release an album of the score in conjunction with the program's ABC-network debut in the fall.

Lots of interest being aroused in the trade by the RCA Victor release of three jazz vault albums in July. In scouring its jazz archives, Victor has come up with three outstanding packages, each representative of the best of its era. The legendary French gypsy Django Reinhardt is heard in "Djangology," selections from private recording sessions conducted in Rome in 1949 and 1950 with Stephane Grappelly and the Quintet of the Hot Club of France. These never-before-released sides represent valuable collector's items now available on a large scale. The other two, "Swing Classics" by Lionel Hampton and "The Greatest of Dizzie Gillespie," should also be of important interest to jazz fans in general.

A big boost is being given to jazz by way of the new "PM East" and "PM West" discussion/performance series being conducted by the Westinghouse Broadcasting Company (seen in New York on WNEW-TV). In recent weeks there have been appearances by Cannonball Adderley, Ernestine Anderson, Lambert, Hendricks & Ross and others. L, H & R appeared last week in a special salute to the Village Vanguard. Terrence O'Flaherty, "PM West" host, has been particularly agile and incisive in his jazz presentations and rates accolades for his "pioneering" TV work in the arts.

John Levy, head of the personal management firm bearing his name, is adding independent record producing to his line. His first ventures in this field are two soon-to-be-released singles on the Riverside label by tenor Yusef Lateef and west coast vocalist Ernie Andrews. Future plans call for sessions with his "discovery," pianist-singer Shirley Horn. Levy's management firm guides the careers of such stars as Cannonball Adderley, Nancy Wilson, Ramsey Lewis, George Shearing and Billy Taylor.

JAZZ JOTTINGS: . . . Saxophonist Joe Rinaldi, who directs the musical events at Washington's Gaslight Club, was appointed A&R director for Guild Records (a division of Space-Tone Electronics Corp.) . . . Aug. 3rd sees Andre Previn making his Cleveland debut as guest conductor and piano soloist with the Cleveland Pops Ork. Lots of Gershwin will be the feature. . . . Carmen McRae singing up a storm for two weeks at the Vanguard, but it is the new Gene Quill-Phil Woods Quintet, in its bow, that seems to be arousing most avid jazz interest. Following the Vanguard date they embark on a national nitery tour. . . . Pianist Jimmy Drew, who's seen action with Dizzy Gillespie and Red Allen bowed as a blues vocalist on the Decca label. . . . Mongo Santamaria has inked with Fred Price of Global Booking for his ork. The Afro-Cuban conga drummer has been with Cal Tjader for the last 4 years. . . . Kai Winding and his trombone septet were late additions to the program for the July 28 Buffalo Jazz Festival. . . . Billy Dee Williams, featured in the Broadway show "A Taste of Honey," is skedded to cut an album of blues songs for Prestige. . . . Vibist Hagood Hardy and bassist (and oud) Ahmed Abdul Malik have joined the Herbie Mann group for its two-week date at Chicago's Bird House, Aug. 2, following their return from a South American tour. . . . As the Randall's Island Jazz Festival draws near, it is obvious that it's going all-out promo-wise to attract the patrons. A Miss Randall's Island is being sought, special discount tickets are being offered, special format featuring act introductions by Lambert, Hendricks & Ross (written by Jon Hendricks) are on tap for all three nights. It promises to be an exciting affair.

New Jazz Singles

THE JAZZTET (Argo 5394)
"Bel"/"Junction"

HARRY JAMES ORCH. (MGM 13022)
"Sweets' Tooth"/"Sunday Morning"

AL GREY (Argo 5392)
"Rompin'"/"Salty Papa"

GEORGE GAFFNEY TRIO (Whip 273)
"Get Me to the Church On Time"/
"Soulmate"

YOUR NEXT BIG HIT!

THE POP EYE TWIST

SAVOY #1602 b/w

DEVIL — DOGROCK

by FRANKIE & THE FLIPS

SAVOY RECORD CO
NEWARK, N. J.

HERALD

Heading For The Charts!

"COME AND GET IT"

by
MAURICE WILLIAMS
& The Zodiacs

H-563

150 WEST 55 ST., N.Y., N.Y.

Fred Astaire Forms Label; To Distribute Thru Atco

HOLLYWOOD—Fred Astaire, in association with producer Hermes Pan and publishers Jackie Mills and Tommy Wolf, has formed a new record company in Hollywood called Choreo Records, Cash Box has learned.

First album to be released by the new firm will be "Fred Astaire Medleys," comprised of the soundtrack recordings from the three Astaire TV shows. Album is set for a September 5 release.

Other artists signed are Carol Lawrence, "West Side Story" star, and a new vocalist Bill Cunningham, both of whom have albums in preparation. A national distribution deal with Atco Records has been set for the new label by Ahmet Ertegun and Mills.

Mills will also be announcing the signing of additional artists and the releasing of further products in the near future.

Disney Sets Heaviest Promo For "Babes In Toyland" Pic

NEW YORK—The upcoming Walt Disney pic musical, "Babes In Toyland," based on the Victor Herbert operetta, will benefit from the biggest publicity and promotional campaign the Disney organization has ever conducted.

On the disk level, coverage will include the soundtrack on Disney's adult Buena Vista label (pic stars Red Wynn, Ray Bolger, Annette and Tommy Sands), in both mono and stereo, and the complete story and all the songs in Disneyland's Storyteller series for kiddies, including 12 pages

of full-color art from the film. In addition, disks priced from 29¢ through \$3.98 will be available on Disneyland.

According to the Disney set-up, \$718,000 has been allocated alone for NBC network spots, including an hour-long Thanksgiving spectacular which will feature the music from "Babes." (Disney's "Wonderful World of Color" bows on NBC-TV this fall.)

Ads will appear in Life, Look, Saturday Evening Post, McCall's and other consumer publications, while local ads will appear in Sunday color supplements. In addition, a "Babes" comic strip is expected to reach 18 million families.

While based on the Herbert work, "Babes" will include melodic changes, practically all new lyrics and some new songs.

20th Fox LP's To Feature From "Francis" Track

NEW YORK—The sound of the monastery choirs of San Damiano and Porziuncola, heard for the first time in the 20th Fox label's soundtrack of Plato Skouras' "Francis Of Assisi" is led to the production of three new albums to be recorded soon for release next fall, winter and spring by the label.

Arrangements have been completed by Henry Onorati, diskery president, Vincent Labella, head of 20th Century-Fox, Rome, and agencies of the Vatican to make the recordings.

The minor friars of San Damiano will record an album of Christmas songs. Three of the hymns in this album will be sung by the "Poor Clares of Assisi" who live in cloister. They, too, are being recorded for the first time since the order was founded in the thirteenth century.

The famous Porziuncola friars will record an album of the Italian folk songs of Umbria, Abruzzo, Naples, Calabria, Val d'Aosta and Tuscany.

The combined choirs will record an album of Easter songs and religious hymns dating back to the thirteenth century.

WB Inks Folk Trio Headed By Bud Dashiell

NEW YORK—Bud Dashiell, formerly a member of the Bud & Travis folk team, and The Kinsmen have been inked to a four-year Warner Bros. Records pact which stipulates that Dashiell gets the rights to the master tapes after a ten-year period.

Under the terms of the pact, Dashiell owns the master tapes, but leases them to WB for the ten-year period. WB presses and markets the disks made from the tapes, and at the end of ten years, the label has the first option to purchase the tapes outright.

Dashiell will produce his own sessions, the first of which under the deal is "I Talk To The Trees" and "Pom Pa Lom."

The group, which consists of Dashiell, Bernie Armstrong, Jr. and C. Carson Parks, premiered a few months ago at Los Angeles' Ash Grove.

Saved By DeeJay



VELAND—Andrea Carroll, out with "Please Don't Talk To The Lifeguard" pic, is "saved" by WHK librarian Neil McIntyre during a promo visit to the station.

MJQ Visits Hiroshima



HIROSHIMA, JAPAN—Members of the Modern Jazz Quartet—left to right: Percy Heath, John Lewis, Connie Kay and Milt Jackson—place a wreath at the Atomic Memorial Dome here during their recent concert tour of Japan. The MJQ, on their first Far Eastern tour, also visited Australia and New Zealand. The Atlantic recording stars begin a concert tour of Great Britain and the Continent on Sept. 23.

Garmisa Acquires Mid-West Mercury

CHICAGO — Mercury Records, through Kenny Myers, sales veep, has announced that Lenny Garmisa, who operates Garmisa Distributing Co. of Chicago, associated with Mercury for more than two years via the Garmisa distrib in Wisconsin, has purchased the assets and corporate structure of Mid-West Mercury, Mercury's owned and operated Chicago distributorship.

According to Mercury, the Garmisa acquisition will see no change in the management, sales, promotion or personnel at Mid-West Mercury.

Henry Friedman remains as general manager, and Dan Rankin as sales manager.

The firm will operate separately from Garmisa's Chicago firm, which is located next door to Mid-West Mercury, and continue to handle the product of Mercury and its subsid labels, Smash, Pioneer and Clock. There is no intention of a merger between the two firms, Mercury said, with Garmisa continuing to operate two separate units in Chicago.

New Command, GA LP's

NEW YORK—Two Command LP's and one Grand Award album have just been released.

The Command entries include the second volumes of pianist Dick Hyman's "Provocative Piano" and trumpeter "Big Jeb" Dooley's "The Dixie Rebels."

The GA issue is "Billy Rowland Plays Boogie Woogie," including the vet pianist, guitarists Tony Mottola, Bucky Pizzarelli and Art Ryerson, bassist Bobby Haggart, drummer Don Lamond and Artie Marotti, xylophone.

Tru-Sound Bows As Prestige Affiliate

BERGENFIELD, N.J.—Prestige Records has bowed its new affiliate, Tru-Sound, with three singles.

Kicking-off the line, which will include singles and LP's in the pop-jazz-R&B fields, are tenor saxist King Curtis' "But That's Alright" and "Trouble In Mind," the Jimmy Neeley Trio's "Misirlou" and "Gettin' A Taste" and Gene Casey's "The Pachanga Twist" and "Azur-Te."

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HASTY LITTLE HEART A THING LIKE THIS CAN'T HAPPEN

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Kapp Program Includes Discounts On Kapp, Medallion LP's

NEW YORK—Kapp Records has announced its fall LP program, which includes a 10% discount on Kapp LP's and a 15% discount on all Meallion LP's. Included in the deal, which covers August 1 to September 30, are ten

new Kapp pop LP's, four Kapp classics and four Medallion LP's. Merchandising aids available include center pieces, a mobile unit, day-glo streamers, various browser dividers and Roger Williams die-cut pieces.

Robinson Gets Gen. Mgr. Post At Zodiac, Palette

NEW YORK—Irwin Robinson has been appointed general manager of Zodiac Music and its label affiliate, Palette Records.

With the set-up for almost five years, Robinson was previously business manager and worked closely with George Lee, who recently left his post as professional manager.

Robinson just returned from a trip abroad, where he discussed new policy matters with the firm's principals, Jacques Kluger and Flex Faecq of Brussels, Belgium. A decision was made that they would "strongly stress and increase the activity in the publishing operation in the months to come."

While in Europe, Robinson acquired the rights to the top winner in the recent Eurovision Contest of 1961, "Nous Les Amoureux," which now has an English lyric, "We Who Are In Love." Robinson said many disk readings are in the works.

Neptune Adds Artists, Prigan Subsid

NEW YORK—Monte Bruce, general manager of Neptune Records, last week announced the signing of the Spaniels and Pookie Hudson, writer and lead voice of the group that originally hit with "Goodnight Sweetheart," "Baby, It's You" and "Crazy Baby," among others. Artists' first release couples "For Sentimental Reasons" and "Meek Man."

Bruce also announced the formation of a new subsidiary label, Prigan Records. The debut release, titled "Once Again" and "Tell Me Why," features Nate Nelson, former lead voice on the Flamingoes' sessions that included such hits as "I'll Be Home," "I Only Have Eyes For You," "Kiss From Your Lips" and "Nobody Loves Me Like You Do."

Neptune, currently represented in the singles field with Baby Washington's "Nobody Cares" and Wilbert Harrison's "Off To Work Again," and Prigan are also set to enter the album category in the coming weeks.

"Sunday's" 'Been Around' For A One-Year-Old

NEW YORK—"Never On Sunday," the hit song, is one year old this week—and it has a lot to show for itself.

According to United Artist Records, which has had the Don Costa hit single version and the best-selling soundtrack from the pic of the same name, and which publishes "Sunday" with Sidmore Music through its Esteem pubbery, the tune is now the number one sheet music seller in the U.S., and has just passed the 10 million mark in world-wide disk sales.

In addition to the U.S., the song has had top success in Italy, France, Germany, Sweden and Mexico, with the German sales reportedly over 2 million and still moving.

The song this year became the first foreign effort to win the Academy Award and the first BMI song to do so.

Currently, a reading of the song by The Chordettes (Cadence) is #18 on the Top 100.

A sequel to the first "Sunday" LP is being released by UA this week, "Dancing On Sunday," which features tunes by top Greek writers, including Manon Hadjidakis, "Sunday's" cleffer.

Time Offers Deal On Series 2000

NEW YORK—Time Records is making its entire Series 2000 catalog available on a buy-4-get-1-free basis, it was announced last week. Program is effective from August 1 to September 15. Five new LP's, set for release this week (1), will be included in the plan.

Rusty Warren Sets N.Y. Nitery Bow

NEW YORK—Rusty Warren, who has made a big success with her saucy LP's for the Jubilee label, makes her New York nitery debut this week (31) when she begins a three-week engagement at the Roundtable. The pianist-singer, who studied to be a concert pianist at the New England Conservatory in Boston, has clicked with all three of her LP's: "Knockers Up," "Sinsational" and "Songs For Sinners."



SURE SHOTS

The Cash Box "Sure Shots" highlight records which reports from retail dealers throughout the nation indicate are either already beginning to sell in quantity or else every sign of doing so.

"AS IF I DIDN'T KNOW"

ADAM WADE (Coed 553) Pick of the Week—7

"I'LL NEVER SMILE AGAIN"

PLATTERS (Mercury 71847) Pick of the Week—7
WANDERERS (Cub 9094) Pick of the Week—7

"DRIVIN' HOME"

DUANE EDDY (Jomie 1195) Pick of the Week—7

"I JUST DON'T UNDERSTAND"

ANN-MARGARET (RCA Victor 7894) Best Bet—6

"SOLITAIRE"

EMBERS (Empress 101) Pick of the Week—5

"TRANSISTOR SISTER"

FREDDY CANNON (Swon 4074) Pick of the Week—7

"AMOR"

BEN E. KING (Atco 6203) Pick of the Week—7

"A LITTLE BIT OF SOAP"

JARMELS (Laurie 3098) Pick of the Week—7

UA Says Dealers Are Using "Hit" Racks For Rack-Jobbing

NEW YORK—United Artists Records' new "hit" album rack merchandiser has opened-up a "completely new avenue of revenue for the record dealer," that of a rack-jobber, Art Talmadge, label veep and general manager, has learned.

"With the merchandiser," Talmadge says, "record dealers are now becoming rack operators, in [a] . . . move which has already forced UA to go into full-scale production on the fully protected merchandiser."

According to Talmadge, dealers have signed up with UA distributors for multiple units of the new rack, placing one in their own store, then going to nearby merchants in non-competitive lines, such as hardware stores, card and gift shops and even beauty shops, where they place the additional racks, completely stocked and on a full guarantee basis, the same basis on which they receive the merchandise from the manufacturer.

From reports coming from all parts of the country to Talmadge it has been learned that the dealers have found:

1. The non-record outlets, all in close proximity to the record dealers are getting a 100 per cent plus business factor, with no-cost inventory or re-order problems involved.

2. The record dealer, who receives two free albums with each 10 of the featured albums ordered, has the option of placing them on his sub-contracted racks, or keeping them on his own rack.

3. With only the top UA albums featured, plus the major advertising program backing the new merchandiser, the placement of the additional racks in carefully selected non-music

outlets is a comparatively simple process.

4. The albums featured on racks are bagged in a special ethylene packaging which allow customer to remove the album, the rack and carry it home with any additional wrapping or shipping bagging by the dealer.

5. Record dealers are able to see each of the sub-contracted racks a minimum of time and expense involved, and the sub-contractees re-stock by merely calling the rack dealer on the phone.

The rack merchandiser, which built to fit the decor of any type select retail establishment, was designed and created by Talmadge has been fully protected by UA. In addition, Talmadge has also designed a rack holding 12 each of two albums, and another which will feature 12 each of three albums. The racks are not as yet ready for distribution.

Because of the heavy demand for rack merchandiser, Talmadge's new department is being set-up to handle this new operation exclusively. This department will also concentrate on the development of the two three record merchandisers, which already being ordered by distributors.

Kapp Signs Robertino

NEW YORK—Kapp Records has inked 14-year-old Italian singer Robertino, the label announced last week. The label will release his first single, "O Sole Mio," soon. The performer appeared opposite Federico del tuono in the famed "Don Camillo"

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CRDC Launching New 100% Dealer Protection Plan

HOLLYWOOD—A new dealer protection plan whereby Capitol Records Distributing Corp. will extend to all dealers a continuing, controlled 100 percent exchange program on all Capitol and Angel label tapes and LP's purchased on or after July 1, has been put into effect.

Formal announcement of the new plan was made in Chicago by Stan Gortikov, CRDC vice president and general manager, in an address at the annual convention of the Society of Record Dealers (SORD).

Said Gortikov, "This program will put every purchase you make from CRDC after July 1 on a limited 100% exchange basis, thereby minimizing your risk and enabling you to adapt your Capitol product to the tastes of your customers."

"You will have the right to exchange a specified number of any Capitol or Angel titles you choose. If you are in doubt about the sales potential of a given title, particularly, a new release, you can test it at hard-any risk."

The new protection plan calls for maximum exchangeable limits per section per retail outlet. With the installation of the plan, each Capitol salesman now becomes, in effect, an important member of the dealers own staff. The CRDC sales reps' judgement will be vital in installing the piece-stock plan in his customers

stores and in initiating requests for exchanges.

Commenting on the operational aspects of the program, Bill Tallant, CRDC vice president and national sales and operations manager said, "We want all albums showing historical movement to remain in dealers, stores, available to the consumer. We don't want any album in dealers stores which shows that it does not sell in sufficient quantities to be profitable for the dealer."

"Two of the most troublesome areas of daily consideration facing record dealers today are maintaining sufficient stocks to meet customer demands and disposing of surplus inventories. Our new protection plan will, we believe, go a long way toward eliminating these problems."

Tallant also stated that CRDC execs are currently working on an inventory and merchandising plan for rack-jobbers which will be announced in the near future.

In a message to CRDC sales reps, Tallant stressed the necessity for exercising careful judgement in tailoring the size of catalog spread and basis stock quantities for each individual retail outlet.

He also underlined the necessity for quickly initiating exchanges when an album has stopped moving in order to insure maximum "turn" of dealer stocks.

WB Fall Program Includes 15% Bonus

NEW YORK—A fall sales program, featuring a 15% bonus to dealers, has been announced by Warner Bros. Records.

Under terms of the deal, which begins last week (24) and runs through September 22, dealers will be entitled to receive a 15% bonus on all LP's, the new (see last week's issue on 10 new LP's) and catalog items.

The only exception to the program is a \$1.98 sampler, "Flappers, Speakies, and Bathtub Gin."

Dealers also will be entitled to receive 30, 60, 90 day deferred billing from their WB distrib.

Pickwick To King Distribbs In 5 Markets

NEW YORK—Cy Leslie, president of Pickwick Sales Corporation, has pitched to King Record distribbs in five markets: Detroit, Pittsburgh, Dallas, Houston and Cincinnati. King also handles the Pickwick labels in Atlanta and Boston.

Pickwick Sales Corporation is the merchandising arm for "Instant" learning language records, Cricket records, Bravo-International Award records and Design "Compatible" Fidelity Records.

Cy Leslie, national sales manager, Ralph Berson, East coast sales manager, Bill Trister and southern sales manager Bernie Sparago have left on extended tours to finalize Fall sales. Leslie will cover the west coast, Trister and Sparago will visit distribbs in key accounts in their respective areas, and national sales manager Ralph Berson will spend a month in the mid-West before flying to Puerto Rico, Trinidad and the Barbados to finalize distrib deals in those territories.

Wallichs A Founder Of Top Exec Group

HOLLYWOOD—Capitol Records top-per Glenn E. Wallichs has become a founding member of the Presidents' Professional Association (PPA), an affiliate of the American Management Association.

Wallichs, a former member of the AMA Board of Directors, is among the first 100 chief executive officers to join the association, a non-profit organization. The PPA is dedicated to research and educational activities for "enlightened and professional chief executives" and is designed to assist company presidents in the performance of their "unique responsibilities as top managers."

Wallichs, who with Johnny Mercer and the late Buddy de Sylva founded Capitol in 1942, has been an active member of the AMA for the past years. In addition to serving on the AMA Board from 1957-60, Wallichs has participated in two of the organization's Presidents' Round Table seminars and in the Management Course for Presidents.

Belgium's Moonglow & Class Open Coast Offices

HOLLYWOOD — Moonglow Records and Class Music Co. of Antwerp, Belgium, have opened U.S. offices in Hollywood. The Hollywood offices will be in charge of writer Ray Maxwell, who will be releasing records on the Moonglow label here, and also will be setting songs and masters for European release. Class was the original publisher of the hit, "Marina," which was released in this country by Rocco Granata on Laurie Records. Granata's new recording is "Irena" sung in German, a current success in Germany, and which will be released in this country on Sept. 1.

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Epic Fall LP Program Includes 15% Discount

NEW YORK—Epic Records has announced a "Fall Merchandising Plan" which includes an additional 15% discount on all catalog LP's and new releases for August and September.

The plan, which runs through September 16, bowed at a series of distrib meetings held recently across the country, including New York, Washington, Cleveland, Detroit, Chicago, Cincinnati, St. Louis, New Orleans and San Diego.

Col. Names Assoc. A&R Prod.

NEW YORK—Michael Moccio has been appointed associate producer of pop A&R at Columbia Records, according to an announcement last week by David Kapralik, A&R coordinator.

Moccio, most recently a recording engineer for Associated Recording Studios, this city, will be responsible for reviewing and screening demo or master disks submitted to the label for possible purchase.

Merc. Exhibits At Chi Fair

CHICAGO—Mercury Records is the only record firm exhibiting at the International Trade Fair, currently here through Aug. 10. The Mercury exhibit centers around a stereo demonstration of its Perfect Presence Sound Series, spotlighting the albums: "Viva Cugat"—Xavier Cugat, "Fennell Conducts Gershwin"—Frederick Fennell, "The Clebanoff Strings and Percussion"—Herman Clebanoff and "Wellington's Victory"—Antal Dorati and the London Symphony Orchestra.

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★ AVAILABLE IN



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FRANK SINATRA

(Reprise R 1002; R9 1002)



● EBB TIDE

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(Decca DL 4165; DL 74165)

FCC Actions Rap 6 Radio Stations

WASHINGTON—Six previously cited radio stations were affected last week by the Federal Communications Commission's new get-tough policy.

FCC action included a fine against one of the outlets, the initial time the agency has used such power. The station is KDWB-St. Paul, Minn., which must forfeit \$2,500 to the Treasury for using its daytime power of five kilowatts also during the evening. KDWB is operated by Crowell-Collier Broadcasting Corp., which dropped its option to purchase WMGM-New York recently after the FCC failed to approve the deal.

The other FCC moves included: the summoning of Edwin H. Estes to a hearing on the possible license revocation for WPPA-Pensacola, Fla., which will be considered jointly with a pending license renewal application of WMOZ-Mobile, Ala., 99% owned by Estes; renewal of the licenses for WILD-Boston, owned by the Noble Broadcasting Corp., and WAVA-Arlington, Va. (formerly WARL), owned by the United States Trans-dynamics Corp., for one year instead the normal three; refusal to reconsider a decision that limited license renewals for WIRA-AM-FM-Fort Pierce, Fla., owned by the Indian River Broadcasting Co., for just one year.

Bill To Reorganize FCC Passed By Senate

WASHINGTON—A bill to reorganize the Federal Communications Commission was approved by the Senate last week (27).

The bill contains revisions of a White House plan which was recently turned down by the House. The House is now expected to approve the new measure, which should allay Congressional fears of too much power for the Commissioner via provisions that authority for license renewals by the Commissioner would be given the FCC head only with the approval of three commission members. A companion House bill would require the approval of a majority of FCC members, four of the seven agency members.

When the reorganization plan was presented by the White House last April, it was also felt by the House that the President was amending law by executive action.

Capitol Signs Lark Of "Kicks & Co."

NEW YORK—Singer Zabethe Wil who will be one of the leads in Oscar Brown's upcoming B'way music "Kicks & Co.," has been inked to long-term disk pact by Capitol Records.

Deal was negotiated by Arn Shaw, general professional manager of E. B. Marks Music, on the basis a group of masters which cut with Miss Wilde and later purchased Capitol's Joe Csida and Mar Kellem.

The first sides are being released this week and include "Oh, What Feeling" and "Summer Sunday." The performer is managed by Be Whyte, while Shaw will continue to handle and supervise her record tivity.

Miss Wilde was seen on the "day" TV'er early last spring when, an unusual venture, "Kicks & Co." was auditioned for two hours before TV audience. Brown and Miss Wilde performed all the songs.

Add To Distrib List

NEW YORK—Because of early publication of this issue's list of "Contributors & the Lines They Handle" the following distributors were omitted: R&B Distributors, 1921 Washington Ave., St. Louis, an all-R&B outlet operated by Skip Gorman and Al Catin; Music Merchants, Inc., 37 Woodward Ave., Detroit 1, Michigan, whose manager is Marvin M. Jacc; Music Merchants' labels include Argo, Age, Arliss, Bay Tone, Be White Dance, Chess, Checker, Chelmate, Chief, Cedar, Chelsea, Class Editions, Collectors Guild, Convex phone, Destiny, Ford, Folkways, Frasy, Hacienda, Hull, Home of Blues, Janie, Jazzland, Joy, M Minus One, Nat, Nike, Off Beat, Prestige-International, Prestige-New Jazz, Prestige-Bluesville, Prestige-Swinville, Pam, Prigan, Peanut, Rivers, Spartan, Spoken Arts, 20th Century U.S.A., Vox, Washington.

Avers Joins Advance Dist

CHICAGO—Al Avers has joined Advance Distributing, this city, as partner, it was announced last week by Art Velen of the firm. Avers has been active in all phases of the record business for the past twelve years, having worked for Mercury and Columbia, among other firms, in various capacities.

Disc Jockeys
Bob Heller
Record Dist. Co.
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Phila., Pa.

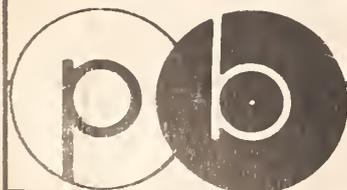
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Holland's Best Sellers

1. Hello Mary Lou (Ricky Nelson/Imperial—Les Ed. Int. Basart/Amsterdam).
2. Och Was Ik Maar (Johnny Hoes/Philips—Benelux Music/Weert).
3. Wheels (Billy Vaughn, String-A-Longs/London, London—Ed. Bens/Brussels).
4. Runaway (Del Shannon/London—Belinda/Amsterdam).
5. Non Je Ne Regrette Rien (Edith Piaf/Columbia—Editions Altona/Amsterdam).
6. Are You Sure (Allisons/Fontana—Editions Altona/Amsterdam).
7. Baby Sittin' Boogie (Buzz Clifford, Ralph Bendix/Philips, H.M.V.—Chappell/Amsterdam).
8. Temptation (Everly Brothers/Warner Bros.—Francis-Day/Amsterdam).
9. Tonight My Love Tonight (Paul Anka/ABC Paramount—Spanka Music/Brussels).
10. Zarina (Rex Gildo/H.M.V.—Uitgeverij De Kruyff/Doetinchem).

Belgium's Best Sellers

(FLEMISH)

(WALLON)

- | | |
|--|--|
| <ol style="list-style-type: none"> 1. Wheels (String-A-Longs/London—Editions Bens/Brussels). 2. Baby Sittin' Boogie (Buzz Clifford/Philips—Chappell/Paris). 3. Blue Moon (Marcel Colpix—Francis-Day/Brussels). 4. Jungle Drums (Clyde Otis/Mercury). 5. Surrender (Elvis Presley/RCA—Belinda/Brussels). 6. Der Rote Tango (Die Regenpfeifer, Enny Denita/Philips, Fontana—Ed. Primavera/Brussels). 7. Violetta (Spotlight Partners/Fast). 8. Dance On Little Girl (Paul Anka/ABC Paramount—Spanka Music/Brussels). 9. Tonight My Love Tonight (Paul Anka/ABC Paramount—Spanka Music/Brussels). 10. Vagabundo (Los Amadores/H.M.V.—Ardmore & Beechwood/Brussels). | <ol style="list-style-type: none"> 1. Wheels (String-A-Longs/London—Editions Bens/Brussels). 2. Baby Sittin' Boogie (Buzz Clifford/Philips—Chappell/Paris). 3. 24.000 Baci/24.000 Baisers (24.000 Kisses) Adriano Celentano, Dalida, Johnny Hallyday/Pop, Barclay, Vogue—Editions Coda/Mousseron). 4. Jungle Drums (Clyde Otis/Mercury). 5. Tutti Frutti (Johnny Hallyday/Vogue). 6. Non Je Ne Regrette Rien (Edith Piaf/Columbia—Ed. Celtic, Mousseron). 7. Blue Moon (Marcel Colpix—Francis-Day/Brussels). 8. Anchors Aweigh (B. Lou Jones/London). 9. Orchids In The Moonlight (Platters/Mercury). 10. Tonight My Love Tonight (Paul Anka/ABC Paramount—Spanka Music/Brussels). |
|--|--|

Denmark's Best Sellers

1. Sucu Sucu (Ping Ping/Sonet) Mörks Musikforlag
2. Wheels (The String-A-Longs/London) Wilh. Hansen Musikforlag
3. Surrender (Elvis Presley/RCA) Belinda (Scandinavia) AB
4. Du forstår ingenting (Wedding Cake/Danke für die Blumen) (Siv Malmqvist/Metronome) Multitone
5. Pepe (Jorgen Ingmann/Metronome) Kassner Music
6. Tonight My Love Tonight (Paul Anka/ABC-Paramount) Bens Music AB
7. I've Told Every Little Star (Gitte/H.M.V.) Multitone
8. Blue Moon (The Marcells/Colpax) Morks Musikforlag
9. A Hundred Pounds Of Clay (Craig Douglas/Top Rank) Morks Musikforlag
10. Næg jeg står ved en bar (A Pub With No Beer/Ich steh' an der Bar) (Harry Felbert/Sonet) Winckler-Produktion

Norway's Best Sellers

1. Hello Mary Lou (Ricky Nelson/California) Not published
2. Green Fields (The Brothers Four/Philips) Norsk Musikforlag
3. But I Do (Clarence Henry/Pye) Egil Monn Iversen A/S
4. Surrender (Elvis Presley/RCA) Belinda (Scandinavia) AB
5. A Girl Like You (Cliff Richard/Columbia) Not published
6. Moody River (Pat Boone/Dot) Egil Monn Iversen A/S
7. Baby Sittin' Boogie (Buzz Clifford/Philips) Musikk-Huset A/S
8. Runaway (Del Shannon/London) Belinda (Scandinavia) AB
9. Angélique (Dario Campeotto/Sonet) Musikk-Huset A/S
10. Sucu Sucu (The Monn Keys/Triola) Egil Monn Iversen A/S

Canada's Best Sellers

ENGLISH

1. Tossin' And Turnin'—(Bobby Lewis—Delta)
2. Hats Off To Larry—(Del Shannon—Quality)
3. Raindrops—(Dee Clark—Delta)
4. I'm Gonna Knock On Your Door—(Eddie Hodges—Cadence)
5. The Boll Weevil Song—(Brook Benton—Mercury)
6. Moody River—(Pat Boone—Dot)
7. Dance On Little Girl—(Paul Anka—Sparton)
8. The Writing On The Wall—(Adam Wade—Zirkon)
9. Classmate—(The Beaumarks—Quality)
10. Travelin' Man/Hello Mary Lou—(Ricky Nelson—Imperial)

FRENCH

1. Un Petit Becot—(Claude Girardin—Rusticana)
2. Non, Je Ne Regrette Rien—(Edith Piaf—Pathe)
3. Quand L'Amour Est Mort—(Gilbert Beaud—Pathe)
4. Garde-Moi La Dernier Danse—(Dalida—Barclay)
5. Frou Frou—(Fernand Gignac—Trans Canada)
6. Louise—(Michel Louvain—Apex)
7. Pardon Mon Amour—(Claude Vincent—Fleur De Lys)
8. Mathilda—(Les Jerolas—RCA Victor)
9. Je M'Voyais Jeja—(Charles Aznavour—Barclay)
10. Sur Mon Chemin—(Jean Clement—Trans Canada)

England's Best Sellers

1. Well I Ask You (Eden Kane—Decca, Essex)
2. Temptation (Everly Brothers—Warner Bros., Robbins)
3. A Girl Like You (Cliff Richard—Columbia, F.D. & H.)
4. Runaway (Del Shannon—London, Vicki)
5. Pasadena (Temperance Seven—Parlophone, L. Wright)
6. You Don't Know (Helen Shapiro—Columbia, Lorna)
7. Hello Mary Lou (Ricky Nelson—London, Sidney Bron)
8. Halfway To Paradise (Bill Fury—Decca, Nevins-Kirshner)
9. Romeo (Petula Clark—Pye, Darowski)
10. You Always Hurt The One You Love (Clarence Henry—Pye, Pickwick)
11. Runnin' Scared (Roy Orbison—London, Acuff-Rose)
12. Surrender (Elvis Presley—RCA, Aberbach)
13. Time (Craig Douglas—Top Rank, E. H. Morris)
14. But I Do (Clarence Henry—Pye, Jewel)
15. Moody River (Pat Boone—London, Shapiro Bernstein)
16. Don't You Know It (Adam Faith—Parlophone, Essex)
17. Quarter To Three (U.S. Bonds—Top Rank, Ardmore & Beechwood)
18. Nature Boy (Bobby Darin—London, E. H. Morris)
19. Pop Goes The Weasel (Anthony Newley—Decca, Essex)
20. Weekend (Eddie Cochran—London, Cross)

England's Top Ten LP's

1. South Pacific (Soundtrack—RCA)
2. Sound Of Music (Broadway Cast—Philips)
3. His Hand In Mine (Elvis Presley—RCA)
4. Black & White Minstrel Show (George Mitchell—HMV)
5. G.I. Blues (Elvis Presley—RCA)
6. Listen To Cliff (Cliff Richard—Columbia)
7. Bye Bye Birdie (London Cast—Philips)
8. Tony (Anthony Newley—Decca)
9. The Music Man (London Cast—HMV)
10. Ray Conniff Hi Fi Album (Ray Conniff—Philips)

England's Top Ten EP's

1. The Shadows To The Fore (The Shadows—Columbia)
2. The Shadows (The Shadows—Columbia)
3. Adam's Hit Parade (Adam Faith—Parlophone)
4. Buttdown Mind Of Bob Newhart (Bob Newhart—Warner Bros.)
5. Cliff's Silver Disks (Cliff Richard—Columbia)
6. Exodus & Other Themes (Mantovani—Decca)
7. Musick (Temperance Seven—Parlophone)
8. The John Barry Sound (John Barry—Columbia)
9. Adam No: 1 (Adam Faith—Parlophone)
10. Me And My Shadows No: 1 (Cliff Richard—Columbia)

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ILLO SCHIEDER

MARY ROOS

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GISELA FROM
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Collier Lands Hands



NEW YORK—Mike Collier (center) inks the Handclappers—Ronny Lee and Pat Masone—to an exclusive pact with his newly-formed Collier label. The team's first outing is "Three Gassed Rats."

FREDDIE SCOTT WHEN THE WIND CHANGES

JOY 255



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Telephone Device Gives Dealer 24 Hour Service

CLEVELAND — An "Albumatic" service, offering 24-hour merchandising of a retail store to anyone dialing a telephone number, has been developed by radio station WERE, here, in conjunction with the Ohio Bell Telephone Co. and the Higbee Co., a Cleveland department store.

In operation 24-hours a day, seven days a week, the new development incorporates a phone answering device with a sales pitch for the Higbee disk department.

In Higbee's window, there are five Ohio Bell "Electronic Secretaries," taking orders for Higbee's "Album of the Day." Everytime the tone arm on one of these units goes down, it means another customer is ordering an album from Higbee's.

Here's how it works: First, Superior 1-9250 is dialed. A musical sample of Higbee's "Album of the Day" is heard. A voice will tell what selections the album includes and the price. When a beep tone is heard, the patron gives his own name and address right on the telephone, and mentions that he wants the album charged, or delivered C.O.D., and whether he wants the mono or stereo album.

Richard M. Klaus, vice president and general manager of Cleveland Broadcasting, Inc., said that this offers the opportunity for a sale of merchandise on a round-the-clock basis for a store that is closed and still wants to take orders.

"The service can be expanded to other departments in the store," Klaus said, "and is being carefully watched by many retailers in the Cleveland area."

On the second day of operation the system chalked up 510 over-load calls.

Champion Music To Have Nashville Offices

NEW YORK—The "established importance" of Nashville as a recording center has prompted the opening of new offices in Nashville this week (August 1) for Champion Music (BMI), of Champion and Northern (ASCAP), the Decca pubberies.

The new offices, located at 1717 West End Building, will be operated under the supervision of writer Gerald Nelson, whose appointment Downer also announced.

In addition to his exec duties, Nelson will contribute material as a contract writer for Champion, some of his previous numbers having included "Tragedy," "Big, Big World," "Be Sincere" and "Great Shakin' Fever."

The new publishing office bring to three the number of Champion locations with the main offices at 445 Park Ave., this city, and a coast office at Universal City, Calif., under Kathy Page's supervision.

Other writers pacted to Champion are Ronnie Self, author of "Sweet Nothings," "I'm Sorry" and "Eventually," all Brenda Lee hits, and Benny Joy, a songster who recently clicked with his own number, "Sincerely, Your Friend."



TOP TEN JUKE BOX TUNES (PLUS THE NEXT 25)

1—TOSSIN' & TURNIN' Bobby Lewis	Beltane 1002	2
2—QUARTER TO THREE U.S. Bonds	Legrand 1008	1
3—HATS OFF TO LARRY Del Shannon	Bigtop 3075	4
4—THE BOLL WEEVIL SONG Brook Benton	Mercury 71820	3
5—DUM DUM—Brenda Lee	Decca 31272	6
6—YELLOW BIRD Arthur Lyman Lawrence Welk	HiFi 15024 Dot 16222	5
7—I LIKE IT LIKE THAT Chris Kenner	Instant 3229	9
8—LET'S TWIST AGAIN Chubby Checker	Parkway 824	10
9—TOGETHER—Connie Francis	MGM 13019	12
10—RAINDROPS—Dee Clark	Vee Jay 383	8

11) Last Night	20) Stand By Me	28) Tell Me Why
12) San Antonio Rose	21) You Can't Sit Down	29) Don't Bet Money Honey
13) Pretty Little Angel Eyes	(Part 2)	30) I'm Gonna Knock On
14) Moody River	22) The Fish	Your Door
15) Please Stay	23) Every Beat Of My Heart	31) A Tear
16) Travelin' Man	24) Tonight	32) The Writing On The Wall
17) Cupid	25) Sacred	33) Michael
18) Heart & Soul	26) Never On Sunday	34) Dance On Little Girl
19) Wooden Heart	27) Rainin' In My Heart	35) Nature Boy

Drop Bootlegging Charges Against Leonard J. Warren

LOS ANGELES—Charges of disk bootlegging have been dismissed in Superior Court here against Leonard J. Warren, who was among seven indicted in Los Angeles last October. The District Attorney's office moved for the dismissal of the charges. Warren claimed that his only involvement in the alleged counterfeiting was the fact that he rented space to one of the purported bootleggers. The other six defendants are set to go on trial next month.

Capitol Creates New Mdsng Post

HOLLYWOOD—Paul Russell has been appointed to a newly-created post consolidating creative copywriting functions in the merchandising department of Capitol Records Distributing Corp., according to Perry Mayer, national merchandising manager.

Russell moves into the position after eight months as an editor-writer in Capitol's editorial department. Before joining Capitol, he was a promotion copywriter for the Los Angeles Times.

Kapp Conclave



NEW YORK—Dave Kapp, president of Kapp Records, is shown delivering his now controversial "Kapp Concept" speech at the recent Kapp distrib meet at the Savoy-Hilton Hotel here. Among those in attendance are (at center table) VP and general manager Mickey Kapp and sales director Phil Skaff.

Liberty Backs LP Catalog With 100% Guarantee Deal



Outlining Liberty's Fall program, national sales manager Don Bohanan (L.), presy Al Bennett and chairman of the board Si Waronker utilize audio-visual aids to tell the story. Scene was at Liberty's recording studios where first regional meeting was held for west coast distributors.

HOLLYWOOD—Liberty Records' fall program, described as the "largest and most powerful" in its history, was unveiled last week.

Eighteen new LP's plus the entire catalog (except the three Chipmunk albums) will be supported by a dealer program, running from August 1 through September 29, which includes: all orders backed-up by a 100% guarantee, returnable for full credit any time after February 1, 1962; 1/4 payments in November, December, January and February, 2% 10, EOM; a 10% discount will be taken off the face of the dealer's invoice on the entire order.

Regional sales meets began in Hollywood on Sunday, July 23, with the help of the label's top execs and audio-visual aids. The program will get personal country-wide attention from Si Waronker, chairman; Al Bennett, president; Don Blocker, Bennett's assistant; Don Bohanan, sales head and Ken Revercombo, assistant sales manager. The four will be backed-up by national promotion director Bob Skaff's crew and consumer and trade ads. Allan La Vinger, national mer-

Smash Speeds Dowell LP

NEW YORK — With Joe Dowell's Smash disking of "Wooden Heart" in the #12 spot on this week's Top 100, the label has rush-released an album by Dowell bearing the title of the hit single. LP was done in Nashville under Shelby Singleton's direction.

Dowell just returned from Milwaukee where he was a top featured star in South Milwaukee's 2nd Annual Music Festival ("Heart" is an old German folk song and the city is predominantly German-populated). He is set to finish negotiating a tour of personal appearance dates and TV shows.

chandising director, has provided merchandisers for the new issues.

The LP's include: "Bobby Vee Sings Hits Of The Rockin' 50's," "Movie Songs" by Gene McDaniels, Julie London's "Whatever Julie Wants," Shay Torrent's (hammond organ) "Dynamic Hands," Bob Willis' and Tommy Duncan's "Mr. Words and Mr. Music," Jack Costanzo's "Naked City," TV-pic themes, Si Zenter's "Big Band Plays The Big Hits," Johnny Mann Singers' "Ballads Of The King" (Elvis Presley hits), two Premier albums, Felix Slatkin's "Many Splendored Themes" and Richard Marino's "Out Of This World," Martin Denny's (with strings) "Romantica," "Timi Yuro," percussionist Earl Palmer's "Memories Are Made Of This," "The First Country Collection Of Warren Smith," Roy Manham's "The Most Exciting Guitars," "The Colorful Ventures" (Dolton).

Synthetic Plastics Bows Low-Priced Xmas Line

NEW YORK—Despite the heat, Synthetic Plastic Record Corp., this city, has just made available its line of Christmas singles and LP's.

Ira L. Moss, executive veep, said an "integrated program of advertising and point-of-purchase display material is already in production" for the issues, which are being sold with a 100% guarantee. Jacks for all of the LP's, none priced more than 99¢, are printed in metallic ink on special foil paper.

The line includes 10 Promenade 12" LP's, among them Sir Laurence Olivier's reading of the "Christmas Carol." There are seven Pirouette stereo LP's, 14 Peter Pan 7" 78's, four Promenade 45's in a 2-disk package and six 7" Promenade hard-cover EP's.

Shipments of the releases gets underway in August.

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"READY FOR YOUR LOVE"

and

"YOU'LL BE SORRY"

Hull-742

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JAZZ ROSTERS

(Continued from page 103)

SAVOY
 Errol Garner
 Count Basie
 George Shearing
 Lester Young
 Charlie Parker
 Miles Davis
 Cannonball Adderly
 Dizzy Gillespie
 Red Norvo
 Charlie Byrd
 Carl Tjader
 Coleman Hawkins
 Max Roach
 Bud Powell
 John Lewis
 Marian McPartland
 Eddie Safranski
 Kenny Clarke
 Ernie Wilkins
 J. J. Johnson
 Kai Winding
 Charles Mingus
 Fats Navarro
 Sonny Stitt
 Wardell Gray
 Dexter Gordon
 Howard McGhee
 Sonny Criss
 Barney Kessel
 Hampton Hawes
 Hank Jones
 Nat Adderly
 Wendell Marshall
 J. R. Monterose
 Jerome Richardson
 Frank Wess
 Frank Foster
 Ray McKinley
 Ralph Flanagan
 Johnny Richards
 Milt Jackson
 Modern Jazz Quartet
 John Mehegan
 Paul Chambers
 Donald Byrd
 Al Caiola
 Wild Bill Davidson
 Pee Wee Russell
 Eddie Condon
 Oscar Pettiford
 Joe Puma
 Ruby Braff
 Lucky Thompson
 Julius Watkins
 Kenny Durham
 Joe Bushkin

2 New Capitol LP's

HOLLYWOOD—Capitol Records adds two more pop LP's to the market this week. They are (Mickey) "Katz: At The U.N." and "Polynesian Fantasy," featuring the Billy ork, saxist Charlie Barnett, The Out-Islanders and vocalists Loulie Jean Norman and Marni Nixon.

Mercury Inks Little Richard, Josh White, Danny Jordan

CHICAGO—Mercury Records has added Little Richard and Josh White to its subsid Smash stable, it was announced last week.

Little Richard was an early pioneer in rock 'n' roll with a long string of hits on the Specialty label, including "Tutti Frutti," "Long Tall Sally" and "Slippin' and Slidin'." Following a self-imposed religious retirement, he joined the End/Gone set-up for a short time. He has been inactive for the past two years. Sessions are currently being readied for Little Richard by Mercury music director Quincy Jones.

Josh White is considered to be one of the country's leading "authentic" folk artists, specializing in blues and work songs. He was formerly on Elektra. A single and an album release is in the works by A&R director Shelby Singleton.

Danny Jordan is from the Van-Pock artist stable and is being groomed for appeal to the teen market. His first single, "Jeannie" b/w "Boom Diddy Boom," was released last week.

Lennie Tristano
 Joe Wilder
 Ernie Royal
 Shorty Rogers
 Shelly Manne
 Jimmy Giuffre
 Percy Heath
 Art Blakey
 Horace Silver
 Eddie Costa
 Edmund Hall
 Johnny Costa
 Don Elliott
 Bob Brookmeyer
 Art Pepper
 Herbie Mann
 Hank Mobley
 Doug Watkins
 Johnny Guarnieri
 Gene Roland
 Chuck Wayne
 Kenny Burrell
 Benny Golson
 George Wallington
 Curtis Fuller
 Yusef Lateef
 Cecil Payne
 Serge Chaloff
 Gerry Mulligan
 Phil Woods
 James Moody
 Andre Hodeir
 Stan Getz
 A. K. Salim
 Wilbur Hardin
 Seldon Powell
 Vic Dickenson
 Buster Bailey
 John Coltrane
 Eddie Davis
 Duke Jordan
 Thad Jones
 Bill Barron
 Bucky Pizzarelli
 Booker Ervin
 Gene Ammons
 Johnny Rae

TIME

Kenny Dorham
 Booker Little
 Marian McPartland
 Bennie Green

UNITED ARTISTS

Whelan Tyme
 Diahann Carroll
 Manny Albam
 Barbara Russell
 Johnny Mandel
 Gerry Mulligan
 Art Farmer
 Bill Evans
 B. Golson
 Milt Jackson
 Alan Lomax
 Bill Potts
 Charlie Mingus
 Al Cohn
 Zoot Simms
 Phil Woods
 Herbie Mann
 Cecil Taylor
 Felipe Diaz
 Modern Jazz Quartet
 Paul Quinichette
 Benny Carter & Orch.
 F. Strozier
 B. Little
 P. Newborn
 Frankie Brown Trio

VEE JAY

Lee Morgan
 Wayne Shorter
 Wynton Kelly
 Paul Chambers
 Bill Henderson
 Eddie Harris
 Ira Sullivan
 Vernice (Bunky) Green
 Eddie Higgins
 MJT + 3

VERVE

Anita O'Day
 Oscar Peterson
 Teddy Wilson
 Randy Sparks
 Blossom Dearie
 Mel Torme
 Francis Faye
 Paul Smith
 Terry Gibbs
 Louis Armstrong
 Ernie Heckscher
 Ella Fitzgerald
 Shelley Berman
 Elsa Lancaster
 Jonathan Winters
 Phyllis Diller
 Charlie Parker
 Dizzy Gillespie
 Lionel Hampton
 Flip Phillips
 Tal Farlow
 Roy Eldridge
 Stuff Smith
 The Art Tatum
 Buddy DeFranco
 Buddy Rich
 Count Basie
 Billie Holiday
 Johnny Hodges
 Ben Webster
 Gene Krupa
 Lester Young
 Stan Getz
 Sonny Stitt
 Jimmy Giuffre
 Herbie Mann
 Gerry Mulligan
 Kid Ory
 George Lewis
 Al Hirt & Pete Fountain

WARWICK

Pepper Adams
 Donald Byrd Quintet
 Nat Wright
 Curtis Fuller
 Fran Jefferies
 Ralph Burns

WASHINGTON

Buck Clarke Quintet
 Ernie K-Doe
 Charlie Byrd Trio



TOP 50 IN R&B LOCATIONS

		Pas. LAST WEEK
1	TOSSIN' AND TURNIN' Bobby Lewis (Beltones 1004)	7
2	LAST NIGHT Markeys (Satellite 101)	2
3	I LIKE IT LIKE THAT Chris Kenner (Instant 3229)	3
4	QUARTER TO THREE U. S. Bonds (Legrand 1008)	4
5	LET'S TWIST AGAIN Chubby Checker (Parkway 824)	6
6	THE BOLL WEEVIL SONG Brook Benton (Mercury 71820)	5
7	DON'T CRY NO MORE Bobby Blue Bland (Duke 340)	9
8	IT'S GONNA WORK OUT FINE Ike & Tina Turner (Sue 749)	19
9	PLEASE STAY Drifters (Atlantic 2105)	7
10	RAINDROPS Dee Clark (VeeJay 383)	8
11	CUPID Sam Cooke (RCA Victor 7883)	10
12	PRETTY LITTLE ANGEL EYES Curtis Lee (Dunes 2007)	16
13	A THING OF THE PAST Shirelles (Scepter 1220)	21
14	SCHOOL IS OUT Gary "U.S." Bonds (Legrand 1009)	24
15	WHAT A SWEET THING THAT WAS Shirelles (Scepter 1220)	18
16	I'VE GOT NEWS FOR YOU Ray Charles (Impulse 202)	13
17	YOU CAN'T SIT DOWN (Part 2) Phil Upchurch Combo (Boyd 3398)	11
18	STAND BY ME Ben E. King (Atco 6194)	15
19	HATS OFF TO LARRY Del Shannon (Bigtop 3075)	12
20	EVERY BEAT OF MY HEART Pips (Vee Jay 386)	14
21	A TEAR Gene McDaniels (Liberty 55344)	29
22	LET THE FOUR WINDS BLOW Fats Domino (Imperial 5764)	35
23	I'M GONNA MOVE TO THE OUTSKIRTS OF TOWN Ray Charles (Impulse 202)	23
24	I DON'T MIND James Brown (King 5466)	24
25	GOOD HEARTED MAN Fats Domino (Imperial 5764)	25
26	I'M A TELLING YOU Jerry Butler (Vee Jay 390)	30
27	THAT'S WHAT GIRLS ARE MADE FOR Spinners (Tri-Phi 1001)	33
28	HEART AND SOUL Jan & Dean (Challenge 9111)	20
29	RUNAROUND Regents (Gee 1071)	34
30	MY TRUE STORY Jive Five (Belton 1006)	32
31	TAKE A FOOL'S ADVICE Nat "King" Cole (Capitol 4582)	27
32	I'LL BE THERE Damita Jo (Mercury 71840)	35
33	DUM DUM Brenda Lee (Decca 31271)	30
34	RAININ' IN MY HEART Slim Harpo (Excello 2194)	26
35	THOSE OLDIES BUT GOODIES Caesar & The Romans (Del-Fi 4158)	21
36	TONIGHT Velvets (Monument 441)	2
37	I WAKE UP CRYING Chuck Jackson (Wand 110)	—
38	TAKE FIVE Dave Brubeck (Columbia 41479)	39
39	READY FOR YOUR LOVE Shep & The Limelites (Hull 742)	41
40	AS IF I DIDN'T KNOW Adam Wade (Coed 553)	—
41	SOLITAIRE Embers (Empress 101)	49
42	THE SWITCH-A-ROO Hank Ballard & Midnighters (King 5510)	40
43	HUMAN Tommy Hunt (Scepter 1219)	50
44	I NEVER KNEW Clyde McPhatter (Mercury 71841)	48
45	I DON'T WANT TO TAKE A CHANCE Mary Wells (Motown 742)	—
46	AMORE Ben E. King (Atco 6203)	—
47	YELLOW BIRD Arthur Lyman (HiFi 15024)	37
48	NO, NO, NO Chanters (DeLuxe 6191)	42
49	A LITTLE BIT OF SOAP Jarmels (Laurie 3093)	—
50	TE-TA-TE-TA-TA Ernie K-Doe (Minit 627)	21

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"COLD COLD HEART"
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Everest Bows 6 LP's For Aug.-Sept.

NEW YORK—Everest Records is releasing six albums, four pop and two classics, for both August and September.

The pop issues include two LP's by Gloria Lynne and two by Russ Morgan. The Lynne albums are "He Needs Me" and "This Little Boy of Mine." Morgan is represented with "Morgan Time" and "Russ Morgan at the Catalina." featuring the Morgan ork at the island resort of the southern California coast, where the maestro is currently playing the Avalon Casino.

The classics are Beethoven's 7th Symphony by Josef Krips and the London Symphony (culled from the label's complete Beethoven symphonies package) and Jorge Bolet's "A Chopin Piano Recital" (Bolet performed on the "Song without End" soundtrack).

Angel Releases 2 More "Greats"

LOS ANGELES—Angel Records will release this week (31) two more "Great Recordings of the Century." They include: "Dame Nellie Melba," a collection of songs and operatic arias cut between 1904-8 by the famed singer, which was released in album form last May in England to commemorate the 100th anniversary of her birth (enclosed booklet contains a bio by music critic Desmond Shawe-Taylor); pianist Artur Schnabel and the Pro Arte Quartet performing Schubert's "Quintet in A Major" ("Trout") (cut in 1936).

Request LP Exchange Plan

NEW YORK—Request Records announced last week that it will be offering dealers a special LP exchange plan. Under the plan, which expires September 30, the dealer who purchased 10 Request LP's will be allowed to exchange 3 LP's of any label for Request LP's. In addition, all LP's purchased under this plan come under a 100% exchange privilege until Dec. 31, 1961.

Baby Grows In Mercury Ads—

So Do Singles Featured

YOUNG!



SHAPING UP

BUT SURE TO GROW UP TO BE TOP HITS

PATTI PAGE/"You'll Answer To Me"	71823
THE DIAMONDS/"One Summer Night"	71821
DAMITA JO/"I'll Be There"	71840
CLYDE McPHATTER/"I Never Knew"	71841
GEORGE JONES/"Tender Years"	71804
CLAUDE GREY/"My Ears Should Burn"	71826

AND DEVELOPING INTO FULL GROWN HITS

PATTI PAGE/"You'll Answer To Me"	71823
THE DIAMONDS/"One Summer Night"	71821
OAMITA JO/"I'll Be There"	71840
CLYDE McPHATTER/"I Never Knew"	71841
GEORGE JONES/"Tender Years"	71804
CLAUDE GREY/"My Ears Should Burn"	71826

SPROUTING FAST!

FULL GROWN!

AND DEFINITELY GROWING UP TO BE TOP HITS

PATTI PAGE/"You'll Answer To Me"	71823
THE DIAMONDS/"One Summer Night"	71821
OAMITA JO/"I'll Be There"	71840
CLYDE McPHATTER/"I Never Knew"	71841
GEORGE JONES/"Tender Years"	71804
CLAUDE GREY/"My Ears Should Burn"	71826

AND ALL SOLID CHART HITS

PATTI PAGE/"You'll Answer To Me"	71823
THE DIAMONDS/"One Summer Night"	71821
OAMITA JO/"I'll Be There"	71840
CLYDE McPHATTER/"I Never Knew"	71841
GEORGE JONES/"Tender Years"	71804
CLAUDE GREY/"My Ears Should Burn"	71826

NEW YORK—A baby grew up in a four-issue insertion campaign by Mercury Records designed to sustain the continuity of its trade advertising of singles.

The ad campaign kicked-off under the titled: Young—But Sure to Grow Up to be Top Hits. A picture of a baby was featured (see above photos). At that time, none of the five records was on the charts. The following week, as action reportedly started on the records, the ad read, "Sprouting Fast — and Definitely Growing Up to be Hits. Subsequent ad in the next two weeks followed the progress of the records under the themes "Shaping Up—and Developing into Full Grown Hits," and then, "Full Grown—and All Solid Chart Hits." As the disks grew in sales, so

did the baby in form. All of the six records involved are now on the charts.

The records are "You'll Answer To Me" — Patti Page, "One Summer Night" — The Diamonds, "I'll Be There" — Damita Jo, "I Never Knew" — Clyde McPhatter, "My Ears Should Burn" — Claude Grey and "Tender Years" — George Jones. The first four are on the Top 100, the latter two are on the Country Top 50.

The campaign was the result of collaboration among Steve Schickel, Mercury's trade advertising director; the Marvin Glick art studio and the Mercury sales department, under the direction of sales veepee Kenny Myers.



VOL. I

1st in Latin

"The Pachanga Kings"

Best Seller

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VOL. II

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CHARLIE PALMERI



FOLKLORE OF PUERTO RICO



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101 Strings
The World's First
STEREO-SCORED
Orchestra

BILL HALEY

and his Comets

Have a SMASH on the
Red Hot GONE Label

GONE #5111
GONE RECORDS
1650 Broadway, N.Y., N.Y.

Big Summer Breakout!

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by
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VALMOR RECORDS
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A Division of Countess International, Inc.

Annette
"HAWAIIAN LOVE TALK"
"Blue Muumuu"
#F-384
from Annette's LP
"Hawaiianette" BV3303



the new "howl" album!

Selma Diamond
talks . . .

and talks and talks and talks
and talks

CARLTON LPX 5001

ATTENTION ILLINOIS OPERATORS!
Official Song Ill. Dept. of V.F.W.

"KISS THOSE SHORES AGAIN" BY RON COMP
B/W
"BATTLE HYMN OF REPUBLIC"
by ELLIS STAKEY & DIXIE WILD CATS
DENRIC #7734

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THE BIG THREE

COUNTRY WINNERS IN EACH CATEGORY OF THE CASH BOX DISK JOCKEY POLL

MOST PROGRAMMED RECORD

1. **WINGS OF A DOVE-FERLIN HUSKY-CAPITOL-BEE GEE BMI**
2. **DON'T WORRY - MARTY ROBBINS - COLUMBIA - MARTY'S BMI**
3. **HELLO WALLS - FARON YOUNG - CAPITOL - PAMPER BMI**

MOST PROGRAMMED ALBUM

1. **GUNFIGHTER BALLADS**
MARTY ROBBINS (COLUMBIA)
2. **RAY PRICE'S GREATEST HITS** (COLUMBIA)
3. **RIDE THIS TRAIN-JOHNNY CASH** (COLUMBIA)

MOST PROGRAMMED FEMALE VOCALIST

1. **KITTY WELLS** (DECCA)
2. **JEAN SHEPARD** (CAPITOL)
3. **PATSY CLINE** (DECCA)

MOST PROGRAMMED BAND

1. **HANK THOMPSON'S**
BRAZOS VALLEY BOYS
(CAPITOL)
2. **LEON McAULIFF'S CIMMARON BOYS**
(CIMMARON)
3. **FLATT, SCRUGGS & FOGGY MTN. BOYS**
(COLUMBIA)

MOST PROMISING MALE VOCALIST

1. **CLAUDE GRAY** (MERCURY)
2. **BUCK OWENS** (CAPITOL)
3. **ROGER MILLER** (RCA VICTOR)

MOST PROGRAMMED MALE VOCALIST

1. **MARTY ROBBINS** (COLUMBIA)
2. **JIM REEVES** (RCA VICTOR)
3. **RAY PRICE** (COLUMBIA)

MOST PROGRAMMED VOCAL GROUP

1. **WILBURN BROS.** (DECCA)
2. **FLATT & SCRUGGS** (COLUMBIA)
3. **LOUVIN BROS.** (CAPITOL)

MOST PROGRAMMED INSTRUMENTALIST

1. **CHET ATKINS** (RCA VICTOR)
2. **FLOYD CRAMER** (RCA VICTOR)
3. **MERLE TRAVIS** (CAPITOL)

MOST PROMISING FEMALE VOCALIST

1. **JAN HOWARD** (CHALLENGE)
2. **MARION WORTH** (COLUMBIA)
3. **SHIRLEY COLLIE** (LIBERTY)

COUNTRY POLL WINNERS

WHICH RECORDS DID YOU PROGRAM MOST IN THE LAST 12 MONTH PERIOD?

WINGS OF A DOVE—FERLIN HUSKY
 DON'T WORRY—MARTY ROBBINS
 HELLO WALLS—FARON YOUNG
 Foolin' Around—Buck Owens
 I'll Just Have A Cup Of Coffee—Claude Gray
 Window Up Above—George Jones
 Heart Over Mind—Ray Price
 I Missed Me—Jim Reeves
 I Fall To Pieces—Patsy Cline
 Fallen Angel—Webb Pierce
 Three Hearts In A Tangle—Roy Drusky
 North To Alaska—Johnny Horton
 Alabam—Cowboy Copas
 Before This Day Ends—Bill Anderson
 The Blizzard—Jim Reeves
 Excuse Me—Buck Owens
 Loving You—Bob Gallion
 Am I Losing You—Jim Reeves
 My Last Date With You—Skeeter Davis
 Loose Talk—Buck Owens & Rose Maddox
 Your Old Love Letters—Porter Wagoner
 Let Forgiveness In—Webb Pierce
 Sweet Dreams—Don Gibson
 Odds And Ends—Warren Smith
 Louisiana Man—Rusty & Doug
 Walk Out Backwards—Bill Anderson
 The Other Cheek—Kitty Wells
 Forget The Past—Faron Young
 Polka On A Banjo—Flatt & Scruggs
 I Don't Believe I'll Fall In Love Today—Warren Smith
 Last Date—Floyd Cramer
 One Step Ahead Of My Past—Hank Locklin
 I'd Rather Loan You Out—Roy Drusky
 I Wish I Could Fall In Love Today—Ray Price
 Legend Of The Big River Train—Wilburn Bros.
 Heartbreak U.S.A.—Kitty Wells
 Beggar To A King—Hank Snow
 You Can't Pick A Rose In December—Ernest Ashworth

WHICH ALBUMS DID YOU PROGRAM MOST?

GUNFIGHTER BALLADS—MARTY ROBBINS
 RAY PRICE'S GREATEST HITS
 RIDE THIS TRAIN—JOHNNY CASH
 Johnny Horton's Greatest Hits
 Tall Tales And Short Tempers—Jim Reeves
 Together Again—Bob Wills & Tommy Duncan
 The Fabulous Johnny Cash
 Buck Owens
 On The Rebound—Floyd Cramer
 More Gunfighter Ballads—Marty Robbins
 Foggy Mountain Banjo—Flatt & Scruggs
 Last Date—Floyd Cramer
 The Intimate Jim Reeves
 Fan Club Favorites—Faron Young
 Hank Snow Souvenirs

WHICH MALE VOCALIST DID YOU PROGRAM MOST?

MARTY ROBBINS	Hank Locklin
JIM REEVES	Hank Thompson
RAY PRICE	Ernest Tubb
George Jones	Eddy Arnold
Buck Owens	Stonewall Jackson
Webb Pierce	Carl Smith
Johnny Horton	Jimmy Newman
Faron Young	Cowboy Copas
Ferlin Husky	Billy Walker
Johnny Cash	Porter Wagoner
Don Gibson	Red Foley
Hank Snow	James O'Gwynn
Roy Drusky	

WHICH FEMALE VOCALIST DID YOU PROGRAM MOST?

KITTY WELLS	Rose Maddox
JEAN SHEPARD	Wanda Jackson
PATSY CLINE	Shirley Collie
Jan Howard	Wilma Lee Cooper
Skeeter Davis	Margie Bowes
Marion Worth	Goldie Hill

WHICH VOCAL GROUPS DID YOU PROGRAM MOST?

WILBURN BROTHERS	Buck Owens & Rose Maddox
LESTER FLATT & EARL SCRUGGS	Johnny & Jack
LOUVIN BROS.	Everly Bros.
Browns	Homer & Jethro
Wilma Lee & Stoney Cooper	Don Reno & Red Smiley
Rusty & Doug	Jordanaires

WHICH BANDS DID YOU PROGRAM MOST?

HANK THOMPSON'S BRAZOS VALLEY BOYS
 LEON MCAULIFF'S CIMARRON BOYS
 FLATT, SCRUGGS & FOGGY MOUNTAIN BOYS
 Bob Wills & Texas Playboys
 Stanley Brothers & Clinch Mountain Clan
 Reno, Smiley & Tennessee Cutups

WHICH INSTRUMENTALIST DID YOU PROGRAM MOST?

CHET ATKINS	Herby Remington
FLOYD CRAMER	Don Reno & Red Smiley
MERLE TRAVIS	Buddy Emmons
Lester Flatt & Earl Scruggs	Jimmy Bryant & Speedy West
Del Wood	Grady Martin
Tommy Jackson	Stanley Bros.
Jerry Byrd	

WHICH UP AND COMING MALE VOCALISTS DO YOU THINK ARE MOST PROMISING?

CLAUDE GRAY	Frankie Miller
BUCK OWENS	Bob Luman
ROGER MILLER	Justin Tubb
Roy Drusky	Carl Belew
Bob Gallion	Benny Barnes
George Hamilton IV	Gordon Terry
Bill Anderson	Leroy Van Dyke
Ray Sanders	Melvin Endsley
Ernest Ashworth	Bill Phillips
Warren Smith	

WHICH UP AND COMING FEMALE VOCALISTS DO YOU THINK ARE MOST PROMISING?

JAN HOWARD	Margie Bowes
MARION WORTH	Bonnie Owens
SHIRLY COLLIE	Margie Singleton
Connie Hall	Norma Jean
Loretta Lynn	June Webb
Marijohn Wilikin	



COUNTRY ROUND UP

Capitol Records has debuted a new country songster named Ned Miller. The lad has a good voice and promises a future but the most interesting aspect of his first release is the material. The song, "Cold Gray Bars," is a prison lament by a man who killed his wife. It was written by Spade Cooley! . . . And Capitol is also cooking with the new Buck Owens outing, "Under the Influence of Love," which once more represents the writing team of Buck and Harlan Howard who collaborated on "Foolin' Around" to such great results. Actually, almost everything that bears Harlan's name figures to make money. At least that's what they're hoping for Harlan's debut singing LP, coming up soon on Capitol too.

New Orleans' only country music show is now on the air on WJMR. Handling the mike chores is Chuck Vest who's going under the name of the Ragin' Cajun. Chuck feels it's some sort of a conquest to broadcast country music to this mostly jazz inclined town and feels there's a de-

finite market for it there. . . WMOX-Meridian became Mississippi's most powerful radio station when it upped its power to 10,000 watts July 14. Carl Fitzgerald, morning spinner there, says his show is now being heard just about all over the place and is reaching many sections in Alabama. . . Bill Carson is now spinning disks at all-new WGHC-Clayton, Ga. Since the station is new on the scene, Bill sends out an S.O.S. for all kinds of records, old, new and gospel. . . Billie Jean Horton just returned from Hawaii and, surprised to find her 20th Fox disk "Ocean of Tears" doing so well, hit the road to plug it heavily. Tillman Franks is working up an itinerary for a lengthy tour by her very soon.

Following his bang-up appearance on the "Louisiana Hayride," Claude King trekked out on personals in Louisiana and Texas. His schedule picks up considerably in the next two months. . . United Southern Artists (Hot Springs, Ark.) going about bucking for a hit disk in the right way, thanks to the foresight of label A&R director Carl Friend. For the new Eddie Bond release he picked a song written by Webb Pierce and Teddy Wilburn, then took Eddie (popular Memphis deejay) into Nashville for the session and used such names as the Jordanares, Marijohn Wilkin, Floyd Cramer, Hank Garland and Buddy Harmon on the date. Looks like Carl is really looking for that "Nashville sound" and the success that usually comes with it. We wish him luck. . . Incidentally, Eddie is tied up with the Jim Denny bureau for management. . . The Lagoon Amusement Park in Salt Lake City which usually brings in jazz or pop talent, brought Marty Robbins in for July 28 and 29 shows. We call it a breakthrough for our music (especially since Marty follows George Shearing in, of all people to follow). . . Just got a communique from Len Robinson who sends out an "urgent" plea for disk service. He's twirling the bisquits for WRFB-Tallahassee, Fla.

Take 10,000 hot dogs, 18,000 soft drinks, two huge swimming pools and over 7,000 country music fans, mix together in 110 degree heat to the music of a live western band and you've got the recipe for the swingin'est, happiest birthday party of the year—at KHAT-Phoenix. We just found out that Arizona's leading country music station brought all these ingredients together June 22 to celebrate its third year on the air. Palm Beach, a local recreation park, was the scene of the festivities. To top it all off, Don Gibson was flown in special for the occasion and did himself real proud before the screaming throng. Says Ray Odom, owner of the station, "Never figured this turnout when we aired an open invitation—I must have shook over 6,000 mustard-crusted hands during the affair."

Bill Blough, Ranch Foreman at WKKD-Aurora, Ill., is currently looking for a disk service. (Continued on next page)

Buck Owens
"Under The Influence
Of Love"
Capitol #4602

CENTRAL SONGS, INC.
6308 Sunset Blvd., Hollywood 28, Calif.
Phone: Hollywood 1-9347



COUNTRY REVIEWS

B+ VERY GOOD C+ FAIR
B GOOD C MEDIOCR



"HANGOVER TAVERN" (2:33) [Brazos Valley BMI—Thompson, Lowe]

"GIVE THE WORLD A SMILE" (2:35)

[Stamps—Baxter, Printing SESAC—Yandell, Deaton]

HANK THOMPSON (Capitol 4605)

With "Oklahoma Hills" and "Teach Me To Lie" still up there, figure Hank Thompson to total three chart-riders with "Hangover Tavern," the booze-joint counterpart to "Heartbreak Hotel." A bright-beat country ditty in the flavorful Thompson manner. A melodically appealing instrumental, "Give The World A Smile," is thumped out by the Brazos Valley Boys on the under half.

"YOU'RE THE REASON" (2:17)

[American BMI—Edwards, Henley, Imes, Fell]

"HAPPY BIRTHDAY TO ME" (2:25) [Tree, Champion BMI—Anderson]

HANK LOCKLIN (RCA Victor 7921)

The Bobby Edwards current noisemaker (on Crest) gets a superb country/pop reading by the vet artist. Interesting chorale effects lend inviting color to the affair. Charming deck with strong country and pop potential. A typical sad ballad is wrapped up tearfully in "Happy Birthday To Me."

"UNCLE JOHN'S BONGOS" (2:27)

[Ashna BMI—Blake, Culpepper, Evans]

"LET MY HEART BE BROKEN" (2:00)

[Pamper BMI—Howard, Nelson]

JOHNNY & JACK (Decca 31289)

The boys follow-up "Louisiana Man" with another chart-headed novelty slice. "Uncle John's Bongos" is a rip-roaring comedy stanza about a man who traded his fiddle for a set of bongo drums. Good fun opus. The traditional weeper on the other side, "Let My Heart Be Broken," should also do a brisk business.

"I'LL TAKE GINGER AND RUN AWAY" (2:09)

[Tronic BMI—Kilgore]

"WICKED CITY" (2:37) [Red River, Tree BMI—Jay, Kilgore]

MERLE KILGORE (Mercury 71839)

Merle Kilgore seems about set for a chart run with "I'll Take Ginger And Run Away." A gently-swaying Latin-ish beat with soft voiced chorale harmony serves as an inviting backdrop to the chanter's whispered endearments. Potent offering. "Wicked City" on the flip is a more vigorous rocker and also has play appeal.

Both Johnny Horton and Faron Young have new issues slated for two-market action. Horton's (on Columbia) is split between "Miss Marcy" and "Ole Slew Foot." Young's (on Capitol) is tagged "Love Has Finally Come My Way."

JIMMY WOLFORD (Capitol 4606)

(B+) "GOIN' STEADY WITH THE

BLUES" (2:00) [Central

Songs BMI—Howard] Capitol bows

songster Jimmy Wolford on an infec-

tiously rocking country blueser clefted

by Harlan Howard. An organ plays an

important instrumental part in the

proceedings. Wolford's a solid belter

and figures to attract much attention

here.

(B+) "IMPATIENT HEART" (2:20)

[Central Songs BMI—Allison,

Allison] Here Wolford slows down to

a gentler pace and effectively portrays

a moody love affair. Good side too.

BOB HAYES (Sims 122)

(C+) "DON'T HIDE YOUR WED-

DING RING" (2:13) [R&R

BMI—Hayes, Womack] Hayes does a

fine country stand on a traditional-

styled tear-jerker. Fiddles and guitars

give it the hill flavored backdrop.

(C+) "WORLD OF BROKEN

DREAMS" (2:51) [R&R BMI

—Hayes, Womack] Ditto the above

comment on this hard-beat session.

Rates the play in some markets.

BILLY DEATON (TNT 188)

(B+) "YOUR PRECIOUS LOV-

[Open Road BMI—Smith, F

rum] Deaton packs loads of lea

feeling into his etching of this tou

ing, semi-inspirational love aff

Worthy of spins.

(B) "I'LL STEP DOWN" [T

BMI—Newman] Easy-gc

traditional country weeper. Dea

works it up in sincere and hor

terms.

BILL CARTER (MGM 13026)

(B) "STRANGER SHA

HANDS WITH A FO

(2:15) [Glad BMI—Veale] This ec

try item of a while back is de

handled by Carter in a hillbilly

harmony style. Fine outing for

songster.

(B) "SHOT FOUR TIMES A

DYING" (2:00) [Glad BM

Veale] Another short-time-back t

is effectively essayed. About an

successful prison break.

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SPECTACULAR
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COUNTRY TOP 50

	Pos. Last Week		Pos. Last Week
1	1	I FALL TO PIECES Patsy Cline (Decca 31193)	1
2	2	SWEET LIPS Webb Pierce (Decca 31249)	2
3	4	SEA OF HEARTBREAK Don Gibson (RCA Victor 7890)	4
4	3	HEARTBREAK, U.S.A. Kitty Wells (Decca 31246)	3
5	5	TENDER YEARS George Jones (Mercury 71804)	5
6	12	MY EARS SHOULD BURN Claude Gray (Mercury 71826)	12
7	8	BEGGAR TO A KING Hank Snow (RCA Victor 7869)	8
8	6	HELLO WALLS Faron Young (Capitol 4533)	6
9	7	HILLBILLY HEAVEN Tex Ritter (Capitol 4567)	7
10	10	THREE STEPS TO THE PHONE George Hamilton IV (RCA Victor 7881)	10
11	11	WHEN TWO WORLDS COLLIDE Roger Miller (RCA Victor 7878)	11
12	16	PO' FOLKS Bill Anderson (Decca 31262)	16
13	19	BIG RIVER, BIG MAN Claude King (Columbia 42043)	19
14	18	WHAT WOULD YOU DO Jim Reeves (RCA Victor 7905)	18
15	9	LOOSE TALK Buck Owens & Rose Maddox (Capitol 4550)	9
16	13	OKLAHOMA HILLS Hank Thompson (Capitol 4556)	13
17	15	SAN ANTONIO ROSE Flayd Cramer (RCA Victor 7893)	15
18	49	BLACK LAND FARMER Frankie Miller (Starday 424)	49
19	22	KISSES NEVER LIE Carl Smith (Columbia 42042)	22
20	17	HEART OVER MIND Ray Price (Columbia 41947)	17
21	14	ONE WAY STREET Bob Gallian (Hickory 1145)	14
22	26	HONKY TONKITS Carl Butler (Columbia 41997)	26
23	20	MENTAL CRUELTY Buck Owens & Rose Maddox (Capitol 4550)	20
24	23	THOUGHTS OF A FOOL Ernest Tubb (Decca 31241)	23
25	21	THREE HEARTS IN A TANGLE Roy Drusky (Decca 31193)	21

26	27	THERE MUST BE ANOTHER WAY TO LIVE Kitty Wells (Decca 31296)	27
27	36	STAND AT YOUR WINDOW Jim Reeves (RCA Victor 7905)	36
28	29	DON'T LET YOUR LOVE DIE Don Reno & Red Smiley (King 5464)	29
29	25	DIME A DOZEN Shirley Collie (Liberty 55324)	25
30	35	HE'LL LET YOU LIVE A LITTLE Skeets McDonald (Columbia 42001)	35
31	37	AIN'T YOU EVER Johnny & Jonie Mosby (Toppa 1039)	37
32	31	ONE FOR YOU, ONE FOR ME Justin Tubb (Starday 549)	31
33	34	FOR THE LAST TIME Stonewall Jackson (Columbia 42028)	34
34	40	WRECK ON THE HIGHWAY Wilma Lee & Stony Cooper (Hickory 1147)	40
35	42	OLD LONESOME FEELING Warren Smith (Liberty 55336)	42
36	38	RIGHT OR WRONG Wanda Jackson (Capitol 4553)	38
37	44	LET ME KNOW Jan Howard (Challenge 59112)	44
38	32	FROM HERE TO THERE TO YOU Hank Locklin (RCA Victor 7871)	32
39	47	SUNNY TENNESSEE Cowboy Copas (Starday 552)	47
40	45	CALL OF THE WILD Warren Smith (Liberty 55336)	45
41	24	JIMMY MARTINEZ Marty Robbins (Columbia 42008)	24
42	46	HUNGRY FOR LOVE Stonewall Jackson (Columbia 42028)	46
43	—	FUNNY HOW TIME SLIPS AWAY Billy Walker (Columbia 42050)	—
44	—	TALKING TO THE WALL Little Jimmy Dickens (Columbia 42013)	—
45	39	THE TWENTY-FOURTH HOUR Ray Price (Columbia 41947)	39
46	—	BLUE BLUE DAY Wilburn Bros. (Decca 31276)	—
47	—	HAVE A DRINK ON ME Buddy Thomas (Todd 1063) Billy Grammer (Decca 31274) Bill Carlisle (Columbia 42049)	—
48	30	FOOLIN' AROUND Buck Owens (Capitol 4496)	30
49	—	TOO MANY TIMES Don Winters (Decca 31253)	—
50	—	YOU'RE A PART OF ME Roy Pressley (Nashville 5001)	—



COUNTRY DISK JOCKEY REGIONAL RECORD REPORTS

LEONARD LOYD KMET Paradise, California	"TEX" JUSTUS WBNL Boonville, Indiana	REX'S ROUNDUP WPUP Gainesville, Florida
1. I Fall To Pieces (P. Cline) 2. Sweet Lips (W. Pierce) 3. Tender Years (G. Jones) 4. Beggar To A King (H. Snow) 5. Oklahoma Hills (H. Thompson) 6. Twenty-Fourth Hour (R. Price) 7. Stop The World (C. Belew) 8. Young Widder Jones (G. Hamilton IV) 9. Sea Of Heartbreak (D. Gibson) 10. I Can't Take A Chance (C. Belew)	1. Heartbreak U.S.A. (K. Wells) 2. What Would You Do (J. Reeves) 3. Hello Walls (F. Young) 4. Mental Cruelty (R. Maddox & B. Owens) 5. Three Steps To The Phone (G. Hamilton IV) 6. My Ears Should Burn (C. Gray) 7. Hillbilly Heaven (T. Ritter) 8. Tender Years (G. Jones) 9. Sweet Lips (W. Pierce) 10. Heart Over Mind (R. Price)	1. Hello Walls (F. Young) 2. Sweet Lips (W. Pierce) 3. I Fall To Pieces (P. Cline) 4. Three Steps To The Phone (G. Hamilton IV) 5. Beggar To A King (H. Snow) 6. Heartbreak U.S.A. (K. Wells) 7. One Way Street (B. Gallian) 8. Loose Talk (B. Owens & R. Maddox) 9. Tender Years (G. Jones) 10. Oklahoma Hills (H. Thompson)
BOB NORRIS KASH Eugene, Oregon	SMOKEY STOVER KMOP Tucson, Ariz.	BILL GATES KARI Blaine, Wash.
1. Sweet Lips (W. Pierce) 2. Loose Talk (R. Maddox & B. Owens) 3. I Fall To Pieces (P. Cline) 4. One Way Street (B. Gallian) 5. Sea Of Heartbreak (D. Gibson) 6. Hello Walls (F. Young) 7. Three Steps To The Phone (G. Hamilton IV) 8. Jimmy Martinez (M. Robbins) 9. Oklahoma Hills (H. Thompson) 10. Have A Drink On Me (B. Thomas)	1. My Ears Should Burn (C. Gray) 2. Hungry For Love (S. Jackson) 3. Sea Of Heartbreak (D. Gibson) 4. Tender Years (G. Jones) 5. When Two Worlds Collide (R. Miller) 6. Cozy Inn (L. McAuliff) 7. Too Many Times (D. Winters) 8. Let Me Know (J. Howard) 9. You're Not Wicked, Just Weak (S. McDonald) 10. Loose Talk (B. Owens & R. Maddox)	1. Darkest Day (L. Lynn) 2. Hello Walls (F. Young) 3. You're A Part Of Me (R. Pressley) 4. I Fall To Pieces (P. Cline) 5. Stand At Your Window (J. Reeves) 6. Oklahoma Hills (H. Thompson) 7. One Way Street (B. Gallian) 8. From Here To There To You (H. Locklin) 9. Loose Talk (B. Owens & R. Maddox) 10. The Hand That Held The Hand (L. Pruitt)
JIMMY SIMPSON KBYR Anchorage, Alaska	BOB & JIM MORGAN KDXE Little Rock, Arkansas	CHARLIE HUCKABEE WFJX Fort Jackson, S.C.
1. He'll Let You Live A Little (S. McDonald) 2. Let Me Know (J. Howard) 3. Po' Folks (B. Anderson) 4. You're Part Of Me (R. Pressley) 5. There'll Always Be Sadness (M. Worth) 6. Old Timer (J. Simpson) 7. I'm Always By Myself (Johnny & Jack) 8. Honky Tonkitis (C. Butler) 9. One For You, One For Me (J. Tubb) 10. Blue Blue Day (Wilburn Bros.)	1. I Fall To Pieces (P. Cline) 2. Hillbilly Heaven (T. Ritter) 3. Sea Of Heartbreak (D. Gibson) 4. Heartbreak U.S.A. (K. Wells) 5. Sweet Lips (W. Pierce) 6. Sweet Lovin' (C. King) 7. Hello Fool (R. Emery) 8. Too Many Times (D. Winters) 9. Call Of The Wild (W. Smith) 10. Words Come Easy (Tompall & Glaser Bros.)	1. Sweet Lips (W. Pierce) 2. Hello Walls (F. Young) 3. Sleep Baby Sleep (C. Hall) 4. Loose Talk (B. Owens & R. Maddox) 5. Lonelyville (R. Sanders) 6. Odds And Ends (W. Smith) 7. Flat Top (C. Copas) 8. Po' Folks (B. Anderson) 9. Three Hearts In A Tangle (R. Drusky) 10. Forever Gone (E. Ashworth)

COUNTRY ROUND UP (Continued from preceding page)

ing for country artists to book onto the stage of the Plano Theatre in Plano, Ill. each Wednesday night. Bill will be there regularly with his own band, the Ranch Hands. . . . All records for the Saturday morning grandstand show at the Calgary Stampede were broken July 15 by Rex Allen. Maurice E. Hartnett, general manager of the Stampede, said 4,000 standing room tickets were sold and that 6,000 had to be turned away by the fire dept. Seems that Rex just goes around the country breaking attendance records regularly. Wonder if he does it for a lark? . . . Al "Flat Top" Daly still looking for 30 and 60 second tapes from artists to use in conjunction with the big O.L.A. blood drive coming up in October. Most of you know about the tremendous work Al is doing, so how about a little helping hand for a worthy cause? . . . The Carlises have inked to do the "Five Star Jubilee"

on Aug. 4. Still out on the road plugging away at "Have A Drink On Me," their latest for Columbia.

With Rose Maddox doing so well in the singles dept. now, her new Capitol album, cutely titled "A Big Bouquet of Rose's" was released this week to hopeful expectations. The gal just returned from 21 days of one-nighters in Texas, New Mexico, Missouri and Indiana and went immediately into the Jackpot in Las Vegas for 3 days. She plans to join up with Johnny Cash for a mid-west tour in August; with the Indiana State Fair on the sked. It all adds up to Rose's most successful year. . . . Don Law notes that the new Johnny Humbird sides for Columbia are his best to date and could be the big one the lad's been looking for. The outing couples two Humbird compositions, "Worse to Wonder Why" and "Are You Too Busy." They'll be out very shortly. . . . Johnny Horton's new one, out this week, pairs "Miss Marcy" and "Ole Slew Foot." It features a handsome full-color sleeve.

Rose Maddox
"Conscience,
I'm Guilty"
Capitol #4598
CENTRAL SONGS, INC.
6308 Sunset Blvd., Hollywood 28, Calif.
Phone: Hollywood 1-9347

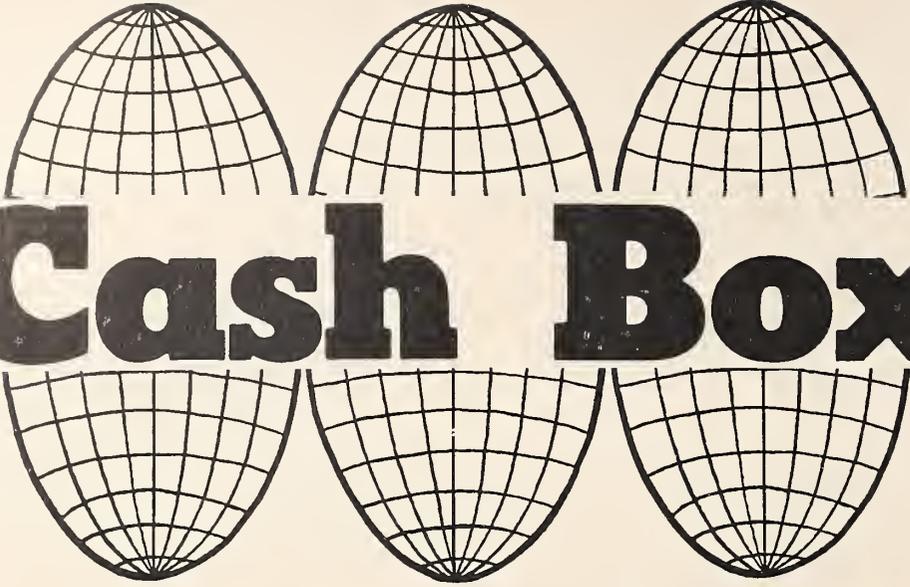
Roy Clark
"Black Sapphire"
b/w
"Under The Double Eagle"
Capitol #4595
CENTRAL SONGS, INC.
6308 Sunset Blvd., Hollywood 28, Calif.
Phone: Hollywood 1-9347



A Hot Record From Arcade!

REX ZARIO rides on ARCADE #163 "JUKE BOX CANNONBALL"

DJs: Write Jack Howard Promotions, 2733 Kensington Ave., Philadelphia 34, Pa., for your copy. Featured Saturdays on Jack Howard's "Covered Wagon Caravan."—WCAM—Camden, N.J.



Cash Box

INTERNATIONAL SECTION



In addition to its original coverage of the United States of America with a population of 180 million people, the past two years has seen Cash Box extend its coverage to all the major record markets of the globe bringing additional exposure to another one-half billion people. Territories are listed here.

Argentina	20,737,000	Canada	17,678,000	Mexico	33,954,000
Australia	10,050,000	Denmark	4,580,000	Norway	3,574,000
Benelux		Finland	4,435,000	Sweden	7,468,000
Belgium	9,117,000	France	44,927,000	United Kingdom	61,484,000
Netherlands	11,389,000	Italy	49,363,000	West Germany	55,746,000
Brazil	64,837,000	Japan	93,406,445		

if it is the fashion it is



sets the fashion for recording



PARIS-VILLETANEUSE-(seine)-FRANCE-TEL: PLaine 73.00

From RCA Victor International in the U.S.



Dario Soria, Division Vice President of RCA Victor and head of the International Liaison Department.

Some of my friends who heard that it was I who decided to release the sound track of "La Dolce Vita" in this country were surprised. It was not the choice that surprised them. After all, it was a sensational, prize-winning picture. And, after all, I had been born and brought up in Rome which is the setting of the film. What they could not understand was my connection with a "domestic" release in my position as head of the newly created International Liaison Department of RCA Victor.

At one time, it is true, the International Department of a recording company was primarily concerned with export not import. Now, however, there is little difference between markets here or abroad. We are living in one world. Our well-being depends on the well-being of other nations. We are all members of a great artistic as well as human community. The dividing line between "domestic" and "international" has almost disappeared. The music business in general is now operated on an international scale and, with it, the recording business is becoming international in conception and scope.

For this reason it was decided, in establishing the International Liaison Department, that this department would be responsible not only for the publication of RCA Victor's domestic catalogue outside of the United States,

but also for the publication in the United States of a selected number of recordings made by RCA associated companies throughout the world.

This is how the new RCA Victor International label was born. The fact that the first two releases—"La Dolce Vita" and "Rocco and His Brothers"—are both sound tracks of films and both Italian of origin should not mislead anybody. This was purely accidental—and with "La Dolce Vita" already in the charts we can only say that it was a fortunate accident. However, in our first group of regular International releases scheduled for the autumn we will have records from many countries, including Mexico, England, France and Belgium as well as Italy.

The new International label will be easily recognizable since it will have a personality of its own both in content and presentation. The theme of the first group of releases is: "Listen . . . You Are There." Since the contents of many of the records will not be familiar to the record-buyer, the cover of the jacket will be designed almost like a poster—to describe and sell the recording, in word and picture.

The Department will be run by Herman Diaz and Mr. Lee Schapiro, recording executives with long experience in both A&R and in sales promotion.

In the autumn of 1945 he took a leave of absence from CBS to go to Italy with a semi-official Italo-American trade mission, the first after the war. Looking for new radio program ideas, he ran across a wealth of classical disks, recorded by Cetra, unexploited in America. In September 1946 he brought the first Cetra Records to this country, and introduced the tenor Ferruccio Tagliavini, an immediate success. In 1948 Soria, as President of Cetra-Soria Records, started to press the records domestically under the Cetra-Soria label. With the advent of long-playing records Soria foresaw the adaptability of the revolutionary new medium for opera and was the first of the "independents" to issue an opera on long playing disks: "Forza del Destino" in February 1949.

Early in 1953 Dario Soria sold Cetra-Soria to Capitol Records. At the time of the sale the catalogue covered four centuries of opera and represented twenty-one composers; it was the largest catalogue of recorded opera in the world with 46 complete operas, among them the first opera Maria Callas ever recorded.

From 1953 until 1958 Soria was President of E.M.I. (U.S.), an organization formed in North America as an outlet for European Columbia and other labels of the world network of Electric and Musical Industries Limited of England. For the new company Soria revived "the recording

(Continued on Part II, page 18, col. 3)



Herman Diaz, Jr., Director Artists & Repertoire, International Liaison Department, RCA Victor Record Division

Music is a welcome ambassador amid nations, an international entity which transcends barriers and boundaries, politics and protocol, and engineers Good Will in every hemisphere of the world.

It requires no passport. It belongs to whomever chooses to listen—to enjoy.

Arias by Puccini. Waltzes by Strauss. Symphonies by Tchaikowsky. All are loved and treasured thousands of miles from their composers' native lands. The work of a Glenn Miller or a Duke Ellington is appreciated universally. France's Can Can, Mexico's Jarabe, Spain's Flamenco, and Italy's Tarantella, are long-accepted calling cards in places remote from their origins. The Polka, Tango, Samba, Fox Trot, Mambo, Rock and Roll, Cha Cha Cha and, most recently, the Pachanga and Chunga are familiar rhythms and tempos to a diversity of cultures. Think of the songs that have enriched us: Lili Marlene, Granada, Dark Eyes, Besame Mucho, La Vie En Rose, Never On Sunday, O Sole Mio. Songs like our own Stardust. All, universally welcomed.

The few examples mentioned here are past and current musical history. What we are most interested in, however, is the future; the music budding today to be born tomorrow. We hope to learn from past experiences, and we shall keep our ears wide open.

RCA Victor has at its disposal artists and repertoire, factories, associates and licensees throughout the world. A veritable wealth of recordings arrives at our office daily. From this bonanza of melody, and with the aid and advice of our foreign A&R Departments, we make the selections for our new RCA Victor International label.

The "feel" of a strange country is often best reflected in its music of the moment, and we shall choose the product calculated to "have you there." The artists we select will be representative and as current as tomorrow's headlines. We shall concern ourselves with musical styles—as the styles evolve.

Flavor is what we're after. The flavor of far-away places, places we

(Continued on Part II, page 18, col. 4)

HERMAN DIAZ, JR. was born in San Juan, Puerto Rico in 1913; came to New York in 1926. Has attended City College, and the RCA Institute.

Started in the record business in 1930 while working after school, and has been in the record business ever since.

In 1947 he left Castellanos-Molina to join RCA-Victor. Castellanos-Molina was the oldest, and largest Latin-American record shop in New York, of which he was the Vice-President.

At RCA Victor he started in charge of the Latin-American A&R Department, and later, A&R Manager of Vik Records, and the Pop Album Department.

With the new International Liaison Department, he comes as Director of A&R, with a very solid background which will help immensely in this new organization.



Lee Schapiro, Coordinator, Domestic Sales and Promotion, International Liaison Department, RCA Victor Record Division

"Listen . . . You Are There" These words express the intentions and sales story of the new RCA Victor International label.

The world is smaller today than ever before. People no longer do a "double take" when a strange or remote country is mentioned in normal conversation. More and more people are traveling, vacationing or working in used-to-be, hard to reach countries. There is also a much greater desire among average people to "see the world." As a result of all this wanderlust, music has truly become an international language.

The prime purpose of the RCA Victor International label is to offer to the American public, souvenirs and dreams of the countries they have visited, or wish to visit. Albums, and possibly single product, that have been produced, planned and recorded in these countries by RCA licensed companies, will be released domestically under the RCA Victor International banner. Repertoire will be carefully selected, with the goal being the best musical and recording quality and a broad commercial appeal to the American public. By American public I mean not only to the many person of foreign birth now living in this country, but also to the average American who has either traveled extensively or has that desire to be "there."

RCA Victor International album will receive the same promotion, sale and policy treatment as the RCA Victor pop album line and suggested list prices will be similar. Startling an exciting new cover artwork, expressing the "Listen . . . You Are There" theme, will be featured on RCA Victor International packages. In addition to our new cover concept, display streamers, mounted covers and many revolutionary promotional ideas are

(Continued on Part II, page 18, col. 4)

LEE SCHAPIRO was born February 17, 1919 in Baltimore. He graduated from Polytechnic High School in 1937, went to work as a salesman in record shop. After four years as clerk and Manager of Record Department, also playing string bass with Baltimore orchestras, became field rep for Decca Records, covering Baltimore-Washington market.

Stayed with Decca until enlisted in U.S. Army Air Force in 1942. Served in service as B-17 bomber pilot, flew 10 missions over Germany, was shot down and was prisoner of war for 11 months. Was released from service in 1945, and returned to Decca.

In 1947, joined D&H Distributor Co. (RCA Victor Distributor) in Baltimore, as record salesman. Remained with D&H for nine years, six of which were spent as Record Manager. Join RCA in 1954 as field rep. Remained field for 1½ years, then came to New York as A&R Director. Worked with many top artists such as Perry Como, Ames Bros., Norman Luboff, etc. After 1½ years on the West Coast as A&R Director, has just returned to New York in new capacity as Coordinator Domestic Sales & Promotion, for RCA Victor International Liaison Department.



F50-2

LIVING STEREO

Original Sound Track Recorded in Italy

RCA VICTOR
INTERNATIONAL

Nino Rota's hypnotic score of a tragic Odyssey. The earthy saga—fervent hopes, crushing failures and lust-raw experiences—of an Italian "Grapes of Wrath." Winner of twenty-two major Film Festival Awards.

ASTOR PICTURES presents Luchino Visconti's

ROCCO AND HIS BROTHERS

F50-1

LIVING STEREO

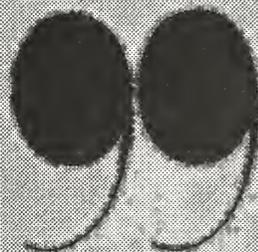
Original Sound-track Recording

RCA VICTOR
INTERNATIONAL

Federico Fellini
LA DOLCE VITA

Music by Nino Rota.

The 'sweet life' of Roman Café Society... Haunting, seductive music from a prize-winning, shocking film masterpiece... Damned and praised in Italy, England, France, Japan, now sweeping America.



They speak for themselves

(With an intriguing Italian accent!)

Now... listen to original sound tracks from two of the most widely acclaimed Italian films of the century! Just released: Rocco and His Brothers—order now! In Living Stereo or Monaural Hi-Fi, only on...

RCA VICTOR
INTERNATIONAL 



"The Music Language of the World"

From RCA Victor In Argentina



J. P. Cognenc, President and Managing Director, with Ricardo Mejia, General Manager.



Juan D'Arienzo, undisputed King of the Tango, is congratulated by Ricardo Mejia after a TV program.

INTRODUCING . . .

The word "ola" can be translated as "wave" or "a sudden, violent commotion." In this particular case both translations are apt, because this new wave of talented young RCA Victor artists has certainly caused a violent commotion in the record market in Argentina and elsewhere. They have swept into public favor in TV and radio shows, theatres and night clubs, personal appearances, etc., and the ripples of their popularity are spreading all over the Americas. Meet some of them:

LA NUEVA OLA!



Jolly Land and Fernando Borges talk things over with Maestro Victor Buchino, RCA Victor Argentina's Musical Director, prior to their TV show on Channel 7.



Rocky Pontoni takes off on a tour of the South American West Coast, first lap Peru.



Marty "Adam and Eve" Cosens in a pensive mood. Tops with the swing fans, he is about to make his debut as actor-singer in a musical review.



Mr. Rock-n-Roller en Español: Johny Tedesco. The teenagers go crazy over him.



Mariquita Gallegos is welcomed at Buenos Aires' Ezeiza airport by Antonia Prieto and Raul Lavie, after a triumphant tour of Peru, Colombia and Venezuela.



Violeta Rivas and Luis Bastian tell you where to look for the birdie on TV Channel 9.



Los Cava Bengal prepare to delight a radio audience with their boleros.

