

# The Cash Box

VOLUME XVIII—NUMBER 7

NOVEMBER 3, 1956



Dick Jacobs looks highly pleased in the above photo, not only because he has a new Coral hit in "Petticoats Of Portugal", but also because he is surrounded by the lovely chorus line of the Copacabana show, from which the song originated. In the past year, Dick has taken his place among the top musical directors, turning out great arrangements for Coral's roster of artists in addition to his own hit recordings.



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FOUNDED BY BILL GERSH

# The Cash Box

Volume XVIII—Number 7

November 3, 1956

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## It's Gonna Be A

# BRIGHT CHRISTMAS

The record business, riding the greatest wave of prosperity in its history, is currently preparing for what may very well turn out to be the peak season of all time—Christmas, 1956.

Christmas is traditionally a busy time for records. Not only do they make wonderful gifts, but very often Christmas gift money is spent buying the singles and albums that customers have wanted for months.

A development which must accentuate both these aspects of Christmas buying is the concentration that has taken place in the last year or two on packaged goods. Naturally as gifts, albums are a more vital item than singles and the fact that so many great packages have been released in recent months means that more and more customers are going to be drawn into the retail stores for their gift buying—and once they get into the stores, their purchases are going to include their own wants also, albums and singles.

The music business has also developed a traditional Christmas roster of songs, standards that we are not only used to hearing each year, but look forward to hearing. And records have kept these pop Christmas songs alive and new because the A&R departments of our record companies have been inventive enough to give them fresh renditions each year, treating them in different ways and with different artists.

This year, as in the past several years, we can expect also some outstanding Christmas song to catch the public's fancy. If it should turn out to be a tremendous seller, then the whole record business will benefit, for as we pointed out earlier, any record that gets a customer into a store creates further buying.

There is one difficulty in this whole matter and that is the custom which disk jockeys have developed of not playing Christmas songs till almost the first of December. Such a short time of play—about three weeks—is unfair to the listening public, which we are certain loves to hear Christmas songs and is entitled to more than three weeks of them. But more importantly it is unfair to the entire record business, which invests thousands of dollars in putting out these Christmas records and which loses the chance of even recouping its investment if the records do not get sufficiently lengthy exposure. We would suggest therefore that disk jockeys play Christmas records as early as they get them. If the public doesn't object, who will?

However, despite minor difficulties, we can expect a banner Christmas season. Last Summer, business was spectacular. It kept up at a proportionate pace all during the Fall. And now we should be going into the greatest season to date.

# The Biggest Hit in Boston — and Breaking Nationally!

# Johnny Burnette



# “THE TRAIN KEPT A ROLLIN’”

CORAL 61719; 9-61719

b/w “