Over a span of forty years, from the time when Argentine music was first recorded for the Victor Talking Machine Company (predecessor of RCA Victor) and the finished records shipped back from the States, through the era of wax cutting, hand operated presses in a made over garage, to tape and LP's, Hi-Fi and Stereo, the "Dog and Phonograph" symbol has made musical history in Argentina.

The greatest tango bands and singers and the most popular folk-lore

artists, both past and present, the greatest classics and all the international hits from the enormous RCA Victor catalog throughout the world, and now the terrific impact of "La Nueva Ola," local young artists completely modern in style, performance and repertoire, whose success has spread to Mexico, Venezuela, Ecuador, Colombia, Chile and Peru. Most of these youngsters were amateurs, carefully selected from among hundreds who were auditioned. They have been

groomed and trained, given stage experience, promoted in every way and developed into a group of best sellers in just over a year.

Another outstanding contribution to the "Pops" market is RCA Victor Argentina's series of "Explosivos," long-plays containing the most important hits of the moment, which have met with tremendous success and created all-time high sales records.

RCA Victor Argentina's record plant, erected in 1928, is kept operat-

ing 24 hours a day on three shifts to meet the enormous production demands. Dawn often surprises a recording session in full swing in the downtown studios. RCA Victor records are shipped to 1300 dealers' stores throughout the country. Samples and tapes of Argentine recordings literally fly to the four corners of the earth. . . .

One might almost call this a trigger-happy organization, always looking for a higher target at which to shoot.

PELIGROSISIMO!

VERY, VERY DANGEROUS

ARGENTINA'S

BEST SELLING L.P.

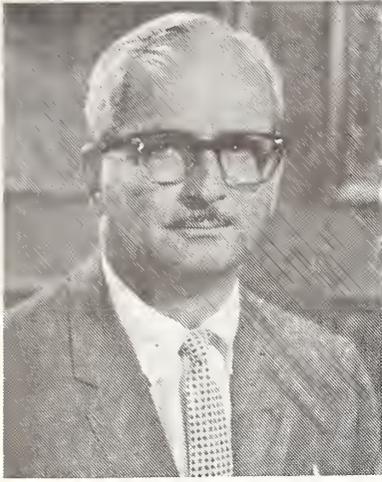


This is the fourth of a series of "EXPLOSIVE" LP's...and the most dangerous of them all to date! Like its predecessors, it is loaded with dynamite in the form of the latest and most requested hits. The first one exploded last August into the most fabulous sales ever registered in Argentina, and reverberated all over Latin America. Listen and dance to Antonio Prieto with his latest hit "Son Rumores" and his world-wide smash hit "La Novia"; Argentina's extraordinary rock-n-roller - Johny Tedesco; the fabulous T.N.T.'s; Jolly Land in a seductive rendering in Spanish of "My Heart Belongs to Daddy"; Marty Cosens, tops in swing; Raúl Lavié in "The History of My Love," Spanish version; Yuyu Da Silva, the Brazilian bombshell; Mexico's Hermanos Rigual, Colombia's Lita Nelson; Uruguay's Panchito Nolé; Puerto Rico's Bobby Capó; Les Chakachas in "Never on Sunday" and, of course, Neil Sedaka and Floyd Robinson in their latest hits.

Can anyone ask for more?

RCA VICTOR ARGENTINA
SOCIEDAD ANONIMA INDUSTRIAL Y COMERCIAL

 "The Music Language of the World"



RUDI E. TOLNAY

Heading up this rapidly expanding organization is Mr. Rudi Tolnay, Managing Director. With the exception of the three years served with the United States Marine Corps during World War II, mainly in the Central Pacific campaign, his entire career has been in the field of consumer products, sales and marketing. Prior to his arrival in Australia, he represented the RCA International Division in Europe and later as the Division's Manager, Record and Phonograph Marketing in the RCA Building New York headquarters.

His wide experience and specialized knowledge on all levels of the record industry overseas, has proven of immense value in developing the RCA label "down under".

Assisting Mr. Tolnay is Mr. Claude Pickford, Manager, Records Division. Prior to the establishment of the RCA record label in Australia, Pickford spent an intensive study period at RCA Victor on all phases of phonograph record production, packaging, merchandising and management.

Included in the Record Division team is A&R and Copyright Manager, Bill Donaldson, who joined the company in 1955. He brought with him a wealth of experience encompassing music publishing and theatre.

Merchandising Manager, Jim Cuff had many years experience in record retailing with Sydney's largest Departmental and record stores, with special emphasis on merchandising, before joining RCA.

Iris Moxley, Publicity Officer, was previously Editor of "Music Maker" magazine and has an extensive musical background and education, degrees from both the London and Trinity Colleges of Music.

Nationwide distribution of RCA and RCA Camden records is handled by Amalgamated Wireless (Australia) Ltd., under Mr. A. E. R. Fox, Assistant General Manager (AWA), assisted by Record Distribution Manager Mr. B. Witte.

Continental Repertoire

Being cognizant of the growing foreign record market in Australia, RCA has already made much progress in marketing recordings of Greek and Italian origin.

By arrangement with the RCA licensee in Greece, Georgios Orphanidis and the RCA Associate Company RCA Italiana S.P.A., quite an impressive number of Greek, Turkish and Italian records have already been released and it might confidently be expected to further develop this field for certain Continental talent and repertoire.

From RCA Victor In Australia:

RCA Of Australia's Rapid Development

RCA was established in Australia in 1929 and, until the expansion of the company in 1956 to incorporate the Records Division, specialized in theatre and sound equipment.

This activity is still an important function, especially since the construction of "Drive-In" Theatres. These have proved particularly suitable for this country and more than half are RCA equipped.

Television, first introduced in this country at the opening of the Olympic Games in 1956, has followed a rapid course of expansion.

RCA has entered this important field of electronics and established a Broadcast and Television Equipment Division. By the end of the year, there will be at least, six television stations on the air equipped by RCA.

Since its first record release in May 1956, both the administrative offices and factory of the Records Division have been enlarged to keep pace with RCA's progressive rise to leadership in the Australian record industry.

RCA, in Australia has released a

great percentage of the RCA Victor catalogue, plus selected Australian and International material.

Record buyers look to RCA for the best in original cast, opera, "in-person", classical and popular mono/stereo albums also collector's items.

Vigorous merchandising ensures that sales-per-head-of-population are equal to any in the international market.

RCA was the first record company in Australia to make a real effort to cut down the time-lag between Australian and American release dates. Frequently, pop tunes are rushed to stores and radio stations simultaneously with date of American release. Resulting overall exposure has been one of the major contributory factors in the growth of the label in Australia.

RCA's active interest and participation in both industrial and cultural affairs has enlarged their scope of enterprise and raised their prestige in this country.

Successful Cooperation With Radio, Press & TV

Alert to the importance of Radio, TV and Press, the advantages to be derived from favorable air-space and exposure, RCA's publicity department maintains a constant flow of informative material on records and artists listed on their latest release bulletin.

This material is sent direct to all program managers, disk jockeys, announcers, copy departments and record reviewers.

One of the most appreciated, and in many of its features, quite unique publicity hand-outs, is the Dee Jay Digest. Designed especially to assist radio stations, the Digest takes the form of a magazine, is released twice monthly, each side of a single and each track of an LP is detailed in particular: Artist, title, publisher, time, composer, arranger, orchestra, supporting group, etc., as well as news pars, background material on artist, biographies, personnel, and in the case of a collector's item, recording date and other pertinent matter. At Christmas, the Digest is enlarged and elaborated pictorially. Seasonal records, released during the year are recapitulated, suggestions and articles eliminate programming problems for the holiday period.

Radio stations receive a similar service in Camden Comments which covers each RCA Camden release.

Press, magazines, reviewers, react favorably to comprehensive publicity media—photos, biographies, articles and, in the case of outstanding and local releases, such as "The Death Of A Wombat"—"Sinfonietta," the special kits containing complete publicity material.

Enthusiastic acceptance of these numerous services is received personally and by mail. According to reports, they are the most appreciated and widely used of any publicity material issued in this country.

Aussie Disks Delight Critics

RCA of Australia has released three locally produced recordings. A single, featuring the St. Andrews Cathedral Choristers singing two carols; an EP by Sydney Symphony Orchestra Principal Trumpeter, John Robertson, "From Reveille To Lights Out," comprising fourteen authentic British Army calls on the bugle and Cavalry trumpet; and an LP that is a potential world-seller, the Ivan Smith-George English, Italia Prize International Competition winning entry for radio and television works (1959), "The Death Of A Wombat". Narrated by Alastair Duncan, backed by an instrumental group, the theme is a vivid story of devastation caused by bush-fires, the plight of the animals (the dingo, the koalas and kangaroos), and especially, the lovable wombat.

Gold Record For Belafonte



RCA of Australia Pty. Ltd., has issued gold records to commemorate sales reaching the Australian industry's equivalent to an American million seller.

Pictured, is Claude Pickford, Manager of RCA's Record Division in Australia, presenting two gold disks to Harry Belafonte during the artist's recent Australian concert tour.

Elvis Presley has already been awarded three gold disks. Other recordings also passing the coveted sales mark are the "South Pacific" Soundtrack album and both the LP and EP of "The Student Prince."

Highest Standards Of Product Quality

RCA of Australia's Record Plant, situated at Croydon, New South Wales, contains the most modern plating and pressing equipment available. New manufacturing techniques and product improvements are constantly being incorporated in RCA records, with the result, that they are considered equal in quality to the world's best.

Regular comparison tests on a world-wide basis which are conducted in the laboratories of the parent company, provide ample evidence to the high quality of the Australian product.

In 1955, the Plant Manager, Gordon Richmond, with the Chief Process Chemist, Colin Whitfield, made an extensive tour of RCA's American factories to investigate the future developments of phonograph records. This made the early release of "Gruve Gard" and "Living Stereo" records possible in Australia.

Custom Record production is handled by a new department which offers a complete package deal from tape to packed records in a remarkably short period of time.

Original Cast And Soundtrack Albums

While it is customary for Australian publishers, film distributors and theatre managements, to exercise rigid restriction on the release of material from film and stage shows until a matter of weeks before the local presentation either on screen, television or stage, there is already evident a change of policy on this matter.

Some publishers are now recognizing the value of releasing original cast albums and soundtracks during the currency of the shows overseas playing. This has been evidenced by the excellent sales already charted for the RCA original soundtrack albums "The World of Suzie Wong" and "Exodus" well before the local screening of these two films.

Record manufacturers, generally regard this as a good sign because there have been many occasions when albums have been held up for six to twelve months or even years before approval has been given by the local publishing agent for their release. It can be readily understood, that the restriction of the recorded version of showtunes causes much delay in releasing other albums of particular artists, on account of even one item on the disc being restricted.

A further serious aspect of this predicament arises when, after a protracted period, the release of the record is sanctioned by the publisher at a time when the show has finished its overseas run and any likelihood of local performance is obscure, or most unlikely.

Aussie Tastes Similar To U.S.

RCA release of American material in Australia highlights the similarity in musical tastes between the two countries.

With the exception of topical American songs, an American hit single is very likely to be a hit in Australia, and the same trend follows with original cast and soundtrack albums.

LICIA ALBANESE THE AMES BROTHERS MARIAN ANDERSON JULIE ANDREWS EDDY ARNOLD CHET ATKINS GENE AUSTIN JOSEPHINE BAKER THE BAND OF THE COLDSTREAM GUARDS FEDORA BARBIERI KATHY BARR JOHN BARRYMORE SIR THOMAS BEECHAM, Bart. HARRY BELAFONTE THE BELAFONTE SINGERS ROBERT RUSSELL BENNET BUNNY BERIGAN JUSSI BJOERLING SIR ARTHUR BLISS SIR ADRIAN BOULT THE BLACK WATCH, REGIMENTAL BAND BOSTON POPS ORCHESTRA BOSTON SYMPHONY ORCHESTRA ALEXANDER BRAILOWSKY THE BROWNS CAB CALLOWAY FRANKIE CARLE ENRICO CARUSO LISA DELLA CASA MAURICE CHEVALIER THE CHICAGO SYMPHONY ORCHESTRA BORIS CHRISTOFF VAN CLIBURN ROSEMARY CLOONEY PERRY COMO AARON COPLAND ENE KRUPA WANDA LANDOWSKA MARIO LANZA JAIME LAREDO ROD LAUREN ERICH LEINSDORF HANK LOCKLIN GUY LOMBARDO THE LONDON PHILHARMONIC ORCHESTRA THE LONDON PROMS SYMPHONY ORCHESTRA THE LONDON SYMPHONY ORCHESTRA NICOLAI MALKO HENRY MANCINI JOHN McCORMACK JEANETTE MacDONALD AND NELSON EDDY GIOVANNI MARTINELLI TONY MARTIN GEORGE MELACHRINO THE MELACHRINO STRINGS AND ORCHESTRA LAURITZ MELCHIOR ROBERT MERRILL PAUL MICKELSON ZINKA MILANOV GLENN MILLER ANNA MOFFO PIERRE MONTEUX BUDDY MORROW JELLY ROLL MORTON CHARLES MUNCH THE N.B.C. SYMPHONY ORCHESTRA AL NEVINS RED NICHOLS RED NORVO IGNAZ AN PADEREWSKI THE PARIS CONSERVATOIRE ORCHESTRA JAN PEERCE RAY PETERSON ROBERTA PETERS THE PHILADELPHIA ORCHESTRA EZIO PINZA NILLA PIZZI PEREZ PRADO ELVIS PRESLEY SERGEI RACHMANINOFF THE RCA VICTOR SYMPHONY DELLA REESE TIM REEVES FRITZ REINER JOHNNY RESTIVO SVIATOSLAV RICHTER HUGO RIGNOLD JIMMIE RODGERS WILL ROGERS ROME OPERA HOUSE ORCHESTRA AND CHORUS ROYAL OPERA HOUSE ORCHESTRA ROYAL PHILHARMONIC ORCHESTRA AND CHORUS ARTHUR RUBINSTEIN LEONIE RYSANEK DICK SCHORY NEIL SEDAKA ARTIE SHAW ROBERT SHAW CHORALE GEORGE BEVERLY SHEA DINAH SHORE THE SINFONIA OF LONDON ORCHESTRA TEDD SMITH HANK SNOW RISE STEVENS LEOPOLD STOKOWSKI ROBERT STOLZ SYDNEY SYMPHONY ORCHESTRA HENRYK SZERYNG FERRUCCIO TAGLIAVINI RENATA TEBALDI BOB THOMPSON THE THREE SUNS ARMANDO TOSCANINI GIORGIO TOZZI ARMANDO TROVAJOLI RUDY VALLEE CESARE VALLETTI VIENNA PHILHARMONIC ORCHESTRA VIENNA STATE ORCHESTRA AND CHORUS VOICES OF WALTER SCHUMANN PORTER WAGONER "FATS" WALLER LEONARD WARREN PAUL WHITEMAN JULIE WILSON HUGO WINTERHALTER DEL WOOD ALBERT WOLFF TEX BENEKE BUNNY BERIGAN WILF CARTER RICHARD CROOKS ANIA DORFMANN ZIGGY ELMAN KIRSTEN FLAGSTAD AMELITA GALLI-CURCI MILIZA KORJUS FRITZ KREISLER GUY LOMBARDO JOHN McCORMACK LOU MONTE GRACE MOORE IGNAZ PADEREWSKI EZIO PINZA ROSA PONSELLE LILY PONS SERGEI RACHMANINOFF HANK SNOW JOHN CHARLES THOMAS LAWRENCE TIBBETT ARTURO TOSCANINI HELEN TRAUBEL "FATS" WALLER PAUL WHITEMAN

YOUR FAVORITES ARE AUSTRALIA'S FAVOURITES

on



Records... of Course

RCA OF AUSTRALIA PTY. LTD.

221 ELIZABETH ST., SYDNEY, N.S.W., AUSTRALIA
RADIOGRAM ADDRESS: Radiointer Sydney N.S.W.

An Associated Company of Radio Corporation of America



"The Music Language of the World"

From RCA Victor In Brazil:



JOHN S. RICHARDS, President of RCA's subsidiary in Brazil since January 1959, joined RCA in May 1958 with responsibility for its Latin American operations. Before that, he had spent 10 years in the international automotive industry with the Ford Motor Company and Chrysler Corporation, during which time he spent 5 years in Brazil and one year in Germany. During the war, Mr. Richards was with the United States Treasury Department in its Bureau of Foreign Funds Control, of which he became director in 1946. He is a graduate of the University of Colorado and of Tufts College with a Master Degree in Economics. He is 49 years old, is married and has 4 children.

The RCA Victor label "A Voz do Dono" (His Master's Voice) is known in every home throughout Brazil, where the company has been releasing both its international and local recordings for thirty years. Many of Brazil's greatest artists were discovered and made famous by RCA, whose policy has always been to encourage the country's musical talent. From a modest beginning when recordings were made on wax in a radio broadcasting studio in Rio, RCA has grown with the record business and now has one of the country's best equipped recording studios, where the inimitable music and rhythm of Brazil can be faithfully recorded in up-to-date stereo.

The record plant in Jaguaré, a suburb of Sao Paulo, was completed in 1949 and has up-to-date facilities for transfer, compounding, plating, pressing and label printing, as well as album mounting. Its machine shops are equipped to produce all necessary parts, and a large number of presses in operation were entirely machined in these shops. Practically all prime material for record manufacturing is produced locally, and only 1% is still dependent on imports.

RCA's sales and promotion organization covers the whole country, with regional sales offices in the principal cities. Sales are made directly to dealers, and all shipments are made from Jaguaré by road, rail and air to cover

Brazil's vast territory.

Regular exports of records are made, principally to Bolivia and Portugal.

RCA's Brazilian affiliate has its head office located at Avenida Ipiranga 1097 in Sao Paulo, Brazil.

VICTOR'S JAGUARE SAO PAULO PLANT IN BRAZIL



DOUGLAS J. M. REID joined RCA Brazil in June 1959 as general manager of its record division. He came to RCA after seven years with Odeon (E.M.I.'s subsidiary in Brazil) in which company he held several positions and was commercial director of that company at the time he left. He is Brazilian born, 44 years old, is married and has one son.



PAULO ROCCO, RCA Brazil's A & R manager, was born in Sao Paulo, and entered the record business eighteen years ago as a record counter salesman. From that early start, he has worked through the music publishing and recording fields. In 1954 he was made A & R manager for Copacabana records in Rio. He joined RCA in 1956 to take over their A & R Department.



CHARLES AUGUST NOBILI joined RCA in 1956, holding several positions in the Record Division, and was promoted to general sales manager in 1959. He was previously general manager of Copacabana Records, and worked with that company from 1953 to 1956. He is American, born in Camden, N.J., 44 years old, married and has four children.



GIOVANNI PENNESI is in charge of Planning and Coordination and has been working for RCA for the last nine years. He is married, with three children and came to Brazil in 1949. Previous to working for RCA, he worked in the electronic field in Brazil. He was born (1927) and educated in Italy.



DAVID W. JONES, Record Plant Manager, has worked for RCA in that position for five and a half years. Previously, he worked with the local E.M.I. Company, Odeon, for five years. He was born (1928) and educated in England. He is married, with two children.



The tower of Victor's Record Plant shows the RCA insignia for miles around. On right is an interior view of the pressing and packing area of the plant.

AROUND THE WORLD



RCA INTERNATIONAL

also in

Brazil



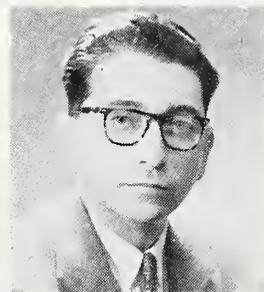
the greatest
artists are on

RCA VICTOR

RCA ELETRÔNICA BRASILEIRA S. A.



From RCA Victor in Chile:



RCA Victor, Pioneer in the Chilean Record Industry

RCA Victor has been a pioneer in the Chilean phonograph industry since the beginning of this century. It was originally organized as a chain of dealers throughout the country, especially for the sale of Victor Records, Victrolas and Victor needles. The perspectives of the local market got wider and RCA realized that it was time to install a record plant in Santiago de Chile. Within a couple of months (in 1928) it organized a plant with two presses and five employees. This modest start developed rapidly, demanding a modern factory which was built in Santiago, at 3333 Vicuña Mackenna Avenue. One thousand employees work in the new electronic plant, under the name of Corporación de Radio de Chile, S.A. The actual plant, whose facilities can be seen in the airview below, was inaugurated in 1939 and produces records and phonographs, radio receivers and tubes, electronic equipment, etc.

RCA has always been marketing new lines in Chile. In the phonographic field, it was the first to produce microgroove records for the Chilean market; the "45" system; colored covers for records, and so on. Lately the factory's operations began producing the Groove-Guard (Gruve-Gard) records, the optional centers for 45 rpm records and now the modern Compact 33 records. The RCA Plant does custom pressing for Philips, Polydor, Vogue, Contrepoint, Erato, Vega and United Artists.

The RCA Victor Recording Studio was also opened in 1939 and is located at 150 Matías Cosiño Street, Sixth Floor. Famous artists and conductors have recorded here using these studio facilities.

RCA Victor has given special attention to Chilean artists' recordings and its cast and repertoire has always been the widest and richest in the country. RCA Victor records have made famous numerous distinguished artists of worldwide popularity, such as pianist Claudio Arrau, tenor Ramón Vinay, folklore singers Los Cuatro Huasos, the late pianist Rosita Renard, soprano Rayer Quítral and others. The best Chilean artists have recorded for RCA labels both classical and popular.

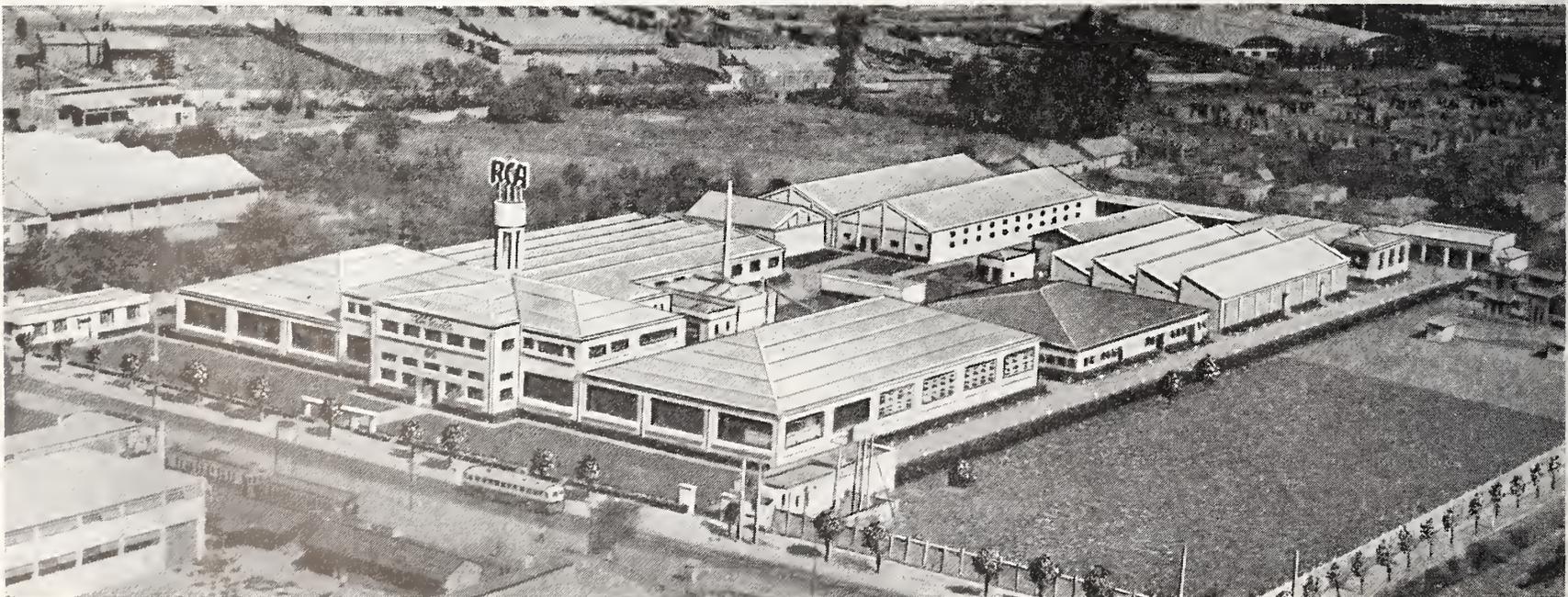
Chilean RCA Victor recordings are especially designed to please the musical tastes of that expansive group of people with Latin American backgrounds living in the United States. These records are also recommended to those Americans who love the music of their hemisphere.

The managing director of RCA Victor in Chile is Julio del Río, one of the best known electronic engineers in Latin America. He is assisted by Armando Vallarino, engineer and general manager, who specializes in production.

The manager of the RCA Victor Record Division is Herbert Neumann who has had many years of experience in this field. He works closely with Hernán Aravena, A & R manager. The engineer, Hector Urbina is manager of the record plant. Atilio Rizza is the sound engineer. An important role is played by Luis Azúa Walsh as Publicity Manager.

RCA Victor takes a major share of the Chilean market and its potential of record production permits exports to Peru and Bolivia. The hits released in Chile are sent to all RCA Victor branches throughout the world, so that successful Chilean artists are immediately exposed on an international level.

1. Engineer Julio del Río, Managing Director
2. Engineer Armando Vallarino, General Manager
3. Herbert Neumann, RCA Victor Record Division Manager
4. Hernán Aravena, A & R Manager
5. Engineer Hector Urbina, Record Plant Manager
6. Atilio Rizza, Sound Engineer
7. Luis Azúa Walsh, Publicity Manager



An air view of the huge RCA Victor operation in Chile

CHILEAN ARTISTS OF WORLD PRESTIGE



1 **LOS CUATRO HUASOS**
World famed
folkloric quartet



2 **LOS CUATRO HERMANOS SILVA**
The favorites of America.
Prizes: Mexican "Discometro"
and "Wurlitzer"



3 **LOS PERLAS**
Vocal and Instrumental
comic duet



4 **ANTONIO PRIETO**
America's idol



5 **NADIA MILTON**
Young star of
the moment



6 **PETER ROCK**
Teen-ager's
crooner



7 **RAYEN QUITRAL**
Soprano of
exceptional voice



8 **LUCHO OLIVA**
The people's
singer



9 **FRESIA SOTO**
1961 triumpher



10 **DANNY CHILEAN**
1961
young revelation



11 **GUADALUPE
DEL CARMEN**
First Chilean
Gold Record
Winner



12 **MARGARITA
ALARCON**
Folklore
stylist



13 **ARTURO MILLAN**
Benidorm's
winner



14 **MARGOT LOYOLA**
South America's
best folklorist



15 **ESTER SORE**
Best expression
of Chilean songs



16 **LOS FLAMINGOS**
Latin American
favorites



17 **DUO REY-SILVA and
MARINA BARRIENTOS**
Stars of Latin songs



18 **CONJUNTO VILLA SAN BERNARDO**
Folkloric choir,
directed by Donato Roman Heitmann



REQUEST YOUR RCA VICTOR RECORDS

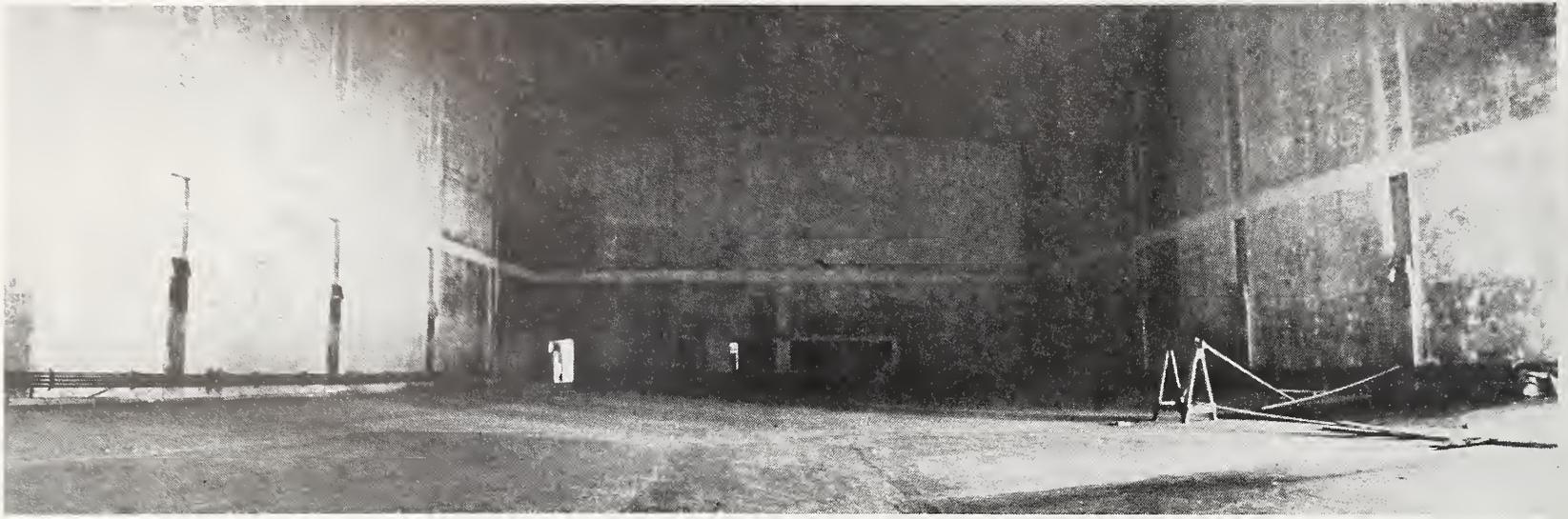
SUNG BY THESE ARTISTS ANYWHERE IN THE WORLD

DOBLE SELLO



"The Music Language of the World"

From RCA Victor In Italy:



A fascinating photo of the interior of the building which will house the new RCA Victor recording studios in Rome.

Italian RCA, affiliated with the Radio Corporation of America, was founded in 1952. Its production started in 1954, reaching within 7 years, a level of European importance. Although the whole Italian disk industry is concentrated nowadays in Milan, Italian RCA has its headquarters (offices, recording rooms and record-pressing laboratories) situated in the suburbs of the capitol, on the 12 Km of Via Tiburtina. Furthermore, there are branch-houses in nine main cities of the peninsula, whose task is the development of sales for their region. These branch-houses are at Rome, Milan, Genoa, Turin, Florence, Bologna, Padua, Naples and Catania. This year, there will be inaugurated a tenth branch-house at Bari.

The total number of employees at RCA's head-offices and Sales-Offices in Rome's suburbs is 400.

The administrative section of the concern includes: Giuseppe Ornato, general director; Enio Melis, assistant director; H. Voldner, technical director, working in collaboration with O. Linguanti, in charge of record production, and B. Bolle in charge of recording. G. Pulvirenti is director for sales, while R. Aleandri is administrative director. The artistic section of Italian RCA is to be assumed shortly by C. E. Ricordi while, as has been in the past, E. Micocci will continue to be in charge of the A&R section; P. Ruggeri for merchandizing; R. Franco for publicity; Giorgio

Mottola, press office; and M. G. Marchetti for the editing.

Thanks to the particular attention Italian RCA has given to the selection and organization of its sales programmes, a vast and dense distributing scheme has been developed, managed by highly trained personnel, both from the technical and cultural points of view. Consequently, the sales organization of Italian RCA has revealed itself to be the most aggressive and dynamic in Italy. This organization will be given a further boost thanks to new personnel which is being trained by means of specially prepared courses.

RCA establishments in Rome represent an efficient industrial complex. Besides the offices, the installations include: a department for the working of plastic material, prior to the preparing of the biscuits of raw material from which the records are made; a department for the transfer of the recordings from magnetic tape to lacquer, plus a plating plant for the preparation of the moulds to be sent to the presses; a department for the 'printing' of records; it includes 12 presses for 12" and 7 presses for 7", a total of 19 machines, with 9 more to be added this year. . . . at present, the production of records at Italian RCA can reach 700,000 copies per month; a typographic department for the printing of the labels; a large work-shop for all-round maintenance; a mechanographic department for administrative operations; an impressive group of recording halls and rooms—one of the most complete of its kind. There is also a typographic establishment, sole one in Europe, which possesses the necessary equipment for the making of carbon envelopes of the American type.

In Rome, Giuseppe Ornato, general director of the Italian RCA, answered the following questions for Cash Box:

Q.—"In 1960, 18 million records were produced in Italy. Do you feel that this number can be increased during the next years?"

A.—"We do believe that sales can be increased. At the moment, the customary buyers of records are concentrated principally in the great centers. There is, however, another type of audience which can be approached through special sales systems, and which reveals immediately its interest in the record industry."

Q.—"How much importance do you attach to technical quality of records, for the purposes of sales?"

A.—"We constantly do our utmost in order to better the technical and artistic quality of production, since it has been ascertained that a better record will automatically attract a greater clientele. It is to be hoped that all record manufacturers will realize this, for this would bring about greater advantages for all concerned."

Q.—"What are the forecasts for the sale of stereo records in Italy?"

A.—"Taking into account that proper apparatus for stereo playing are not very diffuse, the level of sales reached by our "stereos" can be considered altogether satisfying. During 1960, in fact, 16% of our LP's were released in stereo. As for the more or less immediate future, we feel that the 12" monaural recordings will dominate in Italy."

Q.—"What is Italian RCA's policy regarding disk speed?"

A.—"We are in the position to say that we were among the first to introduce the 45 rpm in Italy, and that we followed an energetic campaign to set it up properly on the market. Furthermore, setting our faith completely on the new record, we stopped producing the old 78's and successive developments in the market confirmed our theory. We have also completely abolished the 10" 33's successfully substituting it with the 12" type. In regard to the public's reaction to the various record categories, we can state that while the single 45's clearly are selling more, the 33 LP has registered an increase in sales and the 45 EP's sales are slowly diminishing. I should like to add also that we print classical music even on 45's, either mono or stereo."

Q.—"What relationship lies between sales of the American repertory and the Italian repertory?"

A.—"At the start, we sold records in the American catalog almost exclusively. But for almost a year and a half now, Italian records have acquired a growing importance, either as concerns the number of artists, or for their diffusion on the market. Take our best-selling record, for instance, Belafonte's "Banana Boat"—its popularity was bettered some three months ago by the Italian record "Su nel cielo" (What a sky) by Nico Fidenco, published in the autumn of 1960. As an example which will clarify the situation, the records made in America, (including almost all our classical music and a great part of the light repertory, on 12" 's, as well as the single 45's of the most popular artists of light music in the States such as Presley, Prado, Sedaka and Belafonte), represent about 60% of our sales, while the remaining 40% is taken up almost entirely by Italian records of light music."

Concerning American singers, Elvis Presley holds a position all to himself. He is almost always on our list of best-sellers, and it is the same the world over. His "It's Now Or Never" and "Surrender" were immediate hits in Italy, for the Italian public already knew and loved these two old Neapolitan songs.

Along with Presley, I would like to make special note of Neil Sedaka and, farther back in time, Perry Como who, for a time, sold very well in Italy.

Then there is Harry Belafonte, who to this day holds second place for the most sold records in Italy.

As for Italian singers, and, as I said before, they are acquiring greater importance every day, I should like to mention the names that are obtaining the greatest successes—Nico Fidenco and Gianni Meccia. Nico's story is an interesting one: the film director Glauco Maselli had decided to insert a song by Paul Anka in the sound-track of his film 'I Delfini' which was to be presented at the Venice film festival of last year. However, two days before the film's presentation, the necessary authorization had not come through. Maselli decided to put in an Italian song then, and entrusted its execution to a still-unknown singer: Nico Fidenco. Italian RCA published the record immediately afterwards. In a period covering less than a year, this song had become the best-selling record in the catalog and one of the greatest hits of all time. "What a Sky," sung by Nico Fidenco has, in fact, sold more than a quarter million copies. Since then, Nico Fidenco has been constantly among our best-selling singers, with several songs too, such as 1) The World of Suzie Wong 2) Tornerai Suzie (Suzie, You Will Come Back), written by Fidenco and Marchetti; 3) Just That Same Old Line (written by Fidenco and Marchetti); 4) Non è Vero (It's Not True), written by Fidenco; 5) Una Voce d'Angelo (A Voice Of An Angel), written by Fidenco. As can be seen Fidenco is the author of many songs which he interprets himself. His last song is "Legata a un granello di sabbia" (Tied To A Grain of Sand—written in collaboration with Marchetti)

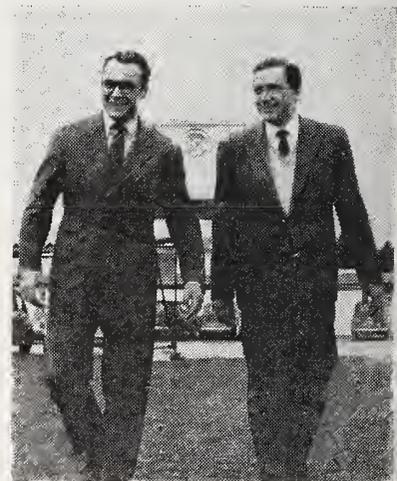
(Continued on Part II, page 16)

George Marek Visits Italy



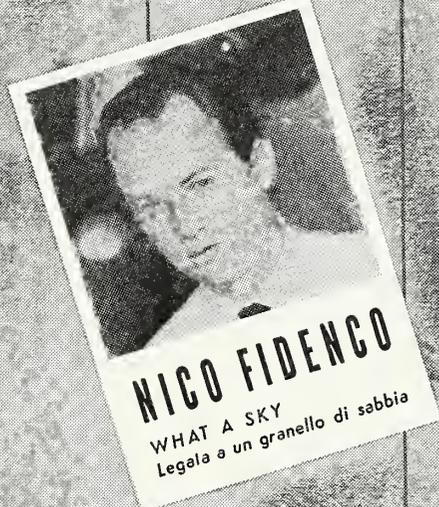
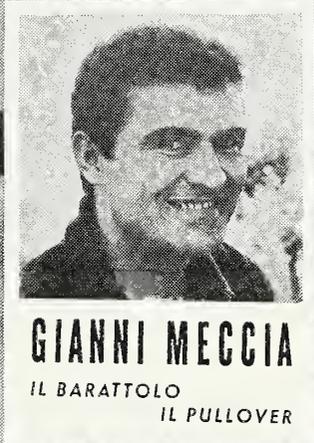
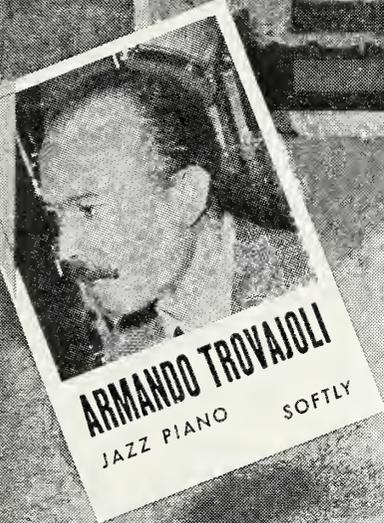
RCA Victor record division general manager and vice president George Marek in Rome with Giuseppe Ornato, director of RCA Italiana. They are standing in front of the new recording studio being built by RCA in the capital city. Marek calls the new Roman recording stage the greatest in the world.

Grand Tour

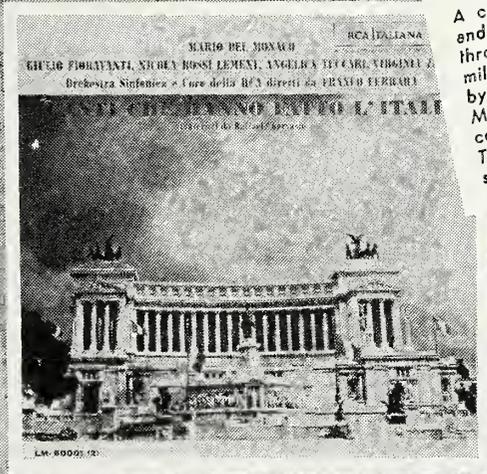


RCA's marketing manager, Associate Companies, Peter Baumberger (left) with Giuseppe Ornato while crossing the huge parking lot of RCA's new studios in Rome.

ITALIAN HITS



I canti che hanno fatto l'Italia
A century fighting for liberty and unity of Italy interpreted through 70 patriotic songs of military marches and war songs by Franco Ferrera, Mario del Monaco, Giulio Fioraventi, Nicola Rossi-Lemeni, Angelica Tucceri, Virginia Zeani, transcribed by Raffaele Gervasio.



La storia della musica italiana
An encyclopedia in records by Maestro Velabrega which includes in forty records, History of Italian Music from Gregorian Chants to date.



RCA ITALIANA • ROMA



"The Music Language of the World"

From RCA Victor in Mexico:

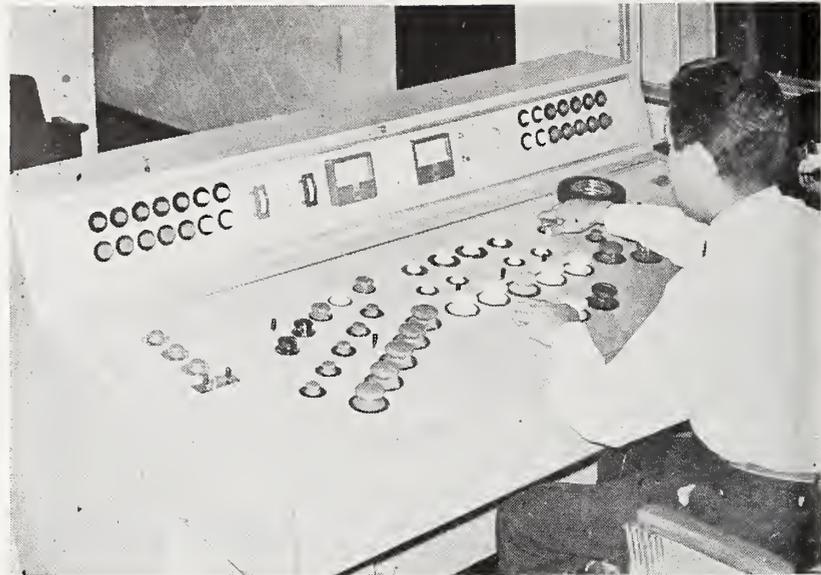


Michael S. Hazzard—President of RCA Victor Mexicana and the man directly responsible for the tremendous growth of this company in recent years.

In mid 1930 RCA Victor Mexicana celebrated the 25th anniversary of its foundation. Twenty-five years during which the plant grew from a small pressing operation to a giant factory employing over one thousand persons and servicing not only México but Central and South America and the Caribbean. Today, RCA Victor Mexi-

cana owns the largest and most varied catalog of Latin American music available anywhere in the world.

Its roster of artists, which now numbers over 150, includes the most famous artists of all Latin America. From this roster have come such current U.S. favorites as Pérez Prado



The recording studio. Equipped with the latest stereophonic recording equipment, Mexicana's studio has facilities for simultaneous recording on three, two and one channel.

and Juan García Esquivel, both of whom initiated their recording activities in México many years ago. Although, these are the best known Mexicana artists in the United States, the roster is replete with names equally popular throughout Latin America. Miguel Aceves Mejía, Amalia Mendoza, Pedro Vargas, Libertad Lamarque, Violines Mágicos de Villafontana, El Mariachi Vargas de Tecalitlán, Pablo Beltrán Ruíz, María Victoria, Los Tres Ases, Los Dandys, Lobo y Melón, Los Tres Reyes, Los Tres-Diamantes, Rebeca, Hermanos Martínez Gil, José Alfredo Jiménez, Mariano Merceron, Virginia López, Marco Antonio Muniz are all important figures in the Latin American entertainment field and these are but a

small portion of the whole roster.

Early in 1959, and in conjunction with the RCA Victor Record Div. in New York, The Mexican Corporation initiated a new phase in its distribution programs, when it made available to the American public in the United States the authentic music of Latin America in original recordings by shipping finished product direct to RCA Victor Distributors in the United States. In the initial phase this service has been limited to the larger population centers of this country, however, in response to the ever increasing demand for international music, Mexicana plans to extend its distribution throughout the United States.

Victor's Mexico Plant:

RCA Victor Mexicana, S.A. de C.V. México's largest record manufacturing plant. A completely integrated operation, this building includes studio, factory, administrative offices and warehousing and shipping facilities.



Mariano Rivera Conde—Vice-President and A&R Director personally developed the tremendous catalog which has been the basis of Mexicana's success.



DIRECT FROM MEXICO

The music of Latin America in vibrant, colorful, on-the-spot recordings, is now available in the U. S. through your RCA Victor Distributor. Live the romantic and gay life of South of the Border through RCA Victor recordings!

RCA VICTOR MEXICANA
S. A. DE C. V.



"The Music Language of the World"



FELIX AGUDO, Production Manager



JOSE MARIA BATLLE, Studio Manager



JOSE GONZALEZ, Comptroller

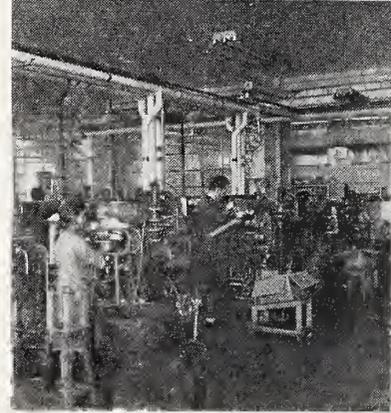
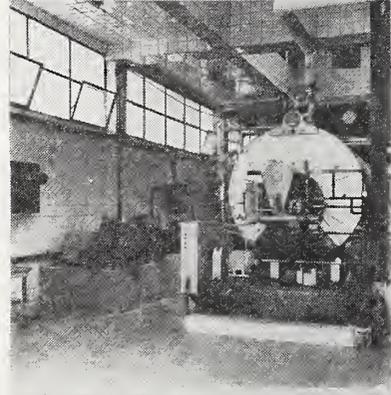
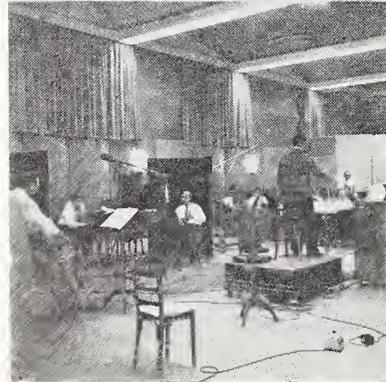
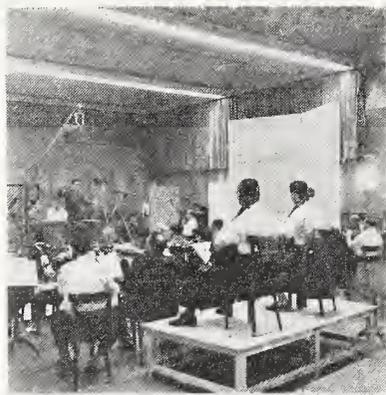


ANTONIO SANCHIS, Record Sales Manager

From RCA In Spain:

On December 19, 1951 Industria Electronica S. A. (Inelsa) was organized in Madrid as an Associated Company of the Radio Corporation of America to manufacture and sell records under the RCA trademark. At that time the company purchased a large tract of land on the Barajas Turnpike located about three miles from the center of Madrid. Shortly thereafter a modern record manufacturing plant of approximately 40,000 square feet was constructed with adjacent recording studios and general offices.

From the outset Inelsa intended to bring to the Spanish market the RCA Victor catalog as well as a local repertoire representative of the quality and scope of the RCA label. To date the company has captured an important share of the market in both classical and popular music. The recent introduction of the new single and double 33 Compact has again marked a milestone in the progressive history of the company.



On the left the camera catches the elaborate and spacious recording studios of RCA Victor in Spain. On right are the editing and plant facilities in action. Below the huge and modern Victor plant sits on a 40,000 sq. ft. tract of land in Madrid.





Spain



**MUSICA DE
ESPANA**
FLAMENCO • POPULAR

RCA's participation in the 1960 Spanish Festival, which resulted in: First prize in the "11 Spanish Festival", First prize in the "National Contest of 'Habaneras'", First prize in the "Andalusian Song Festival", The Gold Record, National Award, for record 3L16271 "El Arte del Clavicembalo" by Wanda Landowska.

IN POPULAR MUSIC: — Elia Fleto, Serenella, Dolores Abril, Patrizia, Juanita Valderrama, Arturo Millan, Juan Riquelme, Roberto Alvar, Los Galindos, Lolita Sevilla, Juanito Segarra, Javier Fleto, Cuarteto Candilejas, Ect.

INELSA S. A.
Av. De America Y Hernandez
De Tejada Madrid.
An Associated Company Of The
Radio Corp. Of America



RCA



"The Music Language of the World"

From RCA Victor In Italy:

(Continued from Part II, page 12, col. 4)

The record was printed on June 1st, and in one month only, it has attained a never-before-accomplished level of sales. It is expected that the record will exceed the sales of "What A Sky."

Gianni Meccia, too, is a singer-composer and can boast of two records which have been sold with success in Italy: "Il Barattolo (The Can)" and "Il Pullover." They were on the list of hits for several months. One of his more recent songs "Patatina" (Little Potato) was presented at the last San Remo Song Festival. His last recording is "Io lavoro" written by Meccia in collaboration with Migliacci. In this list, one cannot omit Renato Rascel, author of "Arrivederci Roma," "Romantica" and "Welcome To Roma Mia," three songs which are known throughout the world, and Miranda Martino who is a fascinating Italian girl who has been obtaining success from the stage as well as from record buyers.

Miranda presented Umberto Bindi's song "Non mi dire chi sei" (Don't Tell Me Who You Are) at the last San Remo Festival, and recently recorded "Just Say I Love Him," a new arrangement of an old and beautiful Neapolitan song, for the RCA Victor, in New York. The Italian RCA 'cast' is completed by Julia de Palma, the lovely Milanese singer who has reaped such great triumphs on the stage and on TV; Maria Monti, a young singer-author who is known for her very specialized repertory, whose words would require tremendous effort in their translation into other languages. There are several other Maestros working for the Italian RCA such as Armando Trovajoli, Piero Umiliani, Ennio Morricone and Luis Enriquez Bagalieto. Morricone is considered by some to be the best arranger of music.

Italian RCA holds first place in record sales and second place in catalog sales. The list of its most popular hits include:

1. Su Nel Cielo (What A Sky) (Italian) By Nico Fidenco
2. Banana Boat, By Belafonte
3. Patricia by Perez Prado
4. Magic Moments, By Perry Como
5. Il Barattolo (The Can) (Italian) by Gianni Meccia
6. Il Pullover (Italian) by Gianni Meccia
7. The World Of Suzie Wong (Italian) by Nico Fidenco
8. It's Now Or Never by Elvis Presley
9. Oh Carol, by Neil Sedaka
10. March From The River Kwai
11. Tooty Frooty by Elvis Presley
12. Eso Es El Amor by Les Chakachas
13. Romantica (Italian) by Renato Rascel
14. The Diary by Neil Sedaka
15. L'Edera (The Ivy) (Italian) By Nilla Pizzi

What A Sky, The World Of Suzie Wong, Il Pullover, Its Now Or Never, The Can, Romantica are great national successes of recent vintage. They were all published after February 1960.

In Italian RCA's productions, there is one work which stands out and it is probably the only one of its kind in the world. It is "The History of Italian Music," consisting of 40 12" LP's gathered in 4 volumes. Each volume contains an explanatory booklet with illustrations for the greater ease of the listener. Maestro Cesare Valabrega, author of this "phonographic marathon" has furnished a description of his work. "I started the project in 1954, and the project alone took me two years to set down on paper. In particular, the first volume took an additional two years and was published in 1958. The next year was employed in the study of the second volume which was issued in 1960. The third and fourth volumes, dedicated to the music of the 18th and 19th centuries respectively, are now in the process of being prepared. In its entirety, the work will hold some 700 pieces and excerpts of music for a total of 39 hours' listening. I did not

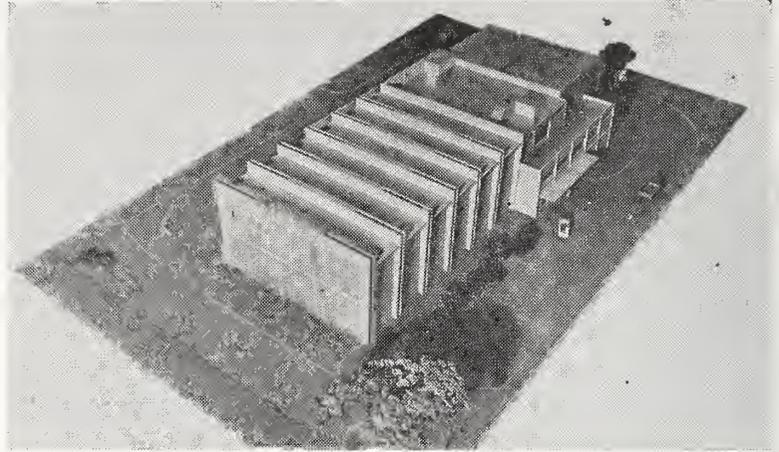
feel that under the title "History of Italian Music" one should also include the music after the end of the 19th century. Therefore, my work finishes with the composers of last century. Nevertheless, I do not wish to discard the idea of publishing another volume dedicated to contemporary composers, in the form of an appendix. I am sure, however, that it is quite impossible to attempt the judging of contemporary authors with a sufficient degree of objectivity. I earnestly trust that my efforts will contribute something to the success of the venture which I have been supporting for years in Italy i.e. the regular teaching of music in the secondary and high schools. I feel that my 'History of Italian Music' may provide the necessary instrument." In Italy, the selling price for each volume of 10 records is of 39,000 Lire or \$62 in American dollars.

Another recent and important realization from Italian RCA is "I Canti che hanno fatto l'Italia" (The Songs that have made Italy)—2 LP's and an explanatory booklet—a work which was entrusted to Maestro Gervasio and in which singers like Mario del Monaco, Nicola Rossi Lemeni, Angelica Tuccari, Virginia Zeani take part.

There is also the Symphonic Orchestra and Choir conducted by Maestro Franco Ferrara, a choir of voices and a fanfare by the Bersaglieri Troops. This is a compilation of 70 patriotic songs of battle, hymns and marches, dedicated to the Centenary of Italy's Unification.

On every occasion of this type, Italian RCA has seen fit to publish albums of a patriotic nature.

In 1960, Italian RCA represented the 15% circa of the Italian record-making industry, competing with His Master's Voice—Columbia Marconi-phonograph for the Italian leadership in this field. We have to admire the modern and dynamic organization of this concern and the fact that, through the successes of more than a year and a half, the American catalog of music is now ably assisted by the Italian music catalog. But above all, one must admire the new efforts which the RCA in Italy is making to meet the demands of its future in Europe.



Above is a model of the new RCA recording studios.

DARIO SORIA:

(Continued from Part II, page 2, col. 2)

angel," the oldest recording trademark in Europe, owned by the English company since 1898, and launched the American label as Angel Records. In 1955 Time Magazine called Angel "one of the brightest, most enterprising record companies in the U. S. today."

From 1951 to 1956 Soria was also heard weekly over WOR in a popular radio series called "Festival of Opera" in which he was billed as "Dario Soria, Your Companion at the Opera." The scripts for the series eventually were published by Doubleday in a book called "Festival of Opera."

E.M.I. sold Angel in December 1957 to its more recently acquired second American subsidiary, Capitol Records, a company which had originally been bought, on Soria's advice, for its pop catalogue. Soria sold his shares in E.M.I. (U. S.) to England and resigned; during his regime the label released 500 albums in four years.

After a half year abroad, during which he helped Menotti organize the first Festival of Two Worlds in Spoleto, Soria returned home and re-entered the recording field on the invitation of George Marek to develop a Soria Series for RCA Victor. The Soria Series was auspiciously launched in October 1959. Recorded both here and abroad, the series has been designed for the permanent home library, presenting "Music and Art" in durable, distinguished editions. Soria Series packages are used by RCA Victor not only in this country but also in England, France and Italy. In March 1961 Mr. Soria was appointed head of the International liaison Department of RCA Victor.

HERMAN DIAZ, JR.:

(Continued from Part II, page 2, col. 3)

dream of visiting, places we've been to with loved ones and want to remember. Musical mementos. Musical enticements. Music to pleasure by at leisure, after that hectic tour of the continent.

And, with the best of recorded sound, thanks to world-famous RCA engineering.

"LA DOLCE VITA," our first RCA Victor International release, is already a hit, already on the charts and gratifying us all. Our hopes are high for the future. The splendid Nino Rota score for "ROCCO and HIS BROTHERS," a film which, like "La Dolce Vita," swept a plethora of foreign awards, is our current issue. In the Fall, there will be albums by Josephine Baker (France), Neapolitan Mandolins (Italy), The Magic Violins of Villa Fontana (Mexico), the exciting Chakachas (Brussels), and England's famed Buskers.

The world, at needle-tip! And, look ma!, no customs inspectors!

LEE SCHAPIRO:

(Continued from part II, page 2, col. 4)

now in the planning stage and will be introduced with our first full fledged release in the fall.

The first album released on the RCA Victor International label, the original—recorded in Italy—soundtrack of the prize-winning smash film "La Dolce Vita" (FOC-1, FSO-1) is already on the charts. With the list of cities scheduled to show this exciting film growing every day, this album will certainly become a best seller. A second soundtrack score, "Rocco and His Brothers" (FOC-2, FSO-2) is being rush-released to tie-in with the rave reviews this film has received from every reviewer in New York. It should be available as you read this article.

We have great confidence that, with the new "Listen . . . You Are There" cover concept, and the hand selected, quality approved repertoire, RCA Victor International label will prove to be widely accepted by the American public.

One-Big-Family Policy Assists Victor's Touring Artists

RCA Victor artists on tour around the world have all been gratified with the warmth of their welcome and reception in foreign lands.

The universal comment has been one of appreciation for the strength of the RCA International Division. No matter where they go, in all parts of the world, there is always a representative from RCA to meet and assist them. At their country of destination, the full force of the RCA company concerned, swings into action on their behalf.

Confident of support from RCA's Associate Companies, many more artists show an increasing readiness to undertake extensive overseas tours.

Sky View Of RCA's Italian Operation



A pilot's view of the RCA Victor layout in Rome. The huge building in the backdrop is the new studio. Bottom left is the record moulding plant. Immediately behind that are the executive offices. The cylindrical buildings in the center are warehouses. The entrance to the entire set-up is the tower building on the far right.

FROM PHILIPS OF HOLLAND:

Willem Langenberg Wants To Be Where Things Happen

"You throw a pebble in the pool and the ripples go from London to Los Angeles." So speaks Willem Langenberg, the big, dynamic, managing director of Philips Phonographic Industries. So speaks the man who sits from time to time in the sleepy-looking little Dutch village of Baarn, outside Amsterdam. Only from time to time does he sit there because it is not sitting at a desk alone that built one of the biggest recording companies in the world.

The pebble he refers to was thrown ten years ago, in January 1951, when Philips crept unobtrusively into the recording industry. It was launched with a Tchaikovsky disk (the Fourth Symphony, played by the Hague Philharmonic) and a handful of little-known Dutch, Belgian, and French artists. Today, Philips has hundreds of international contracts, apart from national agreements with hundreds of artists in thirty-two countries. Ask their top executives how many countries—and you will be told "Thirty-two." Meet Willem Langenberg himself and you will hear: "Ah, but you forgot the two I signed yesterday, for Turkey and Mexico."

Round, black disks with a hole in the middle are at present the accepted ways of purveying music. Whether music will always be sold that way is open to a good deal of debate. This is to Langenberg one of the most important facets of a business that has fascinated him for the last five years. He doesn't like to be thought of as being in "the record business." He prefers to be thought of as a music publisher. Here is a man who has looked hard and closely at the business he finds himself engaged in and has evolved a philosophy about it.

"The increasing spare time enjoyed by people all over the world," he says, "will stimulate the publisher of music, the purveyor of sound. But even more important than the spare time are the demands upon that time. We face the intensive competition of other media of entertainment, but we need have no fear. Just as the cinema gives more latitude than the television screen, so the record gives more freedom than the radio. The customer for radio can take only what the radio gives him at the time it chooses to give it. But the customer with a record can pick his place, his time, his sounds, his artists. The artist—the raw material with which we work and who works with us—is brought to the forum of the world by the record."

"This century has brought music and sound to families in every village in every country in the world. Thus it is our task to blend the talents of all the people involved in this operation—the artist, the producer, and the rest."

Ten years ago it was different. The single-speed shellac disk dominated the world of music. Familiarity had indeed bred some contempt. Records were bought indifferently, presented miserably in brown paper covers. In Holland the giant Philips concern stirred uneasily. For years their engineers had worked to produce equipment. For many years they had produced private recordings of sounds of one sort or another, believing that the final test of equipment was the recording itself. Indeed, it was in 1938 that they produced their first stereophonic recording. True, it was only a conversation piece, mikes being moved around during the operation to pick up the sounds. But they felt that their majestic contribution to the enjoyment and pleasure that people get from listening to music lacked a corner stone—recording carrying the stamp of Philips, a company that started in the late 19th century mak-



J. WILLEM A. LANGENBERG

ing electric light bulbs and which has grown into an international organization divided into 14 main industry groups with factories in 33 countries selling products in 55 countries and employing more than 200,000 people.

Upon the moribund world of recorded music there burst a phenomenon—the Long-Player. It changed everything. It made everyone equal. And it was the moment for Philips to put the corner-stone into their edifice. It was the moment when the company's global reputation for quality could be translated into the round, black disks with the hole in the middle.

Of course, the LP revolution did not begin and end with actual recordings. LP's were costly at first and people would not just buy a costly product, it had to be sold to them. The pieces of brown paper had to go, and go they did. Philips understood this early, and were the first European company to market the sleeves that are now so well accepted. Changing ideas in presentation have affected most industries in the last ten years, but in few is this more true than in records. It is now, after all, one of the fastest-growing industries we know, and presentation has had much to do with that.

At first Philips worked in a small way, building the basis for a classical repertoire that is now internationally known, and working through local companies to the eventual establishment of a popular catalogue. But then, early in 1953, came a master stroke—the signing of an agreement on the exchange of repertoire with Columbia Records, New York. This took Philips onto the plane where they felt they belonged—with the leaders.

Now, as a 10th birthday present, has come the recently announced (Continued on Part II, page 22)

Modern Music Series A Philips Contribution To The World Library Of Classical Music

An example of the advanced thinking which marks all moves by Philips of Holland is the Philips Modern Music Series which was launched in Europe this summer.

The series consists of eighteen records, the majority of which originate from the Columbia Records (U.S.) catalog, containing forty-one Twentieth-Century works. Many of these masterpieces have been unavailable in Europe until now.

But the series itself—more than the individual recordings—has a major importance in that it allows the serious listener to form a picture of musical trends over the last fifty years. Composers represented in the series include such internationally-famous names as Stravinsky, Schoenberg, Hindemith and Alban Berg.

A special facet of the series and a considerable display-selling point are the special jackets being produced exclusively for these albums. On each sleeve appears a reproduction of selected works by such outstanding modern artists as Mondrian, Poliakoff, Hartung and Soulages. This ties in the idea of modern music and modern art.

The composer Edgar Varese, some of whose works are included in the Modern Music Series, has said: "I do not write experimental music. My experimenting is done before I create the actual music. Afterwards it is the listener who must experiment." Varese wrote electronic music for the "Poeme Electronique," which the French architect Le Corbusier created for the Philips Pavillion at the 1958 World's Fair in Brussels. This particular music is also included in the series.

By producing these recordings Philips gives classical music listeners the opportunity to experiment and in this way is fulfilling once more Langenberg's wish to contribute something from music.



The central offices of the Philips Record group at Baarn, a small Dutch village near Amsterdam, as it looks in early spring.



throw a pebble in a pool ...

... and you can see the ripples spread out further and further, wider and wider. That's what happened just ten years ago. Only it wasn't a pool; it was the international record market. The ripples were caused by the first disc ever to carry the Philips emblem. Rapidly, very rapidly, those ripples spread. Today Philips records are distributed in thirty-five countries ... in every continent of the globe. Today many of the world's greatest performers are eager to entrust their artistry to Philips superlative skill in the accurate presentation of recorded music. Today Philips Records form a vital and fast-growing division of the whole Philips World Federation of Industries. And tomorrow? Ah, for tomorrow Philips Records promise you even more exciting developments ... even greater pleasure!

PHILIPS



FROM PHILIPS OF HOLLAND:

(Continued from Part II, page 19, Col. 3)

news of an agreement with Mercury, and an extension of the agreement with Columbia is expected. Now a Philips label will enter the US market for the first time, using the distribution resources of Mercury. What does this mean? For European artists breaking into the US market it means a good deal. The proven ability of Philips to produce records that sell—that give enjoyment to the purchaser and profit to the dealer—is now backed by the American know-how of Mercury.

On disks there are no barriers. As the marketing resources of their producers expand so more people have the opportunity to hear them. Here is the key role of the dealer. In his hands rests the job of making the final sale. Behind him are always the resources of the manufacturers. With the manufacturer is the problem of promotion of artists, the accurate gauging of present and future public tastes, the design of sleeves—all this apart from the original essential problem of producing good recordings. But this can all come to nothing without the enterprise of the dealer, his decision to take the admitted risks of stock carrying.

For Willem Langenberg, always restless, always on the move, the dealer presents an interesting study. What is the future of the dealer? "He must become even more of a specialist," says Langenberg. "Just as there are book specialists, so there will be music specialists. With an ever-increasing choice before them, people will want more and more advice. In each section of his shop the dealer will have staff who really understand the music they are handling—who can sell from knowledge and personality and not from a book of rules."

For the image of a big company its classical repertoire is extremely important. And the classical repertoire presents its special difficulties. It can only exist on an international level. The world's greatest artists and great orchestras have an instantly universal appeal. Philips operate their own system for permanently capturing the music of life. Their teams will travel to any part of the world to make a classical recording. To Italy and Yugoslavia for the opera, to Vienna for Sawallisch, "to anywhere for anything" is the practical motto they have adopted. The music they record in this way comes back to Baarn for the pressing of disks, and goes out on tape to the many other Philips pressing plants in the world.

Baarn is the administrative and planning center for Philips' international operations. Willem Langenberg—ex-shipbuilder and former member of the staff of the Royal Netherlands Navy—arrived there five years ago. He came as a man accustomed to moving fast and thinking big. He came as a man who understood the



The distinguished conductor Antal Dorati, a Mercury and Philips exclusive artist, and Mrs. Dorati are guests of Willem Langenberg at his family home in Hilversum, Holland.

shrinking nature of the world and how to grow in it. He brought a knowledge of figures and mathematics. He says now: "I believe in little differences. People are people and I have had great satisfaction from meeting the people with whom I have had to deal in the past five years. Goddard Lieberon of Columbia and Irving Green of Mercury are men for whom I have the highest respect. To them it is, I believe, as it is to me, that publishing of music is not just a business to be run at a profit—it is creative. It is a way in which we can contribute something. To take one example only, music can replace the book for the blind person and so help him to make his life more complete. We can help in this, and that makes it all the more worthwhile.

"I have met many people through this business. I remember with the sad feeling of a mourning friend Harry Landis, the Swiss who was president of the International Federation of the Phonographic Industry. He insisted on attending a recent meeting of the Federation in Copenhagen, even though he was so

ill that he died on the way home. Our business is so fascinating that you can't resist being there when things happen."

Langenberg spends about one-third of the year in his house at Hilversum, just a few miles from his office at Baarn. There with his wife and three sons he will listen to music at any time, with a particular feeling for Bach. His house is filled with record players, and there is, of course, one in his car. But the rest of the year he is moving about. He has visited the States four times this year already, and has been to almost every country in Europe in the last six months. He is a familiar figure to the personnel at Amsterdam's Schiphol airport. Even more familiar to the KLM airline people is the agitated request to

pick up a Langenberg umbrella from Geneva, a Langenberg overcoat from Helsinki, or a Langenberg hat from Munich.

It is by moving fast, by understanding people—great artists particularly—that this Philips managing director has led and inspired a business that has doubled its turnover in five years to become one of the biggest five in the world.

And the future? It is a world of discovery, of hard work and meticulous presentation. It is the ability to use that extra sense of prophecy that distinguishes the successful from the unsuccessful. One brief look at the history of Philips' Phonographic Industries and its managing director leaves the feeling that this is a company still on the way up.



Mailing stickers—bearing addresses for almost every part of the world—are an integral and important part of the Philips forwarding department. These stickers are invariably used daily.



The acoustical laboratory of the Philips record factory at Baarn plays a vital role in assuring that Philips stays up to date in the latest technical developments.

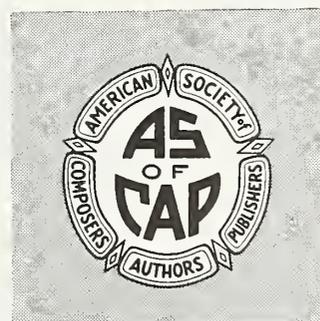
The
Symbol
of Quality

ASCAP

ASCAP are the initials of the American Society of Composers, Authors and Publishers, America's performing rights society.

■ An unincorporated, non-profit membership association of the men and women who write this nation's songs, the Society represents the catalogs of more than 7000 American authors, composers and publishers, and more than 50,000 of other countries. ■ The Society, which was organized in 1914, has always been dedicated to the protection of the rights of musically creative talent. The Society's catalog today covers every phase of musical literature: the popular songs of today, the standards of yesterday, the Broadway and motion picture hits, as well as the leading symphonic and concert works, religious, folk and country music.

**THE AMERICAN SOCIETY OF COMPOSERS,
AUTHORS AND PUBLISHERS** 575 Madison Ave., New York 22, N. Y.



Columbia Masterworks Artists Heard Around The World

Leonard Bernstein (right) has taken his New York Philharmonic to points as widely separated as Moscow, Tokyo and Buenos Aires. He is shown here leading the orchestra in an outdoor concert in Athens during the Philharmonic's history-making tour of Europe, the Near East and the Soviet Union in 1959.



The Philadelphia Orchestra (below) has probably clocked up more touring miles than any orchestra in the world. Conductor Eugene Ormandy is shown here receiving the plaudits of an audience in Kiev, one of the Soviet cities visited by the orchestra during its European tour in 1958.



Thomas Schippers (above) though barely in thirties, is a well-known figure on the international concert circuit. He heads the Festival of Two Worlds in Spoleto, Italy, has guest conducted the New York Philharmonic on tour (he is seen above rehearsing the orchestra for a concert in Leningrad) and is a regular visitor to the music centers of Europe. (Right) Igor Stravinsky is a true citizen of the world. The great composer and conductor is shown here attending a rehearsal of one of his new works at St. Mark's Cathedral in one of his favorite cities, Venice, where he visits and performs frequently.



COLUMBIA RECORDS



ARTISTRY IN SOUND THE WORLD OVER

AFFILIATED AND SUBSIDIARY COMPANIES

ARGENTINA

Columbia Argentina S.R.L.
Paraguay 1583
Buenos Aires, Argentina
Labels: Columbia, Entre

Orfeo, I.C.F.S.A.
Charcas 1422
Buenos Aires, Argentina
Label: Orfeo

AUSTRALIA

Australian Record Company Ltd.
11-19 Hargrave Street
East Sydney, N.S.W., Australia
Labels: CBS, Coronet

AUSTRIA

Wiener Philips Ton G.M.B.H.
Schwarzenberplatz 2
Wien 1, Austria
Labels: Philips, Fontana

BELGIUM

Philips S/A
37, Rue D'Anderlecht
Brussels, Belgium
Labels: Philips, Fontana

BRAZIL

Columbia do Brazil S.A.
Caixa Postal 5304
Rio de Janeiro, Brazil
Label: Columbia

CANADA

Columbia Records of Canada Ltd.
1121 Leslie Street
Don Mills, Ontario, Canada
Labels: Columbia, Epic

CHILE

Goluboff Industrias Fonograficas
Miraflores 113
Santiago, Chile
Labels: Columbia, Orfeo

COLOMBIA

Industrias Fonograficas
Discos Tropical

COLOMBIA (continued)

Aptdo. Aereo 793
Barranquilla, Colombia
Label: Columbia

DENMARK

Philips Grammofon Industri A/S
Nurnberggade 35
Copenhagen, Denmark
Labels: Philips, Fontana

ENGLAND

Philips Records Limited
Stanhope House, Stanhope Place
London W.2, England
Labels: Philips, Fontana

FRANCE

Societe Phonographique Philips
53, Ave. Franklin Roosevelt
Paris 8, France
Label: Philips

Fontana Records

74, Boulevard de la Gare
Paris 13, France
Label: Fontana

GERMANY

Deutsche Philips G.M.B.H.
Monckebergstrasse 7
Hamburg 1, Germany
Labels: Philips, Fontana

HOLLAND

N.V. Phonogram
Singel 170-172
Amsterdam, Holland
Labels: Philips, Fontana

IRELAND

Irish Record Factors
34 Parnell Square West
Dublin, Ireland
Labels: Philips, Fontana

ITALY

Melodicon S.P.A.
Via Turati, 8
Milan, Italy
Labels: Philips, Fontana

JAPAN

Nippon Columbia Co. Ltd.
125 Minato-Cho
Kawasaki, Japan
Label: Columbia

Nitchiku Industrial Co. Ltd.

6 Shimbashi, 5-Chome
Shiba, Minato-Ku
Tokyo, Japan
Label: Epic

MEXICO

Discos Columbia de Mexico S.A.
Naucalpan, Mexico D.F.
Label: Columbia

NEW ZEALAND

Philips Electrical Ind.
of N.Z. Ltd.
181 Wakefield Street
Wellington, New Zealand
Labels: Philips, Fontana

NORWAY

Norsk A/S Philips
Majorstuhuset
P.O. Box 2259
Oslo, Norway
Labels: Philips, Fontana

PERU

Industrial Sono Radio S.A.
Av. Republica de Panama
No. 1427
Lima, Peru
Label: Columbia

PHILIPPINES

Mareco, Inc.
131 Del Monte Avenue
Quezon City, Philippines
Label: Columbia

PORTUGAL

Philips Portuguesa S.A.R.L.
Rua Joaquim Antonio de Aguiar 66
Lisbon, Portugal
Label: Philips

SOUTH AFRICA

Gramophone Record Co. Ltd.
P. O. Box 2445
Johannesburg, South Africa
Label: CBS

SPAIN

Philips Iberica, S. A. E.
Paseo de las Delicias 65
Madrid, Spain
Labels: Philips, Fontana

SWEDEN

A.B. Philips-Sonora
Kungsgatan 29
Stockholm C., Sweden
Labels: Philips, Fontana

SWITZERLAND

Philips A. G.
Edenstrasse 20
Zurich 27, Switzerland
Labels: Philips, Fontana

URUGUAY

Sondor Ltda.
Misiones 1424 4° Piso
Montevideo, Uruguay
Label: Columbia

FEDERATION OF THE WEST INDIES

West Indies Records Ltd.
13 Bell Road
Industrial Terrace
Kingston 11, Jamaica
Label: Columbia

VENEZUELA

La Discoteca
Avenida el Paseo No. 19
Los Rosales
Caracas, Venezuela
Label: Columbia

From Columbia In Canada:

(Article by Robert R. Pampe
Vice President and Managing Director
Columbia Records of Canada, Ltd.)

In the main, the Canadian Record Industry in its methods of manufacture and sales distribution closely parallels the States. This is, in large part, due to the close proximity and the liaison of the industry in Canada with the industry below the border. Easy communication, Radio and TV overflow, the telephone, and trade media such as Cash Box, keep the Canadian industry abreast of U. S. developments in new recordings, new hits, new record personalities and new merchandising methods.

Our distribution methods, retail selling, sales promotion, one-stops, and rack jobbers, are all very similar to those in the States. Most of our Canadian output of records is stamped from recordings made in the States or Europe for the simple reason that we could not possibly support the record industry if it had to rely on local recordings made by local talent. This is because our market potential is only a small fraction of that in the U. S. and recording costs in Canada are just as high as those in the States.

Our musical tastes parallel those of the U. S. and Europe. Doris Day, Marty Robbins, Roy Hamilton, Ray Price, Bernstein and The New York Philharmonic, Ormandy and The Philadelphia Orchestra, to list a few, are just as popular in Canada as elsewhere. The universality of music knows no international boundary lines. However, there are exceptions which make for differences. Our Province of Quebec is made up of a population which is 90% French speaking. This French language area represents almost 30% of our Canadian market. For this trade French language records are a "must." These are supplied for this area by French language recordings, recorded in Quebec with local talent, or by importation of French masters from our European affiliates.

Canada does produce recording artists of note as is exemplified by such talent as Glenn Gould, Wayne and Schuster, Maureen Forrester, Gizelle MacKenzie and Paul Anka, to name a few who have emerged to become international in stature. However, many Canadian artists of merit find it extremely difficult to get recordings released, because here again the economics of the small market in Canada, coupled with high recording costs, make any great amount of activity in Canadian recordings economically unfeasible. Because Columbia Records of Canada, Ltd., likes to be considered a good Canadian citizen, our company, in the past 2 years,

either by leasing locally recorded masters, or by recording local talent, has taken the lead in this activity in order to enable our deserving Canadian artists to obtain exposure on dealers' shelves and display racks. While this has not proven a highly profitable venture, it has gained our company considerable stature and respect in Canadian musical circles.

In 1954 we started our Canadian operation in a very modest way with small offices in downtown Toronto, and an independent distributor covering Canada nationally. We scheduled factory production for Quality Records, who still do our pressing for us on a contract basis, set up sales promotion and advertising, maintained warehousing and order service for our distributor, and supervised the salesmen in the field. Our first big expansion move came late in 1955 when we inaugurated the Columbia Record Club. In 1958 Fred Wilmot, then field Sales Manager for Columbia Records in the States, joined us as Director of Sales and Distribution. Fred's initial step was to set up two factory-owned distribution points—Toronto and Montreal—to cover eastern and mid-Canada. He added to these two independent distributors, Motor Car Supply Co. of Canada, Ltd. of Calgary, covering Alberta, and Van Horne Electric Supply Ltd. in Vancouver, covering British Columbia. This distribution arrangement has proven most satisfactory to us as we can now move fast in sales promotion and with new sales policies. We can also give excellent order fill to our dealers which, with our Canadian distances, is very important to us and to our trade. Fred is assisted in his sales by Jack Robertson, who maintains our branch operation and distribution sales as well as direct transaction sales. Bob Martin is Fred's field salesman, working with distributor sales representatives and handling one-stops and rack jobber sales as well as working on special assignments.

Our Creative Services Department, which takes care of advertising, supervision of local Canadian recordings, selection of imported French masters, sales promotion, artists contacts and public relations, is capably handled by Frank Jones. Because of Frank's many contacts and his genial personality, he is probably the best-known man in Canadian music circles of any in our organization. Frank has done much to create a good and favorable image for Columbia Records of Canada.

Financing and the handling thereof make up the vehicle on which any business rides. The supervision of this, along with general company account-

ing, budgets, etc. is under the jurisdiction of our Company Treasurer, Norman Campbell and his staff accountants.

One of the main factors in growth in Canada has been our Columbia Record Club. After we launched it in 1955, the Club, like Topsy, grew and grew until we needed to expand our office and warehouse facilities. In 1959 we acquired land space of nine acres in the Don Mills area of metropolitan Toronto, and erected a building, a picture of which you can see in our ad in this issue. This building houses offices and warehousing for our manufacturing and Club Divisions as well as for our Toronto factory distribution outlet. We also have a cafeteria in the building to feed the approximate 200 employees we have in this facility.

The Record Club operation is under my jurisdiction. I am ably assisted in this by the following people: Peter Westwood, Manager of Enrollment and Sales Promotion, places club advertising, mailings and other sales promotion activities. Allan Southard, Manager of Fulfillment, handles the supervision of mail receipts, member ledgers and accounts and warehousing and shipping as well as correspondence of Club members. Don Mason is Director of Record Club Accounting and is responsible for preparation of Record Club budgets and statistical control of this operation.

Here are some short sketches and notes of some of our boys who have helped in the growth of our Columbia organization since we started in Canada.

FRED WILMOT: Native of Connecticut. Graduate of Dartmouth University with B. A. degree. Worked for Columbia Records in the States as Field Sales Manager. Great New York Yankee fan and after coming to Canada and being here for a few years, finally admits that our Maple Leaf Hockey Club may be superior to Boston's.

NORMAN CAMPBELL: Born in Ireland, schooled in Toronto. Has a Chartered Accountant degree, acquired in 1954. Has been with Columbia Records since we opened. Plays and talks a very good game of golf, but is often found off the fairway, presumably killing snakes. Is rumored to be a dangerous man at contract bridge.

FRANK JONES: Native Torontonians. Radio production and announcing, artists bookings and advertising took up his time until he started selling records some 10 years ago. Has been with Columbia in Canada since we opened. Tells a neat story and listens attentively to comic stories of others, which endears him to all.

JACK ROBERTSON: A native of Glasgow, Scotland. Has a slight Scottish burr in his voice. Attended University of Glasgow. Has played leading roles with the Repertory Players of Glasgow and is good enough at soccer to have been sought after by leading professional teams of Europe. Besides this, Jack is a canny Scot with an eye to turning a penny profit.

ALLAN SOUTHWARD: Born and educated in Bristol, England. Came



Canadian pianist Glenn Gould, who has been called "the foremost pianist this continent has produced in recent decades," has recorded exclusively for Columbia Masterworks since 1956.

to Canada some 5 years ago and joined us shortly after his arrival. Is very good at soccer, a rugby fan, and now thinks baseball much more interesting than cricket.

PETER WESTWOOD: Native Torontonian. Attended University of Toronto and majored in Business Administration. Has been with our Company since shortly after we opened. Served in our Order Service Division, and worked also as Field Sales Representative. Main hobby is listening to classical music on his hi-fi set at home. Also likes opera, Benny Goodman, Louis Armstrong and contemporary jazz.

DON MASON: Don is comparatively new in our organization. Hails from London, Ontario—Guy Lombardo's home town—where he received his degree from Western University in Finance and Business Administration. Finds relaxation studying balance sheets of other companies.

"RED" SIMPSON: Red is in charge of factory production and Order Service. He is one of our old-timers and has been with us from the very beginning. His hobbies are fishing and sports car racing. As for his fishing, we hear a lot about the "lunkers" he says he catches, but we never see them.

BOB MARTIN: Bob was born and educated in Toronto. He came over to Columbia Records as Factory Branch Manager from our former independent distributor when we opened our Ontario sales distribution. Bob has been in the record business, retail and wholesale, since his school days and can tell you who played what instrument on most jazz releases. An ardent Kiwanian and is interested in civic affairs.



Canada's leading comedians, Wayne and Schuster, have become international favorites through their madcap antics captured on Columbia Records.

COLUMBIA RECORDS OF CANADA, LIMITED



1121 Leslie Street, Don Mills, Ontario, Canada



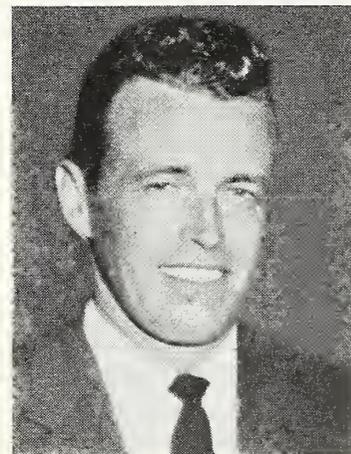
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*Vice-President
& Managing Director*



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Treasurer



FREDERICK T. WILMOT
*General Manager —
Manufacturing & Distribution*



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*Director of Advertising,
Sales Promotion & A. & R.*

AND CANADIAN COLUMBIA RECORDING ARTISTS

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BILL BUTLER
THE ROMEOS
MOXIE WHITNEY
COLETTE BONHEUR

IVAN ROMANOFF
THE TRAVELLERS
JIMMY NAMARO
DENISE EMOND
REAL BELAND

48TH HIGHLANDERS PIPE BAND
TOMMY COMMON
WILLIAM McCAULEY CHOIR
ST. JOSEPH'S UNIVERSITY CHOIR
RAYMOND ROULEAU

COLUMBIA  **RECORDS**

From Columbia In Latin America:



Manuel Villarreal, General Manager of the Columbia operation in Mexico.



Douglas Taylor (left), Manager of Columbia's subsidiary "Orfeo" label, and Luis Calvo (right), Manager of Columbia's operation in Argentina.



Peter de Rougemont, Vice President of Columbia Records, in charge of Latin American Operations, headquarters in Buenos Aires.

by Peter de Rougemont
Vice President
Latin American Operations

Trio Los Panchos—Los Cinco Latinos—Ray Conniff—Maysa Matarazzo—Cuco Sanchez—Doris Day—Adilia Castillo—Teen Tops—Johnny Mathis—Roberto Yanés—Javier Solís—Percy Faith—Hector Varela—The Philadelphia Orchestra—The New York Philharmonic—Bruno Walter—space permits us to mention at random only a few of the great Columbia names which attain volume record sales in Latin America.

Some fifteen years ago Columbia commenced Latin American operations by going into Mexico, and some seven years later followed through in Brazil and Argentina. Today, Columbia is able to procure maximum coverage in Latin America for the recordings of its Latin and North American artists whenever they are suitable for the market. Its organization reaches out from three main points—Mexico City, Rio De Janeiro and Buenos Aires. Columbia has four subsidiary companies employing almost 400 persons, operating in these three places, engaged solely in the business of producing, manufacturing and selling records. They cover the territories of Argentina, Brazil and Mexico and spread out into surrounding countries by means of a network of manufacturing and distributing facilities comprising six associated companies situated to take care of all regions:

Uruguay—Sondor Ltda.
Chile—Goluboff Industrias Fonográficas S.A.
Peru—Industrial Sono-Radio S.A.
Ecuador—Emporio Musical S.A.
Columbia—Emilio Fortou P. Industrias Fonográficas
Venezuela—La Discoteca

This is the means by which many of Columbia's North American artists have become household names all over Latin America, and now there has begun a reciprocal movement in the opposite direction—the recordings of Columbia's Latin American artists are becoming known to millions of Spanish-speaking people in the United States, through the efforts of Columbia Sales Corporation. Columbia has sold in Latin America about 100,000 singles of Ray Conniff's "Brasil" backed with "Besame Mucho," and during the last year more than 100,000 singles of Columbia's famous Mexican artist Cuco Sánchez were sold in the United States. This exposure has awakened demand for personal appearances in the United States for Columbia's Latin American artists.

The population of Latin America is growing at a great pace and there is a brilliant future for entertainment, particularly in the Spanish language. There are important television studios in Mexico and Buenos Aires, using video tape to send their programs to the rest of the Spanish-speaking world. Artists and musicians tend to concentrate in these two places. The same facilities exist in Brazil, which has a population of some 70 million people, but of course Brazilians speak Portuguese, although Spanish is understood there.

Columbia Records, as part of its world-wide organization, has built the set-up to receive its share of this Latin American future for its artists, whatever language they use.

Columbia's studios in Mexico, Rio de Janeiro and Buenos Aires all have up-to-date stereo equipment. Their largest Latin American plants are in Mexico (16 presses) and Buenos Aires (22 presses). Stereo and monaural long-play records are manufactured. The majority of singles sales are still on 78 rpm records in Argentina and Brazil (where 45 rpm singles never caught on) but in those areas Columbia has successfully set going the 33 1/3 rpm single. The first release was Ray Conniff's single "BRASIL" and this record, with dynamic promotion, forced its way through all the problems which tend to bog down new ideas, and today, six months after this first release, 33 singles represent about 30% of Columbia's singles sales in Argentina, Uruguay and Brazil. Other manufacturers are following suit.

Only a few years ago the record industry in Latin America depended on importing raw materials. However, today most of the more important countries have plants producing vinyl. They are practically self-sufficient for all the major elements and machinery needed for producing records, and the danger that these essentials might not be available due to lack of foreign exchange has disappeared.



**IN SPANISH, PORTUGUESE OR ENGLISH
EVERYONE AGREES THAT**

**Los más grandes
artistas de América
Latina graban en
DISCOS  COLUMBIA**

**Os mais grandes
artistas de América
Latina gravam em
DISCOS  COLUMBIA**

**The greatest artists
of Latin America
record on....
COLUMBIA  RECORDS**

**COLUMBIA RECORDS SERVES OVER
170,000,000
INHABITANTS OF LATIN AMERICA**



The art of Mahalia Jackson (above) is truly universal. Shown here appearing in Paris early this summer, she captivated the French audience with the fervor of her gospel singing just as she has charmed audiences at home for years.

On Tour With Columbia

Pop Stars



The Dave Brubeck Quartet rarely stays in one place very long, darting constantly between the United States, Europe and Asia. Dave (above) is shown here being introduced to the exoticism of Eastern music during a visit to India.



The Latin rhythms of the Trio los Panchos delighted thousands of Japanese during the Trio's visit to the Orient in January, 1961. Shown (on right) with the Trio (Johnny Albino, Chucho Navarro, Alfredo Gil) are H. Terajima, Chief of International Relations, and Y. Hata, President of Nippon Columbia Company, Ltd.

Tony Bennett broke all records singing at Rio de Janeiro's Copacabana Palace in April, 1961. Pictured here belting out a song to his Brazilian aficionados, Tony later made an equally successful series of appearances in England.

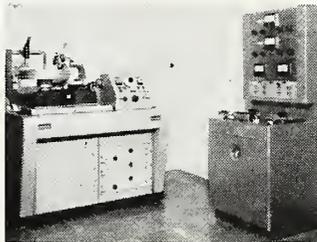


MADE IN AUSTRALIA

MADE IN AUSTRALIA *by the AUSTRALIAN RECORD COMPANY LTD.*

- ▶ Full production facilities—from tape to disc mastering—and distribution coverage from Tasmania to Perth to Port Moresby.
- ▶ Modern plant and rigid quality control have won for ARC products a reputation second to none in the record business.
- ▶ ARC's Sales Division services over 2,000 retail outlets throughout the three million square miles of Australia and the Islands. Incorporating Promotion and Creative departments and a large field force, it is thoroughly equipped for effective selling.
- ▶ A Division of CBS COLUMBIA, Australian Record Company Ltd. is also Australian licensee for WARNER BROTHERS RECORDS, UNITED ARTISTS RECORDS, CHESS, CHECKER and ARGO RECORDS, HISPAVOX RECORDS and HICKORY RECORDS.

One of ARC's stereo mastering booths equipped with the most modern recording lathes, stereo cutter heads and tape recorders.



The "loose stock" section of ARC's Sydney warehouse. From this point daily deliveries are made throughout the state of New South Wales.



ARC's modern plant in the Sydney suburb of Artarmon

AUSTRALIAN  **RECORD COMPANY LTD.**

11-19 Hargrave Street, East Sydney, New South Wales, Australia Telephone: FA 4111 Cable: "Discosound"



The pictures show the exterior of EMI Records Ltd. (bottom) Manchester Square headquarters and the interior of the first floor conference room (top).

The building, completed in 1960, covers an area of 6500 sq. ft. comprising executive suites, A & R department, sales, exploitation and promotion, accounts, record and newspaper and photographic libraries—the latter containing a valuable pictorial record of EMI artists dating back to the earliest years.

The magnificent conference room, a major feature of Manchester Square, was designed for sales conferences, press receptions and parties. It is also equipped with a modern stage and full theatre lighting system and has a projection room fitted with the latest 16mm sound film apparatus.

For six months of the year it is used by EMI's training school for instructing dealers and their assistants in the ways of selling records.

From EMI In Great Britain:

EMI Records Limited, Britain's largest record manufacturer and distributor is best known for its own labels which include His Master's Voice, Capitol, Columbia, Parlophone, Regal-Zonophone.

In addition to the above labels, EMI Records Limited has manufacturing and distributing rights in Great Britain for MGM, Mercury, Ampar, Bethlehem, Cameo, Chancellor, King, Roulette, Verve and other labels. Since last September it has manufactured and distributed Top Rank Records in Great Britain, and recently an arrangement was concluded with United Artists Records, Inc. to manufacture and distribute their USA repertoire.

Since July 1960, EMI's unit sales on singles have increased by 20% over the same period in 1959/60 and this trend is expected to continue during the coming twelve months. In the same period, EP's which still hold a strong position in the United Kingdom, have shown a 15% increase for EMI. LP's were very strong during the year and EMI states that its LP sales are up just over 10% over the previous year.

In the singles field since July 1960, EMI has been awarded 15 silver disks for singles selling in excess of a quarter million and in one week in July 1960 it achieved the first six places on the top ten sales charts. This was the first time in the history of any UK record company that the top six places were held by one company. In succeeding weeks, the first five places in the charts were contributed by EMI.

In the 1961 Melody Maker Poll, EMI swept the board with 23 of the 30 places awarded. In 5 of the 10 categories they held 1st, 2nd and 3rd positions; in 3 categories they had 2 of the 3 places, and in 2 others they held 1 of the 3. This very high percentage of EMI placings gave very little opportunity to other companies to make an impression in the Melody Maker Poll.

In the New Musical Express Poll in 1960 EMI artists achieved 42 of the 75 positions—a feat unsurpassed by any other UK record company.

EMI labels held a higher percentage of the top twenty charts than those of any other record company in the United Kingdom during the period since July 1960. In the top ten LP charts, EMI held almost 50% of the places throughout the year and achieved more successes than any other record company. The EMI labels are particularly strong in Jazz and in the period under review EMI's representation once again exceeded that of any other company in the UK. Sales of EP's are still very heavy in Great Britain and EMI's strong EP catalogs enabled them to hold over 50% of the top ten places which was almost 50% in excess of its nearest rival.

Victor Silvester, one of Great Britain's most popular strict tempo dance band leaders, received heavy press coverage when EMI awarded him a platinum disk for selling over 30,000,000 singles in his 25 years' association with EMI, and a silver LP to mark the sale of a quarter of a

million LP's. A remarkable achievement for an artist whose records have never appeared in the top twenty.

Britain's most popular pianist—Russ Conway—also had the honor of being presented with a silver LP for the sale of a quarter of a million LP's since his first LP was issued by EMI in March, 1958.

EMI Records Limited has an unprecedented number of shows on the commercial radio station—Radio Luxembourg. EMI Records Ltd. has 13 separate programs running each week with a total air time of 7 hours. Contracted to EMI are some of Britain's leading disk jockeys—Sam Costa, David Jacobs, Peter West, Jimmy Young and Ray Orchard—who present the shows each week.

The first of a new series of EMI Luxembourg shows has gone on the air, entitled "Monday Spectacular." The show goes on the air every Monday between 8 and 9 p.m. and is recorded live in EMI's Manchester Square headquarters. A teenage audience hears many of the new releases and also meets pop celebrities, who are interviewed by well known television personalities Shaw Taylor and Muriel Young.

EMI's large exploitation department includes nine exploitation men who are in constant contact with radio and television outlets, ensuring maximum exposure of EMI records through all possible outlets.

The press department is an important link between the product and the public and employs experienced press relations officers who supply national

and provincial columnists, magazines etc. with hot news which enables EMI to secure a large percentage of press reviews. The press department is also responsible for maintaining close contact with Fan Clubs of the many artists contracted to or distributed by EMI.

There is no doubt that the promotion department of EMI Records Limited is far and away the strongest in the United Kingdom, employing many specialists having strong personal contacts with the entertainment industry and with experience of all aspects of the entertainment world.

EMI advertises weekly in all important record papers and magazines and backs these advertisements with point of sale displays and literature for dealers. "Record Mail" and "Record Times" are two EMI monthly papers devoted exclusively to the artists and records distributed by EMI. The combined circulation of these two papers is over 200,000 per month.

EMI employs a staff of display artists to produce window and showroom features which are in constant demand by dealers. EMI has the reputation of supplying more point of sale material to dealers than any other company in the United Kingdom.

The experience of the company extends over a period of more than 60 years but there is no lack of new ideas and novel promotion activities which ensure that EMI Records Limited stays in the forefront of the United Kingdom record companies.

*Greetings to
the Editor and Staff of*

Cash Box

on this 19th Anniversary from



ROLAND RENNIE
Personal Assistant to Len Wood



RON WHITE
General Marketing Manager



LEN WOOD
Managing Director



ARTHUR MUXLOW
General Promotion Manager



GEORGE FRESHWATER
Manager, Advertising and
Cover Production



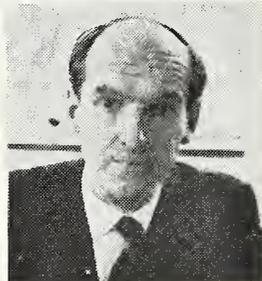
GEORGE MARTIN
A & R Manager



NORMAN NEWELL
A & R Manager



NORRIE PARAMOR
A & R Manager



WALLY RIDLEY
A & R Manager

and everyone at

EMI Records Ltd London

Distributors of the repertoire of **CAPITOL · ABC · PARAMOUNT · CAMEO ·
CHANCELLOR · KING · MERCURY · MGM · ROULETTE · UNITED ARTISTS · VERVE**
THE RANK INTERNATIONAL CO-OPERATIVE *and other leading companies*

E.M.I. RECORDS LTD · E.M.I. House · 20 Manchester Square · London · England

From EMI

Around The World:



SIR JOSEPH F. LOCKWOOD



RICHARD DAWES



GLENN E. WALLICHS

E.M.I. (Electric & Musical Industries Ltd.) claims to be "The greatest recording organization in the world."

This sweeping statement, say E.M.I. executives, is based on hard facts. From information culled from all their international associates, E.M.I. reckon that (outside the Iron Curtain and Bamboo Curtain countries) one record in every four in the world is made by a company owned or affiliated with E.M.I.

In spite of its important position in the world record industry, the name of E.M.I. cannot of course be so well known to the public as are the labels which it controls. Among these are "His Master's Voice" and "Columbia" (neither of which it uses in the Western Hemisphere), "Capitol," "Angel," "Parlophone," "Odeon," "Regal" and "Pathe," and owing to the complications of varying trademark registrations in different parts of the world, one and the same recording can appear under different E.M.I. marks in various countries. An English "His Master's Voice" recording can for instance appear as "Capitol" in the U.S.A., "Angel" in Japan, "Odeon" in Brazil, "Electrola" in Germany and "Parlophone" in the Philippines.

E.M.I. (about 30% of whose shares are estimated as being in American hands) came into existence in 1931 through the amalgamation of the two leading British record concerns—"H.M.V." and "Columbia." Through them, its roots go back to the very earliest days of the record industry at the end of the last century and although the activities of EMI owned companies have spread to many other fields, particularly in electronics, so that total turnover is now around a quarter billion dollars a year, this has in no way hampered the expansion of its business in records and allied products.

A Global Operation

The Group's record interests are of truly world wide extent. E.M.I. has

companies in a couple of dozen countries for the recording, manufacture and distribution of records. In addition, manufacturing licensees in sixteen more countries press and distribute records from E.M.I. recordings and there are countless distributors scattered all over the world who import their supplies of finished records from the various manufacturing centers of the Group.

In America, the best known member of the E.M.I. family is of course Capitol Records Inc., control of which was acquired in 1955—a happy union for all concerned as it brought to Capitol the advantages of world wide distribution, and gave to E.M.I. (whose U.S.A. distribution had formerly been through R.C.A. Victor and Columbia Records) a magnificent outlet for reaching the U.S. and Canadian markets, as well as the executive leadership of Glenn E. Wallichs, who was one of the founders of Capitol.

Another big member of the E.M.I. Group is E.M.I. Records Ltd. of E.M.I. House, Manchester Square, London (next door to the historic Wallace collection). A separate article in this issue deals with the activities of this company, which handles the entire record business of E.M.I. in the U.K. and a wide range of export territories.

The two "giant" E.M.I. companies on the continent of Europe are those in France and Germany.

The French company, Pathe Marconi, with offices in the rue Lord Byron in Paris, a stone's throw from the Arc de Triomphe and a 400,000 sq. ft. factory at Chatou, just outside the capital, is responsible for the manufacture of about 60% of the total of all records made in France (including custom pressing as well as Pathe Marconi's own requirements). The history of the organization goes right back to the nineties, when Emile Pathe and his brother Charles turned their attentions from running a Mont-

martre cafe to making wax cylinders.

The roster of the artists who have recorded for Pathe Marconi reads like a history of French show business throughout the century—from Yvette Guilbert and Aristide Bruant, through Mistinguett, Josephine Baker, Lucienne Boyer, Maurice Chevalier, Tino Rossi, Charles Trenet and countless others to Gloria Lasso, Les Compagnons de la Chanson, Gilbert Be-caud, Luis Mariano and the "new wave" names of Jean-Claude Pascal, Georges Jouvin and Jacqueline Boyer (yes, Lucienne's daughter).

Perhaps the biggest name on the French recording scene at present (as in fact for many years past) is still Edith Piaf, the idol of Paris. The drama of her life, so often marked by tragedy, throws into high relief her triumphs as an artist. Over the years, her hit recordings are too numerous to mention, though "La Vie En Rose" was probably the one that made her most famous internationally, and she continues to achieve success after success. Her "Milord" was probably the biggest individual selling record on the continent of Europe for the year 1960 and this year her "Non, Je Ne Regrette Rien" looks as though it is repeating that success.

Under the dynamic leadership of Ted Cross, who became president of Pathe Marconi in 1959, the company's repertoire policy has become increasingly orientated towards American repertoire, even though France is still mainly a market for French recordings. Considerable emphasis is being placed on promotional activities, in particular exposure of recorded material over the radio networks of the French State Radio, Europe No. 1 and Radio Luxembourg.

Progress in Germany

E.M.I.'s German organization consists of two companies, Electrola and Carl Lindstrom, both located in Cologne. At the end of World War II, headquarters were in Berlin but they

were moved to the Rhineland in 1952. The factories and studios are among the most impressive in Europe. Among the labels used are "Electrola," "Columbia" and "Odeon." Electrola corresponds generally to the line or product marketed elsewhere in Europe under the H.M.V. label: it was created after World War I to take the place of that label, the rights to which for Germany were lost during hostilities. However, they have now been re-acquired so nowadays one sees the familiar 'dog' symbol side by side with Electrola, as well as the Capitol label, which is world wide.

Heading the Electrola/Lindstrom outfit is Dr. Ladislaus ("Laci") Veda one of the best known figures in the continental record industry.

Electrola's leading artist in the pop field has the unusual distinction of having had two separate but highly successful careers before getting out of her teens. Conny Froboess, born in 1943, became a recording (and film and radio) star when she was only 7 years old under the name of "Di Kleine Cornelia" ("little Cornelia") but around 1956 it looked as though her popularity was finished. However in 1958 she made a sensational comeback and under the name of "Conny" is now a bigger name than ever—the teenage idol of all the teenagers in Germany.

Another big name in the Electrola lists is that of Lale Andersen, the creator of "Lili Marlene." She recorded that song in 1939 and it became probably the best known of all the songs associated with World War II. More than twenty years later, Lale Andersen is still turning out the hit recordings—her version of "Never On Sunday" in German is not far short of the one million mark and is still selling strongly.

This brings us to a special feature of the German market, namely the enormous preference for German labels. (Continued on next page)

From EMI Around The World:

(Continued from preceding page)

guage recordings. The German public is very internationally minded and enthuses for rhythms from the U.S.A., Latin America and other continental countries. It also extends a great welcome to visiting artists, but they must sing in German to establish themselves firmly. A strong foreign accent doesn't matter, in fact it is often the gimmick that sells the record. One of Electrola's most successful artists is an Englishman. Chris Howland, who first became known to the German public as chief announcer of the B.F.N. (British Forces Network). He became so popular with the German listeners who "eavesdropped" the programmes that he soon graduated from deejay to recording star, specializing in numbers where his strong British accent lends a special flavour to the performance.

Among other non-German artists who have reached the German hit parades through the medium of making recordings in German are Britishers Laurie London and Cliff Richard, Gitte, the teenage recording star from H.M.V., Denmark, and Eddie Constantine and Jacqueline Boyer from Paris.

In the field of merchandising and promotion, Electrola is very active with good links with the German Radio Networks and Radio Luxembourg, and a press service reaching around 600 journalists, deejays, etc. in Germany and Austria.

Varied Repertoires

E.M.I. companies or licensees operate in every country of Western Europe from Scandinavia to the Mediterranean. All of them have their own recording facilities so that the E.M.I. repertoire contains an enormous assortment of every conceivable type of European folk music from Swedish nambos to Portuguese fados and Greek bouzouki music and Spanish flamenco. Its resources of exotic music do not stop there however: E.M.I. has recording facilities throughout the Middle East and Africa, India, Pakistan and the Far East.

The E.M.I. banner is kept flying in Latin America through the manufacturing and distributing companies of the Group in Argentina, Brazil and Chile and a network of licensees stretching from Mexico to Uruguay. The pop product is usually marketed under the "Odeon" label although classical music is issued under the "Angel" label and the "Capitol" label is retained for the Capitol recordings, as it is throughout the world. Latin America has produced and is still producing many artists of note. Everywhere that Spanish is spoken the name of Carlos Gardel, the Argentine tango singer, is still revered: he died in an air crash in 1934 and some of his recordings go back to pre-electric days (deleted numbers commanding high collectors' prices), but even so, the yearly aggregate of the sales of his records is still among the highest for any artist in Latin America. Of the newer names, that of Lucho Gatica is probably the best known: this Chilean bolero singer is to Spanish speaking audiences what Gardel was to an earlier generation.

"Down Under"

Last but not least in this round up of E.M.I. activities come the affiliates in Australia and New Zealand. The importance of both of these markets need not be stressed to American readers. The Cash Box charts are studied as carefully there as they are at home and American artists get a fantastic welcome. The E.M.I. companies in Sydney, Australia and Wellington, New Zealand do a certain amount of local recording, usually with a strong local "down under" flavour—in fact Australia produced a hit of quite considerable international proportions not long ago ("Tie Me Kangaroo Down Sport"). However, the pop record sales of both companies are based largely on American material and their merchandising and promotional activities are specifically geared to exploitation of that material in the American manner (with em-



edith piaf—favorite throughout the world

les compagnons de la chanson



phasis in Australia for instance on the 108 commercial broadcasting stations in addition to the State operated network). The companies are headed by John Burnett for Australia and Jack Wyness for New Zealand.

Co-ordination

The Chairman of E.M.I. is Sir Joseph Lockwood, and its Managing Director Mr. J. E. Wall. Mr. Richard Dawes is the member of the Board who, as head of the Records and International Division, is in charge of the E.M.I. record business and policies. From his headquarters at the Head Office at Hayes just outside London, he undertakes the major task of co-ordinating the activities of the individual record companies of the Group. This involves not only the recording, manufacturing and trading operations of those companies, but also, the planning and execution of the Group's classical recording programme, and coordination in matters of marketing, repertoire, music publishing, copyright etc.

Current Trends

What impressions of current business trends would be of special interest to American readers? The record business generally throughout the world is, in E.M.I.'s experience, expanding steadily and there is no sign of any recession in the countries of Western Europe, Australasia and the Far East. In the prosperous markets of the more industrialized countries, the 78 rpm record is a memory of the past, having been completely superseded by the 45 rpm record which is now firmly established (however, it is interesting to note that in many countries such as Sweden, France and Spain, the 45 rpm single has never achieved much popularity, the most widely sold form of record being the extended play.) In several of the less developed countries such as Greece, Turkey, India, Pakistan, also in South Africa and some of the Latin American countries, the 78 rpm is still in great demand.

LP records are universally popular though it is remarkable that in a few territories the 12" LP does not dominate the market as completely as it does in the U.S.A., the 10" having

made a startling comeback in recent years.

Stereo is making steady though not spectacular progress in most countries. Obviously the best results are being achieved in the countries with the highest standards of living and in some countries such as the U.K., more than half the sales of some new individual recordings consist of stereo. In due course it can be expected that most countries will follow the pattern established in the U.S.A. as regards Stereo.

Television is having a remarkable effect on record sales and trends in two ways. TV keeps the family at home and thus stimulates the sales of products for home entertainment, including records; it also provides a magnificent vehicle for local artists to reach a wide audience and in the field of pop music this can very often mean that the local version of the latest American hit can be launched successfully, while it proves impossible to get the original version off the ground. This underlines the importance of personal appearances by American performers who wish to establish their popularity with foreign audiences. Recent international tours by such American recording stars as Nat "King" Cole, Peggy Lee, Patti Page, Connie Francis, Bobby Rydell, Frankie Avalon, to name just a few, have, in E.M.I.'s experience, had a pronounced influence in boosting record sales.

By its representation of Capitol and other American labels, E.M.I. provides one of the most important outlets for the exposure of American recordings abroad, and it is largely due to E.M.I. that the public in many countries succeeds so well in keeping abreast of the current trends in American music.

In recent years, E.M.I.'s activities have been extended to the field of music publishing, and the network of publishing companies, which includes the Ardmore and Beechwood companies in Hollywood and London, is rapidly becoming almost as extensive internationally as the record operation.



one out of
every four
records sold
in the world
has an
EMI label.



There are over 1700 record companies in the United States alone, not to speak of the hundreds more in the rest of the world. One company, EMI produces one-quarter of all records.

EMI stands for ELECTRIC & MUSICAL INDUSTRIES LTD., with headquarters in Hayes, Middlesex, England. And it is the parent of a large group of companies operating in 25 countries. Among EMI-owned record companies are Capitol, Angel, His Master's Voice (not in America), Columbia (not in America), Parlophone, Odeon, Pathe, Electrola, Gloria, and Regal. EMI maintains subsidiary companies in 24 countries for the recording, manufacture, and distribution of records. In addition to the EMI record companies themselves, man-

ufacturing licensees in 15 more countries press and distribute EMI recordings. And countless distributors throughout the world import their supply of finished records from the various EMI companies.

EMI was formed in 1931 through the amalgamation of the two leading British record companies... "H.M.V." and "Columbia." Capitol Records, Inc., was added to the EMI roster in 1956, adding greatly to Capitol's worldwide distribution. Over the years, EMI has expanded strongly into electronics and household appliances. But EMI's primary interest is in records. *And through steady growth, it has evolved into the largest record producing and distributing organization in the world.*





These are the companies that make EMI:

- | | | |
|---|--|---|
| ARGENTINA (Buenos Aires) Industrias Electricas y Musicales Odeon S.A.I.C. | EIRE (Dublin) The Gramophone Co. Ltd. | PAKISTAN (Karachi) The Gramophone Co. of Pakistan Ltd. |
| AUSTRALIA (Sydney) E.M.I. (Australia) Ltd. | FRANCE (Paris) Les Industries Musicales et Electriques Pathe Marconi | SOUTH AFRICA (Johannesburg) E.M.I. (South Africa) (Pty.) Ltd. |
| AUSTRIA (Vienna) Oesterreichische Columbia Graphophon G.m.b.H. | GERMANY (Cologne) Electrola Gesellschaft m.b.H. Carl Lindstrom | SPAIN (Barcelona) Compania del Gramofono-Odeon, S.A.E. |
| BELGIUM (Brussels) S. A. Gramophone N. V. | GREECE (Athens) Columbia Graphophone Co. of Greece Ltd. | SWEDEN (Stockholm) Skandinaviska Grammophon Aktiebolaget |
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| CANADA (Toronto) Capitol Records of Canada, Ltd. | INDIA (Calcutta) The Gramophone Co. Ltd. | TURKEY (Istanbul) Gramofon Limitet Sirketi |
| CHILE (Santiago) Industrias Electricas y Musicales Odeon S. A. | ITALY (Milan) "La Voce del Padrone-Columbia-Marconiphone" S.p.A. | U.K. (London) E.M.I. Records Ltd. |
| DENMARK (Copenhagen) Skandinavisk Grammophon Aktieselskab | NEW ZEALAND (Wellington) "His Master's Voice" (N.Z.) Ltd. | U.S.A. (Hollywood) Capitol Records Inc |

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NEW YORK—Ardmore Music, EMI's rapidly expanding publishing organization, is an independent publishing company with its own offices and staff in every important music market throughout the world.

In addition to regular music publishing activity in the U.S., Ardmore affiliates in their own countries represent and protect copyrights of publishers from other countries. They adapt commercial material to local needs as the contracts may require, or if requested to do so, represent and protect the interests of other publishers by acting as collection agencies.

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Some of the major titles controlled or represented in various countries by these companies include: "Angelique" (1961 Cannes Music Festival entry

from Denmark); "Big Man," "Du Du, Du (You, You, You)," "For Your Love," "The Lonely Dawn" (first prize winner in the 1960 Music Festival, Florence, Italy), "Marina," "Only Sixteen," "Sleepy-Eyed John," "Tom Dooley," "Tom Hark," "26 Miles (Across the Sea)" and many others.

Plans are already underway for the establishment of new companies in Brazil, Argentina, Japan and other important areas of the world.

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For those interested in further information regarding representation this procedure should be followed: Using the list opposite as a guide write directly to the manager of the company in the country where you desire representation. Advise him of your needs and request information regarding contract terms — you will receive a prompt reply.

If you desire coverage for the world outside of the U.S., or for block territories and wish to deal with one center only, write Sid Colman at the London office.

Conny—

Teenage Idol of
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England - The Past Twelve Months

The British record year has proved to be the most successful and encouraging production and sales wise since the peak year of 1957. Figures for the first quarter of 1961 are up on last year indicating that the increased profits announced by the major manufacturers at the close of 1960 will be maintained. Single sales continue to rise as do L.P.s. It is interesting to note however that the increasing number of low priced L.P.s available have attracted some of the sales from the E.P. market. 78s are practically non-existent being produced solely for Africa and similar territories. With production and sales for the home market booming export figures continue to decline. For a detailed summary of production and sales in this country over the past seven years see graph elsewhere in this section.

The advent of the 33 1/3 rpm single remains speculative rather than tangible. Whilst certain members of the industry see it as inevitable the majority with their eyes focused on America are content to adopt an attitude of 'wait and see.' As far as this country is concerned there seems technically little point in making the change in view of the fact that most record players are already equipped with three speeds and the central hole is a standard size on all disks. Therefore, if and when the 33 1/3 rpm single hits these shores the transition will be simple. Another argument against the 33 1/3 single is the opinion widely held that the quality of recording must be inferior to that of the 45rpm disk. From a dealer's point of view the change-over must be effected swiftly in order to avoid the necessity of stocking releases in two speeds over a prolonged period as was the case when the 45rpm superseded the old 78rpm. The progress of stereo remains slow with sales restricted largely to the hi-fi enthusiast, one of the major obstacles being the high

price of equipment. Taping of disks by teenagers still remains a serious threat to record sales. The recent activation on the part of record clubs with their direct-to-customer sales approach is also causing some concern amongst record dealers who regard their offers as unethical and harmful to their interests. The last year has seen no reduction in purchase tax on gramophone records and Britain continues at 50% to be the highest taxed country on the continent of Europe.

Musically, as the best selling charts bear witness, this has been a year of change. After a wealth of death disks, answer disks, themes etc. the rock beat persists, less frenzied that a year ago, but still influencing the record scene. We now find ourselves in the age of the ballad with a beat and the return to the ballad proper. The trend was set when on demobilisation Presley, undisputed king of rock, returned to the throne with a complete change of style. Each subsequent release by Elvis in this country has created a record advance. Our own exponents of the ballad with a beat have further enhanced their reputations. Cliff Richard (Columbia) with a total of 8 silver disks and another on the way for his latest hit "A Girl Like You"; Adam Faith (Parlophone) with 3 silver disks. Cliff's backing group The Shadows have reached star status notably with their own composition "Apache." Leading the field with the ballad proper is undoubtedly Matt Monro whose Columbia waxing of the English ballad "Portrait Of My Love" by Norman Newell & Cyril Ormadel has climbed high in the transatlantic charts. It is, in fact, largely due to the talents of writers and singers such as these that British material and British male artistes have figured increasingly in the best selling charts. Alas for the female singer in this country chart recognition continues to be the exception rather than the

rule; notable exceptions being Shirley Bassey (Columbia), Petula Clark (Pye), Anne Shelton (Philips) and the new teenage discovery Helen Shapiro (Columbia).

The entry into the charts of Mr. Acker Bilk and His Paramount Jazz Band sparked off an unprecedented boom in jazz recordings and a return to the music of the 20s brilliantly recaptured by The Temperance Seven who shot into the charts with their first disk "You're Driving Me Crazy" and yet again with "Pasadena." A trend which has not caught on is the Dance craze—The Twist, Hoochie Koochie, Continental Walk, and Pachanga. Although successful in the States they just haven't clicked here.

Undoubtedly the industry's biggest surprise of 1960 was the folding up last August, after 18 months in business, of Rank Records Ltd. and subsequent take-over by E.M.I. under whose management the Top Rank label continues to thrive. Other major acquisitions by E.M.I. Records during the year include the manufacturing and distributing rights for King Records of America, and more recently United Artists previously handled by Decca. E.M.I. Records report increased sales for records of all speeds over the last twelve months. In the fall of last year E.M.I. Records held the No: 1 slot for 10 consecutive weeks, first with Cliff Richard's "Please Don't Tease" (2 weeks) followed by his group The Shadows with "Apache" succeeded after 6 weeks by Ricky Valance and "Tell Laura I Love Her" for 2 weeks.

Decca also claim a year of increased sales and chart representation, notably with 4 successive hits by Elvis Presley on R.C.A. with palpable hits on the London label by Duane Eddy, Roy Orbison, Johnny & The Hurricanes, Johnny Tillotson, Bobby Darin, Bobby Vee and Del Shannon. Out of 9 silver disks awarded to the Decca

group Anthony Newley was the only British artiste to achieve the distinction with "Strawberry Fair." British newcomers to the label deserving special mention are Mark Wynter and Eden Kane. In a year of world wide progress for Warner Bros. The Everly Brothers with a string of successes have helped to establish the label in this country backed by magnificent work by the label's International Director Bobby Weiss.

The crowning achievement of the Philips year came in July with the Philips-Mercury merger. Subsequent arrangements will enable Philips Records to be marketed in the United States by Mercury on the Philips label. It is understood that Philips long running reciprocal agreement with Columbia Records of America expires at the end of 1962. With Columbia anxious to introduce their own CBS label in this country recent discussions between the company's President, Goddard Lieberson and top executives of Philips in Europe, may be an indication of future developments. Philips successfully introduced a series of 12" L.P.s "Masters of Art" presenting classical recordings combined with reproductions of world famous paintings on the Fontana label; the same label which rocketed to the top with The Allisons Eurovision Song Contest entry "Are You Sure."

Pye Records Ltd. have expanded considerably during the year achieving remarkable success with their promotion of American material notably "Blue Moon" by The Marcels (Colpix) which shot to the No: 1 slot. An agreement was signed with Aristocrat Recordings of America to release the Chess, Checker and Argo catalogues in this country. Again Pye hit the jackpot with Charles 'Frogman' Henry's "But I Do" and the follow-up "You Always Hurt The One You

(Continued on following page)

BRITAIN'S FAVOURITE BROADWAY HITS



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England - The Past Twelve Months

(Continued from preceding page)

Love." Major British success was Petula Clark's chart topping "Sailor." Earlier this year Pye launched the new Piccadilly label and issued the first 12" L.P.s in the Pye Plus None-Such series of spoken word recordings. The low priced Golden Guinea L.P.s celebrate their 2nd Anniversary in August.

The year has also seen much increased activity among the independent manufacturers. Several new companies have entered the market whilst established firms have consolidated their reputations. Morris Levy, Managing Director of this country's largest independent Oriole Records reports a year of steady progress in the British market. Expansion in America is likely in the near future following Levy's recent visit to New York and discussions with London Records Inc. With their high capacity plant and recently modernised studios Oriole are completely independent. Associated Recordings, with the launching of the M.K. label of original USSR recordings in October increased still further their extensive classical repertoire. A second new label Eros devoted to low priced popular recordings was also launched. Associated Recordings this year became the first company to sell British made recordings to Russia. The disks both popular and classical were on sale at the British Trade Fair in Moscow. Ember Records International, has survived the teething troubles experienced by most independents and is now a healthy one year old. Major steps in Ember's growth have been the release of low priced L.P.s and the acquisition of the 20th Fox product for release in this country. Audio Fidelity (England) Ltd. broke away from their policy of releasing only 12" L.P.s by issuing 45rpm E.P.s mono and stereo for the British and European markets. They also acquired British distribution rights for the

American independent Elektra. DeLyse-Envoy further justified their reputation as an independent label specialising in original and unique recordings with their 12" L.P. "The London Record"—an international success with particularly strong reaction in America and the Commonwealth countries. Several independents have prospered with the growing interest in language course disks. Gala, encouraged by the success of the Design Instant Learning series entered the market with their own British produced 7" E.P.s "Learn Without Tears" on the Rainbow label. Delta Records came up with two new language courses "Get Along" on the Gem label and the more recent "Sparkling French" on the Atlas label. Their childrens' Talespinner series releases now total 30. A new company Childrens Records Ltd. also entered the kiddie market with a series on the Dandy label. The same company also took over Saga Records Ltd. both disks and pre-recorded tapes. Pressings for Dandy and Saga are handled by Allied Records.

The demand for jazz recordings by the American 'greats' continues to grow and to keep pace with orders Esquire Records, who for the last ten years have had the sole rights to repress the Prestige and New Jazz labels, are having to import direct ready pressed disks. Esquire this year signed an agreement with Oberline Inc. of California to issue Tropicana international labels. Also signed an exclusive contract with Sam Manning to release his Mezzotone catalogue on the Starlite label. Another jazz label Melodisc acquired the Blue Beat rhythm and blues catalogue and the company's Director, Emil Shalit, visits America in August seeking still further material. Polydor entered the jazz field with a single release by the Sims Wheeler Jazz Band, the first of many jazz recordings planned follow-

ing a long term agreement with Denis Preston of Record Supervision. Polydor also completed negotiations with Hickory Records of America to release their recordings in this country. A lot of interest was created this year when Polydor invited over 100 dealers to visit the Deutsche Grammophon headquarters in Germany.

Another fast expanding market is that of spoken word recordings. In the last year Argo have forged ahead with their plan to record the complete cycle of Shakespeare's plays by 1964—the Bard's 400th anniversary. Jupiter Records secured the services of Sir Alec Guinness for recordings of poetry and prose successfully released both here and in America. Denis Preston of Record Supervision, responsible for the Landsdowne Jazz Series released on Columbia and the Pye None-Such series, has plans for new and original spoken word recordings in the near future. Other independents to make news this year are Palette who began releasing here with Pye handling pressing and distribution; Qualiton Records, who opened a London office after 5 years operation from the H.Q. in Wales; Philharmonic Records who signed an agreement with Artec to release their product in French territories; Selection Records known for their folk and jazz releases on the Collector label, had a big hit with "Football Crazy" and signed a royalty deal with Decca resulting in the release of the disk on both labels. Interdisc, having operated in Lugano, Switzerland since their formation in 1959, opened London offices. They quickly made an impact by becoming the first and only company to experiment with the 33 1/3 rpm single with the release of Cannonball Adderly's "African Waltz." Besides Riverside Interdisc handle the European distribution of many other American independents. They recently opened a Paris office to co-ordinate their over-

all continental policy. Another enterprising newcomer to the scene has been Central Record Distributors also handling the Riverside catalogue. They recently signed an agreement with America's oldest independent jazz label Blue Note to distribute in this country. C.R.D. also have their own British labels 77 Records and Folklore.

From independent record manufacturers to independent record producers. As the fight to promote and gain recognition for untried talent becomes tougher the efforts of independent producers become more and more important. Whilst new successes have been achieved by established names such as Denis Preston of Record Supervision; Bunny Lewis of Argo American Enterprises Ltd and Joe Meek of R.G.M. Sound the most notable entry into this field has been that of Audio Enterprise Ltd. Formed in October by experienced A & R men Michael Barclay and Philip Waddilove the company made a terrific impact on the record scene with the launching of Eden Kane currently in the charts with "Well I Ask You" on the Decca label.

The increased recognition of British recorded material also reflects much credit on British music publishers many of whom have added independent producing to their publishing activities in an all out effort to encourage and promote the songs of British writers. Many of these recordings have been released by major manufacturers with marked success. A glance at the Best Selling Sheet Music lists reveals that nearly 50% of the titles are British. British newcomers to the publishing scene in recent months include Lionel Bart with Apollo Music managed by Leslie Paul. The Campbell Connelly Organisation besides opening offices in New York have, in association with Radio Luxembourg, formed Ivy Music to build

(Concluded on Page 49, Part 2)



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10. Rosemary Squires	2.26
11. Lorie Mann	1.94
12. Maureen Evans	1.61

MALE TV ARTIST

	Per Cent
1. ANTHONY NEWLEY	11.56
2. Cliff Richard	9.69
3. Russ Conway	7.81
4. Benny Hill	6.56
5. Lonnie Donegan	6.25
6. Tony Hancock	5.0
7. Adam Faith	4.69
8. Don Arrol	4.37
9. Bruce Forsyth	4.37
10. David Jacobs	3.13
11. Dickie Henderson	2.81
12. Max Bygraves	2.5
13. Billy Fury	2.5
14. Frankie Vaughan	2.5
15. Tommy Steele	2.5
16. Eric Sykes	2.5
17. Emile Ford	2.5

FEMALE ARTIST

	Per Cent
1. ALMA COGAN	32.33
2. Shirley Bassey	13.53
3. Marion Ryan	13.16
4. Petula Clark	4.89
5. Joan Regan	4.51
6. Lyn Cornell	3.76
7. Hattie Jacques	3.01
8. Jill Browne	2.63
9. Anne Shelton	2.26
10. Rosemary Squires	1.88
11. Vera Lynn	1.88
12. Sheila Buxton	1.88

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	Per Cent
1. APACHE—THE SHADOWS (Columbia)	51.09
2. F.B.I.—The Shadows (Columbia)	6.93
3. African Waltz—Johnny Dankworth (Columbia)	5.47
4. Walk Don't Run—John Barry Seven (Columbia)	5.11
5. Passing Breeze—Russ Conway (Columbia)	4.38
6. Pepe—Russ Conway (Columbia)	4.02
7. The Gurney Slade Theme—Max Harris (Fontana)	3.29
8. Summer Set—Acker Bilk (Columbia)	2.92
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10. Buona Sera—Acker Bilk (Columbia)	1.46
11. Hit And Miss—John Barry Seven (Columbia)	1.46
12. Man of Mystery—The Shadows (Columbia)	1.46

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Per Cent

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3. Hank Marvin	9.33
4. Acker Bilk	5.22
5. John Barry	5.22
6. George Chisholm	3.73
7. Johnny Dankworth	2.61
8. Kenny Baker	2.24
9. Kenny Ball	1.87

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Per Cent

1. DAVID JACOBS	65.16
2. Pete Murray	11.61
3. Jack Jackson	6.45
4. Tony Hall	2.9
5. Brian Mathew	2.58
6. David Gell	2.58
7. Sam Costa	1.94
8. Kent Walton	1.94
9. Alan Dell	1.29

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Per Cent

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4. Strawberry Fair—Anthony Newley (Decca)	5.88
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6. Theme For A Dream—Cliff Richard (Columbia)	2.94
7. Sailor—Petula Clark (Pye)	2.94
8. I Love You—Cliff Richard (Columbia)	2.94
9. My Old Man's A Dustman—Lonnie Donegan (Pye)	2.61
0. How About That—Adam Faith (Parlophone)	2.61
1. If She Should Come To You—Anthony Newley (Decca) ..	1.96
2. My Kind Of Girl—Matt Monro (Parlophone)	1.96
3. Do You Mind—Anthony Newley (Decca)	1.63
4. Poor Me—Adam Faith (Parlophone)	1.31
5. Goodness Gracious Me—Peter Sellers and Sophia Loren (Parlophone)	1.31
6. Standing On The Corner—King Brothers (Parlophone) ..	1.31
7. Who Am I—Adam Faith (Parlophone)	1.31
8. What Do You Want—Adam Faith (Parlophone)	1.31

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7. Craig Douglas	2.01
8. Danny Williams	1.68
9. Carole Simpson	1.34
0. Janet Richmond	1.34
1. The Shadows	1.34
2. Jerry Lordan	1.34
3. Maureen Evans	1.34

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SINGLES

Please Don't Tease Apache As Long As He Needs Me Tell Laura I Love Her Nine Times Out Of Ten Man Of Mystery Little Donkey I Love You F.B.I. Theme For A Dream Goodness Gracious Me	Cliff Richard The Shadows Shirley Bassey Ricky Valance Cliff Richard The Shadows Nina & Frederik Cliff Richard The Shadows Cliff Richard Peter Sellers and Sophia Loren Adam Faith Jimmy Jones Connie Francis Andy Stewart	Columbia Columbia Columbia Columbia Columbia Columbia Columbia Columbia Columbia Columbia Parlophone Parlophone M.G.M. M.G.M. Top Rank
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L.P.s

The Black & White Minstrel Show Can Can Nice 'n' Easy Oklahoma Carousel The King and I My Concerto For You Me and My Shadows Party Time Adam Peter & Sophia Gigi	George Mitchell Soundtrack Frank Sinatra Soundtrack Soundtrack Soundtrack Russ Conway Cliff Richard Russ Conway Adam Faith Peter Sellers & Sophia Loren Soundtrack	H.M.V. Capitol Capitol Capitol Capitol Columbia Columbia Parlophone Parlophone M.G.M.
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SINGLES

It's Now Or Never Are You Lonesome Tonight Wooden Heart He'll Have To Go A Mess Of Blues Surrender Strawberry Fair Only The Lonely Because They're Young When Will I Be Loved Rocking Goose Save The Last Dance For Me Poetry In Motion Dreamin' Cathy's Clown Walk Right Back	Elvis Presley Elvis Presley Elvis Presley Jim Reeves Elvis Presley Elvis Presley Anthony Newley Roy Orbison Duane Eddy Everly Brothers Johnny & The Hurricanes Drifters Johnny Tillotson Johnny Burnette Everly Brothers Everly Brothers	R.C.A. R.C.A. R.C.A. R.C.A. R.C.A. R.C.A. Decca London London London London London London Warner Bros. Warner Bros.
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South Pacific Elvis Is Back The Great Caruso/The Student Prince G.I. Blues Elvis's Golden Records The Five Pennies The Twang's The Thang Oliver Strictly For Grown Ups A Date With Elvis Have Twangy Guitar Will Travel Songs by Tom Lehrer	Soundtrack Elvis Presley Mario Lanza Elvis Presley Elvis Presley Soundtrack Duane Eddy Original Cast Paddy Roberts Elvis Presley Duane Eddy Tom Lehrer	R.C.A. R.C.A. R.C.A. R.C.A. R.C.A. London Decca Decca R.C.A. London Decca
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PHILIPS LIST OF BEST SELLERS OVER THE LAST YEAR

SINGLES

A Summer Place Paper Roses My Love For You Gurney Slade Heartaches By The Number Rawhide Chain Gang El Paso You Are Beautiful Kookie Little Paradise A Summer Place	Percy Faith The Kaye Sisters Johnny Mathis Max Harris Guy Mitchell Frankie Laine Ronnie Carroll Marty Robbins Johnny Mathis Frankie Vaughan Jackie Rae	Philips Philips Fontana Fontana Philips Philips Philips Fontana Fontana Philips Fontana
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SINGLES

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Them There Eyes	Emile Ford	Pye
Shortnin' Bread	The Viscounts	Pye
Rocking Alone (In An Old Rocking Chair)	Miki & Griff	Pye
Lively	Lonnie Donegan	Pye
Counting Teardrops	Emile Ford	Pye
Sailor	Petula Clark	Pye
Gather In The Mushrooms	Benny Hill	Pye
Warpaint	Brook Brothers	Pye
Samantha	Kenny Ball	Pye
Blue Moon	The Marcells	Pye International
Must Be Santa	Joan Regan	Pye

L.P.s

Mr. Acker Bilk Omnibus	Acker Bilk	Pye
This Is Hancock	Tony Hancock	Pye
Joan And Ted	Joan Regan & Ted Hockridge	Pye
Pieces of Hancock	Tony Hancock	Pye
Invitation To The Ball	Kenny Ball	Pye Jazz
Miki And Griff	Miki And Griff	Pye
Huckleberry Hound	TV Cast	Pye Golden Guinea
Hymns The Family Knows and Loves	The Light of Faith Choir	Pye Golden Guinea
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Song Without End	Soundtrack	Pye Golden Guinea
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SINGLES

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The Charleston's Gonna Rock The Hop Tonight	Martin Slavin
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My Little Corner Of The World	Maureen Evans

L.P.s

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Larkin Singin'	David Kossoff
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ARTIST	LABEL	TERRITORIES
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Russ Conway	Columbia	In all territories of the world.
Eddie Calvert	Columbia	In all territories of the world.
Alma Cogan	Columbia	Benelux, Phillipines, Spain, Japan, Greece.
Petula Clark	Pye	France, Germany, Benelux, Scandinavia.
Frank Chacksfield	Decca	In all territories of the world.
Lonnie Donegan	Pye	Australia, U.S.A.
Emile Ford	Pye (Piccadilly)	Scandinavia, Benelux, Germany, Australia, New Zealand.
Adam Faith	Parlophone	Spain, New Zealand, Benelux, Scandinavia.
Ted Heath	Decca	Scandinavia, U.S.A.
Mantovani	Decca	In all territories of the world.
Matt Monro	Parlophone	Phillipines, U.S.A.
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TITLE	BRITISH PUBLISHER	AMERICAN PUBLISHER	ARTISTE	BRITISH LABEL	AMERICAN LABEL
Look For A Star	Filmusic	Bourne-Rank	Gary Mills	Top Rank	Imperial
Do You Mind	MacMelodies	Peter Maurice N.Y.	Anthony Newley	Decca	London
Apache	Francis Day & Hunter	Regent BMI	The Shadows	Columbia	ABC
Tunes Of Glory	United Artists	Unarc-Sidmore BMI	Cambridge Strings	Top Rank	London
Portrait Of My Love	Kassner	Piccadilly BMI	Matt Monro	Parlophone	Warwick
My Kind Of Girl	Essex	Hollis BMI	Matt Monro	Parlophone	Warwick
A Scottish Soldier	James Kerr	Bourne-Rank	Andy Stewart	Top Rank	Warwick
African Waltz	Key	Jazz Standard BMI	Johnny Dankworth	Columbia	Roulette
Are You Sure	Marlyn	Burlington Ascap	The Allisons	Fontana	London

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Living Doll
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Chris Barber
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Eddie Calvert
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Top 20 Congratulations to:

1. Sir Edward Lewis, Decca Chairman, knighted in the New Year's Honours List.
2. Victor Silvester awarded O.B.E. and platinum disk by EMI for sales of over 30 million singles in 25 years.
3. Publisher Lawrence Wright on his 50th year in Tin Pan Alley.
4. Lionel Bart, Show Business Personality of 1961.
5. BBC Black & White Minstrel Show winners of International TV Contest.
6. Al Burnett for bringing us Steve Lawrence and Eydie Gorme and Peggy Lee.
7. Radio Luxembourg for 30 years of broadcasting.
8. Norrie Paramor, Columbia A & R for discovering Helen Shapiro.
9. E.M.I. Promotion Manager, Arthur Muxlow, for imaginative exploitation campaigns.
10. Shirley Bassey for consistently good recordings.
11. The Allison's for "Are You Sure."
12. George Martin, Parlophone A & R for taking off beat chances and making smash hits.
13. Norman Newell and Cyril Orndel for writing "Portrait Of My Love."
14. Matt Monro for recording it.
15. Cliff Richard for staying at the top.
16. David Jacobs for disk programmes "Juke Box Jury" and "Pick of the Pops."
17. W. S. Woyda appointed chairman of G.R.R.A.
18. Louis Benjamin appointed Joint General Manager Pye Records.
19. Anthony Newley for all-around originality.
20. Frank Chacksfield for 2 Golden Disks "Ebb Tide" and "Limelight."

England—The Past 12 Months

(from Page 40, Part 2)
up an international repertoire. Southern Music's reputation for promoting home grown material has been further strengthened with the activation of Meridian Music for this specific purpose. Mills Music, too, have had success with British material including three Adam Faith hits. With David Day's departure to New York Francis Day & Hunter have speeded up facilities for transatlantic exchange of material. Maryln Music directed by Harry Lewis entered the pop field and achieved early success with "Are You Sure." Lawrence Wright Music celebrated 50 years of publishing and Bron Associated set up A. Shroeder Music Co. In. in association with the American publisher,

owner of Sealark Enterprise Ltd. American publishers to expand their activities here have been Shapiro Bernstein with new offices under the direction of Cyril Shane; Lee Magid's Alexis Music handled by Noel Rogers of Dominion Music; Gil Pincus came to an arrangement with Fred Jackson's Tin Pan Alley Music to look after his interests in this country. Similarly Harold Fields of Fields Music clinched a deal with Roncom Music of America to represent them here and on the Continent. Chappell & Co. publishers of top American musicals "Flower Drum Song," "Music Man," "Sound of Music" and "Bye Bye Birdie" this year topped the Best Selling Sheet Music lists for 12 consecutive weeks with "Exodus."

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Italy—The Past 12 Months

The record business in Italy for the past twelve months was not as prosperous as in other years, but this recession of record sales was felt principally over the months of 1961. This is the first impression one draws through talks with the executives of our record industry, but to know how much the record business was down over the past year, we have to wait for the statistical figures about Italian record production which Mr. Frachetti, the secretary of I.F.P.I. Italiano, arranges each year. He will give the press his graphs concerning the year 1960 and Cash Box will report them very soon.

The past twelve months will be remembered by our record industry as the year of the heavy 10% increase on taxes paid by the Italian record manufacturers and importers. The act is about to be put into effect. Nothing was really done by the I.F.P.I. Italiano to fight and avoid this new increase. In Italy, the general opinion is that the record industry enjoys fabulous earnings and this is due principally to our national press, which often issued exaggerated figures about the sales of record hits. In addition, a true "boom" of sales really occurred in 1958 (as can be checked by looking at the graphs we published in Cash Box in the past) and people were impressed by this fast development of our record industry. In a recent talk with Mr. De-Goy, president of His Master's Voice-Columbia-Marconiphone, he felt that the new increase was caused by too much publicity our press contains about our singers and their record hits. Now it is too late to attempt a press campaign stressing that the record industry is not as fortunate and rich as people think it is.

While all the outstanding Italian record houses are members of Gruppo Italiano Produttori Dischi (Italian I.F.P.I.), and the others are anxious to become members, five of our most important music publishers left S.E.D.R.I.M. (The B.I.E.M. Italiano) a year or so ago, and formed an independent group as far as the collecting of music rights from record houses is concerned, under the name of Editori Indipendenti (Independent Publishers). They are Southern Music, Ariston, Carlo Alberto Rossi, Connelly and Cielo Girl. Just recently, it was announced that they signed a contract with I.F.P.I. Italiano, which provided how much the Italian record houses have to pay them for the use of their music.

The past twelve months represent the happiest season for Mina, Peppino Di Capri, Nico Fidenco, Pino Donaggio and Celentano, as far as our domestic singers are concerned. Mina broke into our charts with the wonderful Gino Paoli tune, "Il Cielo In Una Stanza" (The Sky In A Room), translated in English, "The World We Love In," and kept the number one position for many months. She is our most charming girl singer and our best female voice.

Peppino Di Capri is our dynamic and modern interpreter of the old Neapolitan catalog, with such hit tunes as "I Te Vurria Vasa" (I Wish To Kiss You), and "Parlami D'Amore Nariu" (Speak To Me Of Love, Mariu), both fine evergreens from Naples. He acts in our night clubs and is highly rated and in great demand. He recently told us that he has no evenings free up to the end of the year.

Nico Fidenco, the newcomer who almost immediately reached top popularity, is referred to as the best seller of RCA Italiana. His first number, "What A Sky," which introduced him to our audiences, was a real

smash and other successful releases included "The World Of Susie Wong," "Just That Same Old Line."

Pino Donaggio, composer and singer, was born, musically speaking, at the last San Remo Festival where he presented his tune "Like A Symphony" without drawing much success, but slowly in the past months his song has become a strong hit. He has written new melodies after his initial appearance on the stage of San Remo and now he is referred to as one of our best singer-composers.

Adriano Celentano is our rock 'n' roll boy. His smash records were "Il Tuo Bacio E' Come Un Rock" (Your Kiss Is Like A Rock), released two years ago, "Ero Pazzo Di Te" (I was Crazy For You), released a year ago. "24,000 Baci" (24,000 Kisses), presented at the last San Remo Festival, and "Non Esiste L'Amore" (Loved Does Not Exist), just lunched and destined to become a new big hit.

Connie Francis was the new foreign voice that hit in Italy in the past twelve months. I said foreign, but in reality she is not completely foreign, for she speaks and sings our language well. "Jealous Of You" sold some 250,000 copies and "Roman Guitar" is a very hot seller now. A voice, already famous in Italy, which again drew the attention of all, has been that of fantastic Elvis Presley, who carried our old tunes, "It's Now Or Never" (O Sole Mio) and "Surrender" (Torna A Surriento) to an international success. Another foreign name we cannot forget is Caterina Valente, who waxed a series of songs which soon became successful across Italy.

In the past year, Elvis Presley had two hits with "It's Now Or Never" and "Surrender" (both old Italian songs), internationally, and Connie Francis followed the same route with "Jealous Of You" (the old Italian Tango Della Gelosia) and "Roman Guitar" (old evergreen from Italy). Caterina Valente, the world-known songstress, recently waxed "Non Dimenticar Le Mie Parole," another old Italian song, and lastly in our territory one of the best singers, Peppino Di Capri, has gotten immense popularity here principally through his new and modern versions of ancient Neapolitan songs. What does this general trend of picking up old Italian songs and releasing them internationally mean? First of all, it shows that the evergreens from Italy have an extraordinary strength of vitality the world over, and secondly it might mean that the current production of songs is so indifferent that it drives singers to prefer and pick pieces from our old catalogs.

The past twelve months were Mr. Sugar's of Compagnia Generale Disco. His record house had a terrific development, got new, very important foreign representations such as United Artists and Verve, and distributed the smash hits by Connie Francis across Italy.

This year, Mr. Ricordi left the Ricordi. It was a shock and a surprise when I called the offices of this company asking to speak to Mr. Ricordi and they answered that he was no longer with them. The reason for his resignation is not known. We can only record that at the same time, Mr. Crepax, also left the company to join CGD as its general manager, while Ricordi joined RCA Italiana as artistic director. Both of them were responsible for the establishment of the Ricordi and for the discovery of talents such as Umberto Bindi, Gino Paoli and Giorgio Gaber. In a few words, they created the success of this record company and it was a great surprise to learn that they left it.

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Labels: 20th Century Fox, Chancellor, Canadian American, Sonet, Debut, Storville, President, Riverside, Good Time Jazz, Contemporary, Challenge, Colpix, Bluebell, Candid, Cadence, Fantasy, Hi Record.

CARISCH

Via Genreal Fara 39, Milan
Mr. Robbiani, president; Maestro Mazzocchi, art adviser; Galli, commercial director.
Labels: Odeon, Parlophon, Carisch, Parlophon-King.
Recording studio: Via Monviso 17, Milan.

CAROSELLO

Via Beccaria 5, Milan
Mr. Gramitto Ricci, Maestro Spagiari.
Labels: Carosello, Disneyland, Mardigrass, Imperial (USA) under Post, Erato, Triola.
Carosello is distributed by Italdisc.

COMBO

Corso Europa 16, Milan
Mr. Trevisan.
Labels: Combo (country music).

COMPAGNIA GENERALE DEL DISCO

Galleria del Corso 4, Milan
Mr. Ladislao Sugar, president; Mr. Franco Crepax, general manager; Mr. Giuseppe Giannini, executive manager for foreign operations; Mr. Sandro Delor, promotion channel A (MGM, CGD, Verve, Everest), Mr. Giampiero Todini, promotion channel B (U.A., GC, Palette); Mr. Franco Reverberi, A&R.

DECCA DISCHI ITALIA

Via Brisa 3, Milan.
Mr. Bacchini, director; Mr. Tosi, Miss Bacchini, press office.
Labels: Decca, Telefunken, Argo, Inglese, Oiseau Lyre, London (Dot, Liberty, Kapp, Carlton, Guaranteed, Hi, Jamie, Guyden, Challenge, Josie, Big Top, Warwick, Speciality, Sun, Monument, Jackport, Jubilee, Felsted).

DURIUM

Passaggio degli Osii 2, Milan.
Mr. Krikor Mintangian, president; Mr. Air-Oldi; Mr. Martinengo, treasurer; Mr. Scussel, foreign labels manager; Maestro Cassano, art adviser; Mr. Locatelli, press office.
Labels: Durium, Royal, Circus, Top Rank, Vague, Pye, Paris, Jugoton, D.M.E. (Durium Marche Estere: Dolton, Titanus, Adventure).
Recording studio: Via Pastrengo 16, Milan.
Record moulding factory: Durium, Via Trieste, Erba, Como.

FONIT-CETRA

Record moulding factory: Via Meda 45, Milan.
Sound recording studios: 1. Via Meda 45, Milan; 2. Via Bertola 34, Turin; 3. Via Nicola De Cesarini 3, Roma.
Mr. Carrara: managing director of Fonit-Cetra.

FONIT

Via Gonzaga 4, Milan.
Mr. Navarra, director.
Label: Fonit.

GETRA

Via Bertola 34, Turin.
Mr. Trinelli director.
Labels: Cetra, Excelsius, Somerset, Miller International Co., Stereo Fidelity Records.

FONOCROM

Via Passerella 2, Milan.
Mr. Grossi.
Label: Fonocrom.
Record moulding factory: Bellano (Como).

FONOTECHNICA

Via Leopardi 25, Milan.
Mr. Francesco Braga.
Labels: Fonola, Melody.

GURTLER & C. S.R.L.

Via San Vittore 40, Milan.
Mr. Gurtler, director; Maestro Leoni, art adviser; Mr. Di Gioia, publicity and press; Balloni, commercial director.
Labels: Music, Celson, Atlantic, Prestige.
Sound recording studio: Via San Martino 9, Milan.
Record moulding factory: Via Salvatore Pianelli 21, Milan.

ITALDISC

Via Beccaria 5, Milan.
Mr. Matalon; Mr. Levi; Mr. Massara, press office; Maestro De Vita, art adviser.
Labels: Italdisc, Broadway, Pacific, Festival.

ITALMUSICA

Corso Genova 22, Milan.
Mr. Pignini, Mr. Sorio.
Labels: I.P.M., Italmusica, Mondial Record, Embassy.

JUKE BOX ITALIANA

Galleria Del Corso 2, Milan.
Maestro Carlo Alberto Rossi, Maestro Van Erden.
Labels: Juke Box.
Sound recording studio: Via Barletta II, Milan (This studio is being built and will be ready at the end of 1961).

MEAZZI

Via Piatti 4, Milan.
Mr. Meazzi, Mr. Mario Panvini Rosati.
Labels: Hollywood, Astraphon, Design.

MELODICON

Via Turati 8, Milan.
Ing. Baron, president; Maestro Oliviero, art adviser; Mr. Motta & Bergamo, press office; Mr. Negro, sales manager.
Labels: Melodicon, Philips, Fontana.
Record moulding factory: Via Benadir 14, Milan.
Sound recording studio: Piazza Cavour 2, Milan.

PHONOCOLOR

Via Maffucci 18, Milan.
Mr. Rota, Mr. Sciascia.
Label: Phonocolor.
Record moulding factory: Via Maffucci 18, Milan.

RCA ITALIANA

Via Tiburtina Km 12, Rome.
Mr. Giuseppe Ornato, general director; Mr. Melis, assistant director; Ricordi, artistic director; Maestro Micocci, artists and repertoire manager; Mr. Franco, promo-publicity manager; Mr. Mottola, press office manager; Mr. Pulvirenti, sales manager; Mr. Ruggieri, merchandising; Mr. Aleandri, administration manager; Ing. Linguanti, Ing. Bolle and Mr. H. Voldher, studio and factory managers.
Ricordi, artistic director.
Labels: RCA, RCA Camden, CRA Serie Europa, Vik, Ducretet Thomson, Les Disques Français.
Recording moulding factory: Via Tiburtina Km. 12, Rome. Sound recording stages: Via Tiburtina Km. 12; Via Pola 6, Rome.

RICORDI RECORD HOUSE

Via Berchet 2, Milan.
Mr. Clausetti, Mr. Rignano, Mr. Anzelmo, foreign department.
Labels: Ricordi, Mercury, Roulette-Tico, Sef (Argo) Round Table, Mezhdunarodnaja Kniga (U.R.S.S.), Westminster.
Sound recording studio: Via Berchet 2, Milan.

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Piazzetta Pattari 2, Milan.
Mr. Ansoldi, co-owner and director; Mr. Velona, assistant.
Labels: Ri-Fi, Primary, Variety.
Recording moulding factories: 1. Play-Co, Via Durazzo 2, Milan; 2. Calypso, Via Quintino Sella 91 A, Busto Arsizio.

S.A.A.R. s.r.l.

Viale Di Porta Vercellina 14, Milan.
Mr. Gürtler, director; Maestro Leoni, art adviser; Mr. Di Gioia, publicity and press; Balloni, commercial director.
Labels: Jolly, Stella, Barclay, Warner Bros
Sound recording studio: Via San Martino 9, Milan.
Record moulding factory: Via Salvatore Pianelli 21, Milan.

SIEMENS

Via Locatelli 5, Milan.
Mr. Riechhof, director; Miss Campodonici, press office.
Labels: Deutsche Grammophon Gesellschaft Archiv, Polydor, Heliodor, Coral, Brunswick.

SOCIETA' ITALIANA DISCHI

Via Ugo Foscolo 8, Milan.
Mr. Bossi, director.
Label: Vox.

SUPRAPHON

Via Tazzoni 6, Rome.
Mr. Trovatioli, director.
Label: Supraphon.

VIS RADIO

Corso Umberto I, 132, Naples.
Mr. Scopa, managing director; Maestro Conte, artistic director.
Label: Vis Radio.
Sound recording room: Cupa Cajafa 36, Naples.

VOCE DEL PADRONE, Columbia, Marconi-phon.

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- b
- 5 Impazzivo Per Te (I Was Crazy For You)
- 6 Il Cielo In Una Stanza (This World We Love In)
- 7 Never On Sunday
- 8 It's Now Or Never (O Sole Mio)
- 9 Due Note (Two Notes)
- 10 What A Sky
- 11 Liebelai
- 12 24.000 Baci (24,000 Kisses)
- 13 Le Mille Bolle Blue (One Thousand Blue Bubbles)
- 14 Il Mare Nel Cassetto (The Sea In The Drawer)
- 15a Al Di La
- b
- 16 Come Sinfonia (Like A Symphony)
- 17 Il Pullover
- 18 Flamenko Rock
- 19 Jealous Of You
- 20 Just The Same Old Line
- 21 The World Of Susie Wong
- 22 Surrender (Torna A Surrrento)
- 23 Parلامي D'Amore Mariu' (Speak To Me Of Love, Mariu')
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- 25 Roman Guitar
- 26 Non Esiste L'Amore (Love Does Not Exist)

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Mina

Dalida

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Mina
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Milva

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Peppino Di Capri

Nico Fidenco

Connie Francis

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CGD

VCM/Curei

RCA Italiana/Ariston

Cetra/Southern Music

MGM-CGD/Carisch

RCA Italiana

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published further on
in this section!**



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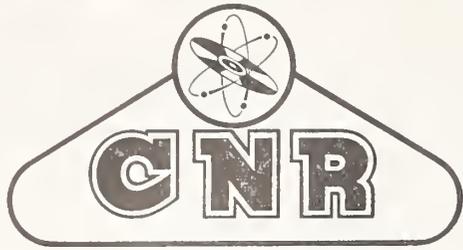
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Benelux—The Past 12 Months

Although the market in these countries—as probably everywhere—is ruled by the teenagers, there's a remarkable "going-back" in the rock 'n roll rage. The likings of youth, of course, is still set on rhythm. But besides that, there's a longing for melody too. This is one of the most important reasons for the success of two Indonesian-born brothers—The Blue Diamonds—who made a great many records with old hits, such as "Ramona" and "In a Little Spanish Town." A result of this new teen-sound in Benelux is that starlets from other countries with less of a hard-beat were very lucky here, especially Italian, German, and Danish artists. Also remarkable is the fact that the teeners this year became interested in their own languages, too. Many teen records in Dutch, Flemish and French are sold. Miss Ria Valk became an important star in a very short time, with different so-called cowboy songs, of which she wrote the words and music herself. But more melodious vocal records too (as those of the young girls Anneke Grönloh and Willeke Alberti, daughter of singer Willy Alberti) with a strong tendency to sweet-music-songs, get a continually rising turnover here. One of the reasons for this change will be without any doubt the lack of interest in American artists to perform in Holland and Belgium. And when they agree to cross over to our low countries sometimes, they ask such enormous wages that not one agent or theatre-director dares enter into a contract. It is understandable that an artist, used to getting \$1,000 or more for a performance in the U.S., wants the same salary abroad. But then he must bear in mind \$1,000.—is about 4,000 Dutch guilders and about 29,000 Belgium francs. In some cases it would be possible to pay salaries like these, if the artist agrees to have made a TV-telerecording of his performance for this same price. But mostly they ask extra payments on American standards for this. And in small countries like Belgium and Holland, TV-stations can pay only small salaries. Because American artists don't show themselves, the interest in their person grows less, with the result that the turnover of their records has to go back too.

Continental artists profit by this, for European artists ask European salaries, which are about a quarter of the American. Popular teen-stars from Germany like Heidi Brühl, Connie Froboes or Peter Kraus like to be heard (and seen) in the Benelux-countries and they ask about 1,000 DM (\$260.). With the older music-lovers, there awoke a sudden love for the musicals. Especially "My Fair Lady" in both versions—American and Dutch—"West Side Story," and the soundtrack of "Porgy and Bess."

Nevertheless, it is the single which dominates the market. Of many singles from the international, the following reached sales of more than 50,000: "Non, ce ne regrette rien" (Edith Piaf); "Milord" (Edith Piaf); "Diana" (Paul Anka); "Lonely Boy" (Paul Anka); "Everybody's Somebody's Fool" (Connie Francis); "Return to me" (Dean Martin); "The Sheik of Araby" (Fats Domino); "Mid-midinettes" (Conny Froboes); "Les enfants du Pirée" (Melina Mercouri); "Mustapha" (Bob Azzam); "Grote Beer" (Cocktail Trio); "Laila" (Regento Stars); "Wunderbar" (Zarah Leander); "Gitarren klingen leise durch die Nacht" (Jimmy Makulis); "Sweetheart, My Darling, Mijn Schat" (Caterina Valente); "Schön ist die Jugend" (Leni und Ludwig); "Olé Guapa" (Malando); "De smokkelaar" (Twee Jantjes); "Boerinnekensdans" (Limburgse Zusjes); "De postkoets" (De Selvera's); "Petite Fleur" (Chris Barber); "The great pretender" (The Platters); "What do you want to make those eyes at me for" (Emile Ford); "Uncle Satchmo's Lullaby" (Armstrong Gabrielle); "I'm Sorry" (Brenda Lee); "Unter Fremden Sternen" (Freddy); "Seigneur, Mon Ami" (Pater Duval); "Sucu Sucu" (Ping

Ping); "Marina" (Rocco Granata); "Don't Be Cruel" (Elvis Presley); "O, Sole Mio" (Elvis Presley); "Mus I Denn" (Elvis Presley); "Eso Es I Amor" (Chakachas); "Cradle of Love" (Johnny Preston); "Runnin' Bear" (Johnny Preston); "Fais-Moi Le Couscous, Chérie" (Bob Azzam); "Harbour Lights" (The Platters). Since this list refers to the last few years, one may speak of the "All Time Best Sellers" of Benelux.

In Belgium, the situation in connection with the teenagers is slightly different from that of Holland, for there is, in the Flemish as well as in the Walloon part of the country, a revival once more of the outspoken teen style, which is more allied to rock 'n roll here. Mainly thanks to a big teen-tour, organized by the commercial radio station Radio Luxembourg in co-operation with Philips records. This tour produced much young talent, which is recording now for the Belgian Market.

The two commercial radio stations Radio Luxembourg (208 m) and Radio Veronica (192 m), are listened to frequently by the young listener. Naturally, the music-business makes good use of this. Further, it is remarkable that more and more of our national or local artists become of international stature. Besides the fact that many of them have a big success with translations of international hits they apply more to conquering foreign markets. The Belgian singer Jacques Brel became a star in France, especially with his "Ne Me Quitte Pas." And in the Netherlands, female singer Corrie Brokken took her chance on the German market with some German songs: "Er Sah Aus Wie Ein Lord" and "Bonsoir, Paris." Guitarist singer Eddie Christiani had good results in several European countries with his "Sucu Sucu," and vocalist Mieke Telkamp regularly makes special recordings for Germany, like the previously mentioned Blue Diamond who recently made two LP's at the request of the Scandinavian countries, which even won't be released in Benelux. Also instrumental talent crossed the borders with success: The Dutch Swing College Band has made many LP's which are sold all over the world. The same goes for the tang orchestra Malando, for the Bill Longstreet sextet, for the New Orleans Syncopators, for Francis Breyer and his orchestra and for the Wil Schobben strict dance tempo orchestra.

Since the prices of records in Belgium and Holland are—compared with those in the U. S.—higher (for a single one pays here \$1.—and for a LP \$5.—), it is the single that is the best sold article in our countries. Because of many reasons (in Belgium, of course, because of the events in the Congo), there was a rather weak market in the beginning of the year. But in time, business rallied considerably and, generally it's expected that the year will end with good results. Moreover, records have been more and more used for advertising purposes in the last months. For recording studios and pressing plants, advertising agencies became better clients.

Worth mentioning is the fact that foreign firms producing background music for films, radio and TV, use their production facilities in Holland. Background music, but also complete radio programs for commercial radio-stations, are recorded on tape by established free-lance producers and delivered abroad. The production expenses are much lower in Holland and the quality of the tapes is internationally appreciated. Also in this section of the business, a good year is expected, and the future looks bright.

Generally, prospects in the entertainment business are particularly attractive. Talent in the Benelux is expected to get a better social status because the public is becoming more interested in local artists who are famous in other countries. Of course record firms will profit from this.

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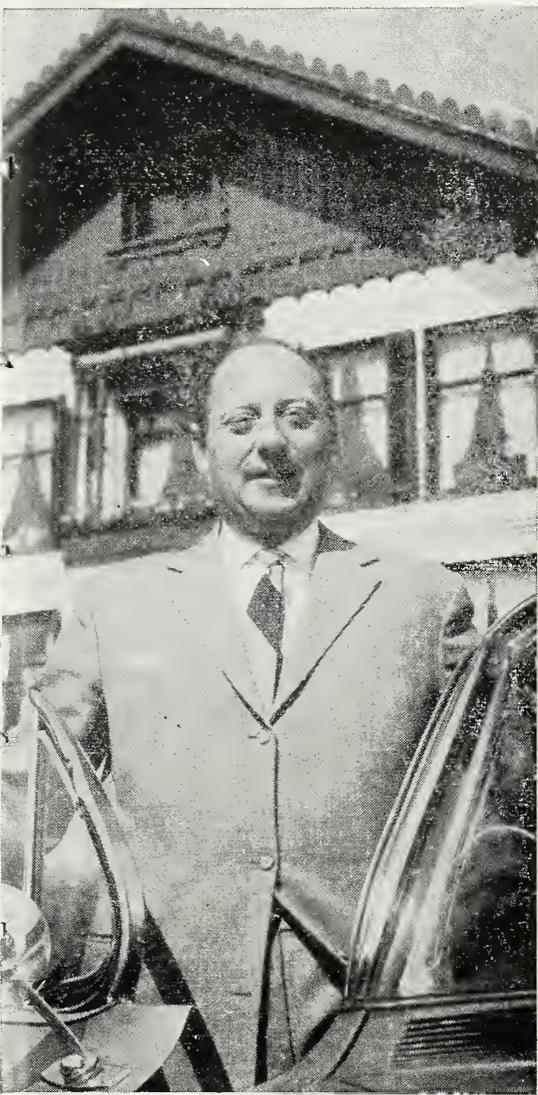
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3. Milord (Edith Piaf/Corry Brokken—Columbia/Philips) (Editions Altona, Amsterdam).
4. Wheels (Billy Vaughn/String-A-Longs—London/London) (Editions Bens, Brussels).
5. It's Now Or Never (Elvis Presley—RCA) (Edizioni Bideri, Naples).
6. Les Enfants Du Pirée (Melina Mercouri—Barclay/London) (Les Ed. Int. Basart, Amsterdam).
7. Wooden Heart (Elvis Presley—RCA) (Belinda, Amsterdam).
8. Save The Last Dance For Me (Drifters—London) (Belinda, Amsterdam).
9. Kom Van Dat Dak Af (Peter And His Rockets—Imperial) (Anagon Music, Heemstede).
10. Are You Sure (Allisons—Fontana) (Editions Altona, Amsterdam).
11. Sucu Sucu (Ping Ping—Tivoli) (Uitgeverij Portengen, Haarlem).
12. Rocking Billy (Ria Valk—Fontana) (Editions Altona, Amsterdam).
13. Cathy's Clown (Everly Brothers—Warner Bros) (World Music, Brussels).
14. He'll Have To Go (Jimmy Reeves—RCA) (Les Ed. Int. Basart, Amsterdam).
15. Barcelona (The Wilmari's—Fontana) (Benelux Music, Weert).
16. Surrender (Elvis Presley—RCA) (Belinda, Amsterdam).



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- The largest independent record-company in Holland.
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HOLLAND POLL RESULTS (Tune Tunes - Dutch Monthly)

FOREIGN ARTISTS

Top Male Singer	Per Cent
1. ELVIS PRESLEY	28
2. Cliff Richard	24
3. Paul Anka	21½
Top Female Singer	Per Cent
1. CONNY FROBOESS	25½
2. Catarina Valente	24
3. Connie Francis	19
Vocal Group	Per Cent
1. JAN & KJELD	34
2. The Everly Brothers	32
3. The Platters	18
Big Band	Per Cent
1. CHRIS BARBER'S JAZZBAND	36
2. Papa Bue's Viking Jazzband	34
3. Francis Bay	16½
Small Combo	Per Cent
1. JOHNNY & HURRICANES	28
2. Bill Haley's Comets	19
3. Oscar Peterson Trio	16½
Instrumentalist	Per Cent
1. LOUIS ARMSTRONG	35
2. Miles Davis	21½
3. Oscar Peterson	10½
Radio Program	Per Cent
1. HIT PROGRAMS RADIO LUXEMBURG	43½
2. Chris Howland Show	21
3. Cliff Richard Show	12½
Topsong Of The Year	Per Cent
1. MILORD	32
2. Oh Carol	29
3. Banjo Boy	25

DUTCH ARTISTS

Top Male Singer	Per Cent
1. WILLY ALBERTI	23
2. Marcel Thielemans	14
3. Peter Koelewijn	11
Top Female Singer	Per Cent
1. ANNIE DE REUVER	31½
2. Corrie Brokken	29
3. Teddy Skolten	20½
Vocal Group	Per Cent
1. THE BLUE DIAMONDS	30
2. Sweet Sixteen	19
3. De Selvera's	17½
Big Band	Per Cent
1. DUTCH SWING COLLEGE BAND	34
2. The Ramblers	27
3. The Skymasters	25
Small Combo	Per Cent
1. PETER & HIS ROCKETS	33½
2. Mozam Skiffle Group	20
3. Trio Pim Jacobs	14
Instrumentalist	Per Cent
1. HARRY MOOTEN	23
2. Frans Poptie	20½
3. Sem Nijveen	11
Most Popular Radio Program	Per Cent
1. TIJD VOOR TEENAGERS	39
2. Tussen 10+ en 20-	20½
3. Radio Veronica Programs	18
Best Dutch Song	Per Cent
1. KOM VAN DAT DAK AF	24
2. Oh Marijke	11
3. Niet Voor Mij	10

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HELIA
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71, Passtraat, St. Niklaas (Waas).

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Labels: Strand Records; CGD Records, etc.

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Managing Director: E. W. Pelgrims de Bigard.
A&R Manager: A. E. Palmans.
Labels: Decca; London; Dot; Barclay; Omega; Cid; Cetra; Maestro; Fiesta; Stella.

N. V. GRAMOPHONE
76, Quai des Charbonnages, Brussels.
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A&R Manager: Mr. Deboeck.
Labels: His Master's Voice; Pathé; Columbia; M.G.M.; Fonit; Parlophone; Capitol; Odeon.

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71, Passtraat, St. Niklaas (Waas).
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A&R Manager: Gerd Frank.
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Managing Director: P. J. Goemaere.
A&R Manager: Ivon De Bie.
Sales Manager: W. Roelans.
Labels: RCA; Vik; Camden; Warner Bros.

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Labels: Ronnex Records; Teeny Records; Combo Records.

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Labels: Kapp; Palette; President; Funckler.

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Publicity Manager: Ray Vaet.
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Man. Dir.: Jef De Boeck.

BELGIUM POLL RESULTS (Song Parade - Belgium Monthly)

FOREIGN ARTISTS

Top Male Singer
1. ELVIS PRESLEY
2. Paul Anka
3. Cliff Richard

Small Combo
1. PETER AND HIS ROCKETS
2. Johnny And The Hurricanes
3. The Shadows

Vocal Group
1. THE PLATTERS
2. Everly Brothers
3. Blue Diamonds

Topsong Of The Year
1. IT'S NOW OR NEVER (Elvis Presley)
2. Mustapha (Bob Azzam)
3. Ramona (Blue Diamonds)

Top Female Singer
1. CONNY FROBOESS
2. Connie Francis
3. Brenda Lee

Big Band
1. RAY CONNIF
2. Helmut Zacharias
3. Montovani

Instrumentalist
1. LOUIS ARMSTRONG
2. Erroll Garner
3. Duane Eddy

BELGIAN ARTISTS

Top Male Singer
1. WIL TURA
2. Rocco Gran
3. Louis Neefs

Vocal Group
1. THE STRANGERS
2. —
3. —

Top Female Singer
1. RINA PIA
2. Frieda Linzi
3. Lieve Olga

Orchestra
1. FRANCIS BAY

Topsong Of The Year (Sung In Flemish/Dutch)
1. KOM VAN DAT DAK AF (Peter And His Rockets)
2. Een Hutje Op De Heide (Bobbelaar Schoepen)
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GERMANY

The Past 12 Months

The last year was a highly active one here on the German music market. Here is a calendar of news making items over the past year as they appeared in **The Cash Box**.

JULY 1960

Connie Francis made her first trip to Germany for TV appearances and at the same time she recorded her "Everybody's Somebody's Fool" in German and went on to sell over ¼ million records with the tune. Young songstress Heidi Bruhl won 2nd prize in the German end of the "Song For Europe" contest with a waltz called "Ring Of Gold" (Wir Wollen Niemals Auseinander Geh'n) and, after a TV show called "The Last Word For Sunday" in which a priest praised the lyrics and melody the song went on to become a million seller and was recorded in English for the American and English markets. The song failed to catch on in either country, but Heidi is now established as a top star here. The song topped the charts here for months. A young performer from Belgium complete with 10 gallon hat and jeans started a country music craze here with his recording of "A Pub With No Beer" (Ich Steh An Der Bar Und Habe Kein Geld) which took off like lightning in Austria and went on to become a top hit here. For the first time, the German publishers and record firms began to include Nashville, Tennessee on the agenda when America was visited. The singer's name is Bobbyjaan. The summertime hits began to take hold and "Itsy Bitsy Teenie Weenie Yellow Polka Dot Bikini" became the vehicle for Caterina Valente to make a new start and once again establish her stardom here. It was the comeback record for the gal and she hasn't had a miss since then. "Down By The Riverside" came back strong with 3 different lyrics, but TV M. C. Lou Van Berg took top honors with his version. Teenager Conny was ridin' high with "MidiMidinette" which also got an American release, but once again nothing happened, and Vico Torriani has a new song called "Kalkutta Liegt Am Ganges" which was sweeping the charts. The tune transplanted itself to America and became "Calcutta" which sold over the million mark.

AUGUST 1960

On August 1st, Deutsche Grammophon took over the United Artists line, and the first release was "Never On Sunday" by Don Costa. The German Air Force named a new plane after songstress Angele Durand. Angele's husband, A&R man Nils Nobach flew to England for the first German waxing by Cliff Richard. At Knokke, Belgium the annual "European Song Festival" was won by a team from Germany consisting of Udo Jurgens, Frank Forster, Heinz Sagner, Hannelore Auer and Inge Brandenburg. Inge was also crowned Europe's Number 1 jazz songstress in the same month in France. The American born King of Thailand visited Cologne and joined in a jam session with the musicians from Kurt Edelhagen. The king plays clarinet. Electrola awarded Rocco Granata a gold dog for selling 1 million copies of "Marina" within 12 months inside Germany alone. It's the second time in the history of the firm that the award has been made. Marlene Dietrich came to Germany for a concert tour and waxed her first LP here in years. German record exports reached the 8 million mark for the first time. Track star Carl Kaufmann won the 400 meter dash at the Olympics and inked a singing contract with Metronome Records. American Gus Backus left the Air Force here and waxed his first smash hit "Running Bear."

SEPTEMBER 1960

The small Scandinavian firm Storyville—Sonet had their first smash with a dixieland recording by Papa Bue and his Vikings. The song, Mozart's "Schlafe Mein Princhen" sold over ½ million copies. There were 20 different versions of "Milord" on the market and Edith Piaf won the race

(Continued on page 58)

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GERMANY

The Past 12 Months

(Continued from page 57)

with her French version which topped the hit parade at that time. “Calcutta” was number 2. Lolita got her first American release with “Sailor” which smashed. Composer Robert Storz celebrated his 80th birthday. In that time he composed over 100 film musicals, 50 operettas and over 2000 hit tunes. Frank Sinatra asked 10,000 dollars a night here for a tour and was turned down and the Marlene Dietrich tour lost over 25,000 dollars. A film was made here featuring Duke Ellington, Nat Cole, Sarah Vaughan and many other German and American stars. “Never On Sunday” started its climb to the top with plenty of versions and Lale Anderson made her biggest comeback with the song selling over 75,000 copies. The song sold over 1,500,000 records in Germany alone. Ariola presented their “Week of Phonograph Records” and had a great success. Radio Luxemburg presented their “Golden Lion” to Freddy as the most popular artist of the year. The Pop Music Festival of Radio Luxemburg was won by Caterina Valente with a hillbilly parody called “Rosalie, Must Not Cry” and the record went on to become a top hit.

OCTOBER 1960

Elvis Presley picked up his first German million seller with “It's Now Or Never.” German stars Peter Kraus and Conny, both teenagers, recorded songs in English, French, Flemish, Dutch and other languages. Music composers, writers and publishers met in Munich for their yearly conference. Sonet-Storyville opened offices in Hamburg with distribution being handled by Metronome Records. Paul Anka made his first German record with an American playback and flopped. The record also hurt Anka's English sales here. The record sales fell off about 3 million in comparison to last year. The second channel TV was set for operations. Violinist Yehudi Menuhin made his first film here. The French record firm Vogue started a German production with Gunter Gayer handling the A&R chores. Caterina Valente received an invitation to make the Perry Como show.

NOVEMBER 1960

The new Freddy record “Weit Ist Der Weg” sold over 200,000 records within 3 weeks of release and Freddy continued to be the Elvis Presley of Germany as far as record sales are concerned. His style is more on the “folks music” side. The German industry copied their American brothers and did no new Christmas production. They relied on the standard material and enjoyed top sales. The German teenage clubs 90,000 strong elected Conny, Peter Kraus, Rex Gildo and Heidi Bruhl as their favorites of the year. Ralph Maria Siegel premiered his new musical comedy “Herr Kayser und die Nachtigall” to packed houses. A new duo from Holland The Blue Diamonds recorded “Ramona” in German and went on to sell 1 million and establish themselves as top stars here. “Pepe” from composer Hans Wittstatt started its climb to the top of the world hit parade and ended up by selling over 2 million records. Roulette records left their Danish distributor in Germany and went to Bernhard Mikulski. Polydor records tried releasing LP's by Lolita, Peter Alexander, Peter Kraus, etc. but sales were not sensational. Singles continued to dominate the market here. Elvis Presley began his march to his second European million seller with “Wooden Heart” sung partly in German. American music continued its popularity here with the German collection agency picking up a check for 100,000 dollars from ASCAP and BMI and paid the agencies about 700,000 dollars for American music used here.

DECEMBER 1960

Caterina Valente made her first record in Japanese. 3 German tunes were topping the American charts. Lolita had “Sailor,” Bert Kaempfert had his “Wonderland By Night” and “Calcutta” started its march to the top. As 1960 neared its end, Pop Festivals were being set for Weisbaden by Radio

(Continued on page 59)

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GERMANY

The Past 12 Months

(Continued from page 58)

Luxemburg and the German TV stations and GEMA set their first festival for Baden-Baden in May 1961. The record firms announced that December was a top month for business and released the following information. Amadeo records increased their distribution facilities and announced an increase in classical sales. Austroton records announced their biggest year with a 30% increase in overall sales. A new firm "Bella Musica" opened their doors under the leadership of Horst Heinz Henning and are still in business at this writing, and another new firm Deutsche Vogue GMBH came into existence and started distributing Pye, Vogue and Durium export items in Germany with an eye on a small German production. The majors turned in the following reports. Electrola had an increase in LP sales but dropped off in single sales. Metronome increased their sales by 30%, Philips sales picked up 43%, Polydor also had increase LP and EP sales but dropped off in singles business. Teldec had the same story to tell and Ariola started off with a fine year. In 1960 as far as singles were concerned, there were more million sellers and more flops than in any other year.

JANUARY 1961

The Marti Gras season got off to a bomb start and Willy Millowitsch came off with top honors with his tune "Schnaps, That Was His Last Words" which passed the 1/2 million mark in sales. The Automaten Markt trade paper picked Freddy, Lolita, Jan & Kjeld, as the top stars of the year 1960. Electrola put out a "memory LP" called "The Most Expensive Program in the World" and it swiftly became a best seller. Golden records for million sellers were presented to Elvis Presley, The Blue Diamonds, Heidi Bruhl, Lolita, and Jan & Kjeld. The privately owned TV firm folded and the state governments were given the rights to Germany's "second program."

FEBRUARY 1961

Germany set itself for its best international year as German songs began to top the world hit parades. The most requested authors were Klaus Gunter "Wonderland By Night" Neumann and Hans "Pepe" Wittstatt. Top numbers began getting 20 covers or more and publishers began making "demos" and adding a press service to their activities. Peter Schaeffers announced his 20th anniversary on April 1st. Dr. Hans Sikorski also celebrated his 25th anniversary as a publisher. The "Song For Europe" contest was held here and Lale Anderson won first prize, but the number did so poorly in the finals in Canne that it was not recorded here. The record is just now being released on the market. The fan magazine "Bravo" gave awards to Freddy and Caterina Valente as the "Stars of the Year." Radio Luxemburg gave their golden lion to Connie Francis as the most requested artist.

MARCH 1961

Ivo Robic took over the top of the charts with a German version of "Save The Last Dance For Me." The head of the German Government ER. Konrad Adenauer did a documentary LP for Electrola. Siw Malmkvist cut "Wedding Cake" in 4 languages and started her climb to the top here. Elvis Presley passed the 200,000 mark with his recording of "Surrender."

APRIL 1961

Petula Clark did her first German record for Pye here. The record did not make the charts. Vico Torriani set his first stateside trip. The American original tunes continued to decline in popularity and more and more excellent "covers" of top American hits became the order of the day. "Baby-sittin' Boogie" began its move with versions by Ralf Bendix in German and Buzz Clifford in English. Al Schacht was appointed the European

(Continued on page 60)

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GERMANY — The Past 12 Months

(Continued from page 59)

director of "Hill and Range" Music. The first of the major A&R man switches took place as Charly Schmitz left Metronome for Polydor. The first German Pop Festival started its prelims. Oldies became the order of the day and more and more standards were recorded with new lyrics and tempos.

MAY 1961

The Southern Music group including Peer Music held its international convention in Zurich, Switzerland. Record production figures for 1960 were released. There were 1.1 million classical singles, 3.5 million classical EP's, and 5.9 million classical LP's pressed, and in the pop sector 35 million singles were pressed and sold, 8.7 million EP's and 3.5 million LP's passed through the hands of customers here. Billy Vaughn and his recording of "Wheels" began its march to a million here. Arthur Waizenegger was made VP of Teldec and production chief Herbert Grenzbach retired. The pop production was taken over by Gunter Borchert. Warner

Bros. celebrated their first year German sales with Teldec representing the firm here. Deutsche Vogue released the first 33 rpm single. The A&R trades began. Franz Schmördien left Philips for Ariola, Peter Moesser joined Metronome as an A&R man, Hans Bertram left Electrola for Polydor, Martin Boettcher gave up his job as A&R man by Ariola, and later Nils Nobach left Electrola for Ariola. Heinz Gietz took over chief production job at Electrola leaving Polydor. Chancellor records switched distributors from Polydor to Sonet-Storville. The line also began handling Colpix. Will Meisel celebrated his 35th anniversary in the music business.

JUNE 1961

RALPH MARIA SIEGEL celebrated his 50th birthday on June 8th. Ralph with his publishing firms, record company and many compositions is one of Germany's most active record figures. FRANZL LANG was presented a gold record by Philips for over a million yodeling records sold. The TV magazine "Bildschirm" awarded their female singer prize to HEIDI BRUHL. Heidi was also listed under the 12 women of the year in Germany.



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Mustafa	Leo Leandros	Philips
Immer Will Ich Dir Gehören	Heidi Brühl	Philips
Ramona	The Blue Diamonds	Fontana
Wie Damals In Paris	The Blue Diamonds	Fontana
Babysitter Boogie	Buzz Clifford	Philips
Drei Weisse Birken	Monika And Peter	Philips
Liebe Kleine Stadt	Willy Hagara	Philips
Er Sah Aus Wie Ein Lord	Corry Brokken	Philips
Ahoi Ohe' (Are You Sure)	The Blue Diamonds	Fontana
MIT 17 Fdngt Das Leben Erst An (Save The Last Dance For Me)	Ivo Robic	Polydor
Da Sprach Der Alte Hauptling	Gus Backus	Polydor
Pigalle	Bill Ramsey	Polydor
Bist Du Einsam Heut' Nacht (Are You Lonesome Tonight)	Peter Alexander	Polydor
Seeman (Sailor)	Lolita	Polydor
Moonlight	Ted Herold	Polydor
Die Liebe Ist Ein Seltsames Spiel (Everybody's Somebody's Fool)	Connie Francis	MGM
Wonderland By Night	Bert Kaempfert	Polydor
Va Bene	Peter Kraus	Polydor
Salome	Lucas Quartet	Polydor
Weit Ist Der Weg	Freddy	Polydor
Wenn Die Sehnsucht Nicht Wär	Vico Torriani	Polydor
Kalkutta Liegt Am Ganges (Calcutta)	Billy Vaughn	Teldec
Wheels	Elvis Presley	Teldec
Surrender	Club Honolulu	Teldec
Itsy Bitsy Teenie Weenie Honolulu Strand Bikini	Elvis Presley	Teldec
It's Now Or Never	Caterina Valente	Teldec
Rosalie, Musst Nicht Weinen	Elvis Presley	Teldec
Wooden Heart	Elvis Presley	Teldec
Are You Lonesome Tonight	Gerd Boettcher	Teldec
Adieu Lebewohl Goodbye	Vico Torriani	Teldec
Eiffelturm Melodie	Peggy Brown	Teldec
Denn Sie Fahren Hinaus Auf Das Meer	Ralf Bendix	Electrola
Babysitter Boogie	Siw Malmkvist	Metronome
Danke Fur Die Blumen (Wedding Cake)	Jorgen Ingmann	Metronome
Apache	Ping Ping	Ariola
Sucu Sucu	Dalida	Ariola
Pepe	Lale Anderson	Electrola
Ein Schiff Wird Kommen (Never On Sunday)	Rex Gildo	Electrola
Das Ende Der Liebe (Tell Laura I Love Her)	Willy Millowitsch	Ariola
Schnaps, Das War Wein Letztes Wort	Jimmy Makulis	Ariola
Nachts In Rom	Gus Backus	Polydor
Brauner Bar Und Weisse Taube (Running Bear)	Papa Bue	Storyville
Schlafe Mein Prinzchen	Jan & Kjeld	Ariola
Traumen Kann Manx Was Man Will	Edith Piaf	Electrola
Milord	Conny	Electrola
Midi Midinette	Hellberg Duo	Electrola
Hohe Tannen	Lou Van Berg	Electrola
Freunde Furs Leben (Down By The Riverside)	Rene Carol	Polydor
Kein Land Kann Schöner Sein	Jan & Kjeld	Ariola
Banjo Boy	Bobbejaan	Ariola
Ich Steh An Der Bar	Nilsen Bros./Angele Durand	Electrola
Die Cowboys Von Der Silber Ranch	Vittorio	Electrola
Tintarella De Luna	Lale Anderson	Electrola
Wenn Du Heimkommst		

GERMANY'S ALL TIME BEST SELLERS

La Paloma	Billy Vaughn	Teldec
O Mein Papa	Lys Assia	Teldec/Philips
Third Man Theme	Anton Karas	Teldec
Sail Along Silvery Moon	Billy Vaughn	Teldec
Auf Weidersehn	Billy Vaughn	Teldec
Blueberry Hill	Billy Vaughn	Teldec
My Happiness	Christa Williams/ Gittal Lind	Teldec
River Kwai March	Mitch Miller	Philips
Mack The Knife	Louis Armstrong	Philips
Tiger Rag	Louis Armstrong	Philips
In München Steht Ein Hofbräuhaus	Die Wikinger Blasorchester	Philips
Nimm Mich Mit, Kapitän	Will Höhne	Philips
Der Appenzeller Jodler	Franzl Lang	Philips
Que Sera, Sera	Doris Day	Deutsche Grammophon
Rock Around the Clock	Bill Haley	Deutsche Grammophon
Ave Maria	Margot Guillaume	Deutsche Grammophon
Ständchen	Ferry Taby	Deutsche Grammophon
Largo	Walter Günther	Deutsche Grammophon
Holzschutanz	Hans Carste	Deutsche Grammophon
Wenn Das Wasser Im Rhein Gold'ner Wein Wär	Willy Schneider	Deutsche Grammophon
Mann Musste Nochmal Zwanzig Sein	Willy Schneider	Deutsche Grammophon
Kaiser Walzer	Hermann Hagestedt	Deutsche Grammophon
Die Musik Kommt	Peter Alexander	Deutsche Grammophon
Charmaine	Mantovani	Teldec
Der Lachende Vagabund	Fred Bertelmann	Electrola
Lili Marlen	Lale Anderson	Electrola
In Einer Kleinen Konditorei	Paul Kuhn/Alice Babs	Electrola
Kauf Dir Einen Bunten Luftballon	Paul Kuhn	Electrola
Es War Einmal Ein Musikus	Alice Babs/Paul Kuhn/ Erik Neumann/Swend Assmusen	Electrola
Träumen Von Der Südsee	Will Brandes/Hans Lucas	Electrola
Vaya Con Dios	Les Paul/Mary Ford	Electrola
Reite Kleiner Reiter	Die Vagabunden	Electrola

GERMAN TUNES THAT ENTERED C.B. CHARTS

Tune	Interpreter	Date Entering Chart
Sailor	Lolita	Oct. 8, 1960
Wonderland By Night	Bert Kaempfert	Nov. 12, 1960
Pepe	Duane Eddy	Dec. 24, 1960
Calcutta	Lawrence Welk	Dec. 24, 1960
Cowboy Jimmie Joe	Lolita	Feb. 18, 1961
Cerveza	Bert Kaempfert	Feb. 11, 1961
Wooden Heart	Joe Dowell	July 8, 1961
The Bilbao Song	Andy Williams	April 29, 1961

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BERNHARD MIKULSKI SCHALLPLATTEN GMBH—Frankfurt/Main—Rossert Str. 6 (Interdisc, Verve, Blue Note, Contemporary, GTJ, World Pacific, Roulette, GNP, Jazzland, Hi Fi Jazz, Amulet)

ARIOLA SCHALLPLATTEN GMBH—Güterloh/Westf.—Eickhoff Strasse 14/16 (Ariola, Athena, Barcarola, Classique, Top Rank, Manhattan, Bertelsmann Schallplatten Ring, Pallette)

CONCERT HALL GMBH—Frankfurt/Main—Grüneburg Weg 9 (Concert Hall)

DEUTSCHE GRAMMOPHON GMBH—Hamburg 13—Harvestehuder Weg 1/4 (Polydor, Brunswick, Coral, MGM, Deutsche Grammophon Gesellschaft, Helidor, United Artists, Archiv Produktion)

DEUTSCHE PHILIPS GMBH—Hamburg 1—Mönckeberg Strasse 7 (Philips, Fontana, CBS, ABC Paramount)

DEUTSCHE SCHALLPLATTEN GEMEINSCHAFT GMBH—Darmstadt—Spree Strasse 1 (Diskothek, Diskophon, Opera, DSG)

ELECTROLA SCHALLPLATTEN GMBH—Carl Lindström GMBH—Cologne—Braunsfeld—Maar WEG 149 (Capitol, Columbia, Electrola, Mercury, Odeon, HMV)

EUROPAISCHER PHONOKLUB VERLAGS GMBH—Stuttgart 1—Schliessfach 1285 (Gong, Opera, Cottas Musik Seminar, Mit Bildzeichen Grief)

HOCHEDER & CO KG.—Düsseldorf—Wilhelm Marx Haus (Climax, Excelsior, Melojazz)

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SCHALLPLATTENVERTRIEBS GMBH—Diepholz I. Hannover—Lange Strasse 35 (Austroton, Vollklang, Elite Special, Heimkauf)

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TEFI WERKE GMBH & CO—Porz Bei Cologne—Kölner Strasse 8/12 Tefi Schallbander

TELDEC SCHALLPLATTEN GMBH—Hamburg 19—Heussweg 25 (Warner Bros., Camden, RCA, Decca, London, Telefunken, Bayreuth)

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TON TREU GMBH—Düsseldorf—Freiligrath Strasse 24 (Ton Treu)

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SUPRAPHON GMBH—Munich—13—Hess Strasse 39/41 (Su Praphon)

777 SCHALLPLATTEN GMBH—Rheinhausen—Postfach 36 (777 Records)

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Music Director: Bert Robbe

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Programme Office: Heuvellaan 28, Hilversum
Music Director: A. Herckenrath Junr.

BRAZIL ALL TIME BEST SELLERS

Title	Artist	Label
Adam And Eve	Paul Anka	Polydor
Alma De Boémia	José Orlando	Chantecler
Alza, Manolita	Osny Silva	Continental
Andaluzia	Caterina Valente	Polydor
Aza Branca	Luiz Gonzaga	RCA
Baía Caçula	Mario Gennari Filho	Odeon
Banana Boat	Harry Belafonte	RCA
Bom Menino, O	Carequinha	Copacabana
Boneca Cobiçada	Padmeira & Biá	RCA
Cabecinha No Ombro	Aleides Gerardi	Columbia
Cachito	Doris & Rossie	Mocambo
Canção Da Criança	Francisco Alves	Odeon
Carinhoso	Orlando Silva	RCA
Carlos Gardel	Nelson Gonçalves	RCA
Cherry Pink And Apple Blossom White	Perez Prado	RCA
Chove Lá Fora	Agostinho dos Santos	Polydor
Ciclone	Carlos Nobre	RCA
Cinzas Do Passado	Claudio de Barros	Chantecler
Contigo	Trio Los Panchos	Columbia
Coração De Luto	Teixeirinha	Sertanejo
Cu-Cur-Ru-Cu-Cu Paloma	Miguel Aceves Mejia	RCA
Dança Da Moda	Luiz Gonzaga	RCA
Delicado	Waldir Azevedo	Continental
Diana	Carlos Gonzaga	RCA
Donde Estará Mi Vida	Paul Anka	Polydor
Ebrio, O	Joselito	RCA
Escultura	Vicente Celestino	RCA
Fascinação	Nelson Gonçalves	RCA
Fim De Ano	Carlos Galhardo	RCA
Gavião Calçado	João Dias	Odeon
Ilusão	Gilberto Alves	Copacabana
India	Angela Maria	Copacabana
It's Now Or Never (O Sole Mio)	Cascatinha & Inhana	Continental
Itsy Bitsy Teenie Weenie Yellow Polkadot Bikini	Elvis Presley	RCA
Jambalaya	Ronnie Cord	Copacabana
Jingle Bells	Brenda Lee	Decca
Jurame	Luiz Bordon	Chantecler
Kali	The Three Suns	RCA
Labios De Mel	Osny Silva	Odeon
Lampião De Gaz	Dalva de Oliveira	Odeon
Little Darlin'	Angela Maria	Copacabana
Malagueña	Inezita Barroso	Copacabana
Me Dá Um Dinheiro Ai	Lana Bittencourt	Columbia
Menina Moça	Caterina Valente	Polydor
Meu Benzinho	Moacyr Franco	Copacabana
My Home Town	Tito Madi	Columbia
Nada Alem	Agostinho dos Santos	Polydor
Não Sabemos	Paul Anka	Polydor
Nel Blu Dipinto Di Blu	Orlando Silva	RCA
Neurastenic	Leila Silva	Chantecler
Nono Mandamento	Domenico Modugno	Fontit
Oh!	Betinho	Copacabana
Oh! Carol	Cauby Peixoto	RCA
Only You	Ken Griffin	Columbia
Ocu	Neil Sedaka	RCA
Patativa	The Platters	Mercury
Pois E . . .	Angela Maria	Copacabana
Poor People Of Paris, The	Maysa	RGE
Quarto Centenário	Vicente Celestino	RCA
Que Murmurem	Vicente Celestino	RCA
Rio Antigo	Vicente Celestino	Sinter
São Paulo Quatrocentão	Les Baxter	Capitol
Saudosa Maloca	Mario Zan	RCA
Serenata Do Adeus	Gregório Barrios	Odeon
Sereno	Altamiro Carrilho	Copacabana
Sinceridad	Garoto	Odeon
Sistema Nervoso	Demonios da Garóa	Mocambo
Somente Tu	Morzana	Odeon
Sonhando Contigo	Paulo Molin	Chantecler
Stupid Cupid	Lucho Gatica	Odeon
Tai	Orlando Correa	Todamérica
Tango Triste	José Orlando	Chantecler
Tequila	Anisio Silva	Odeon
Twilight Time	Celly Campello	Odeon
Vaya Con Dios	Carmen Miranda	RCA
Vermelho 27	Haroldo José	Chantecler
Vingança	Sylvio Mazzuca	Columbia
Volta Do Roemio, A	The Platters	Mercury
Whatever Will Be, Will Be	Trio Los Panchos	Columbia
When	Nelson Gonçalves	RCA
	Linda Batista	RCA
	Nelson Gonçalves	RCA
	Doris Day	Columbia
	Kalim Twins	Decca

BENELUX

BEST SELLERS PAST 12 MONTHS (WALLOON)

- Ramona (Blue Diamonds—Decca) (Francis-Day, Brussels).
- Les Enfants Du Pirée (Melina Mercouri/Maya Casabianca/Dalida/Makadopoulos—Barclay/Philips/Barclay/Palette) (Barclay, Paris).
- It's Now Or Never (Elvis Presley—RCA) (Ed. Bideri, Naples).
- Kili Watch/Fuego (The Cousins—Palette) (World Music, Brussels).
- Are You Lonesome Tonight (Elvis Presley—RCA) (Francis-Day, Brussels).
- Non Je Ne Regrette Rien (Edith Piaf—Columbia) (Ed. Moderny, Mouscron).
- Wheels (String-A-Longs—London) (Editions Bens, Brussels).
- Tu Te Laissez Aller (Charles Aznavour—Barclay).
- Itsy Bitsy Teenie Weenie Yellow Polkadot Bikini (Brian Hyland/Paul Hanford/Brandy Raylant—Kapp/Parlophone/Decca) (Editions Bens, Brussels).
- Baby Sittin' Boogie (Buzz Clifford—Philips) (Chappell, Paris).
- Bleu, Blanc, Blond (Marcel Amont—Polydor).
- My Home Town (Paul Anka—ABC Paramount) (Spanka Music, Brussels).
- Wooden Heart (Elvis Presley—RCA) (Belinda, Brussels).
- Maria Magdalena/Poema (Los Amadores—H.M.V.) (Ed. Garzon, Charleroi).
- Blue Moon (Marcel—Colpix) (Francis-Day, Brussels).
- 24.000 Baci/24.000 Baisers/24.000 Kisses (Adriano Celentano/Dalida/Johnny Hallyday—Pop/Barclay/Vogue) (Ed. Coda, Mouscron).
- Friends Mon Coeur (Petula Clark—Vogue) (Ed. Vedette, Brux).
- Fais-Moi Le Couscous Cheri (Bob Azzam/André Verchuren—Festival/Festival) (Ed. Moderny, Mouscron).

BEST SELLERS PAST 12 MONTHS (FLEMISH)

- Ramona (Blue Diamonds—Decca) (Francis-Day, Brussels).
- Are You Lonesome Tonight (Elvis Presley—RCA) (Francis-Day, Brussels).
- It's Now Or Never (Elvis Presley—RCA) (Edizioni Bideri, Naples).
- Wooden Heart (Elvis Presley—RCA) (Belinda, Brussels).
- Kom Van Dat Dak Af (Peter And His Rockets—Imperial) (Ardmore & Beechwood, Brussels).
- My Home Town (Paul Anka—ABC Paramount) (Spanka Music, Brussels).
- Wheels (String-A-Longs—London) (Editions Bens, Brussels).
- Baby Sittin' Boogie (Buzz Clifford—Philips) (Chappell, Paris).
- I'm Sorry (Brenda Lee—Brunswick) (Editions Bens, Brussels).
- Cradle Of Love (Johnny Preston—Mercury) (World Music, Brussels).
- Kili Watch/Fuego (The Cousins—Palette) (World Music, Brussels).
- Blue Moon (Marcel—Colpix) (Francis-Day, Brussels).
- Laila (The Regento Stars/Die Regenpeifer—Moonglow/Philips) (Class Music, Antwerp).
- Itsy Bitsy Teenie Weenie Yellow Polkadot Bikini (Brian Hyland/Paul Hanford/Brandy Raylant—Kapp/Parlophone/Decca) (Editions Bens, Brussels).
- Der Rote Tango (Die Regenpeifer/Enny Denita—Philips/Fontana) (Editions Primavera, Brussels).
- Les Enfants Du Pirée (Melina Mercouri/Maya Casabianca/Dalida/Makadopoulos—Barclay/Philips/Barclay/Palette) (Barclay, Paris).
- Save The Last Dance For Me (Drifters—Atlantic) (Belinda, Brussels).



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BRAZIL

A LOOK AT THE RECORD INDUSTRY

Brazil is the largest country of South America, with its 5.3 million square miles and its almost 70 million people. To cover such a great territory is the main preoccupation of our record companies. Only a few have the distribution system that can cover all the Brazilian area. The others confined their activities in the principal Brazilian cities such as: Sao Paulo, Rio de Janeiro, Porto Alegre, Curitiba, Belo Horizonte, Salvador, Recife, etc.

In the past five years, the industry has developed greatly. Our manufacturers imported expensive and up-to-date equipment, and the technical quality today can be compared with any kind of foreign product. Naturally, the expenses caused an inevitable price increase. Today, a standard in 78 RPM costs 160 Cruzeiros (65 cents), and only a year ago the price was 100 Cruzeiros (40 cents), a rise of more than 50%. The same occurred with LP's. Twelve months ago, it costs 650 Cruzeiros (\$2.60) but now the general price is 1,000 Cruzeiros mark (\$4).

Despite the growing prices, sales didn't decrease. Nevertheless, if the prices don't remain at a reasonable level, our manufacturers may kill "the hen with the golden eggs," because public's buying power isn't limitless.

Almost two dozen record companies operate in Brazil. Production of 78's is still the greatest, followed by LP's. 45's singles and EP's represent only 10% of the total production. Stereo records are produced, but high prices and the expensive equipment required for reproduction limit them to the more wealthy consumers.

A few months ago, Hi-Fi Variety and Columbia started production of 33 Compact records, in an attempt to surpass the 78's popularity. The initial response proved the very promising and other labels will soon release their compacts too. However, the main objective will take a long time to be achieved.

New record companies were created, two deserving special mention: RGE, formerly a jingles producer, and Chantecler. RGE was responsible for Maysa's first releases. Today, it has an important Brazilian catalog and represents some very popular foreign labels, among them Dot. Chantecler, with less than three years in business, reached the 100,000 sales mark with several records, all local products.

Juke-boxes aren't popular around here, and there's only a few in the most important cities. Record sales,

THE PAST 12 MONTHS

The past twelve months were marked by great artistic activity in Brazil. Many new voices appeared during this period and some older artists consolidated their position in the Brazilian musical scene.

Among the top newcomers is Leila Silva, whose presence here is justified by two smash hits: "Perdao Para Dois" and "Nao Sabemos," waxed by Chantecler. Another one is the young Pery Ribeiro, son of two great Brazilian artists, singer Dalva de Oliveira and the composer Herivelto Martins. Pery sings in the romantic style. More recently, from the south came a teenager named Elis Regina. Her first Album for Continental showed complete artistic maturity.

Curiously, an artist whose career began more than twenty years ago, had his first great chance to get popular. His name is Miltoninho, who records for RGE. For this label, he waxed two singles, "Palhaçada" and "Poema Do Adeus" and an album with the latter tune as the title. All his releases became great hits.

In the international field, great names of popular music have come to Brazil and had very successful tours. Names such as Paul Anka, George Ulmer, Caterina Valente, Tony Bennett, Ray Anthony, Sammy Davis Jr., Eartha Kitt, Frankie Laine, Jane Russell, Yvonne De Carlo, Buddy Rich, Luciano Tajoli, Tony Dallara, Sacha Distel, Aurelio Fierro, Teddy Reno, Lena Horne, Miranda Martino, Frankie Avalon, Hanna Ahroni and others.

At the same time, several Brazilian artists left our country to meet foreign audiences, among them Maysa, Agostinho dos Santos, Conjunto Farrroupilha, Nelson Gonçalves and Demonios da Garoa.

Once more, Nelson Gonçalves was the champion of record sales in the past twelve months. The southern country singer Teixeira made his appearance with "Coração De Luto," and later with "Amor De Mae," selling more than 100,000 copies of each. Paul Anka and Ray Conniff were the two most popular foreign artists of the year.

as a consequence, depend more on radio station exposure than on any other promotional way. Fortunately, our vast territory is completely covered by hundreds of radio stations.

The general picture in Brazil is one of a consolidated industry that looks with optimism to a very hopeful future.

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Nuestro Juramento
Itsy Bitsy Teenie Weenie Yellow
Polkadot Bikini
It's Now or Never (O Sole Mio)
Fantoche
Ninguem E De Ninguem
Noite Cheia De Estrelas
My Home Town
Nao Sabemos
O Bom Menino
Perdao Para Dois
Flor Do Meu Bairro
I'll Never Fall in Love Again
Adam and Eve
Perdoa-Me Pelo Bem Que Te Quero
Alma De Boemio
Coracao De Luto
A Noiva
I'm Sorry
Tango Triste
Poema Do Adeus

Trio Cristal
Ronnie Cord
Elvis Presley
Nelson Gonçalves
Cauby Peixoto
Poly
Paul Anka
Leila Silva
Carequinha
Leila Silva
Nelson Gonçalves
Johnnie Ray
Paul Anka
Orlando Dias
Jose Orlando
Teixeirinha
Angela Maria
Brenda Lee
Haroldo Jose
Miltoninho

RGE
Copacabana
RCA Victor
RCA Victor
RCA Victor
Chantecler
Polydor
Chantecler
Copacabana
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Columbia
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Odeon
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RGE

BRAZIL'S BESTSELLING LP's IN THE PAST 12 MONTHS

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Golden Instrumentals No. 2
'S Music
Meu Ultimo Tango
Queixas
Can-Can
Metals Em Brasa
Noite Cheia De Estrelas
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Alguem Me Disse
O Amor, O Sorriso E A Flor
Selecao De Ouro No. 2
Poema Do Adeus
Meu Perfil
O Sucesso E Samba
Paul Anka Sings For The Young
Lovers
Billy Vaughn No Cinema

Ray Conniff
Jose Vasconcellos
Billy Vaughn
Ray Conniff
Sarita Montiel
Nelson Gonçalves
Various Artists
Henry Jerome
Poly
Maysa
Paul Anka
Henrique Simonetti
Anisio Silva
Joao Gilberto
Nelson Gonçalves
Miltoninho
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Mr. Claes Dahlgren, Phone: JUdson 2-2934, Cables: Orioncorp

SCANDINAVIA - The Record Business

Language-wise, Denmark, Norway and Sweden are not far from a common market, while Finland stays far from the groups of languages spoken in the other Northern countries. Finland is a two-language country, with Swedish spoken in the southwestern part and with the capitol Helsinki a two-language city. However, there seems to be no Swedish-language record production in Finland. Records in Swedish language are imported from Stockholm.

Scandinavia is a common market only to some extent. In general, each country has its own production setup, that is as far as music publishers and record companies are concerned. In late years there has been a change from the former policy that a music publisher obtained the copyrights only for one of the countries, and today more and more publishers buy songs "for Scandinavia and Finland" (geographically, Finland does not belong to Scandinavia.) This publisher prints the sheet music in Sweden organizing with distributors in the other countries. Subpublishers are not accepted. Great publishing chains, as Hill and Range Songs, Inc., (Belinda, Robert Mellin, Cedarwood, etc.) operate this way, and other local publishers have begun to follow by doing the same.

The languages play an important role in the music biz. As far as Sweden and Denmark are concerned, it might not make any difference if a song is recorded in the local language or in English or German, while in Norway and Finland (particularly in Finland) a record has to be in the local language if it is to become a hit. Iceland, in the music biz, is still considered to be a part of the Danish sales territory even if it seems that more and more of the (so far comparatively very few) Icelandic trade organizations are working hard to make Iceland become

an independent market. This is shown by the fact that Scandinavian recordings are imported direct from Stockholm or from Oslo, and that Icelandic record companies have made agreements directly with American companies without taking notice of the so called Scandinavian "main offices" in Copenhagen or Stockholm.

Record trade in Scandinavia is certainly well observed by the governments in each of the countries, but mostly as a milk-cow for more or less high taxes. The taxes in Denmark and Norway were comparatively small until a couple of years ago, but on the other hand there were certain import restrictions on phonograph records. Then the governments lifted the restrictions but in the change records became the subject of very high luxury taxes. In Sweden, where the government has a constant need of money, the Parliament decided a "temporary" tax of phonograph records one Krona on each record sold after July 1, 1947. When some ten years later EPs and LPs entered the market the government decided that only singles and EPs were subject to the one Krona (20 cents) tax, while LPs should give the government an income of three Kronor. And no matter how "temporary" this tax from 1959 was supposed to be, it still exists and there seems to be no chance that it will be lifted. The temporary milk-cow has become a very permanent one.

What this "temporary" tax means in real money is shown by the fact that for 1959 the Swedish government got 1,701,000:-Kronor from LPs and 4,449,000:-Kronor from other records sold in Sweden. The same figures for 1960 are 2,556,000:-Kr. for LPs and 4,004,000:-Kr. for other records. To judge from these figures, the sale of LPs are going up while the sale of singles and EPs have dropped from 1959 as far as Sweden is concerned.

SWEDEN RECORD COMPANIES

AKTIEBOLAGET BENBAR

P.O. Box 150, Solna 1 (Ankdammsgatan 5, Solna)
Cable: Tefunk Solna, President: Sixten Eriksson, Labels (domestic): Barben, Sagoton

AKTIEBOLAGET F. W. BENNETT

P.O. Box 150, Solna 1 (Ankdammsgatan 5, Solna)
Cable: Tefunk Solna, President: Sixten Eriksson, Labels (domestic): Decca, Labels (others): Brunswick, London

BONNIERS FOLKBIBLIOTEK

Sveavagen 56, Stockholm 3
Cable: Bonniers, President: Tage Jacobsson, Labels (domestic): BFB, Labels (others): Bell, Design, Tops

BRILLIANT RECORDS

Eriksbergsvagen 21, Uppsala
President: Sven Gudmundsson,
(others): Bruno Hi-Fi

CASINO RECORDS AKTIEBOLAG

Vegagatan 8, Sundbyberg
President: Martin Lundstrom, Labels (domestic): Casino

CUPOL GRAMMOFON- & MUSIC-AKTIEBOLAG

Katarina Bangata 17, Stockholm So
Cable: Cupol, President: Helge Roundqvist, Labels (domestic): Cupol, Palatte, Sveriges Radio, Labels (others): Cetra, Embassy, Oriole, Triola, Vega

EUROPA-PRODUKTION

Drottninggatan 65, Stockholm C
Cable: Europasong, President: Ake Gerhards Larsson, Labels (domestic): Europa

FRALSNINGSARMENS HANDELSAVDELNING

P.O. Box 5090, Stockholm 5 (Ostermalmsgatan 71, Stockholm O) Religious music
Cable: Fralnings, Manager: Harry Flodstrom, Labels (domestic): Festival, Labels (others): Regal

FORLAGET FILADELFIA AKTIEBOLAG

P.O. Box 6082, Stockholm 6, (Rorstrandsgatan 5, Stockholm Va) Religious music
Cable: Pingstkyrkan, President: Sven Lidman, Labels (domestic): Hemmets Harmoni

GAZELL GRAMMOFON AKTIEBOLAG

P.O. Box 39025, Stockholm 39, (Artemisgatan 24, Stockholm No)
Cable: Centerdisc, President: Dag Haeggqvist, Labels (domestic): Gazell, Labels (others): Collector, Hispavox, Life. The company's products are distributed by Sonet Grammofofon AB

GRAMMOFON AKTIEBOLAGET ELECTRA

P.O. Box 150, Solna 1 (Ankdammsgatan 5, Solna)
Cable: Tefunk Solna, President: Sixten Eriksson, Labels (domestic): RCA, Labels (others): Camden, Vik

INTRECO, INTERNATIONAL RECORD COMPANY, AKTIEBOLAG

Kungsgatan 56, Stockholm C
President: Henry Fox, Labels (domestic): Palette. The company's products are distributed by Cupol Grammofofon & Musik AB

JOKER RECORDS AKTIEBOLAG

Fack, Solna 1, (Framnasbacken 4 B, Solna)
Cable: Karusell Stockholm, President: Carl Niren & Simon Brehm, Labels (domestic): Ariola, Joker, Labels (others): Top Rank, 20th Fox

(Continued on page 67)

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SWEDEN RECORD COMPANIES

(Continued from page 66)

KARUSELL GRAMMOFON AKTIEBOLAG
Solna 1 (Framnasbacken 4 B, Solna)
Karusell Stockholm, President: Carl
en & Simon Brehm, Labels (domestic):
Karusell, Labels (others): ABC-Paramount,
Keen, Paris, Verve

KNAPPUPP AKTIEBOLAG
Box 3073, Stockholm 3 (Drottninggatan
Stockholm Va)
Rälvopro, President: Felix Alvo
Dept.: Aktiebolaget Knappupp, Eliga-
d 7, Sundbyberg. Phone: Stockholm
70 20. Manager: Ernst Jorgensen,
Labels (domestic): Knappupp, Megafon,
Labels (others): Bella Musica, California,
Kapp, Request, Triola.

MEGAFON
Nygatan 5, Gothenburg S
President: Lars-Gunnar Andersson, Labels
(domestic): Megafon. The company's prod-
ucts are distributed by Knappupp AB, Stock-
holm

METRONOME RECORDS AKTIEBOLAG
Nygatan 21, Stockholm Va
Metorec, President: Mats Bjerke, Ex-
manager: Borje Ekberg, Labels (do-
mestic): Metronome, Snurrskivan, Labels
(others): Atco, Atlantic, Barclay, Disney-
land, Prestige

MORGONSTJARNANS FORLAG
Kungsholmsgatan 20, Stockholm K, Religious
music
President: Mrs. Marta Ahlin, Labels (dome-
stic): Morgonstjarnan, Labels (others):
Morgonstjarnan

MUSIKALISKA MUSIKFORLAGET
Musikforlaget, P.O. Box 8, Stockholm Tull
bergsgatan 29, Stockholm K
Musicalia, President: Erik Borjegaard,
Labels (domestic): Artist, Barnparaden,
Labels (others): Blue Note, Bluesville, Can-
tata, Contemporary, Dixieland Jubilee, Ever-
Gene Norman Presents, Good Time
Music, Hi Fi Records, Moodsville, Pacific
Records, Swingville, World Pacific

MUSIKFORLAG-GRAMMOFONBOLAG
Box 6038, Malmo 6 (Drottningtorget 2,
Malmo C) Cable: Oktavmusik, President:
Sven Ehnbohm, Labels (domestic): Oktav,
Labels (others): Amadeo, Diplom, Tono

MUSIKS-SONORA
Musikforlaget, Kungsgatan 29, Stockholm C
Sonora, President: Bo Lofberg, Labels
(domestic): Fontana, Philips, Sonata, Son-
ata, Labels (others): Caedmon

**SKANDINAVISKA GRAMMOFON AKTIE-
BOLAGET**
P.O. Box 27105, Stockholm 27, (Sandhamns-
gatan 39, Stockholm No)
Cable: Grammophon, President: Anders Holm-
stedt, Labels (domestic): Columbia, His
Master's Voice, Odeon, Sakral, Labels
(others): Capitol, Electrola, EmArcy, Im-
perial, Jazzland, Mercury, Metrojazz,
M-G-M, Parlophone, Pathe, Wing

SONET GRAMMOFON AKTIEBOLAG
P.O. Box 39025, Stockholm 39 (Artemisgatan
21, Stockholm No)
Cable: Scandicoord, President: Gunnar Berg-
strom, Labels (domestic): Gazell, Sonet,
Storville, Labels (others): Bel Air, Collec-
tor, Colpix, Debut, Hispavox, Roulette

**SVENSKA MISSIONSFORBUNDETS FOR-
LAG**
Tegnergatan 8, Stockholm Va, Religious music
Cable: Forbundet, Manager: Bertil Johansson,
Labels (domestic): Sirius

SVENSKA PYE AKTIEBOLAG
Landsvagen 47, Sundbyberg 1
Cable: Svenpye, Manager: Thomas G. Perret,
Labels (others): Golden Guinea, Nonesuch,
Piccadilly, Pye

SVENSKA SIEMENS AKTIEBOLAG,
P.O. Box 30016, Stockholm 30 (Lindhagens-
gatan 128, Stockholm K)
Cable: Siemens, Manager: Erik Nyholm, La-
bels (domestic): Polydor, Labels (others):
Archiv-Produktion, Coral, Deutsche Gram-
mophon, Heliodor, United Artists

SVERIGES RADIO AKTIEBOLAG
P.O. Box 955, Stockholm 1 (Oxenstiernsgatan,
Stockholm No)
Cable: Broadcast, Manager: Manne Ginsburg,
Label (domestic): Sveriges Radio. The Com-
pany's products are distributed by Cupol
Grammofon- & Musik AB

SWERECO AKTIEBOLAG
Fack, Johanneshov 6 (Huvudskarsvagen 16,
Johanneshov)
President: Arne Setterwall, Labels (others):
Crown, Supraphon

**TELEFUNKEN FORSALJNING AKTIE-
BOLAG**
P.O. Box 150, Solna 1 (Ankdammgatan 5,
Solna)
Cable: Tefunk Solna, President: Sixten Eriks-
son, Labels (domestic): Discofil, Swedish
Society, Telefunken, Warner Bros.

TEMBERTS
Larsbodavagen 57, Farsta
President: Erling Tembert, Labels (domestic):
Jons

SWEDEN MUSIC PUBLISHERS

MUSIKFORLAG AKTIEBOLAG
Nygatan 20, Stockholm K
Ahlinmusik, President: Ernfrid Ahlin

LARSSONS MUSIKFORLAG, AB
Forstadsgratan 6, Malmo C
President: Ake Andersson

LARSSON (SCANDINAVIA) AKTIEBOLAG
Drottninggatan 65, Stockholm C
President: Ake Gerhard-Larsson

LINDA (SCANDINAVIA) AKTIEBOLAG
Drottninggatan 65, Stockholm C
President: Belindsong, President: Ake Gerhard-
Larsson

LINDS MUSIC
Fack, Tullinge (Palettvagen 6, Tullinge)
Swedenmusic, President: Stig Ander-
son

**LINDWOOD (SCANDINAVIA) AKTIEBO-
LAG**
Drottninggatan 65, Stockholm C
President: Ake Gerhard-Larsson

LINDYON AKTIEBOLAG
Grevgatan 49, Stockholm O
President: Multitone, President: Bo Goran Edling

LINDYON LIBERTY AKTIEBOLAG
Box 150, Solna 1
Ankdammgatan 5, Solna)
President: Tefunk Solna, President: Sixten Eriks-
son

LINDYON LUNDEN
Bromsvagen 25, Alvsjo
President: Walter Cohn

LINDYON ODEON
Box 27053, Stockholm 27
Sandhamnsgratan 39, Stockholm No)
Turntable, President: Eugen von Koss

LINDYON SYLVAIN AKTIEBOLAG
Nygatan 39, Stockholm O
Ehrlingmusik, President: Thore Ehr-
ling
A company of the concern: Ehrlingforlagen

LINDYON MUSIK AB
Nygatan 39, Stockholm O
Ehrlingmusik, President: Thore Ehr-
ling
A company of the concern: Ehrlingforlagen

LINDYON & LOFVEHOIM AKTIEBOLAG
Box 8, Stockholm Tull (Pipersgatan 29,
Stockholm K)
Kay-Tone, President: Erik Borjegaard

LINDYONFORLAGEN
Nygatan 39, Stockholm O
A company of publishing companies. See:
Edition Sylvain, Ehrling Musik, Nils-Georgs
Musikforlag.

ESSEX AKTIEBOLAG
Musikforlaget, Regeringsgatan 45, Stockholm
C
Cable: Nomeco, President: Lennart Reuter-
skiold

EUROPA-PRODUKTION
Drottninggatan 65, Stockholm C
Cable: Europasong, President: Ake Gerhard-
Larsson

FORLAGET FILADELFIA AKTIEBOLAG
P.O. Box 6082, Stockholm 6 (Rorstrandsgatan
5, Stockholm Va)
Cable: Pingstkyrkan, Manager: Sven Lindahl,
Religious music

GEHRMANS MUSIKFORLAG
Aktiebolaget Carl, P.O. Box 505, Stockholm 1
(Vasagatan 46, Stockholm C)
Cable: Musikgehrman, President: Lennart
Bagger-Sjoberg

GRONSTEDTS MUSIKFORLAG
Karl, Borgargatan 4, Stockholm Sv
President: Karl Gronstedt

KARIN AKTIEBOLAG
Grevgatan 49, Stockholm O
Cable: Multitone, President: Bo Goran Edling

KASSNER MUSIC AKTIEBOLAG
Drottninggatan 55, Stockholm C
Cable: Stockholm Musik, President: Felix
Stahl

KEJVING MUSIK AKTIEBOLAG
Bastugatan 45, Stockholm So
President: Walter Kejving

KULTISFORLAGET
Gjutargatan 10, Stockholm K
President: Rune Edwin Gnestadius

MELODIFORLAGET
Gjutargatan 10, Stockholm K
President: Rune Edwin Gnestadius

MORGONSTJARNANS FORLAG
Kungsholmsgatan 20, Stockholm K
Cable Ahlinmusik, President: Mrs. Marta
Ahlin

MOZART EDITION
Bromsvagen 25, Alvsjo
President: Walter Cohn

MULTITONE AKTIEBOLAG
Grevgatan 49, Stockholm O
Cable: Multitone, President: Bo Goran Ed-
ling

**NILS-GEORGS MUSIKFORLAG AKTIEBO-
LAG**
Nygatan 39, Stockholm O
Cable: Nilsgeorgmusik, President: Thore
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A company of the concern: Ehrlingforlagen

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(Continued on page 68)

HOTTEST SCANDINAVIAN

POP LABELS



and



**KARUSELL
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SWEDEN MUSIC PUBLISHERS

(Continued from page 67)

NORDISKA MUSIKFÖRLAGET
Aktiebolaget, P.O. Box 8, Stockholm Tull
(Pipersgatan 29, Stockholm K)
Cable: Musicalia, President: Erik Borjegaard

OKTAV MUSIKFÖRLAG-GRAMMOFONBOLAG
P.O. Box 6038, Malmö 6 (Drottningtorget 2, Malmö C)
Cable: Oktavmusik, President: Sten Ehnborn

PROGRESSIVE AKTIEBOLAG
Grevgatan 49, Stockholm O
Cable: Multitone, President: Bo Goran Edling

REUTER & REUTER FÖRLAGS AKTIEBOLAG
Regeringsgatan 45, Stockholm C
Cable: Nomeco, President: Lennart Reuter-skiöld

ROBERT MELLIN (SCANDINAVIA) AKTIEBOLAG
Drottninggatan 65, Stockholm C
President: Ake Gerhard-Larsson

SCALA MUSIKFÖRLAG AKTIEBOLAG
Regeringsgatan 45, Stockholm C
Cable: Nomeco, President: Lennart Reuter-skiöld

SONET MUSIC
P.O. Box 39025, Stockholm 39 (Artemisgatan 24, Stockholm No)
Cable: Scandicoord, President: Sven Lindholm

SONORA MUSIKFÖRLAG AKTIEBOLAG
Kungsgatan 29, Stockholm C
Cable: Sonora, President: Bo Lofberg

SOUTHERN MUSIC AKTIEBOLAG
Kungsgatan 74, Stockholm C
Cable: Southmusic, President: Ronald Sjogren

SPANKA MUSIC
Postfack, Tullinge (Palettvägen 6, Tullinge)
Cable: Swedenmusic, President: Stig Andersson

STOCKHOLMS MUSICPRODUKTION
Drottninggatan 55, Stockholm C
Cable: Stockholmsmusik, President: Mrs. Felix Stahl

SUCCEMELODIER
Aktiebolaget, Drottninggatan 55, Stockholm C
Cable: Stockholmsmusik, President: Felix Stahl

SWEDEN MUSIC
Postfack, Tullinge, (Palettvägen 6, Tullinge)
Cable: Swedenmusic, President: Stig Andersson

WESSMAN & PETERSSON
Adelsgatan 5, Visby
President: Hans Pettersson

SWEDEN FAVORS FOREIGN RECORD ARTISTS

It is not easy to win a popularity poll for a Swedish artist, at least not the poll is based upon those records which have been on the Top Ten list during the first six months of 1961. The first Swedish artist among 15 of the who were most frequently in the best-selling lists, is in 9th place with 21 others appearing in 14th and 15th.

The list of "best selling artists in Sweden" is built upon the number of pairs each of the top ten records received week by week. After six months two artists shared the first place—Elvis Presley with 6657 points followed by Austrian singer Lolita with 6614 points.

The Swedish artist who did best is Towa Carson (RCA) who sold very well with her Swedish language recording of "Save The Last Dance For Me" (Spasista dansen for mig) until the record buyers here discovered Damita Jo's "I Save The Last Dance For You" on Mercury.

The list of the top 15 artists in Sweden are:

1	Elvis Presley (RCA) USA	6.657	points
2	Lolita (Polydor) Austria	6.614	"
3	Jorgen Ingmann (Metronome) Denmark	4.679	"
4	Robertino (Triola) Italy	4.139	"
5	The Blue Diamonds (Fontana) Holland	3.328	"
6	Dario Campeotto (Sonet) Denmark	3.243	"
7	Bobby Rydell (Columbia) USA	2.823	"
8	Damita Jo (Mercury) USA	2.475	"
9	Towa Carson (RCA) Sweden	2.296	"
10	The Monn Keys (Karussell) Norway	2.204	"
11	Buzz Clifford (Philips) USA	1.407	"
12	Ping Ping (Sonet) Holland	1.036	"
13	The Drifters (Atlantic) USA	1.027	"
14	Gunnar Wiklund (BFB) Sweden	1.018	"
15	Thory Bernhards (Polydor) Sweden	987	"

DENMARK FAVORS HOME RECORD TALENT

While in Sweden and Norway, only three domestic artists managed to appear among the Top 15 in popularity in each of the countries. The situation in Denmark is very different with eight local artists appearing among the Top 15.

The last year has been a great international victory for Danish songs as well as Danish artists at the international markets. Jorgen Ingmann has

done well in most European countries as well as in the United States, and Dario Campeotto, a young singer who became famous after this year's Eurovision Song Festival in Cannes back in March, has done very well all over Europe.

In Denmark as well as in Sweden and Norway, the list is topped by Elvis Presley, who certainly dominates the Scandinavian record market.

1.	Elvis Presley (RCA) USA	9.	The Blue Diamonds (Fontana) Holland
2.	Dario Campeotto (Sonet) DENMARK	10.	Siv Malmquist (Metronome) Sweden
3.	Jorgen Ingmann (Metronome) DENMARK	11.	Lolita (Polydor) Austria
4.	Robertino (Triola) Italy	12.	Ping Ping (Sonet) Holland
5.	Otto Brandenburg (Odeon) DENMARK	13.	Raquel Rastenni (Sonet) DENMARK
6.	The Four Jacks (Odeon) DENMARK	14.	Gustav Winckler (Tono) DENMARK
7.	Grethe Sönck (Sonet) DENMARK	15.	Cliff Richard (Columbia) England
8.	The Blue Boys (Sonet) DENMARK		

RECORD COMPANIES in DENMARK

AEG DANSK ELEKTRICITETS AKTIESELSKAB

Nyropsgade 18—Copenhagen V
Cable: Elektrongea. President: Kjeld Enrum.
Labels (others): Cupol, Telefunken

DANSK GRAMMOFONPLADEFÖRLAG, I. S.

Raadhustræde 3—Copenhagen K
Cable: Danrecord. President: Karl Emil Knudsen & Anders Dyrup
Labels (domestic): Debut, Ecco, Gazell, Life, Mascot, Sonet, Storyville
Labels (others): Artist, Bluesville, Colpix, Moodsville, Palette, Roulette, Savoy, Swingsville, Tops, Vega, World Pacific

HARTKOPPS MUSIKFÖRLAG

Fredericiagade 16—Copenhagen K
Cable: Hartmusic. President: Eugen Hartkopp
Labels (domestic): H.M., Pye
Labels (other): Piccadilly, Vogue

HEDE NIELSEN'S FABRIKKER AKTIESELSKAB

Grundtvigsvej 10A—Copenhagen V
Cable: Henigram. President: Ove Hede Nielsen
Labels (domestic): RCA
Labels (others): Camden, Vik, Warner Bros.

KARUSELL GRAMMOFON AKTIESELSKAB

Raadhustræde 3—Copenhagen K
Cable: Danrecord. President: Karl Emil Knudsen, Anders Dyrup
Labels (domestic): Ariola, Joker, Karussell
Labels (others): ABC-Paramount, Top Rank, 20th Fox, Verve

METRONOME RECORDS AKTIESELSKAB

Vibevej 31—Copenhagen NV
Cable: Metrorrecords. President: Bent Fabricius-Bjerre
Labels (domestic): Metronome
Labels (others): Atlantic, Atco, Barclay, Disneyland, New Jazz, Prestige, Snurrskivan

MORKS MUSIKFÖRLAG

Vesterport 247—Copenhagen V
Cable: Musiemork. President: Knut Mork
Labels (domestic): Triola
Labels (others): Bella Musica, California, Dot, Kapp, Spotlight

NORDISK POLYPHON AKTIESELSKAB

Emdrupvej 115—Copenhagen NV
Cable: Polyphon. President: Werner Hamburger
Labels (domestic): Philips, Polyphon
Labels (others): Ace of Clubs, Archiv-Produktion, Beltona, Brunswick, Coral, Decca, Deutsche Grammophon, Fontana, Heliodor, London, Polydor

SKANDINAVISK GRAMMOFON AKTIESELSKAB

Hoffdingsvej 18—Copenhagen-Valby
Cable: Grammophon. President: A. J. Pool
Labels (domestic): His Master's Voice, Columbia, Odeon
Labels (others): Capitol, Imperial, Jazzland, Mercury, M-G-M, Parlophone, Pathe, Riverside

TONO GRAMMOFONPLADER AKTIESELSKAB

Dortheavej 1-3—Copenhagen NV
Cable: Tonorecords. President: Harry Larse
Labels (domestic): Tono
Labels (others): Amadeo, Barclay, Majestic, Oriole

NORWAY MUSIC PUBLISHERS

HARMONIFÖRLAGET

P.O. Box 50—Vinderen
(Risalleen 6—Vinderen-Oslo)
Cable: Harmonyhouse, President: C. C. Boyesen

CARL M. IVERSEN

P.O. Box 191—Oslo
(Youngsgate 1—Oslo)
Cable: Cemiyoun, President: Arild Iversen

EGIL MONN IVERSEN A/S

Malerhaugeveien 20—Oslo
Cable: Monnmusic, President: Egil Monn Iversen

HARALD LYCHE & CO'S MUSIKFÖRLAG

Kongens gate 2—Oslo
Cable: Edilych, President: Harald Lyche

MUSIKK-HUSET AKTIESELSKAB

P.O. Box 1459—Oslo
(Karl Johans gate 45—Oslo)
President: Sigurd Kielland

NORSK MUSIKFÖRLAG A/S

Postboks 1499—Oslo
(Karl Johans gate 39—Oslo)
Cable: Musikforlaget, President: Fridtjof Backer-Grondahl

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Edv. Storms gate 1—Oslo
Cable: Musikkskau, President: Oscar Skau



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SWEDEN

DENMARK MUSIC PUBLISHERS

DACAPO MUSIKFORLAG
Pilestraede 2, Copenhagen K
Cable: Dacapomusic, President: Henry Andersen & Harry Jensen

DFG MUSIC
Raadhustraede 3 A, Copenhagen K
Cable: Wincklermusic, President: Gustav Winkler

EDITION STAR
Raadhustraede 3 A, Copenhagen K
Cable: Wincklermusic, President: Gustav Winkler

HARTKOPPS MUSIKFORLAG
Fredericiagade 16, Copenhagen K
Cable: Hartmusic, President: Eugen Hartkopp

IMUDICO
International Music Distributing Co. A/S
Solvgade 10, Copenhagen K
Cable: Imudico, President: Albert Kleinert

MULTITONE AKTIESELSKAB
Pilestraede 2, Copenhagen K
Cable: Multitone, President: Harry Jensen

MUSIKPRODUKTION WINCKLER
Raadhustraede 3 A, Copenhagen K
Cable: Wincklermusic, President: Gustav Winkler

MORKS MUSIKFORLAG
Vesterport 247, Copenhagen V
Cable: Musicmork, President: Knut Mork

PRESTO MUSIKFORLAG
Vesterport 247, Copenhagen V
Cable: Musicmork, President: Knut Mork

TEMPO MUSIKFORLAG
Vesterport 247, Copenhagen V
Cable: Musicmork, President: Knut Mork

WILHELM HANSEN MUSIKFORLAG
Gothersgade 9, Copenhagen K
Cable: Musichansen, President: Hanne & Lone Wilhelm Hansen

NORWAY'S FAVORITE RECORD STARS

Elvis Presley holds the number one position in Norway with not less than eight recordings which have appeared among the Top Ten during the first six months of the year. Biggest sellers have been "Wooden Heart" and "Are You Lonesome Tonight." Italian boy singer Robertino holds second place with Austrian songstress Lolita at third spot.

Best among the local artists are the vocal group The Monn Keys, in the fifth spot, with Jan Hoiland at eight and Inger Jacobsen at 11. The complete list of the 15 best selling artists during the first six months of 1961 is shown below:

1	Elvis Presley (RCA) USA	5,984	points
2	Robertino (Triola) Italy	5,176	"
3	Lolita (Polydor) Austria	3,005	"
4	The Allison's (Fontana) England	1,949	"
5	The Monn Keys (Triola) Norway	1,851	"
6	The Blue Diamonds (Fontana) Holland	1,367	"
7	The Brothers Four (Philips) USA	1,257	"
8	Jan Hoiland (Columbia) Norway	1,048	"
9	The String-A-Longs (London) USA	918	"
10	Buzz Clifford (Philips) USA	895	"
11	Inger Jacobsen (Columbia) Norway	847	"
12	The Drifters (Atlantic) USA	789	"
13	Cliff Richard (Columbia) England	736	"
14	Johnny Tillotson (Heliodor) USA	716	"
15	The Marcells (Colpix) USA	706	"

FINLAND'S RECORD COMPANIES

AKKUTEOLLISUUS OY
Veitsytpolku 1 B—Helsinki
Cable: Nife, President: Ernst Wallner
Label (domestic): Corona
Labels (others): Barclay, Cupol, Oriole, Pye, Vega

AB DISCOPHON AB
Lakomontie 3—Helsinki
President: Bengt G. Liljeröth
Label (domestic): RCA
Labels (others): Camden, Vik

FAZERIN MUSIKKIKAUUPPA OY
Aleksanterinkatu 11—Helsinki
Cable: Musikfazer, President: Roger Lindberg
Labels (domestic): Decca, Palette, Philips, Rytmi, Suosikki
Labels (others): Amadeo, Barben, California, Durium, London

LEVYTUKKU OY
P.O. Box 178—Helsinki
Fredrikinkatu 45A—Helsinki
Cable: Levytukku, President: Niilo Erik Saarikko
Labels (domestic): BFB, Broadway, Fontana, Manhattan, Triola

NOR-DISC OY
Hietalahdenranta II A—Helsinki
President: Antti Einio
Label (domestic): Nor-Disc
Labels (others): Ariola, Atlantic, Disneyland, Joker, Metronome, New Jazz, Prestige, Saurrskivan, Top Rank, 20th Fox

POHJOISMAINEN SAHKO-OY
Vuorikatu 14—Helsinki
Cable: Nea, President: Oskar Rokkanen
Labels (domestic): Blue Master, Columbia, Finlandia, Odeon, Parlophone
Labels (others): C.G.D., Elite Special, Imperial, Metrojazz, M-G-M, Supraphon

SCANDIA-MUSIKKIKAUUPPA OY
Hietalahdenranta 11 A—Helsinki
Cable: scandia-music, President: Harry Orvoma
Labels (domestic): Karuselli, Scandia
Labels (others): ABC-Paramount, Impulse, Kapp, Karusell, Knappupp, Megafon, Verve

SIEMENS SAHKO OY
P.O. Box 8—Helsinki
Mikonkatu 8—Helsinki
Cable: Siemens, Manager: H. von Denffer
Labels (others): Archiv-Produktion, Coral, Deutsche Grammophon, Heliodor, Polydor, United Artists

Y SONET AB
Hietalahdenranta 11 A—Helsinki
President: Rainer Scholin
Labels (others): Artist, Bel Air, Blue Note, Bluesville, Chancellor, Colpix, Debut, Everest, Gazell, Good Time Jazz, Jazz Cool, Jazz West Coast, Pacific Jazz, Roost, Roulette, Sonet, Storyville, Swingville, World Pacific Jazz

AHKOLIKKEIDEN OY
Lakomontie 3—Helsinki
Cable: Sloy, President: Eino Hietanen
Label (domestic): Telefunken
Labels (others): Cetra, Warner Bros.

FINLAND'S MUSIC PUBLISHERS

FAZERIN MUSIKKIKAUUPPA OY
Aleksanterinkatu 11—Helsinki
President: Roger Lindberg

LEVYSAVEL OY
Vuorikatu 14—Helsinki
Cable: Levysavel, President: Oskar Rokkanen

LEVYTUKKU OY
P.O. Box 178—Helsinki
Fredrikinkatu 45—Helsinki
Cable: Levytukku, President: Niilo Erik Saarikko

SCANDIA-MUSIKKIKAUUPPA OY
Hietalahdenranta 11 A—Helsinki
Cable: Scandiamusic, President: Paavo Einio

OY R. E. WESTERLUND AB
Pohjoinen Esplanadikatu 37—Helsinki
Cable: Pianowesterlund, President: Herman Sjöblom

X-SAVEL
Munkkiniemenpuistotie 2 A—Helsinki
President: Toivo Karki

ICELAND RECORD COMPANIES

FALKINN H/F—LAUGAVEGUR 24—REYKJAVIK

Phone: 186 70
President: Haraldur V. Olafsson
Labels (domestic): His Master's Voice, Parlophone
Labels (others): all labels thru the E.M.I. concern

HLJODFAERAVERZLUN SIGRIDAR HELGADOTTIR—VESTURVERI—REYKJAVIK

Phone: 113 15
President: Helgi H. Jalmsson
Labels (domestic): H.S.H.
Labels (others): Philips, Fontana, among others

VERZLUNIN DRANGHEY—LAUGAVEG 58—REYKJAVIK

Phone: 133 11
Cable: Ammendrup
President: Tage Ammendrup
Labels (domestic): Islenskir Tonar, Stjornuhljomplotur
Labels (others): Various labels imported from various countries

ICELAND MUSIC PUBLISHERS

VERZLUNIN DRANGHEY—LAUGAVEG 58—REYKJAVIK

Phone: 133 11
Cable: Ammendrup
President: Tage Ammendrup

OY R. E. WESTERLUND AB—Pohjoinen Esplanadikatu 37—Helsinki
Cable: Pianowesterlund
President: Herman Sjöblom
Labels (domestic): His Master's Voice
Labels (others): Capitol, EmArcy, Jazzland, Mercury, Pathe, Riverside, Smash, Wing

NORWAY RECORD COMPANIES

ANSGAR FORLAG AKTIESELSKAP
Mollerergaten 26—Oslo
Religious music, President: Tormund Torgussen
Label (domestic): Ansgar

BRODRENE JOHNSEN AKTIESELSKAP
P.O. Box 251—Oslo
(Nedre Slottsgate 11—Oslo)
Cable: Broderjohn, President: Peer Johnsen
Label (domestic): Rondo
Labels (others): Amadeo, Cetra, Fonit, Mercury, Pye, Tono, Vox

EGIL MONN IVERSEN AKTIESELSKAP
Malerhaugveien 20—Oslo
Cable: Monnmusic, President: Egil Monn Iversen
Manager: Jorg.-Fr. Ellerstsen
Labels (domestic): Sonet, Triola
Labels (others): BFB, California, Colpix, Dot, Embassy, Gazell, Kapp, Knappupp, Oriole, Roulette, Sonet, Storyville, Tempo, 20th Fox, Warner Bros.

FILADELFIAFORLAGET AKTIESELSKAP
S:t Olavs gate 24—Oslo
Religious music, President: Kjell Rund
Label (domestic): Klanglo

IVERSEN & FROGH AKTIESELSKAP
Postboks 246—Oslo
(Youngsgate 1—Oslo)
Cable: Planoreflex, President: Arild Iversen
Labels (domestic): Columbia, His Master's Voice, Odeon
Labels (others): Capitol, M-G-M, Parlophone, Pathe, Riverside

AKSJESELSKAPET NERA
Postboks 7033H—Oslo
(Pilestredet 75c—Oslo)
Cable: Musica
Manager (record section): Eilif Meyer
Labels (domestic): Musica, RCA
Labels (others): Cupol, Telefunken

A/S NOR-DISC
Malerhaugveien 20—Oslo
Cable: Monnmusic
Manager: Totto Johannessen
Labels (domestic): Ariola, Karusell, Metronome, Nor-Disc
Labels (others): ABC-Paramount, Atco, Atlantic, Joker, Prestige, Verve

NORSK AKTIESELSKAP PHILIPS
Postboks 5040—Oslo NV
(Sorkedalsveien 6—Oslo)
Cable: Philips, President: Haakon Tveten
Labels (domestic): Fontana, Philips
Labels (others): Sonata, Sonora

NORSK GRAMMOFONKOMPANI
Wergelandsveien 1—Oslo
Cable: Nograko, President: Odd Roar Knudsen
Labels (domestic): Barneplaten, Harmoni
Labels (others): Gala, Music Minus One, Prima, Terra-Ton, Speed-Up

NORSK-LUTHERSK MISSIONSSAMBAND
Gresen 19—Oslo
Religious music
Cable: Norskluth, President: Tormond Vaagen
Label (domestic): Norea

A/S PROTON
P.O. Box 1384—Oslo
(Rosenborggaten 19—Oslo)
Cable: proton, President: Sverre Dahl
Label (domestic): Polydor
Labels (others): Ace of Clubs, Archiv-Produktion, Beltona, Brunswick, Coral, Decca, Deutsche Grammophon, Felsted, Heliodor, London, Oiseau Lyre, United Artists

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ARGENTINA - Best Selling Singles Past 12 Months

La Novia*
Adam And Eve
Quemame Los Ojos
Eso*
Brasil
Cafe A La Italiana*
Moliendo Cafe
Never On Sunday
Llorando Me Dormi
Oh Carol
Pepe
La Montana De Imittos
El Matador
Jumping At The Broomstick
La Plaga
Rock De La Carcel
My Home Town
Luma De Miel En La Luna
Sacala A Bailar*
Tiny Bikini
Sabor A Mi
Re Fa Si*
Por Una Cosa
Noveno Mandamiento
Es*

Antonio Prieto
Paul Anka
Rosamel Araya
Los TNT
Ray Conniff
Dany
Hugo Blanco
Los Fernandez
Bobby Capo
Neil Sedaka
Hnas Navarro
Los Cinco Latinos
Los Juveniles
Brenda Lee
Los Teen Tops
Los Teen Tops
Paul Anka
Los TNT
Johnny Carel
Luis Bastian
Trio Avileño
Osvaldo Fresedo
Carlos Argentino
Los Panchos
Los TNT

RCA Victor
Ariel
Disc Jockey
RCA Victor
Columbia
Disc Jockey
Polydor
Odeon Pops
RCA Victor
RCA Victor
RCA Victor
Columbia
Odeon Pops
Decca
Columbia
Columbia
Ariel
RCA Victor
Orefeo
RCA Victor
Columbia
Columbia
Dimsa
Columbia
RCA Victor

*Local Product

ARGENTINA - The Past 12 Months

Many changes took place in Argentina's recording industry these last twelve months: the appearance of two new recording companies, the start of many new labels, many "new-comers" waxings, the success of many foreign tunes in Spanish versions and some new low priced records have been the most important events in this period.

One important foreign company opened a local branch in September '60, The Corporacion Nacional Electronica de Mexico. The first releases were divided into three groups: Dimsa Estereo (\$4.25), Dimsa Monoaural (\$3.28) and low priced Maya (\$1.99), all with Mexican waxings. However, Dimsa changed its policy substantially about a month ago and started local releases. The other company that began operating is "L 10," owned by musician and arranger Pedro Bustos. These records are distributed by Discofonia.

Many contracts have been signed between local diskeries and foreign labels for representation of their lines in Argentina. Surco inked agreements with United Artists and Atlantic-Atco; RCA started releasing Colombian Sonolux waxings; Microfon has already placed on the market some Luciano Tajoli production (Juke Box label) and some Audio Fidelity, and Durium records. Ariel handles now Brazilian Musidisc and American Colpix lines.

The "New Wave" of local artists was bigger this year than ever before; in fact, there were too many releases by new unknown artists. As a result, some of them haven't achieved an acceptable degree of success as yet. However, the movement hasn't stopped, and there are still many launchings every month. 1961 and 1962 will further decide who will become a big star and who will have to leave the battle.

The past year has been the year of American and European tunes sung in Spanish by local artists, some of them with big success ("Adam And Eve," "Itsie Bitsie" and "El Matador"). In some cases, local versions have shown better sales than original ones. Translations have been made by publishers, authors and even by some disk-jockeys, who have invaded this field. A couple of weeks ago, RCA began recording American hits in English. This is successfully practiced in Chile, where most pop artists record the latest American hits in English and sell them as well as the original versions.

Record prices have been affected by changes, too. Regular LP's have been increased from \$3.29 to \$3.60 and \$3.90 in most cases. On the other side, RCA, Columbia, Ariel, Disc Jockey and Microfon have released low priced albums (\$1.99 through \$2.98). These records have shown, in general, very good sales, and seem to have promoted single sales. The most important releases have been RCA's "Explosivos" (three of them passed the 35,000 mark and it seems that the fourth will also reach that figure. Columbia's "Ensalada Musical" and The Reader's Digest Classical Music Set, offered at \$17.20 and containing twelve LP records. Dealers were worried with this factory-to-customer deal, but there was no trouble between them and RCA, who pressed the records. Total sales of this set must be near 70,000 the all time best selling LP top mark.

In general, it seems that sales have shown a slight increase if compared with the last period.

However, sales are far below the gold years production (1950/51), when only Odeon made about one million records in a month. It is said that television (started in 1951) has been one of the main factors for this decrease. Many feel that if radio stations (most of them are owned by the Government) tried to improve their programs, this would be immediately reflected in the record stores.

Many well known artists have come up in this period: Paul Anka, Ne Sedaka, Frankie Lyman, Carmen Sevilla, Sara Montiel, Jean Sablon, Juliette Greco, Diana Dors, Tony Bennett, Pedro Vargas, Los Hermanos Rigual, Las Hermanas Navarro, Pedro Vargas, Georges Ullmer, Nelson Gonçalves, Bienvenido Granda, Fetich Arturo Millan, Jose Luis, Harry James, Lionel Hampton, Dizzy Gillespie, Sacha Distel and Ray Anthony have been some of the most important ones. Many local artists have performed also in other countries: Los Cinco Latinos, Los TNT, Baby Bel Dany, Rosamel Araya, Lalo Franse, Luis Aguile, Rocky Pontoni, Mart Cosens, Mario Clavell, Mariquita Gallegos were the most outstanding.

One 1960/61 hit reached the magical 200,000 mark: La Novia (The Bride) (A "gold record" hit sells about 60,000 copies in this market.) RCA put it on sale the last week of 1960. Before it "Pepe," "Eso," "Cafe A La Italiana," "Tiny Bikini" and "El Matador" had already hit the charts in a sound way. Other titles of importance may be seen on the companies' best sellers lists, which may be seen on these pages.

These past twelve months were also the gold year of folk music. Four or five years ago, there were very few folk music groups: Los Chalchalero, Hermanos Abalos, Eduardo Falu, Los Fronterizos, Andres Charrarret and some others. In 1959 and especially 1960, the movement began to grow through the "peñas" (clubs of folk music dancers) and in the last twelve months this has caused the appearance of many new vocal groups and a big increase in record sales of this type of music. The peak point was reached last June, when "Angelica" got to the first place of the best sellers lists. On the other side, tango music—a typical Buenos Aires product, has shown a slow but persistent decrease of popularity, mainly because of rivalry between tango orchestras. (Nobody wants to play a record a tune that has been recorded by one of the best-known orks.) Of course, in this way it is very difficult for a tune to reach good sales. However, there are many tangos that sell well because they have been recorded by important artists, as Juan D'Arango, Hector Varela, Osvaldo Fresedo, Miguel Caló, Fulvio Salamanca and Argentino Ledesma. Besides, diskeries are trying to record tangos sung by well known bolero singers. The latest experiments were made by Antonio Prieto, who cut a tango with Juan D'Arienzo's ork, and Rosamel Araya who recorded two tangos in a moderate way, with big orchestra and chorus.

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Callao 182, Buenos Aires

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EDITORIAL NEUMANN

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Tel 319330

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Tel 408853

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Tel 493241
(RCA, Vik, X, Camden, Sonolux)

ORFEO ICFSA
Marcas 1422,50, Buenos Aires
(Orfeo, Sonoradio, Sondor)

ICAMERICANA SRL
Santiago del Estero 1460, Buenos Aires
Tel 265031

Music Hall, 20th Century Fox, Dot, Verve,
Bell, Plaza, Fonit, Vanguard, Hispavox)

INTER BAS CICSA
Boulevard 644, Buenos Aires
TK, MGM, Deutsche, Grammophon, Polydor,
(Secco, Clave)

MICROFON SRL
Lavalle 1754,50, Buenos Aires
(Microfon, Durium, Audio, Fidelity)

DISCOFONIA SRL
Moreno 1899, Buenos Aires
(Discofonia, L10)

H y R MALUF
Alberdi 157, Ciudad de Salta
(H y R)

RECORD SRL
Calchahuano 74, Buenos Aires
(Allegro, Record)

COLUMBIA ARGENTINA SRL
Paraguay 1583, Buenos Aires
(Columbia)

INDUSTRIAS ELECTRICAS y MUSICALES ODEON SA
Corrientes 485, Buenos Aires
(Odeon, Capitol, Mercury, Decca, Odeon Pops,
Angel, London, Pathe)

DISCOS PHILIPS SA
Cordoba 1351, Buenos Aires
Epic, Roulette, Sinter, Philips, Fontana, Im-
perial, Heliodor)

DISC JOCKEY SRL
Pedro Goyena 72, Buenos Aires
(Disc Jockey, Palette, Chantecler, Disneyland)

FAMOUS SRL
Peru 1511, Buenos Aires
(Ariel, ABC-Paramount, Colpix, Musidisc)

SURCO SRL
Tucuman 439, Buenos Aires
(Opus, Vox, United Artists, Atco, Atlantic,
Copacabana, Panart, Cetra)

DIMS A ARGENTINA SA
Azcuena 1962, Buenos Aires
(Dimsa, Vogue, RGE, Maya)

DISCOS BEMOL
Alsina 3089, Buenos Aires
(Bemol)

La Cumparsita*
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Fueron Tres Años*
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Rosas De La Plaza Washington
Canario Triste
Fumando Espero
La Pachanga
La Historia De Un Amor
Diana
Juan Guerrero
Danza De Buck
Delicado
La Novia
Only You
It's A Sin To Tell A Lie
Que Tarde Que Has Venido*
Adam And Eve
Ruega Por Nosotros
Celos
Serenata A La Luz De La Luna
El Jinete
Magica Luna
La Mamadera
You Are My Destiny
Moliendo Cafe
Cafe A La Italiana
Quemame Los Ojos
La Payanca*
Donde Estara Mi Vida
El Vagabundo
Y Besame Otra Vez*
Patrulla Americana
Baion Del Desierto
Ue Paisano
Sh-Boom
Makin' Woopee
Piove
Pantalones De Fantasia
Angelina
El Sueu Sueu
Gallo Ciego
Callejero
Si Me Hablaras Corazon*
Vuela Paloma
Pity Pity
Pity Pity
Taquito Militar*
Charleston Parisien
High Noon
Brasil
Que Puntada*
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Rock Around The Clock
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Jose Luis
Hector Varela
Miguel A. Mejia
Los 4 Amigos
Nat King Cole
Three Suns
Julio Jaramillo
Werner Muller
Dinah Shore
Hector Varela
Luis Aguile
Hector Varela
Paul Anka
Charro Avitia
David Carrol
Waldir Azevedo
Antonio Prieto
The Platters
Smith
Hector Varela
Paul Anka
Miguel A. Mejia
Frankie Laine
Glenn Miller
Miguel A Mejia
Baby Bell
Yuyu De Silva
Los Cinco Latinos
Hugo Blanco
Dany
Rosamel Araya
Muchachos De Antes
Joselito
Los Panchos
Hector Varela
Glenn Miller
Abel Ferreira
Nicola Paone
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Frankie Laine
Oswaldo Pugliese
Los Cinco Latinos
Xavier Cugat
Bill Haley

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Capitol
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TK
Polydor
RCA Victor
Columbia
Odeon
Columbia
Ariel
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RCA Victor
Columbia
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Disc Jockey
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RCA Victor
TK
TK
Mercury
RCA Victor
Music Hall
Mercury
Odeon
H y R
Sondor
Mercury
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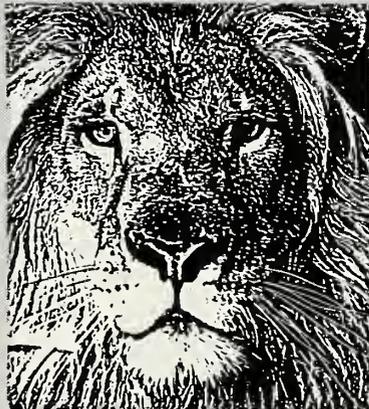
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I'm Sorry	Brenda Lee	Decca
Save The Last Dance For Me	The Drifters	Atlantic
Blue Moon	The Marceels	Colpix
Surrender	Elvis Presley	RCA
Calcutta	Lawrence Welk	Dot
Wonderland By Night	Bert Kaempfert	Decca
Wheels	String-A-Longs	Warwick
Exodus	Ferrante & Teicher	United Artist
Are You Lonesome Tonight?	Elvis Presley	RCA
My Heart Has A Mind Of Its Own	Connie Francis	MGM
Runaway	Del Shannon	Quality
Travelin' Man	Ricky Nelson	Imperial
Runnin' Scared	Roy Orbison	Monument
Never on Sunday	Don Costa	United Artists
She Wears My Ring	Jimmy Bell	Reo
Volare	Bobby Rydell	Barry
Only The Lonely	Roy Orbison	Monument
Alley Oop	Hollywood Argyles	?
My Love	Nat Cole—Stan Kenton	Capitol
Walk Don't Run	The Ventures	Dolton
Clap Your Hands	The Beaumarks	Quality
Mission Bell	Donnie Brooks	London
North To Alaska	Johnnie Horton	Columbia
Look For A Star	Billy Vaughn	Dot
Everybody's Somebody's Fool	Gonnie Francis	MGM
I Want To Be Wanted	Brenda Lee	Decca
Stay	Maurice Williams	Reo
Poetry In Motion	Johnny Tillotson	Gadence
Chain Gang	Sam Cooke	RCA
New Orleans	U. S. Bonds	Reo
Where The Boys Are	Connie Francis	MGM
On The Rebound	Floyd Cramer	RCA
Mother In Law	Ernie K. Doe	London
I've Told Every Little Star	Linda Scott	C.A.
But I Do	Clarence Henry	Quality
Take Good Care of Her	Adam Wade	Zirkon
100 lbs. of Clay	Gene McDaniels	London
Pony Time	Chubby Checker	Reo
Wings of A Dove	Ferlin Husky	Capitol
Portrait of my Love	Steve Lawrence	United Artists
Don't Worry	Marty Robbins	Columbia
Apache	Jorgen Ingann	Atco
Calendar Girl	Neil Sadaka	RCA
Many Tears Ago	Connie Francis	MGM
Last Date	Floyd Cramer	RCA
Scottish Soldier	Andy Stewart	Top Rank

CANADIAN RECORD DISTRIBUTORS

AMHERST, N. S.

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W. S. A. Daly -3309
(See Quality Records in Scarborough, Ont.)

Wry Standard Ltd.
Station St.
W. S. A. Daly -3308
(See Compo Company in Lachine, Que.)

BURNABY, B. C.

Texal, Ltd.
3166 Lake City Way
H. W. Janes—CY 8 6471
(See London Records in Montreal, Quebec)

CALGARY, ALB.

T. H. Peacock, Ltd.
216 12th Ave., S. W.
G. C. Eshpeter—AM 2 9197
(See Compo Company in Lachine, Quebec)

RCA Victor Company Ltd.
4120-6th St. S. E.
(RCA Victor, Comden)

Taylor, Pearson and Carson (Calgary) Ltd.
Box 70
John H. Watson—AM 9 2521
(See Quality Records in Scarborough, Ont)

EDMONTON, ALB.

Van Dusen Co.
10533 123rd Street
Hu-8-0440
(See Phonodisc in Toronto, Ontario)

HALIFAX, N. S.

RCA Victor Company Ltd.
49-51 Commission St.
(RCA Victor, Comden)

LONDON, ONT.

Sparton Records Of Canada Ltd.
P. O. Box 5035
Harold E. Pounds
(ABC Paramount, Apt, Reprise, Disneyland, Grand Award, Hi-Fi, NRC, Shosto, Bueno Visto, Commond, Starday, University)

LACHINE, QUE.

The Campo Company Ltd.
2377 Remembrance Road
R. A. Chislett—P. Rose
(Decca Division—Decca, Deutsche Grammophon, Everest, Caedmon, Vocalion, Coral-Apex Division—Apex, Brunswick, Codence, Challenge, Coral, Del-Fi Forum, Hanover, Roast, Roulette, Signature, Strond, Tico United Artists, Warner Bros.)

MONTREAL, QUE.

Adonac Music
512 St-Martin
T. Choma
(Adonac, Fleur de Lys, Meteor, Reel)

Ed. Archambault
500 St. Catherine Street West
Ed. Archambault
(Phillips, Alouette, Tops, Select)

Arc Sound Ltd.
1645 Edouard Laurin
Mr. D. Stevens
(See ARC Sound in Toronto, Ont.)

Bauthillier Musique Co.
6405 St-Hubert Street
Maurice Bauthillier
(Folkdoncer, Folkroft, Israel, Kismet, other folk donce records.)

Canadian Music Sales Corp. Ltd.
3431 Ontario East,
(See Canadian Music Sales in Toronto, Ont.)

Capital Records Of Canada Ltd.
155 Port Royal
Mr. Denis Lapointe
(Capitol)

Columbia Records Dist. Co. Ltd.
5680 Pare St.
Mr. J. Williams
(Columbia, Harmony, Epic)

Ergal Music, Ltd.
116 St-Catherine Street West
Ernest Pallak
(Classic Editions, Counterpoint, Festival, Period, and other classical and jazz lines.)

London Records of Canada
190 Graveline Road
Mr. Jamieson
(Atlantic, Atco, Imperial, Liberty, Jomie, Guyden, Felsted, Hi, Monument, London, Richmond, Telefunken, Sun, Bonff, Aragon, Dore, Dolton, Ero, Durium.)

Musimart of Canada, Ltd.
901 Bleury Street
G. E. Erlick, A. Lipsin
(Barclay, Bach Guild, Elektro, Offbeat, Omega, Parliament, Peter Pan, Promenade, Spinorama, Spoken Word, Top Hits, Vonguord, Verve, and other classical and jazz lines.)

Phanodisc, Ltd.
4640 Decarie Blvd.
Mr. B. Fisher

Quality Records
2215 Beacansfield Ave., Rm. 4
Mr. Clyde McGregor
(See Quality Records in Scarborough, Ont.)

RCA Victor Company Ltd.
1001 Lenair Street
Mr. J. Yaelman
(RCA Victor, Comden)

Records Affiliated Ltd.
233 Dunbar Ave.
L. Vallins
(Avoco, Bruno, Canadian American, Fiesta, Hollmar, Rico, Ronallete, Ruth Wallis, Whitehall, Westminster)

RMP Record Sales
183 Bates Rd.
Mr. Faludi
(Masterseel), Remington, Plymouth.)

Societe Meirropole du Disc, and Centradisc
1482 St-Catherine Street West
F. Bertrand, G. Charette
(Vogue, Vories, Venus, Music Holl, Vedette, Succes Du Mois, Bel-Air)

Sparton Records of Canada Ltd.
200 Bates Street, Town of Mount Royal
Mr. J. Corbit
(See Sparton Records in London, Ont.)

Trans Canada Record Co.
1811 Notre Dame West
Mr. J-P. Rickner
(Trans Canada, Rusticono, E.M.C., Allodin)

Zirkon Record Co.
10 Pine Ave. West, Suite 110
Mr. A. Young

(Zirkon, Co-Ed, Bluenote, Riverside, Prestige, Jaz Land, Contemporary, Joe Davis, Fox, Panoramio, Apollo, Gone, End, Goldiss, Mark X, Crusade, Record-O Romo, Pacific Jazz, World Pacific Fantasy, G. N. P. Wye, Seg-Way, Savoy, Folkys, Tog Old Tow Seeco, Fire, Fury, New Jazz, Directional Sound, CMI)

RIMOUSKI, QUE.

Wolfred Oulet Ltee.
151 St. Germain Street
(RCA Victor, Comden)

SASKATOON, SASK.

A. A. Murphy and Sons Ltd.
210-216 First Ave. North
(RCA Victor, Comden)

SCARBOROUGH, ONT.

Astral Music Sales
44 Danforth Road
(Pye, Nixa, Cook, Zodiac)

Quality Records Ltd.
380 Birchmount Road
George L. Keane
(MGM, Dot, Reo, Chancellor, Top Rank, 20th Century Fox, Lion, Wing, Mercury, Borry, Quality Jubilee, Cub Smosh, Lourie, Big Top, Time, Argo, Chess, Checker Vee Joy, Swon, Comeo, Parkway, Dunes, Indigo, Glory Sceptor, Amy.)

ST. JAMES, MAN.

Thomas Rathwell Ltd.
575, Roseberry St.
M.C.T. Rathwell
(See Compo Company in Lachine, Quebec)

TORONTO, ONT.

Apex Records Ltd.
76 Colville Road
George Offer
(See Compo Company in Lachine, Quebec)

Arc Sound Ltd.
143 Raleigh Ave.
Phil Anderson
(Arc, Somerset, Stereo Fidelity, Voliont, Design, Cricket, Brovo, Omega, Kent, Stereo-Oddities)

Canadian Music Sales Corp. Ltd.
58 Advance Rd.
T. St. Clair Low
(Colpix, World Wide, Richard Dyer Bennet, Bell Folkroft, Musidisc, Treasure, Folk Doncer, Dominion Israel, Kismet, Classic Editions, and other folk and classical lines.)

Capital Records of Canada Ltd.
635 Queen St. E.
(Capitol and Pothe)

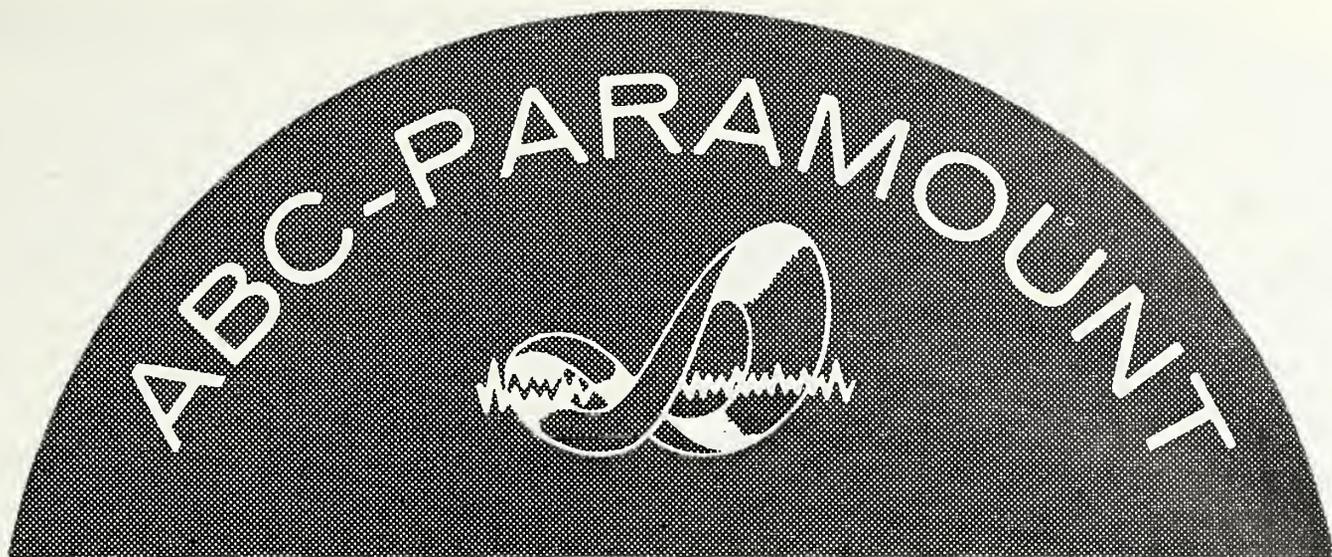
Columbia Records Of Canada Ltd.
15 Yorkville Ave.
(Columbia, Harmony, Epic)

Mackay Record Dists. Ltd.
100 Richmond St. East
Grace Bundy EM 6 5841 2
(See London Records in Montreal, Quebec)

Morris Dist. Co.
1580 Queen Street
M. Pearlstone
(Riverside, GTJ, Fantasy, Contemporary, GNP, Blue Note, Prestige, World Pacific, Dootone, Commentary)

Phonodisc Ltd.
355 King Street St. West
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Quality Records Ltd.
355 Birchmount Road
F. Clayton
(See Quality Records in Scarborough, Ontario)
(Continued on page 74)



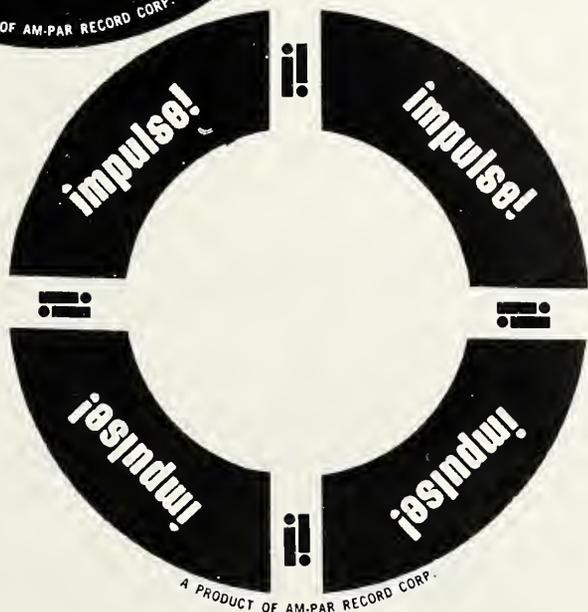
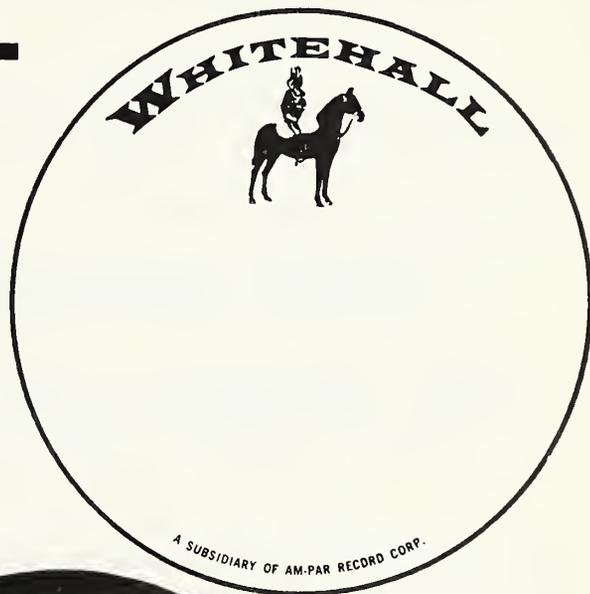
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(Continued from page 72)

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Sparton Records Of Canada
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Zirkon Record Co. Ltd.
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Select Music Co.
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Romeo Swidinsky
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Laurel Record Dist.
1299 Stathcona Ave.
(See Zirkon Records in Montreal, plus Canadian American, Tartan, Nixa, Pye, Caak)

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(See Landan Records in Montreal, Quebec)

Quality Records Ltd.
4th Fl. Galt Building
R. Ayres
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RCA Victor Company Ltd.
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(RCA Victor and Camden)

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512 St Marten
Montreal, Quebec

ALOUETTE RECORDS
500 St Catherine East
Montreal, Quebec

ARC RECORDS
143 Raleigh Ave
Toronto, Ontario

BEAVER RECORDS
Massey Hall
178 Victoria St
Toronto, Quebec

CAPITOL RECORDS
635 Queen St E
Toronto, Canada

CANADIAN-AMERICAN
609 Confederation Bldg
Winnipeg, Manitoba

COLUMBIA RECORDS
1121 Leslie St
Don Mills, Ontario

COMPO CO.—APEX RECORDS
2377 Remembrance Rd
Lachine, Quebec

E.M.C. RECORDS
4826 Western Ave
Montreal, Quebec

FLEUR DE LYS RECORDS
10156 St Lawrence
Montreal, Quebec

CHATEAU RECORDS
1356 Eglinton W
Toronto, Ontario

ALADDIN RECORDS
5019 Fabre
Montreal, Quebec

HALLMARK RECORDS
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Toronto, Ontario

LONDON RECORDS
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Montreal, Quebec

METEOR RECORDS
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Sherbrooke, Quebec

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Box Office 23
Station B, Montreal, Quebec

RUSTICANA RECORDS
7656 Henri-Julien
Montreal, Quebec

SPARTON RECORDS
P. O. Box 5035
London, Ontario

VENUS RECORDS
1405 Bishop RM 201
Montreal, Quebec

TARTAN RECORDS
218 Algoma St N
Port Arthur, Ontario

TRANS CANADA RECORD
1811 Notre Dame W
Montreal, Quebec

ZIRKON RECORDS
10 PINE AVE W
Montreal, Quebec

BARCLAY RECORDS—MUSIMART OF CANADA LTD.
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Montreal, Quebec

QUALITY RECORDS
380 Birchmount Rd.
Toronto, Ontario

RCA VICTOR
1001 Lenoir St
Montreal, Quebec

RODEO RECORDS
9 Argyle
Halifax, Nova Scotia

Canadian Pressing Plants

COMPO CO.
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Lachine, Quebec

CONTINENTAL
1244 Dufferin St
Toronto, Ontario

QUALITY RECORDS
380 Birchmount Rd
Toronto, Ontario

RCA VICTOR CO.
Hannibal St
Smith Falls, Ontario

SPARTON RECORDS
P. O. Box 5035
London, Ontario

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FRANCE — The Past 12 Months

The last twelve months have been fertile in events of all sorts, but in the end, everybody's banner is flying high and according to the say-so of all record industry sources, the industry's gross income is continuing to expand. One is tempted to ask "Why the recent price rise, then?" Whatever the industry's problems are, however, a solution should be forthcoming in the next twelve months—if not the year following.

It seems, in truth, that gross income did maintain its normal level in general although the total number of records sold was greater during the past year. This was due to a large extent to the creation of lower-price series by most firms, an operation which had a most beneficial effect on the evolution of the market especially since there was a reduction only in price and not in quality for the economy series in question. This was true no matter what merchandising formula was employed (e.g. the Pathe-Marconi Record Club, the Vogue Mode Series, etc.). It is no secret that buying power in France is continuing to diminish. Proportionately speaking, it can be asserted that a 12-inch L.P. album ("Artistique" categorie) sold at its full price represents a purchase of 5 to 6 per cent of the average monthly salary of the record buyer (and this is when we define as widely as possible the "average monthly salary")! Just anybody here can't be a record-buyer! This situation accounts for the popularity of the *Extended Play* especially where pop material is concerned and the really big sales of France's most popular stars are in E.P.'s, despite the fact that pressings of this category are not now what they used to be.

The real record "problem" is also a problem of record players. It must be pointed out that record-players are dear, much too dear and there is no good model in France which is sold at a price that the average buyer can afford. Several "low-price" models made by Teppaz and Philips are currently on the market, but even these are too expensive for the French man-in-the-street and, rightly or wrongly, the idea still exists in France that "low-price" means poor quality.

It must be noted that during the past year, there has been marked progress both on the French market and on the European market in general by the French national manufacturers. The little fish has become a big fish. For example, the little record firm that once occupied three rooms on the Rue Chambiges is today the BARCLAY-BEL-AIR record group, created and animated by Nicole and Eddie Barclay, and which includes the Barclay Music Publishing firm (Editions Eddie Barclay), the Hoche Recording Studios, and pressing interests in a factory at Villetaneuse. The VOGUE company which used to operate out of two little rooms on Rue des Petites Ecuries is today the industrial-commercial VOGUE plant at Villetaneuse, the most modern and the most rational in France and backed by a well-organized publishing set-up. BARCLAY and VOGUE carry their weight on the international scene, with associated firms in most of the European countries and with new outlets in Eastern Europe and shortly in Africa. We mentioned in a previous column that Vogue led French record firms where export sales are concerned, with Barclay running a close second. It can be said that today, no important decision in the French record industry today could hope for success without the approval and support of these two companies.

It may be surprising that we devote so much space here to these two par-

ticular firms, but it cannot be stressed enough that they represent a special, post-war *phenomenon* where the French "chanson" and phonograph records are concerned. At the end of the war, the entire production was totally in the hands of Pathe-Marconi and their associated firms, and Decca. Today, the balance of values have changed. EMI continues, and undeniably, to be the biggest corporate group in the French record industry, but is no longer the *single*, important force. We might mention, for history's sake, that the Powerful, French-originated Thomson-Houston group with the Ducretet-Thomson record section and important capital held all the cards necessary to become and remain the giant of the record world, but during the past twelve months, the firm has practically disappeared, totally absorbed by Pathe-Marconi.

Another aspect of the "problem" is the fact that in France, records are still considered as a luxury item by the government who impose a maximum 25% excise tax on domestic sales. For a short period, the authorities agreed to consider records, along with books, as cultural products and 50% of the tax was forgiven. It is natural to think that this move would have incited the record people and allied industries to do everything in their power to maintain this advantage. The opposite is true, the tax reduction was cancelled and records were again classified as luxury items. It must also be said that the extremely severe stipulations of the contract linking the record firms as a group to BIEM are of little help in favoring the evolution towards lower prices. So-called minimum guarantees are really maximum, refusal to recognize new means of commerce and sales and to adapt to them is frequent with BIEM, and yet the organization collects 8% of the *retail* sales price for author's rights which means 12% of the wholesale price; to that, when we add the excise tax of 25%, only part of which may be refunded, there is scarcely room left for the record itself, the recordings artists, etc. At the moment, the government seems inclined to agree to the possibility of reducing the excise tax by 5%, but the recent and incomprehensible price rise decided by the manufacturers places everything again in question.

The system of distribution in France can also be considered as rather archaic, for each firm is obliged to maintain a heavy sales apparatus and support its own selected sales centers. This method is the contrary of modern sales techniques and of rational distribution and constitutes a refusal to recognize modern and proven techniques. The stocking of record departments in the department stores and the chain stores is considered as "dangerous" and is controlled in such a rigid manner as to stifle commercial initiative. All this leads to endless "deals" and schemes to the end of creating and finding new sales points and scarcely improves the general atmosphere. There is no doubt but that the entire system of distribution needs overhauling and rejuvenating.

And yet with all the "problems," the record market here is far from having reached a saturation point. As was mentioned earlier in this article, the low-price series inaugurated by certain firms have helped to bring records into the homes of the lesser incomes and have had an overall, beneficial effect. While collections such as "Soria" and "Tresors Classiques" may remain the favorites of those who can best afford to buy, other series such as "Classiques d'Hier et d'Aujourd'hui," "Vogues-Modes" and the Pathe-Marconi club enabled the average buyer to have his "Bolero" by Ravel or his Beethoven

FRANCE'S BEST SELLERS FOR THE PAST 12 MONTHS

Blue-Blanc-Blond	Marcel Amont	Polydor—Chappell
Enfants Du Piree	Dalida	Barclay—Salvet
Mustapha	Bob Azzam	Barclay—Barclay
Non Je Ne Regrette Rein	Piaf	Pathe-Marconi—Barclay
Pitit Bikini (Itsy Bitsy)	Dalida	Barclay—Ed. Tropicales
Pepito	Los Machucambos	Decca—F. Day
Petite Fleur	Bechet	Vogue—Caroussel
Salade De Fruits	Bourvil	Pathe-Marconi—Chappell
Tu T'Laisses Aller	Aznavour	Barclay—Breton
T'Aimer Follement	Dalida	Barclay—Chappell
Verte Campagne	Les Compagnons	Pathe-Marconi—J. Plantes
24,000 Baisers	Halliday	Vogue—Caroussel

FRANCE RECORD COMPANIES

- "BARCLAY"
413, Avenue de Neuilly
Neuilly (Seine)
- "BEL-AIR"
18, Rue de Douai
Paris (90)
- "DECCA-R.C.A."
52, Avenue Hoche
Paris
- "FESTIVAL"
3, Rue Gramont
Paris
- "FONTANA-CIDES"
16, Bl. Raspail
Paris
- "ODEAN" "A.R.T.C.O."
42, Rue de Paradis
Paris
- "PATHE. MARCONI"
19, Rue Lord Byron
Paris
- "STE PHILIPS"
6 & 8 Rue Jenner
Paris
- "POLYDOR-SIEMENS"
128, Rue du Faubourg St. Honore
Paris
- "PRESIDENT"
30, Rue Pierre Semard
Paris
- "DRICORDI"
3 Rue Roquepine
Paris
- "VEGA"
49, Avenue Hoche
Paris
- "VOGUE"
82-84 Rue Maurice Grandcoing
Villetaneuse

FRANCE LABEL MANUFACTURERS

- "DE ROOVER"
Monsieur de Roover
50, Route de Carrieres
Chatou
- "MAUBERT"
Monsieur Maubert
56, Rue des Petites Ecuries
Paris

"Fifth" as well, and without performing a miracle in acquiring them. Musical tastes are no doubt widened thereby and the "record need" further accentuated. Rock 'n' roll has also helped to expand the category of new record buyers, for this particular phenomenon belongs to the younger generation and the average age of the record purchaser in France has considerably lowered in recent months. This is a happy turn of events because even the most prestigious stars with names like Dalida, Beaud, Piaf, Les Compagnons de la Chanson, comfortably enjoying success, must see that their sales figures are leveling off and might some day head downward. Young people are among the most valuable of the record-buying public and might be said to be creating the need, themselves.

Finally, to resume the question of record-players, it might be stated categorically that this *basic equipment* where records are concerned conditions everything and that until there exists in France a low-price record player of excellent quality, the record market will deteriorate in spite of its present, favorable condition, or, in any case, will evolve slowly and feebly. The Philips firm seems to have understood this—all that's needed is that record-player!

FRANCE MUSIC PUBLISHERS

- ED AMOUR
30, Rie Pierre Semard, Paris
- ED BAGATELLE
10, Rue Washington, Paris
- ED E. BARCLAY
18, Rue de Douai, Paris
- ED PAUL BEUSCHER
27, Boulevard Beaumarchais, 27, Paris
- ED RAOUL BRETON
3, Rue Rossini, Paris
- ED CABOT
54, Rue d'Hauteville, Paris
- ED CAROUSSEL
54, Rue D'Hauteville, Paris
- ED CHAPPELL
4, Rue d'Argenson, 4, Paris
- ED FRANCIS DAY
5, Avenue de l'Opera, Paris
- ED FRANCE-MELODIE
5, Avenue de l'Opera, Paris
- Ed France Vedette
44, Rue du Colisee, Paris
- EDI MICRO
14, Rue Washington, Paris
- ED PATHE-MARCONI
1, Rue Laffitte, Paris
- ED JACQUES PLANTES
35, Boulevard Malesherbes, Paris
- ED PHODANIA
4, Rue Juste Metivier, Paris
- ED RICORDI
3, Rue Roquepine, Paris
- EDITIONS SALABERT
22, Rue Chauchat, Paris
- ED SEMI
5, Rue Lincoln, Paris
- ED TROPICALES
28, Boulevard Poissonniere, Paris
- ED TUTTI
46, Rue Laffitte, Paris

FRANCE SLEEVES MANUFACTURERS

- Imprimerie Dillard
Monsieur Jean-Pierre Dillard
47 & 49, Rue Polonceau
Paris
- Ateliers ESMAF
40, Rue Alexandre Boutin,
Lyon-Villeurbanne
- Imprimerie Glory
Monsieur Glory
25, Rue des Petits Hotels
Paris
- Imprimerie Maubert
Monsieur Maubert
56, Rue des Petites Ecuries
Paris
- Imprimerie Mazarine
Monsieur Guillot
35, Rue Mazarine
Paris
- Imprimerie Richir
210, Avenue Pierre Brossollette
Le Perreux

FRANCE PRESSING PLANTS

- "DECCA"
Tourouvre
- "DISCO-FRANCE"
Saussay par Anet.
- "PATHE MARCONI"
2, Rue Emile Pathe
Chatou
- "SOCIETE PHILIPS"
Louviers
- "SAIP"
101, Rue du President Roosevelt
Sarretroville
- "VOGUE"
84, Rue Maurice Grandcoing
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Plant: 12, 3-chome, Moriya-machi, Kanagawa-ku, Yokohama-shi, Kanagawa-ken
Branches: Tokyo, Sendai, Osaka, Nagoya, Hiroshima, Fukuoka, Sapporo, Kanto, Kyoto, Kokura, Takamatsu
Labels: Atlantic, Camden, Colpix, Dot, Montana, Imperial, Montolla, Philips, Roulette, Seeco, Top Rank, 20th Fox, United Artists, Vox, World Pacific, Victor

BEST SELLING LOCAL RECORDS IN JAPAN (1960)

LOCAL POPULAR TUNES (SINGLES)

(COLUMBIA)

1. Zundoko-Bushi
2. Ameni Saku Hana
3. Arigataya-Bushi
4. Sasurai
5. Jinsei Gekijo

(GRAMMOPHON)

1. Tonii to Jo
2. Kuroi Kiri-no Machi
3. Akasiya-no Ame-ga Yamu-toki
4. Muteki-ga Ore-o Yonde-iru
5. Shinu-made Issho-ni

(JAPAN'S KING)

1. Kojo
2. Miyo-chan
3. Ah, Kokyo
4. Sanosa
5. Koi-no Hachijo-Daiko

(TEICHIKU)

1. Ontone Mujo
2. Otoko-ga Inochi-o Kakeru-toki
3. La Maragena
4. Otoko-no Sekai
5. Ame-no Sambashi

(TOSHIBA)

1. Tsuki-Kage-no Napoli (Luna Napolitana)
2. Kuroi Ochiba
3. Meron-no Kimochi (Corazon De Mellon)
4. Tsuki-no Hozen-ji Yokocbo
5. Kanashiki 60-sai (Mustapha)

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Akira Kobayashi
Hiroshi Inoue
Hiroshi Moriya
Akira Kobayashi
Hideo Murata

Columbia
Columbia
Columbia
Columbia
Columbia

Keijichiro Akagi and Jo Shishido
Keijichiro Akagi
Sachiko Nishida
Keijichiro Akagi
Sachiko Nishida

Polydor
Polydor
Polydor
Polydor
Polydor

Michiya Mihashi
Masa-aki Hirao
Michiya Mihashi
Chiemi Eri
Michiya Mihashi

King
King
King
King
King

Haruo Minami
Yujiro Ishihara
Ay George
Taro Suga
Kyoko Tashiro

Teichiku
Teichiku
Teichiku
Teichiku
Teichiku

Kayoko Moriyama
Hiroshi Mizuhara
Kayoko Moriyama
Takeo Fujishima
Q Sakamoto with Danny Iida & Paradise King

Toshiba
Toshiba
Toshiba
Toshiba
Toshiba

JAPAN-LIST OF THE BESTSELLERS IN 1960 (singles)

INTERNATIONAL POPULAR TUNES (SINGLES) 1960

(COLUMBIA)

1. Raw Hide
2. The Theme from "A Summer Place"
3. Greenfields
4. Good Timin'
5. Captain Buffalo

Frankie Laine
Percy Faith and his Orch.
The Brothers Four
Jimmie Jones
Art Mooney and his Orch.

Columbia
Columbia
Columbia
Columbia
Columbia

(GRAMMOPHON)

1. Plein Soleil
2. Wonderland By Night
3. Premier Bal
4. Orfeu Negro
5. Mustapha

The Film Symphony Orch.
Bert Kaempfert and his Orch.
Back Clayton Quintet
Hermut Zacharias and bis Orch.
Los Estanoles and Aimable

Polydor*
Polydor
Polydor
Polydor
Polydor

(JAPAN'S KING)

1. Red River Rock
2. Danny Boy
3. Her Touches At Sweet 16

Johnny and the Hurricane
Sil Austine
Kathy Linden
The Peanuts
The Peanuts
Paul Anka
The Peanuts

London
Mercury
London
(Japan's) King*
(Japan's) King
ABC-Paramount
(Japan's) King*

(NITCHIKU)

1. 77 Sunset Strip
2. Temptation
3. Un Temoin Dans la Ville
4. Cathy's Crown
5. 16 Reasons

Don Ralke and his Orch.
Original Soundtrack
The Modern Jazz Players
The Everly Brothers
Connie Stevens

WB
WB
WB*
WB
WB

(TEICHIKU)

1. The Executioner (theme from "Murder by Contract")
2. I'm Sorry
3. Sweet Nothin'
4. When The Saints Go Marchin' In
5. Romance de Amor

Perry Botkin
Brenda Lee
Brenda Lee
Louis Armstrong and bis All Stars
Vincente Gomez

Decca
Decca
Decca
Decca
Decca

(TOSHIBA)

1. Itsy Bitsy Teenie Weenie Yellow Polka Dot Bikini
2. I'll Go On Loving You
3. Magica Luna
4. Cachito
5. Sambo Do Orfeu

Brian Hyland
Jammie Coe
Baby Bell
Nat King Cole
Luis Bonfa

Kapp
Kapp
Angel
Capitol
Angel

(VICTOR)

1. Sinno' Me Molan
2. One Way Ticket
3. It's Now Or Never
4. Danny Boy
5. Historia De Un Amor

Arida Celli
Neil Sedaka
Elvis Presley
Harry Belafonte
Perez Prado

Victor
Victor
Victor
Victor
Victor

(WESTMINSTER)

1. The Sleeping Beauty
2. Star Dust
3. Mood De La Main Chaude
4. High Society
5. Mr. Blue

Sound Track
Bill Shephert
Sound Track
Chris Barber
David MacBeth

Disneyland
Nixa
Vega
Nixa
Nixa

* Shows Japanese Recording Artists.

JAPAN-BESTSELLING LP's IN 1960

INTERNATIONAL POPULAR TUNES (LPs) 1960

(COLUMBIA)

1. Trio Los Panchos En Tokio
2. Hit Kit Party
3. Ben Hur
4. Hit Parades from "L" Records
5. The Sketch Of Spain

Trio Los Panchos
The Hit Paraders
Sound Track
Doris Day and others
Miles Davis with Gil Evance

Columbia
Columbia*
Columbia
Columbia
Columbia

(GRAMMOPHON)

1. 10-Top Hits
2. Polydor-Hit 10
3. New: This Is Continental Tango
4. Tango Notturmo
5. This Is Symphonic Tango

Hermet Zacharias and his Orch.
Back Clayton Quintet
Alfred Hause and his Tango Orch.
Alfred Hause and his Orch.
Ricardo Santos and his Orch.

Polydor
Polydor
Polydor
Polydor
Polydor

(JAPAN'S KING)

1. Continental Encours
2. All Time Top Tangos
3. Strauss Waltzes
4. Ros At The Opera
5. Rhythms Of South

Mantovani and his Orch.
Stanley Black and his Orch.
Mantovani and his Orch.
Edmundo Ros and his Orch.
Edmundo Ros and his Orch.

London
London
London
London
London

(NITCHIKU)

1. March Step In Hi-Fi (In Stereo)
2. It's Everly Time
3. Around The Samovar
4. Jazz Festival In Stereo
5. A Western Sunset

Henry Marcini conducting World Famous Warner Brothers Band
The Everly Bros.
Leonid Voldpine and his Orch.
The Chico Hamilton Quintet
Robert Prince and his Orch.

WB
WB
WB
WB
WB

(TEICHIKU)

1. Memories In The Film
2. Satchmo At Symphony Hall
3. The Green Miller Story
4. Cavallero With That Latin Beat
5. Satchmo-Highlight

Victor Young and his Singing Strings
Louis Armstrong and his All Stars
Universal International Orch.
Carmen Cavallero and his Orch.
Louis Armstrong and his All Stars

Decca
Decca
Decca
Decca
Decca

(TOSHIBA)

1. Este Es Tango Porteño
2. Top-10, Vol. 2
3. Songs By Nat King Cole
4. Angel: Top 10
5. The Military Band

Francisco Canaro y su Orquesta Tipica
Nat King Cole and others
Nat King Cole
Jammie Coe and others
The Military Band conducted by Felix Slatkin

Angel
Capitol
Capitol
Angel
Capitol

(VICTOR)

1. Belafonte At Carnegie Hall (1 & 2)
2. Art Blakey Et Les Jazz-Messengers Au Club St. Germain (1 & 2)
3. Prado In Japan
4. Hit-Tunes In Remember (On Series "S" Vol. 2.
5. Saxophone Colossus

Harry Belafonte
Art Blakey and Jazz Messengers
Perez Prado and his Orch.
Green Miller and others
Sonny Rollins and his Quartet

Victor
Victor
Victor
Victor
Top Rank

(WESTMINSTER)

1. The Sleeping Beauty
2. Tango In Stereo
3. Disneyland Band Concert
4. Concert In Tokyo By Vienna Academic
5. The Happy Wanderer In Europe

Sound Track
Roland Palette & his Multi-moods Orch.
Vessey Walker conducting The Disneyland Band
Vienna Academic Call
Music conducted by T. Camarata with The Gloria Wood Choir

Disneyland
Voor-D'or
Disneyland
Voor-D'or
Disneyland

* Shows Japanese recording artists. As compiled by Japan Record Phonograph Association (JPRA).

(VICTOR)

1. Itako-Gasa
2. Dare-yorimo Kimi-o Aisu
3. Ohyakudo Koi-san
4. Okesa Utae-ba
5. Mujo-no Yume

Yukio Hashi
Kazuko Matsuo
Hiroshi Wada and Mahina Stars
Yuki Hasbi
Mitsuo Sagawa

Victor
Victor
Victor
Victor
Victor

AUSTRALIA - The Past 12 Months

What's been happening in Australia over the past twelve months? Plenty!

It's been a rough year for the industry, but fortunately this business is blessed by a great number of key executives who fight hardest and give of their best when the going is tough. This is the thing that keeps an industry alive when faced with conditions that are a real challenge.

For the main part, the record and music industries of Australia are built on a fairly solid financial foundation with sufficient resources to withstand difficult times such as have been experienced over the last twelve months. But, despite the setbacks to recording and production, the entire trade looks forward with renewed determination and enthusiasm to the months ahead when, with the easing of the present Government credit restrictions, a vigorous campaign of production, promotion and sales activity will be exercised by all progress-conscious companies—this means everyone—in Australia.

Now let's take a look at what has been happening in Australia since this time last year:

GENERAL CONDITIONS

There is no doubt that general conditions have maintained a fairly good standard, with a marking-time of the level of development rather than a regress in this direction. This trend is to be expected as a product of the brightening of the country's economy and there are now definite signs of plenty of future progress in most directions in the industry.

One of the most striking things to have taken place in Australia during the past twelve months has been the "buying into" Australian companies by American groups. As reported in the Australia column of The Cash Box at the time of negotiation, Columbia Records of the United States now has a controlling interest in Australia Record Company and Am-Par Record Corporation has at least fifty per cent control of Festival Records of Australia.

This investment by American companies is indicative of the tremendous confidence being shown in Australia's future by overseas interests and in this regard is commendable but here are those in the trade who believe that the loss of control of Australian companies to American interests will bring about a situation that is not the most desirable for the future development of local talent.

SINGLES IN THE DOLDRUMS

Around about this time last year, we reported that there was great concern in the industry at the somewhat alarming fall-off in the sales and production of singles. Again this year the single record is the major headache of the entire record industry in Australia. There is a solution to this problem—but what it is nobody seems to know. Everyone is shouting "credit squeeze" and such but an examination of sales and production figures does not substantiate this claim:

	Singles	Albums
1958/59	3,735,640	1,782,182
1959/60	3,505,045	2,301,818
12 month to April, 1961.	3,298,723	2,460,040

The production of the low priced disks is down and the production of the top priced products is up. Since production figures govern sales—and vice versa—the Australian record trade may have to look further than the present Government credit squeeze to find the true reason for the continuous decline in singles sales.

Right now a long, long look should be taken at the singles position. Total singles production for the month of April, 1961 (the latest figures available) at 209,608 is the lowest for any individual month over the past fourteen months.

ALBUMS

In sharp contrast to the singles picture, it is very heartening to note the continued increase in album sales and production. This action speaks volumes for the effort being made by

every album-producing company in the business during times that have been some of the most difficult for trading in the past decade.

One of the more important of the several reasons being advanced for the increase of album sales is that low-priced LP's are slowly but surely gaining ground. Most record companies have a low-priced album range and most company sales execs report that they are quite happy with the consumer and dealer response to their low-priced products.

Several new developments in albums took place during the year. Philips made a big sales drive with its Gold Label Series of LP's; this is a classical range and the consumer response is said to be very encouraging. As this series is now available in stereo, it gives the classical collector a chance to enjoy the freedom of choice of a wide range of material at a price that the majority can afford.

RCA is further expanding its Camden line of albums. The range carries a wide variety of LP's and the latest Camden issues are also available in stereo.

EMI is continually adding to its low-priced Ace Of Clubs catalog and the response is believed to be improving all the time.

W&G has its low-priced Gem label, the majority of the material being available in stereo and mono and covering most fields, with the bulk of the material drawn from the American Stereo-Fidelity and Somerset labels.

Radio Corporation, which handles Mercury, Vanguard, Hi-Fi and several other labels has its Eclipse Record Club, which is a low-priced line being handled by some dealers as well as direct mail through the club.

Some time back the Festival Group introduced the low-priced Vocalion label but it has been quite a while since new releases have appeared on this label.

Latest entrant in the low-priced field is the Pye Company with its Goldengroove label. Many trade execs have been keeping a close watch on the Goldengroove movements—because of what is probably the first big move of its kind in this country; these disks are being marketed in racks through supermarkets and self-service grocery and chain stores. This action created some headaches for the Pye office as a result of complaints from legitimate dealers, but latest reports indicate that these worries have now been ironed out and that all is going well with the Goldengroove Series.

Overall, the low-priced range is making slow but steady strides forward and everything possible should be done to stimulate consumer interest in top quality low-priced records. The industry should guard against poor quality disks that could put a damaging stigma on all low-priced lines for all time. Already some harm has been done by the releasing of second (and worse) grade albums into the low-priced field and the situation hasn't been helped any by the importation of inferior records selling at low prices. To preserve the good name and reputation that has been hard fought for in the low-priced records being released in Australia, every interested record company should feel a strong obligation to release best quality pressings and performances.

The low-priced album field is a very lucrative one in both United States and England and if care is taken to foster it and to encourage dealer and consumer interest, it could become a vital part of the record industry in Australia.

LOCAL ARTISTS

In the twelve months just concluded, the Australian artist has made further headway. Top local artists have had a fairly continuous run of singles that have reached chart status—many locally and some nationally. Col Joye has had a fair year without anything exciting in the disk field, his current hit "Going Steady" is doing just that. Johnny O'Keefe

(Continued on page 80)

AUSTRALIA - Best Sellers The Past 12 Months

Listed below, in alphabetical order, are the best selling singles in Australia over the past twelve months. These details are supplied by record companies. (This list does not include all companies).

TITLE	ARTIST(S)	LABEL
Alley-Oop	Hollywood Argyles	London
All I Want Is You	Crash Craddock	Coronet
Angel On My Shoulder	Shelby Flint	Warner Bros.
Apache	The Shadows	Columbia
Asia Minor	Kokomo	London
Baby Sittin' Boogie	Buzz Clifford	Coronet
Ballad Of The Alamo	Marty Robbins	Coronet
Because They're Young	Duane Eddy	London
Big Iron	Marty Robbins	Coronet
Breakin' In A Brand New Broken Heart	Connie Francis	MGM
But I Do	Clarence Henry	Coronet
Calcutta	Lawrence Welk	London
Cathy's Clown	Everly Bros.	Warner Bros.
Cherry Pink & Apple Blossom White	Jerry Murad's Harmonicats	Coronet
Corinna Corinna	Ray Peterson	London
Doll House	Donnie Brooks	London
Don't You Know	Crash Craddock	Coronet
Don't Worry	Marty Robbins	Coronet
★Dream Girl	Bryan Davies	H.M.V.
Ebony Eyes	Everly Bros.	Warner Bros.
Everybody's Somebody's Fool	Connie Francis	MGM
Good Time Baby	Bobby Rydell	H.M.V.
Hello Mary Lou	Ricky Nelson	London
Hot Rod Lincoln	Johnny Bond	London
Hundred Pounds of Clay	Gene McDaniels	London
I'm Gonna Love My Life Away	Gene Pitney	Coronet
It Doesn't Matter Anymore	Ron and Roy	Coronet
I've Told Every Little Star	Linda Scott	Columbia
Kids	Kirby Stone Four	Coronet
Kookie Little Paradise	Jo Ann Campbell	W & G
Let's Have A Party	Wanda Jackson	Capitol
Let's Think About Livin'	Bob Luman	Warner Bros.
★Little Kangaroo	Kevin Shegog	W & G
Long Ago Last Summer	Diana Trask	Coronet
Many Tears Ago	Connie Francis	MGM
Milord	Edith Piaf	Columbia
★Milord	Gaynor Bunning	W & G
Moody River	Pat Boone	London
My Heart Has A Mind Of It's Own	Connie Francis	MGM
My Shoes Keep Walkin' Back To You	Guy Mitchell	Coronet
North To Alaska	Johnny Horton	Coronet
One Last Kiss	Crash Craddock	Coronet
★One Small Photograph	Kevin Shegog	W & G
Only The Lonely	Roy Orbison	London
Our Language of Love	Diana Trask	Coronet
Perfidia	The Ventures	London
Peter Gunn	Duane Eddy	London
Please Don't Tease	Cliff Richard	Columbia
Pony In Motion	Johnny Tillotson	London
Pony Time	Chubby Checker	H.M.V.
Robot Man	Connie Francis	MGM
Rockin' Red Wing	Sammy Masters	Warner Bros.
Rubber Ball	Bobby Vee	London
Runaway	Del Shannon	London
Running Scared	Roy Orbison	London
Salvation Rock	Marv Meredith	W & G
Save The Last Dance For Me	The Drifters	London
Sink The Bismarck	Johnny Horton	Coronet
Sixteen Reasons	Connie Stevens	Warner Bros.
★Six White Boomers	Rolf Harris	Columbia
Sleepy-Eyed John	Johnny Horton	Coronet
So Sad	Everly Bros.	Warner Bros.
Sway	Bobby Rydell	H.M.V.
Swingin' School	Bobby Rydell	H.M.V.
Tamiami	Bill Haley	Warner Bros.
That Old Black Magic	Bobby Rydell	H.M.V.
★Think Me A Kiss	Johnny Rebb	Coronet
★Tie Me Kangaroo Down Sport	Rolf Harris	Columbia
Walking To New Orleans	Fats Domino	London
What A Mouth	Tommy Steele	Decca
Wheels	String-A-Longs	London
When Will I Be Loved	Everly Bros.	London
Where The Boys Are	Connie Francis	MGM
Why Why Bye Bye	Bob Luman	Coronet
★Wild Weekend	The Thunderbirds	W & G
Wings Of A Dove	Ferlin Husky	Capitol
Witch's Twist	Mandrake	Coronet
Wonderland By Night	Louis Prima	London
Yellow Polka Dot Bikini	Bryan Hyland	London
You're Sixteen	Johnny Brunette	London
★You're The Limit	The Delltones	Coronet

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AUSTRALIA — The Publishing Scene

The Australian Music Publishing scene has changed quite appreciably in the last 3 or 4 years. Up until 1958 all music publishing in this territory was in the hands of 4 or 5 big and long established companies who depended for their strength on overseas contracts and agreements. Since this date 8 or 9 new companies have been formed and although most of the new companies have overseas affiliates or principals, they have of necessity to depend on current repertoire to a greater extent than the longer established houses. Coupled with this new publishing activity a local artists recording practice developed they, of course, worked hand in glove.

However, most Australian publishers are still striving for local rights to overseas Hit songs which has led to bidding for rights. Many American publishers ask ridiculously high advances for Australian rights to Hit songs. Quite obviously they have no idea of the potential market that exists in this country. It is certainly not understood that there are only 10 million people in Australia spread over an area roughly equivalent to the U.S. To be reasonable U.S. publishers would need to consider what advances they would expect a publishing company to pay on a song for the city of New York only, and then appreciate the fact that this small population is spread over such a vast area with the resultant difficulties of promotion, co-ordination and, of course, transport costs.

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To give an example it would be difficult to find half a dozen songs in the last twelve months which would have earned more than \$1,000 so to offer advances of \$500 an Australian publisher needs to be either already assured of local success of the song or be a real gambler. Although, there was a stage when a U.S. song Hit would almost certainly repeat this success locally this scene has now changed appreciably and Australians are expressing their own preferences in buying habits to the point where U.S. charts are but an indication of possible local success. This is particularly displayed in the wilder type of Rock and Roll—to the point where blaring sax solos are almost completely taboo in pop songs plugged by Top 40 type stations. Alternatively, some of the top performers regularly appearing on the American charts do not get a showing in this country. Names like Johnny Mathis, Brook Benton, Ray Charles and Paul Anka have not made a single hit worthy of the name on local charts during the last year.

Many local publishers complain bitterly about the advance playing of U.S. songs by pop music stations. Most of these stations have regular deliveries by express air mail of the latest U.S. releases. It is quite normal to hear solid plugging for new items that have only been reviewed in the U.S. in that current week. This has disastrous effects on record companies and music publishers alike, for despite quick action by local music men the plugging of brand new releases quite often destroys the success of a current release. In fact with radio stations using the Top 40 format a brand new song can be over exposed to a point where much of its attractiveness is lost to the buying public before it even hits the market.

Although a mechanism to restrict performances has been set up this is far from effective and meets with strong disapproval from top local disk jockeys. It is also found that in many instances an Australian publisher cannot confirm his ownership of the work until it has been pounded to death.

Similarly, record companies quite often do not have Master Tapes as quickly as they like them and they too trail the popularity created by maximum exposure of new material. It became the thing for Top 40 Disk Jockeys to boast of their first playing and indeed plugging of an item which later became a Top Pop. This has gone so far that some radio stations are now publishing their own Hit Parade lists which include an asterisk against certain titles which they claim are first heard on their stations. The newness of the record seems much more significant to most D.J.'s than its quality or Hit Parade potential.

There is only one Performance Collection Organization in Australia known as A.P.R.A. This was formed by Australian Publishers and acts in all spheres of performance collection. It also maintains affiliation with Performance Organizations throughout the world and collects on their behalf from the local scene. To give an estimate of the value of such performances one basis of comparison lies in the fact that the total performance monies earned in Australia last year roughly equal the total mechanical royalties paid by record companies. Individual performance values are greatly reduced by the relatively large number of T.V. and radio stations proportionate to the small population. In plugging, therefore, it becomes necessary for an Australian publisher to seek support from all avenues of promotion rather than perhaps, depend upon individual key spots.

Radio is considered a much more effective medium of pop promotion than T.V. with the result that recorded versions of the song become more significant than the song itself. It follows,

PAST 12 MONTHS

(Continued from page 79)

has been off the local scene for a while, first through illness and then overseas trips. Other local stars such as Patsy Ann Noble, Brian Davies, Johnny Devlin, The Thunderbirds, Johnny Chester, Lonnie Lee, Lucky Starr, The Allen Bros., Rob E. G., Barry Stanton, Gaynor Bunning, Jay Justin, The Delltones and others, have enjoyed reasonable disk success without anything earth-shattering. But, the way things are shaping and with the quality of local production improving at every turn, it could well be that between now and July, 1962 we will witness local disks that could be a threat to the world market.

therefore, that cover versions of top overseas hits are seldom successful and in fact, few record companies attempt the practice prevalent in other countries of having their local artists record new versions of top overseas hits. Local artists, therefore, must either choose original material or new versions of songs that did not achieve outstanding success in other territories. Three years ago there was virtually no local recording activity, now however, most of the major record companies maintain a sizeable activity in this field of operation. Currently, up to 20% of songs listed in local Hit Charts are represented by recordings of local artists. This change has brought out considerable variation in the activity of various publishers and has increased the significance of Australian compositions. A local composition was virtually unheard of in Hit Parades three years ago; now these have a place in almost every Hit Chart. In fact, some of the newer local publishers depend almost exclusively on local compositions and are building worth while businesses out of this activity.

Collection of mechanical royalties is a much more tedious and laborious practice in Australia than it is in most English speaking countries. There is no central mechanical collection house so record companies are forced to give notice to all known publishers of their intention to release each individual item. The publisher's replies are then collated and returned to the publishing company in the form of a Statutory Advice of the intention to release. This procedure rapidly develops into a sizeable paper war and represents a large factor in mechanical collection costs. However, the industry is stabilized by an agreement on the rate of mechanical royalties payable which is currently fixed at 5% of the retail price of the record locally produced with a slightly higher % on imported records. These royalties rates are the subject of Government regulation which is currently being fought by publishers who seek increased mechanical royalty rates.

Sheet music sales of pop songs have maintained a worthwhile volume which seems to be much more significant than most overseas territories, in fact, some publishers report as many sheet sales as records on a pop song; although the average figure would suggest something like 60% of sheet music sales to single records in the pop field.

The publisher in Australia suffers as indeed the whole music industry does from the smallness of our population in relation to the vast area of our territory. This means that costs of promotion and collection can easily prove that a successful operation in terms of Hit Parade rating is not necessarily a financially profitable one, for the industry.

Several No. 1 Hits in the last three months have produced only 10,000 single record sales and about 6 or 7,000 sheet music sales. It is hoped improved general financial conditions within the next couple of months will see a return to the 40-50,000 hit sales level of last year.

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MEXICO — The Record Scene

Maybe, many of you don't know much about Mexico and its music, so I will try to place you right in the middle of our own artistic world. First of all, Mexico is a country with 35 millions of inhabitants and Mexico City has almost five millions. Mexicans are by tradition romantic people with that special "Latin touch." Mexico has 29 states and I can assure you that each of them are different in costumes and rhythms. Actually, the progress of my country is simply amazing and the tourist that comes from every part of the world, receive the most wonderful impression about Mexico. There are new buildings, new roads and of course new musical currents.

Speaking about music, Mexico is one of the richest countries in the world. We have a great variety of rhythms, many of them of our own inspiration. Our folklore music as "the rancheras" played by "mariachis," the "Sones" of Veracruz, "jaranas" of Yucatan and so forth. The "boleros" has been the most popular rhythm in the last years, but we also have foreign music that you can hear in every part of the country like cha-cha-cha, danzón, Fox-trot, swing, waltz and the latest rock and roll, now very popular but in the spanish versions.

Many of the Mexican artists are world famous and just for an example, I will give you some names: Jorge Negrete and Pedro Infante, who died some years ago, Carlos Chavez, a big Mexican expression of classic music, our well known composer Augustin Lara, Ernestina Garfias, Julian Carrillo, Pedro Vargas, Tito Guizar, Los Panchos, Ana María Gonzalez, Silvestre Revueltas, Juan García Esquivel, Toña la Negra, Luis Arcaraz, Los Diamantes, Lola Beltran, María Victoria and many others. In the movie world, we have names like Cantinflas ("Around The World In 80 Days"), María Félix, Pedro Armendáriz, Ricardo Montalban, Arturo de Córdoba, Dolores de Río, Columbia Domínguez and others.

In the other Latin American countries, Mexico is considered the thermometer of popularity in the music and artistic world and who is successful in my country, is considered to be successful in any part.

Speaking about the record industry in Mexico, I can tell you that in the city we have five big factories and each of them represent the most important foreign labels.

We have RCA Victor, which manufactures its own records, the same as Vik, and distributes its American RCA label. The president in Mexico is Mike Hazzard; Mariano Rivera Conde works as vice-president; David Crump is sales-manager and in the promotion department are Mario Molina Montes and Raúl del Valle. The A&R men are Mario Ruiz Armengol and Rubén Fuentes and the manager and A&R man of Vik is Rafael de Paz. Victor represents in Mexico other foreign labels like Dot, Top Rank, Imperial, Colonial, Ansonia, Caife, Riney and many others.

Another big record factory in Mexico is Panamericana de Discos, S.A., which produces its own label named Musart and represent in my country foreign labels like Capitol, Angel, His Master's Voice, Colpix,

Odeon, Parlophone, Pathe Marconi, Regal, Puchito, etc. The owner of Panamericana de Discos is Eduardo Baptista Sr. and the two vice-presidents are Juan Campo and Eduardo Baptista Jr. The sales-manager is Jose Luengo, having in the promotion department Jose Valdivia and Jesus Acosta. As artistic directors are Guillermo Acosta and Hector Gonzales de la Barrera, the first in the national department and the second in the international.

Peerless de Mexico is big in the record business, too. It manufactures its own label with the same name and another cheaper label called "Eco." The most important foreign labels, which they represent, are Deutsche Grammophon, Telefunken, Polydor, London, Vox, Archiv, Seeco, Falcon, Command and hundreds of smaller labels. Keinz Klingwort is the president of the company and Guillermo Kornhauser is the vice-president. Leo Porias is the general manager. A&R men are Francisco Mendez and Fidel Lavista.

With the same importance as the others is Discos Columbia de Mexico, also manufacturing its own Columbia label. Like Victor, Columbia of Mexico represents the North American label of the same name. Also, they sell Epic, Warner Brothers, Montilla and Harmony as the most important labels, but they represent many others. The general manager (recently named) is J. Manuel Villareal and Manuel Bustillos is assistant manager. Sales manager is Armando de Llano and Bernardo Gonzalez is the advertising chief with Daniel Dueñas in the public relations department. The firm has three A&R directors: Andre Toffel, Felipe Valdez Leal and J. de Jesus Hinojosa.

"Dimsa" (Discos Mexicanos, S.A.) is one of the newest record factories in Mexico City and as important as the others. Its own labels are Dimsa, Orfeon and Maya and the foreign labels it represents are Westminster, Monitor, Verve, Vogue, etc. Rogelio Azcárraga is the owner and president with Alejandro Siegrist as vice-president. Manager of the international division is Luis Baston and offices in New York are managed by Luis Adel. Jorge Hastings is the second vice-president and as A&R men are Paco de la Barrera and Willy Samperio, with Bernardo Lestrade in the promotion and advertising department.

Getting more important every day is Gamma, S.A., which has just begun to record its own music in Mexico. Its general director is Vidal Zanater. Sales manager is Jose T. Muñoz. The programming chief is Josefina Contreras. Gamma records is part of the Hispano-Vox Spanish label and it represents and sells ABC-Paramount, Chancellor, Atlantic, Disneyland, Barclay, Gema, Buenavista, Festival and others.

Co-Ro S.A. is also very important in the record business of Mexico. It does its own records with the Co-Ro label and the president of the company is Jose Riojas. His son, Federico Riojas is general manager and Enrique Cantú is A&R man. The firm represents MGM and United Artists.

Gabriel Mendoza is the owner of Audio-Mex Records and he is rep of Decca, Coral and Vocalion.

Mexico—Record Mfrs.

DISCO IMPORTADORA, S. A.

Durango 252-303, Mexico, D. F.
General Manager: Mario Friedberg. Sales Manager: Hector Manuel Islas. Promotion: Sergio Olivieri. A&R: Miquel Angel Serralde. Labels: Tizoc, Hi-Fi Records, Fantasy, Life, Bruno, Folkways, GNP, Elektra, Tikva.

PEERLESS DE MEXICO, S. A.

Laguna de Mayran 232, Mexico, D. F.
President: Heinz Klinckwort. Vice-President: Guillermo Kornhauser. General Manager: Leo Porias. Coordination Manager: Guillermo Burckle. Sales Manager: Fritz Hentschel. A&R: Francisco Mendez and Fidel A. Vista. Labels: Deutsche Grammophon, Polydor, Telefunken, Archiv, Command, Royale, Seeco, Cubaney, Meca, Corona, Silver, Onex, Orion, TK, Antar, Chantecler, Simens, Palacio, Disco, Moda Marvella.

PANAMERICANA DE DISCOS, S. A.

Av. Cuitlahuac 2327, Mexico, D. F.
President: Eduardo C. Baptista. Vice-Presidents: Eduardo Baptista Jr. and Juan Campo. Sales Manager: Jose Luengo. Treasurer: Luis Gil. Credit: Estuardo Soto. Advertising chief: Jose Valdivia. A&R: Guillermo Acosta (national) and Hector Gonzalez de la Barrera (In-

ternational). Distribution: Jose Acosta. Labels: His Master's Voice, Columbia (England), Odeon, Pathe, Elekrola, Parlophone, Odeon, Disco moda, Colombiana de Discos, Puchito, Marvella, Industrias electricas y musicales.

COLUMBIA DE MEXICO, S. A.

Calzada de San Bartolo Naucalpan y Gral. Millan. Edo. de Mexico.
General Manager: Manuel Villareal. Assistant Manager: Jose R. Bustillos. Sales Manager: Armando de Llano. Promotion Manager: Bernardo Gonzalez. Advertising chief: Ramirez Duenas. A&R: Andre Toffel, Felipe Valdez Leal, J. de Jesus Hinojosa, Chuck Anderson, Rafael Carrion and Edgardo Obregon. Labels: Columbia, Harmony, Montilla, Epic, Warner Brothers.

DIMSA (DISCOS MEXICANOS, S. A.)

Avenida Insurgentes Norte 1273, Mexico, D. F.
President: Rogelio Azcarraga. General Manager: Alejandro Siegrist. Production Manager: Guillermo Macedo. Foreign Operations: (New York): Luis Adell. A&R: Paco de la Barrera. Labels: Dimsa, S. A., Orfeon, Maya.

COMPANIA IMPORTADORA DE DISCOS, S. A.

Tenayuca 475-F, Mexico, D. F.
Labels: Decca, Coral, Brunswick, Audio-Mex.



MEXICO

Lucho Gatica, the star Chilean singer who has lived in México for many years has produced in partnership with Jim Zea, a fabulous TV musical show in which he stars with his beautiful wife Mapyta Cortéz, Maria de Lourdes, Carmela Rey, the Luis Trápaga's ballet and musical director Chucho Zarzosa. This show has been seen in Perú, Panamá, Puerto Rico and the United States and the cost of each video-tape is \$7,000.00 Dls. Incidentally, we received Lucho's latest LP for Musart under the name of "Lucho En La Intimidación," in which he includes songs like "Misty," "The Apartment," "Cref" (I Thought), "Un Poco Más" (A Little More), "Pide" (Ask), "Todo El Amor Del Mundo" (All The Love Of The World) and others.

After a long time, Roberto Iglesias, perhaps the best Spanish dancer in the world, is back in Mexico. Roberto came with his well known show and now is appearing successfully in local theaters and night clubs.

We have just received the latest albums from Frank Sinatra and Bobby Darin and think that both are sensational.

"Orange Crush" TV shows recently presented a beautiful program starring Lilia Guizar (daughter of famous Tito Guizar), countess Nita Dover, Las Sombras' trio, Blanco y Negro's duet and Pablo Bernab'e Jamies orchestra. Unfortunately, we have very few programs of this type on television here.

The most original band ever formed in México, La Banda de Huipanguillo, an authentic folk music band, has been reorganized again by its creator-conductor Ferrusquilla and includes all the actors and musicians this band has had in the past.

Fabricio, the new singer at RCA, is having good record sales, and successful television appearances. Fabricio is preparing new numbers to finish an album.

El Patio, one of the most popular night clubs in México City, closed its doors and will be totally modernized. By November, it will open again with a great variety show that includes Pat Boone as principal star. This will be his first performance in México.

Virma Gonzalez signed contract to perform in the Broadway show, "Red-head," (La Pelirroja) in Madrid at the Teatro de la Zarzuela. Virma had a great success with engagements in México.

Versatil Vedette Evangelina Elizondo, who at the present time conducts her own orchestra, has her first LP for the Co-Ro's label. Evangelina also will perform at the La Fuente night club.

Luis Arcaraz, who wants to be as popular again as he used to be some years ago, recorded, at Musart, new arrangements of "Ramona" and the new hit, "The Story Of My Love."

First recording with percussion was cut at Orfeon Records by conductor Gustavo Pimentel. His best number is a special arrangement for the beautiful Mexican song, "Nocturnal."

Phillips Records of Holland is expected to introduce its label in México, maybe in combination with another Mexican firm.

Teatro Ideal will open its doors again with a spectacular show with beautiful Ana Luisa Peluffo, Lobo y Melón, Nomo Arsu, The Boppers, Olga Velosky and many other stars. Olga will fly to Japan in Sept.

Singer Delia Ortíz, almost forgotten, has received new popularity and just recorded for Vik Records, the songs "Luna Sobre Mi Cabaña" and "Olas Y Arenas." Delia flew to Venezuela on July 26.

A very original program was presented recently on television when pianist Tito Enríquez appeared accompanied by five more pianos. Tito made the arrangements and Peerless Records may record an album based on this event.

We received a post card from Irma Dorantes in the United States where she is performing at several theatres.

Mexico's Best Sellers

1. Escandalo—Marco Antonio Muñiz (RCA). Juan Mendoza (Peerless). Javier Solís (Columbia) (PHAM)
2. Presumida—Los Teen Tops (Columbia) (PHAM)
3. Agujetas Color De Rosa (Pink Shoe Laces)—Los Hooligans (Columbia). Dodie Stevens (Dot)
4. Haciendo El Amor (Makin' Love)—Los Locos del Ritmo (Dimsa)
5. Cuando Florezcan Los Manzanos (Apple Blossom Time)—Los Rebeldes del Rock (Orfeon)
6. Leyenda Del Beso—Carlos Campos (Musart) (BRAMBILA)
7. La Gioconda—Orquesta Aragón (RCA) (EMMI)
8. Poquita Fe—Los Tres Reyes (RCA) (EMMI)
9. Canela Pura—Sonora Santanero (Columbia)
10. Y . . . —Javier Solís (Columbia). Lucho Gatica (Musart). Juan Mendoza (Peerless) (EMMI)

ALL TIME MEXICO BEST SELLERS

ALL TIMES GAMMA, S.A. BEST SELLERS:

1. La Violetera (Sarita Montiel)
2. Un Telegrama (Monna Bell)
3. Un Compromiso (Sarita Montiel)
4. Dejenme en paz (Rolando LaSerie)
5. Nunca en Domingo (Melina Mercouri)

ALL TIMES DIMSA (DIMSA, ORFEON AND MAYA)'S BEST SELLERS:

1. Mi Pueblo (My Home Town) (Cesar Costa)
2. Hiedra venenosa (Poison Ivy) (Los Rebeldes del Rock)
3. Chica alborotada (Tallahassie Lassie) (Los Locos del Ritmo)
4. Sorrento (Los Tribunos)

ALL TIMES PEERLESS' BEST SELLERS:

1. Las Mananitas (Pedro Infante)
2. PENJAMO (Pedro Infante)
3. Flor sin retón (Pedro Infante)
4. Nuestrto Juramento (Julio Jaramillo)
5. Cu cu rru cu cu paloma (Lola Beltran)

ALL TIME MUSART'S IMPORTED BEST SELLERS:

1. Love Is A Many Splendored Thing & Autumn Leaves (Nat King Cole)
2. Marcelino, pan y vino (Renato Carosone)
3. Last Roundup (Cliffie Stone)
4. Perfidia (Billy May)
5. Wheel of Fortune (Kay Starr)

ALL TIMES MUSART'S BEST SELLERS:

1. El Reloj y La Barca (Los Tres Caballeros)
2. Clases del cha cha cha (Ramon arquez)
3. Sombra Verde (Los Chavales de Espana)
4. Maria Cristina (Moscovita)
5. No me platiques (Lucho Gatica)

ALL TIMES DECCA'S BEST SELLERS:

1. White Christmas (Bing Crosby)
2. Rock Around the Clock (Bill Haley)
3. See You Later Alligator (Bill Haley)
4. Love Is A Many Splendored Thing (Four Aces)
5. El yerberito moderno (Celia Cruz)



AUSTRALIA

To begin with, we of Cash Box in Australia wish to thank our many friends throughout the entire trade for the help given us in the preparation of editorials and lists that formed such a vital part of this special Encyclopedia Directory 19th Anniversary edition. Without such help, a publication of this nature could never be produced. Over the past twelve months, Cash Box has become even more firmly established in Australia as the only truly authoritative and informative music, record and allied trades publication in the world.

We look forward to the continued support—both in editorial and advertising—of all our Australian readers during the years ahead.

Lyle Richardson, for many years a leading disk jockey, talent promoter and business man, has been appointed A&R chief of Australian Record Company, which releases the Coronet (American Columbia), Warner Bros. and United Artists labels. Richardson has been associated with the trade for a long while, he is practically the producer of the many major acts performing at Chequers, a prominent Sydney night club. He 'floated' "Teen Canteen"—a special entertainment spot for young people—and has sold many masters of various artists to some of our major companies.

John Laws—star deejay who has been at Station 2KO in Newcastle for some time—has joined the staff of Radio 2GB in Sydney. This gives 2GB a strong team of DJs as they already have Ken Sparkes and Tony Withers. The signing of Laws by 2GB is a further shot in the battle for top pop music ratings that is being fought between 2GB and their rivals in this field, 2UE. For the past few years now 2UE has been the top rated pop music station in Sydney with its star DJ Bob Rogers. Brian Henderson, who hosts television's "Bandstand," is also doing disk jockey shots for 2UE and the same station has Geoff Marshall on the pop (album) scene each afternoon.

A. W. T. (Bill) Smith—managing director of Australian Record Company—flew to the United States on July 25, he will visit New York and then on to Canada. Smith plans to be away about five weeks and will go into top level discussions with Columbia chiefs in America.

The Mitch Miller TV shows are rapidly winning many friends in Australia, and the Australian record company reports an increased dealer and consumer demand for most of the many "Sing Along With Mitch" albums that have been issued here on the Coronet label. The success of the Miller "Sing Along" disks has prompted most major labels in this country to issue a continuous output of sing-along albums of all shapes and sizes—some in many different languages. The success of the disks has been so marked in Australia that it is surprising that a local "cover" version of this style of program has not been produced on television. There is room for sing-along segments in many of our live TV shows.

Andy Stewart, who is scoring very heavily right throughout Australia with his surprise hit single of "Scottish Soldier," looks certain to duplicate that success with his latest issue on the Top Rank label "The Battle's O'er." Song is published here by Leeds Music so naturally Jack Argent is wearing a big smile. "Scottish Soldier" has been one of the major surprises and successes of the year; it started to make its early sales noise in Sydney but it wasn't long before it started to get action in all States and pretty soon had developed into a tremendous smash right across the nation.

American stars expected in Australia shortly include Jane Russell to Andre's nightspot in Sydney and possible TV shots. . . . Beatrice Kay for TV appearances. . . . The Four Lads have been signed by General Television Corporation (GTV-Channel 9) to visit here in October.

Digby Wolfe, popular host of television's "Revue '61"—a leading show for imported talent—has been touring all cities where the show is seen, to test the popularity of "Revue '61." He need have no fears as his show is one of the best and most highly rated shows (either local or overseas) being seen in this country. It is expected that "Revue '61" will shortly be produced from Melbourne—this will be the first time it has been moved from Sydney.

Australia's Best Sellers

1. I'm Gonna Knock On Your Door (Eddie Hodges—London) Belinda
2. Hello Mary Lou (Ricky Nelson—London) Belinda
3. Temptation (Everly Bros.—London) Davis
4. Scottish Soldier (Andy Stewart—Top Rank) Essex
5. Baby Race (Bobby Vee—London) Albert
6. Moody River (Pat Boone—London)
7. Dream Girl (Bryan Davies—HMV/Mark Wynter—Decca) Essex
8. I Told Every Little Star (Linda Scott—Columbia) Chappell
9. The Battle's O'er (Andy Stewart—Top Rank) Leeds
10. Little Devil (Neil Sedaka—RCA) Mellin.

Betancourt Jazz Buff



CARACAS, VENEZUELA—Jazz guitarist Charlie Byrd (left) and wife Ginny are escorted by President Romulo Betancourt of Venezuela to a special reception. Event took place during Byrd's recent State Department tour of Latin America. Betancourt, a jazz enthusiast, reportedly stayed well into the night "digging the Byrd Trio like a true aficionado." Byrd records exclusively for Offbeat Records.

ALL TIMES CO-RO, S.A. BEST SELLERS:

1. Sabor de engano (Chino Flores)
2. La Burbuja azul (Evangelina Elizondo)
3. Espumita (Cesar del Campo)
4. El Abanico (Luis Demetrio)
5. Nunca en Domingo (Never on Sunday) (Don Costa)
6. Malaguena (Connie Francis)

ALL TIMES COLUMBIA'S BEST SELLERS:

1. Mi Cafetal (Hermanas Lima)
2. Contigo (Los Panchos)
3. Lloraras, lloraras (Javier Solís)
4. Sea por Dios (Hermanas Huerta)
5. La Plaga (Teen Tops)

ALL TIMES DISCO IMPORTADORA, S.A. BEST SELLERS: (LP'S)

1. Tabu (Arthur Lyman)
2. Bahia (Arthur Lyman)
3. Latin Jewels (Joe Loco)
4. Encuentro con Luis G. Roldan (Luis G. Roldan)
5. TIO HERMINIO (Herminio Kenny)

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ARGENTINA

Rosita Quintana and Sergio Kahan are here preparing the premiere of "My Fair Lady" that will take place August 10. Jose Cibrian will have the top male role.

"Wheels," the hit, may become a smash success in Argentina, too. The west Chilean disk jockeys. Besides, it has been waxed by Don Nobody (Horacio Malvicino) for Disk Jockey and Lito Escarso for Music Hall, and Orfeo will release the version recorded by Julissa in Mexico.

Odeon pop A&R man Jose Rota invited us to Nila Valdez' first recording session. The songstress has been recently inked to the label, and her first record will be "Quiero Amanecer" and "Del Derecho o del Reves." The orchestra, in both cases, is directed by arranger Armando Patrono.

Inter Bas, through its MGM label, continues releasing Connie Francis records, preparing the market for her arrival. The new titles are "Where The Boys Are" (single) and "Connie Francis Sings In Spanish" (LP). Another interesting MGM release is "One And Twenty," by Tommy Edwards.

Smart publishers are happy with the air play received by the Brazilian tune "Fale Balxinho." The song has been recorded by Ceumar Rios (Philips) and Caterina Valente (London).

Orfeo Records announced the release of its first stereo albums. The label will also put in the market the first LP cut by Los Huaqueños, the fourth one made by vocal group Los Santos, and Don Goyo's third one, titled "Don Goyo en Paris."

Los Chalchaleros have finished their first recording in two years. RCA believes it will sell as well as the other five albums they have in the market.

Gigi Gallo, head of Fortissimo Americana, expects that "Non Me Dire Chi Sei," last Umberto Bindi production, will also be a smash hit, as was "Il Nostro Concerto." Luciano Tajoli's version will appear very soon, and Gallo is arranging some more waxings. He is also promoting "Come Sinfonia" (Like a Symphony), which already has one recording.

Sicamericana, (represents Hispavox, Music Hall, 20th Century Fox and Dot) started a complete reorganization campaign. Luis Arriola Sirvent is the label's new vice-president and general manager, and Lito Escarso—musician and arranger—its artistic director. Arriola is one of the founders of Winco, the biggest phonograph factory in Argentina (it is licensed by the V-M Corporation, and produces 10,000 phonographs a month). The plan includes a change into new offices and the building of a complete stereo and in mono recording studio, and will cost about 25 million pesos (about 300,000 dollars). Some of Sicamericana's latest releases are "Moody River," by Pat Boone, "Afectuosamente" by Lito Escarso, "El Amor Es Un Disco" (Love Is A Record) by Susy Grey and "Jerico" by Siro San Roman.

Rodriguez Luque will present his program Musica en el Aire on Channel 11, which opened July 21. It will be a hour-long show, with specially invited artists. The first one to perform will be Rosamel Araya, the well known bolero singer.

Rolando La Serie is coming here next September. The famous Cuban singer will perform on TV (probably Channel 11) and radio. As his label (Gema) is not represented here, he sent some records to prominent disk jockeys, who have already began to promote them. Other interesting visitors-to-be are Olga Guillot and Celia Cruz.

Latest from Philips: "Jazz Class . . . ics," by the Dutch Swing College Band; "Calcutta," by Mechieolo; "Luna de Tartagal" by Horacio Guarany (who previously recorded for Record).

CHILE

Many disk jockeys and businessmen in Santiago consider that a good part of Chile's recording business activity nowadays is due to Camilo Fernandez, who a couple of years ago started Goluboff-Columbia releases with the intention of being up-to-date with American best sellers lists. In this moment, many records that occupy or have occupied some weeks ago prominent places in the Cash Box Top 100 are also in Chilean charts: "Dance On Little Girl," "I Feel So Bad," "Travelin' Man" and "It's Never Too Late."

New releases: "Spanish Harlem" by Jean Michel Defaye; (Philips); "Angelica" by Los Quilla Huasi; "Once Again" by Dean Reed; "Wheels" by The String Alongs (London).

The visitors of the week were Neil Sedaka and songstress Hanna Ahroni. Both performed on Radio Minería. Sedaka's "Little Devil" may become a big hit very soon.

RCA signed a contract with the French lable Ducretet Thompson for the release of its records in Chile. First releases will appear very soon.

Argentina's Best Sellers

1. Angelica (Lagos) Los Cantores de Quilla Huasi (Philips); Atencio Paredes (Music Hall); Bienvenido Cardenas (RCA); Los Chilicotes (Odeon); Los Huaqueños (Orfeo); Leandro Ocampo (Microfon); Los Peregrinos (Dimsa); Jorge Sobral (Disc Jockey); Julio Molina Cabral (Philips); Carlos Michel (Philips); Los Marrupeños (RCA); Los Andariegos (TK); Horacio Guarany (Record).
2. Pensemos Un Poco En Vivir (Let's Think About Living) (Acuff Rose-Korn); Johnny Carel (Orfeo).
3. Moliendo Cafe (Moro Music-Korn) Hugo Blanco (Polydor); Amadeo Monges (Columbia); Los Wawanco (Odeon Pops); Don Nobody (Disc Jockey); Los Cariocas (Ariel); Los Gin Fizz (Columbia); Los Principes (RCA); Panchito Nole (RCA); Gasparin (Philips); Tito Alberti (Philips)
4. Nuestro Concierto (Il Nostro Concerto) (Rossi-Fortissimo Americana) Roberto Yanes (Columbia); Luciano Tajoli (Microfon); Pino Calvi (Odeon Pops); Ricardo Yarke (Disc Jockey); Jose Guardiola (Odeon); Pierre Selin (Philips); Lito Escarso (Music Hall); Willy Alberti (Philips) and others.
5. Tammy (Northern Music) Ray Conniff (Columbia).
6. Las Hojas Verdes (Green Leaves Of Summer) (Feist-Downey) Brothers Four (Columbia); Los Cinco Latinos (Columbia); Harry Simeone (Music Hall); Lito Escarso (Music Hall); Billy Vaughn (Music Hall); Tex Beneke (RCA); Frankie Avalon (Odeon Pops); Lawrence Welk (Music Hall).
7. Campos Verdes (Greenfields) (Monclare-Korn) Brothers Four (Columbia); Los Juveniles (Odeon Pops); Los Cava Bengal (RCA); Billy Vaughn Music Hall); Pierre Sellin (Philips); Enrique Vilar (TK).
8. Cha Cha Cha Flamenco (Pham-Edami) Rosamel Araya (Disc Jockey); Los Chapaneos (Odeon Pops).
9. Esta Noche Mi Amor (Tonight My Love Tonight) (Spanka-Fermata) Paul Anka (Ariel); Luis Aguile (Odeon); Rocky Pontoni (RCA).
10. Cara De Payaso (Rio-Fermata) Yuyu Da Silva (RCA); Antonio Prieto (RCA).

BEST SELLING LP'S

- (=) Local Product)
1. Ensalada Musical Selection (Columbia)
 2. Explosivos Vol. IV Selection (RCA)
 3. Cordialmente Los Fronterizos (Philips)
 4. Digalo Con Musica (Say It With Music) Ray Conniff (Columbia)
 5. India Luis Bordon (Disc Jockey)



JAPAN

Pat Boone is coming to Japan in six to eight months. This was disclosed by James Barry, managing director of Dot Records, Hollywood, at a press conference in Tokyo. He explained some aspects of the American market that were much different from ours. "My prime aim is to do the marketing research," Barry stated.

Peggy Hayama, songstress on Japan's King Records, left Tokyo for Italy for a three week stay in Napoli to shoot a TV film titled "Blue Skies of Napoli," a Tokyo Broadcasting Station production.

According to the information received here, the American music publishing company, Hill And Range, is now preparing for the opening of a Tokyo office, but no representative of the firm has arrived here as yet.

Gramophone Records signed a contract with Ginji Yamaguchi & His Hawaiian All Stars.

Yukio Hashi, top local singer, out with his second LP, "Yukio Hashi—Great Hits" (Hashi-Yukio-Kessaku-Shu) Vol. 2. The LP features his recent smash on the Victor label, "Kiso-Bushi, Sando-Gasa" along with "Hana-No Byakko-Tai," "Iso-Bushi Genta" and five others. His newest tune, "Suttobi Jingi," is going to be released on August 5. The tune was selected from among many pieces written by his fans.

Teichiku has taken 225 records out of the catalog, both local and international repertoire. This measure was taken to quicken the turnover of existing repertoires. The records discarded can be exchanged for those dealers want between July 25 and August 31.

One of El Salvador's most popular vocal groups, Trio De El Salvador, has arrived in Japan for a four week stage and TV tour of Tokyo, Osaka and Kyoto. The trio-brothers Nelson and Mario Ancalmo and their cousin, Hector Escobar, made their first appearance at a press conference in Tokyo at the El Salvador Legation. Dressed in national costume, the trio, whose members are still students, sang some of their favorite numbers.

Japan's Best Sellers

INTERNATIONAL:

1. Broken Promises/Henry De Paris, Colpix; Terumi Nagashima, King; Yozo Higashiyama, Victor; Hiroshi Mizuhara, Toshiba; Akira Kobayash, Columbia; Yujiro Ishihara, Teichiku; Eiji Kitamura & his Quintet, King.
2. Exodus/Mantovani, London; Pat Boone, Dot; Ferrante & Teicher, United Artists.
3. Surrender (Sorrento)/Elvis Presley, Victor; June Valli, Mercury; Pee Wee Hunt & his orch., Capitol.
4. Calender Girl/Neil Sedaka, Victor; Q Sakamoto, to Shiba
5. Where The Boys Are/Connie Francis, MGM; (Both Japanese and English versions); Sachiko Nishida, Polydor; Kayoko Moriyama, Toshiba.
6. Zoo Be Zoo Be Zoo/Sophia Loren, Kapp; Kayoko Moriyama, Toshiba.... Shinko, JASRAC.
7. Apache/Jorgen Ingmann, Top Rank; Sonny James, Victor.
8. Runaway/Del Shannon, London.
9. Jailhouse Rock/Elvis Presley, Victor.
10. Sucu Sucu/Ping Ping, Kapp.

LOCAL:

1. Kitagami Yakyoku (Kitagami-Gawa Jojob)/Dark Ducks, King; Hiroshi Wada with Mahina Stars, Victor; Tsuzuko Sugawara, Teichiku; Joji Takagi, Polydor; JASRAC, JASRAC.
2. Hana-no Byakko-Tai/Yukio Hashi, Victor, Zen-on; JASRAC.
3. Anko Kanashi-ya/Keiko Matsuyama, Toshiba
4. Horetatte Dame-yo/Hiroshi Wada & Mahina Stars, Victor, Zen-on; JASRAC.
5. Q-chan-no Zuntata/Q Sakamoto, Toshiba, JASRAC, JASRAC.
6. Uramachi Jinsei/Hiroshi Mizuhara, Thosiba, Zen-on, JASRAC.
7. Wakare-no Iso-chidori/Esel Nakada, Toshiba, Zen-on, JASRAC.
8. Ginza Janguru Musume/Mari Watanabe, Victor, Zen-on; JASRAC.
9. Ayaya Apapa/Michiya Mihashi, King, Zen-on, JASRAC.
10. Sebiro-Sugata-no Wataridori/Mitsuo Sagawa, Victor, Zen-on; JASRAC.

Busy Baby Bell



BUENOS AIRES, ARGENTINA—Neil Sedaka is welcomed here by Argentine teen record star Baby Bell and M. S. Brenner, general manager of Ediciones Fermata. Later, Baby Bell is shown receiving a gold record award for her smash of "Magica Luna." Making the presentation are (left to right) M. S. Brenner, J. A. Rota, director of Odeon, and E. O. Rosso of Odeon.



BRAZIL

Another Brazilian record company is described to readers of Cash Box: **Musidisc Ltda.**

Head office: Rio De Janeiro—rua Buenos Aires 68—telephone number: 2-38-05 and 52-0474.

Laboratory—Avenida Rio Branco 43—22d floor, also in Rio de Janeiro. Sao Paulo Branch—rua dos Gusmoes 662—telephone 32-12-16. Exec. line-up:

President and Artistic Director: Nilo Santos Pinto (Nilo Sergio); Commercial Director, Oswaldo Simoes Cadaxo; Manager (Head Office), José Magalães; Manager (Sao Paulo's Branch), Ducle Domingues; Sound Engineer, Willy Dias. Other directors: Itala Welp, Arthur Dia Da Silva, Nicolau Rosito, Fernando Gomes and Jorge Almeida.

Musidisc has five labels of its own: Hi-Fimusidisc, Hi-Fi Masterpiece, Audio Laboratory, Hi-Fi Jazz and Junior Hi-Fi and represents three others: Grandward, MGM and United Artists.

Here is the talent roster: Toni Vestani, Bob Fleming, Pierre Kolman, Ed Lincoln, Pedrinho Rodrigues, Silvio Cesar, Orlann Divo, Zito Righi, Francineth, Manoelito Sena, El Cubanito, Trio Surdina, Orquestra Romantico De Cuba, Orquestra Pan Americana, Violinos Magicos, Violinistas De Roma, Orquestra Nilo Sergio, Les 4 Cadillacs and Los Portenos.

Chantecler just released an album entitled "Hora Do Angelus," with five Ave Marias by Somma, Jean Baptiste Faurè, Carlos Gomes, Schubert and Beethoven. Besides the Ave Marias, the LP has Cesar Franck's "Panis Angelicus," Bizet's "Agnus Dei" and Bach's "Air On The G String," all by Sao Paulo Symphony Orchestra under Armando Belardi's direction and Coral Paulistano (Sao Paulo Choir) conducted by Miguel Arquerons. A wonderful album.

A few years ago, a very poor Negro woman living in a slum district (called Favela) wrote a very emotional book about life in her neighborhood, which became in a best-seller in a short time. It is called "Quarto De Despejo" (The District of Rid-dance) and has been translated into various languages. This woman's name is Carolina Maria De Jesus and she also wrote Brazilian songs, though she is not a musician. Enrique Lebendiger, the well known publisher, was the first one to hear Carolina's songs and introduced her to Juvenal Fernandes, his assistant who immediately thought of having these lovely songs recorded. RCA Victor's A&R man Julio Nagib had the idea of letting the composer sing the songs. So, the first album was made and will be released soon by RCA Victor. "Quarto De Despejo" (the same title of the book) is the album's name. Carolina Maria De Jesus, acclaimed as a writer, will now try to gain the public's interest as a composer and singer.

The musicians of the American Jazz Festival, including Roy Eldridge and Coleman Hawkins, like the Brazilian Bossa Nova and learned some new songs in this style. Another famous American musician in Sao Paulo, for the second time, was Dizzie Gillespie, and he was a big success again.

Brazil's Best Sellers

SAO PAULO

1. Faz-Me Rir—(Mida Risa)—Edith Veiga—(Chantecler) (Vitale)
2. Ansiedad—Nat "King" Cole—(Capitol)—(Vitale)
3. Bat Masterson—Carlos Gonzaga—(RCA)
4. As Folhas Mortas Do Verao—(The Green Leaves of Summer)—Wilma Bentivegna—(Odeon) (Todamerica)
5. Blue Moon—The Marcels—(Col-Pix—Continental) (Robbins)
6. Teu Despreso—Claudio de Barros—(Chantecler) (Cembra)
7. Main Title and Molly-O—Dick Jacobs—(Coral—Copacabana)
8. Moço — Nelson Gonçalves—(RCA) (Euterpe)
9. Wheels—Billy Vaughn—(Dot—RGE) (Vitale)
10. Greenfields — Waldir Azevedo — (Continental) (Vitale)

RIO DE JANEIRO

1. Ansiedad—Nat "King" Cole—(Capitol) (Vitale)
 2. *Coração De Luoto—Teixeirinha—(Sertanejo) (Santos Dumont)
 3. *Moço — Nelson Gonçalves—(RCA) (Euterpe)
 4. *Onde Estarás—Anisio Silva—(Odeon)
 5. Blue Moon—The Marcels—(Col-Pix—Continental) (Robbins)
 6. *Borrasca—Angela Maria—(Continental) (Euterpe)
 7. No Domingo Nao—(Never On Sunday)—Hebe Camargo—(Odeon) (Ricordi)
 8. *Nossos Momentos—Elizette Cardoso—(Copacabana) (Rio Musical)
 9. *Rock Do Ratinho—Carequinha—(Copacabana) (Not published)
 10. *Agora—Alcides Gerardi—(Columbia) (Not published)
- *Brazilian Music

Sao Paulo's Top Ten LP's

1. 'S Love—Ray Conniff—(Columbia)
2. Metais Em Brasa No. 2—Henry Jerome—(Decca)
3. Metais Em Brasa No. 1—Henry Jerome—(Decca)
4. 'S Music—Ray Conniff—(Columbia)
5. Orange Blossom Special and Wheels—Billy Vaughn—(Dot—RGE)

6. *Noite De Saudade—Nelson Gonçalves—(RCA)
7. Billy Vaughn No Cinema—Billy Vaughn—(Dot—RGE)
8. My Love For You—Johnny Mathis—(Columbia)
9. Os Romanticos De Cuba No Cinema—Romanticos de Cuba—(Musidisc)
10. *Baile De Sucessos No. 2—Sylvio Mazzucca—(Columbia)

Rio De Janeiro's Top Ten LP's

1. 'S Music—Ray Conniff—(Columbia)
2. Noite De Saudade—Nelson Gonçalves—(RCA)
3. Never On Sunday—Various Artists—(Columbia)
4. Metais Em Brasa No. 1—Henry Jerome—(Decca)
5. Ed Lincoln, Seu Piano E Seu Orgao Espetacular—Ed Lincoln—(Musidisc)
6. Os Grandes Sucessos De Silvio

1. Caldas—Silvio Caldas—(Columbia)
 2. Os Romanticos De Cuba No Cinema—Romanticos de Cuba—(Musidisc)
 3. *A Bossa Negra—Elza Soares—(Odeon)
 4. The Best of Nat "King" Cole—Nat "King" Cole—(Capitol)
 5. *Percussao Em Festa—Os Sax-sambistas Brasileiros—(Plaza)
- *Brazilian Music

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To Have . . . Or Not To Have . . . Your Own Trademark Globally . . . That Is Some . . . Question!

(Specially written for Cash Box Directory by Bobby Weiss, Int'l Director, Warner Bros. Records)

Having just completed a trip around the world, I was impressed by the thorough knowledge of "what's happening internationally" in the record/music business—by those manufacturers and dealers I met—as through the medium of trade papers, local music information journals plus bulletins from various record companies—everyone had a pretty fair idea of the very latest happenings in America and elsewhere.

More than once—the subject of the demands being made by some USA labels—in exchange for representation rights—arose, and besides some of the Empire State-high financial endowments asked for, the majority of American companies wanted their "own label." In some cases, it is understandable—and could be a most valuable asset—but in the majority of requests, the would-be licensee asks a resounding—"W-H-Y-?"

Everytime someone sneezes in the USA, a new record company is being born—and thanks to the liberty of our great America, you can start your own label—and with a "little bit of luck," make it into a profitable venture. However—this does not mean that because of this success with a few records—that we can turn around and demand "sky high advances and our own label." The international market simply cannot absorb all of the labels the record industry wishes to give birth to—as the international record scene is faced with a tighter economical picture than we have in the USA, far less chance of exploitation (as we know it with AM/FM, TV, etc.)—plus language barriers.

Just because you want that global identification—is not enough—you

have to be able to support that label with promotion, hit records (of course!), showmanship, a steady plan of releases with consideration for the foreign market involved, quality of product, etc.

I can already hear some people in the trade saying—"Yeah—and didn't Warner Bros. ask for their own label?!" And the answer would be, "Of course we did!" For years, the international movie goer has become familiar with the mammoth WB shield shooting out at them from their movie screens—and it was with pleasure that whenever I presented my card—in Tokyo—Saigon—Bangkok, etc., I heard, "Oh yes—WB—Warner Bros., of course!" We already had a pre-sold audience of people who knew that WB meant—Warner Bros., and so with this great advantage—coupled with our powerhouse showmanship, our recording stars, outstanding quality in recording and packaging—we were able to obtain our trade mark identification—throughout the free world.

A prospective foreign licensee has to have more than just two or three letters in the alphabet with which to work—your trademark must stand for something in the USA first before you can ask for same in any foreign country. MGM has the roaring lion . . . Capitol has their capital dome and stars . . . make certain you have an established trademark, supported by some form of success before you ask a foreign company to undertake the expensive promotion of building up your label in a market already overcome by "just one more label." Give them something besides letters in the alphabet.



GERMANY

The summer slump is on and the record industry here is resting its tired bones and awaiting a big fall season as usual here. The really big summer hit has yet to rear its pretty head and the old hits such as "Wheels" and "Babysittin' Boogie" are still topping sales at present. The only new recordings that show signs of brightening up the summer sales are the 4 German versions of "Hello, Mary Lou" by Jan & Kjeld, The Ricky Boys, Silvio Francesco and Rene Collo, the new Bill Ramsey recording of "Zucker-Puppe" the story of a belly dancer, and the new hill billy waxing of Caterina Valente, "The Sheriff from Arkansas was a Lady." Ricky Nelson is also racking up top sales with his original version of "Mary Lou" which has reportedly passed the 40,000 mark in this bad season and Elvis Presley is moving along nicely with "Wild In the Country," which also has two fine German "covers" by Newcomer Michael Holm and topselling teenager Ted Herold.

Strangely enough, the two American songs mentioned are the "B" sides of the original records, but both are better for the German market than the so called "A" sides. It's a strange business, but the sales are there and that's what counts.

Ping Ping, who hit the top of the charts here with his waxing of "Sucu Sucu," visited Munich and publisher Hans Beierlein to talk about the first film role for the singer. Hans has set Ping Ping in a new film "Drei Weisse Birken." Beierlein who runs the Montana Publishing firm here, also reports that Leon Cabat, the president of Vogue Records in France visited to talk about the new German productions for the firm. It seems that Vogue plans to do much more recordings in German in the future. Firm's top star Aimable was also here for discussions about his newest records. Aimable has already done versions of "Drei Weissen Birken," "Adieu, Lebewohl, Goodbye," "Du, Du, Liegst Mir Im Herzen" and "Wir Lagen Vor Madagaskar" for the German market with all the copyrights listed for Montana Music.

Speaking of Vogue, the Frankfurt centered chief of Deutsche Vogue Gunter Gayer reports that Aimable tops sales at present for the firm with his waxing of the march "Alte Kamarade." The best selling Italian waxing for the firm at present is Durium's Marino Marini with "Pimollo" and the best selling dixieland platter is Kenny Ball with "I Still Love You All" on Pye. Lonnie Donegan is also enjoying top sales here with his "Have A Drink On Me."

Germany's top selling male singer Freddy has released his first LP this week and sales are already beginning to climb.

The oldie "Glowworm" is enjoying a comeback via recordings by Johnny Maddox and Hutch Davie here. The two American waxings are off to a fast start to hitsville here.

Teldec records is busy preparing promotion for 2 special LP's and 22 EP's of German music specially designed for the tourist trade. Sales slogan is "Buy A Musical Souvenir of Germany."

It seems that Philips Records cleaned up at the Berlin Festival of Films recently. We've already reported that the firm has the music from the winning film "Flight To Berlin" (First Prize Music) on record, and now the firm reports that a new musical waxing by Nana Mouskouri from Athens, Greece with music by Manos "Never On Sunday" Hadzidakis is ready for release with top publicity afforded the platter.

This column has often reported on recording stars with world popularity recording in the German language. Two artists have been exceptionally successful with such recordings and they are Connie Francis and Elvis Presley, who did a little German singing on his "Wooden Heart" waxing tune is an old German folk song. Other stars who feel that their name is enough to guarantee a hit record in Germany have been roughly disappointed. Many of these artists have quit trying after the first flop on this market. Two new recordings have passed this desk from American artists in the past weeks, and while we feel that both of these records will not be successful, we would like to take this opportunity to comment on why success is not imminent for these waxings. The first record is a Warner Bros. recording by Johnny Walsh of 2 American songs. The lyrics, which are direct translations of the English lyrics are completely impossible for present day Germany.

The singer is further hampered by an accent which was not worked on by an A&R man or director with knowledge of the German language as it is spoken today. The second recording is by top teenager Neil Sedaka.

The producers of this waxing got two fine lyrics from top text writer Kurt Herta, but once again with no German A&R man on the scene, the recording comes off with such a strong accent that the German public just won't understand or buy this recording. The records are further hampered by an English speaking vocal group who mix in and further confuse the listener. Connie Francis enters her 3rd German waxing to make the top 10 here in as many tries this week, but Connie makes her German waxings here with a German A&R man and a top lyricist. She works at getting a German hit, and she succeeds. Germany has plenty of top artists of its own, and an over production of singles. It's plenty hard to get a hit here, and the foreign firms, especially the American ones will have to wake up to the fact that if they want a German hit which can bring as many as 1 million in sales, they'll have to either come here with their artists or get a German A&R man to run the session. Germany loves foreign singers to sing in their language, but the records have to be darn good to make the charts here. That's it for this week in Germany.

Germany's Best Sellers

1. Wheels—Billy Vaughn/String-A-Longs—London—Francis Day & Hunter
 2. Schoener Fremder Mann (Someone Else's Boy)—Connie Francis—MGM—Inselton
 3. Babysitter Boogie—Ralf Bendix/Buzz Clifford—Electrola/Philips—Seith
 - *4. Am Sonntag Will Mein Susser Mit Mir Segeln Geh'n (On Sunday I'll Take My Sweetie Sailing)—Old Merry Tale Jazz Band—Brunswick—Dreiklang/Drei Masken
 5. Corinna Corinna—Peter Beil/Ray Peterson—Fontana/Helidor—Budde
 6. Wild In The Country—Elvis Presley—RCA—Aberbach
 7. Hello Mary Lou—Ricky Nelson—London—Peter Meisel
 8. Danke Fur Die Blumen (Wedding Cake)—Siw Malmkvist—Metronome—Aberbach
 - *9. I Bin A Stiller Zecher (I Am A Silent Drinker)—Gus Backus—Polydor—Otto Kuhl Music
 10. Weil Du Meine Grosse Liebe Bist (Santa Lucia)—Gerd Boettcher & Detlef Engel—Decca—Budde
- * = Original German number.



FRANCE

While everything seems very quiet for the summer vacation until the September season, when the music world again starts activity, the alarm clock has been in action at Philips. Sacha Distel has just waxed a new session which he has recorded among other songs, "Ca C Est Du Poulet." Don't forget this melody first appeared on the deck grooved by Chackachas (RCA) and since then has travelled a lot. After Distel, Ben (Barclay) and Los Cangacei (President) are going to wax this one. This is a song to be kept in mind, and to follow for future success. Publishers for France, and certain other parts of the world is Ted Moura. Apart from this, Distel recorded "Madame, Madame" "Colin, Colinette," and the oldie "La Carioca."

We've been informed about the success Jacques Brel has with his disk "Moribond" and the sale of a lot records by Salvador, Dario Moreno has a waxed four titles of which, at present, we have no details.

Les Chats Sauvages have waxed "Trois En Amour" and "Je Veux Ce Que Veux." This team comes from the South of France, and was discovered Marchal, director of Edition Pathe Marconi.

The last session by Johnny Hallyday in Marseille, excited teenagers so much that the police had to call in a fire brigade which water-hosed the spectators. This brought down the temperature, and cut down incidents which might have been more serious. Cabat has happily announced the release of Hallyday's first disks in Venezuela, and while we are on the subject of exportation, Vogue has just signed a distrib agreement with Tino of Denmark. The disks will be released under the Vogue Label. Petula Clark has just waxed "Romeo," the English version of "Salome." Just a reminder that the oldie belongs to Breton, and is coming back in the lime light again. Dario Moreno has been mentioned for this tune.

Some news from the Casinos in Normandy. At Deauville, the Alix Combe Orchestra (Fontana) assured a success. Jacqueline Francois also on the program, also a Souzay recital at Trouville, with Jacques Brel and others.

A new recording by Becaud, which is always an event, is "Nous Les Copains." This is published by Madame Breton, as is "Abrima Birshoue." This title signifies nothing, but the melody is in pure rock 'n' roll.

"Voyage De Noces" is affirmed as a Patachou song to be done in English. This is bound for the U.S. market, probably the beginning of Mercury-Philips without a doubt.

Manouchka (Polydor) has recorded her first session, among the songs a "Le Gros Lulu" and "L Amour Quotidien," which was originally done Patachou.

"Les Millions D Arqueles" continues to fructify. Today Gelou (Bam) will record this with "Salome" and after this Madame Breton will leave for Venice, where she will take things easy.

There are a few changes in the directorial department of EUROPE No. 1. Louis Merlin, general director, has been called to take over the functions, and particularly the vice Presidency of Image Et Son, an affiliate. Merlin's post has been taken over by Mr. Siegel, Europe No. 1. The attribution of Lucien Moric seems to be much more formerly in the promotion department of importance.

Philippe Boutet is preparing for the coming season "The Guns Of Navarone" theme song from the film of the same title, musical score by Dimitri Tiomkin. It seems that the French version will be penned by Broussolle. This is usually the first step taken for a recording by Les Compagnons De La Chanson (EM) who are in need of a good song in this era of rock 'n' roll to put them on top.

The famous Brazilian song, "Brigitte Bardot" is heading for success. Edition Caravelle is the lucky publisher here in France, and orders are coming fast.

France's Best Sellers

1. Pepito Los Machucambos/Los Pepitos (Ed Francis Day)
2. Tutti Frutti J. Halliday (Ed Caroussel)
3. Nuits D'Espagne (Spanish Harlem) Dalida—Ben E. King
4. Dans Le Coeur De Ma Blonde Marcel Amont
5. A New-Orleans J. Halliday (Ed Caroussel)

Paris Cocktail Party For Percy Faith



PARIS—Percy Faith (right) and G. Meyerstein, managing director of Philips Paris, are seen discussing record events at a cocktail party here welcoming Faith to this city.



CANADA

MARKETING

Canada, as a rule, follows the marketing trend established by the United States. Canada, being a next door neighbor to the States, is so influenced by the United States that even Canadian hit charts correspond with those from the States. True, many American hits may sell more or less proportionally in Canada than they do in the States. Example: "I'm Gonna Knock On Your Door" by Eddie Hodges on Cadence is doing much better proportionally in Canada (currently No. 4). But, it is true that Canadian hits are usually derived from the States. Occasionally, a Canadian or foreign (other than U.S.) record makes the Canadian chart. Late last summer Canada had a big hit in "Clap Your Hands" by The Beaumarks on Quality, this hit is currently being followed up by the group with another big hit, "Classmate." Other Canadian music makers were, "Don't Sweetheart Me" by Bobby Curtola on Tartan, "Scottish Soldier" and "Donald Where's Your Trousers" by Andy Stewart on Top Rank and Jaro. Other than these records, the fifty best selling Canadian records are much like those from the States, as can be seen by taking a look at the chart included in this issue. It is true, therefore, to say that Canadian records must go to the States to make good. Canada has produced many best selling artists such as, Paul Anka, The Diamonds, The Four Lads, Glenn Gould, Frank Scott, Hank Snow, Hilltoppers, etc.

The French field is not in the least influenced by the States or any other market. Here, we find a truly Canadian industry. You will find this explained in more detail under the sub-title, The French Industry. In Canada we find one-tenth of the American population. This does not mean that Canadian hits will sell one-tenth of what they sell in the States. Canada's population is spread over a distance of three thousand miles. Although 90% of this population lies within 250 miles of the American border we must consider the many different nationalities, other than English, which make up a large part of Canada's population. Few people out of Canada realize that here are more than 500,000 French speaking Canadians. These people do buy American hits but not nearly as much as the English speaking Canadians. Instrumentalists will hit very big in Canada if they break well in the States. Good examples are Duane Eddy, Billy Vaughn, The Ventures, etc. This spring, Canada had its biggest hit of 1961 with "Wheels" by The String-A-Longs. This record did exceedingly well in the Province of Quebec, where the bulk of the French population exists. Therefore, because of the scattered population and the different nationalities that exist in Canada, we cannot average one-tenth of American sales. To be more realistic one can look to approximately 5% or 6% of American sales. And even these figures are often not realized. Best selling artists of 1961 in Canada include: Brenda Lee, Bobby Rydell, Elvis Presley, Duane Eddy, Connie Francis, Neil Sedaka, Paul Anka, Brook Benton, The Platters, The String-A-Longs, Everly Brothers, Kingston Trio, Billy Vaughn, Jackie Wilson, Roy Orbison, The Ventures, Chubby Checker, Bobby Darin, Ricky Nelson, Marty Robbins, Adam Wade, Frank Sinatra, Mitch Miller, Ben E. King, U.S. Bonds, The Shannon, Bill Black, The Shirelles, etc. These artists came through with one or more big Canadian hits or had a very successful album year.

DISTRIBUTION

Canada has nine coast to coast distributors. This is to say there are nine Canadian firms who have branches in the major cities. The firms are: Capitol, Columbia, Compo, London, Phonodisc, Quality, RCA Victor, Sparton, Zirkon. The lines these companies handle are all mentioned under the distributors list. There are other distributors who handle other lines. But, 98% or more of the records are handled by the above mentioned companies. The independent Canadian companies are Compo, Phonodisc, Quality, Sparton, and Zirkon.

Events of 1961 in distribution: Quality Records again had the most amount of hits, although it lost many labels. United Artists Records went to Compo from Quality. Zirkon Records made its appearance on the Canadian scene. After one year, this company made tremendous strides in acquiring American labels. Its labels can be seen under the Canadian distributors list. Reprise Records was acquired by Sparton Records. London Records moved to a new modern warehouse and modern administrative offices.

THE FRENCH INDUSTRY

In the Province of Quebec, we find the French record industry. As mentioned before, there are 4,500,000 French Canadians. This has created a demand for a French industry. The strange thing about this market is that it's very much Canadian. That is to say the artists are Canadian and their recordings are produced in Canada. The center of this industry is Montreal. Montreal is equipped with many recording studios, distributors who deal primarily in French records, and a large pressing plant. RCA Victor has installed one of their custom studios which is completely equipped. This studio is often booked well in advance. There are other studios and even these are sometimes booked in advance. There are ten French distributors, Adanac Music, Archambault, Capitol, Columbia, Compo, London, Musimart, RCA Victor, Societe Metropole, and Trans Canada. The lines they carry are mentioned in the distributor list. The largest French distributor is Trans Canada Record. This company continues to grow by the month. Another very strong company is Pathe Records which is distributed by Capitol. Amongst the labels mentioned above there are five companies who have thus far distributed exclusively French. They are Adanac Music, Archambault, Musimart, Societe Metropole, and Trans Canada.

The sales potential of this market are staggering to the outsider. The biggest hit in the history of French records was "A Qu'il Petit Coeur Apres Neuf Heures" by Roger Miron on RCA Victor. This disk to date has sold 109,000 copies. No record has come close to equaling this mark. A good seller is placed in 10,000 sales. 25,000 to 30,000 sales is considered a million seller. The City of Montreal usually represents 50% of the market. Quebec City and area is considered as 25% to 30% of the market. And the rest of the province handles the remainder.

The biggest French-Canadian name artists are Michel Louvain, Fernand Gignac, Claude Girardin, Les Jerolas, Ti-Gus et Ti-Mousse, Pere Gedeon, Andre Gagne, Aime Major, Yolande Guenard, Jean Roger, Felix Leclerc, Yvan Daniel, and Claude Vincent. Of these only one is known outside of Canada. That is, Felix Leclerc who is a big star in France.

The big foreign names include, Dalida, Charles Aznavour, Guy Beart, Yves Montand, Gilbert Becaud, Edith Piaf, Jacques Brel, Annie Cordy, Line Renaud, Claude Raby, Georges Guetary, Tohama, Les Compagnons de la Chanson, Lette Renard, Tino Rossi, and Jane Morgan.

In sales during the past year, we find these artists the best coin getters: Fernand Gignac, Claude Girardin, Michel Louvain, Pere Gedeon (sold 25,000 copies on his only album), Ti-Gus et Ti-Mousse (also very strong in albums), Les Jerolas, Claude Vincent, Dalida, Gilbert Becaud, Edith Piaf.

The industry has a few problems to iron out. Yet it is still very young and has taken the right road towards learning. The real problems are: 1) cover records, 2) over production, 3) too much importation from France. These are the great problems. With time they will be mended.

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SCANDINAVIA

Lennart Reuterskiöld of Reuter & Reuter reports that his publishing company has obtained "Tossin' and Turnin'" for Sweden. The song is at the present at the top in the Cash Box Top 100. Also "Yellow Bird" will be published in Sweden by Reuter & Reuter, says Reuterskiöld.

Börje Ekberg, export sales manager of Metronome Records here told Cash Box that "Last Night" with Mar-Keys on Satellite will be released in Scandinavia at the Atlantic label shortly.

Felix Stahl, head of Stockholm's Musikproduktion, music publishing house here off for Hamburg and his German office. From there he will leave for a song festival at Pesaro in Italy.

Singer Carli Tornehave in a car accident the other day. He was lying in the back seat sleeping with one of his musicians driving when the accident took place. Nobody was seriously hurt, except the car. Rainy weather made the road most slippery and when they were meeting a truck the accident was a fact. Tornehave was in another car accident in southern Sweden only a short time ago.

Anders Holmstedt, head of EMI in Sweden and A. J. Poole of EMI, Copenhagen, in Finland for biz talks. Ingvar Lieberg, production manager of EMI, Stockholm, back from vacation in Italy, says the average bad weather during July has helped record sale to an unexpected good result during the month where usually few if any records are sold.

Bengt Sundström, professional manager of Southern Music, Stockholm, told Cash Box that he is expecting a lot from "A Hundred Pounds of Clay," published by Southern in Sweden, Morks Musikforlag for Denmark and Norway and Oy R. E. Westerlund Ab for Finland.

Sweden's Best Sellers

1. Putti Putti (Jay Epae/Mercury) Edition Odeon
2. En gång skall vi åter mötas (Einmal sehen wir uns wieder) (Thory Bernhards/Polydor) Southern Music
3. I've Told Every Little Star (Linda Scott/Sonet) Multitone
4. Kära mor (Göingeflickorna/Joker) Sweden Music
5. Do What You Want (Damita Jo/Mercury) Belinda (Scandinavia) AB
6. Flaming Star (Elvis Presley/RCA) Belinda (Scandinavia) AB
7. Surrender (Elvis Presley/RCA) Belinda (Scandinavia) AB
8. Per Olsson (Owe Thörnqvist/Philips) Reuter & Reuter
9. Den siste mohikanen (Da sprach der Alte Häuptling) (Lille Gerhard/Karusell) Multitone
10. Ah Maria, jag vill hem (Mary Don't You Weep) (The Monn Keys/Karusell) Southern Music



ENGLAND

Congratulations to Britain's latest disk star Edén Kane, who, this week, tops the charts with his first Decca waxing "Well I Ask You." Released on May 12, it has taken Kane only ten weeks to become the third British artist to reach the coveted No. 1 slot this year. Others being The Allisons with "Are You Sure" and The Temperance Seven with "You're Driving Me Crazy." "Well I Ask You" has been released in all Decca territories where it is selling well, particularly in Scandinavia. Kane recently recorded a 20-minute show in Copenhagen for Danish Radio. Last week, he cut his follow-up disk for release on August 25, again specially written for him by Johnny Worth. Michael Barclay and Philip Waddilove of Audio Enterprise, who handle Kane, also report success for The Kestrels, who, after two weeks' cabaret in the top niteries of Madrid and Barcelona, are winding up an eight-week tour of Germany with a stint in The Jark Carter Show in Frankfurt. Roger Cowles this month leaves the publicity department of Columbia Pictures to join Audio Enterprise as Promotion Manager.

Two new appointments have been made within the Keith Prowse-Peter Maurice publishing group. Peter Phillips becomes general manager of Bourne Music and Ernie Ponticelli, late of Chappells, moves in as general manager for Peter Maurice.

Noel Rogers of Dominion Music excited about the stateside reception accorded to the Italian film "Rocco And His Brothers." Released here on September 14 Rogers publishes the music including the theme "Nadia" recorded by Mantovani for release here on Decca and in the United States on London. Mike Stewart, owner of Dominion Music, arrived from New York last week for discussions with the London office.

Caedmon Records issued a three-record album of "Othello" directed by Howard O. Sackler for the Shakespeare Recorded Society. This is the first of a new series planned to cover every work of Shakespeare.

The Robin Hood Band, comprising 75 young American musicians currently on an international friendship tour of North America and Europe, arrived in London last week for concert dates and their own BBC TV show. EMI releasing an LP of The Robin Hood Band on Columbia and all royalties will be donated to the National Playing Fields Association.

ACE pianist and Columbia recording star Russ Conway has recorded a new series of six weekly shows for BBC TV. Guest stars include Bert Weedon, The Kaye Sisters, Helen Shapiro, Petula Clark, Semprini and Ronnie Hilton.

The first LP by Alma Cogan since her switch to the Columbia label, "With You In Mind," was released last week.

The recent flow of American talent into this country continued with the arrival last week of cabaret star Frances Faye. Unknown here, except for her recordings, she makes her British debut at Bernard Delfont's Talk of the Town niteriy. To coincide with her visit, H.M.V. is releasing a single "Frenesi."

Top female vocalist Shirley Bassey should have her third successive hit with "Reach For The Stars" her latest Columbia waxing with accompaniment by Geoff Love and his Orchestra.

After an absence from the charts of over 12 months, Tommy Steele should return with his latest Decca waxing of the current American hit "The Writing On The Wall."

Part of this year's Beaulieu Jazz Festival is to be filmed for inclusion in a full length color picture to be made here later in the year by Rietti Productions starring top German teenage recording artist Conny (Froboess). Appearing in the jazz sequence will be American star Anita O'Day, German tenor sax Hans Koller and the British bands of Chris Barber, Johnny Dankworth and Terry Lightfoot.

Following last week's successful opening of Anthony Newley's west end musical "Stop The World—I Want To Get Off," Decca released a single of two titles from the show "What Kind Of Fool Am I" & "Once In A Lifetime."

An original cast LP is being cut for early release. Another number from the show "Typically English" has been waxed by Beatrice Lillie and is also out this week on Decca.

Newley's co-writer Leslie Bricusse, who wrote the Matt Munro hit "My Kind Of Girl," is currently writing the material for Bea Lillie's forthcoming Broadway revue.

"A Good Year" For Italy's CGD



G. GIANNINI

ITALY—"This year has been a good one for CGD," G. Giannini of Italy's Compagnia General del Disco, told Cash Box.

"We have had excellent results and I am pleased to say that our goals have been reached," he continued.

Giannini's rosy summary of CGD's business over the past year is backed-up by various developments at the label over the past year.

CGD's top female singer, Betty Cur-

tis, won this year's "San Remo Festival" with "Al Di La."

Top male singer at CGD, Johnny Dorelli, greatly increased his popularity with his number one hit, "Lettera A Pinochio." In Japan, his reading of "La Canzone Di Orfeo" became a big hit.

Both Miss Curtis and Dorelli are regular participants on the very popular Italian TV show, "Canzonissima."

CGD, which handles MGM Records in Italy, had a triumph with Connie Francis. Her recent hits have included "Tango Della Gelosia," a number one record, "Where The Boys Are" and "Mama." The American star's recent visit to Italy, which included several TV shows, added greatly to her popularity.

Miss Francis cut four Italian numbers in Milan, among them "Aultami A Piangere," which is meeting, as all of the performer's records do, with great success.

Since May 15 of this year, CGD has been representing United Artists Records in Italy.

First records released since the deal have received a good response, especially Al Caiola's "The Magnificent Seven," which was on the Italian charts.

Giannini, who recently visited the U.S., meeting with friends and discussing and finalizing future agreements, said that "this year's results are very satisfactory and I do hope that the years to come will be as fruitful as this one and even better."



BENELUX

The trade- and press-showing of Columbia Pictures' "Pepe" took place recently. C. N. Rood reports good sales of the Colpix-12" LP of soundtrack. R also reports that the Pye Golden Guinea-LP, "The Best Of Barber And Bil" is one of the firm's best selling LP's.

Capitol's president Glenn Wallichs visited Bovema's Gramophonehouse July 17 on a working-visit, with his wife and 17-year old daughter. Wallichs was very enthusiastic about the sales results of last year, which were explained to him by Gerry Oord Jr. and Capitol label manager Cees Hundep. Capitol—headed with Nat Cole, Frank Sinatra as well as activities in the country field—maintains its upward move on the Dutch market. Wallichs also very delighted about Capitol's Dixie Series, which is presented in spec attractive single-covers in Holland. Wallichs and Bovema's president G. O discussed all further developments for the Capitol in this country.

Fascinating recordings, supervised by John Hammond, are those heard of just released album of the Abyssinian Baptist Gospel Choir of Newark, N Jersey, with Professor Alex Bradford conducting its 120 voices in rendering of his own songs. This album has been issued by L. C. Phonogram, both mono and stereo, on the Philips label. Highlights of recordings made in Vier some time ago of two wellknown operettas have been released on 45 EP, a on Philips. Dutch soprano Christine Spierenburg is heard in both Lehár "Schön Ist Die Welt" and Heuberger's "Der Opernball." Music of Curaçao often called "A Touch of Holland In The Tropics"—is featured on an additional release in the Philips series "Musical Souvenirs" on 45 EP. It contains four numbers by the young Curaçaoan Rudy Plaate, whose compositions are very popular in the Dutch Antilles and also outside these islands. Rudy composed these new pieces, two tumbas and two Curaçao waltzes, especially for the "musical souvenir." Two songs are sung by Rudy himself, with his own com. The famous vocal-instrumental Trio Los Panchos is heard in four "Favorit Latinos": "La Paloma," "Estrelita," "Cielito Lindo" and "Me Voy Pa'l Puelbl" on Philips. The Jumping Jewels from Holland were very successful with their first recordings, "Wheels" and "Riders In The Sky," four months ago. Now they're doing very well again with their version of the "Exodus" main theme and Malando's evergreen tango "Olé Guapa" on the Philips label. By the way a nice German song "Wheels" (Hüh-a-how—Vier Schimmel, Ein Wagen) can be heard from the Trio Kolenka on the same label.

Bovema's Warner Bros. label manager, Cees Pompe, told Cash Box that Connie Stevens' new recording "And This Is Mine" meets with much approval from teen buyers. With the flipside, "Make Believe Lover," Mr. Pompe believes to have a fair hit in his hands.

John James Vis of Artone, Haarlem, reports strong initial reactions. Daisy Bell's first American-styled recording, "Endless"/"Candy Kisses." Mr. Ter has already been sold to some foreign markets, including Australia, N Zealand and Japan. Meanwhile, Artone's Eddy Christiani hits the international market with his current continental topper "Marianne." Deck has been sold already to EMI for release on Columbia in Germany, Switzerland and Austria, and on Pathé-Marconi in France, whereas many inquiries come from other areas. On the Canadian-American label, also managed by John James Vis, Linda Scott's second disk "Don't Bet Me Money, Honey" will be released shortly. Her first, "I've Told Every Little Star," is a huge success in the low countries. Recent Artone releases include the original Hi Fi Record hit "Yellow Bird" by the Arthur Lyman group, distributed in cooperation with Moonglow Records of Belgium.

Imperial just released a Dutch version of the top best seller in Holland, Ricky Nelson's "Hello Mary Lou," also on the list of Imperial favorites. It was sung by the Hilversum-songster, the very talented Harry Bliëk, who won a 2 price during the national Jimmy Rodgers-contest. Also new recordings of 1 Valentina's and a sports-item by Academic instructor Jules Kammeyer are the can.

In cooperation with Fast Records of Antwerp, CNR made a local recording of "Yellow Bird" by "Sam And His Rocking 5," a group from Benelux.

United Artists Records, formerly available here on London, are now released on their own UA label. First releases are "Exodus" by Ferrante & Teicher and "Never On Sunday," soundtrack recording by Melina Mercouri. These versions were released on the London label some months ago. UA recordings are distributed in Holland by L. C. Phonogram.

"A Girl Like You," a new disk by England's Cliff Richard, is now the biggest seller of Columbia's current single-repertoire," according to Robert Oeges, Bovema's Columbia label manager.

"Sales of Mercury's Perfect Presence Sound Series are really great," says Hans Van Zeeland of C. N. Rood L.C. It is a very important thing that the LP's are sold over here in the same albumcovers as in the U.S.

Maurice Chevalier's new album, "Thank Heaven For Girls," will certainly please the selective Chevalier-fans, says Frank Visser, Bovema's MGM-division. The second Vera Lynn-single "Adios, My Love" will have a fair chance to delight many of her fans in this country, which also counts for Sheb Woole's popular "The Wayward Wind." Connie Francis' "Breaking In A Brand New Broken Heart" is a fast climber in the Dutch market. The flipside "Somebody Else's Boy" has been released in the German version "Schöner Fremder Mann."

The Dutch Swing College Band just went to South America for TV and other appearances. The boys will be "Way Down South" for a couple of months. Their recordings for Philips are constant best sellers all over the world.

Dutch contralto Aafje Heynis was presented and honored with the "M Harriet Cohen International Music Award," an annual British prize. This distinction was awarded to Aafje for her Philips recordings of British folksongs (mentioned in this column not long ago) and her personal appearances in England.

"Zarina," Rex Gildo's biggest hit during his recent visit to Holland, is now doing very well in the Dutch market. A good runner-up for the His Master's Voice label is Adam Wade's "Point Of No Return," backed by "Writing On The Wall."

ANNUAL DIRECTORY

Cash Box



of the
COIN MACHINE INDUSTRY
and
19th ANNIVERSARY ISSUE
1961

SHEARING



ARTIST OF THE WEEK



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La.*

George Shearing, a Seeburg Artist of the Week this week, is one of the many top artists whose newest LP albums are featured on this exclusive plan!

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ARTIST OF THE WEEK
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album packages

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GEORGE SHEARING *The Shearing Touch*
(Capitol)

WEEK OF AUGUST 7
**JOHNNY GRIFFIN AND
EDDIE "LOCKJAW" DAVIS** *Tough Tenors*
(Jazzland)



from **JOE ORLECK**
OF
CASH BOX

August 5, 1961

Dear Friends:

Cash Box is proud and happy to bring the industry the most complete, comprehensive and largest directory issue ever published.

At the same time, Cash Box, in celebrating its 19th year of service, humbly acknowledges its obligations to its readers and advertisers, without which Cash Box could not have attained its present stature as the World's Leading publication in its field.

We wish to thank all our many friends throughout the World . . . and assure them that Cash Box will continue to bring the industry the utmost, following its well known and proven policy of honest, fearless, constructive and progressive service.

President and Publisher

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Westchester Operators Guild Inc.

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to

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on its

19th ANNIVERSARY

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Efforts In Behalf Of The
Music Machine Operators

Recorded Music Service Association
CHICAGO, ILLINOIS



1960

JULY

★ France removes restrictions on amusement machine imports ★ Bill Herbord joins Empire CM Exch ★ W. Va. Ops hit lack of PR support from nation's coinmen ★ ChiCoin takes off on vacation ★ Atlas holds gala 33 1/3 dinner meet ★ Jennings announces new slide vender ★ Sol Gottlieb leaves for Europe ★ Davis promotes sing-along in Syracuse ★ Parkoff stresses importance of 33 records on jukes ★ Rock-Ola purchases Hebel, enters vending ★ Gottlieb ships "Captain Kidd" ★ MY Music ops to hold affair Nov. 5. ★ First Miami vending school held at Bush ★ CMC re-elects entire panel ★ Canteen acquires Nationwide Food Service ★ Wurlitzer extends Lew Jones territory ★ Rumors circulate on possible Seeburg merger with Itek, which eventually were dispelled ★ Empire outfits new arcades in Chi with big ball

bowlers ★ Sparks opens in Columbia ★ Cyril Shack sees more stable industry in England ★ Mrs. Lillian Shaw, POA secretary, expresses ideas on outlets for year with good reports from London ★ American Shuffleboard appts. Dale in Canada ★ Auto-Bell ships "Five Jacks" ★ Redd Distributing announces multiple project plans and expansion ★ Williams ships "Space Glider" guns ★ 12 month total for new machines is 98, with pingames leading field ★ Irving Kaye Co. take new quarters ★ Seeburg outlines reasons for LP programming ★ Wurlitzer appts. Billwiller to European sales post ★ Sun-Glo announces new powdered wax ★ Rock-Ola elects Frank Doyle vending chief ★ Capitol to release 33's ★ National Vendors enters European mart ★ NY Ops hear publicity firm outline new contest idea ★

AUGUST

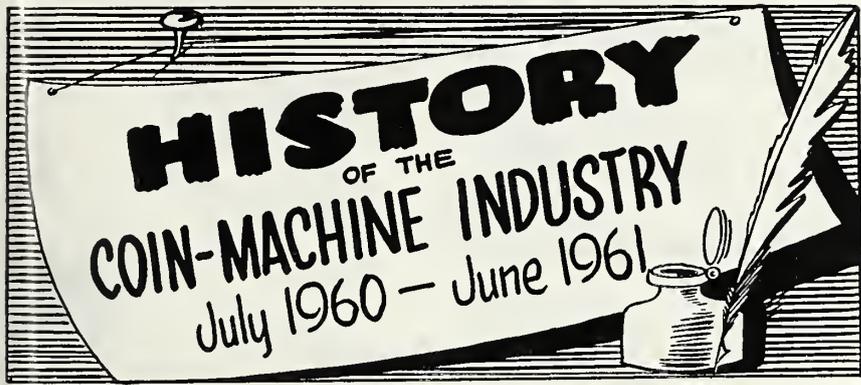
★ NY games ops meet on contest idea and show approval ★ D. Automatic appointed by Fischer in Indiana ★ Seeburg opens west coast one-stops ★ Bottlers convention set for Nov. ★ Al Denver back on job after illness ★ Bert Betti off on European trip ★ Expect European boom to continue ★ Atlantic NY presents Conn. ops 33 artist of week plan ★ Bill McCarthy passes away at 58 ★ City-wide contest in NYC on games expected to start in Sept. ★ Seeburg hosts Indiana ops at plant ★ Bob Slifer talks to NY Ohio ops ★ on PR ★ Runyon Sales Co. celebrates 23rd Anniversary ★ Williams ships 4-plr. "Music Man" ★ 14th Annual NAMA show set for Oct-Nov ★ Seeburg and Davis sponsor \$100G NY State Fair exhibit ★ NYS Guild joins CMC ★ Seeburg appts. Rosebraugh west coast mgr. ★ 13th firm joins "King of Games" contest

tourney ★ ChiCoin ships "Duke," "Duchess" big ball bowlers ★ Canteen elects Earl E. T. Smith director ★ Dan Donohue retries ★ American News buys Crotty ★ Gottlieb ships "Spot-A-Card" ★ Fischer appts. Calderon ★ 3-month quiet sales program pays off for AMI phono ★ NYC games tourney backed by distributors as contest time nears ★ Sandy Moore's Gibraltar firm declared bankrupt ★ Harry Berger announces new games contest ★ Keeney opens fall season with "Twin Red Arrows" ★ Service Games Inc. bought by Sega ★ Rumors again on the Seeburg-Itek merger ★ Music ops of Virginia look to record turnout for Sept. meet ★ "From Tinfoil To Stereo" new book released covers juke industry ★ Bowl-A-Rama spots begin to open in NYC ★ American Shuffleboard ships four brands of wax to customers ★

SEPTEMBER

★ CB editorial asks for new commission arrangement ★ Atlantic NY Corp. fetes ops with gala dinner during 33 intro period ★ Blatt sees NYC games contest as strong PR tool ★ Berger calls meeting of contest ops ★ Ed Doris appointed director of Rock-Ola ★ Seeburg forms Seeburg International ★ Williams ships "Jungle" pin ★ PR firm aims contest tourney idea at location owners ★ RMSA Banquet set for Nov. 5 ★ Music ops sponsor soapbox racer ★ Canteen third qtr. earnings drop ★ S. D. Music ops re-elect Manolis, Honor Trucano at meeting ★ Geo. Miller suggest combination meet between Florida ops and MOA board ★ Rodstein sees "Bowl-A-Rama" as big money maker for taverns, arcades ★ Bally releases "Barrel O' Fun" ★ Berger continues promoting his con-

test, knocking original idea by PR firm ★ Poll shows US Govt. in agreement on liberal depreciation ★ West Va. music ops ready for Charleston convention Sept. 15-16 ★ 100 doctors named to Gottlieb's hospital in Chi ★ NAMA to accept music ops as long as they are primarily engaged in vending ★ Berger and PR firm continue battle for contest idea ★ Music Ops of Nebraska to hold fall meet in Norfolk Oct. 1-2 ★ Std. Financial acquires Fortune Factors ★ Bally releases "Deluxe Jumbo Bowler" ★ Joe Mangone hurt in accident ★ Seeburg appoints Si Redd in New England ★ Seeburg names Leonard Gross vending head ★ Gottlieb opens fall season with "Melody Lane" 2-plyr. ★ Lillian Kubicek named Seeburg counsel ★ Univ. Match acquires Glasco ★ Keeney ships "Sweet Shawnee" upright ★



1960

OCTOBER

★ Coin Machine Council appoints major PR firm for account ★ Williams ships "Viking" 2-plyr ★ Rock-Ola concludes distrib sales meets on phono ★ "Regis" ★ UK okays fruits machines Jan. 1st ★ Bert Betti back from Europe with good report on slates, pool tables ★ Edelman of Cine-Sonic to Europe on background music ★ Bally intros new coin chute for bowlers ★ Marvel expands plastics line ★ Seeburg 33 road show to Des Moines ★ Wurlitzer appts. Model distributing in Philadelphia ★ Continental Vending appts. Sternberg to head sales ★ Canteen proposes common stock offering ★ British Tribunal hears first case concerning 1956 copyright law ★ Glass forms own Seeburg distributing firm ★ United ships "Sure Fire" and "Tip Top" ★ Berger continues to promote contest but interest wanes ★ CB reports on betting-gaming act in detail ★ Canteen elects Fred Schuster chairman of board, Leverone retires to founder chairman position ★ Nebraska Guild reskeds date for meet to Oct. 22-23 ★ Arnold

Taksen's son weds ★ Rock-Ola intros "Regis" model to trade ★ Spokesman for Broadway show "Do-Re-Mi" vows legit approach to juke box industry story ★ Wurlitzer names Raymond for Chi ★ Seeburg expands Wolfe territory to include Louisiana, Miss ★ Redd Dist. Co. plans move to new qtrs. ★ Bally releases "Jamboree" upright ★ MYS ops elect Millie McCarthy president ★ Lou Marozin dies ★ Bob Dunlap named Rock-Ola district mgr. ★ Harry Mabs announces retirement after 30 years in biz ★ Sun Refinishing announces pilasters ★ 14th annual NAMA Convention opens in Miami Beach ★ MONY to hold annual at Riviera-Terrace, change site ★ Bally ships "Skill Derby" upright ★ Irv Kempner apptd. Runyon sales mgr. ★ Gottlieb ships "Kewpie Doll" 1-plyr. ★ Atlas Music Col adds afternoon sessions to evening service school program ★ Libra to expand Wurlitzer outlet in Waterbury ★ Clare Enterprises named Wurlitzer rep in Buffalo ★

NOVEMBER

Seeburg intros '61 phono line, announces new crushed ice drink vender ★ and 1000 compact background music systems ★ MONY drafts Denver for president ★ Coin Council arranges a meet the press for industry ★ United prepares for nationwide "Bowl-A-Rama" program ★ Rock-Ola shows Hebel vending line at NAMA ★ NAMA western show to be held in Dec. ★ "Regis" Rock-Ola showings held around nation ★ NAMA attendance breaks record ★ Seeburg plans nationwide shows ★ Ed Ratajack takes MOA post as managing director ★ NAMA re-elects slate ★ Bally ships "Super Jumbo" ★ Chi Parks Show expects record attendance ★ Conn. ops meet with state officials to discuss legislation ★ Continental installs auto cafeteria in Bert Lane Miami plant ★ Herman Paster shot to death in Milwaukee ★ Seeburg forms factory branch for W. Va. and

N. C. areas ★ Games ships "Trail Blazer" ★ Heath announces one-dollar chute ★ Georgia forms association ★ Seeburg distrib hold op showings on '61 phono ★ Walter Tratsch passes away at 80 ★ Parks Show exhibit space SRO ★ MONY draws 800 to banquet ★ Rock-Ola announces new wall phono ★ Gottlieb ships "Flipper" 1-plyr. ★ Irv Ovitz rejoins Atlas ★ Black Sales increases volume with sales to special type locations ★ Bally releases "Touchdown" ★ Williams ships "Back Jack" pingame ★ Canteen elects Atwood to board ★ RCA Victor to produce 33 rpm disks ★ Midway appts. Nova in Europe ★ Keeney releases "Black Dragon" ★ Rock-Aola fetes distrib with 12-day Mexican vacation ★ Redd announces "Skill Cards" counter games ★ Exhibit shows new compact Card Vender ★

DECEMBER

★ MONY re-elects Denver pres ★ NYC coinmen start Cardinal Spellman drive ★ CMC membership grows ★ Seeburg holds European convention in Switzerland ★ NAAPPB elects new slate ★ Ainsworth Ltd. expands from Australia to England ★ Frantz preems "New Frontier" at Parks show ★ Gottlieb Hospital reaches 70% completion mark ★ Chi-Coin shows "Ray Gun" ★ Atlantic sponsors ops forum to aid coinmen solve business problems ★ Canteen International elects Norval Rader ★ Univ. Match vender into Montgomery Ward on test ★ Continental Vending

acquires two more operating firms ★ Univ. Match to produce ticket vending units for movies ★ Rock-Ola elects Haldeman v.p., Ehlert, finance v.p. ★ Irv. Kaye ships new 6-pocket table ★ Midway ships "Shooting Gallery" ★ 47 coin firms sign for England ATE Convention ★ Interstate Vending plans acquisitions ★ Joe Young dies at 64 ★ Gottlieb ships "Merry-Go-Round" 2-plyr ★ Ed Clafey apptd. Seeburg div. mgr. ★ West Coast coinman spotlight parts dept. in CB feature article ★ Black Sales re-named United East Coast Corporation ★ Henry Gisser marries ★

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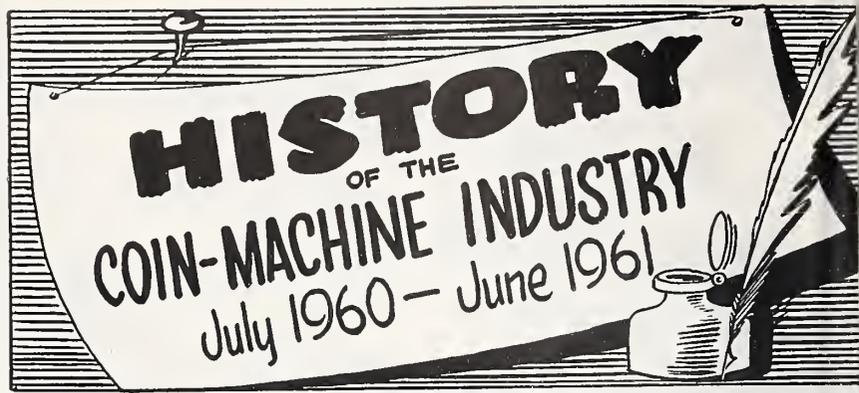
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1961

JANUARY

★ Wurlitzer announces new "2500" phono series for '61 ★ Canteen expands European vending operations to England, Sweden, Germany ★ Rowe opens new Chi offices ★ Int. Vending buys Packet Vending ★ Keeney appts. Northwest Sales ★ United releases "Line Up" and "Dixie" ★ MOA exhibit space goes on sale ★ Wurlitzer showings start ★ Atlantic forum points to need for info on depreciation, insurance, tax ★ Runyon hosts 350 at Christmas party ★ DePerri celebrates 25th anniversary ★ Williams ships "Magic Clock" ★ NAMA publishes 1960 directory ★ Std. Financial resources reach \$100 million ★ ATE Convention attracts large following in London ★ Celler re-intros juke box bill ★ Continental acquires APCO for \$3.5 million ★ FBI arrests Sandy Moore on fraud ★ CMC mem-

bership drive intensified ★ Munves off to London's ATE ★ Vendo tests first automatic grocery ★ Belgium strike hurts export here ★ Seeburg's Silverman to Europe on 33's ★ Seeburg appts. Sutherland in Kansas ★ Millie McCarthy sets sights for stronger NYS leadership ★ Seeburg forms Seeburg Sales Corporation as marketing arm ★ British plea for reduction in royalty fee rejected ★ Rock-Ola appts. Stanley in Northwest ★ No-alcoholic beer vending machine announced by ABC ★ NY State ops to sponsor concert for charity ★ Interstate Vending buys 6 major firms ★ Baltimore ops re-elect Goldner president ★ Seeburg appts. R. F. Jones in Hawaii ★ Nyack Slate moves to new quarters ★ Runyon ships 56 page catalog ★

FEBRUARY

★ ATE awaits record attendance for 17th Convention ★ Munves, Wico, only US firms to attend and exhibit ★ British caution US on fruit machine trade ★ Canteen chalks up record high \$173 million for year ★ Rock-Ola appts. Arizona Amusement ★ Williams ships "Bo-Bo" pin ★ Univ. Match to merge with Univ. Controls ★ Buddy Fox leaves Irving Kaye ★ Mar-Matic orders special "Star Chief" shipments for ATE" Background music promoted as good diversification move ★ Irv Holzman chosen as Guest-of-Honor for UJA-Coin Div. ★ Wurlitzer 3rd qtr. sales down 12% ★ Empire parts catalog set for 131 pages ★ United gets \$6 million army contract ★ Bally ships "Sharpshooter" ★ Wurlitzer appts. Empire ★ Rock-Ola looks for \$6 million sales from William vending company purchase ★ Gottlieb ships "Oklahoma" ★ Universal Match and Universal Controls

merger called off ★ Brinkmann announces appt. of Dunwoody and Deutsch to board ★ Bally releases "Circus Queen" ★ Michael Dist. hosts Seeburg 33 meet-dinner ★ Canteen acquires Trimount in Boston ★ 2500 break ATE Convention record as sixteen nations are represented ★ San Antonio ops start drive for membership ★ Westchester affair set for April 18 ★ Williams releases "Caravelle" ★ Bally ships "Lite-A-Line" ★ Baltimore ops celebrate 13th affair ★ N. Eng. ops relax after Canteen-Trimount story is outlined showing no plans for operation ★ Keeney in-tors "Old Plantation" ★ 115 ops attend Bally school at Sanders Dist. Co. ★ Miller-Newmark announces radio promo for disks, jukes ★ Games Inc. releases "Twin Trail Blazer" ★ Frantz lands \$150G government deal ★ MONY to sponsor op forum ★ Chi-Coin ships "Pro" shuffle ★

MARCH

NAAPPB attacks minimum wage bill ★ Canteen moves into Chicago with purchase of Atlas Music ★ Seeburg says local independent op is foundation of industry ★ Rock-Ola skeds spring roundup sales promotion ★ Morcoino wins Manila court appeal on license ★ Keeney names World Wide ★ Seeburg names Rousso for west coast spot ★ 11,000 insurance vendors reportedly go into production ★ Granger named Wittenborg sales mgr ★ NAMA abolishes regional system ★ 62 ops turn out for Runyon school ★ Dave Stern hosts Rock-Ola affair for Jersey ops ★ Associated Coin opens new quarters ★ Universal Match sales for year reach \$88 million ★ Nebraska ops set five-state meet for June ★ Canteen first qtr. sales hit \$42 million ★ National announces new 6-pocket table ★ Conn. ops elect Lambert ★ CMC is only hope, directors tell industry ★ Redd Dist. Co. hosts Seeburg 33 meet ★

Irv Fenishel commended for police work ★ Nebraska ops to combat location sales with education ★ Casola leads a five-city CMC membership drive ★ Interstate Vending to make tea machine for English ★ Seeburg appts. World Wide in Chi ★ Kaye ships "Satellite" ★ "Fast Draw" new gun game shown at Nebraska meet ★ NYC coin laundrys must close Sundays ★ Rock-Ola names Donan in Chi ★ Virginia music ops elect Loudon, pres ★ Bert Lane announces "Whirlybird" and "Moon Rocket" ★ Williams ships "Highways" ★ Continental-APCO move to NYC ★ United announces deluxe edition of "Bowl-A-Rama" ★ Univ. Match-Univ. Controls merger talks on again ★ ChiCoin releases "Princess" ★ Rock-Ola shows new 33-45 intermix ★ Sandy Moore pleads guilty on fraud charges ★ O'Malley joins Empire ★ Howie Freer joins World Wide ★

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HISTORY OF THE COIN-MACHINE INDUSTRY

July 1960 - June 1961



1961

APRIL

Rock-Ola appts. Empire for Michigan
 ★ Court rules in favor of op against state trooper
 ★ Canteen acquire RF Jones on coast
 ★ Fischer intros "Imperial" pool table
 ★ Gottlieb announces "Show Boat"
 ★ Keeney releases "Flash Back" for total of six in production
 ★ Runyon emphasizes service to ops
 ★ Seeburg names Advance on coast
 ★ Bally releases "Barrel O' Fun"
 ★ Struve forms firm to handle line for Seeburg in Salt Lake City
 ★ Cleveland Coin's export amounts to one-third of volume
 ★ Casola, CMC score with UPI story
 ★ Philly coinmen pledge 100% support of CMC
 ★ Miller advises MOA exhibit space near sellout
 ★ Fred Schuster tells ops that Canteen has no in-

attention of competing with independents
 ★ Royal Dist. buys So. Automatic—handles 12 top lines
 ★ Seeburg shakes up vending personnel
 ★ United names Royal and T&W
 ★ Rowe-AMI to take 26 MOA booths
 ★ Howard Kaye apptd. sales mgr. of Kaye firm
 ★ Williams intros "Batting Champ"
 ★ Await decision on Sandy Moore
 ★ France lifts ban on used machines
 ★ Argentina seen as solid outlet for pingames
 ★ Kaye announces "Klub Pool"
 ★ Parks men plan oriental trade trip
 ★ Miller urges ops to attend MOA Convention
 ★ Westchester ops celebrate 10th anniversary
 ★ Superior Vending buys Sheldon in Buffalo
 ★ Edelman to provide stereo music for FM radio
 ★

MAY

★ MOA forum features 33 disks in talks
 ★ John Haddock to head Canteen overseas operations
 ★ French mfr. to intro visual juke
 ★ Pool tables still take top earnings according to report
 ★ Gottlieb announces "Flipper Parade"
 ★ Bally ships "Acapulco"
 ★ Seeburg forms sales company in Belgium
 ★ Deutsch leaves Canteen joins Interstate
 ★ Frantz makes inroads in supermarkets
 ★ MOA says 41 firms will show
 ★ AMI announces stereo-round sound
 ★ Variety Vending sells out to Macke Vending
 ★ Royal opens one-stop service in Cincy
 ★ Interstate buys 14th firm in 6 mos.
 ★ Seeburg names Badger in L.A.
 ★ 500 Pack

Plaza Hotel to honor UJA's Holzman
 ★ NAMA to include intl. feature in '61 show
 ★ MOA opens in Miami
 ★ Matbells Ltd. gets Mills line in UK
 ★ Bally shows new single cup fresh brew units
 ★ British leaders knock stereo for juke
 ★ Canteen forms AC Automatic Service
 ★ ChiCoin ships "Wild West" gun
 ★ Kaye adds "Mark IV" table to series
 ★ Max and Harry Hurvich celebrate 30th anniversary
 ★ Casola denies affiliation with MOA
 ★ AMI unveils "Continental 2"
 ★ United intros "5-Star"
 ★ MOA Convention fails to draw crowd
 ★ CMC finds colorful item in Millie McCarthy
 ★ Bally ships "Marksman"
 ★

JUNE

Harold Roth advises Continental hot food unit ready for August delivery
 ★ Consolidated Music apptd. by Wurlitzer in N.M.
 ★ Runyon plans gala party for ops
 ★ Williams intros "Hollywood" 2-plyr
 ★ Seeburg names Dunlap for midwest area
 ★ Mitnick All-Tech sales mgr.
 ★ Gottlieb ships "Flying Circus"
 ★ ChiCoin releases "Pro Basketball"
 ★ Atlantic NY Corp. announces 3-point depreciation plan
 ★ MOA officials stage phoney "press meet"
 ★ Cooper plans expansion for Sheldon Sales
 ★ Ed Wiler named ad mgr. of Auto. Retailers
 ★ 840 fill Hotel Astor as Runyon throws gala

party
 ★ United ships "Classic" bowler
 ★ Automatic restaurant opens in L.A.
 ★ Frantz dissolves association with Brody
 ★ Laniel takes on Seeburg line in Canada
 ★ Gilchrist apptd. AMI distrib for Canada
 ★ Bally ships new "Bally Bowler" and "Bikini"
 ★ Southern Music named by Wurlitzer for Fla.
 ★ Seeburg fetes Texas ops at Chi plant
 ★ MOA announces plans for '61 party
 ★ Canteen acquires Bush Intl.
 ★ Seamen's strike starts
 ★ AMI releases 100-sel. phono with display panel
 ★ Texas ops hosted by Seeburg on whirlwind tour
 ★

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All the machines listed below have been thoroughly reconditioned and are sold with a money-back guarantee. Go over your requirements, select what you need, and rush your order in with one-third deposit. We'll make prompt shipment.

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County Fair 625	ABC Bowling Lanes . . \$225	Rocket Ship 150
Ballerina 525	ABC Champion 350	
Sea Island 425	TV Bowling League . . 325	ARCADE & MISC.
Carnival Queen 350	Bonus Bowling Alley . . 450	Golf Champ \$175
Beach Time 290	Jamba Bowling Alley . . 375	Rebound Shuffle Alley . 95
Cypress Gardens 250	United Bowling Alley . 195	Dale Raadracer, New . 525
Miss America 175	10th Frame Special . . 85	Fischer 6-pocket Pool
Sun Valley 190	League Shuffle Alley . . 95	Table, slate top 175
	Claver Shuffle Alley . . 85	Paal Alley 85
UPRIGHTS		Standard Cain Sarter . 175
Jamba '60 \$500		
Jambaree, New Write		
Skill Score, New \$350		
Skill Derby, New 450		
Big Tent 125		



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Post-War Phonographs

A M I



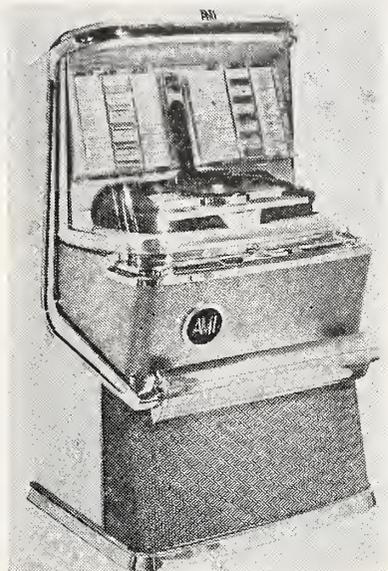
Model "G"

1955—80 Selections—45 rpm
—120 Selections—45 rpm



Model "G-200"

(1956—200 Selections—45 rpm)



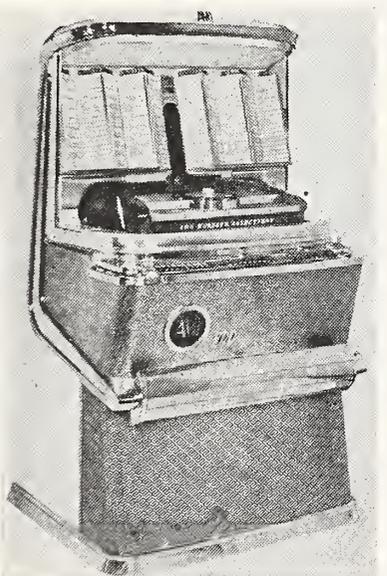
Model "H-200"

(1957—200 Selections—45 rpm)



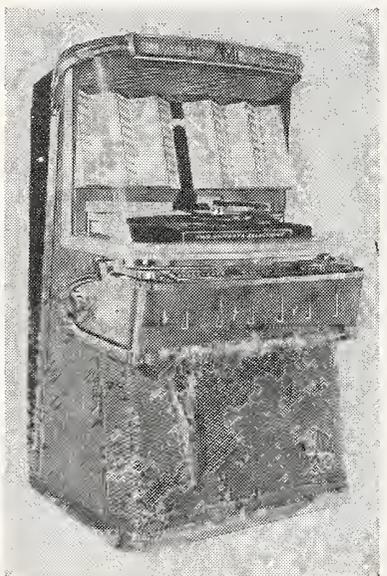
Model "H-120"

(1957—120 Selections—45 rpm)



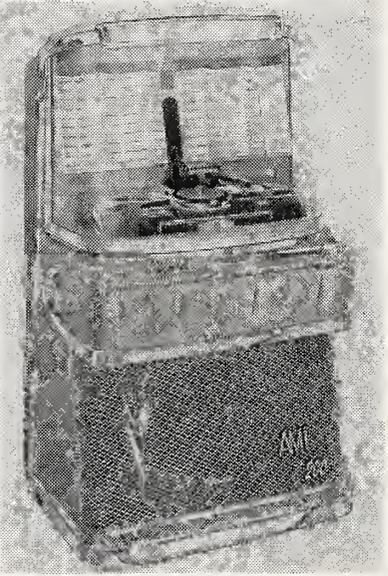
Model "H-100"

(1957—100 Selections—45 rpm)



Model "I-200"

(1958—200 Selections—45 rpm)



Model "I-200M"

(1958—200 Selections—45 rpm)



Model "I-120"

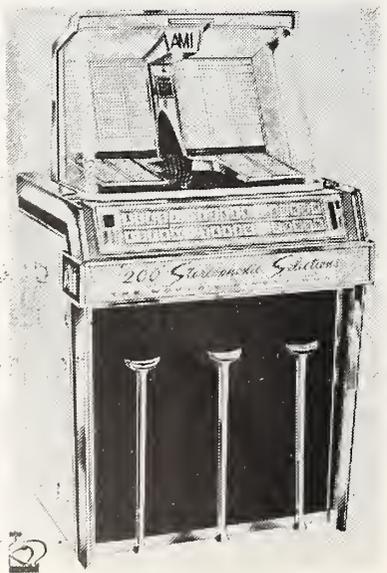
(1958—120 Selections—45 rpm)

Model "I-100"
(1958—100 Selections—45 rpm)



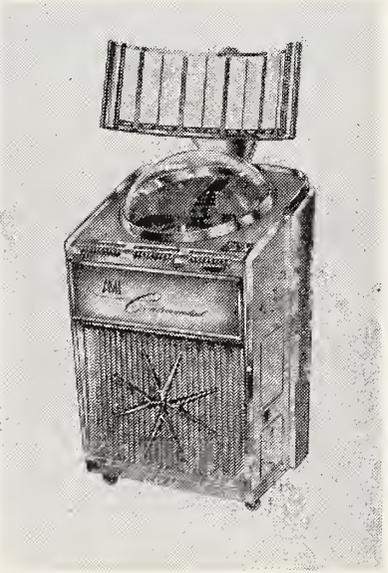
Model "J"

1959 (Stereo or Monaural)
(200 Sel. Elec.) (200 Sel. Man.)
(120 Sel.) (100 Sel.)



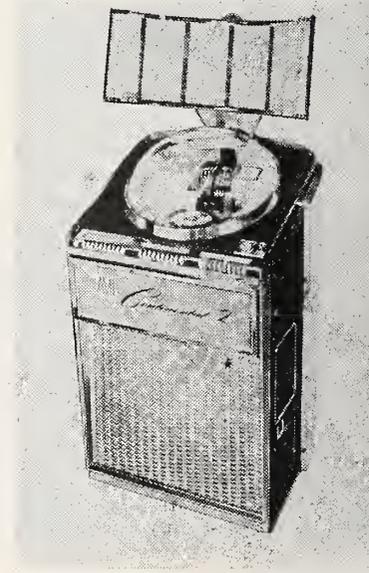
Model "K"

1960
200 Sel., Elec., Auto., Or Manual;
120-Sel.; 100-Sel.



Continental 200

1960
200 Sel.
Lyric—100 Sel.
(Lyric model does not feature upright panel for title strips)

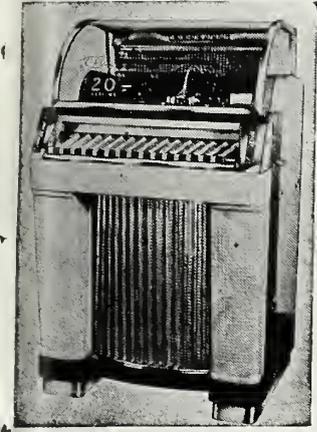


Continental 2

200 Sel. 1961
Continental 2—100 Sel.
(Features Provision for Record Display and Location Name on Upright Panel)

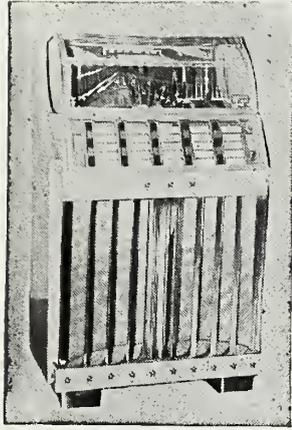
Post-War Phonographs

ROCK-OLA



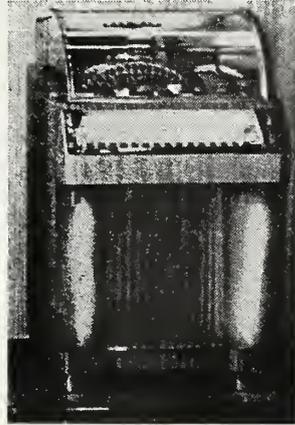
**Model 1438
(Comet)**

(1954—120 Sel.—45 rpm)



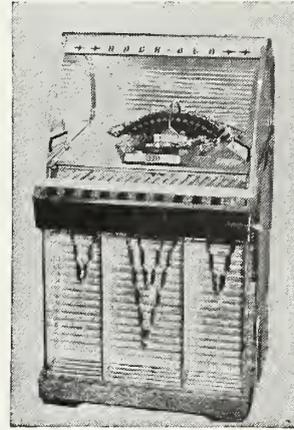
Model 1442

(1954—120 Sel.—45 rpm)



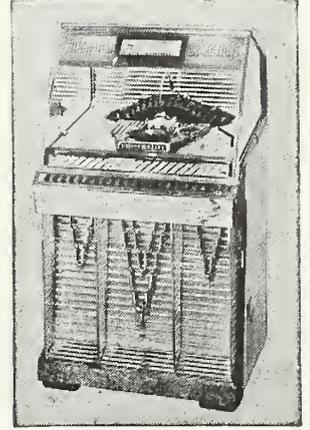
Model 1446

(1954—120 Sel.—45 rpm)



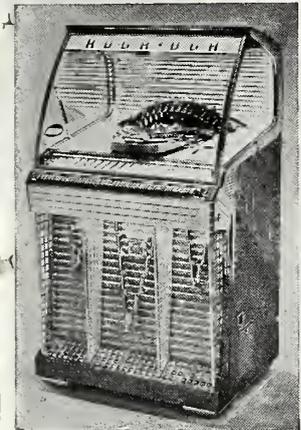
Model 1448

(1955—120 Sel.—45 rpm)



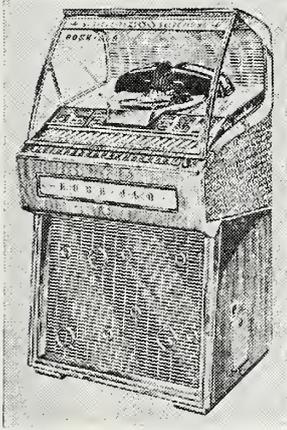
Model 1452

(1956—50 Sel.—45 rpm)



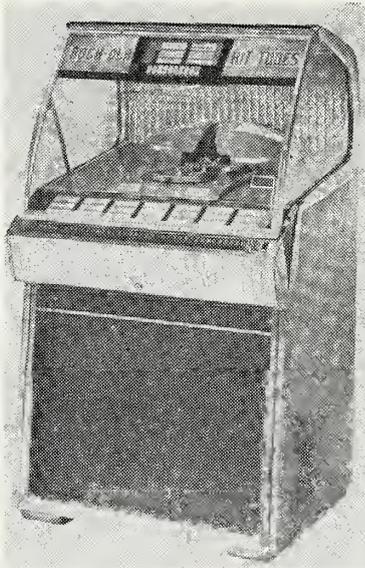
Model 1454

(1956—120 Sel.—45 rpm)



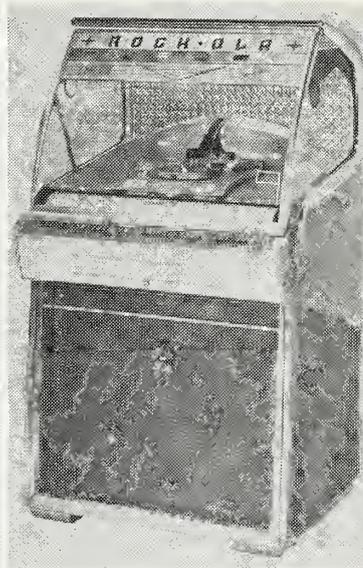
Model 1455

(1957—200 Sel.—45 rpm)



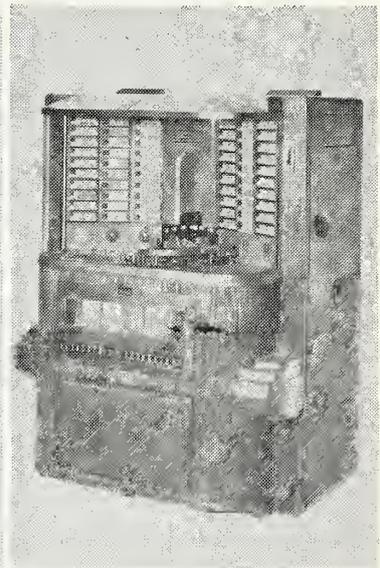
Model 1462

(1958—120 Selections—45 rpm)



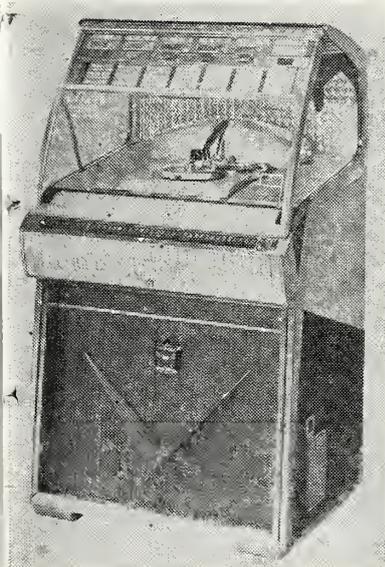
Model 1458

(1958—50 Selections—45 rpm)



Model 1464

(1958—Wall Type Phono)



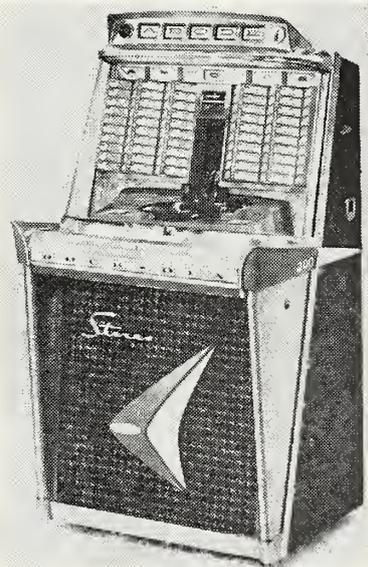
Model 1465

(1958—200 Selections—45 rpm)



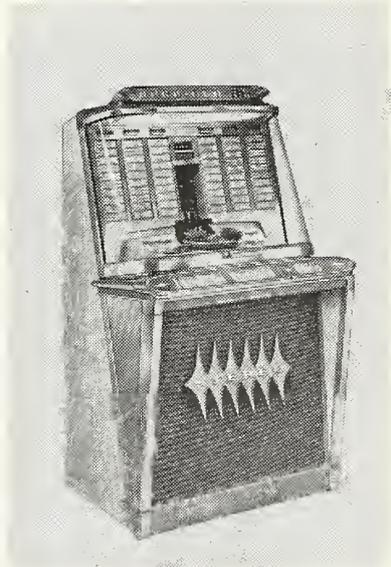
Model 1475

(Stereo or Monaural)
(1959—200 Selections)
Model 1468 (St or Mon)
120-Selections



Model 1485

200 Sel. 1960
Model 1478—120 Sel.

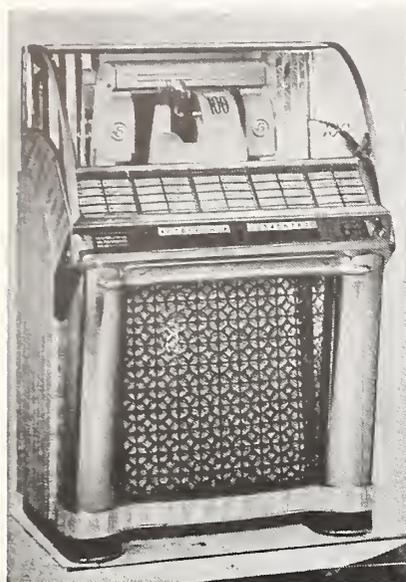


Model 1495

200 Sel. 1961
Model 1488—120 Sel.

Post-War Phonographs

SEEBURG



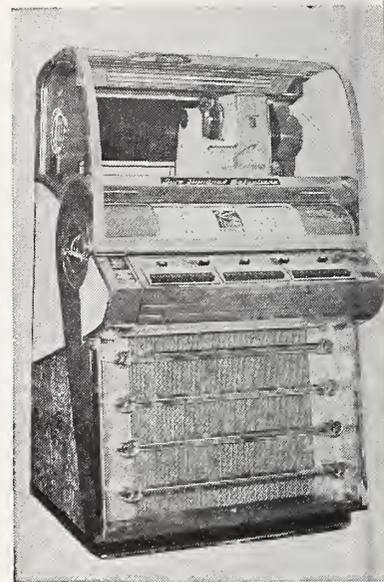
Model HF-100G
(1953—100 Selections—45 rpm)



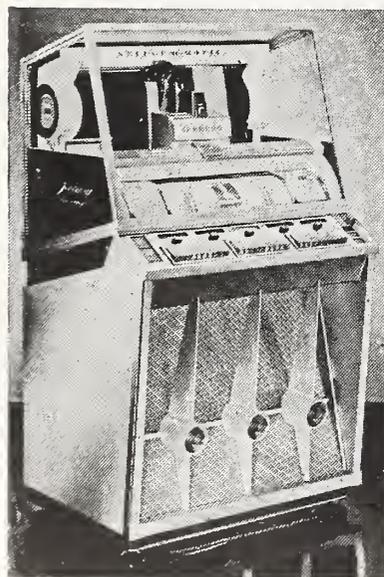
Model 100W
(1953—100 Selections—45 rpm)



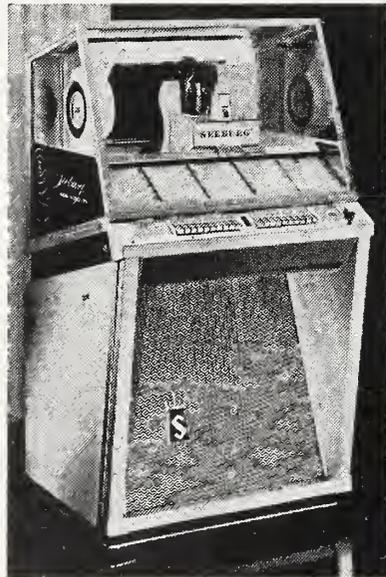
Model HF-100R
(1954—100 Selections—45 rpm)



Model V-200
(1955—200 Selections—45 rpm)



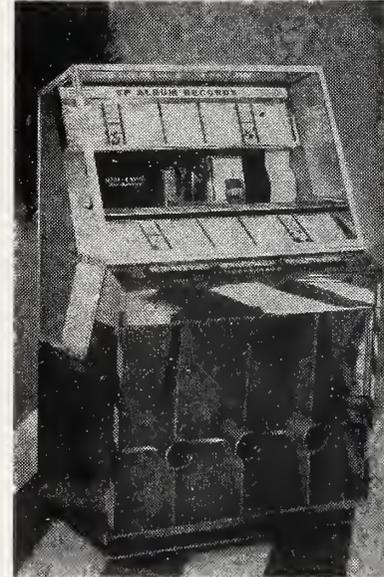
Model KD-200
(1957—200 Selections—45 rpm)



Model L-100
(1957—100 Selections—45 rpm)



Model "100"
(1958—100 Selections—45 rpm)



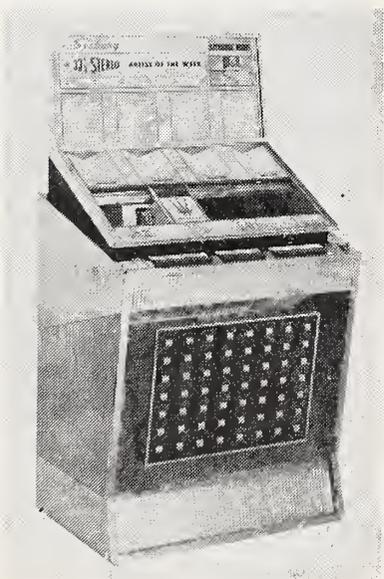
Model "201"
(1958—200 Selections—45 rpm)



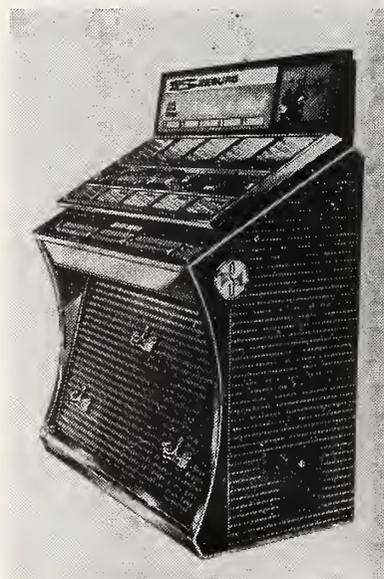
Model "161"
(1958—160 Selections—45 rpm)



Model "222"
(1959—160 Selections—Stereo)
Model "220"—100 Sel.



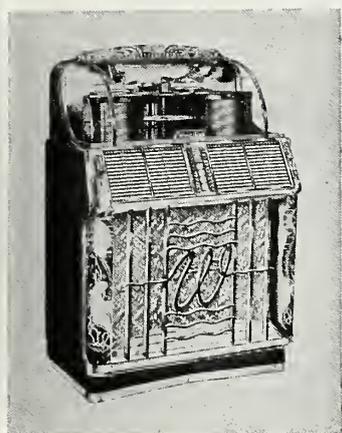
Model "AQ160S"
160 Sel. 1960
Model "AQ100S"—100 Sel.



Model "AY160S"
160 Sel. 1961
Model "AY100S"—100 Sel.

Post-War Phonographs

WURLITZER



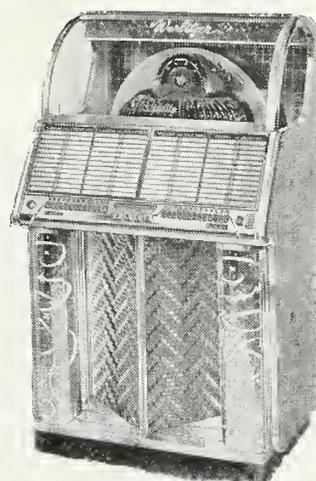
Model 1500-A

(1953—104 Selections—45 & 78 rpm)



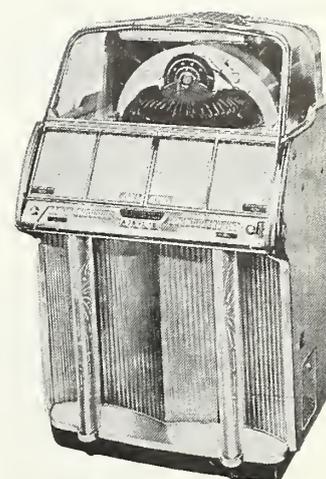
Model 1600-1650

(1953—48 Selections—78 rpm)



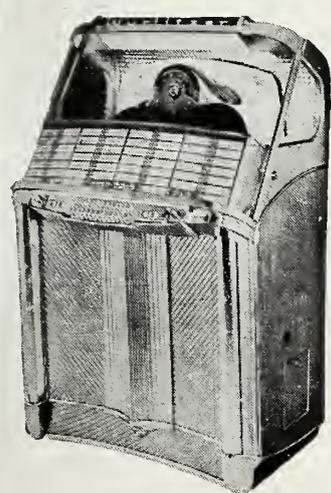
Model 1700

(1954—104 Selections—45 rpm)



Model 1800

(1955—104 Selections—45 rpm)



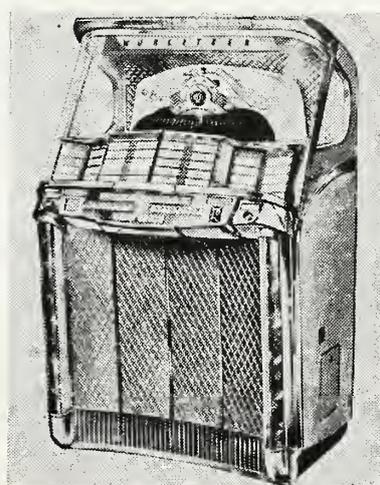
Model 1900

(1956—104 Selections—45 rpm)



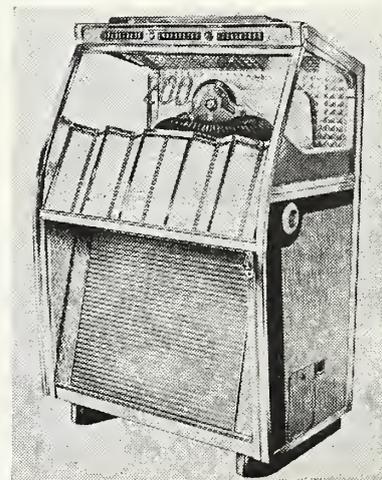
Model 2000

(1956—200 Selections—45 rpm)



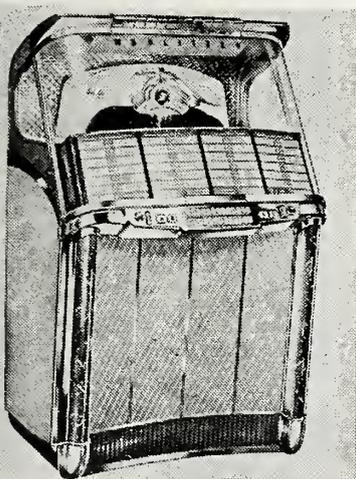
Model 2100

(1957—200 Selections—45 rpm)



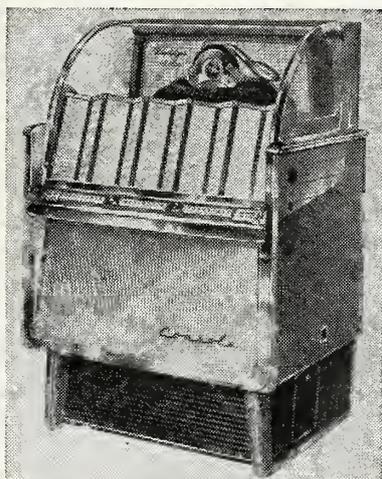
Model 2150

(1957—200 Selections—45 rpm)



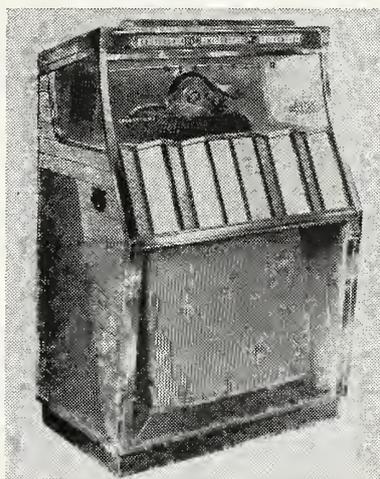
Model 2104

(1957—104 Selections—45 rpm)



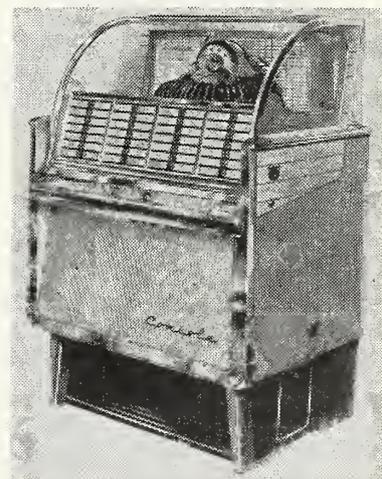
Model 2200

(1958—200 Selections—45 rpm)



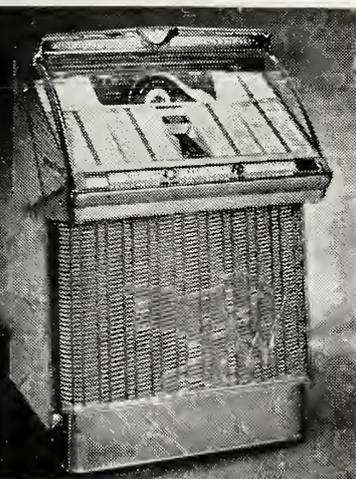
Model 2250

(1958—200 Selections—45 rpm)



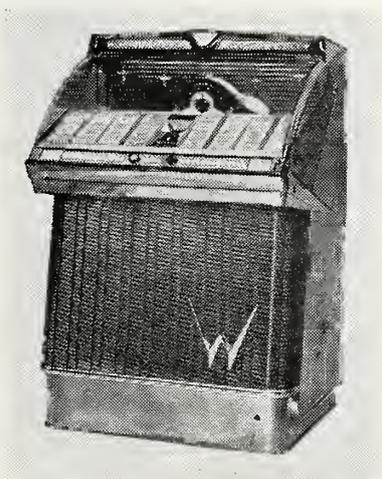
Model 2204

(1958—104 Selections—45 rpm)



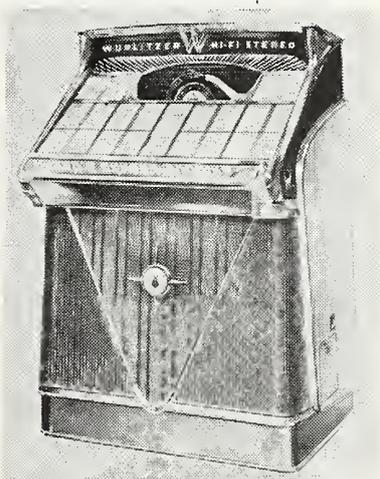
Model 2300

(Stereo or Monaural)
(1959—200 Selections)



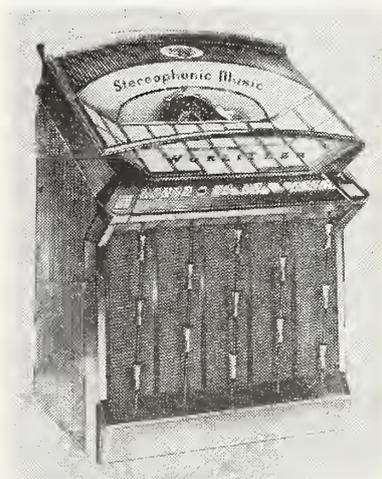
Model 2304

(Stereo or Monaural)
(1959—104 Selections)
Model 2310—100 Selections



Model 2400

—200 Sel. 1960
Model 2404—104 Sel.
Model 2410—100 Sel.



Model 2500S

—200 Sel. 1961
Model 2504—104 Sel.
Model 2510—100 Sel.

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**Photos Of AMI, ROCK-OLA, SEEBURG
and WURLITZER POST WAR PHONOS
on Pages 8, 9, 10 and 11.**

Chi Coin Plant Back From Vacation, "Pro Hockey" First Machine Off Line

Game Is Adjustable for 10 or 15 Balls



ART WEINAND

CHICAGO—J. A. (Art) Weinand, director of sales for Chicago Dynamic Industries, this city, announced this past week that the Chicago Coin Machine Company plant immediately went into production, just after the firm's personnel returned from their annual vacation, on Chicago Coin's new competitive play "Pro Hockey" amusement game.

Weinand strongly emphasized the fact that the popular "Pro" series of amusement machines, which was initiated several months ago with the exciting "Pro" bowler, and recently joined by the "Pro Basketball" game, is now in full swing with the beautifully cabinetted hockey game.

"We are particularly delighted to feature the new 'Pro Hockey' game," he said, "especially since it offers exciting play, is fast (and the operators will certainly like that), and it gives players all of the thrills found in all of Chicago Coin's 'Pro' series of sport-type amusement games.

"In this newest addition to the Chi-Coin family of popular games is incorporated a very attractive 'all-location' cabinet, colorful scoring panel, and—most important—a realistic playfield and grandstand illustration.

"Not only is 'Pro Hockey' a thrilling game of skill," Weinand continued, "but it also is one of the fastest, most competitive amusement games ever designed to draw peak play and collections in all types of locations."

Weinand further explained that there are four ways to score and play "Pro Hockey." In "Single Ball" play goals score one point. Each goal must be scored before the next ball comes up for play.

In "Advance Play" goal values advance automatically as the game progresses. Goals score 1, 2 or 5 points. One of the most exciting scoring games, according to Weinand, is "Build Up Play," in which goals are advanced by consecutive scoring, and similarly reduced by the opponent's scoring. Goals score 1, 2 or 5 points. The competition builds terrific interest among the adversaries in this game. Finally there is "Automatic Play" in which the ball comes up automatically throughout the entire game.

"Pro Hockey" amusement game is adjustable for 10 or 15 balls per game, and this is to the discretion of the operator. When the players decide which scoring game they wish to play they simply press the "Selector" button on the front panel. Just as soon as the coin is inserted the opposing hockey player characters on the playfield are activated for immediate play.

Results received according to test location collection reports have assured Weinand that "Pro Hockey" will easily take its place alongside the other "Pro" amusement games as a big money maker. Sample shipments are already bound for ChiCoin's many distributors throughout this country, according to Weinand, and production has been keyed to meet their needs.

Post-War Phonographs

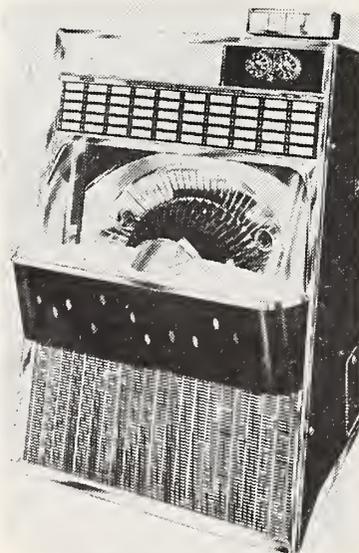
UNITED



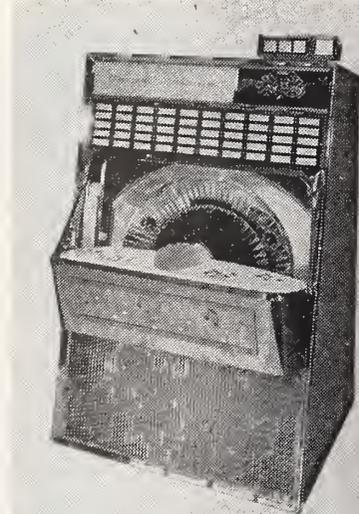
Model UPA-100
(1957—100 Selections—45 rpm)



Model UPB-100
(Stereo or Monaural)
(1959—100 Selections)



Model UPC-100
(1960—100 Sel.)



Model UPD-100
(1961—100 Sel.)

**IT'S THE NEWEST!
IT'S ALL MECHANICAL!**

**NO WIRES OR ELECTRICAL CONNECTIONS
TO CHANGE OR SERVICE**

**THE
ROCK-OLA
33 $\frac{1}{3}$ /45 RPM**



Model 1966
120 and 200 Selection
Model 1976
100 Selection

MECH-O-MATIC CHANGER

- Constant rotation at either speed guaranteed by constant speed 4 pole motor.
- Speed change accomplished through 100% mechanical operation and motor shaft variances.
- Completely unitized—can be installed in five minutes.
- Complete mechanical operation guarantees years of trouble-free service.
- Self-aligning . . . no adjustments. Whole mechanism mounts with 4 mounting screws.

**Only the Rock-Ola Mech-O-Matic Changer has:
No Wires • No Electrical Connections • No Electronic Aids**

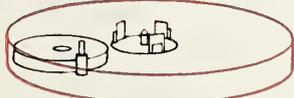
The only *completely automatic* mechanical changer which intermixes 33 $\frac{1}{3}$ and 45 RPM records in any bank, in any sequence with no operating solenoids, micro-switches or electronic aids for changing motor speeds or spindle sizes.

NOW IT'S 33 $\frac{1}{3}$



33 $\frac{1}{3}$ record touches 45 RPM hub and sensor. A feather touch upon the sensors drops 45 RPM hub and sensor into turntable center and record settles on small 33 $\frac{1}{3}$ hub. Idler wheel moves to 33 $\frac{1}{3}$ portion of drive shaft and turntable rotates at a constant 33 $\frac{1}{3}$ RPM.

NOW IT'S 45 RPM



Upon completion of 33 $\frac{1}{3}$ music cycle, the rotating gripper gear releases the drive rod tension, allowing a lifter bar to raise the sensor and 45 RPM hub to their original 45 RPM hub position. Idler wheel moves back to 45 RPM portion of the drive shaft and prepares to accept the next record.

MR. OPERATOR:

The Rock-Ola 33 $\frac{1}{3}$ -45 RPM intermix changer is only one more of the many features which prove that the greatest protection for your future lies in the tradition and skill of Rock-Ola engineering which over the years has produced the finest, most durable phonographs the industry has known. With the advanced design of the Rock-Ola Regis phonograph and the new, compact "100" all-purpose stereophonic wall phonograph coupled with the Rock-Ola "Mech-O-Matic" dual speed changer, you have the finest guarantee of protection for the future and increased profits. We ask you to stop in at your local Rock-Ola distributor today and compare the Rock-Ola "Mech-O-Matic" changer with the complicated electrical and electro-mechanical changers of other competitors. See for yourself that Rock-Ola is truly the finest phonograph and has the finest dual-speed changer in the world.

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... and IRVING HOLZMAN Sells 'Em!

UNITED EAST COAST CORPORATION, America's leading distributor of amusement machines always has the very latest innovation in stimulating play appeal, cabinet design, and location demand. When you operate United equipment you're ahead of the industry! United East Coast Corp. currently has available for immediate delivery the following coin-operated equipment:



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UNITED'S **DOLPHIN** SHUFFLE ALLEY

5 ways to play!

- ALL SPARES
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- PROGRESSIVE SCORING
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- ADVANCE SCORING

... and the latest in cabinet design, of course!

Ask for a demonstration on United's
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5 Ways To Play (and every one a profit-maker for you!)
Streamlined cabinet—Pin indicator glass in hood—New play speed-up.
4 sizes—13, 16, 17 and 20 ft. lengths.

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United Phonographs Have Shown A Greater Increase In Sales Than Any Other Phonograph On The Market Because They're The Most Logical Choice Of Operators Looking To Make Money With Music! Come In and Find Out Why!

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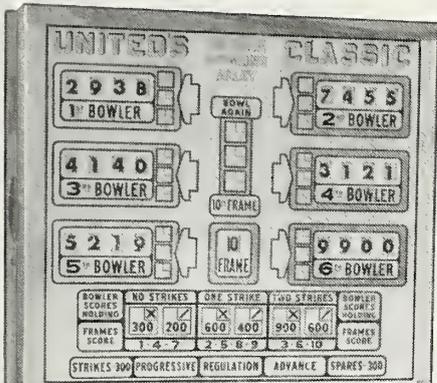
NEW YORK CITY, N.Y.

UNITED'S

CLASSIC

DE LUXE

BOWLING ALLEY



New Play Speed-Up
NO WAIT BETWEEN 1st and 2nd BALL IN SAME FRAME

New Streamlined Cabinet
WITH LOWER ALLEY FOR MORE REALISTIC BOWLING

New Pin Indicator Glass in Hood

PLAYERS PRESS
BUTTON FOR CHOICE OF
5
WAYS TO PLAY

NEW
Super Quiet
Rubber Lined
BALL RETURN

1 to 6
Can Play

4
SIZES
13 FT. LONG
16 FT. LONG
Expandable with
4-ft. Sections to
17 FT. LONG
20 FT. LONG

ALL STRIKES

ALL SPARES

PROGRESSIVE SCORING

REGULATION SCORING

ADVANCE SCORING

DIME COIN MECHANISM
2 for 25c COIN MECHANISM
OPTIONAL AT EXTRA COST

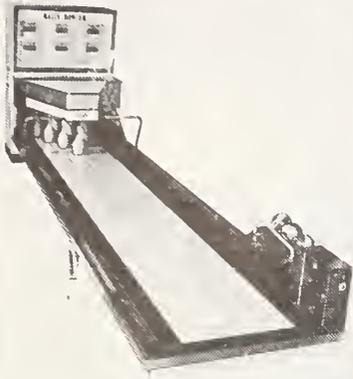
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16 Ft. Shipping Weight (Crated) 670 lbs.

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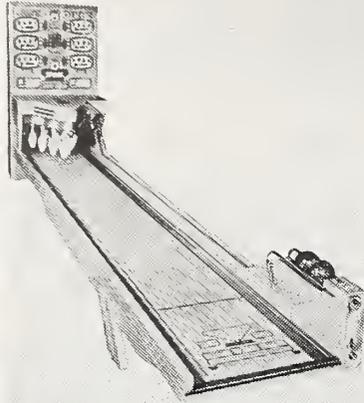
AMUSEMENT MACHINES JULY 1960 — JUNE 1961

BALL BOWLERS



Bally BOWLER

BALL BOWLERS



United DIXIE

SHUFFLE ALLEYS

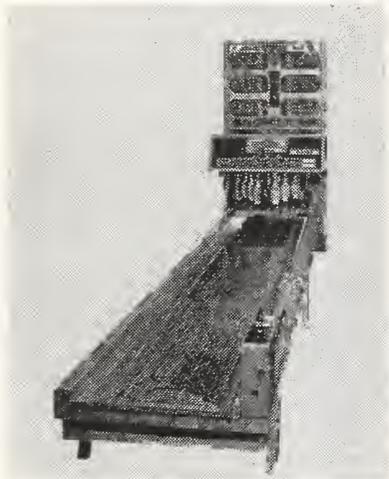


Bally OFFICIAL JUMBO

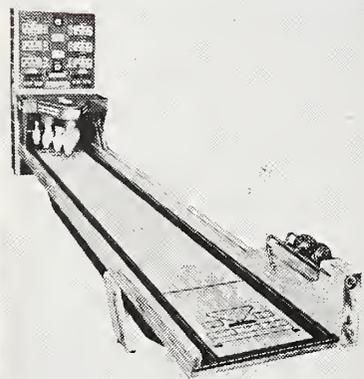
SHUFFLE ALLEYS



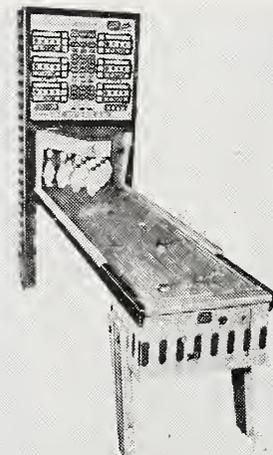
United SURE FIRE



ChiCoin PRINCESS



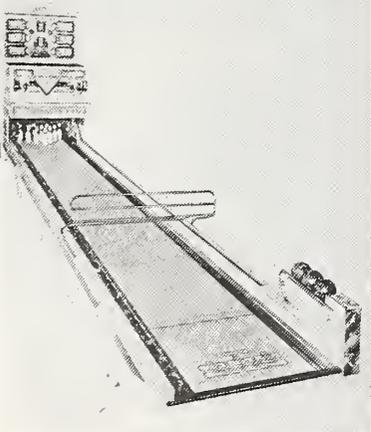
United TIP TOP



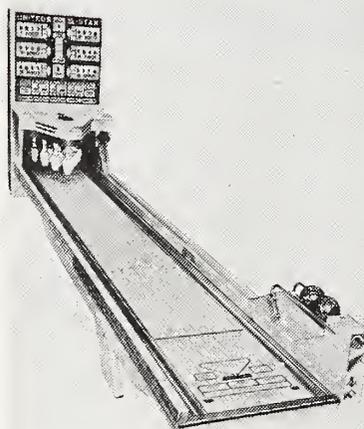
Bally DELUXE JUMBO



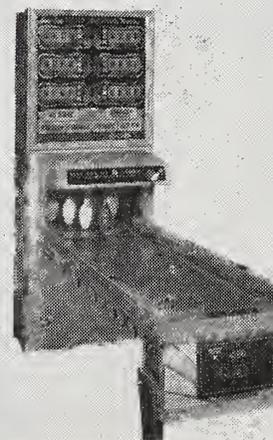
United RIO



United BOWL-A-RAMA



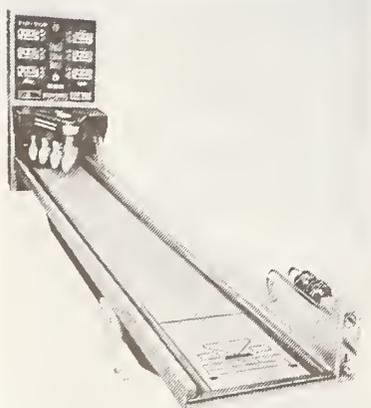
United 5 STAR



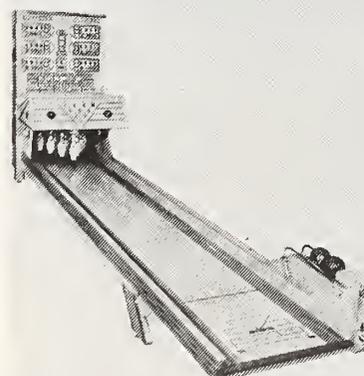
ChiCoin SIX GAME



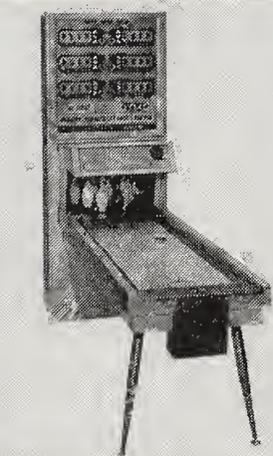
United LINE UP



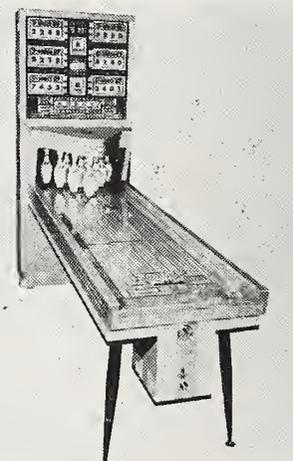
United SAVOY



United CLASSIC



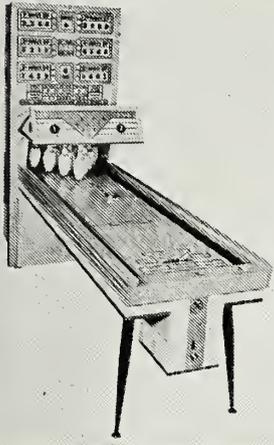
ChiCoin PRO



United 5-WAY

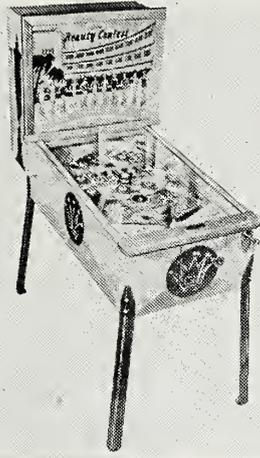
AMUSEMENT MACHINES JULY 1960 — JUNE 1961

SHUFFLE ALLEYS



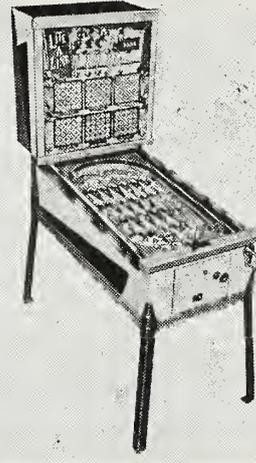
United **DOLPHIN**

IN-LINES



Bally **BEAUTY CONTEST**

IN-LINES



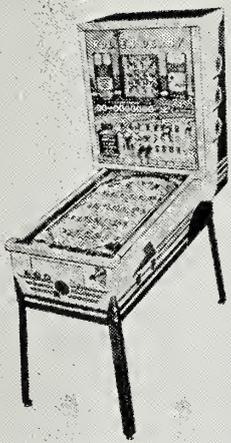
Bally **LITE-A-LINE**

PINBALLS

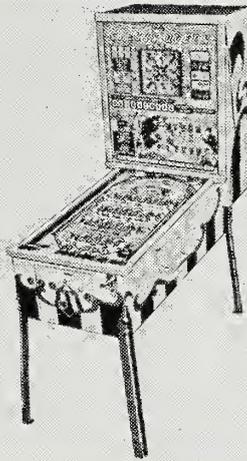


Gottlieb **BIG CASINO**

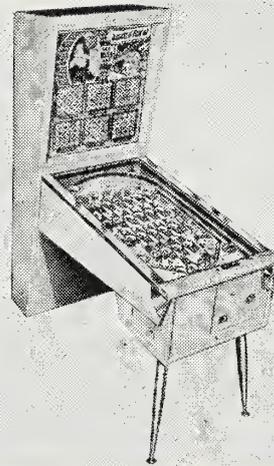
IN-LINES



Bally **ROLLER DERBY**



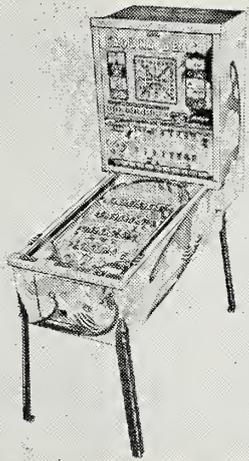
Bally **CIRCUS QUEEN**



Bally **BARREL O'FUN '61**



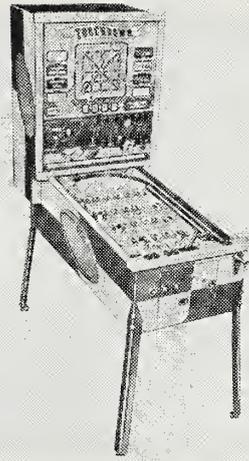
Gottlieb **SPOT-A-CARD**



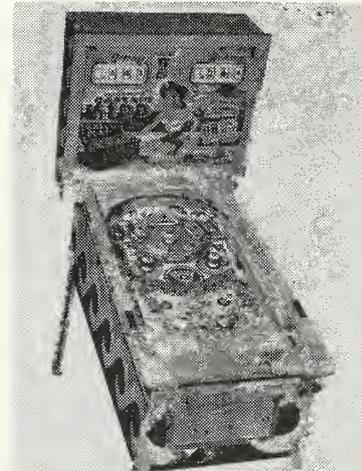
Bally **LAGUNA BEACH**



Bally **BEACH QUEENS**



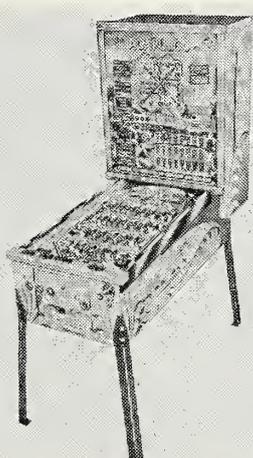
Bally **TOUCHDOWN**



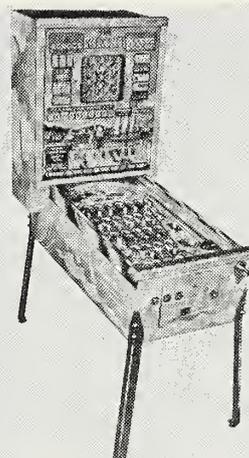
Gottlieb **CAPTAIN KIDD**



Bally **BARREL O'FUN**



Bally **ACAPULCO**



Bally **BIKINI**



Gottlieb **OKLAHOMA**

AMUSEMENT MACHINES JULY 1960 — JUNE 1961

PINBALLS

PINBALLS

PINBALLS

PINBALLS

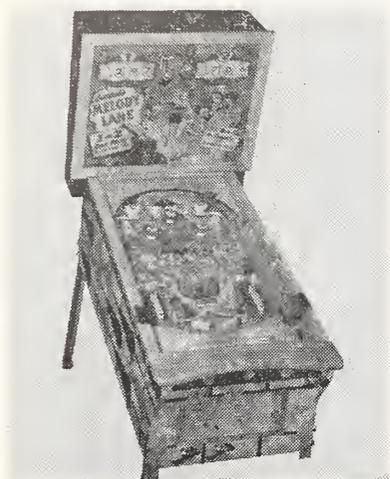


Gottlieb DANCING DOLLS

Gottlieb SHOWBOAT

Gottlieb FLYING CIRCUS

Williams JUNGLE

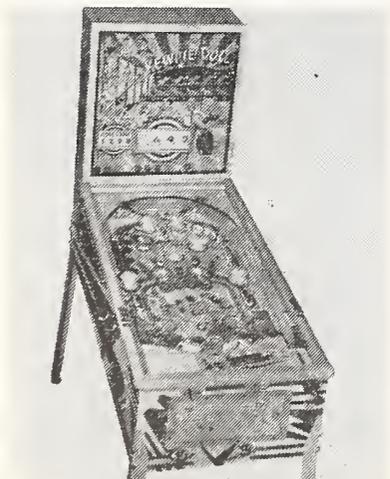


Gottlieb MELODY LANE

Gottlieb FLIPPER

Feeney OLD PLANTATION

Williams VIKING

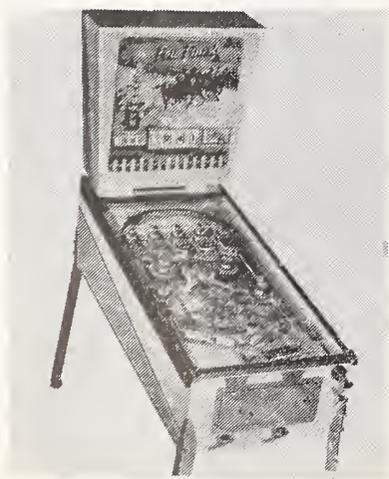


Gottlieb KEWPIE DOLL

Gottlieb FLIPPER PARADE

Williams DOUBLE BARREL

Williams TEN SPOT



Gottlieb MERRY-GO-ROUND

Gottlieb PHOTO FINISH

Williams BLACK JACK

Bally BALL PARK

AMUSEMENT MACHINES JULY 1960 — JUNE 1961

BASEBALL GAMES



Williams **BATTING CHAMP**

GUNS



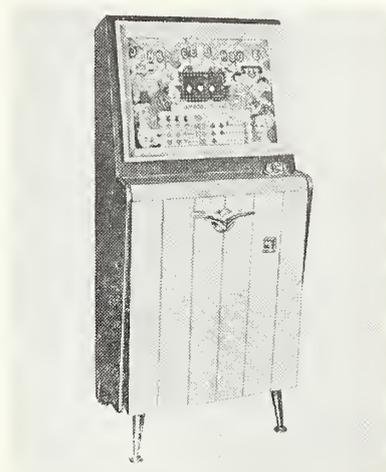
ChiCoin **RAY GUN**

GUNS



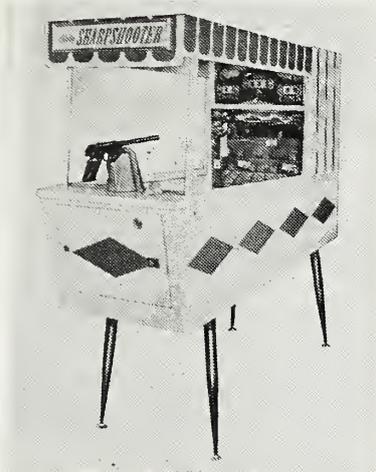
Midway **DELUXE GALLERY**

UPRIGHTS

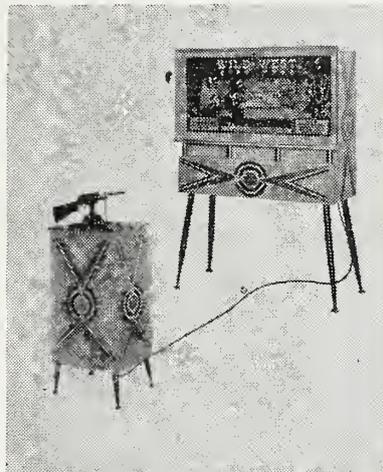


Bally **JAMBOREE**

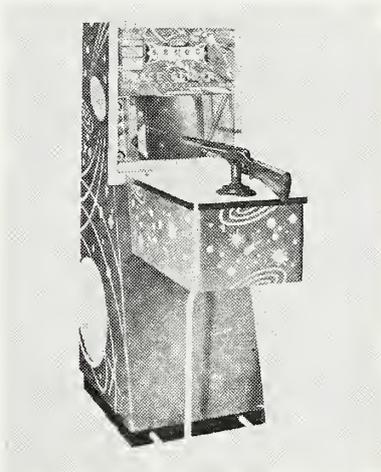
GUNS



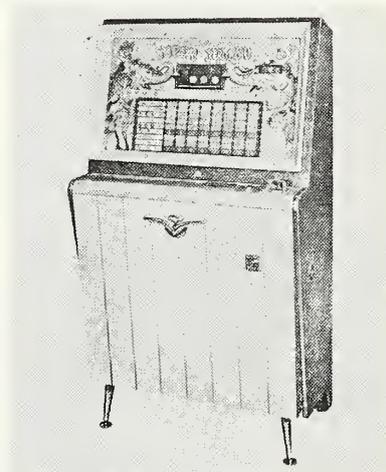
Bally **SHARPSHOOTER**



ChiCoin **WILD WEST**



Williams **SPACE GLIDER**

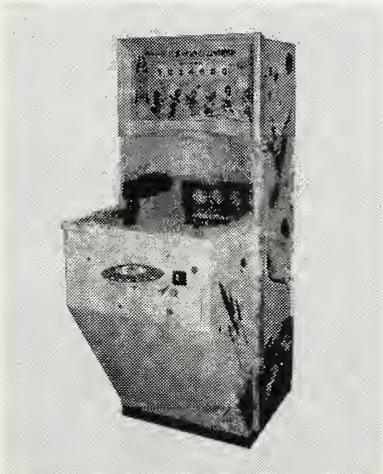


Bally **Super JUMBO**

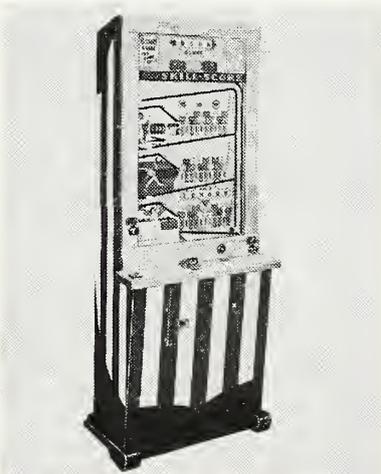
UPRIGHTS



Bally **MARKSMAN**



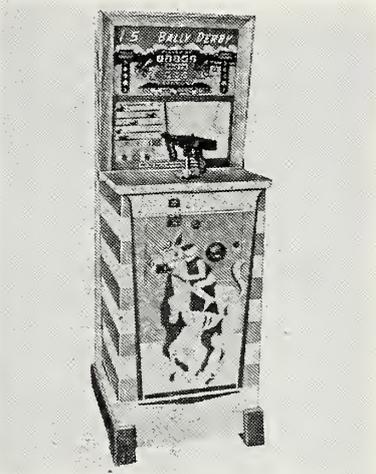
Midway **BAZOOKA**



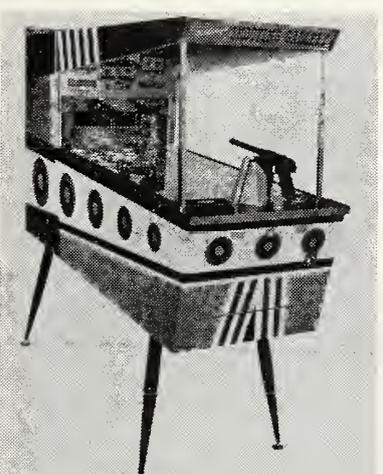
Bally **SKILL SCORE**



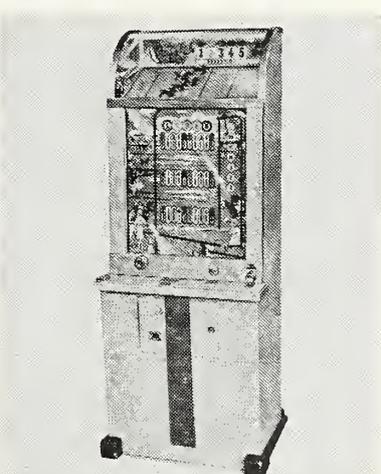
Games **TRAIL BLAZER**



Bally **DERBY**



Midway **SHOOTING GALLERY**



Bally **SKILL DERBY**



Games **TWIN TRAIL BLAZER**

UPRIGHTS

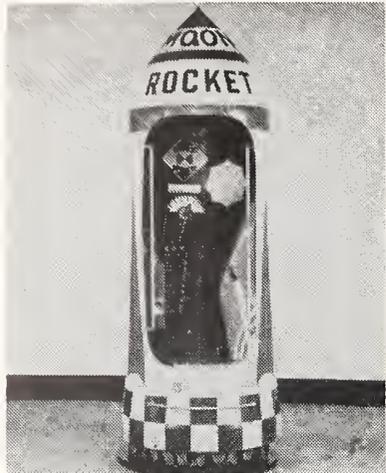
KIDDIE RIDES

POOL TABLES

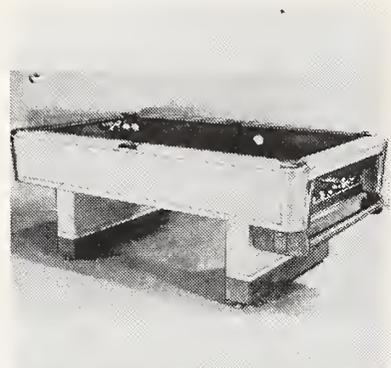
POOL TABLES



Keeney TWIN RED ARROW



Bert Lane MOON ROCKET



Fischer CROWN IMPERIAL
7' and 8' Models



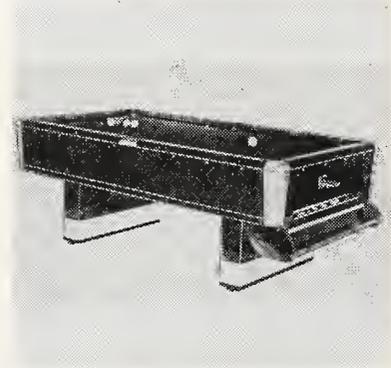
Irving Kaye KLUB POOL



Keeney SWEET SHAWNEE



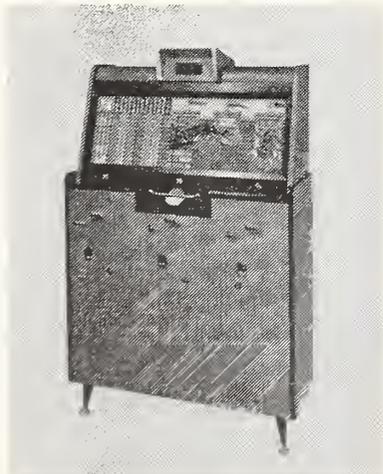
Bert Lane WHIRLYBIRD



Fischer IMPERIAL
6' Models only



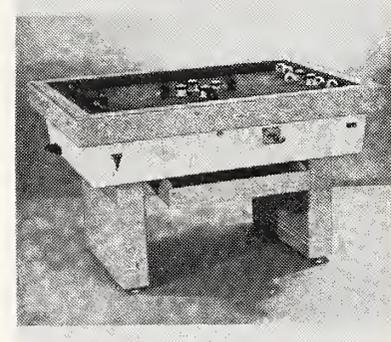
Irving Kaye SATELLITE



Keeney BLACK DRAGON



Auto-Photo Studio Model 14

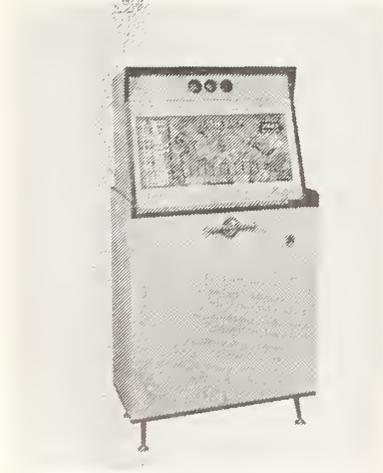


Fischer FIESTA POOL

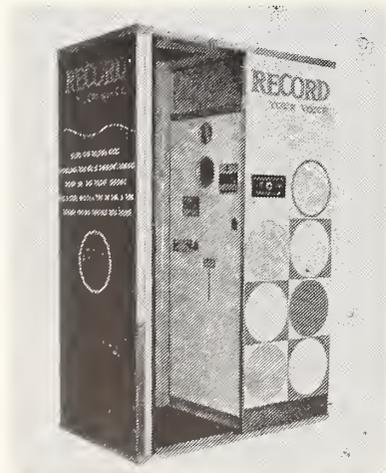


Valley STANDARD
6-Pocket Model

SHUFFLEBOARD



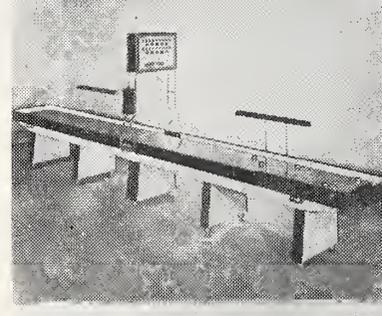
Keeney FLASH BACK



Auto-Photo Voice Recorder

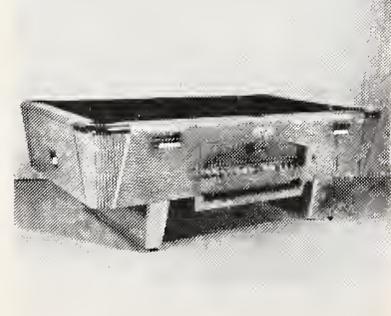


Fischer HOLIDAY POOL

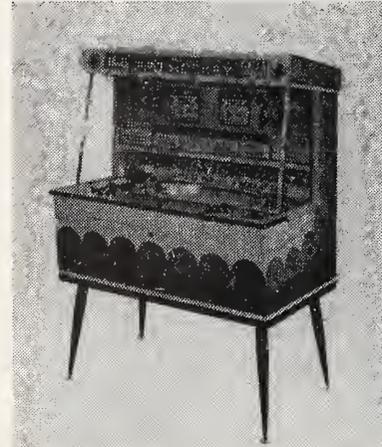


American SHUFFLEBOARD
IMPERIAL

HOCKEY



Irving Kaye ELDORADO
Mark I, II, III and IV available



Chicago Coin PRO HOCKEY

THOUSANDS SOLD SINCE INTRODUCTION!

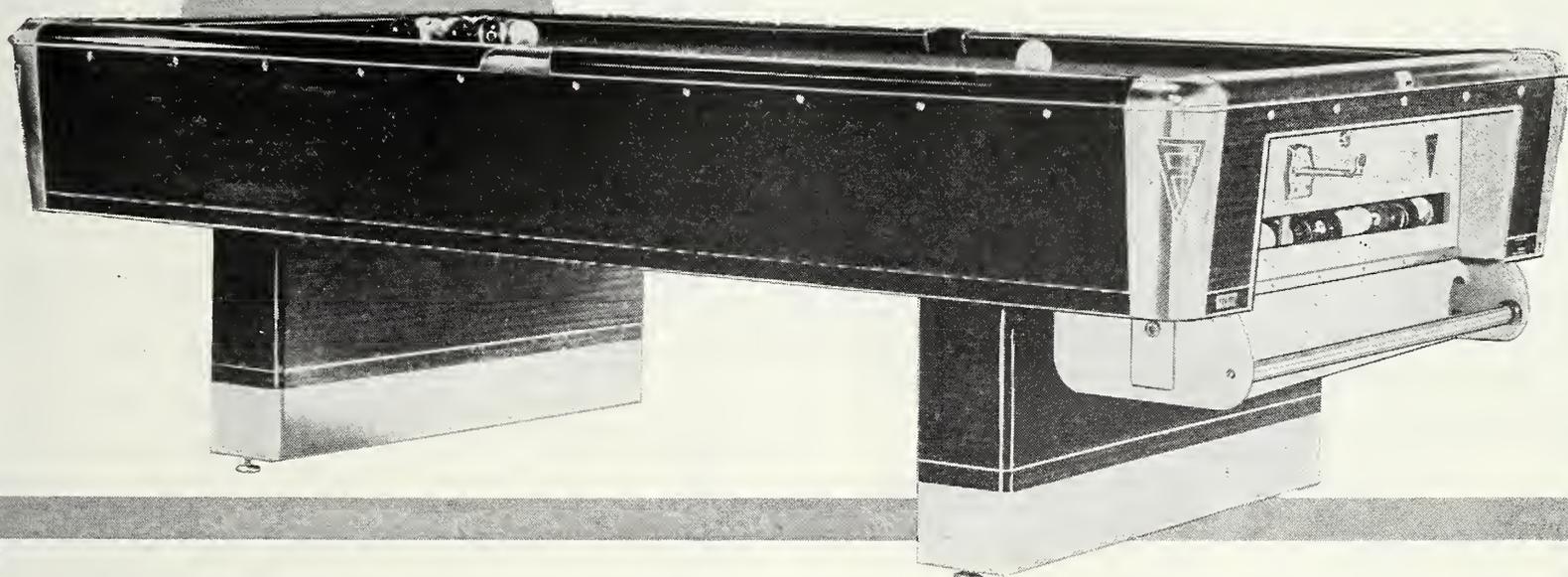
the



Imperial

by Fischer

*It's here! a 4x8
coin-table with an
all-new fully recessed
pull-out drawer
mechanism...*



this all-new model gives you...

1. DEPENDABILITY

All-new ball trap and return system features: recessed mechanism, pull-out drawer, totally secured cash box, trouble-free operation, fast ball action, quiet operation.

2. RUGGED CONSTRUCTION

A tremendously strong frame of full 3/4" laminates bolted and glued to massive aluminum-alloy corners. Interior beams, girders & plates combine to give practical indestructibility!

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Cast Aluminum corner posts and pocket fittings, removable top frame, genuine Formica Rails, molded pocket liners, the incomparable Fischer cushions and Duran "Clad-On" cabinet finishes.

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"4 by 8 foot" — Model XF-800
56" x 100" x 31 1/2" — 675 lbs. net — 825 lbs. gross
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49" x 90" x 31 1/2" — 540 lbs. net — 625 lbs. gross

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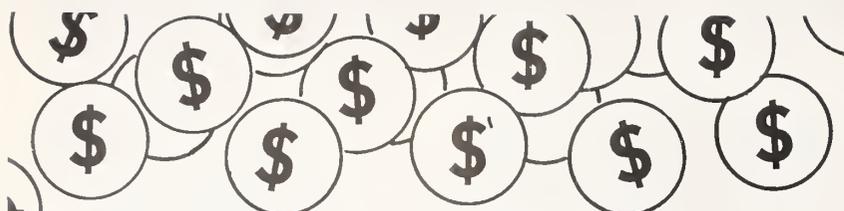
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ALL TYPES OF
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ARE YOU LISTENING?

For these Dollars waiting to be

spent by Amusement Customers



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We've had 'em looking at themselves and taking pictures for years in

AUTO-PHOTO STUDIOS

NOW!



We've got 'em talking to themselves and making records in

THE ALL NEW V-2 AUTO-VOICE RECORDING STUDIO

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- Reliability of Operation . . . Simplicity of Maintenance
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120 Selections
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100 Selections

33 1/3 and 45 rpm intermix play
The finest in all-purpose Phonographs designed to fit the needs of any location!

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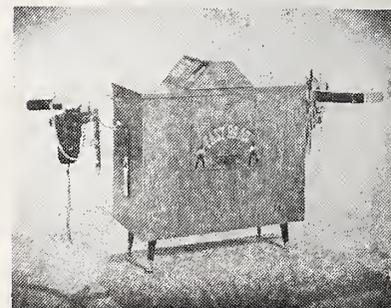
AMUSEMENT MACHINES

JULY 1960 - JUNE 1961

(cont'd. from page 20)



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'THE NEW FRONTIER'
COUNTER GAME



J. CHARLES DIST. CO.
'FAST-DRAW'

Complete Illustrated Guide To All Coin-Operated Amusement Games Produced From July 1960 thru June 1961 On Pages 16, 17, 18, 19, 20

THE
ALL
PRO
LINE
NE

4 WAYS TO PLAY
WAYS TO SCORE
1 or 2 CAN PLAY



1 PLAYER 10c
2 PLAYERS 20c
ADJUSTABLE 10 or 15
BALLS PER GAME!



**FAST!
EXCITING!
COMPETITIVE!**

1. **SINGLE BALL PLAY**
GOALS SCORE (1)
Goals must be scored before next ball comes up.
2. **ADVANCE PLAY**
GOALS SCORE (1, 2, or 5)
Goal value advances automatically as game progresses.
3. **BUILD UP PLAY**
GOALS SCORE (1, 2, or 5)
Advanced by consecutive scoring and reduced by opponent scoring.
4. **AUTOMATIC PLAY**
GOALS SCORE (1)
Balls come up automatically throughout entire game.

ATTRACTIVE
"ALL-LOCATION"
CABINET

COLORFUL
SCORING
PANEL

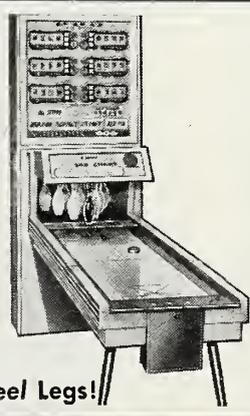
REALISTIC
PLAYFIELD &
GRANDSTAND

CHICAGO COIN'S PRO HOCKEY



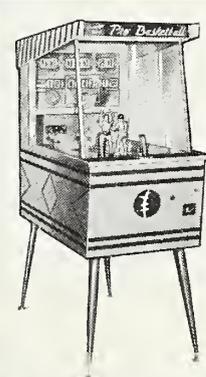
Featuring the
"Selector Button"
PLAYER HAS A CHOICE OF GAME
BY PRESSING SELECTOR
BUTTON.

When You Think of Profits — Think of Chicago Coin Games



Modern New SIX GAME
"PRO"
SHUFFLE BOWLER
Imagine — 300 Champ;
Flash-O-Matic; All-Strike;
Red-Pin; Light-O-Matic and
Regulation Scoring for the
same price as many
2-game bowlers!

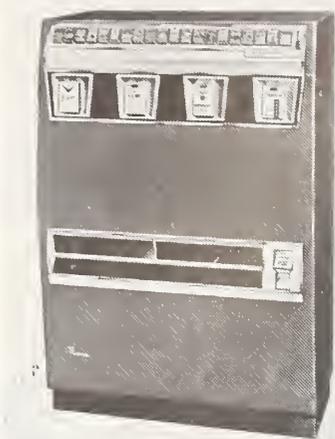
ALL Steel Legs!



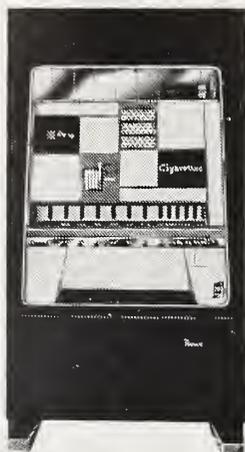
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BASKETBALL
New 1st Half Scoring
New 2nd Half Scoring
New Brilliant Playfield!
New Life-Like Basketball Players!
New! Colorful Cabinet!

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CIGARETTE VENDERS JULY 1960 - JUNE 1961



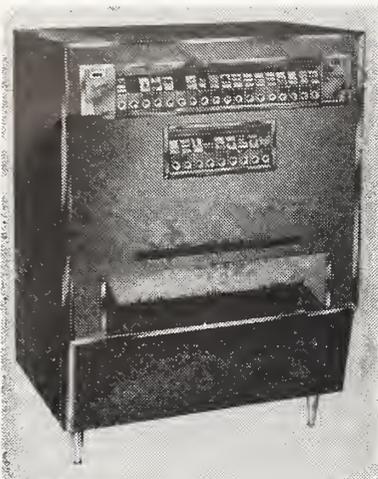
AC AUTOMATIC SERVICES INC.
Rowe Twenty—700 Electric
Model 132
20 columns—700 pocks



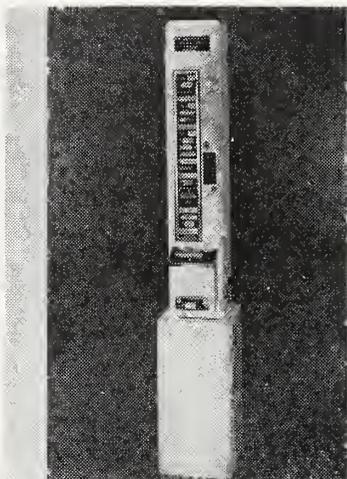
AC AUTOMATIC SERVICES INC.
Rowe Ambassador
Model 86
14 columns—510 pocks



AUTOMATIC PRODUCTS COMPANY
Smokeshop Twenty-Seven
27 columns—630 pocks



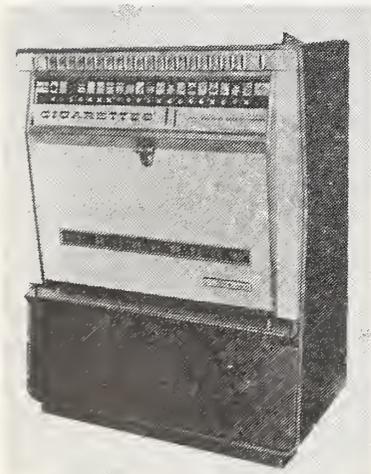
AUTOMATIC PRODUCTS COMPANY
Smokeshop Thirty-Six
36 columns—850 pocks



COAN MANUFACTURING COMPANY
U-Select-It Model



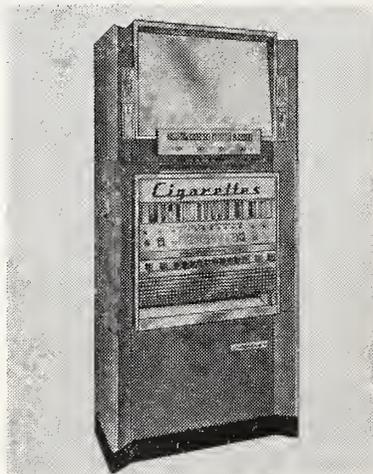
CONTINENTAL-APCO INC.
Continental 30
30 columns—830 pocks



ARTHUR H. DUGRENIER INC.
Model M-20
20 columns—720 pocks



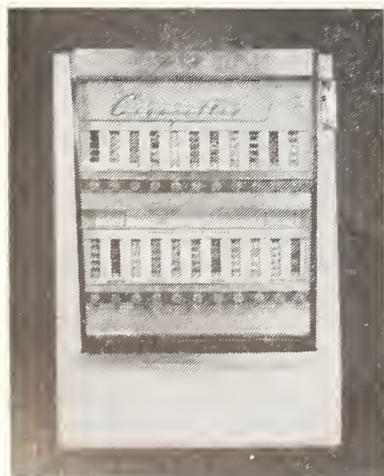
ARTHUR H. DUGRENIER INC.
Model K-20
20 columns—672 pocks



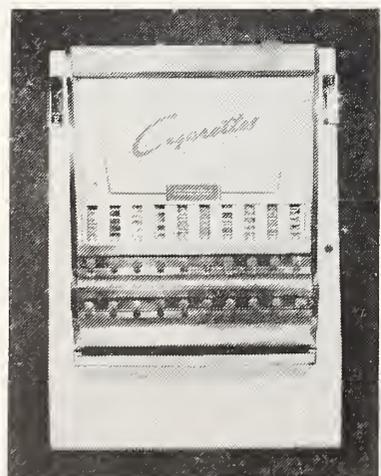
ARTHUR H. DUGRENIER INC.
Model K-14
14 columns—510 pocks
(features mint-gum unit)



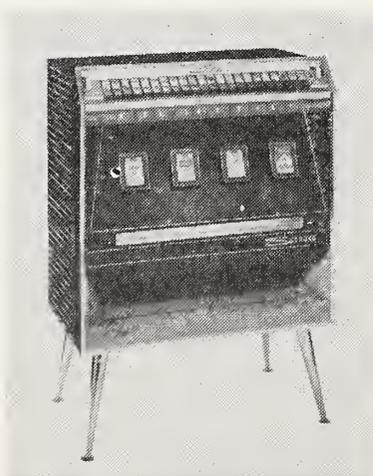
LEHIGH INC.
Smoke Center
20 columns—505 pocks



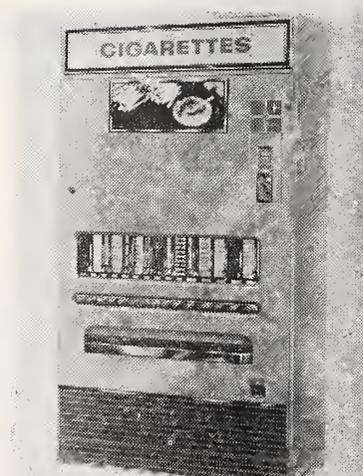
NATIONAL VENDORS INC.
Series 222
22 columns—616 pocks



NATIONAL VENDORS INC.
Series 800
20 columns—850 pocks



SEEBURG SALES CORPORATION
Model E2
22 columns—825 pocks



VENDO COMPANY
Model C-23
15 columns—520 pocks

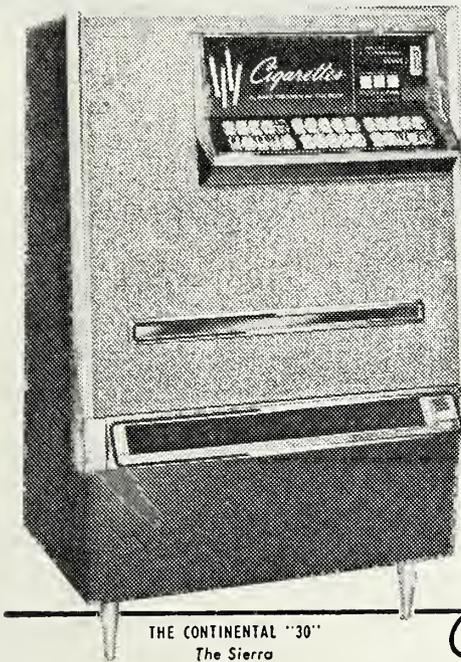
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30% to 50%

Sales Increase

with the New

CONTINENTAL "30"



THE CONTINENTAL "30"
The Sierra

A masterpiece of engineering and design, the Continental "30" features a new, sophisticated, illuminated coin-entry plate, a most unique and attractive selector panel and a tried, proven and guaranteed service-free mechanism.

The Continental "30" has an 830-pack flexible capacity in 30 active selling columns that meets every demand of every location by offering all popular brands and packages.

These Continental "30" features add up to unequalled selling-power that increases sales 30% to 50%!

Two models available: The Continental "30" Standard featuring the industry's most beautiful colors; the Continental "30" Deluxe in grain and vinyl finishes. All Continental "30" machines can be equipped with the automatic Column Equalizer as an optional feature.

Continental

VENDING MACHINE CO. DIVISION



PUSH-A-PAK SELECTOR BUTTON
TRADEMARK

The Push-a-Pak Selector Button is the identifying Trademark of Continental Vending Machines.

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Ruffler & Walker Concentrate On Using Versatile Rock-Ola Line

Set Sights On Locations With Premium Space

LONDON—Following their recent success at the Hotel and Catering Exhibition at Cardiff, Wales, Messrs. Ruffler & Walker, are stepping up their policy of exhibiting at trade shows up and down the country. The general interest shown at the Cardiff Exhibition, both by the catering trade and the general public, indicates that the exhibiting of coin operated machines to the public is of increasing benefit, not only to the individual exhibitor but to the coin machine industry as a whole. It was obvious that the Hotel and Club trades are becoming more and more coin machine conscious and, apart from the obvious accent on gaming machines, there was a marked tendency for increased interest for phonographs with particular emphasis on wall machines and hideaway units.

In this respect Ruffler & Walker carry a comprehensive range of Rock-Ola equipment which they will show at the forthcoming Trade Fair at the Park Lane Hotel, London, in September. In addition to the wall phonograph they will be showing for the first time a new miniaturized hideaway incorporating many features of the wall unit which should prove most suitable to the Club or Hotel bar owner where space is at an absolute premium. In a third machine also most suitable for use in clubs and bars a Rock-Ola mechanism will be shown in the form of a radiogram. Designed in a contemporary style it will have the appearance of an attractive piece of furniture, taking up no more room than an average radiogram, but will, of course, be coin operated.

Empire-Coin Sees Increase In Export Business



JOE ROBBINS

CHICAGO—Joe Robbins, sales manager for Empire Coin Machine Exchange of this city, advised this past week that the local distributor's export business has blossomed into a full-blown profitable venture over the past several years due to ever constant development in this phase of the business.

He pointed out that the central location of the firm's main offices and showrooms conveniently place it close to the coin machine manufacturers for easy contact. Another point in Empire's favor, according to Robbins is the shipping convenience to distant foreign shores from the internationally known Port of Chicago. Empire Coin also maintains a branch operation in Detroit, Michigan under the management of Bob Wylie.

"Empire Coin's service and parts facilities offer the utmost in convenience to all our customers—foreign as well as domestic," Robbins asserted.

INCREASE PLAY AND PROFIT WITH THE NEW "FUNNEL TOP" PRESTO COIN-CHANGER



The greatest aid to coin - machine play ever made.

Give your locations one immediately.

Sample \$15.95

Quantity prices on request

The new model Presto Coin-Changer with its FUNNEL TOP can be filled with nickels in seconds. It then accurately dispenses five coins with a quick touch of the fingertips.

CHOICE OF 3 MODELS
NICKELS - DIMES - PENNIES

NEW ORLEANS NOVELTY CO.

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Railroad Avenue, Nyack, N. Y.
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"Parts shipments abroad have surprisingly increased by more than 500% over the past year."

Empire's parts catalog is distributed to customers in most parts of the

world, he said. He concluded by stating that all parts orders and service are placed on a fast time basis for the added convenience of the firm's customers.

IN CLEVELAND*

... OPERATORS JUST KNOW IT'S MONROE!

* ... and when it comes to reconditioned equipment we're nationally known throughout the USA

* ... and our customers around the world will tell you about our expert export service!

COMPLETE SELECTION OF ALL TYPES OF COIN-OPERATED EQUIPMENT

We are factory representatives for

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ROWE Cigarette Vendors
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IRVING KAYE Pool Tables
VALLEY Pool Tables

... always a complete selection of reconditioned equipment on hand ready to serve the operator with the equipment he needs, when he needs it.

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ARCADE
PARTS

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UPRIGHTS
KIDDIE RIDES
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PINS
VENDING
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"We wish to take this opportunity to congratulate Cash Box on its 19th Anniversary. Best wishes for many years of continued success"

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ARCADE · VENDING

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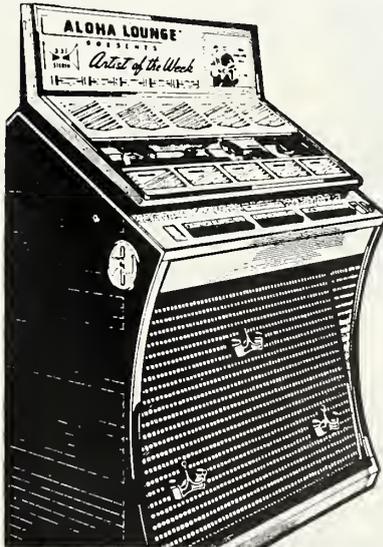
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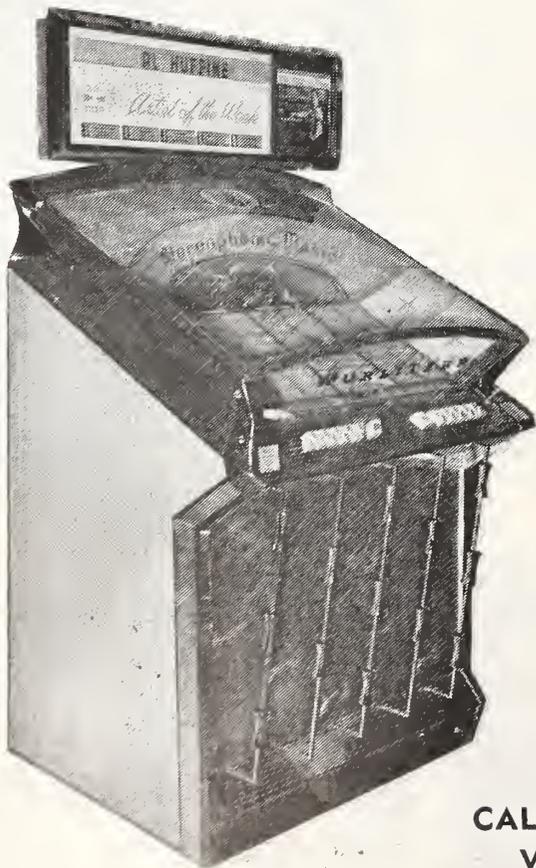
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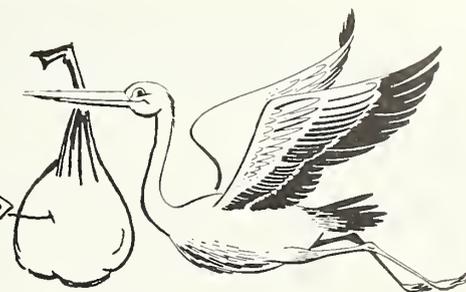
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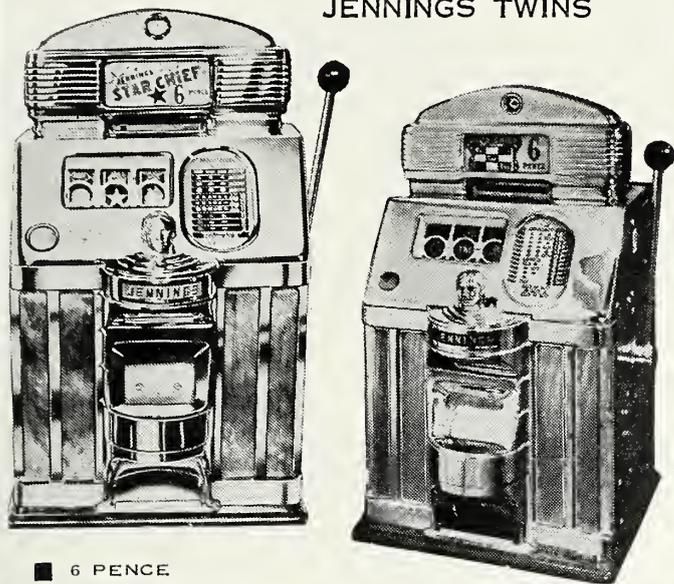
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1960 ANNUAL COIN MACHINE EXPORT VOLUME REPORT

PHONOGRAPHS

AMUSEMENT

VENDING

COUNTRY
1960 VOLUME
(Jan.-Dec.)
Units Dollars

NORTH and CENTRAL AMERICA

Canada	970	\$ 681,608
Mexico	835	223,485
Bahamas	143	97,063
Jamaica	121	91,093
Costa Rica	114	85,305
Nicaragua	74	55,188
Panama	40	25,025
Honduras	35	24,821
Bahamas	22	16,990
Leeward Wind. Is.	20	14,506
Dominican Rep.	14	12,968
El Salvador	32	12,965
Trinidad	16	11,326
Br. Honduras	14	11,106
Guatemala	10	7,561
Neth. Antilles	2	1,647
Barbados	1	660
Bermuda	1	660
TOTAL	2,463	\$ 1,374,617

SOUTH AMERICA

Venezuela	478	\$ 366,648
Chile	155	97,210
Ecuador	130	96,344
Br. Guiana	38	19,565
Peru	16	10,520
Argentina	12	9,805
TOTAL	826	\$ 600,132

EUROPE

West Germany	5,778	\$ 3,750,190
Belgium	3,130	2,062,755
United Kingdom	1,116	687,987
Switzerland	636	457,887
Italy	961	433,061
Norway	379	254,816
Denmark	191	138,812
Netherlands	143	83,816
France	117	52,684
Sweden	104	16,648
Portugal	28	16,568
Ireland	40	16,894
Austria	12	8,617
Finland	12	8,077
Turkey	9	7,537
Malta	43	6,775
Greece	43	6,775
TOTAL	12,769	\$ 8,001,429

ASIA

Nansei Is.	301	220,763
Philippines	125	97,170
Hong Kong	43	33,110
Lebanon	17	10,455
Japan	15	8,603
Sri Lanka	14	7,364
Ceylon	8	4,477
Malaya	3	2,400
Malaysia	5	2,175
Pakistan	1	1,350
Saudi Arabia	1	895
TOTAL	529	\$ 388,762

AUSTRALIA

TOTAL	235	\$ 142,959
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NEW ZEALAND

TOTAL	7	\$ 6,629
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AFRICA

Br. East Africa	6	2,256
Un. So. Africa	3	1,446
Libya	1	1,400
TOTAL	10	\$ 5,102
GRAND TOTAL	16,839	\$ 10,519,630

COUNTRY
1960 VOLUME
(Jan.-Dec.)
Units Dollars

NORTH and CENTRAL AMERICA

Canada	8,024	\$ 521,465
Mexico	1,040	108,558
Bahamas	56	26,879
Neth. Antilles	43	9,080
Jamaica	39	8,441
Dominican Rep.	119	7,683
Bermuda	13	2,294
Cuba	3	2,250
Costa Rica	22	1,782
Barbados	3	1,592
Panama	2	340
TOTAL	9,364	\$ 690,264

SOUTH AMERICA

Venezuela	1,522	\$ 278,899
Ecuador	137	89,552
Argentina	109	15,487
Columbia	214	12,300
Chile	24	10,278
Uruguay	49	4,024
TOTAL	2,055	\$ 380,540

EUROPE

United Kingdom	13,215	\$ 2,809,580
Belgium	7,486	917,018
West Germany	2,953	856,189
France	1,113	312,359
Sweden	1,233	205,765
Netherlands	930	140,115
Switzerland	378	131,507
Norway	542	67,812
Denmark	143	58,923
Italy	122	44,449
Turkey	35	32,605
Ireland	128	24,219
Greece	35	11,477
Iceland	102	7,536
Azores	16	7,525
Spain	21	7,382
Finland	49	2,866
Trieste	3	2,100
TOTAL	28,504	\$ 5,609,427

ASIA

Lebanon	2,475	\$ 174,767
Philippines	1,173	66,443
Thailand	85	48,127
Japan	217	43,014
Korea	128	37,715
Nansei Is.	89	26,543
Taiwan	32	15,198
Viet Nam	16	7,300
Malaya	16	3,754
Iran	4	2,800
Syria	28	2,380
Singapore	20	2,000
TOTAL	3,283	\$ 430,041

AUSTRALIA

TOTAL	2,564	\$ 467,569
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AFRICA

Morocco	55	\$ 31,750
Un. So. Africa	63	13,712
Algeria	39	13,155
Tunisia	37	10,400
Ethiopia	9	6,243
Ghana	15	3,000
Egypt	6	1,050
TOTAL	224	\$ 79,310
GRAND TOTAL	45,994	\$ 7,637,151

COUNTRY
1960 VOLUME
(Jan.-Dec.)
Units Dollars

NORTH and CENTRAL AMERICA

Canada	13,441	\$ 1,729,260
Bahamas	127	50,213
Jamaica	102	44,374
Neth. Antilles	38	26,458
Mexico	334	11,814
Bermuda	9	4,588
Canal Zone	12	3,806
Panama	2	880
TOTAL	14,065	\$ 1,871,413

SOUTH AMERICA

Br. Guiana	20	\$ 25,552
Venezuela	20	7,594
Surinam	2	2,343
TOTAL	42	\$ 35,489

EUROPE

West Germany	1,690	\$ 448,922
United Kingdom	3,688	282,154
Sweden	380	212,032
Switzerland	529	189,822
Belgium	3,909	58,432
France	24,732	24,732
Italy	63	18,198
Netherlands	52	10,775
Denmark	23	10,411
Austria	30	9,720
Finland	3	2,517
Ireland	2	1,960
TOTAL	10,555	\$ 1,269,675

AUSTRALIA

TOTAL	686	\$ 189,918
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ASIA

Israel	50	\$ 45,000
Nansei-Nampo Is.	16	8,642
Singapore	40	3,216
TOTAL	106	\$ 56,858

AFRICA

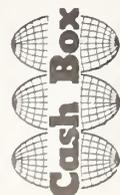
Un. of So. Africa	1	\$ 1,060
TOTAL	1	\$ 1,060
GRAND TOTAL	25,455	\$ 3,424,413

YEARLY COMPARISON

YEAR	UNITS	DOLLARS
1960	88,288	\$21,581,194
1959	85,336	19,185,043
1958	82,510	20,653,085

Analysis of 1960 Annual Export Report
Appears Elsewhere In This Section

All statistics prepared for The Cash Box by the U.S. Department of Commerce



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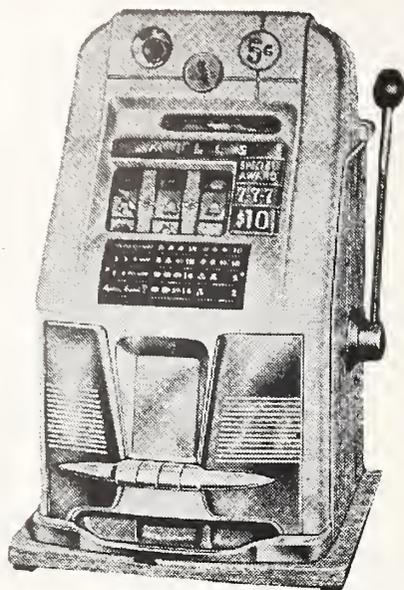
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c/o Forsen & Co.
317 Man Yee Building
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San Miguel, Manila, Philippines
Cable: Morcoin

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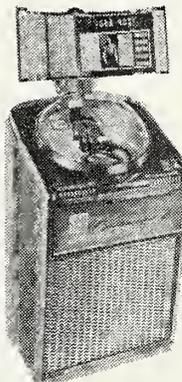
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ANALYSIS OF 1960 ANNUAL COIN MACHINE EXPORT VOLUME REPORT



GENERAL

Any year in which a business can show an increase of \$2 1/2 million over a previous \$19 million has to be a good year. That's the way 1960 went for exporters of coin machines to a record number of foreign countries last year. Close to 60 nations bought \$10.5 million in phonographs, \$7.6 million in amusement games and \$3.4 million worth of vending equipment. The total figure was \$21,581,194 as prepared and reported for The Cash Box by the US Dept. of Commerce. West Germany remained at the top of the heap taking almost twice as many phonos as the next in line (Belgium) and coming close to the million dollar mark in games imports. The United Kingdom served up an interesting annual figure for games with a record shattering \$2.8 million, buying more than 13 thousand games during 1960. However, even a general estimate indicated strong showings in the fruit machine department which, of course, is nowhere near as healthy a sign as Germany's game figure, or Belgium who actually ranked number one since the import total in this country was based on shuffles, pins, bingos and arcade equipment, rather than the UK fruits which bloated the annual total. Newcomers to the ranks of the importers included Finland, and Austria who did some business, with Austria starting earlier in the year with a small shipment of phonos and growing to a year end figure of \$10 thousand. Finland bought one dozen phonos during the last quarter and just about matched its neighbor. While these totals were small the purchases could be the start of something big. Australia kept many an exporter busy last year, racking up \$1 million in all types of equipment after a restricted year in 1959. Again, as in the UK although games were responsible for about half of this total and the fruits were going into the Aussie country too. Africa, with all of its troubles, managed to come close to the \$100 thousand mark showing an interest for arcade equipment in and around the Johannesburg area. Speaking of arcades, Japan is taking arcade machines as well as general games, for arcade operations springing up in Tokyo and the surrounding areas. A bright note here again is a new market with a small beginning but a powerful potential. While Mexico was not buying in August and September, after a July purchase of \$157,000, the Central American port took enough machines during the balance of the year to show a respectable \$223,485 in phonos taking second place honors in the North-Central American hemisphere. Since games will usually follow on the success of music, Mexico held true to form and bought more than \$100 thousand in amusement games, more than some of the stronger nations in Europe. Phonos dropped in volume during the third quarter of '60, but the final three months pulled the figures up to bring them in over the previous year. Games grew in volume with each passing quarter however, and the picture at the end of 1960 was better than it had been and that's a better than fair start for '61.

PHONOS

The tastes of Europe and elsewhere grew accustomed to better equipment and later models during 1960 but the price became a factor. Naturally, the quality machines won out and the bargain hunters looked elsewhere for machines. Other troubles reared ugly heads throughout the world with conflict in Africa, nationwide strikes in Belgium with the outlying countries slowing down in sympathy and even our own ports in New York dropping everything for a wage increase. But business wasn't hurt too badly with much of the European strike business coming during the holidays when a slowdown is expected anyway. Actually, Belgium passed the \$2 million mark in phonos and with new arcades opening up the country expects to do even better this year. Venezuela came back into the fold taking \$366 thousand in phonos from us. They almost equalled this figure in the games department. The United Kingdom, however, while taking in innumerable fruit machines did corner the market on about \$700 thousand worth of phonos, with 1116 machines shipped. Japan can be expected to take more phonos now with some steam being applied to a coin machine industry over there. Australia as noted managed a neat \$388 thousand in phonos and they were one of the several bright spots in the 1960 phono report.

GAMES

\$7.6 million in amusement machines shipped to foreign ports has to be felt somewhere and of course the supply is growing thin here in the US. Demands for specific machines and models are more the case rather than the exception and exporters here can be found on almost any given day scurrying around buying up lots to fill orders. With England promoting the bowling business, and Switzerland too, many vacancies for shuffles and bowlers can be found with the growing appeal of this participant sport. France has been publicized in this trade publication with installations of up to fifteen and twenty bowlers in brand new establishments. The country bought \$312 thousand worth of amusement games last year and this may be only the beginning. As mentioned before the growing arcades throughout the world are taking equipment almost as fast as US exporters can clean it up. The problem of course is price and this too must be settled. The established importers of quality equipment have found that the volume business isn't necessarily the road to profit. An arrangement with a small number of buyers of games, for instance, pays off in re-orders while a wide array of 'shoppers' merely increase the exporter's volume at a higher cost of doing business. Lebanon bought \$174 thousand in games leading all of Asia whose total almost reached one-half million. Actually, the Asian country's volume dropped off after a strong beginning during the first six months of the year. But Europe's Belgium remained the big buyer of the shuffles and bingos with a resounding \$917 thousand and it was here and in West Germany in Europe, Mexico in Central America, and Venezuela in So. America that the bulk of the games business in 1961 was expected to be carried on.

VENDING MACHINES

As usual the volume may or may not have been deceiving with the government officials classifying a peanut machine and a coffee machine in the same breath. But with West Germany registering an average cost per machine of more than \$400 there was no doubt that here was an importer of industrial vending equipment. Israel's comparatively small purchase of 50 machines at \$5 thousand definitely was not of the ball-gum variety and the sole machine shipped into Union of So. Africa at a cost of \$1,060 was more than likely a top flight vendor. The total vending figure reached \$3.4 million however, and this of course will grow as the vending business grows.



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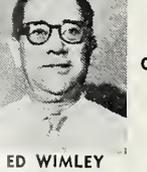
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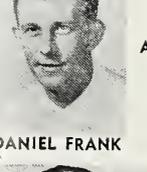
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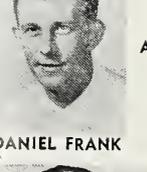
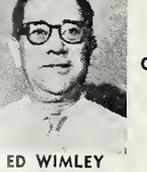
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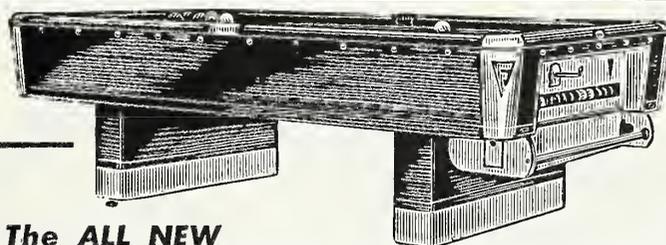
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CC BOWLING LEAGUES 14'	95.00
CC CLASSIC 16'	250.00
BEACH QUEEN (NEW)	295.00
BEAUTY CONTEST	145.00
BALLY SPEED BOWLER	275.00
CC BATTER UP	195.00
BALLY BIG INNING	175.00
LITTLE BUCKEROO	250.00
DOUBLE SHOT	125.00
GUNSMOKE	150.00
TOUCHDOWN	250.00
ROCK-OLA 1465 (NEW)	WRITE
ROCK-OLA 1475	645.00
ROCK-OLA 1465 (USED)	445.00
ROCK-OLA 1438	165.00
AMI G-200	235.00

We are exclusive factory distributors for: BALLY - WILLIAMS - ROCK - OLA

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BEST WISHES TO CASH BOX

First Quality Cue Sticks

48" Size—\$16.50 per doz.

52" Size— 20.00 per doz.

57" Size— 30.00 per doz.

(Offer Expires 9/15/61)

Write or Call!

Champion Distrib. Co.

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"Foremost importers and exporters and distributors of all types of coin operated music — payout — amusement — vending equipment. Complete stocks of parts in current production or not. Prices highly competitive, ask us first."

**Chicago Automatic
Supply Company**

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cable address: Chicomcogo, London.

List of Games
Distributors
Begins On
Page 40

ROCKOLA

UNITED • WILLIAMS • KEENEY • FISCHER

... for the finest in NEW profit-making equipment!

We Carry A Wide Assortment Of All Types Of USED Equipment As Well . . . Call Us!

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write us and we'll do business!

THE COIN MART

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THE HITMAKERS



ARE AT H & H DISTRIBUTING!

Plus a wide selection of used games

H&H Distributing Co.

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**SEE THE MAN
WHO HAS EVERYTHING!**

SEE YOUR

Complete
Selection
of Used
Equipment
Also On Hand

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DISTRIBUTOR

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BALTIMORE 23, MARYLAND

MANUFACTURER and DISTRIBUTORS

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WILLIAMS MFG. CO.

4242 W. Fillmore St.
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1350 Howard St.
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ATLAS NOVELTY COMPANY

2231 Fifth Ave.
PITTSBURGH, PA.

BILOTTA DISTRIBUTING CO.

224 No. Main St.
NEWARK, N.Y.

BIRMINGHAM VENDING CO.

540 Second Ave., No.
BIRMINGHAM 4, ALA.

BISHOP MUSIC CO.

P. O. Box 2169
RALEIGH, N.C.

BORDER SUNSHINE NOVELTY CO.

2919 W. Fourth N. W.
ALBUQUERQUE, NEW MEXICO

CENTRAL DISTRIBUTORS

2315 Olive St.
ST. LOUIS, MO.

COIN AUTOMATIC MUSIC CO.

241 W. Main St.
JOHNSON CITY, TENN.

COMMERCIAL MUSIC COMPANY

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CULP DISTRIBUTING COMPANY

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OKLAHOMA CITY, OKLA.

DUNIS DISTRIBUTING CO.

1003 W. Front Ave.
PORTLAND, OREGON

EMPIRE COIN MACHINE CO.

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EMPIRE COIN MACHINE CO.

7743 Puritan Ave.
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MONTGOMERY, ALA.

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ATLANTA, GA.

FRIEDMAN AMUSEMENT CO.

2009 Main St.
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GAME SALES, INC.

1051 Union Ave.
MEMPHIS, TENN.

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BALTIMORE, MARYLAND

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CHARLESTON, W. VA.

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DAVID ROSEN, INC.

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SOUTHERN AUTOMATIC MUSIC

1535 Delaware Ave.
LEXINGTON, KY.

SOUTHERN AUTOMATIC MUSIC

717 N. Capitol Ave.
INDIANAPOLIS, IND.

SOUTHERN MUSIC DISTRIBUTING

603 W. Central Ave.
ORLANDO, FLA.

SOUTHERN MUSIC DISTRIBUTING

2465 Harper St.
JACKSONVILLE, FLA.

SOUTHERN MUSIC DISTRIBUTING

412 S.W. 8th Ave.
MIAMI, FLA.

TRIMOUNT COIN MACHINE CO.

40 Waltham St.
BOSTON, MASS

UNITED DISTRIBUTORS, INC.

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WICHITA, KANSAS

WESTERN DISTRIBUTORS, INC.

1126 Elliott Ave.
SEATTLE, WASH.

BILL WILLIAMS DISTRIBUTING

3300 Louisiana St.
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BILL WILLIAMS DISTRIBUTING CO.

1415 S. Flores St.
SAN ANTONIO, TEXAS

CANADA

DALE DISTRIBUTING B.C. LTD.

1168 Seymour St.
VANCOUVER, B.C., CANADA

LANIEL AMUSEMENT, INC.

1807 Quest Rue Notre Dame West
MONTREAL, QUE., CANADA

FRANK KIRKE NOVELTY CO.

225 King St., East
TORONTO, ONTARIO, CANADA

NEW WAY SALES COMPANY

1266 Queen St., West
TORONTO, ONTARIO, CANADA

WILLIAM POUND AGENCIES

2 First Ave.
ST. JOHNS, NEWFOUNDLAND, CAN

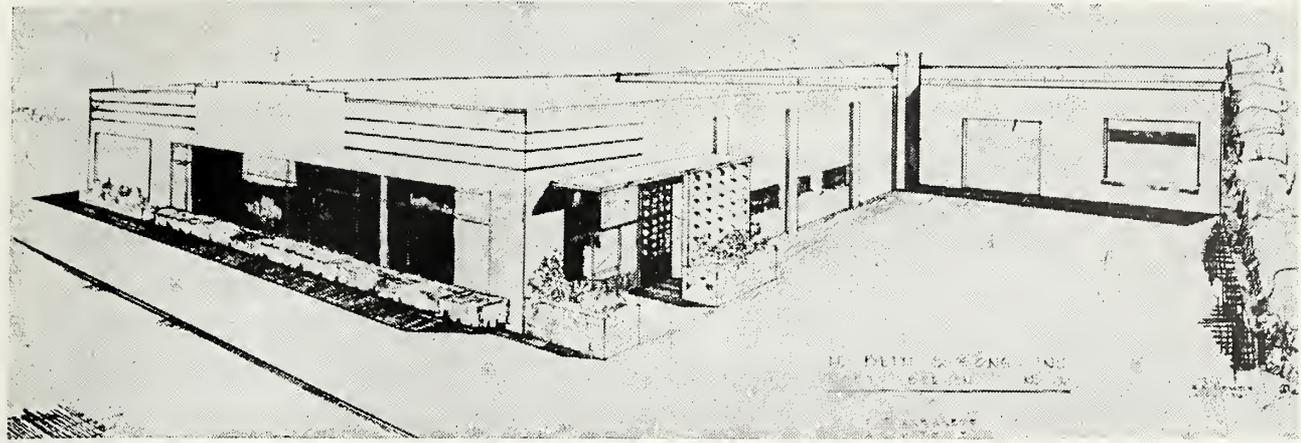
MONARCH COIN MACHINE CO.

211 Report St.
WINNIPEG, MANITOBA, CANADA

VAN DUSEN BROS.

10328-123rd St.
EDMONTON, ALBERTA, CANADA

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EASTERN NOVELTY DISTRIBUTORS ANNOUNCES MODERN FACILITIES AND SPACIOUS NEW HEADQUARTERS IN NORTH BERGEN, NEW JERSEY*

Completion date of new building scheduled for September 1961
 Call Eastern Novelty at UNion 3-8574 for any and all supplies concerning your pool table business.
 Immediate and satisfactory service everytime . . . OR YOUR MONEY REFUNDED!

SLATES
 The very finest pool table slate tops, in all sizes, for 6-pocket, bumper and all models.

CLOTH
 Rubber-backed cloth of the finest quality at the best price on the market. By the piece or bolt. Most widely accepted cloth in the industry.

CUE STICKS
 All first quality cues manufactured to trade specifications—48", 52", 57". Also exclusive line of crafted imported cues.

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 First quality cushion for bumper and 6-pocket tables.

BALLS
 Genuine aramith balls designed to last a lifetime. By the set or single. Also cue balls.

BUMPERS
 First quality bumpers for all makes and models. Regular jumbo sizes. Plastic or metal.

BUY FROM AMERICA'S LARGEST POOL TABLE SUPPLY HOUSE

Distributor Inquiries Invited

Send for 1961 Catalog

EASTERN NOVELTY DISTRIBUTORS

Manhattan Avenue

Union City, New Jersey

UNion 3-8574

be at our Union City address until September 1961 and we look forward to having you with us when we move to our new building.

North Of England To Hold Its 19th Coin Machine Trade Show Scheduled For Blackpool, Dec. 4th-7th

BLACKPOOL—This year, for the first time, manufacturers and distributors from the North of England are to have their own Trade show—The Northern Coin Machine Exhibition to be held at Winter Gardens, Blackpool, from December 4th-7th. Organized by Jack D. Rose (Exhibitions) the show is not intended to compete in any way with the annual show held in London, but to provide an opportunity for manufacturers and distributors of amusement equipment, automatic machines, vending machines, juke boxes, etc., to exhibit for

the convenience of the many operators in the North of England. The choice of venue is a happy one, with ample floor space, which lends itself admirably to large scale exhibitions. Blackpool is this country's major playground in easy reach of the large number of operators on the east coast, Scotland, North Wales, Midlands, etc. It is also hoped that both exhibitors and visitors from abroad will be attracted to the show. In this respect accommodation presents no difficulties as Blackpool is equipped with many large and comfortable hotels.



Midwest Musings

... Tony Glenn, Paster Dist. Co., St. Paul, on vacation for two weeks, as Matt fills in. . . . Tony Bartus, Sandler Dist. Co. on vacation with his family a week in Wisconsin. Bill Percy, Sandler Dist. Co. back from a two week trip up north. Did a lot of fishing and caught a lot of fish. . . . Bud and Niteberg, Castlewood, So. Dakota, in town for the day visiting a few operators and picking up parts and records. . . . The yearly Aquatennial in Minneapolis brings thousands of tourists into the city and this year it has been the largest than ever. Beautiful girls and outstanding floats helped to make up the moon parade last Saturday and the torchlight parade Wednesday evening. . . . Ted Weems and his band at the Prom Sat. Nite and Rowan and Martin at the Flame Room, Radisson Hotel and Eddie Heywood at Freddie's Cafe in Minneapolis. . . . The Clennon Family at Austin, Minn. are enjoying the hot weather with a new swimming pool that Gene had installed this Spring. Extra fun with a fence around it and diving board and heated pool. . . . Mr. & Mrs. Schultz and the family stopping off in Minneapolis on the way home after spending a few days vacation visiting relatives in Rochester and Osakis, Minn. Lou Basil, Minneapolis operator returned last week with his family after spending two weeks vacation in California. . . . Clayton Norberg, Mankato, Minn. in town picking up his record supply and parts. As was Bob Souther, Madison, Wisc. . . . Doc Keintz and his son Stephen in town for the day making rounds.

Congratulations
 to
THE CASH BOX
 on its
19th Anniversary
NEW YORK STATE OPERATORS GUILD
 Headquarters: BEACON, NEW YORK



LUCKY HOROSCOPE

5c, 10c, or 25c Play

- ✓ National Coin Rejector in each chute
- ✓ Two Coin Returns
- ✓ Easy to Load—Holds approx. 1,000 tickets

Size: 18" x 8" x 6" Wgt.: 20 lbs.

MARVEL MFG. CO. 2845 W. Fullerton
 Phone: Dickens 2-2424 Chicago 47, Illinois

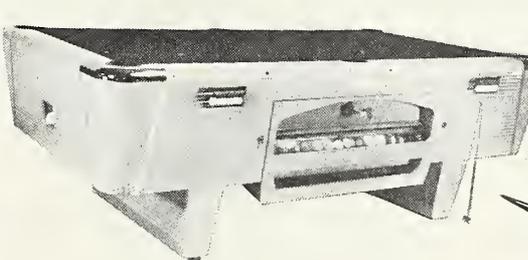
The Magnificent ELDORADO

deluxe six pocket pool table

Mark I	Mark II	Mark III	Mark IV
77x45	82x46	92x52	106x58

FEATURING:

- New Cue Ball Return
- All recessed features
- Formica Top Rail
- 16 gauge steel corner pockets



IRVING KAYE CO., Inc.
 Sterling 3-1200

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BEVERAGE

Coffee

Instant and liquid concentrate
APCO, Inc.
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Coan Manufacturing Company
Cole Products Corporation
CUP-PAC Division, L. F. Grammes
and Sons, Incorporated
Glasco Corporation
Insta-Matic Products Corporation
Lehigh, Inc.
Marvend, Inc.
Rock-Ola IVI Co.
Rudd-Melikian, Inc.
The Seeburg Corporation
Steel Products Company
Universal Metal Products
Corporation
Vend-O-Matic Sales, Inc.
Vend-Rite Manufacturing Co.
Venpak, Inc.
Victor Products Corporation
Fresh-Brew
APCO Inc.
Bally Vending Corporation
Bar-Con Electric Manufacturing
Company, Inc.
Coffee-Mat Corporation
Cole Products Corporation
Continental-Apco, Inc.
Demay, Inc.
Havajava Distributing Corporation
Perk-ette, Incorporated
Rock-Ola IVI Mfg. Corp.
Rudd-Melikian, Inc.
The Seeburg Corporation
United Coffee Corporation
The Vendo Company
Victor Products Corporation
Pre-Brew
Coffee Time of America, Inc.
Griswold Vending Division,
Northwest Automatic Products
Corporation
John E. Mitchell Company

Hot Chocolate

AVENCO
Bally Vending Corporation
Coan Manufacturing Company
Coffee-Mat Corporation
Cole Products Corporation
Continental-Apco, Inc.
CUP-PAC Division, L. F. Grammes
and Sons, Incorporated
Demay, Inc.
Insta-Matic Products Corporation
Lehigh, Inc.
Marvend, Inc.
John E. Mitchell Company
Rock-Ola IVI Co.
Rowe-AMI Sales Co.
Rudd-Melikian, Inc.
The Seeburg Corporation
Steel Products Company
United Coffee Corporation
Universal Metal Products
Corporation
The Vendo Company
Vend-O-Matic Sales, Inc.
Vend-Rite Manufacturing Co.
Venpak, Inc.

Juice

Cole Products Corporation
Dariomatic, Inc.
(canned and cartoned)
Glasco Corporation
Mix-A-Trate, Inc.
Norris Dispensers, Inc.
Rudd-Melikian, Inc.
United States Chemical Milling
Corporation
(canned and cartoned)
Vari-Vend, Inc.
(cartoned)
Wittenborg, Inc.

Milk

For Bottles, Cartons or Cans
K. G. Brown Mfg. Co., Inc.
Dariomatic, Inc.
Ideal Dispenser Company
Jennings and Company
Norris Dispensers, Inc.
Refrigeration Engineering Company
United States Chemical Milling
Corporation
Vari-Vend, Inc.
The Vendo Company
Wittenborg, Inc.
For Bulk or Cups
Cole Products Corporation
Food Engineering Corporation
Glasco Corporation
Griswold Vending Division,
Northwest Automatic Products
Corporation
Rudd-Melikian, Inc.
Victor Products Corporation

Milk Shake

AVENCO
Cole Products Corporation
Glasco Corporation
Victor Products Corporation

Soft Drink

For Bottles
Atlas Metal Works, Inc.
Cavalier Corporation
Champion Vender Department of
Tyler Refrigeration Corp.
Choice-Vend, Division of Seeburg
Corporation
Ideal Dispenser Company
Kelvinator Division, American
Motor Corporation
LaCrosse Cooler Company
Norris Dispensers, Inc.
S and S Products, Inc.
The Seeburg Corporation
Selectivend Corporation
Steelmade, Inc.
Vari-Vend, Inc.
The Vendo Company
Vendorlator Manufacturing
Company
Victor Products Corporation
Westinghouse Electric Corporation
Wittenborg, Inc.
For Cans or Cartons
Choice-Vend, Division of the
Seeburg Corporation
Ferro Stamping Company
General Vending Machine
Corporation
Pneumafil Corporation
The Seeburg Corporation
Steelmade, Inc.
Vari-Vend, Inc.
Victor Products Corporation
Wittenborg, Inc.

Post-Mix

Continental-APCO, Inc.
AVENCO
Bally Vending Corporation
Cole Products Corporation
Rowe-AMI Sales Co.
The Seeburg Corporation
Square Manufacturing Company
Victor Products Corporation

Pre-Mix

Continental APCO, Inc.
Glasco Corporation
Mix-A-Trate, Inc.
Specialty Engineering Corporation
United Sound & Signal Company.
Victor Products Corporation

Soup Venders — Bulk

Continental-APCO, Inc.
AVENCO
Bally Vending Corporation
Coan Manufacturing Company
Coffee-Mat Corporation
Cole Products Corporation
CUP-PAC Division, L. F. Grammes
and Sons, Incorporated
Demay, Inc.
Insta-Matic Products Corporation
Lehigh, Inc.
Marvend, Inc.
Rock-Ola IVI Co.
Rowe-AMI Sales Co.
Rudd-Melikian, Inc.
The Seeburg Corporation
Steel Products Company
Universal Metal Products
Corporation
Vend-Rite Manufacturing Co.
Venpak, Inc.

Tea

AVENCO
Cole Products Corporation
CUP-PAC Division, L. F. Grammes
and Sons Incorporated
Demay, Inc.
Lehigh, Inc.
Marvend, Inc.
Rowe-AMI Sales Co.
Rudd-Melikian, Inc.
The Seeburg Corporation
Steel Products Company
Stoner Mfg. Corp.
Universal Metal Products
Corporation
Vend-Rite Manufacturing Co.
Venpak, Inc.

Cigar

Cigaromat Corporation of
America
Cigar-Pak Vendors, Inc.
Arthur H. DuGrenier, Inc.
Harmon Machine Company, Inc.
Hilsum Sales Corporation
Lehigh, Inc.
Malkin-Illion Company
Precision Metalcraft, Inc.

Match Venders

The Columbus Vending Company
Harmon Machine Company, Inc.
Plastic Vending Machines, Inc.

FOOD-CANDY

Candy Bar

AVENCO
Coan Manufacturing Company
Arthur H. DuGrenier, Inc.
Glasco Corporation
Harmon Machine Company, Inc.
Hilsum Sales Corporation
Interborough News Company
Lehigh, Inc.
National Vendors, Inc.
Rock-Ola IVI Co.
Rowe-AMI Sales Co.
William F. Shepherd, Inc.
Shipman Manufacturing Co.
Venpak, Inc.
Wittenborg, Inc.

Cookie, Cracker, Biscuit

Coan Manufacturing Company
Arthur H. DuGrenier, Inc.
Glasco Corporation
Lehigh, Inc.
Marvend, Inc.
National Vendors, Inc.
Pneumafil Corporation
William F. Shepherd, Inc.
Shipman Manufacturing Co.
Vari-Vend, Inc.
The Vendo Company

Fruit Venders—Refrigerated

Frigid Fruit Company, Inc.
Fruit-O-Matic Manufacturing
Company
Precision Metalcraft, Inc.
Gum Venders
Cigaromat Corporation of
America
Coan Manufacturing Company
Arthur H. DuGrenier, Inc.
Harmon Machine Company, Inc.
Interborough News Company
National Vendors, Inc.
The Northwestern Corporation
Rowe-AMI Sales Co.
Shipman Manufacturing Co.
Superior Manufacturing Company

Hot Food

AVENCO
Gardner Manufacturing Company
Rock-Ola IVI Co.
Glasco Corporation
National Vendors, Inc.
Rowe-AMI Sales Co.
Rudd-Melikian, Inc.
Steelmade, Inc.
Vari-Vend, Inc.
The Vendo Company
Vend-O-Matic Sales, Inc.
The Jack Webb Corporation
Wittenborg, Inc.

Ice Cream

K. G. Brown Mfg. Co., Inc.
Rock-Ola IVI Co.
Swab Wagon Company, Inc.
(cartoned)
The Vendo Company

Pastry

Pies, cakes, doughnuts
AVENCO
Arthur H. DuGrenier, Inc.
Glasco Corporation
National Vendors, Inc.
Rowe-AMI Sales Co.
Rudd-Melikian, Inc.
Vari-Vend, Inc.
Wittenborg, Inc.

Popcorn

Continental-APCO, Inc.
Auto-Pop Mfg. Co., Inc.
Electroware Corporation
Gold Medal Products Company
Vend-A-Box, Inc.

Sandwich

Arthur H. DuGrenier, Inc.
Glasco Corporation
National Vendors, Inc.
Rowe-AMI Sales Co.
Rudd-Melikian, Inc.
(also salads)
Superior Manufacturing Company
(frankfurters)
Wittenborg, Inc.

Specialty Food

Dariomatic, Inc.
(canned and cartoned cold foods)
Jennings and Company
(bread)
National Vendors, Inc.
(general merchandise)
United States Chemical Milling
Corporation
(canned and cartoned cold foods)

Vari-Vend, Inc.
(dairy products, cold meats, pack-
aged grocery items)
C. J. Vendors, Inc.
(Cracker Jack)
Wittenborg, Inc.
(groceries, dry goods)

SPECIAL PRODUCTS

Handkerchief Venders

Harmon Machine Company, Inc.
Mechanical Servants, Inc.
Stanchief Products Company
Tux Handkerchief and Slikshav
Vendors Company

Ice

K. G. Brown Mfg. Co., Inc.
Council Manufacturing Corporation
EM-RO Distributors
Environmental Equipment
Corporation
Hilsum Industries, Inc.
W. Mannhardt & Son, Inc.
Refrigeration Engineering Company
S & S Vending Machine Company
E. J. Shurtz Mfg. Co.

Insurance

Insurance-Automat Corporation of
America
Mercury International
Policy-Matic Corporation of
America
Shipman Manufacturing Co.
Secure-Ur-Trip, Inc.
Travel-Gard Insurance Agency, Inc.

Magazine and Newspaper

Hilsum Sales Corporation
James F. Jae & Associates
United Sound & Signal Company,
Inc.

Photograph

Auto-Photo Company

Postage Stamp

Dillon Mfg. Co.
Flatto Manufacturing Company
Hamilton Scale Company
Hilsum Sales Corporation
The Northwestern Corporation
Postage Stamp Machine Company
Public Stamp Service, Inc.
Schermack Products Corporation
J. Schoenbach Company
Shipman Manufacturing Co.

Records

United States Chemical Milling
Corporation

SERVICE

Car Washers

National Rocket Distributors, Inc.

Coin Changers

Complete units, separate from other
vending equipment, for making
change. Also see "Coin Changers—
integral" in Component Parts Index.

A.B.T. Manufacturing Corp.

AVENCO

Clesco National, Inc.

CUP-PAK Division, L. F. Grammes

and Sons, Incorporated

Hamilton Scale Company

Johnson Fare Box Company

National Rejectors, Inc.

Standard Change-Makers, Inc.

Vend-Rite Manufacturing Co.

Currency Changers

A.B.T. Manufacturing Corp.

Heath Mfg. Co.

National Rejectors, Inc.

Parcel Lockers—Locks

American Locker Company, Inc.

The Flexible Company

Pay Toilet Locks

American Coin Lock Company, Inc.

The Nik-O-Lok Co., Inc.

Pacific Nik-O-Lok Co., Inc.

Scales

American Scale Manufacturing
Company

Hamilton Scale Company

U.S. Slicing Machine Company, Inc.

Watling Corp.

Shoe Shine Machines

Acme Sales Company

Telescopes

American Lens & Photo Company

Coast Instrument, Inc.

Turnstiles

Hamilton Scale Company

Voice Recording

Auto-Photo Inc.

(Addresses of all firms listed
available on request)

AN

important message

**FROM ROCK-OLA IVI CORPORATION
TO OWNERS
OF THE SCHROEDER BONANZA
COFFEE VENDOR**

We know that many of you are experiencing operational difficulties with the Schroeder Bonanza coffee vendor. This announcement is a promise to all of you from the Rock-Ola IVI Corporation, to correct these problems so that these units will be profitable to you.

It should be remembered that Rock-Ola has no direct responsibility in this matter. As far as we know, this kind of offer to stand behind a product made by another manufacturer is without precedent in this industry. Our only purpose is to demonstrate to the vending industry that the name *Rock-Ola* stands for *Quality, Dependability* and *Integrity*. Our only profit will be the friendship and trust of those people whose business has suffered because of the Schroeder Bonanza.

We will convert all existing Schroeder Bonanza coffee vendors to the high quality standards of the new Rock-Ola IVI 1300 for a cost of \$180. This conversion includes the installation of a complete new brewer system, new water system and water tank. We will even pay the return freight cost of the unit. The customer pays only the freight to ship unit to the factory.

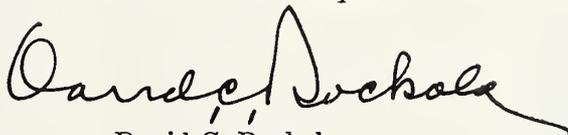
Rock-Ola Offers to each operator a *Money Back Guarantee Program*. Yes, the Opportunity to Recoup the Entire Cost of Conversion and inbound freight.

This is the *Program*:

Every customer that has his Schroeder Bonanza converted will be allowed a 2½% discount off list price on any Rock-Ola IVI coffee machine he orders, whether it is a model TRLB, 1300, 1400 or TRLB-M. The discount will be allowed for five years or until it reaches \$180 plus the cost of the freight to ship unit to the factory (upon presentation of paid freight bill).

In other words, every cent of your cost for conversion plus the inbound freight will be returned to you by Rock-Ola under this program.

Rock-Ola IVI Corporation



David C. Rockola
President



look to **ROCK-OLA** for advanced products for profit

ROCK-OLA IVI CORPORATION A Subsidiary of Rock-Ola Manufacturing Corp.
800 North Kedzie Ave. • Chicago 51, Illinois

VENDING NEWS

The Vending Machine Industry's Only Newsweekly

Profits and Service To Highlight Vending Show As NAMA Develops International Aspect

CHICAGO—Four days of workshops, discussions and speeches on a wide range of vending subjects are in store for vending executives coming to Chicago this fall for the 1961 Convention of the National Automatic Merchandising Association.

With business meetings scheduled from October 28-31, the Convention also will feature the world's largest showing of vending equipment, products and allied services in the most spectacular showcase that the "Windy City" has to offer: McCormick Place. McCormick Place, Chicago's new \$35 million lakefront exposition center is three blocks long, a block wide and equal to a ten-story building in height. Its floor area is as large as six football fields. The NAMA Exhibit will occupy 100,000 square feet of space.

A special feature of this year's vending Show is the First International Vending Symposium where vending "around the globe" will be discussed and compared with American-style operations.

The "International" part of the Convention is slated for Tuesday, October 31, and international guests only will be treated to a special guided tour of Chicago vending installations on November 1.

"Indications of interest from different parts of the world are pouring in," says Sidney S. Rudin, Convention Chairman, and executive with Automatic Merchandising Company, Division of Automatic Retailers of America, Inc., Chicago. He reports that there may even be groups from Germany and England planning to charter planes for the journey.

According to the Convention program just announced by NAMA, the vending equipment exhibit will be open each of the four Convention days. Exhibit hours will be from 12 noon to 6:00 p.m. on October 28-29; from 12 noon to 5:30 p.m., October 30, and from 12 noon to 4:00 p.m., October 31.

Program sessions also are planned on each of these dates.

Workshop topics will range from

"Shop Maintenance and Machine Repair" to "Food Vending in Industrial Plants." Other discussions will deal with cigarette vending, supervision of service and maintenance employees, methods of selling vending services to new locations, leasing and financing of vending machines, employee relations, coffee vending and the operation of vending "services"—such as currency changers, background music systems, and decorative machine enclosures.

All of the workshops will take place at Chicago's Conrad Hilton Hotel, the "official" Convention hotel, just five minutes away from McCormick Place.

The International Vending Symposium program will include presentations on overseas vending methods by representatives from all parts of the world, including Europe, the Near East, South America and the Orient.

The afternoon of October 31 will be devoted to discussions between international delegates and American manufacturers of vending machines and products. This will include export practices, licensing for manufacture of equipment and products and similar topics.

The final event of the official program will be the 25th Anniversary Banquet of the National Automatic Merchandising Association on the evening of October 31. NAMA was founded September 14, 1936.

This year's NAMA Show is officially entitled "75th Anniversary Convention" in honor of the 75th Anniversary of vending in America also being celebrated this year across the nation.

"The business program is designed to cover those topics which are of greatest current concern to the vending specialist," according to Rudin.

"Our planning committee has built an excellent program designed to show how to earn a profit in a highly competitive market and render the best service to the public," he said.

Rudin reports that most of the workshop moderators are already confirmed and in the process of choosing top industry representatives to act as discussion leaders and panelists. Those confirmed thus far are: Fred Deibel, Automatic Vendors, Inc., St. Louis, Missouri; David E. Hartly, NAMA Public Health Counsel; Robert Brinkerhoff, Servco, Division of Automatic Retailers of America, Inc., Knoxville, Tennessee; Arnold Harlem, AC Automatic Services, Chicago, Illinois; John Hopson, Vending Industries, Inc., White Plains, New York; Dr. Benjamin Werne, NAMA Employer-Employee Relations Counsel, and Sol Nash, Automatic Vendors, Inc., Minneapolis, Minnesota.

Rudin said he expects 8,000 visitors to the NAMA conclave and urged vendors to register in advance in order to avoid long lines and assure the best accommodations. NAMA members register free. Non-member operators are charged \$10.00 for "Exhibit Only" registration and \$35.00 for both "Exhibit and Program." However, non-member fees are reduced by 50 per cent by registering in advance, before October 13. Non-member manufacturers must write NAMA for special advance registration information.

All advance registrations must be returned to NAMA and postmarked no later than October 13, Rudin said. Hotel reservations should be mailed direct to the Conrad Hilton Hotel.

This year, vending executives also should register their wife in advance so that badges and other materials can be handed out at the Show with a minimum of delay. All ladies are registered free.

The special Ladies' Program this year will feature a hospitality center,

music programs, "charm tips," humorous skit presentations, special dining programs and a fashion show.

Ladies wishing to participate in the Ladies' Program must pay a small fee. This charge is made at the Show and does not affect the otherwise free general registration for the ladies.

Macke Vending Moves Into Charlotte N.C. With Purchase Of Industrial Vending

Sales Volume At \$2.5 Million

WASHINGTON, D.C.—The Macke Vending Company, Washington, D.C. has announced that it successfully completed negotiations for the acquisition of Industrial Vending Corporation of Charlotte, North Carolina, subject to approval later this month by the stockholders of the Carolina firm. The firm's stock rose by 4½ points in response to the news.

Industrial Vending, one of the South's largest privately owned vending firms, will add annual sales of more than \$2.5 million to Macke's current volume of \$24 million. Matt Russ, president of the firm, will remain in active management and will also be named a regional vice president of the parent Macke firm.

"Industrial Vending's rapid growth in less than a decade has kept pace with the emergence of Charlotte as one of the South's key industrial, commercial and distribution centers," stated Aaron Goldman, Macke president.

"It is our intention to expand Industrial Vending's facilities so that it can provide to industry in the Charlotte area the kind of modern coin-operated cafeterias which Macke has introduced in other areas."

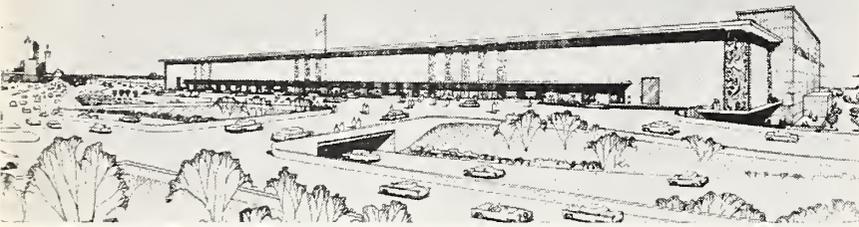
Macke Vending made its first public offering in February 1960 when an original issue of 125,000 shares was oversubscribed at \$10. The shares, currently listed on the American and Philadelphia and Baltimore Exchanges, closed last week at \$25. Operating primarily in the Middle Atlantic States, Macke is considered to be the fifth largest vending firm in the country.

Continental Can Names Leswing Eastern Manager



FRED P. LESWING

NEW YORK—Fred P. Leswing has been appointed manager of sales in the Eastern Region, effective October 1, for Continental Can Company's Bondware Division, according to M. W. Ashby, general manager of sales. Mr. Leswing is presently district sales manager in Cleveland and, before that, was a packaging specialist and salesman for the division. He will have direct responsibility for general line sales of the company's paper cups, plates and tubs.



McCormick Place, site of NAMA Convention Oct. 28-Nov. 1, Chicago

REPORT FROM BRITAIN

Industry Appears Healthy, Outlook Is Optimistic; Competition No Problem But Establishing Market Is.

LONDON—Commenting on the vending scene in this country Mr. A. "Johnnie" Walker, General Manager of Ditchburn Vending Machines Ltd. writes:

Vending machines are no longer "NEWS" in Great Britain. Before the last war, particularly on Railway Stations, Amusement Parks, Zoos and the like, there were many machines dispensing chocolate, candy bars and cigarettes; but the war and the restrictions placed on manufacturers brought a halt in the progress of the vending industry which persisted until a return to peacetime conditions allowed the expansion that had to follow, an increasing realization of the value of automatic selling.

After the war this realization, slow to gather momentum, concentrated on column or compartment machines, particularly those designed to serve the casual customer on outside locations; whereas in America the vending industry had burst forth with an ever increasing flow of new conceptions of the type of product to be sold and new machines to sell them. Europe, at this time, particularly in the automatic selling of hot or cold drinks was way behind United States' practice and thinking, and it is, in fact, only in recent years that beverage dispensing has become a feature of the vending scene. Now, Great Britain is rapidly catching up. Milk, ice-cream, hot and cold drinks, snacks, hot meals, cold

meals, cigarettes, candy, nylons etc. are all sold through coin-operated equipment and there has become an increasing awareness, particularly in industry, of the value of automatic vending in providing a reliable service available at any time and supplying a wide range of commodities. There were, and still are, difficulties that prevent the rapidity of growth that anyone not conversant with the industrial pattern would expect.

On the one hand, economic conditions, rising labour costs, lower working hours, full employment and the difficulty in providing a 24 hour service in continuously operating factories make for the ready acceptance of the vending principle. On the other hand, a system has become common in industry, strengthened during the war years when many factors were introduced into the labour relations picture to assist employees in times of shortage, which has resulted in a situation where management provides both meals and beverages at price levels below an economic rate. Management has become accustomed to subsidizing the cost of providing an 'inplant' feeding service.

Industry had to be shown how automatic vending could help them resolve their difficulties, both economically and in service. Forward looking management, and particularly those with American associations, were condi-

(Continued on page 49)

VENDING NEWS

The Vending Machine Industry's Only Newsweekly

REPORT FROM BRITAIN

(Continued from page 48)

tioned to accept the vending principle, but because of the economic price levels it was difficult for an operating service to come into being whereby the operator, in providing the service in industrial plant, could gain an adequate reward for his labour or a reasonable return on his investment. The situation today is that most industrial plants purchase or rent their automatic equipment, while operating services in industry, although in being, are slow in growth and facing difficulties.

The vending industry as a whole would prefer operational set-ups similar to those obtained in the United States, because this would ensure adequate coverage, the proper attention to hygiene, and first class service, and this is a condition which will eventually emerge as the ideal pattern when conditions allow the operators to come forward and progress. Great Britain has been quick to accept the lessons learned in automatic vending from the United States, and, in fact, most of the machines, particularly drink dispensers, being distributed in the European market are manufactured in the United Kingdom by arrangement with American companies of long standing and repute. Among others, Ditchburn Vending Machines Ltd. manufacture the "Cole" line by agreement with Cole Vending Industries of Chicago. The models made in Great Britain are distributed throughout the European Continent and the British Commonwealth. Of the range, the Hotspa and Colespa have been foremost in introducing the benefits of hot and cold drink vending to both industrial and public locations throughout this area.

From the long term view point, the industry is healthy, progressive, and continuing with its education programme and although a healthy spirit of rivalry exists between manufacturers of the same vending line, there is also a great deal of co-operation, because there is a common realisation that the vending problem is as yet not one of competition but in establishing what undoubtedly is a potentially very large market. Sales volume, measured by United States performance is, of course, per head of population, very small, but every month brings growth and here too, despite variations in habits, we will catch up.

After all, unlike the United States where the customer has been conditioned to automatic vending for many years, each new placement of vending

equipment requires a customer usage awareness, and this particularly applies in the European Continent, in many parts of which vendors of the beverage type are being introduced for the first time. That they are easily and readily accepted speaks volumes for the basic soundness of the vending principle. The vending industry is approaching its problems sensibly.

Although there have been one or two unfortunate incidents, unduly publicised in the Press, particularly with the smaller type of vendor like "Bubble Gum" machines, the industry has been relatively free from "blue skies" promotional activities, and the reputable manufacturers have joined together in an Association to protect the user of equipment from malpractices.

The last few years have been a formative period, in which, in Europe, the knowledge gained in operating column and compartment vendors has been added to by the knowledge, and in some cases entirely different practices, necessary in the operation of beverage and food dispensers. There is now a firm basis of understanding and a springboard from which the vending industry can go forward to a sound and progressive future with proven and tried equipment.

ASK FOR REVISION OF 1944 ANTI-SLUG LAW

NAMA, Mfrs. Attend Congressional Hearings To Amend Present Slug Laws

CHICAGO—Important benefits for all types of businesses which depend on coin-operated equipment are likely to result from testimony presented by an NAMA group at Congressional hearings in Washington on July 19.

Led by Clinton S. Darling, members and attorneys representing the National Automatic Merchandising Association testified in behalf of U. S. Senate and House bills which would amend federal "slug" legislation to "make use of slugs, whether coin or paper, in a vending machine a federal offense."

The significance of the NAMA-sponsored amendment lies in the fact that the legislation passed in 1944 prohibited the "manufacture, sale and advertising" of slugs with intent to use them in vending machines. However, it did not specifically forbid their "use," nor did it include the passing of counterfeit paper money in machines, since they were not then invented.

"We were able to bring to Washington a strong delegation of NAMA members and are hopeful that the ju-

diciary subcommittee hearings in both Houses will result in committee approval and eventual enactment," said Darling. He was largely responsible for the original enactment of the vending industry's "anti-slug" legislation passed in 1944, while executive director of NAMA. Now retired from that post he is a consultant for the association.

The bills now before Congress were introduced last January by Senator Symington and Mrs. Leonor K. Sullivan, U. S. Representative, both from Missouri. At the recommendation of NAMA and National Rejectors, Inc. both bills were reintroduced in revised form in July, with Sen. Edward V. Long (Missouri) as co-sponsor.

The NAMA group testified before subcommittees of both Houses on these bills on July 19. Further action might be expected in a few weeks, Darling said.

The NAMA Board of Directors voted last year to "investigate the necessary steps" for an amendment and to "obtain the passage of such amendment, if possible."

Since that time the NAMA staff has engaged in considerable research, in contact work with other interested groups and with government agencies. One important step was a survey of NAMA members which resulted in a 40 per cent return and pointed up the importance of further legislative action.

The official action involves amendment of "Title 18, Section 491" of the U. S. Code.

Besides Darling and Richard W. Funk, NAMA legislative counsel, those who represented the association and the vending industry at the hearings included: Frank McGarr, Chicago, special counsel retained by NAMA and former First Assistant U. S. Attorney; Walter Mayne, St. Louis, representing National Rejectors, Inc.; F. E. A. Wallin, vice president, National Rejectors, Inc., St. Louis; David Elliott, ABT Division, AC Automatic Division of Automatic Canteen Company of America, Inc., Chicago; W. E. Richmond, vice president, Automatic Canteen Company of America, Inc.; J. Richard Howard, vice president, Automatic Retailers, Inc.; William Martin, Automatic

(Continued on page 52)

PROTEST INCREASED LICENSE FEE

Chi Coin-Op Laundries Close Doors

CHICAGO—Approximately 600 of the 630 coin-operated automatic laundries in this city closed at midnight Tuesday, July 25, in protest against a proposed city ordinance raising license fees and regulating the store operations.

Donald A. Mitchell, counsel for the Midwest Assn. of Automatic Laundry Stores, asserted that about 600 of the 630 laundries here would remain closed until this Friday, July 28. He formally announced the protest plans after conferring with Mayor Richard J. Daley.

Mitchell charged that a store with 50 machines would have its license fee raised from \$75 to \$550.

The proposed ordinance would compel round-the-clock laundries to close from 11 p.m. to 7 a.m. and would require an attendant to be on hand from 6 p.m. to 11 p.m.

The annual license fee now is \$50 for 25 machines and \$1 for each additional machine. The new ordinance would increase the fees to \$150 for 10 machines or fewer machines and \$10 for each additional machine.

For automatic dry-cleaning coin-operated machines the proposed ordinance would set a fee of \$250 for 10 or fewer and \$20 for each additional machine.

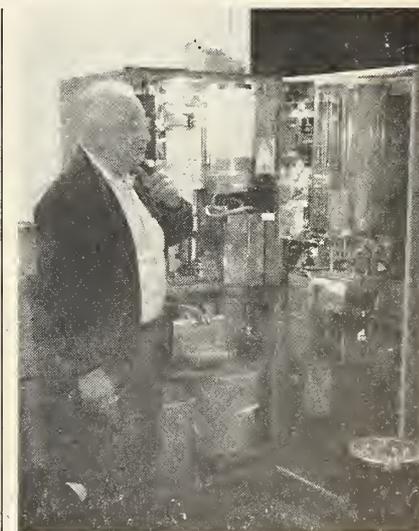
At a press conference Mayor Daley advised reporters that since the ordinance would not go into effect until January 1 it might be desirable to institute a legal study of the matter before action is taken by the Chicago City Council.

New York operators were faced with a ruling only several months ago which required Sunday closing and an attendant on the premises after 6 PM daily.

Redd's Vend Engineer Has Taught For 21 Yrs.

BRIGHTON, MASS.—When vending machine operators from the New England area meet at Redd Distributing's vending machine outlet for service school sessions, they are likely to hear the words of wisdom from a man who has spent 21 years instructing students in the techniques of service and engineering.

That's how long Julius "Jake" Jacobi has been teaching, and his latest task of filling Redd's Vending Dept. Sales Engineer post is right up Jake's alley. Jacobi started teaching basic electricity back in 1940 and moved into refrigeration in 1943. In '45 Jacobi joined New England Vending Co. as Operations Manager for Spacarb and then joined Redd in 1958. Redd is Seeburg and Bally distributor in this area and supplies much of N. Eng.'s



Jake Jacobi on the job.

market with merchandise and supplies.



Ditchburn's Hotspa and Colespa machines provide round-the-clock beverage service to in-plant employees.

Cash Box

VENDING NEWS

The Vending Machine Industry's Only Newsweekly

Glasco Pre-Mix Gets Cubette Ice Maker

MUNCIE, IND.—A new "Cubette Ice Maker" which produces miniature ice cubes and deposits a generous supply in each vended drink is now being offered with Glasco Pre-mix Vendors.

The device is mounted on top of the present Glasco Comet, the largest pre-mix vendor in the Glasco line. A steel cabinet harmonizing with the vendor design conceals the ice-making mechanism, and carries the words "Served With Ice" on front and sides.

With the Cubette Ice Maker in position, the vendor stands 83" high.

Utilizing a revolutionary principle, the machine has daily output of up to 100 lbs. of ice cubelets, each measuring 3/4" square. Thickness can be adjusted from "wafer-thin" to 1/4" as preferred.

Each batch of cubelets drops into a storage bin which feeds the correct quantity into the cup along with the pre-mixed soft drink. The sales capacity of the vendor is not reduced by the addition of the Cubette Ice Maker. The Comet Pre-mix Vendor reportedly delivers up to 800 drinks per day on a single filling.

"Our new Cubette Ice Maker has been thoroughly field-tested and proved to be a real sales booster,"

says Norman Burt, Vice President of Sales at Glasco. "We have found that these crystal-clear, taste-free cubelets have greatest eye and taste appeal in the cup. Everybody likes to munch the bite-size chunks of ice while enjoying a refreshing cold drink. Being solid, the cubelets last longer and cause a minimum of dilution. This is a real stimulus to repeat business."

"We placed several pilot models at locations where various types of soft drink vendors were already in operation. Accurate comparison records were kept over several months time. In every test our machines equipped with Cubette Ice Makers out-sold and out-profited competition," Burt states.

"In one plant our Cubette-type vendor produced 50% more volume than another soft drink vendor right alongside, which used crushed ice. At a different industrial site having a row of vendors for many products, the Glasco Vendor with ice maker sold more 10-cent drinks than an adjacent machine vending 5-cent drinks without ice. These results were typical."

The Glasco Pre-mix Vendor with Cubette Ice Maker is manufactured by Glasco Corporation, Muncie, Indiana, and is distributed through Bottlers of Coca-Cola.

Auto. Cafeterias Has Good First Qtr.

NEW YORK—Automatic Cafeterias for Industry, Inc. Westbury, New York, reported net income after taxes of \$23,576 on net sales of \$155,490 for the first quarter ended May 31, 1961.

In a letter to stockholders, Morris Blinder, Automatic Cafeterias' secretary, explained that the record earnings include pre-tax profits from a non-recurring capital gain of \$25,000 received from the sale of the Company's interest in Overseas Automatic Vending Corporation.

However, he pointed out that earnings from the Company's operations were by themselves at an all-time high. According to Blinder, a continuing increase in sales volume has placed the Company near the \$1,000,000 level in annual rate of sales. In the fiscal year ended February 28, 1961, earnings for the full year were \$5,921 on sales of \$500,350.

Automatic Cafeterias experienced "considerable expansion" in the new fiscal year, Blinder noted. In addition

to the steadily expanding general vending machine operation, the Company has introduced a novel vending machine which dispenses a 225 calorie liquid luncheon, and has acquired two restaurants in Manhattan—The Chit Chat on Madison Avenue and The Madison on Broadway. The restaurants will also serve as east side and west side commissaries for preparing and packaging certain foods for the vending machine installations.

The "900 calorie vending machine," already highly successful at Macy's-Herald Square, has just begun operations at the E. J. Korvette Pharmacy on East 46th Street. (See story on this page.) Other major outlets are expected to follow shortly.

Pointing to the new and expanded operations and to the fact that sales figures for the quarter reflected only six weeks operation of The Madison, Blinder predicted that Automatic Cafeterias was looking forward to a substantial increase in profit this year.

NAMA Announces 1961 Blue Book New Guide Is Successor To Directory

CHICAGO—The 1961 edition of the complete source book to the automatic vending industry is just now off the press and available according to National Automatic Merchandising Association, publishers of the volume.

Entitled "BLUE BOOK of automatic merchandising," the book features 214 pages of illustrated information about the fast-growing automatic food, merchandise and service vending business. (The BLUE BOOK is the successor publication to the Directory of Automatic Merchandising, published annually by NAMA since 1954.)

Listed in the BLUE BOOK are vending machine manufacturing com-

panies, vendible product suppliers, manufacturers of component parts and services and operating company members of NAMA. Each listing includes comprehensive information about the types of products manufactured or supplied and gives the names of key company executives. In addition, each listing is indexed according to product for easy reference.

Cost of the book is \$3.00 for a single copy and \$1.50 each for additional copies.

Orders should be directed to NAMA, 7 South Dearborn Street, Chicago 3, Illinois.

Canteen's ABT Currency Changer Part Of Tele-Trip's Insurance Vender

CHICAGO—A new flight insurance vending machine, first on the market to be operated by dollar bills as well as quarters, has been developed by Tele-Trip Co., Inc., in cooperation with AC Automatic Services, Inc., a subsidiary of Automatic Canteen Company of America.

Dispensing flight insurance for the Mutual of Omaha Insurance Co., at Chicago's O'Hare International Airport, the new unit accepts one dollar bill and quarters in any combination.

Installation of the dollar bill mechanism, a device pioneered by A.B.T. Manufacturing Co., Rockford, Ill., now part of Automatic Canteen, vastly increases the sales potential of the insurance vending machine, according to Irvin M. Lemon, vice president of Tele-Trip.

He reported that field tests of the new machine in various airports disclosed that the average sale per customer increased substantially after the dollar bill feature was added. The handiness of accepting dollar bills overcomes all previous limitations imposed by shortage of change, he added.

The Tele-Trip machine permits the insurance purchaser to fill out an application, deposit his money, insert the policy into the machine—which automatically validates the policy and retains a copy—and removes the remainder for sealing and mailing.

Built-in detection devices within the unit prevent its operation by counterfeit money, foreign currencies, and U.S. bills of higher than one dollar denomination.

PM Cash Prizes To 35 Vending Servicemen

CHICAGO—The winners in the \$5000 Commander Sweepstakes, sponsored by Philip Morris Inc., were announced recently at the Sheraton Towers Hotel. The \$1000 First Prize in the Sweepstakes went to Ballard Henry, who is with the Merchants Vending Company of Quincy, Illinois. Philip Morris Inc., which manufactures and distributes king size Philip Morris Commander, Marlboro, Alpine, Parliament, Benson & Hedges, and Philip Morris regular cigarettes, offered 35 separate cash awards to authorized vendor servicemen across the nation for promotional efforts in the introduction of Philip Morris Commander.

Shown here at the officially notarized Grand Drawing are (left to right): Jack Prokop, Manager of Vending Sales for Philip Morris Inc.; Thomas Hungerford, Executive Director of the National Automatic Merchandising Association, who selected the winners; and Mrs. Lori Rivera, the Notary Public who au-

thenticated the drawing. Second and Third Prizes of \$500 and \$300, as well as thirty-two \$100 awards also were won in the Sweepstakes, which were conducted by Philip Morris Inc. in cooperation with the N.A.M.A.



Liquid Lunch Via Vender Sets Well With Diet-Conscious

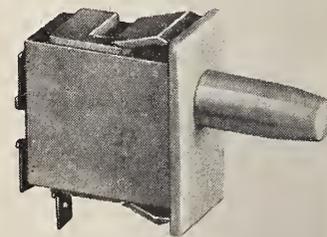
NEW YORK—E. J. Korvette's 46th Street pharmacy, between Madison and Fifth Avenues, became an east side health spa last week when an automatic vending machine began dispensing low-calorie liquid luncheons to shoppers and office workers. The machine is a specially-designed unit exclusively adapted for this purpose by Automatic Cafeterias for Industry. For 25¢, the unit delivers a chilled and aerated 225 calorie liquid lunch in an eight ounce container.

Automatic Cafeterias installed the first of the machines in Macy's Herald Square last May 18th on a 30-day trial basis. The vending unit, still in operation there, has become a standard feature of the store.

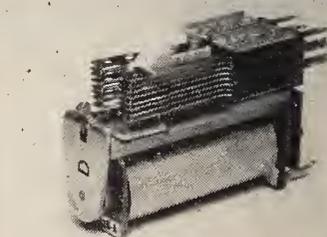
At Macy's, some 2,000 patrons queue up for their dietary lunch each week. The unit is in the 7th Avenue store's religious goods department on the street floor.

The Korvette machine dispenses its "KorVal" while the Macy unit uses its own brand liquid.

NEW PRODUCTS



LOW - COST SNAP - ACTION SWITCH requires less than one inch of behind-panel space—rated at 10 amps, 250 volts AC, 1/4HP at 125 V AC. Minn. Honeywell, Freeport, Ill.



ARMATURE PIVOT ELIMINATES AIR GAP gives Type 3000 relay highly efficient magnetic circuit of improved sensitivity. ELLIS & FROWD, 817 West End Ave., NYC.

FROM AUSTRALIA, TO MALAYA, TO JAPAN

Gisser Surveys The Export Scene

CLEVELAND — Morris Gisser, veteran coinman of many years serving the domestic and the foreign markets, has made a study of the foreign importation of coin-operated equipment and in researching this constantly changing market has come up with several interesting comments regarding some little known markets. In addition to the European market which Gisser himself has traveled extensively, the Cleveland Coin Machine firm which he heads also specializes in shipments going in the other direction—to the Orient. Many Japanese arcades, for instance, are equipped with machines from Gisser's extensive inventory. All types of machine are handled by the Cleveland firm and its market is actually the world. Following are some of Morris Gisser's remarks resulting from a study of this export market:

"The foreign market, as much as it may be surprising to most people, is far from being unexplored. Today there is hardly a country on the face of the free world, that does not have coin machines in one form or another. It is most amazing, as we have been receiving inquiries from seldom heard of places, such as reach back into the dim memories of our school days, that

we knew only existed on the geography map, and to find that there are operators already existing there. Of course some of the equipment in their possession are extremely antiquated, dating back as far as 15 years or more, and their desire seems to be to upgrade their equipment. This condition was due that up until now, there was extreme difficulty in securing permits and licenses, as well as the exchange of currency permitted only on necessities. In many cases Music Boxes and other types of coin-operated equipment were listed as Luxury Items, a condition which is fast disappearing. A number of our foreign customers were permitted to operate only Scales, some Music Boxes and others Vending machines.

It is amazing to note the trend that this Industry is taking. Many large concerns, who in the past have devoted their imports to heavy electronic equipment, now consider the coin machine industry a very extremely important factor. The outlook for the coin machine industry in the foreign markets is extremely promising, and we look forward to double our exports for this coming year."



The equipment above and below is presently on location in Australia and in Malaya arcades and is the result of shipments of machines from Cleveland Coin Machine Exchange.



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Photos of Post-War Phonographs appear on
Pages 8, 9, 10, 11 and 12.

Phonograph Distributor Lists appear on
Pages 26, 27, 28, 29 and 30.

Sam Stern Off To Europe



SAM STERN

CHICAGO—Sam Stern, president of Williams Electronic Manufacturing Company, this city, embarked Friday, July 28, for a whirlwind tour throughout most of Europe visiting the firm's customers and other markets on the continent. He will spend a minimum of two weeks on the junket.

Jack I. Baigelman, general sales manager of Williams Electronic Mfg., and a specialist in export sales, advised that the coin machine firm is already enjoying appreciable increases in foreign trade since this phase of Williams' operation was instituted to a greater degree two months ago. Indications are that this increase will continue to grow accordingly, according to Baigelman.

NAMA—Slug Hearings

(Continued from page 49)

Candy Company, Columbus, Georgia; W. H. Young, Jr., Georgia Automatic Merchandising Council; W. M. Cheat-ham, Coca Cola Company, Atlanta.

Representatives of telephone company interests and of American Bottlers of Carbonated Beverages also filed statements.

Models of bill changing machines were put on display by ABT Manufacturing Company and National Rejectors, Inc.

Rep. E. L. Forrester is chairman of the House subcommittee, while Sen. Long chairs the subcommittee in the Senate.

Frantz "New Frontier" Games Moving Strong

CHICAGO—John F. Frantz, head of J. F. Frantz Manufacturing Company of this city, advised last week that his "New Frontier" pistol-target amusement game is selling very well.

The game which features moving targets is completely mechanically operated, requiring no electricity. It also features an army type automatic pistol.

Frantz stressed the fact that operators will be pleased to know that there are no wire, no electrical systems, and no engineering know-how or service tools required in servicing "New Frontier."

This amusement game, as well as other Frantz amusement devices, was temporarily delayed in production recently due to a weekend fire in the building which damaged the plant facilities.

"However," Frantz said, "we la-

bored long and hard the past few weeks to bring the factory back into full production. We now can ship plenty of merchandise immediately."

Excellent location possibilities, according to Frantz, include dime stores, variety stores, bowling alleys, arcades, department stores, drive-ins, and many other types of locations. "New Frontier" is priced low enough. Frantz concluded, for the operator to immediately realize a profit in its operation on location.

Estelle Bye A Grandmother!

CHICAGO—Here's a hint that time flies! Estelle Bye, Marvel Manufacturing Company, this city, announced quite happily last week that she is now a grandmother.

The eight and a half pound baby boy, Russell Allen, was born here July 21.

Ditchburn Denies Juke Saturation In England, Points To Wide Open Field In Background Music, Condone Phono Rentals

LONDON—Mr. Norman Lever, General Manager of Ditchburn Equipment Ltd., sole distributors of Seeburg in the U.K. was invited by Cash Box to express his views on the music scene over the past 12 months. He writes as follows:

The year 1960/61 has undoubtedly seen a further expansion of the British phonograph market. All too many people are hazarding guesses about its size and the rate of its growth, mostly misinformed people, and I hesitate to join their ranks. But under no circumstances can it be said that saturation point has been reached. There are still many thousands of locations in which phonographs have not so far been operated. True, a vast number are temporarily closed to operators for a variety of reasons and unfortunately, also, the bad behaviour of a minority of teenagers is sufficiently serious to persuade some magistrates to refuse music licences, but in most cities, towns and districts good sense prevails on the Bench and the position cannot be said to be more difficult than it has always been.

That the market will continue to expand this year is beyond doubt but at January's Amusement Trade Exhibition in London there were definite signs of a slackening off in interest. Whether or not this was entirely due to money being diverted to the purchase of fruit machines and semi-gambling type coin machines, the use of which having recently been made legal in certain classes of establishment, is hard to say but it is possible many phonograph operators have added this type of equipment to their routes to the exclusion of additional phonographs.

The year has witnessed the closing of several phonograph distributing and operating firms. In the main they have paid the penalty of either loose business dealings, particularly in relation to hire purchase transactions, or bad business methods. The industry will be better off for their departure but in two cases in particular a lot of damage was done both by way of adverse press—publicity and a hardening in the attitude of hire purchase companies towards phonograph transactions. Many thousands of pounds had previously flowed from the Finance Houses to cover phonograph purchases without due regard to the purchasers' financial standing. This was the current Band-wagon and everybody wanted to ride. Now the situation has changed drastically. Only operators of real worth will in future be made welcome at the hire purchase door. And what a good thing too.

During the year the Performing Right Tribunal gave decisions which clarified and, at the same time, strengthened the positions of the Performing Right Society and Phonographic Performance Limited, the two bodies whose licences operators must obtain if they wish to perform recorded music in public. The Phonograph Operators Association (the equivalent of America's M.O.A.) was prominent in one appeal but despite a hard fought case the appeal was lost and as an indirect result, operators are now called upon to pay increased licence fees.

The annual General Meeting of the Phonograph Operators Association held in March was sparsely attended,

LOU DUNIS TAKES SEEBURG IN OREGON

CHICAGO—The Seeburg Sales Corporation is appointing Dunis Distributing Company, 1003 S. W. Front Street, Portland, Oregon as Seeburg distributors of Coin-Operated Phonographs and Vending equipment. Dunis will cover the entire State of Oregon plus southwestern Washington.

reflecting the lack of interest many operators show in their Association. This is perhaps not an uncommon feature of Trade Associations but it is none the less lamentable because this Association could be of especial benefit to its Members because of the complex nature of the industry.

Most of Britain's phonographs are now imported from America, although a considerable number still originate from the Continent of Europe, particularly from Germany. My company buys from both sources. We are, of course, sole distributors of the Seeburg in the U.K., an association which we find to be particularly happy and profitable. This is not to suggest that all the virtues lie in the machines from America and certainly the European machines market at very attractive prices. But no matter what the quality and the price of a phonograph the siting of it now calls for a higher degree of salesmanship. Unfortunately, too much business is still being sought at cut price terms but more and more location owners have grown to associate cut price terms with bad service and now the operator who stands fast is beginning to reap his just reward.

Diversification is now widely practised. Most operators with a coin machine background now handle many types of amusement and gambling equipment but so far very few have moved as logically towards Background Music. Here is a completely unexplored and unexploited market and certainly one offering more stable conditions. My company now has a growing Background Music Division, one leg of which is provided by the excellent Seeburg 1000 Background Music machine, a fine instrument with many unique and highly attractive features. One day we consider this Division will match, if not beat in size, our already extensive phonograph business. Other operators might benefit from an investigation of the possibilities of background music, especially if they do really claim to be offering a music service.

Thinking to the future, with much of the cream having been skimmed off the phonograph operating milk, it is now certain that only those firms who are prepared to operate on sound business lines will survive for any length of time. All operators have for some time been battling against rising costs and falling collections and my own company, always to the fore in the phonograph industry, has counter-attacked by developing a different approach to phonograph operating. Gone is the front money with the profit share split and in its place is the fixed rental on a 4 year contractual basis, the rental being paid by Bankers Order this obviating the necessity for regular cash collection visits. Not every operator will benefit by adopting the rental plan but undoubtedly it should be examined by all because of its obvious safeguards. Location owners like it. It gives the feeling of self-ownership without financial outlay or the worry of operating a machine of their own. It offers security of tenure in the location and the location owner has the guarantee of continuing service. (After all, he knows that any operator who offers a long-term contract must be in business not just for today but for tomorrow and lots more tomorrows, too.) It affords operators a regular income and allows them not only to plan ahead but also to provide proper service facilities, to employ good staff and to use good equipment. The rental plan properly organized and rigidly applied will help to raise the standard of phonograph operating to a much higher level to the extent where customer and operator are really in partnership both with a stake in the fairly long-term future. The phonograph industry cries out for stable conditions. The answer lies in the use of rental contracts.

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Reprinted from the January 28, 1961 Issue of The Cash Box

Note: The editorial reprinted here has been repeated because of the intense reader reaction which resulted from its initial appearance. To date, several hundred requests have been received for copies of the Location Contract, as outlined here. We have therefore published it again in the interests of the coin machine operator. Copies of this contract are available on request.

The Location Contract

Time was when an operator installed a machine, serviced it, and assumed that the location was his, to remain so for an indefinite length of time. The nature of the operating business didn't necessarily demand that the operator protect himself against the loss of a location. Locations were plentiful and the majority of them were demanding machines.

However, times change and this situation has indeed changed like everything else. More machines, more operators, but less locations have led to a situation that can be described in one word—saturation.

This saturated condition logically leads to strong competition and the operator has nothing to protect against the loss of a location other than the presence of his machine as installed—and this, of course, is not enough. Locations go with the firm offering new machines, more money, larger loans and/or larger bonuses. There isn't too much that can be done when this happens—unless there is a signed agreement between the operator and the location owner in the form of a contract and one which must stand up in courts. Of course, there's nothing like top flight service and a close personal relationship with the location owner. But the contract is the only guarantee an operator has of retaining his investment and the sooner he realizes this the better off his business will be.

It's amazing the number of coinmen making larger investments each day without protecting themselves against such damages. The location contract used by the Music Operators of New York has been upheld in court on dozens of different occasions. Operators losing locations but winning the case have been awarded the location with the machine re-installed. In some instances damages are also awarded the operating firm.

The MONY contract features an arbitration clause which was drawn up about two years ago by Morton Singer, a New York attorney, in conjunction with the Commercial Arbitration Tribunal of the American Arbitration Association. The contract has been upheld in sections of the country serviced by AAA.

Advantageous features of this particular contract warrant the attention of every operator and association in the country. A good example of the advantages is the waiting time under the AAA clause—30 to 60 days. The Supreme Court's crowded calendar has held up hearing of similar disputes for two years. The contract has been recognized as a fool-proof document in the courts. It insures against the loss of locations when there is evidence in favor of the operator and it assures him of greater opportunity in securing and holding locations.

Copies of this contract have been available through our New York office ever since it was legally tested. Reprints are still available, free of charge, to any interested member of the coin machine industry.

Happy Birthday This Week To:

Geo. A. Miller, Oakland, Calif. ... Jerry Harris, Omaha, Nebr. ... Kenneth Ferrier, Oxnard, Calif. ... W. H. Cooper, Augusta, Ga. ... Mrs. Mary H. Hughes, Ladoga, Ind. ... Wm. Betz, St. Louis, Missouri. ... Donald W. McFarland, Galesburg, Ill. ... Mike Imig, Yankton, S.D. ... Edward H. Newell, Memphis, Tenn. ... David Berson, Harrisburg, Pa. ... Robt. Mishelow, Hempstead, N.Y. ... John McNeil Flowe, Sr., Greenwood, S.C. ... Arthur R. Berg, Fairmont, Minn. ... Joseph Mangone, Miami, Fla. ... Leonard J. Goldstein, Cincinnati, Ohio. ... Wm. J. Barnett, Selma, Ala. ... J. M. Flowe, Greenwood, S.C. ... Muriel Casola, Chgo., Ill. ... John J. Hourihan, Glendale, Ariz. ... Irvin W. Weiler, Kansas City, Mo. ... Dave Stern, Eliza., N.J. ... Mac Mohr, B.A., Calif. ... J. A. Weinand, Chgo., Ill. ... Harry Stern, Phila., Pa. ... Taft E. Odder, Slidell, La. ... Lew Wolf, Snyder, N.Y. ... James L. Morris, K.C., Kansas. ... Alfred J. Judy, Converse, Ind. ... Wm. C. Knight, Monroe, La. ... Sam Mided, Chgo., Ill. ... Bernard H. Ryan, Nashville, Tenn.

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UNION BELGE DE L'AUTOMATIQUE,
146 Rue de Merodestraat, Bruxelles. Mr. Alex Van de Wege.

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Foreningen AF Fabrikanten Og Opstillere AF Musikautomater
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Lyskaer, 8, Herlev-Copenhagen. Mr. Edwin Jensen.

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Federation Francaise Des Exploitants et Commerçants de L'Automatique.
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Syndicat National Des Professionels De L'Automatique
104, Boulevard de Clichy, Paris. Mr. Charlot.
Syndicat National Des Importateurs-Exportateurs D'Appareils Auto-
matiques.
1, Quai de Grenelle, Paris, 15e. Mr. Gaillard.

GERMANY

Z.O.A. Zentralverband Der Organisationen Des Deutschen Automaten—
Auf Stellgewerbes.
Gluckstrasse, 7, Frankfurt/Main. Mr. Willy Muller.
V.D.A.I. Verband Der Deutschen Automaten-Industrie E.V.
Lietzenburger Strasse, 36, Berlin W.15. Mr. Gunter Wulff.
D.A.G.V. Deutscher Automaten-Grosshandels-Verband E. V.
Grosse Backerstrasse, 3, Hamburg 1. Mr. Helmut Neuberg.
Verband Der Deutschen Automaten-Sport und Spielhallen Besitzer
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Bliesstrasse (Neubau) Neunkirchen. Mr. Karl Feis.
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Amusement Trades Association
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P.O.A. The Phonograph Operators Association.
76B, Rochester Row, S.W.1. Mrs. L. Shaw.

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ELECTRONIC INDUSTRIES CORPORATION

MONTREAL, QUEBEC, CANADA
ALL OF CANADA

F. A. B. DISTRIBUTING CO.

NEW ORLEANS, LA.

HERMITAGE MUSIC CO.

NASHVILLE, TENN.

B. D. LAZAR CO.

PITTSBURGH, PA.

LESTOURGEON DISTRIBUTING CO.

CHARLOTTE, NORTH CAROLINA
COLUMBIA, SOUTH CAROLINA

LIBRA DISTRIBUTORS

NEW YORK CITY

MID-WEST DISTRIBUTORS

KANSAS CITY, MO.

PARKWAY MACHINE CORPORATION

BALTIMORE, MARYLAND

ROANOKE VENDING MACHINE

EXCHANGE

RICHMOND & BRISTOL, VA.
CHARLESTON, WEST VIRGINIA

ROBINSON DIST. CO.

ATLANTA, GEORGIA

ROYAL DISTRIBUTORS, INC.

CINCINNATI, OHIO

GERALD SHEAFOR

MINNEAPOLIS, MINN.

SANDLER DISTRIBUTING CO.

MINNEAPOLIS, MINN.
DES MOINES, IOWA

SOUTHERN AUTOMATIC MUSIC CO.

INDIANAPOLIS, INDIANA
LEXINGTON & LOUISVILLE, KENTUCKY

SOUTHERN MUSIC DIST. CO.

ORLANDO, JACKSONVILLE &
MIAMI, FLORIDA

STANDARD AUTOMATIC DIST. CO.

LITTLE ROCK, ARKANSAS
MEMPHIS, TENN.

STRAUSS VENDING MACHINE CO.

BOSTON, MASS.

FRED STUMM

PHILADELPHIA, PA.

BILL WILLIAMS DISTRIBUTING CO.

HOUSTON & SAN ANTONIO, TEXAS

UNITED DISTRIBUTORS

WICHITA, KANSAS

TRI-STATE DISTRIBUTING CO.

CHATTANOOGA, TENN.

WEYMOUTH DISTRIBUTING CO.

LOS ANGELES, CALIFORNIA
SEATTLE, WASHINGTON
PORTLAND, OREGON
MISSOULA, MONTANA
SALT LAKE CITY, UTAH
DENVER, COLORADO
TUCSON, ARIZONA

FAESSLER AUTOMATEN A.G.

ZURICH, SWITZERLAND
AUSTRIA, GERMANY

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(Direct Factory Representatives)

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NEW YORK, N.Y.
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Victor Vending

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42 Fairbanks St. N.W.

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JOBBERs and DISTRIBUTORS

LISTED BY STATES

ALABAMA

Birmingham
Birmingham Vending Co., 540 2nd Ave., N.
H. C. Clarkson, 2003 Crestmont Dr.
Jefferson Music Co., 19th & 7th
Wolfe Dist. Co., 2003 Crestmont Dr.

Montgomery
Franco Novelty Co., 24 N. Perry St.

ALASKA

Anchorage
M. J. Stanley Co., P.O. Box 256

Fairbanks
Alaska Music Co., Box 1234

ARIZONA

Phoenix
Arizona Amusement Co., 1030 Grand Ave.
Canyon States Dist. Co., Inc., 1458 E. Van
Buren St.
City Music Co., 4502 N. 32nd St.
Copper State Amusements, 921 N. 6th St.
Garrison Sales Co., 1000 W. Washington
Minthorne Music Co., 923 E. McDowell
Valiant Amuse., Inc., 3129 E. McDowell Rd.

Safford
Gila Elec. & Music Co., 406 Main St.

Tucson
Arizona Amusement & Vending Co., 848 No.
4th Ave.
Canyon States Dist. Co., 301 E. 7th St.
Falcon Auto Inc., 2127 E. 14th St.
Paul W. Hawkins, 329 E. 7th St.

ARKANSAS

Fayetteville
Tri-State Sales Co., 315 Rollston St.

Little Rock
Little Rock Amusement Co., 105 W. 13th St.
Standard Aut. Dist. Co., 805 Broadway

CALIFORNIA

Los Angeles
Badger Sales Co., Inc., 2251 W. Pico Blvd.
Irving Bromberg Co., 8213 1/2 W. 3rd St.
R. F. Jones Co., 1269 So. Figueroa
Duarte Int. Sales Co., 835 E. 31st St.
The Seeburg Dist. Co., 2920 W. Pico Blvd.
C. A. Robinson & Co., 2301 W. Pico Blvd.
Paul A. Laymon, Inc., 1429 W. Pico Blvd.
Simon Dist. Co., 2833 W. Pico Blvd.
The Wurlitzer Co., 2940 W. Pico Blvd.

San Francisco
Advance Automatic Sales Co., 1350 Howard
St.
Emarcy Dist. Co., 348 Sixth St.
Golden Gate Novelty Co., 2293 Mission St.
Huber Dist. Co., 1118 Howard St.
R. F. Jones Co., 240 Shotwell St.
Nobro Novelty Co., 142 Dore St.

Santa Rosa
Coin Machine Service, Inc., 422 Wilson St.

Turlock
Patton Music Co., 132 So. Center St.

COLORADO

Denver
Draco Sales Co., 2005 W. Alameda Ave.
R. F. Jones Co., 1314 Pearl St.
Midwest Music Co., 3850 Mattposa St.
Modern Dist. Co., 3222 Tejon St.
Mountain Distributors, 3630 Downing St.
Thompson Dist. Co., 1314 Pearl St.

CONNECTICUT

Hartford
Atlantic New York Corp., 171 Park Ave.
General Amusement Game Co., 187 Park St.
Reliable Coin Machine Co., 184 Windsor St.
Wynyon Sales Co., 231 Windsor St.

FLORIDA

Jacksonville
Bush International, Inc., 60 Riverside Ave.
Southern Music Dist. Co., 2465 Harper St.
Taran Dist., Inc., 90 Riverside Ave.
Wolfe Dist. Co., 310 Riverside Ave.

Miami
All Coin Amusements 2495 N.W. 77th Ter.
Bush International, Inc., 286 N. W. 29th St.
H. & G. Novelty, 440 S. W. 8th St.
Eli Ross Dist., Inc., 2455 N. W. 77th Ter.
Schwartz Dist. Co., 1800 S. W. 17th St.
Southern Music Dist. Co., 412 S.W. 8th Ave.
Supreme Dist., Inc., 418 SW 8th Ave.
Taran Dist., Inc., 3401 N. W. 36th St.

Orlando
Southern Music Dist. Co., 503 W. Central
Ave.
S. L. Stiebel Co., Inc., 635 W. Main St.

GEORGIA

Atlanta
Friedman Amusement Co., 635 Boulevard,
N.E.
G. K. Gabrielson The, 724 Memorial Dr.,
S.E.
Peach State Music Co., 130 Boulevard N.E.
Robinson Dist. Co., 335 Edgewood Ave., S.E.
Sparks Specialty Co., 104 Edgewood Ave.,
N.E.
Variety Dist. Co., 585 Grant St., S.E.

Macon
Heath Dist., 3253 Vineville Ave.
Peach State Music Co., 624 New St.

HAWAII

Honolulu
Intl. Traders, Ltd., 1728 Kapiolani Blvd.
R. F. Jones Co., 841 Halekauwila
Service Games, Inc., 210 Mokaeua St.

Wahiawa, Oahu
Auto. Vend. Mach. Co., P.O. Box 186

IDAHO

Pocatello
Dan The Music Man, 1229 N. Main St.

ILLINOIS

Chicago
Allied Coin Mach. Co., 2646 W. Pratt
All State C. M. Exch., 3830 No. Sheffield
Ave., Chgo. 13, Ill.
AMI Sales Co., 6219 N. Ravenswood Ave.
Atlas Music Co., 2122 N. Western Ave.
Champion Dist. Co., 3451 N. Milwaukee
Coven Music Corp., 3181 Elston Ave.
Donan Dist. Co., 2633 N. Milwaukee Ave.
Empire Coin Machine Exch., 1012 Milwaukee
Ave.
First Dist. 1748 W. North Ave.
Globe Dist. Co., 1623 N. California Ave.
Merit Industries, 7312 So. Halstead St.
Monarch Coin Machine Co., 2257-59 N. Lin-
coln Ave.
National Coin Machine Exch., 1411-13 Diver-
sey Bl.
Purveyor Dist. Co., 4324 N. Western Ave.
Tower Dist. Co., 1725 W. Division St.
Trans-World Trading Corp., 185 N. Wabash
Ave.
World Wide Dist., Inc., 1142 S. Wabash Ave.

Moline
Hallgren Dist Co., 1626 3rd Ave.

Rockford
Midwest Dist. Co., 208 N. Madison St.

INDIANA

Evansville
Automatic Amusement Co., 1000 Pennsylv-
ania St.
Carl J. Speis Co., 1000 W. Penna.
S. L. Stiebel Co., 12-16 N.W. 6th St.

Fort Wayne
General Sales Co., 1416 S. Calhoun St.
Lee Sales Co., Inc., 1815 S. Lafayette

Indianapolis
Associated Dist., Inc., 210 S. Meridian St.
Calderon Dist., Inc., 433 N. Alabama
Lew Jones Dist. Co., 1301 N. Capitol
J. & J. Dist., 1327 North Capitol Ave.
Sicking Co., 1312 N. Capitol Ave.
Southern Automatic Music Co., 717 N. Capi-
tol, Ave.
Fountain Square Music, 1117 Prospect

IOWA

Des Moines
Philip Moss & Co., 1120 Walnut
Sandler Dist. Co., 110 11th St.
Superior Sales Co., 1337 2nd Ave.

Dubuque
Dubuque Coin Machine Co., 1456 O'Hagen
St.

KANSAS

Manhattan
Bird Music Co., Inc., 126 Poyntz Ave.

Wichita
United Dist., Inc., 902 W. Second

KENTUCKY

Lexington
Southern Automatic Music Co., Inc., 1535
Delaware Ave.

Louisville
B. B. Novelty Co., Inc., 717 W. Main
H. M. Branson Dist. Co., 811 E. Broadway
Co-operative Dist. Co., 219-221 E. Market St.
Ohio Specialty Co., Inc., 529 S. 2nd
Southern Automatic Music Co., Inc., 735 S.
Brook St.
S. L. Stiebel Co., Inc., 635 W. Main St.

(Continued on page 58)

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JOBBERs and DISTRIBUTORS

(Continued from page 57)

LOUISIANA

New Orleans

A. M. Amusement Co., 550 S. Broad St.
A.M.A. Dist., Inc., 500 Magazine St.
C. & M. Specialty Co., 832 Camp St.
Coin Mart, 1055 Baronne St.
Crown Novelty Co., Inc., 1055 Baronne St.
The Double A Amuse. Co., 341 N. Galvez St.
F. A. B. Dist. Co., 1019 Baronne St.
General Dist. Co., 1609 Orleans Ave.
Lynch & Zander, 7228 Earhart Blvd.
New Orleans Novelty Co., 115 Magazine St.
J. H. Peres Dist. Co., 922 Poydras St.
Space Dist. Co., Inc., 712 Clairborne Dr.
Wolfe Dist. Co. Inc., 832 Baronne St.

Shreveport

S & H Novelty Co., 1550 Bolinger

MARYLAND

Baltimore

A. & A. Coin Machine Co., 715 Ensor St.
Chris Novelty Co., 2330 Hollins St.
Double-U Sales Corp., 2515 Frederick Ave.
East Coast Music Co., 700 S. Hanover St.
Eastern Dist., Inc., 140 Mt. Royal Ave.
Eastern Vend. Sales Co., Inc., 227 E. Biddle St.
General Vending Sales Corp., Howard and Biddle Sts.
Hub Enterprises, Inc., 2216 Division St.
Roy McGinnis Co., 2322 N. Charles St.
Parkway Machine Co., 715 Ensor St.
Premier Coin Machine Dist., Inc., 1907 Tadcaster Rd.
State Sales & Ser. Corp., 1005 E. Baltimore
Winters Dist. Co., 2612 Hartford Road

MASSACHUSETTS

Boston

Atlas Distributors, 1024 Commonwealth Ave.
Intl. Vending Corp., 1028-A Commonwealth Ave.
Trimount Coin Machine Co., 40 Waltham St.
The Wurliizer Co., 78 Brookline Ave.

Brighton

Redd Dist. Co. Inc., 126 Lincoln St.

Newton

Commonwealth Music Corp., 237 Washington St.

MICHIGAN

Buchanan

Fabiano Amuse. Co., 109 Liberty Ave.

Dearborn

Martin and Snyder & Co., 12727 W. Waeser

Detroit

Angott Dist. Co., 2616 Puritan Ave.
Empire C.M. Ex., 7743 Puritan Ave.
Fabiano Dist. Co., 7001 Fenkell Ave.
Gay-Coin Distributors, 4866 Woodward Ave.
Henry C. Lemke, 1047 E. Grand Blvd.
Miller-Newmark Dist. Co., 5743 Grand River
Music Systems, Inc., 14561 Livernois

Grand Rapids

E. & R. Sales Co., 1732 Monroe, N.W.
The Miller-Newmark Dist. Co., 42 Fairbanks, N.W.

Kalamazoo

King-Pin Equipment Co., 826 Mills St.

Lansing

Music Systems, Inc., 812 Hamilton

Pontiac

Wolverine Entertainers, Inc., 1782 Pontiac Dr.

St. Ignace

Henry Nelson, St. Ignace, Mich.

MINNESOTA

Duluth

Twin Ports Sales Co., 226 Lake Ave., So.

Faribault

Gopher Sales Co., 601-603 Central Ave.

Minneapolis

Atlas Sales Co., Inc., 720 S. 4th St.
Lieberman Music Co., 257 Plymouth Ave., N.
S. L. London Music Co., Inc., 2605 Hennepin
Sandler Dist. Co., 405 Plymouth Ave., N.

St. Paul

Automatic Games Supply Co., 1934 University Ave.
Mayflower Dist. Co., 2227 University Ave.
Midwest Novelty Sales Co., 777 University Ave.
Paster Dist. Co., 2227 University Ave.

MISSISSIPPI

Biloxi

United Novelty Co., Inc., Box 126

Greenwood

LeFlore Music Co., 712 George St.

Jackson

Capitol Music Co., 135 E. Amlte St.
United Dixie Co., Inc., 106 Minerva St.

MISSOURI

Kansas City

Advance Music Co., 1606 Grand Ave.
Automatic Coin Machine Co., 13 W. Linwood
B&G Amusement Co., 3113 Gillham Rd.
Central Distributors of Kansas City, 2805 Main St.
Mid-West Dist., 709 Linwood Blvd.
Sutherland Dist. Co. Inc., 1331 Cherry St.
Uni-Con Dist. Co., 3410 Main St.
W. B. Music Co., Inc., 2900 Main St.

St. Louis

Arrow Nov. Co., Inc., 2852 Sidney St.
Brandt Dist. Co., Inc., 1809-11 Olive
Central Dist., 2315 Olive St.
Geo. Glass Dist. Corp., 1901 Delmar Blvd.
Ideal Novelty Co., 2823 Locust St.
McCall Novelty Co., 2315 Olive St.
Midwest Dist. Co., 2642 Olive St.
J. S. Morris & Sons Novelty Co., 4722 Delmar
Morris Novelty Co., Inc., 3007-09 Olive St.
Musical Sales Co., Inc., 2334 Olive St.
Reel Dist. Co., 4910 National Bridge
Rite-Way Distrib., 1916 Washington Ave.
J. Rosenfield Co., 4701 Washington Blvd.
W. B. Dist., Inc., 1012 Market St.

Lemay

NBC Distributing Co., 780 Lemay Jerry Rd.

MONTANA

Billings

Direct Sales Co., 2513 Montana Ave.

Bntte

H. B. Brinck, 825 E. Front St.

Havre

Pete L. Weyh Co., P.O. Box 927

Helena

Capitol Music Co., 22 South Main

NEBRASKA

Omaha

Central Music Dist. Co., 1209 Douglas St.
H. Z. Vending & Sales Co., 1206 Douglas St.
Lieberman Music Co., Inc., 809 So. 25th St.
United Products, 201 So. 13th St.

NEW JERSEY

Elizabeth

Seacoast Dist., Inc., 1200 North Ave.

Newark

Atlantic New York Corp., 772 High St.
Irving Morris, Inc., 145 Frelinghuysen Ave.
Runyon Sales Co., 221 Frelinghuysen Ave.
R & Y, 131 Clinton Ave.

Union City

Betson Enterprises, 1706 Manhattan Ave.

NEW MEXICO

Albuquerque

Border-Sunshine Nov. Co., 2919 4th St., N.W.

Las Cruces

Consolidated Music Co., 1062 No. 7th St.

NEW YORK

Albany

Bilotta Dist. Co., 1226 Broadway
Davis Dist. Co., 1056 Broadway
Greco Bros. Amuse. Co., Inc., 1288 B'way.
Odo, Inc., 1100-02 Broadway
Universal Vendors, 788 Broadway

Binghamton

Binghamton Amusement Co., Inc., 221 Main St.

Brooklyn

American Vending Co., 2684 Coney Island Ave.
Herman Dist. Co., Inc., 1505 Coney Island Ave.
J. Schoenbach, 1647 Bedford Ave.

Buffalo

Clare Enterprises, Inc., 5428 Main St.
Davis Dist. Corp., 1231 Main St.
Franklin Sales Corp., 265 Franklin St.
Sheldon Sales, Dist. Inc., 831 Main St.
N. J. Steinke Co., 731 Main St.

Elmira

Joy Automatic, 108 E. Church St.

Glasco

Greco Bros., Box 94

Glen Falls

Witham Enterprises & Asso., 20 Cunningham Ave.

Hudson Falls

Henry C. Knoblauch & Sons, 7 Broad St.

Newark

Bilotta Dist. Co., 224 N. Main

New York

Atlantic New York Corp., 843 Tenth Ave.
Libra Dist. Corp., 652 Tenth Ave.
Dave Lowy & Co., 592 Tenth Ave.
Mike Munves Corp., 577 Tenth Ave.
Runyon Sales Co., 593 Tenth Ave.
Seaboard New York Corp., 843 Tenth Ave.
Albert Simon, Inc., 587 Tenth Ave.
United East Coast Corp., 583 10th Ave.
West Side Dist. Corp., 612 Tenth Ave.

Rochester

Davis Dist. Dist. Corp., 317 Alexander St.
Flower City Amuse. Co., 151 University Ave.

Syracuse

Davis Dist. Corp., 738 Erie Blvd., E.
Rex-Bilotta Dist. Co., 821 S. Salina St.

Utica

Victor Conte, 1001 Lansing St.

Great Neck

L. I. National Sales, 243 N. Blvd.

NORTH CAROLINA

Charlotte

Brady Dist. Co., 1900 W. Moorehead St.
LeSturgeon Dist. Co., Inc., 2828 South Blvd.
The Seeburg Dist. Co., 801 S. Cedar St.

Durham

Steel Music Co., 218 E. Parrish St.

Fayetteville

Music Dists., Inc., 213 Franklin St.

Raleigh

Bishop Music Co., 1216 S. Saunders
Pierce Music Co., 415 East Martin

Reidsville

Trent Bros. Music Co., 708 N. Scales St.

NORTH DAKOTA

Bismarck

Dakota Music Corp., 912 Arthur Dr.

OHIO

Bridgeport

Automatic Music Co., 703 Main St.

Byesville

Vernon Yontz Sales Co.

Canton

Stark Novelty Co., 239-30th St., N.W.

Cincinnati

Bigner Music, Inc., 2345 Quebec Rd.
Marmer Dist. Co., 1856 Wynnewood Lane
Ohio Specialty Co., 29 Court St.
Royal Dist. Co., 2070 Seymour Ave.
Shaffer Music Co., 1889 Central Parkway
Southern Automatic Music Co., Inc., 1000 Broadway
T & L Dist., Inc., 1663 Central Parkway

Cleveland

Cleveland Coin Machine Exch., Inc., 2021 Prospect Ave.
Lake City Amusement Co., 4533 Payne Ave.
Monroe Coin Machine Dists., Inc., 2423 Payne Ave.
Shaffer Music Co., 2126 E. 21st St.

Columbus

Central Ohio Coin Machine Exch., 854 N. High St.
Shaffer Music Co., 849 N. High St.
University C. M. Exch., 858 N. High St.

Toledo

Cleveland C. M. Exch., Inc., 1827 Adams St.
Music Systems, Inc., 1302 Jackson Ave.
Toledo Coin Machine Exch., 814 Summit St.

Youngstown

J. & M. Novelty Co., 5555 Mahoning Ave.

OKLAHOMA

Oklahoma City

Atkins Music Co., 233 S. W. 29th St.
Automatic Music Dist., Inc., 900 N. Western Ave.
Boyle Amusement Co., 522 N. W. Third St.
Culp Dist. Co., Inc., 614 W. Grand
Dickson Dist. Co., 631 W. California Ave.
Rice Music Co., 611 N. Hudson

Tulsa

Automatic Music Co., 1214 W. Archer St.
H. W. Dolph Dist. Co. 2239 E. 6th St.

OREGON

Portland

Dunis Dist. Co., 1003 S. W. Front St.
Michael Dist. Co., 1200 S. E. Morrison
Northwest Sales Co., 1040 S. W. 2nd
Western Dists., 1226 S. W. 16th St.

PENNSYLVANIA

Erie

Mickey Anderson, 314 E. 11th St.

Harrisburg

D & L Coin Mach. Co., 414 Kelker St.

Moosic

Sterling Service, Rocky Glen Park

Philadelphia

Active Amusement Machine Co., 666 N. Broad St.
All-Vend Equip. Co., 806 N. Broad St.
Banner Specialty Co., 1221 No. 5th
Belgian Amuse. Co., 334 N. Broad St.
Block Marble Co., 1425 N. Broad St.
Central Vend. Mach. Ser. Co., 6011 F. I. more
Eastern Music Systems, 334 N. Broad St.
General Coin Machine Co., 929 Spring den St.
International Amusement Co., 808 N. Broad St.
Lehigh Specialty Co., 826 N. Broad St.
Model Dist. Co., 4830 No. Front St.
Penn Coin-O-Matic Corp., 821 N. Broad St.
Phila. Coin Machine Exch., Inc., 830 N. Broad St.
Rake Coin Machine Exch., 609 Spring den St.
David Rosen, Inc., 855 N. Broad St.
Scott-Crosse Co., 1641 N. Broad St.
S & K Dist. Co., 808 N. Broad St.
Veedco Sales Co., 2124 Market St.

Pittsburgh

Atlas Music Co., 2217 Fifth Ave.
Banner Specialty Co., 1508 Fifth Ave.
Coin Machine Dist. Co., 500 N. Craig St.
B. D. Lazar Co., 1635 Fifth Ave.
Music Dist. Co., 1945 Fifth Ave.
Oak Sales Co., 2033 Fifth Ave.
Pittsburgh Coin Machine Exch., 2203 F Ave.

Scranton

Scott Crosse Co., 1101 Pittston Ave.

Wilkes-Barre

Roth Novelty Co., 54 N. Pennsylvania Ave.

Williamsport

Williamsport Electronics and Television Co. 233-35 W. Third St.

SOUTH CAROLINA

Columbia

Friedman Amuse. Co., Inc., 2009 Main St.
G. K. Gabrielson & Co., 2608 Main St.
T. B. Holliday Co., 727 Main St.
Peach State Trading Co., Box 1482
Sparks Specialty Co., 1309 Taylor St.

SOUTH DAKOTA

Pierre

Gordon Strout, Box 4

TENNESSEE

Chattanooga

Chattanooga C. M. Co., 1820 Rossville Av
Dixie Amusement Co., 912 Houston St.
Sadikoff Sales Co., 142 No. Market St.
Shearer Amusement Co., 11 West Park

Memphis

Consolidated Amuse. Co., 1269 Madison Av
S. & M. Sales Co., 1074 Union Ave.
Sammons-Pennington Co., 1049 Union Av
Southern Amusement Co., 628 Madison Av
Standard Aut. Dist. Co., 1269 Madison Av
Williams Dist. Co., 1117 Union Ave.

Nashville

N. & N. Dist. Co., 313 Seventh Ave., S
Hermitage Music Co., 400 So. 4th Ave.
Parker Dist. Co., Box 1281
Rock City Amuse. Co., 108 Lafayette St.
Sanders Dist. Co., 415 Fourth Ave. S.
Frank Swartz Sales Co., 515-A Fourth Ave S.
T. W. Amusement Co., 3104 Clarksvil H'way

Knoxville

Roanoke Vend. Exch., Inc., 313 W. Depot Ave.

TEXAS

Dallas

Coin Machine Ex., 2416 W. Davis
Commercial Music Co., 1550 Edison
General Dist. Co., 2814 Main St.
O'Connor Co. Inc., 9030 Directors Row
State Music Dist., 3100 Main St.
Walbox Sales Co., 3909 Main St.
R. Warncke Co., 1821 Levee St.

(Continued on page 60)



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Shaffer Music Salesman Wins Seeburg Contest

COLUMBUS, OHIO—Clarence Jones is the winner of a vacation trip for himself and his wife to Puerto Rico. Jones was the top salesman in a national contest conducted by the Seeburg Sales Corporation. The contest was based on sales of Seeburg's all-new Crushed Ice Cold Drink Vendor. Jones also won a Stereo-hi-fi set in addition to the trip to Puerto Rico. He is a salesman for Shaffer Music Company, of Columbus, Cincinnati, and Cleveland, distributors of Seeburg coin-operated phonographs and vending equipment for the state of Ohio.

New Inks Announced For Pinball Circuits

CHICAGO—Conductive inks for plastics and porous boards have been made available by Advance Process Supply Co., Inc., Chicago. The ink can be used for low current electrical applications such as pin ball machine circuits.

In the case of plastics, after application of the ink, the plastic can be formed any way necessary to its use. There is practically no build-up and once the ink is properly applied, it will not flake or chip off. It maintains its conductivity regardless of how the plastic is turned, twisted, or otherwise formed. The ink is designated Advance Conductive Ink Thermo-Plastic Formulation No. EL-796. Adhesion is excellent on polystyrene, acrylic, and other plastics. Adhesion qualities on butyrate are good.

A conductive ink that has excellent adhesion qualities on most porous boards has also been made available by Advance. It is called Advance Conductive Ink Board Formulation No. EL-787. Flexibility of this ink is good.

Both of the above inks are black and their resistance per square inch screened through 8XX mesh is approximately 400 ohms. This resistance can be varied by the user as desired. A sprayed, roller coated, or screened protective coating can be used. For further information write Advance Process Supply Co., Inc., Dept. CIC, 2315 W. Huron Street, Chicago 12, Illinois.

Looking For Distributor Information?

Phonograph Distributors
Pages 26 thru 30

Games Distributors
Pages 40 thru 44

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Serving the Coin Machine Industry for 37 Years With the Finest Coin-Operated Equipment Available To the Trade

. . . . we are proud to state that our policy is known the world over—only the finest equipment available from the leading manufacturers who produce the biggest profit-makers:



The Fabulous
'Continental 2'
AMI Phonograph

featuring Stereo-Round, the most dynamic and exciting phonograph in the music operating business.

Ask about our new 33 rpm singles packages made expressly for operators of AMI Phonographs.

Our EXPORT DIVISION is proud to list the finest overseas coin machine firms among its treasured accounts. One of the reasons for our success is the service we provide with every order. When you do business with TRIMOUNT you do business with a firm that is internationally known for its extensive inventory and reliability.

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No coin machine service is complete without an extensive inventory of all types of parts and supplies for all types of equipment. We have serviced the world's coin machine markets for more than a generation with the necessary parts for coin-operated machines. Write for our vast catalog of parts, supplies, tools. No charge.

Because of the scope of our coin machine business and the nature of today's market, we stock complete inventories of used, reconditioned, and rebuilt coin machines of all models and types. Since we are now Rowe Distributors, we take in trade and stock desirable food vending machines—candy, cold drink, sandwich and many other types. This equipment is available for immediate delivery to any section of the USA or to any port in the world. Large shipments leave daily from the port of Boston. Large shipments leave daily from the port of Boston. Large shipments leave daily from the port of Boston.

We Have Served the Coin Machine Industry Since 1924 • We look forward to serving you. Write, wire or call:

TRIMOUNT AUTOMATIC SALES CORP.

40 Waltham Street • Boston, Massachusetts

Liberty 2-9480

Cable Address: TRICOIN, MASSACHUSETTS

Past 12 Months Have Been Momentous For English Coinmen

LONDON—The last 12 months has certainly been the most momentous in the history of the British coin machine industry. A year ago the New Betting and Gaming Bill was still before Parliament since when it has been passed and came into operation January 1st this year. For the first time ever the operation of gaming machines, within the limits of the law, were legalized. With the operative date fixed for January 1st the trade had known some months before precisely what form the new law would take. Therefore, during the last quarter of 1960 there was a great deal of activity on both sides of the trade preparing for it. For obvious reasons this early activity was mainly confined to the manufacturers and distributors who, first of all, had to see that the necessary equipment was available to meet the altered conditions. As up to then there had been no great manufacture of cash pay-out machines in this country, there was very considerable importation both from the United States and the continent of Europe.

On the buying side most of the activity was confined to fruit machines and other equipment intended for operation in clubs, and investment in this kind of equipment resulted in a temporary fall off in juke box sales. However, after six months operation under the new law, the feverish activity of the early stages has passed and it is now fairly quiet again. It seems that the market created by the passing of the Act has been very largely filled and the volume of sales is now back to more normal proportions. In view of this it is interesting to note that certain American firms who thought it worth while to send representatives to open London showrooms have now departed.

With the New Year came the A.T.E. and the turn of the arcade owners to indulge in their own spending spree buying equipment in preparation for the coming summer season. Once again the Cash Box had a stand at the A.T.E. and, as reported at the time, there was a remarkable number of exhibitors and visitors. Next year's Exhibition is scheduled for January 30th to February 1st again at the New Royal Horticultural Hall.

JOBBERs and DISTRIBUTORs

TEXAS (Cont'd.)

Fort Worth
Fort Worth Amusement Co., 2427 Forest Park Blvd.

Houston
Amusement Distributors, Inc., 1615 St Emanuel
H. A. Frantz & Co., 606 Dennis
H & H Dist. Co., 1820 Leland Ave.
Steele Dist. Co., Inc., 2617 Leeland
R. Warnke Co., 3445 Leeland Ave.
Bill Williams, 3300 Louisiana Ave.

Mineral Wells
Wallace Dist. Co., Box 75

Odessa
Sheffield Music Co., 140 Maple Ave.

San Antonio
Commercial Music Co., Inc., 1415 So. Flores St.
B. J. Nicholas & Assoc., 226 So. Flores St.
Pan American Sales Co., Inc., 812 S. Presa St.
Santone Sales Co., 121 Navarro St.
United Amuse. Co., 430 Main St.
R. Warnke Co., 121 Navarro St.
Bill Williams Dist. Co., 1415 So. Flores

UTAH

Salt Lake City
Mel-O-Dee Music, Inc., 712 S. State St.
J. H. Rutter, Inc., 917 South State St.
R. F. Jones Co., 127 E. 2nd So.
Dan Stewart Co., 140 E. Second South St.
Struve Dist. Co., Inc., 963 Folsom Ave.
Stewart Nov. Co., 2200 Oneida St.
Don Stewart Co., 140 E. 2nd St., So.
Thompson Dist. Co., 127 E. second South

VIRGINIA

Bayside
Old Dominion Vend. Cer., 1925 Terrace Ave.

Bristol
Roanoke Vend. Mach. Exch., Inc., 63 Commonwealth Ave.

Norfolk
O'Connor Dist., Inc. 1611 Virginia Beach Blvd.

Portsmouth
O'Connor Vending Machine Co., 624 Crawford St.

Richmond
Allen Dist. Co., 3409 West Leigh St.
O'Connor Vending Machine Co., 2318 W. Main St.
Roanoke Vend. Exch., Inc., 4930 W. Broad St.

WASHINGTON

Seattle
Ameican Shuf. Sales Co., 3144 Elliot Ave.
Michael Dist. Co., 100 Elliott, W.
Northwest Sales Co., 3150 Elliott Ave.
Puget Sound Novelty Co., 114 Elliott Ave. W.
Western Dist., 3126 Elliott Ave.

Spokane
Dunis Dist. Co., West 902 W. Second Ave.
R. F. Jones Co., 811 W. Second Ave.

Tacoma
Pacific Kiddie Ride Dist. Co., 1212 Tacoma Ave.
State Amusement Co., 1531 Broadway

WEST VIRGINIA

Charleston
Cruze Dist. Co., Inc., 1101 W. Washington St.
Roanoke Vending Mach. Ex., 625 Ohio St.

Fairmont
Mid-State Dist., 1122 Fairmont

Martinsburg
Hutzler Vend. Mach. Co., 1301 Winchester Ave.

Wheeling
Allan Sales, Inc., 930 Market St.
Tri-State Amusement, 149 18th St., Rear
Wheeling Coin Machine Exch., 2829 Eoc St.

WISCONSIN

Beloit
Dan Savage Nov. Co., 628 Third St.

Green Bay
Bookmeier Sales Co., 148 No. Chestnut St.
Feel Coin Mach. Exch., 245 Summit St.
Union Sales Co., 409 N. Adams St.

Milwaukee
Badger Novelty Co., 2530 N. 30th St.
General Novelty Co., 519 N. 16th St.
Hastings Dist. Co., 6100 W. Bluemound Rd.
S. L. London Music Co., Inc., 3130 W. Lisbon Ave.
Mitchel Novelty Co., 3566 W. National Ave.
Paper Dist. Co., 3601 W. Fond du lac.
United Inc., 1101 W. Vliet St.
Summerfield Inc., 2736 W. Tutonia

Sheboygan
Anthony Hirt, 2420 No. 8th St.

WORLD WIDE—Gives You Quality Equipment at Low Quantity Prices!

PHONOGRAPHS

SEEBURG AQ160SH2	\$925	ROCK-OLA 1478-120	\$675
SEEBURG 222SH	825	ROCK-OLA 1475-200	595
SEEBURG 201DH	695	ROCK-OLA 1468-120	595
SEEBURG KD200	395	ROCK-OLA 1458-120	445
SEEBURG VL200	295	ROCK-OLA 1455-200	325
SEEBURG Y200	225	WURLITZER 2300 ST	545
SEEBURG L-100	425	WURLITZER 2304 ST	525
SEEBURG HF100R	355	WURLITZER 2310 ST	495
SEEBURG HF100G	295	WURLITZER 2200	395
SEEBURG M100C	195	WURLITZER 2150	375
SEEBURG M100B	145	WURLITZER 2100	345
SEEBURG M100A-45PM	110	A.M.I. "I" 200	595
A.M.I. H200	375	A.M.I. K120	675
A.M.I. F120	245	A.M.I. H120	345
SEEBURG Q HIDEAWAY	725	SEEBURG KD HIDEAWAY	395
SEEBURG C HIDEAWAY	175	SEEBURG "W" HIDEAWAY	275
ROCK-OLA 1438-120	195	ROCK-OLA 1446-120	275

WANT TO BUY— ALL MODEL GOTTLIEB 5 BALLS ALL MODEL BALLY BINGOS

VENDING

ROWE 20-COL. CIG. VENDOR	\$275
CORSAIR 30-COL. CIG. VENDOR	225
SEEBURG E-1-CIG. VENDOR	225
ROWE 14-COL. CIG. VENDOR	149
STONER 8-COL. CANDY	165
PASTRY VENDOR—4 COL.	195
ROWE 10-COL. CIG. VENDOR	79
ROWE 8-COL. CIG. VENDOR	59
ROWE 6-COL. CIG. VENDOR	49
SEEBURG SFB 500 COFFEE	545
NATIONAL 9-COL. CIG. VENDORS	95

ARCADE

BALLY HEAVY HITTER	\$225
WMS. OFFICIAL BASEBALL	375
MIDWAY JOKER BALL	295
C. C. BULLSEYE DROP BALL	125
C. C. CRISS CROSS HOCKEY	195
GENCO DAVEY CROCKETT	245
WMS. HERCULES	295
CHICOIN RAY GUN	495
CHICOIN SHOOT THE CLOWN	345
CHICOIN PONY EXPRESS	525

Exclusive Distributors: SEEBURG—CHICAGO COIN—GAMES, Inc.—KEENEY

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Chicago 47
2330 N. Western Ave.

Phone: EVerglade 4-2300

Chicago Automatic Supply Covers British Isles With Parts, Service

LONDON—Chicago Automatic Supply Company, this city, is still at the old stand doing business after forty-five years. The coinfirm imports volume equipment and parts from the USA and maintains extensive inventory in showrooms and warehouses located at 10 Cole Street. Slot machine parts are among the thousands of different units stocked, with a specialty in locking devices and keys. Radio controlled mobile showrooms, and maintenance men cover the British Isles servicing equipment while a back-home crew exports reconditioned equipment all over the world.

After forty-five years the firm is reputed to be one of the more stable parts houses in Europe. Experience has proven to be the mother of service and this is about what the British coin machine firm sells most.

DOUBLE YOUR PROFITS WITH "ONLY THE BEST..."

FLASH BACK

by *Keeney*

featuring Keeney's Original Panoscope!

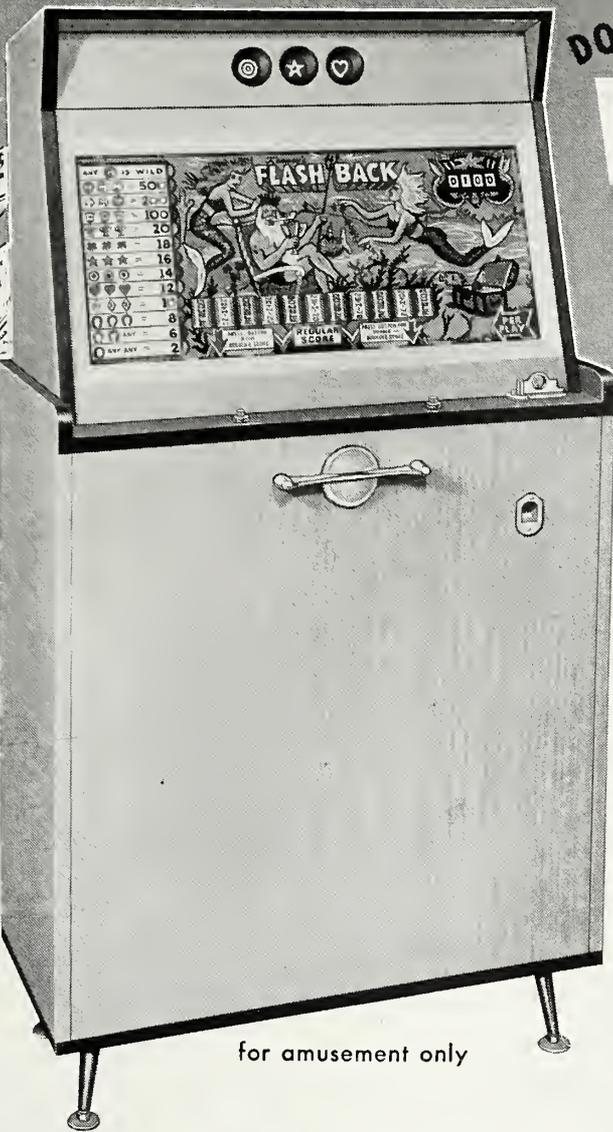


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- ⚡ Regular Scoring gets and holds steady patronage

Order **FLASH BACK** from your Keeney Distributor Now!



TELEPHONE: HEmlock 4-5500



for amusement only

Ultra Modern Cabinet

WEIGHT uncrated: 156 lbs.

SHIPPING WEIGHT 180 lbs.

SIZE: 58" High with legs 30" Wide 16" Deep overall

Shortage Of Locations In England, Too

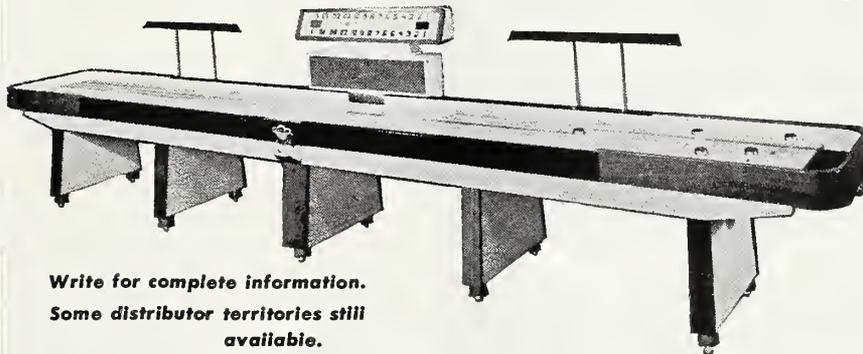
Demand For Uprights, Pins And Slots Continues

LONDON — Cyril Shack, of Phonographic Equipment Ltd. reports that the finding of new sites is becoming increasingly difficult. This together with the high cost of equipment due to the 100% duty and tax at this end and high cost of depreciation, is causing operators to hold back from buying new equipment. Those who are buying are concentrating on low priced equipment.

Shack also reports a demand for used slot machines including flippers and electronic uprights which he has imported in large quantities from the U.S.A.

American's IMPERIAL

means BIGGER PROFITS!



Write for complete information. Some distributor territories still available.

AMERICAN SHUFFLEBOARD COMPANY

210 Paterson Plank Road

Union City, N.J.

UNION 5-6633

Here, truly, is the ultimate in shuffleboards.

A basic part of the IMPERIAL'S design is Magno Play Control which utilizes magnets under the playing surface to stop or deflect pucks when the game is over or when time expires.

This, naturally, leads to more coins in the coin box when you make your collections.

The IMPERIAL operates flawlessly and looks like a million—you have to operate one to believe it.

No. Illinois Music Merges With Casola's Mid-West

ROCKFORD, ILL.—Northern Illinois Music Company, operating approximately two hundred fifty pieces of music, background music, and games, and owned by Reno Sandona and Bill Morris, Jr. has merged with Mid-West Distributing Company. Together this represents approximately one thousand pieces of equipment.

The merged company will be headed by Reno Sandona as president, who will be in charge of Juke Box and Games, and William Morris, Jr. as secretary-treasurer, who will head the Kiddie Ride and Background Music department.

Lou Casola will remain with the company as chairman of the board for

five years. This merger in no way affects Lou Casola's other company, Mid-West Automatic Vending Co., which is headed up by Leonard A. Friberg as vice president and general manager.

Lou Casola has spent twenty three years in Rockford in the coin machine business and eight years in Birmingham, Alabama and Jackson, Mississippi before coming here.

Casola accepted the post of chairman of the Coin Machine Council more than one year ago and has since devoted a large part of his time to this public relations-coin industry program. He has been responsible for

much of the progress achieved recently, especially in the past six months, when the industry broke through a barrier that existed between the trade and the press.

Much editorial space was devoted to the coin machine industry and the results have proven successful.

Casola entered the vending machine business about two years ago when he took on several machine lines and expanded an operation. The vending phase of his business has taken a good part of Casola's time and with the merger of Casola's music-game interests it is believed that more time will be spent now with his Mid-West Automatic Vending Company.

Congratulations On Your 19th Anniversary

H.Z. Vending & Sales Company
1201-03-05-07 Douglas Street
OMAHA, NEBR. Phone AT. 1121

DISTRIBUTORS FOR:

D. GOTTLIEB ★ BALLY
ROCK-OLA ★ FISCHER
WILLIAMS ★ UNITED

BEST WISHES
TO
THE CASH BOX
FROM
UNITED PRODUCTS CO.
201 SO. 13th ST., OMAHA, 2, NEB.
Dist. for:
UNITED MUSIC & GAMES

**England Has Bright
Vending Future, Too**

LONDON—The introduction of The Cash Box Vending Section has been received here with much enthusiasm. It would appear that the major differences between vending in this country and America is that in the States something like 80% of vending machines are placed on protected sites i.e. factories, office blocks etc. and the remaining 20% on unprotected sites such as neighborhood centres, railway stations etc. whereas in England the position at present is reversed. However, as more and more factories and offices install machines the trend is for an increase in the percentage on protected sites and a decrease on unprotected sites.

It is safe to say that the marked expansion in vending in this country over the past five years is likely to continue with increasing volume. This is largely due to the introduction of new types of equipment, particularly in the way of machines selling hot and cold drinks, food, books and other commodities which have opened up new avenues in the use of vending machines. There are also signs that supermarkets are becoming more and more interested in vending for the sale of certain types of goods.

The official organization for the vending industry is The Automatic Vending Machine Association. Originally formed in 1929 as The Coin Operated Machine Association it became inactive during the war and immediate post war years. However, in 1956, in view of the growing interest and activity in vending, the Association reformed, adopted its new name, and expanded its membership. A code of ethics was drawn up for its members and the Association under the Chairman, Mr. F. L. Timmins, set out to protect and raise the status of the industry. In 1959 the first Automatic Vending Exhibition was held since then it has become an annual event of increasing importance and popularity.



Eastern Flashes

The summer doldrums have set in on Tenth Avenue and with many coinme vacationing and others filling in, the norm has been upset somewhat. Business continues however, and the music and games roll out onto locations with use ones traded at a fairly good pace. . . . Export business has picked up these past few weeks with good signs of activity in Greece and an increase in African and French ports. . . . In preparing an Annual Directory of the scope an range of the one you are now reading, it is necessary to talk to many, man people in the business. This call list includes every distributor, most jobber and all manufacturers. The results form an interesting picture of the coi machine business, the details of which we may go into at some future date. However, we leave this message with you—regardless of how your collection may have dropped off, and without regard to any license fee or tax you now pay—be glad you operate in New York and its outlying areas. The problem of North Carolina, New Orleans and other cities suffering from unemployment, heavy taxation, stiff rulings and absolute ban on certain equipment are o major proportions. New York is a good coin machine town whether you know it or not. If you have your doubts, get on the telephone some day and ca some of your out-of-town colleagues. Use one of the many lists printed fo such purposes in the Part III section of this Directory. Be our guest!

Mike Munves continues to supply the world with arcade equipment and i between time takes care of the needs of clients closer to his doors such a Asbury, Palisades, Rockaway and Coney. Joe Munves has that far-away-loo in his eye. Is he contemplating another road trip in this heat? Or does h have an idea for a new machine. "We handled no new lines for the past tw seasons, and we had no new machine of our own to promote—and we hav never had better business," quotes Mike. "So who needs it?"—Who needs it indeed.

Irving Hoklman, proud of the way in which operators have taken to th sensational shuffle alley, "Dolphin." Irv had a hand in the design and functio of this current United game and he feels good about its success, and rightly so. Did you know that United's new phono may be shipped in the near future. Irv claims its one heck of a machine. Suggests ops try it.

Al Simon was expected back from Europe for a quick stay here and then of again to Rome, or was it Munich, but Al D'Inzillo couldn't say exactly wher the older Al was, or would be. In the meantime, business at the ChiCoin out let seemed brisk with the "Princess" and "Pro" games moving and everyon getting set for the big news coming from Rock-Ola any edition now. The ad vance news is that the phono has a lot that deserves looking at, and listening to.

Barney Sugerman, in his haste to make a Wed. plane for Chi quickly tell us about his plans for the company promotion and the accent, says Shugy, will be on people. "Our clients do business with people not with a company or corporation." And therein lies the basis for a Runyon Sales advertising mes sage to the world's coin machine markets which happens to be part of th section you're reading. Son Myron Sugerman will follow his dad at the sam airfield next week but his flight will head in another direction. . . . Europe and 11 countries to be visited on export business.

Abe Lipsky and Harry Koepfel, Libra Distribs, shipping used games of to Europe happily advising us that the export business is picking up. Harry's brother Hymie, was in a few weeks ago to visit with the family and ol friends. . . . Meyer Parkoff and Murray Kaye, Seeburg distribs, have som strong selling equipment on the floor from reports around the country. Th Seeburg 'Artist of the Week' is catching on stronger than ever now that mor 33's are available and the Seeburg vending machine line is fast making a nam for itself. That crushed ice drink machine is really a vending operator's de light. The orders for this machine are actually in the dozens, per operator AND AS WE FINISH A COLUMN THAT FIRST STARTED TOO MANY YEARS AGO TO REMEMBER, WE RETURN TO THE COMPLETION OF WHAT APPEARS TO BE THE FINEST COIN MACHINE DIRECTORY AVAILABLE. WE HOPE YOU FIND IT AS USEFUL AS WE HOPE YOU WOULD.

**Operators!
Increase Income
With
Cine-Sonic**

**Tape Repeater
Background
Music Systems.**
CALL
LOngacre 3-1000 Ext. 1686
CINE-SONIC SOUND, INC.
481 8th AVE., NEW YORK, N.Y.
EDOLITE PRODUCTS
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*If you are reading
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 \$15 for a full year (52 weeks) subscription
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NAME

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ADDRESS

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I AM A (Check One)
DEALER
ONE STOP
DISTRIB
RACK JOBBER
COIN FIRM
OTHER



California Clippings

With a good number of the people in the coin machine industry presently enjoying vacations, the pace along Pico Blvd. has been somewhat slowed according to most distributors. . . . At Leuenhagen's "record bar," Kay Soll informs that Takuji Kageyama, an operator from Osaka, Japan, stopped by to say hello while on a business trip in this country. Barbara Chandler was busy showing the pictures of her wedding to friends stopping in. . . . Bill Happel at Badger Sales Co., reports that Pete Ley spent the week visiting operators in the San Diego area. Cliff Blake, who heads vending sales, comments that several large orders were taken for cigarette machines. Jack Leonard back on the job following his Hawaiian vacation commenting that he and his wife had a wonderful time. Jack said it was a "terrific experience." Marshall Ames states that phonograph sales on the AY 160 Seeburg continue at a hefty pace. Marshall added that he would be spending the week-end in San Diego. Bill Blansett, from Woody Matthews' Automatic Games in Costa Mesa, undergoing a training course in the shop. . . . At American Coin Machine, Vinny Lanz reports they had a busy week and that they now have a good selection of used equipment on hand. Bill's wife just back from a vacation in New York. . . . Walt Cook, operator from Palos Verdes, on a 6 week vacation to Alaska with Mrs. Cook. The trip is being made in their Volkswagen, which is equipped with just about "everything." . . . Jimmy Wilkens, at Paul A. Laymon's, informed that Paul and Dorothy Laymon drove to San Francisco for the West Coast regional sales meeting and showing of the new Rock-Ola phonograph—the 1962 model. Jimmy also commented that his vacationing family is presently in Canada, but are due back home real soon. . . . At C. A. Robinson & Co., Al Bettelman states that business is going along at a good clip with both new and used equipment moving well. . . . At the R. F. Jones Co., Chuck Klein, Bill Gray, Ralph Cragan and Jack LaRue held a successful showing July 27-28 at the Kings Inn in San Diego, spotlighting the new AMI "Continental II" phonograph and the full Rowe vending line. Operators expressed tremendous interest in all of the new equipment, said Klein, with several orders being taken. Ed Wilkes commented that the parts department is now operating at "full blast," and can supply operators with all their parts needs. . . . Charlie Koski, operator from Long Beach, just back from a vacation in the mountains. . . . Jack Simon, at Simon Distributing, returning from a buying trip to New York, Philly, Cincinnati, Indianapolis and Chicago. Another man has been added to the shop to help with the increased export orders. . . . At the Wurlitzer factory branch, Ray Barry in Las Vegas for several days on business. . . . Jim Kolitz, at California Music, on vacation and spending the time in Denver. Norm Dudley, of Mercury Records, in with songstress Patt Page to say hello and check sales on her new waxing "You'll Answer To Me." Bella Stack due to leave on her vacation next week.



Chicago Chatter

At nineteen one tends to reach out to embrace the whole world, and ambitions and aims run high and mighty. A quick look at The Cash Box lineup of overseas publication offices, reaching out to all corners of the free world, certainly bears this out to the coin machine industry. Today The Cash Box—the strong voice of the coin machine industry—is nineteen with all the youthful ambitions, vigor and desire.

One need go no further than to glance thru the Vending News section—the most recent offspring of The Cash Box—to fully realize that this nineteen year old is a go-getter!

Well wishes have been pouring in all week from all over the country and abroad in celebration of this huge Directory and 19th Anniversary issue. In fact, the well wishers are legion. In this wonderful group are such notables as the entire gang at United Mfg. Co., headed by Herb Oettinger, Bill DeSelm, LeRoy Kraehmer, Glen Johnson, Ray Riehl, Johnny Casola and Al Thaelke. Right now United personnel are also singing the praises of United's "Dolphin" shuffle alley bowler and "Classic" big ball bowling alley. . . . No sooner did we get to see Jack Dunwoody, Rowe-Ami vice prexy, in his spacious office when he greeted us with a warm "Happy Anniversary" extended to everyone at The Cash Box, and a fervent wish that this great success will continue on for



TOM HERRICK



FREDERICK SCHUSTER



HERB OETTINGER

many, many years. Jack recently came in off the road after an extended trip. He was joined in his well wishes by Bernie Shapiro of Rowe-AMI.

No sooner did Art Weinand, director of sales for Chicago Dynamic Industries, express his greeting to all Cashboxers when he immediately advised that Chicago Coin's new "Pro Hockey" amusement game is already receiving excellent collection reports on location. And the game was just released to the trade. The ChiCoin "Pro" lineup of games includes the "Pro Basketball" machine and "Pro Bowler."

We bow low from the waist to master Gary Kline, the very bright and genial son (and redheaded at that) of First Coin's Joe Kline, who just couldn't understand why we spelled his name "Garry" instead of "Gary." Well, all we can say is that our typewriter slipped. However, we're sure happy to report that Gary is feeling chipper again and we hope he keeps on feeling as well as he does now.

Business is certainly booming at Williams Electronic Mfg. these days with the emphasis on Williams "Ten Spot" pingame. Prexy Sam Stern and sales chief Jack Baigelman played host last week to Hymie Zorinsky of H-Z Vending & Sales of Omaha, Nebraska. . . . Sincerest greetings were extended to every one at The Cash Box by Herb Jones, Bill O'Donnell and Art Garvey of Bally Mfg. Co., long time friends of The Cash Box. Herb adds a thought urging all operators to climb on the public relations bandwagon by supporting the industry's Coin Machine Council.

Greetings poured into The Cash Box office this past week from old friends at D. Gottlieb & Co. We join Dave Gottlieb, Nate Gottlieb, Alvin Gottlieb, Judd Weinberg and Sol Gottlieb in delighting over the opening of Gottlieb Memorial Hospital and our 19th gala Anniversary. . . . Empire Coin's Joe Robbins tells about Empire's extensive export operation by advising that he received a long distance phone call from Edward DeCouto all the way from Tokyo, Japan. Joe and Empire Coin owner Gil Kitt extended their very best wishes to everyone at The Cash Box all over the world. . . . Heartiest congrats to the Coin Machine Council, PR organization for the coin machine industry, on the occasion of its second anniversary under the present leadership.

A visitor in Chi last week was vet coinman Irving Kaye who made the rounds around town calling on his old friends in coinbiz. . . . Another visitor was Hymie Zorinsky of H-Z Vending & Sales Co., Hymie attended the Confectioners conclave at the Palmer House Hotel. He called on his coin machine cronies including D. Gottlieb & Co., Rock-Ola Mfg., Williams Electronic Mfg., Bally Mfg., and United Mfg. Eddie Zorinsky hopes to be in town July 28 to attend the Rock-Ola distributor meetings at the Pick-Congress Hotel.

Tom Herrick announced last week that Dunis Distributing Co. in Portland, Oregon was named to handle the Seeburg Corporation's coin-operated phonograph and vending lines throughout the entire state of Oregon and the southwestern part of Washington State. . . . While the J. H. Keeney & Co. plant is on its annual vacation period there is a skeleton force on hand to attend to emergencies and to oversee spot shipping of Keeney "Flash Back" amusement games. Paul Huebsch heads up this group. Field representative Clayton Nemeroff is off on his vacation. . . . Coinvet Sam Berger formed his own firm, Dynaball Co., with headquarters at 8037 North Kedvale in nearby Skokie, to dispense coin machine parts. Sam tells us he deals exclusively with distributors.

Lou Casola's Mid-West Distribs in Rockford, Ill. announced the merger last week with Northern Illinois Music Co. In the new setup Reno Sandona is prexy and heads up the music and amusement games division. Bill Morris, Jr., secretary-treasurer, heads up the kiddie ride and background music depts. Lou now assumes the position of chairman of the board for five years. Then he will devote all of his time (after the five year period) with Leonard Friberg in the operation of Mid-West Automatic Vending Co. . . . Kurt Kluever and Les Rieck inform us that the Rock-Ola Mfg. entourage headed by exec veep Edward G. Doris enplaned from San Francisco where they held a west coast showing for distribs in that area and returning to Chi for the midwest meet-

ATLAS — MUSIC and ROWE VENDING MACHINES.
COMPLETE STOCK OF PARTS . . . FAST SERVICE!

Choice Reconditioned VENDING EQUIPMENT

STONER D-500 COFFEE	\$295
STONER D-13 HOT DRINK	595
SEEBURG 800-E2 CIGARETTE	275
SMOKESHOP V-27 (18 Col.)	215
SMOKESHOP V-36—New (27 Col.)	WRITE
CONTINENTAL CORSAIR 20	195
CONTINENTAL CORSAIR 30	245

SPECIAL THIS WEEK!

SEEBURG CIGARETTE
VENDORS **\$195**
MODEL 800 E-1
15 Available—Reconditioned

MUSIC

A.M.I. K-200	\$660	ROCK-OLA 1468—120, St.	\$645
A.M.I. J-200	595	ROCK-OLA 1448	350
A.M.I. I-200	550	ROCK-OLA 1446	245
A.M.I. G-120	325	WURLITZER 2300-S	625
A.M.I. G-200	225	WURLITZER 2200	445
SEEBURG 201	675	WURLITZER 1900	375
SEEBURG K-200	445	WURLITZER 2100	365
SEEBURG V-200	325	WURLITZER 2000	245

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DIV. OF AC AUTOMATIC SERVICES, INC.

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WORLD'S MOST COMPLETE COIN MACHINE CATALOG — FREE to IMPORTERS



COIN MACHINE EXCHANGE, INC.

Wally Finke & Joe Kline

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ings, July 28, and Canadian meets, July 29, in the Washington Room of the Pick-Congress Hotel. With Doris are Frank Mitchell, Ralph Wyckoff and Jack Barabash. . . . Don Moloney and Mac Brier, Donan Distribs, Rock-Ola's distributor in Chi, anxiously awaited the return of Doris, et al and to meet with old distrib friends from all over the midwest at the Pick-Congress.

Bally Vending's John Stewart greets The Cash Box on behalf of Bob Breither, Dave Howle and Loyd Howle, and urges us to note that Bally Vending's models #661-R and #662-C cup-at-a-time fresh brew coffee vending machines (which also vend whipped hot chocolate) are receiving excellent results everywhere they're shown. . . . Seeburg Sales Corp. brass welcome Jerry Janda, Sr's. New-Way Sales Co. of Toronto, Ontario, Canada into the family of Seeburg distributors. Congrats are also in order to New-Way personnel Jerry Janda, Jr., Guenther Homan, Bob McIntosh, Albert LeGauld and Ken Burbridge.

Nate Feinstein, Atlas Music Co., happily relates that the new AMI catalog of "good music" 33-1/3 rpm records (7 inch disk) is now available to the firm's operators. Harold Schwartz reminds us that any AMI phono from as far back as the "G" model can easily be modified to play these records, and at no charge to the operator for labor. When the op purchases the unit Atlas Music installs it on location. . . . Johnny Frantz, P. F. Frantz Mfg., is smiling more these days now that his production on "New Frontier," and coin-operated scales is almost up to normal output. This is quite an achievement considering that the Frantz plant was recently considerably damaged by fire.

Sincere greeting to The Cash Box gang from Joel Stern and Len Micon of World Wide Distribs, who marked 19 years of happy affiliation with the "bible of the coin machine industry." Joel tells us Seeburg's new "Ice-O-Vend" cold drink machine ranks along with the "Artist of the Week" coin-operated phonograph in popularity in this area. Len is still looking for his second hole-in-one on the golf course (it should only happen to us). Howie Freer, Fred Skor and Art Wood add their greetings on the occasion of our 19th anniversary.

Bill Weikel, sales chief for Fischer Sales & Mfg., is off again on one of those rapid-paced business trips, and always delights in telling us of the terrific success Fischer billiard tables are enjoying these days. . . . One of the busiest guys in this windy city is Herb Perkins of Purveyor Distribs. He spends less and less time each week at his heavy laden desk due to the pressure of outside business.

Heartiest greetings are sincerely appreciated from a host of great guys at Automatic Canteen and AC Automatic Services. Heading this list are board chairman Frederick Schuster, prexy Joel Kleiman of AC Automatic Services; and vice prexys Dean McMurdie, Tom Sams and Jack Dunwoody. . . . Marvel president Ted Rubey enplaned last week for a delightful vacation in Hawaii. Meanwhile Estelle Bye is holding down the fort at Marvel Mfg. during Ted's absence. This is coupled with her hectic duties at the plant.

Build Your Profits with the Magic Appeal of a Card Game!

Gottlieb's BIG CASINO

Location tested features—your guide to a profit winner. BIG CASINO's got 'em! The magic of playing cards coupled with "play it again" player appeal create dynamic earning power. Talk about magic! Place BIG CASINO in any location . . . you'll be sure to boost collections.

SEE YOUR DISTRIBUTOR FOR A DEMONSTRATION!

- ◆ Making A-K-Q-J-10 rollovers light corresponding cards in light box
- ◆ Lighting all cards scores special and advances carry-over arrow sequence under name BIG CASINO to score specials
- ◆ Hitting any lighted card rollover scores special
- ◆ Making 1-2-3 rollover scores 200 points and lights double number match feature

Tomorrow's Design Today!

- ★ High, wide and handsome tapered light-box
- ★ STAINLESS STEEL moldings
- ★ Sparkling plated legs and front door panel
- ★ Hard chrome finish corner castings



New "Hard-Cote" Finish Extends
Playboard Life to an All-Time High!

D. Gottlieb & Co.

1140-50 N. KOSTNER AVENUE • CHICAGO 51, ILLINOIS

It's Always Profitable to Operate Gottlieb Games!



M.O.V. COMMITTEE busily preparing the details include Mrs. Harry Lubman, John Chandler, Al Loudon, Mrs. Loudon, Vernon Martin, Harry Lubman, Mrs. Chandler, Mrs. George Rollo, Mrs. Vernon Martin, John Cameron, Mrs. Cameron, George Rollo, Harry Fake and Robert Minor.

Virginia Ops Set For Weekend Meet In Virginia Beach; Mayor To Officiate

RICHMOND—The Music Operators of Virginia Convention is set for what is shaping up as a smash weekend starting August 11 when the comen meet at Virginia Beach for their annual conclave—a 3-day affair this time.

John D. Chandler, director, has advised that registrations will start on Friday, Aug. 11 at 9:00 A.M. and it is expected that a large majority of the manufacturers will have equipment displayed via local distributor exhibits.

Hon. Frank A. Dush, Mayor of Virginia Beach, will open the official ceremonies at 7:30 P.M. just after everyone is expected to have arrived, Fri-

day being a workday.

President Al Loudon will deliver his opening remarks just following Mayor Dush and the meeting will be officially open. Earlier in the day the exhibits will be on display for the visitors.

The Sat. morning meet will include talks by Virginia Beach's E. Russell Hatchet; Hon. Westwood Smithers, member of the City Council of Richmond; and James Hutzler, member of the advisory board of MOA, Inc., West Virginia, and a director of the Music Operators of America.

A banquet and dance will highlight the give-away prize of a new Seeburg 160-selection phono.

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★

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CHARLES (JIMMY) JOHNSON

GLOBE DISTRIBUTING CO., INC.
1623 NO. CALIFORNIA AVE., CHICAGO 47, ILL. AR. 6-0780



Jay Justin, Australian vocalist holds latest disk, "Why Don't You Try," an Australian produced disk.

Aussies Use Juke Box To Promote Disks

EAST SYDNEY, AUSTRALIA—Just as the record mfrs. in the USA were turning once again to the juke box as a means of promoting additional sales, the operators in East Sydney here were well on their way to making use of the phonograph as a promotion medium.

Jay Justin, an Aussie recording artist, is currently being given the exposure via programming and photos in juke box locations. Automatic Music Co., Pty. Ltd. advise that the juke helps artists attain the top sales spots.

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NOTICE—\$48 Special Classified Advertisers. (Outside USA add \$33 to your present subscription price). You are entitled to a classified ad of 40 words in each week's issue for a period of One Full Year, 52 consecutive weeks. You are allowed to change your Classified Ad each week if you so desire. All words over 40 will be billed at the rate of 10c per word. Please count words carefully. Be sure your Classified Ad is sent to reach New York publication office by Wednesday, 12 Noon, of preceding week to appear in the following week's issue. If you are a \$48 Special Classified Advertiser you are entitled to a free checking copy of "Cash Box" each week.

ALL CLASSIFIED ADVERTISING CLOSES WEDNESDAY NOON AT CASH BOX

1721 Broadway, New York 19, N. Y.

WANT

WANT—Call Collect! Want for immediate export. Bally Bingos, Gottlieb Pin Games, All Types of Seeburg, AMI, Wurlitzer music. Cash waiting. BELGIAN AMUSEMENT CO. 806 NO. BROAD STREET, PHILADELPHIA, PENNA. Poplar 3-7808.

WANT—Wms. Ten Pins, Ten Strikes and Nags. Send list to: IMPERIAL COIN MACHINE COMPANY, 498 ANDERSON AVE., CLIFFSIDE, NEW JERSEY.

WANT—New 45 RPM records that have appeared on the Cash Box Top 50 within the last 6 months. We pay 15¢ to 18¢. Can use any quantity. KAY ENTERPRISES, 659 N.E. 123RD ST., NORTH MIAMI, FLORIDA. (Tel. PL 7-8061).

WANT—Will pay cash for all late Guns, all late Arcade Machines. State lowest price in first letter. MIKE MUNVES CORP., 577 TENTH AVE., NEW YORK 36, N.Y. (Tel. BRyant 9-6677).

WANT—45 RPM Records, new or used. No quantity too large or small. Highest prices paid. Write stating quantity on hand. TONY GALGANO DIST. CO., 4135 W. ARMITAGE, CHICAGO 39, ILL. (Tel. Dickens 2-7060).

WANT—Bingo Games, Gottlieb Pins 1957 up. Lotta-Funs. Wire, write or phone. SCOTT CROSSE CO., 1641 NO. BROAD, PHILADELPHIA, PA. (Tel. CE 6-4444).

WANT—Used 45 RPM Records. All types, as they run, right off the route. No sorting or picking. We pay freight from anywhere in USA. Standing order available for regular shippers. JALEN AMUSEMENT CO., INC., 14 EAST 21st ST., BALTIMORE 18, MD.

WANT—Records, 45's and LP's new only. Please give full details first contact to avoid delay and assure quick deal. HARRY WARRINER, KNICKERBOCKER MUSIC CO., 209 EAST 165th ST., NEW YORK 56, N. Y. (Tel. LUdlow 8-8310).

WANT—Gottlieb pin-games, phonographs, Seeburg, Rock-Ola, AMI, Arcade equipment. Interested in all close-outs. Write to: LOEWEN-AUTOMATEN-BENELUX, CADIX-STREET 43-45, ANTWERP, BELGIUM. (Cable: LOEWEN AUTOMAT ANTWERP).

WANT—To purchase surplus 45's, LP's, EP's. No quantity too large or small. Store stock included. Advise in first letter quantity and description. HAM-MIL DISTRIBUTORS, 1520 NO. BROAD ST., PHILADELPHIA 21, PA. (Tel. PO 3-0585).

WANT—To purchase 5,000,000 new records, all speeds. We prefer large quantities and will buy for cash. Top prices offered. No Junk Box Records. Write to: RANSEL TRADING CORP., 1000 AUSTIN BLVD., ISLAND PARK, N. Y. (Tel. General 2-1650), JESSE SELTER, Pres.

WANT—Will buy—Bingos, Shuffle Alley, Bowlers, any amount of Phonographs. LEW JONES DISTRIBUTING COMPANY, INC., 1801 N. CAPITOL AVE., INDIANAPOLIS, INDIANA.

WANT—Mills Panoram. Also Parts. Advise Best Price. WESTERN DISTRIBUTORS, 3126 ELLIOTT AVE., SEATTLE, WASHINGTON. (Tel. Garfield 3585).

WANT—Arcade pieces, Baseball games, Hockey, Basketball, Cranes, Diggers, Ray Guns, Rifle Galleries, Autostat, Pinballs, etc. DUARTE INTERNATIONAL SALES, 835 E. 31ST., LOS ANGELES 11, CALIFORNIA.

WANT—Are regular buyers late Bingos, Gottlieb 2-4 players, Seeburg V-200, unshopped but of course complete working order, packed in original cartons. We pay dollars, cash in advance. Quote price FOB nearest seaport. MAX LOBO, MEIR 23, ANTWERP, BELGIUM. (Tel. 33-81-33).

WANT—Used or new 45 RPM Records. Top price for records not over 6 months old. Interested in regular monthly shipments. HARMONY RECORDS, 651 N.E. 164TH ST., NORTH MIAMI BEACH 62, FLA. (Tel. WI 7-6775).

WANT—Your used or surplus records all speeds. We buy all year 'round, and pay top prices. No lot too large or too small. We pay freight. BEACON RECORD DISTRIBUTORS, INC., 821 NORTH MAIN ST., PROVIDENCE, R.I. (Tel. Union 1-7500, Jackson 1-5121).

WANT—Arcade Equipment of all kinds. Kaye Decca Wild; United & Chicago Coin Big Ball Bowlers. State quantity and best price in first letter. MONROE COIN MACHINE EXCHANGE, INC., 2433 PAYNE AVE., CLEVELAND 14, OHIO. (Tel. Superior 1-4600).

WANT—AMI D-80, E-80, E-120, also Wall Boxes Seeburg 100-B, C. G. R.; Wurlitzer 1800, 1900, 2204, must be complete. INTERBORO MUSIC CO., INC., 433 WEST 45TH ST., NEW YORK 36, N. Y. (Tel. Judson 2-2363).

WANT—New or used 45 RPM Records, not over 6 months old. We pay 15¢ and the freight. Can use any quantity. WALLY RECORDS, 17725 N. W. 8TH PLACE, MIAMI 69, FLA.

WANT—AMI 120 and 200 Phonographs, Hideaways, Selection Boxes, Steppers, Late model Gottlieb Pin Games; 5¢ & 10¢ Counter Games. Write stating quantity condition and best cash price. ST. THOMAS COIN SALES LTD., 669 TALBOT ST., ST. THOMAS, ONT., CANADA. (Tel. MEIrose 1-9550).

WANT—Exhibit's IOU, Selectem and Horseshoes. State price, quantity and condition in first letter. NEW LIDO ARCADE, 412 EAST BALTIMORE STREET, BALTIMORE, MD.

WANT—Midway, Deluxe Bazooka Gun, Joker's Wild; Bally County Fair, Laguna Beach, Roller Derby, Williams Crusader, Titan, Space Glider. Quote condition and price for Resale. CONTINENTAL COIN, 1827 ADAMS ST., TOLEDO 2, OHIO. (Tel. CHerry 8-3359).

WANT—All types of music. Bally Bingos, Wms. Pins, Gottlieb Pins, all types of Shuffles, Bowling Alleys, Rifles, Arcade Vending. Quote prices, FAS, U.S.A. Port. State condition. BOX #540, c/o THE CASH BOX, 1721 BROADWAY, NEW YORK 19, N. Y.

WANT—22 ft. American or Rock-Ola Shuffleboards. Give condition and price asked. STATE AMUSEMENT CO., 1531 BROADWAY, TACOMA 2, WASH. (Tel. FUiton 3-2282).

WANT—Bally County Fairs, Laguna Beach, Roller Derby, advise price & condition. For resale. TOLEDO COIN MACHINE EXCHANGE, 814 SUMMIT, TOLEDO, OHIO (Tel. CH 3-7191).

WANT—We need great quantities of Bally Bingos. Quote us your lowest prices F.O.B. nearest seaport U.S.A. P.V.B.A. VERHEDA, KRONEN-BURGSTRAAT 94, ANTWERP, BELGIUM. (Cable address: VERHEDA).

WANT—Bingos, Big Shows, Show Times, Key West, Miss America, Sun Valley, Cypress Gardens, Double Headers and all other late Bingos, in quantity. CLEVELAND COIN MACHINE EXCHANGE, 2029 PROSPECT AVE., CLEVELAND, OHIO. (Tel. TO 1-6715).

WANT—Un. Triple Plays. FOR SALE—Bally Golf Champs, Sun Valley, Key West, Big Show, Surf-Club, Variety, Triple-Strike, & Un. 3-4-5's. Make offer. NOBRO NOVELTY CO., 142 DORE ST., SAN FRANCISCO 3, CALIF. (Tel. MA 1-5438).

WANT—To Buy for Resale—Wurlitzer 1900, 2104, 2204; Seeburg R & L; Gottlieb Pinballs from 1958 on. ACTIVE AMUSEMENT MACHINE CO., 666 NO. BROAD ST., PHILADELPHIA 30, PA. (Tel. POplar 9-4495).

WANT—New (salvage, overrun, scrap) 45 RPM singles, kiddy & 12" long play records, also juke box records. We are top promotional record house in the business, see us first. NATIONAL BAG-O-TUNES, INC., 224-09 LINDEN BLVD., CAMBRIA HEIGHTS 11, NEW YORK. (Tel. AR 6-6333) BEN JACOBS, DAN WANCIO.

WANT—Twin Super Wild Cats and late Gottlieb Pin Games, quote us your best price, any quantities. KAY'S MUSIC SERVICE, 147 COLUMBIA AVE., VANDERGRIFT, PA. (Tel. VANDergrift 1894).

WANT—Rowe Cigarette Vendors; 14 Column Ambassadors; 20 Column 700; Seeburg VL & KD; National 22 column Cigarette Vendor; Wms. Ten Pins & Ten Strikes. Quote best price. DAVE LOWY & COMPANY, 652 TENTH AVE., NEW YORK 18, N.Y. (Tel. LT 1-1033).

WANT—Bally Bingos, Big Show, Key West, Show Time, Sun Valley, Miss America, Cypress Gardens and all other late models. T.G.A., 60, RUE VAN SCHOOR, BRUSSELS 3, BELGIUM. (Cable—JEUMATE-BRUSSELS).

WANT—New or used 45 RPM Records that have been on the Cash Box Top 100 in the last 6 months. We pay 12¢ to 15¢ and can use 100 of a number. We pay the freight. VISTA RECORDS, 1004 GLENMERE ROAD, VISTA, CALIF.

WANT—45 RPM Records, new or used. LP's also considered. We pick up any quantity you have on hand and pay highest cash prices on the spot. Write information to: EARL KUHN DIST. CO., 4580 SNEAD, SANTA CLARA, CALIFORNIA.

WANT—Mechanic A-1 on pinballs & music. No drifters. Send all details in first letter, plus picture and references. FOLLETT MUSIC CO., 180 SO. HOWARD ST., SPOKANE 4, WASH. (Tel. MADison 4-8585).

WANT—Panorams and Panoram parts. ADVANCE AUTOMATIC SALES CO., 1350 HOWARD ST., SAN FRANCISCO, CALIF. (Tel. HEMlock 1-1750).

WANT—We pay the highest prices for all Bally Bingos and Gottlieb Pinballs manufactured 1958 and up. Interested all brand new closeouts. Also arcade equipment. Cable or write to: HOLLAND-BELGIE, EUROPE SPR. 276 AVENUE LOUISE, BRUSSELS 5, BELGIUM. (Cable address: HOBEL-EURO-PBRUSSELS).

WANT—Late 1, 2, 4 player Five Ball Amusement Machines. COIN MACHINE EXCHANGE, 4605-127TH SW., TACOMA 99, WASH. (Tel. JU 8-7153).

WANT—For \$40. cash, Williams Pennants and Super Stars; \$25. cash for older Williams Baseballs; all parts and glass must be intact. Write or wire: H. L. NEILL, 1501 N.W. 23RD ST., SAN ANTONIO 1, TEXAS.

WANT—Wurlitzer Models 1700-1800-1900-2104-2250-2150-2300 and 5250 wall boxes; Seeburg Models C & R and 3W1 wall boxes; Rock-Ola Models 1438-1446-1448. EQUIPMENT DISTRIBUTORS, INC., 1611 VIRGINIA BEACH BLVD., NORFOLK, VA. (Tel. MA 7-8129).

WANT—Large quantities Rock-Ola 1448, 1455; AMI 1200M; AMI 1200E. Quote lowest price. ARTMARK ASSOCIATES, 15 PARK ROW, NEW YORK, N. Y. (Tel. Worth 1-1120).

FOR SALE

FOR SALE—50 New Bally Jamboree Upright—Sacrifice; Skill Cards Counter Machine, Candid Cameras, Vending Machines. WANTED—Used Music Machines, Mills Panoram, Bally Bingos, Lotta Fun, Seeburg 200-Selection Wallboxes, Gottlieb & Williams Games. REDD DISTRIBUTING CO., INC., 126 LINCOLN ST., BRIGHTON 35, MASS. (Tel. ALgonquin 4-4040).

FOR SALE—If it's Panoram Parts you want, Phil Gould has 'em. PHIL GOULD, 224 MARKET ST., NEWARK, N.J. (Tel. MARKET 4-3297).

FOR SALE—Bring your old Juke Boxes up to date with sound reverberation. 1961 tone quality for \$44.95. Easy to install, write: HASTINGS DISTRIBUTING CO., 6100 WEST BLUEMOUND RD., MILWAUKEE 13, WISCONSIN.

FOR SALE—Auto-Photo Studios, Model 9 \$995.; Model 11 \$1,995.; ABT Shooting Gallery (like new); Kiddie Rides, Arcade Equipment. Write for list and prices. ADVANCE DISTRIBUTING CO., 5644 DEL-MAR BLVD., ST. LOUIS 12, MISSOURI. (Tel. Parkview 7-1373).

FOR SALE—Millions of extra coins are taken from clean machines. Clean right with Lemonite. Hermitage Music Co., Rock City Amusement and S. L. Steibel Co., Nashville, Tennessee, use and sell Lemonite. Try New Liquid Lemonite Cleaner. GRACO SALES COMPANY, ARLINGTON, TENNESSEE.

FOR SALE—Six Seeburg Library Units. Excellent condition. Please submit offer, one or all. F. M. BROADCASTING, INC., 922 LINDWOOD BLVD., KANSAS CITY 9, MISSOURI.

FOR SALE—Pool Table Supplies at reasonable prices. 48" Cue Sticks \$18. doz.; 52" cue \$21 doz.; Extra Live 6 Pkt. Cushions \$22. set for Reg. Bumper Pool \$11.95 set. CHAMPION DIST. CO., 3451 N. MILWAUKEE, CHICAGO 41, ILL. (Tel. Avenue 6-6751).

FOR SALE—Attention Importers! All makes and Models Phonographs—Seeburg, AMI, Wurlitzer, Rock-Ola. Clean. Ready for shipment. We specialize in Export. Exclusive Seeburg Distributors in New York, New Jersey, Connecticut. ATLANTIC NEW YORK CORP., 843 TENTH AVE., NEW YORK 19, N.Y. (Tel. Plaza 7-3140, Cable: ATLANT-YORK).

FOR SALE—Seeburg C-100 \$225.; Seeburg G-100 \$350.; Seeburg R-100 \$400.; Seeburg 225H \$750.; Wurlitzer 2000 \$360.; AMI H-200E \$465. Above equipment shipped and ready for location. BELMONT MUSIC CO., 116-118 N.E. GLENDALE AVE., PEORIA, ILL. (Tel. 674-5868 — 676-4424).

FOR SALE—Seeburgs: Q100, write: 222SH (160) \$775.; KD-200 \$395.; VL-200 \$345.; M100C \$250.; \$245. (converted \$295.); 201 \$675.; M100B \$150.; AMI: H-200 \$350.; I-120 \$400.; G-200 \$245.; Rock-Ola: 1455-D \$375.; Wurlitzer: 2200 \$495.; 1700 \$225.; 1800 \$275.; Mark II \$75. (Cigarette Machine). Call or write: G. K. GABRIELSON & CO., 724 MEMORIAL DRIVE, S.E., ATLANTA 16, GA. (Tel. JACKson 5-7441).

FOR SALE—9 Un. Playmate Rebounds \$50. ea.; Chicago Coin, United Small Ball Bowlers \$125.; Regulation \$200.; 5 C. C. Bulls Eye Drop Ball used \$125, new \$250.; Williams Hercules Crusader and Titan Guns, used, write for price; all models AMI Phonos, lowest prices. Write or call: CENTRAL DISTRIBUTORS, INC., 2315 OLIVE ST., ST. LOUIS 3, MO. (Tel. MA 1-9511).

FOR SALE—All new 45 RPM records, packed 100 assorted per carton, \$12.50 per 100. All known artists. Trial order will convince these are the best lots on market. Satisfaction guaranteed. C & S ENTERPRISES, INC., 1628 BEDFORD AVE., BROOKLYN, N. Y.

FOR SALE—Used jukebox records. We have steady source of supply. Quote best price. No Race Records. LIEBERMAN MUSIC COMPANY, 257 PLYMOUTH AVE., NO., MINNEAPOLIS, MINNESOTA.

FOR SALE—Seeburg Hideaway Model HM100B \$220.; 8 Seeburg 3W1WOM Wallboxes 5¢, 6 for 25¢, \$40. each; 9 Wurlitzer Model 5207, 104 selection wallboxes \$40. each; Wurlitzer Wallbox stepper \$60.; Equipment excellent condition, best offer considered. C. W. HUGHES, LADOGA, INDIANA. (Tel. WH 2-2549).

FOR SALE—We have a large stock of reconditioned Shuffle Games and Bingo. Write for list. PIONEER VENDING, INC., 3726 KESSEN AVE., CINCINNATI, OHIO. (Tel. MONTana 1-5000).

FOR SALE—"Auto-Test" 1960 Model, like new \$425.; 5 Williams Official Baseball \$295. each. RELIABLE COIN MACHINE CO., 184 WINDSOR ST., HARTFORD, CONN. (Tel. JA 7-8511).

FOR SALE—Attention Exporters—The vending business is lucrative—the market untapped. We have a complete line of vending equipment—new and used. Write for best prices and possible exclusive distributing rights to: SHELDON SALES DISTRIBUTING CORP., 881 MAIN ST., BUFFALO 3, N.Y. (Tel. TT 5-9106).

FOR SALE—Hi-Speed Super Fast Shuffle Board wax. 24 one-pound cans per case, \$8.50 f.o.b. Dallas, Texas. Sold on money back guarantee. Distributor for D. Gottlieb, Chicom, J. H. Keeney. STATE MUSIC DISTRIBUTORS, INC., 3100 MAIN ST., DALLAS, TEXAS.

FOR SALE—100,000 new 45 rpm 6 months to 1 year old, \$10 per 100, \$95 per 1000. Also 25,000 EP's \$25 per C; \$200 per M; 12" LP's available \$100 per C; \$950 per M. RAY-MAR SALES CO., 170-21 JAMAICA AVE., JAMAICA 32, N. Y. (Tel. OLYmpia 8-4012).

FOR SALE—Mills & Jennings Fruit Machines for export. A-1 condition. Brown, Blue & Chrome Fronts, Q.T.'s, Black Cherries, Jewel Bells, Melins, Tokens, Black & Gold, Blue Bells, Twenty-one Bells, Standard Chief, etc., Deluxe Draw Bells, Triple Bells and Bingos; Holly Cranes, BELL DISTRIBUTORS, c/o THE CASH BOX, 1721 BROADWAY, NEW YORK 19, N. Y.

FOR SALE—Bally Heavy Hitter \$249.50; Bally Big Inning \$175.; Keeney Deluxe Leader \$75.; Genco Hi Fly \$75.; AMI 80 and 120 wall boxes \$39.50. DICKSON DISTRIBUTING COMPANY, 631 W. CALIFORNIA, OKLAHOMA CITY 4, OKLA. (Tel. Central 6-3691).

FOR SALE—Uprights, slightly used; Wagon Wheels \$100.; Playballs \$100.; Galloping Dominoes \$120.; Mermaids \$150.; One-ball Games, Beauty Contest \$145.; Eleven Belles \$195.; Also pin games, Joker Balls. Write or phone for prices. PENN COIN-O-MATIC CORP., 821 NO. BROAD ST., PHILA. 23, PA. (Tel. PO 5-2676).

FOR SALE—Or trade—5 Seeburg KD200 at \$395. each, all for \$1750.; 2 Wurlitzer 2000 at \$295. each; Chicago Coin Drop Ball \$150. BIRD MUSIC DISTRIBUTORS, INC., 124 POYNTZ AVE., MANHATTAN, KANSAS.

FOR SALE—Bingo Games, Rock-Ola Fireball 1436 A's; 4 Player Majestic \$195.; 100 Record Seeburg Boxes; Late Model Holly Crane. HALLGREN DISTRIBUTORS, INC., 1626-3RD AVE., MOLINE, ILLINOIS.

FOR SALE—United Eagle S/A & Bally Speed Bowler and/or Lucky Shuffles \$350. each. MOHAWK SKILL GAMES CO., 67 SWAGGERTOWN ROAD, SCOTIA 2, N.Y.

FOR SALE—Used machines of all models, as is or shipped and ready for locations. AUTOMATIC MUSIC DISTRIBUTORS, INC., 900 NORTH WESTERN, OKLAHOMA CITY 6, OKLA. (Tel. Forest 5-3456).

FOR SALE—Complete line of used Phonographs, Shuffle Games, Cigarette Machines and various types of all other games and equipment. Lowest prices. Best merchandise. One letter, wire or phone call will convince you. We are factory representatives for United, Williams, Bally, DeGrenier and Genco. TARAN DISTRIBUTING, INC., 8401 N.W. 36th ST., MIAMI 42, FLA. (Tel. Newton 5-2531).

FOR SALE—All type Bingo Games, shopped and ready for location. Call or write: GENERAL DISTRIBUTING COMPANY, 1609 ORLEANS AVE., NEW ORLEANS, LA. (Tel. 524-6729).

FOR SALE—50 Seeburg 3W1 Wall Box, Bar Brackets and Back Plates \$2.00 each; 25 Rock-Ola 120 Selection; Wall Box Bar Brackets and Plates \$2.00 each. ATLAS DISTRIBUTORS, 1024 COMMONWEALTH AVE., BOSTON 15, MASS., (Tel. Regent 4-1384).

FOR SALE—Shuffle Alleys: C.C. Arrow Shuffle Alley \$139.50; Keeney Century Shuffle Alley \$89.50; United Super Bonus Shuffle Alley \$179.50; Bingos: Miami Beaches \$49.50; Nite Clubs \$59.50; Varieties \$39.50; Palm Springs \$39.50; Beach Beautys \$59.50; United Coravan \$59.50; Special 5 Balls; Gott. 4 Player Register \$95. All machines shopped and finished. Call or write our office nearest you. TRI-STATE DISTRIBUTING CO., P.O. BOX 615, ROME, GA. (Tel. 234-7123) or TRI-STATE DISTRIBUTING CO., 1441 CENTRAL AVE., CHATTANOOGA 8, TENN. (Tel. AM 5-4858).

CLASSIFIED ADVERTISING SECTION

FOR SALE—Have several fine routes for sale. Liberal financing to responsible parties. **MID-WEST DISTRIBUTORS**, 709 LINWOOD BLVD., KANSAS CITY, MO. (Tel. WEstport 1-8776.)

FOR SALE—Exporters, we have surplus of new Bailey coils, wipers, contact plates, etc., for Bally Bingos, Bright Lights to Beach Beauty. Will sell at one half factory list price. **AMUSEMENT SUPPLY CO.**, 707 MISSOURI AVE., EAST ST. LOUIS, ILLINOIS.

FOR SALE—Big Show, Ballerina, Carnival, Barrel-O-Fun, Laguna Beach, Circus Queen, County Fair, Lite-A-Line, Acapulco, Side-bottom Salt Cranes. **WM. BAILEY**, P. O. BOX 755, SALT LAKE CITY, UTAH.

FOR SALE—6 Pocket Pool Tables—Fischer, new slates, new cushions, all new accessories, completely reconditioned and refinished like new—73" x 45" \$160.; 90" x 50" \$260.; ChiCoin Drop Ball \$125.; Wms. 6-Player Major League Baseball \$95.; Wms. Del. Baseball \$75.; ChiCoin Twin Bowler \$395.; Genco Wild West and Big Top \$175.; United Sky Raider \$195.; Bally Golf Champ \$125. **H. BETTI & SONS**, 1706 MANHATTAN AVE., UNION CITY, N. J. (Tel. UNion 3-8584).

FOR SALE—6 Pocket Pool Tables, excellent shape \$150.; 14' Bowlers \$195.; Binkers \$185.; Skee Balls \$125.; Bowlette 14' \$175.; Rebound Shuffles \$49.50. Write or wire today. **PURVEYOR DISTRIBUTING CO.**, 4322-23 NORTH WESTERN AVE., CHICAGO 18, ILL. (Tel. JUNiper 8-1814).

FOR SALE—A real opportunity, complete Kiddieland and Amusement Park. **CALL: JOHN BILOTTA**, NEWARK, NEW YORK. (Tel. DE 1-1855).

FOR SALE—Quality coin operated amusement equipment shipped from London or U.S., world's lowest prices. American, British, Continental machines. Complete parts stockists. Leading exporters everywhere. Write or cable—**CHICAGO AUTOMATIC**, 10 COLE STREET, LONDON, S.E. 1, ENGLAND.

FOR SALE—Records, New 45's 100 assorted tunes per carton—60% majors, 11¢ and less. EP's 25¢ per record, 12" LP's majors and others, pre-packaged 100 or more, \$75. Will send sample order. Send check or money order. **SID TABACK RECORDS**, 2540 W. PICO BLVD., LOS ANGELES 6, CALIF. (Tel. DUnkirk 3-8735).

FOR SALE—Relays—low cost, high quality, general purpose open style made to your specifications. Short run our specialty. Also electrical harnesses and switch stack assemblies. **MARVEL MANUFACTURING CO.**, 2847 W. FULLERTON AVE., CHICAGO, ILL. (Tel. DI 2-2424).

FOR SALE—Attention! We are the trade's largest suppliers of Pool Table supplies—slates, cues, balls, cloth, etc. Best quality, lowest prices, write or phone for our new catalog. **EASTERN NOVELTY DISTRIBUTORS**, 1706 MANHATTAN AVE., UNION CITY, N. J. (Tel. UN 3-8574).

FOR SALE—Close Out—18 Cigaromat Machines with stands, like new. **SEACOAST DISTRIBUTORS, INC.**, 1200 NORTH AVE., ELIZABETH 4, N. J. (Tel. Bigelow 8-3524-5).

FOR SALE—Call or write for the lowest prices on all Bally Bingos. Each game given special attention & ready for your locations. **NASTASI DISTRIBUTING CO.**, 912 POYDRAS ST., NEW ORLEANS 12, LA. (Tel. 523-6386).

FOR SALE—Make your offer, all or part. Bear Gun, Globe Trotter, Novelty, Sportland Gallery, Big Top, Rifle Gallery, Jungle Gun, State Fair, Goalee, Jet Bowler, Champion Bowler, Hi Fly World Series, Pennant Base Ball. **S.R.V. MUSIC COMPANY**, BOX 352, PAYETTE, IDAHO.

FOR SALE—Used Bally Bingos; Used Seeburg Model E-1 @ \$275. **GLOBE DISTRIBUTING COMPANY, INC.**, 1623 N. CALIFORNIA AVE., CHICAGO 47, ILL. (Tel. ARmltage 6-6780-81).

FOR SALE—Counter Games Zipper, plays 1-5-10-25¢ last coin shows. 12" wide, 17" high, 9" deep. Price \$44.50 each. If check or money order accompanies order we will prepay any place in U.S. **WESTERN DISTRIBUTORS**, 1226 S.W. 16TH AVE., PORTLAND 5, ORE. (Tel. Capitol 8-7565).

FOR SALE—Seeburg C-100 @ \$175.; Wurlitzer 2000 @ \$395.; 1800 @ \$295.; 2300 @ \$795.; 2100 @ \$425.; 2200 @ \$650.; AMI I-200 @ \$495. 1/3 deposit, balance C.O.D. **NORTHWEST SALES CO. OF OREGON**, 1040 S.W. 2nd AVE., PORTLAND 4, ORE. (Tel. Capitol 8-6557).

FOR SALE—Williams Royal Crown, Williams Jolly Joker, Genco State Fair Gun, Midway Bazooka Gun. **SALINA MUSIC & AMUSEMENT CO.**, 210 SO. FIFTH ST., SALINA, KANSAS.

FOR SALE—Seeburg M100A 45 rpm \$75.; Bally Space Ship, Bunny Rabbit, Wild Bull, Rocket Ship, all complete but as is \$195. all; Photomatic Deluxe as is \$100.; Bally Skill Roll \$39.50. More bargains, write. **GRECO BROS. AMUSEMENT CO., INC.**, 1288 BROADWAY, ALBANY, NEW YORK. (Tel. HO 5-0228).

FOR SALE—Export Buyer's Bargain—Seeburg KD200's \$350. each in lots of ten; 375. In lots of five; \$395. single order. All machines clean and ready for location. We stock all makes and model used phonograph and vending equipment. **MARTIN AND SNYDER CO.**, 12727 W. WARREN AVE., DEARBORN, MICHIGAN. (Tel. LUzon 2-2300).

FOR SALE—Sportsmans \$225.; Touchdowns \$165.; Criss Cross Diamonds \$185.; Dix Big Tents \$150.; Big Round Ups \$135.; Double Shots \$110.; Super Big Tents \$85.; Big Tents \$75.; Hunter \$75.; PlayBall \$75. **D & L COIN MACHINE COMPANY**, 414 KELKER ST., HARRISBURG, PENNA. (Tel. CEDar 4-1051 & CEDar 4-2235).

FOR SALE—Club Bowlers \$350.; Bally Big Inning Baseballs \$175.; Beauty Contests \$125.; Beach Queens \$150.; Write for available Bingos, Pins, and Guns. **D. & P. MUSIC**, 27 PHILADELPHIA ST., YORK, PA.

FOR SALE—UNITED 16' Teammate B.A. \$625.; 16' Playtime B.A. \$545.; 16' Bonus B.A. \$375.; 16' Jumbo B.A. \$295.; 14' & 11' Bowling Alleys \$95.; Carnival Gun \$125.; Big Bonus S.A. \$550.; DeLuxe Flash S.A. \$450.; Atlas S.A. \$325.; Eagle S.A. \$325.; Regulation S.A. \$175.; Comet Targette \$95.; Venus Targette \$95.; Shuffle Targette \$95.; CHICOIN 16' Classic B.A. \$275.; 14' Bowling League \$95.; Championship S.A. \$195.; BALLY, 16' ABC Tournament B.A. \$175.; All Star DeLuxe Bowler \$95.; Bulls Eye Gun \$195.; MIDWAY, Shooting Gallery \$395. **CENTRAL OHIO COIN MACHINE EXCHANGE, INC.**, 858 NO. HIGH ST., COLUMBUS 15, OHIO. (Tel. AXminster 4-3529).

FOR SALE—Specials—Completely reconditioned-guaranteed—Bally Beauty Contest \$95.; Beach Queens \$145.; Games, Inc. Wildcat \$175.; Double Shot \$85.; Skeeet \$85.; Auto-Bell Circus Play Ball \$65.; Galloping Dominoes \$75.; Wagon Wheel \$85.; Keeney Little Buckaroo \$165.; Criss Cross Diamond \$185.; A Red Arrow \$365. Rush deposit: **MICKEY ANDERSON AMUSEMENT COMPANY**, 314 EAST 11TH ST., ERIE, PA. (Tel. GLendale 2-3207).

FOR SALE—Or trade for late Gottlieb Games—AMI K-120 Stereo, new, write; AMI K-120 Monaural, new, write; AMI J-120 Stereo, used \$615.; AMI I-200 Monaural, used \$575.; AMI I-120 Monaural, used \$575.; AMI H-120 Monaural, used \$450.; AMI G-200 Monaural, used \$250.; AMI G-120 Monaural, used \$295. **MILLER-NEWMARK DISTRIBUTING CO.**, 42 FAIRBANKS ST., N.W., GRAND RAPIDS 2, MICH.

FOR SALE—Bally Kiddie Rides: Champion Horse (3) \$200. ea.; Model T Ford (3) \$165. ea.; Motorcycle Patrol (3) \$160. ea.; Toonerville Train (1) \$100.; Complete overhaul & refinish. **F.O.B. Miami**, Florida. E. RAMOS, 9111 N.W. 32ct. RD.

FOR SALE—Special—Bally: Roller Derbys \$650.; Acapulco \$749.50; Lite-A-Lines \$525.; Touchdowns \$399.50; Sharpshooter Guns all with new, non-chip plastic targets \$400.; County Fairs \$525.; Deluxe Skill Parades \$135.; Skill Scores brand new in orig. crates \$125.; Williams: Caravelles \$410.; Space Age \$95. **NEW ORLEANS NOVELTY CO.**, 115 MAGAZINE ST., NEW ORLEANS, LOUISIANA. (Tel. Jackson 2-5306).

FOR SALE—Hercules Gun \$250.; Safari Gun \$150.; Bally Circus 2-player \$50.; Lightning Bowler \$95.; Seeb. Q 160 sel. 50¢ chute, stepper, 33-1/3 \$925.; Gen. Fun Fair \$90.; Gen. Show Boat \$90. **CLOER DISTRIBUTING CO.**, 1613 MAIN, JOPLIN, MISSOURI. (Tel. MAfair 3-4202).

FOR SALE—12—20' United Simplex Bowling Alleys; 2 ChiCoin Round The World Trainer; 2-United Sky Raider Guns; 1 Wells Fargo Stage Coach; 1 Bally Hot Rod; 1 Fire Chief Ride; 1 Tusko Elephant; 2 Turnstile. **UNITED EAST COAST CORP.**, 583 TENTH AVE., NEW YORK 36, N. Y. (Tel. Pennsylvania 6-6680).

FOR SALE—Weekly Specials—CC Bulls Eye Baseball \$175.; Bally Jamboree (new) \$395.; Bally Lanes 14' \$95.; Bally Little Champion (new) write; CC Bowling Leagues 14' \$95.; CC Classic 16' \$250.; Beach Queen (new) \$295.; Beauty Contest \$145.; Bally Speed Bowler \$275.; CC Batter Up \$195.; Bally Big Inning \$175.; Little Buckaroo \$250.; Double Shot \$125.; Gunsmoke \$150.; Touchdown \$250.; Rock-Ola 1465 (new) write; Rock-Ola 1475 \$645.; Rock-Ola 1465 (used) \$445.; Rock-Ola 1438 \$175.; Bally Ball Park \$395.; Bally Roller Derby \$675.; Rowe 7-col. Candy \$135.; Keeney Popcorn Vendor \$245. **LAKE CITY AMUSEMENT CO.**, 4533 PAYNE AVE., CLEVELAND 3, OHIO. (Tel. Henderson 1-4100).

MISCELLANEOUS

NOTICE—Buy your parts and supplies from the nation's oldest and original parts and supply house. Save real money. One transportation charge. Largest stocks, lowest prices. Useful gifts with orders of \$25 or more. Catalog free. **BLOCK MARBLE CO.**, 1425 NO. BROAD ST., PHILADELPHIA 22, PA.

NOTICE—Burglar Alarm for coin operated equipment operates on flashlight battery. Sensitive to tampering, 100% protection. Installed quickly, powerful alarm. Instructions. \$3.00, Three \$9.00, Dozen \$33.00. Quantity prices to distributors. **BLOCK MARBLE CO.**, 1425 NO. BROAD ST., PHILADELPHIA 22, PA.

MISCELLANEOUS—Phonograph restyling kits for model B, C, G, W, R; Glass Domes for B & C \$19.50; Decal kits for any make or model phonographs. Inquire about restyled cabinet exchange. **SUN REFINISHING COMPANY**, BOX 348, FORT WORTH, TEXAS. (Tel. ED 2-4935).

Manufacturers New Equipment

Products listed here are currently in production. Prices are manufacturers' list prices, F.O.B. factory. Where no prices are listed, the manufacturers have not authorized price publication.

AMI, INC.
Continental 2-200 STEREO ROUND* with Automix, 200 Sel. Stereo Phono.
Continental 2-200 Monaural (no Automix) 200 Sel. Monaural Phono.
Continental 2-100 STEREO ROUND* with Automix, 200 Sel. Stereo Phono.
Continental 2-100 Monaural (no Automix), 100 Sel. Monaural Phono.
(*STEREO ROUND plays 33-1/3-45 rpm records intermixed)
HAC-200—Hideaway, 200 Sel. Monaural or Stereo
WQ-120 120 Sel. W. B.
WQ-200 200 Sel. W. B.
KQ-200-1 200 Sel. W.B., Dual Price Play
WQ-200-3 200 Sel. W. B., Dual price Play, 4-Coin Rejector
Bar Grip W. B. Mounting Bracket
EX-600 Cylindrical Wall Spkr.
L-2130 Ceiling Spkr., Choice of Grille Types Listed
L-2135 Random Pattern Grille
L-2136 Uniform Pattern Grille
L-2137 Circular Flush-Mount Grille
Remote Vol. & Cancel Cont., St. or Mo.

AUTO-PHOTO CO.
Model 12 Studio\$3,245.00

BALLY MFG. CO.
Bikini (Bingo)\$1,142.00
Marksmen (Pistol-Target) ...\$ 685.00
Barrel-O-Fun '61 (Replay) ... 855.00
Fun Spot '61 (non-replay) ... 855.00
Pony Twins (Kiddie Ride) .. 705.00
Toonerville Trolley 865.00
The Champion (all metal cab) 865.00

CHICAGO COIN MACHINE
Pro Basketball
Pro Hockey
Wild West
Princess Bowler
Pro Bowler (Shuffle)
Commando Machine Gun ...

EXHIBIT SUPPLY CO.
Card Vendor

FISCHER SALES & MFG. CO.
Imperial VII
Imperial VI
B-7
B-6
Fiesta Pool (Bumper)

J. F. FRANTZ MFG. CO.
New Frontier (Counter Pistol)
Dodge City (Counter Pistol) .
Kicker & Catcher

ABT Challenge Pistol
ABT Guesser Scale
ABT Rifle Sport
Aristo Scale

GAMES, INC.
Twin Trail Blazer

D. GOTTLIEB & CO.
Flying Circus, 2-Plyr.

IRVING KAYE CO., INC.
Deluxe Eldorado 6 Pkt. Series
Mark I, 77x45; Mark II, 82x46;
Mark III, 93x52; Mark IV, 106x58.
Satellite, 77x45.
Deluxe Klub Pool, 56x40

J. H. KEENEY & CO., INC.
Flash Back
Old Plantation
Black Dragon
Sweet Shawnee
Deluxe Red Arrow
Twin Red Arrow
Red Arrow
Popcorn Vendor

REDD DISTRIBUTING CO., INC.
Hollywood Candid Camera ... \$195.00
Skill Cards \$135.00

ROCK-OLA MFG. CORP.
1488 120 Sel.
1495 200 Sel.
100 Wall Phono—100 Sel.
1622 Stereo Twin Speakers ...
1623 Hi Fidelity Extension
Speakers
1950 Remote Vol. Cont. with Cancel
Button 50¢

Coin Chute Available for All Models
Dual Credit Unit Available for 200 Sel. Model 1485
1555 Dual W.B. for 120 or 200 Sel.

THE SEEBURG CORP.
AY160S—Stereo 160 selection phonograph. Half dollar, remote control, optional.
AY100S—Stereo 100 selection phonograph. Half dollar, remote control optional.
Y100M—Monaural 100 selection phonograph. Half dollar, remote control, optional.
3W100—Wall-O-Matic 100
Single pricing
S3W160—Wall-O-Matic 160
Single pricing
TW1—Twin stereo wall speakers
TC1—Twin stereo corner speakers
TR1—Twin stereo recessed speakers.
EBTC1-12—Twin stereo extended base —12" corner speakers.
PRVC-2—Powered remote volume control
CC-2—Coin counters
PS61Z—Power supply
BMS-1—Background music unit plays 1000 selections
BMC—Background music compact unit plays 1000 selections
BMCA—Background music companion audio
E2—Cigarette vendor—Beige or aqua
EX2M—Cigarette vendor—beige or aqua—less match dispenser.
4SCD—Cold drink vendor — with crushed ice.
SFB-1000—Fresh brew coffee vendor
SFB-500—Fresh brew coffee vendor
SM-500—Soluble coffee vendor.

SOUTHLAND ENGINEERING INC.
Western Trails

UNITED MFG. CO.
Classic Bowling Alley

UNITED MUSIC CORP.
UPC-100 Monaural
UPC-100S Stereo
UPBWB-1, Sel. 3 Wire W. B.

VALLEY SALES CO.
Model 9000 6 Pkt. Pool Table
50"x90"
Bumper Pool Table
(2 Models Available)
6 Pocket Pool Table
(5 Models Available)

WILLIAMS MFG. CO.
Standard 75 Pool Table
DeLuxe 75 Pool Table
DeLuxe 90 Pool Table
Ten Spot
Hollywood
Batting Champ

THE WURLITZER COMPANY
2500-S, Stereo, 200 Sel. Phono.
2500, Mono., 200 Sel. Phono.
2504-S, Stereo, 104 Sel. Phono.
2504, Mono., 104 Sel. Phono.
2510-S, Stereo, 100 Sel. Phono.
2510, Mono., 100 Sel. Phono.
Steppers available all models
Dual pricing on 200 and 100 selections
Wall Boxes

5252W.B., 200 Sel. with Dual Pricing
& Half Dollar Play
5250 W.B., 200 Sel. 10-25-50¢
5207 W.B., 104 Sel. 10-25¢
5202 W.B., 100 Sel. with Dual Pricing
& Half Dollar Play
5200 W.B., 100 Sel. 10-25-50¢
Speakers

5119 High Fidelity Ceiling Spkr.—12" Cone
5122 Stereo Convertible Console Spkr.
5123 Stereo Wall Spkr.—12" Coaxial
5124 Stereo Corner Spkr.—8" Extended Range
5125 Stereo Extender Spkr. (Packed in Pairs)
5126 Stereo Directional Spkr. (Packed in Pairs)

Hideaway Phonographs
2517-S, Stereo, 200 Sel.
2514-S, Stereo, 104 Sel.
2511-S, Stereo, 100 Sel.
Steppers
2517, Mono., 200 Sel.
2514, Mono., 104 Sel.
2511, Mono., 100 Sel.
261 Stepper, 200 Sel.
257 Stepper, 104 Sel.
295 Stepper, 100 Sel.



THIS WEEK'S USED MACHINE QUOTATIONS

NOTE: HIGH and LOW price quotes appearing in Cash Box Price Lists are WHOLESALER SELLING PRICES received each week from various sections of the United States and DO NOT necessarily reflect trade-in values on equipment.

Prices tend to vary in different cities due to the status of a particular market, condition of equipment offered, and the general nature of a specific sale.

METHOD: "The Cash Box Price Lists" should be read as follows: First price listed is lowest price quoted for the week; Second price listed is highest price quoted.

CODE (Numeral Preceding Machine)

- 1. Prices UP
- 2. Prices DOWN
- 3. Prices UP and DOWN
- 4. No change from Last Week
- 5. No quotations Last 2 to 4 Weeks
- 6. No quotations 4 Weeks or Longer
- 7. Machines Just Added
- * Great Activity



AMI

4. D-40, '51, 40 Sel.	65.00	95.00
4. D-80, '51, 80 Sel.	110.00	135.00
4. E-40, '53, 40 Sel.	75.00	100.00
4* E-80, '53, 80 Sel.	145.00	175.00
4. E-120, '53, 120 Sel.	145.00	175.00
6. F-80, '54, 80 Sel.	200.00	225.00
4. F-120, '54, 120 Sel.	245.00	295.00
4. G-80, '55, 120 Sel.	295.00	350.00
4. G-120, '55, 120 Sel.	275.00	325.00
4* G-200, '56, 200 Sel.	250.00	300.00
4. H-120, '57, 120 Sel.	445.00	525.00
4* H-200, '57, 200 Sel.	400.00	450.00
4. I-100M, '58, 100 Sel. ..	375.00	425.00
4. I-200M, '58, 200 Sel. ...	425.00	475.00
4. J200E, '58, 200 Sel. ...	595.00	650.00
4* J200E, '59, 200 Sel.	650.00	695.00
4. J200M, '59, 200 Sel. ...	495.00	550.00
4. J-120, '59, 120 Sel.	595.00	650.00

ROCK-OLA

6. 1436, '52, Fireball, 120 Sel.	75.00	95.00
4. 1436A, '53, Fireball, 120 Sel.	95.00	125.00
4. 1438, '54, Comet, 120 Sel.	175.00	210.00
4. 1446, '54, HiFi, 120 Sel.	200.00	245.00
4* 1448, '55, HiFi, 120 Sel.	300.00	350.00
6. 1452, '55, 50 Sel.	265.00	295.00
4. 1454, '56, 120 Sel.	375.00	425.00
4* 1455, '57, 200 Sel.	375.00	425.00
4. 1458, '58, 120 Sel.	450.00	500.00
4. 1465, '58, 200 Sel.	475.00	525.00
4. 1475, '59, 200 Sel.	650.00	695.00
4. 1468, '59, 120 Sel.	625.00	650.00

SEEBURG

4. M100A, '51, 100 Sel. ..	75.00	125.00
4. M100B, '51, 100 Sel. ..	150.00	175.00

4. M100BL, '51, 100 Sel., Light Cab	185.00	215.00
4* M100C, '52, 100 Sel. ...	200.00	250.00
4. HF100G, '53, 100 Sel. ..	295.00	350.00
4. HF100R, '54, 100 Sel. ...	375.00	425.00
6. V160, '55, 160 Sel.	225.00	250.00
4* V200, '55, 200 Sel.	200.00	225.00
4* VL200, '56, 200 Sel. ...	265.00	325.00
4* KD200H, '57, 200 Sel. .	395.00	450.00
4. L100, '57, 100 Sel.	450.00	495.00
2* 201, '58, 200 Sel.	675.00	725.00
4. 161, '58, 160 Sel.	650.00	675.00
4. 222, '59, 160 Sel.	750.00	795.00
4. 220, '59, 100 Sel.	725.00	775.00

WURLITZER

4. 1250, '50, 48 Sel., 45 or 78 RPM	49.50	75.00
6. 1400, '51, 48 Sel., 45 or 78 RPM	50.00	75.00
4. 1450, '51, 48 Sel., 45 or 78 RPM	75.00	95.00
4. 1500, '52, 104 Sel., 45 & 78 Intermix	75.00	95.00
4. 1500 A, '53, 104 Sel., 45 & 78 Intermix	50.00	75.00
4. 1600, '53, 48 Sel., 45 & 78 Intermix	95.00	125.00
4. 1650, '53, 38 Sel.	135.00	155.00
6. 1650A, '54, 48 Sel.	195.00	225.00
4. 1700, '54, 104 Sel.	225.00	250.00
4. 1800, '55, 104 Sel.	275.00	325.00
4. 1900, '56, 200 Sel.	350.00	375.00
4* 2000, '56, 290 Sel.	295.00	345.00
4. 2100, '57, 200 Sel.	350.00	395.00
4. 2104, '57, 104 Sel.	425.00	450.00
4. 2150, '57, 200 Sel.	325.00	375.00
4. 2204, '58, 104 Sel.	475.00	525.00
4* 2200, '58, 200 Sel.	495.00	540.00
4. 2250, '58, 200 Sel.	475.00	525.00
4. 2300, '59, 200 Sel.	625.00	675.00
4. 2304, '59, 104 Sel.	600.00	650.00
4. 2310, '59, 100 Sel.	600.00	650.00



BALLY

4. Ballerina (6/59)	450.00	475.00
4. Barrel-O-Fun (9/60) ..	475.00	525.00
4. Beach Beauty (11/56) ..	50.00	60.00
4. Beach Time (9/58) ...	225.00	250.00
4* Beauty Contest (1/60)	125.00	150.00
4. Big Show (9/56)	60.00	85.00
4. Broadway (12/55)	50.00	75.00
6. Carnival (11/57)	75.00	100.00
4. Carnival Queen (11/58)	250.00	275.00
4. Circus (8/57)	90.00	95.00
4. County Fair (10/59) ..	550.00	575.00
4. Crossroads (1/56)	50.00	75.00
4. Cypress Gardens (6/58)	175.00	215.00
6. Double Header (7/56) ..	50.00	65.00
4. Key West (12/56)	65.00	85.00
4. Laguna Beach (3/60) .	575.00	590.00
4. Lotta-Fun (9/59)	375.00	425.00
4. Miami Beach (9/54) ..	45.00	60.00
4. Miss America (2/58) .	110.00	135.00
4. Night Club (4/56)	50.00	60.00
4. Parade (6/56)	50.00	60.00
4. Queens Beach, Island Tropic (3/60)	325.00	350.00
4. Roller Derby (6/60) ..	675.00	725.00
4. Sea Island (2/59)	355.00	375.00
4. Show Time (3/57) ...	65.00	85.00
4. Sun Valley (7/57)	100.00	125.00
6. Target Roll (1/58) ...	150.00	175.00
4. Touchdown (11/60) ..	425.00	475.00
4. U.S.A. (8/58)	175.00	195.00

4. Miss Annabelle 1P (8/59)	200.00	225.00
4. Picnic 2P (10/58)	160.00	200.00
4. Queen of Diamonds 1P (6/59)	195.00	225.00
4. Race Time 2P (3/59) .	200.00	250.00
4. Rocket Ship 1P (5/58)	125.00	150.00
4. Roto Pool 1P (7/58) ..	125.00	150.00
4. Royal Flush (5/57) ...	65.00	100.00
4. Seven Seas 2P (1/60) .	250.00	275.00
4. Silver 1P (10/57)	115.00	150.00
4. Sittin' Pretty 1P (11/58)	150.00	180.00
4. Spot-A-Card 1P (8/60)	250.00	300.00
4. Straight Flush 1P (12/57)	100.00	150.00
4. Straight Shooter (2/59)	160.00	190.00
4. Sunshine 1P (10/58) ..	170.00	195.00
4. Spr. Circus 2P (10/57)	150.00	175.00
4. Sweet Sioux 4P (9/59)	300.00	350.00
4. Texan 4P (4/60)	375.00	425.00
4. Universe 1P (10/59) ..	200.00	225.00
4. Wagon Train 1P (4/60)	240.00	295.00
4. Whirlwind 2P (2/58) .	150.00	190.00
4. World Beauties 1P (2/60)	225.00	275.00
4. World Champ 1P (8/57)	95.00	115.00

WILLIAMS

4. Casino 1P (10/58)	95.00	125.00
4. Club House 1P (10/59)	165.00	195.00
4. Crossword 1P (4/59) ..	140.00	175.00
4. Darts 1P (6/60)	225.00	250.00
4. Fiesta 2P (12/59)	225.00	250.00
4. Four Star 1P (7/58) ..	75.00	100.00
4. Gay Paree (6/57)	75.00	95.00
4. Gldn. Bells 1P (9/59) .	150.00	195.00
4. Gldn. Gloves 1P (1/60)	175.00	195.00
4. Gusher 1P (9/58)	125.00	150.00
4. Jig Saw 1P (12/57) ...	95.00	115.00
4. Jungle 1P (9/60)	225.00	275.00
4. Kings 1P (8/57)	40.00	50.00
4. Music Man 4P (8/60) .	425.00	450.00
4. Naples 2P (9/57)	75.00	95.00
4. Nags 1P (3/60)	175.00	225.00
4. Reno 1P (10/59)	75.00	95.00
4. Rocket 1P (11/59)	150.00	175.00
4. Satellite 1P (7/58)	125.00	150.00
4. Sea Wolf 1P (7/59) ...	100.00	125.00
4. Serenade 2P (5/60) ..	275.00	295.00
4. Starfire (1/57)	50.00	75.00
4. Steeplechase 1P (11/57)	75.00	95.00
4. 10 Strike 2P (1/58) ...	75.00	100.00
4. 3-D 1P (11/58)	100.00	125.00
4. Tic-Tac-Toe 1P (1/59)	150.00	175.00
4. Top Hat (10/58)	75.00	100.00
4. Turf Champ (8/58) ...	95.00	125.00
4. Twenty-One 1P (2/60) .	225.00	250.00



SHUFFLES and BOWLERS



ARCADE EQUIPMENT

BALLY

Shuffles

4* ABC Bowler (7/55) ..	145.00	175.00
4. Deluxe model	165.00	185.00
4. Congress (7/55)	165.00	190.00
4. Jumbo Bowler (9/55) ..	150.00	195.00
4. King Pin Bowler (9/55)	200.00	250.00
4. ABC Super Deluxe Bowler (9/57)	225.00	300.00
4. All-Star Bowling (12/57)	75.00	95.00
4. All-Star Deluxe (2/58) ..	100.00	125.00
4. Lucky Shuffle (9/58) ..	300.00	350.00
4. Star Shuffle (10/58) ..	325.00	450.00
4. Speed Bowler (11/58) ..	245.00	295.00
4. Club Bowler (2/59) ..	375.00	425.00
4. Club Deluxe (5/59) ..	375.00	425.00
4. Monarch Bowler (11/59)	495.00	550.00
4. Official Jumbo (3/60) ..	500.00	550.00
4. Jumbo Deluxe (9/60) ..	525.00	575.00

Ball Bowlers

4. ABC Bowling Lane (1/57)	125.00	150.00
4. ABC Tournament Bowler (6/57)	195.00	250.00
4. ABC Champion Bowler (10/57)	250.00	300.00
4. Strike Bowler (11/57) ..	150.00	195.00
4. Trophy Bowler (4/58)	295.00	350.00
4. Lucky Alley (8/58) ..	325.00	395.00
4. Pan American (6/59) ..	600.00	650.00

CHICAGO COIN

Shuffles

4. Triple Strike (2/55) ..	100.00	125.00
4. Arrow (2/55)	125.00	150.00
4. Criss Cross Targette (1/55)	35.00	50.00
4. Bonus Score (4/55) ..	125.00	150.00
4. Hollywood (5/55)	125.00	150.00
4. Blinker (8/55)	175.00	200.00
4. Score-A-Line (9/55) ..	95.00	125.00
4. Bowling Team (10/55) ..	150.00	195.00
4* Rocket Shuffle (3/58) 1 Player	75.00	95.00
4. 2 Player	100.00	125.00
4. Explorer Shuffle (6/58) ..	200.00	225.00
4* Rebound Shuffle (12/58)	50.00	75.00
4. Championship (11/58) ..	175.00	225.00
4. Double Feature (12/58) ..	295.00	350.00
4* Red Pin (2/59)	395.00	425.00
4. Bowl Master (8/59) ..	450.00	495.00
4. 4-Game Shuffle (11/59) ..	450.00	495.00
4. Bull's Eye Drop Ball (12/59)	125.00	150.00

Ball Bowlers

4* Bowling League (2/57) ..	100.00	150.00
6. Ski Bowl (11/57) 6 Player	50.00	75.00
4. Classic Bowling League (7/57)	250.00	300.00
4. TV Bowling League (11/57)	250.00	325.00
4. TV (with rollovers) ..	250.00	325.00
4. Lucky Strike (1/58) ..	275.00	325.00
4* Player's Choice (9/58) ..	450.00	525.00
2. Twin Bowler (10/58) ..	395.00	450.00
4. King Bowler (3/59) ..	595.00	695.00
4. Queen Bowler (9/59) ..	625.00	695.00

UNITED

Shuffles

6. Clipper (5/55)	95.00	125.00
4. DeLuxe model	125.00	150.00
6. 5th Inning (6/55)	65.00	75.00
4. Capitol (6/55)	150.00	175.00
4. DeLuxe model	165.00	195.00
6. Super Bonus (9/55) ..	175.00	200.00
6. DeLuxe model	195.00	225.00
4. Top Notch (10/55) ..	175.00	200.00
4* Regulation (11/55) ..	175.00	200.00
6. DeLuxe model	220.00	245.00
6. 6-Star (10/57)	250.00	275.00
4. Midget Bowling Alley (3/58)	75.00	100.00
4. Shooting Stars (4/58) ..	100.00	125.00
4* Eagle (5/58)	325.00	350.00
4. Atlas (8/58)	325.00	375.00
4. Cyclone (10/58)	350.00	375.00
4. Niagara (11/58)	300.00	350.00
6. Dual (1/59)	450.00	495.00
4. Zenith (6/59)	450.00	495.00
6. Flash (6/59)	475.00	525.00
6. 3-Way (9/59)	550.00	595.00
6. 4-Way (12/59)	575.00	625.00
4. Big Bonus (2/60)	575.00	625.00

Ball Bowlers

4* Bowling Alley (11/56) ..	125.00	150.00
4* Jumbo Bowling Alley (9/57)	325.00	375.00
4. Royal Bowler (12/57) ..	295.00	325.00
4. Pixie Bowler (8/58) ..	100.00	125.00
4. Duplex (11/58)	525.00	575.00
4. Simplex (5/59)	325.00	400.00
4. Advance (5/59)	500.00	550.00
4. League (10/59)	550.00	595.00
4. Handicap (11/59)	600.00	675.00
4. Teammate (12/59) ...	600.00	675.00
4. Falcon (4/60)	625.00	695.00

WILLIAMS

Ball Bowlers

4. Roll-A-Ball (12/56) 6 Player	90.00	100.00
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UPRIGHT AMUSEMENT GAMES

4. AB Circus (5/56)	100.00	125.00
4. AB County Fair (3/57) ..	100.00	125.00
4. AB Circus Wagon Wheel (12/58)	100.00	125.00
4. AB Galloping Dominos	95.00	125.00
4. AB Circus Play Ball (4/59)	95.00	115.00
4. AB Magic Mirror Horoscope (11/59) ..	200.00	250.00
4. AB Mermaid (3/60) ..	150.00	175.00
4. B Jumbo (5/59)	350.00	400.00
4. B Sportsman (6/59) ..	225.00	275.00
4. CC Star Rocket (5/59) ..	245.00	295.00
4. GA Skeet Shoot (1/57) ..	85.00	105.00
4. GA Super Hunter (6/57) ..	100.00	150.00
4* GA Double Shot (4/58) ..	75.00	110.00
4. GA Wild Cat (12/58) ..	195.00	250.00

4. GA Twin Wild Cat (7/59)	375.00	425.00
4. GA Super Wild Cat ..	395.00	425.00
4. K Big Tent	100.00	125.00
4. K Spr. Big Tent (6/57) ..	125.00	150.00
4. K Shawnee (1/59)	250.00	275.00
2. K Big Roundup (3/59) ..	125.00	200.00
4* K Little Buckaroo (4/59)	200.00	250.00
4. K Del. Big Tent (5/59) ..	150.00	200.00
4. K Big 3 (5/59)	350.00	395.00
1. K Touchdown (9/59) ..	175.00	225.00
6. K Big Dipper (10/59) ..	295.00	325.00
6. K Twin Big Tent	395.00	425.00
4* K Criss Cross Diamond (1/60)	150.00	175.00
4. K Red Arrow (4/60) ..	350.00	395.00
4. Mid Red Ball (5/59) ..	195.00	225.00
4. Mid Joker Ball (11/59) ..	200.00	250.00

6. ABT 6 Gun Rifle Range (8/57)	375.00	425.00
6. Air Football	112.50	195.00
6. Air Hockey	125.00	195.00
4. Auto Photo Model 9 ..	995.00	1200.00
4. B Batting Practice (8/59)	300.00	325.00
6. B Undersea Raider ..	95.00	125.00
4. B Derby Gun (2/60) ..	400.00	450.00
4. B Bulls Eye Shooting Gallery (9/55)	195.00	250.00
4* B Big Inning (5/58) ..	175.00	195.00
4. B Heavy Hitter (4/59) ..	245.00	275.00
4. B Ball Park (4/60) ..	400.00	450.00
4. B Golf Champ (8/58) ..	150.00	175.00
4. Skill Roll (Upright) (B 3/58)	65.00	85.00
4. B Moon Raider (7/59) ..	300.00	325.00
4. B Targets (10/59)	250.00	275.00
4. B Spook Gun (9/58) ..	225.00	250.00
4. B Skill Parade (1/59) ..	150.00	195.00
6. B Del. Skill Parade (4/59)	195.00	225.00
4. Capitol Midget Movies ..	100.00	125.00
4. CC Bullseye Baseball ..	175.00	195.00
4. CC Basketball Champ ..	75.00	95.00
4. CC 4-Player Derby	95.00	125.00
4. CC Goatee	95.00	110.00
6. CC Midget Skee	60.00	125.00
6. Super model	85.00	130.00
6. CC Big League (5/55) ..	100.00	150.00
2. CC Twin Hockey (5/56) ..	150.00	200.00
4. CC Shoot The Clown ..	350.00	395.00
4. CC Steam Shovel (5/56) ..	85.00	115.00
4. CC Batter Up (4/58) ..	210.00	225.00
2. CC Criss Cross Hockey (10/58) ..	200.00	250.00
4. CC Croquet (8/58) ...	50.00	75.00
4. CC Playland Rifle Gallery (8/59)	350.00	400.00
4. Ex Gun Patrol	75.00	100.00
4. Ex Jet Gun	95.00	125.00
4. Ex Space Gun	100.00	125.00
6. Ex Pony Express	75.00	125.00
6. Ex Six Shooter	55.00	95.00
4. Ex Shooting Gal. (6/54) ..	75.00	95.00
4. Ex Star Shtg. Gal. (9/54)	75.00	125.00
6. Ex Sportland Shooting Gallery (11/54)	65.00	125.00
6. Ex "500" Shooting Gallery (3/55)	110.00	125.00
4. Ex Treasure Cove Shooting Gallery (6/55)	210.00	245.00
4. Ex Jungle Hunt (3/57) ..	195.00	225.00
6. Ex Ringer Ball (11/56) ..	35.00	75.00
4. Ex Pop Gun Circus (9/57)	225.00	275.00
6. Ge Lucky Seven	65.00	90.00
4. Ge Sky Gunner	100.00	125.00
6. Ge Night Fighter	70.00	140.00
4. Ge 2-Player Basketball ..	125.00	175.00
4. Ge Rifle Gal. (6/54) ..	110.00	135.00
4. Ge Big Top Rifle Gallery (6/54)	175.00	195.00
6. Super model (12/55) ..	250.00	275.00
4. Ge Gun Club	425.00	450.00
4. Ge Wild West Gun (2/55)	150.00	175.00
4. Ge Sky Rocket Rifle Gallery (5/55)	75.00	125.00
4. GE Championship Baseball (9/55)	110.00	125.00
4. Ge Quarterback (10/55) ..	50.00	75.00
4. Ge Hi Fly Baseball (5/56)	75.00	95.00
4* Ge State Fair Rifle Gal. (6/56)	165.00	195.00
4. Ge Davy Crockett (10/56)	190.00	225.00
4. Ge Circus Rifle (3/57) ..	225.00	275.00
4. Ge Motorama (10/57) ..	215.00	225.00
4. Ge Gypsy Grandma (5/57)	165.00	195.00

4. Ge Space Age Gun (6/58)	150.00	195.00
6. Jungle Joe	45.00	125.00
6. Ke Air Raider	50.00	150.00
6. Ke Sub Gun	50.00	125.00
6. Ke Sportland	135.00	150.00
6. DeLuxe model	130.00	175.00
4. Ke Ranger (3/55)	195.00	210.00
6. DeLuxe model (3/55) ..	190.00	230.00
4. Ke League Leader (4/58)	75.00	95.00
6. Ke Sportland	135.00	150.00
4* Midway Bazooka (10/60)	425.00	450.00
6. Mills Panorama Peek (11/54)	250.00	295.00
4. Mu Atomic Bomber ...	65.00	95.00
6. Mu Ace Bombers	85.00	125.00
6. Mu Dr. Mobile (Prewar)	65.00	125.00
6. Mu Fly Saucers	95.00	125.00
6. Muto Lord's Prayer	125.00	150.00
6. Mu Photo (Pre-War) ..	100.00	200.00
6. Mu Photo (DeLuxe) ..	195.00	295.00
6. Mu Silver Gloves	175.00	195.00
6. Mu Sky Fighter	95.00	125.00
6. Munves Squirts (11/57) ..	395.00	495.00
6. Muto Voice-O-Graph (4/58)	165.00	225.00
6. Pre-War Model	1,025.00	1,100.00
6. Post-War Model	150.00	245.00
6. Mu K. O. Champ	395.00	485.00
6. Mu Drive Yourself	37.50	75.00
6. Mu Bang-O-Rama (4/57) ..	37.50	75.00
4. Philadelphia Toboggan Skee Alley	225.00	275.00
6. Scientific Pitch 'Em ...	45.00	125.00
4. Seeburg Bear Gun	75.00	85.00
4. Seeburg Coon Hunt	125.00	150.00
4. Set Shot Basketball ..	165.00	195.00
4. Telequiz	65.00	95.00
4. Un Jungle Gun	95.00	145.00
DeLuxe model	75.00	125.00
4. Un Carn. Gun (10/54) ..	125.00	160.00
6. DeLuxe model	85.00	125.00
4. Un Bonus Gun (1/55) ..	165.00	195.00
6. DeLuxe model	145.00	175.00
4. Un Star Slugger (7/55) ..	100.00	125.00
4. Un Super Slugger (4/56)	100.00	125.00
4. Un Pirate Gun (10/56) ..	200.00	245.00
4. Un Yankee Baseball (3/59)	295.00	325.00
4. Un Sky Raider (10/58) ..	225.00	250.00
4. Wm. DeLuxe Baseball (4/53)	75.00	95.00
4. Wm. Major Leaguer, 6-Player	95.00	115.00
6. Wm Big League Baseball (2/54)	100.00	150.00
6. Wm. Jet Fighter (10/54)	95.00	145.00
4. Wm. Safari (2/54)	175.00	210.00
6. DeLuxe model	180.00	265.00
6. Wm Polar Hunt (3/55) ..	150.00	175.00
4. Wm. Sidewalk Engineer (4/55)	85.00	105.00
4. Wm. King of Swat (5/55)	90.00	125.00
4. Wm. Four Bagger (4/56) ..	125.00	150.00
6. DeLuxe Model	195.00	220.00
4. Wm Crane (10/56) ...	60.00	115.00
4. Wm Peppy The Clown (12/56)	125.00	150.00
4. Wm 1957 Baseball	175.00	245.00
4. Wm Ten Strike (12/57) ..	120.00	150.00
4. Wm Ten Pins (12/57) ..	115.00	150.00
4. Wm Shortstop (4/58) ..	195.00	235.00
4. Wm. Pinchhitter (4/59) ..	295.00	325.00
4. Wm. Vanguard (10/58) ..	265.00	295.00
4. Wm. Hercules (2/59) ..	295.00	350.00
4. Wm. Crusader (6/59) ..	295.00	350.00
4. Wm. Titan (8/59)	375.00	395.00
4. Official Baseball (4/60) ..	395.00	450.00

KIDDIE RIDES

4. Bally Champion Horse ..	375.00	425.00
6. Bally Moon Ride	125.00	200.00
4. Bally Space Ship	150.00	175.00
6. Bally Speed Boat	165.00	295.00
4. Bally Toonerville Trolley	400.00	495.00
4. Bert Lane Lancer Horse ..	225.00	295.00
4. Bert Lane Merry-Co-Round	175.00	215.00
6. B.L. Miss America Boat ..	225.00	295.00
6.		



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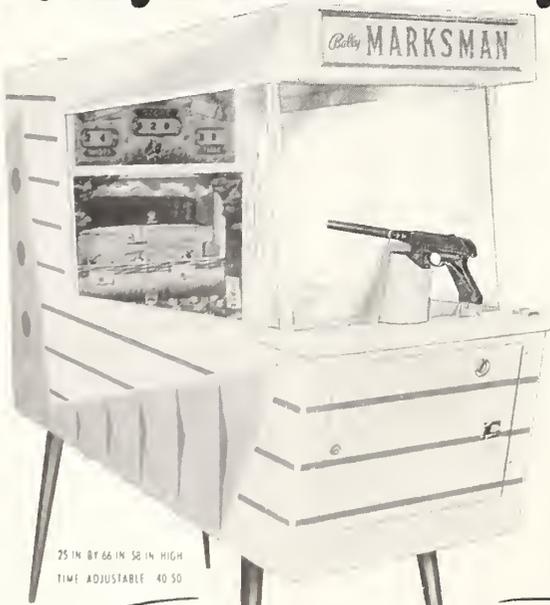
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MORE
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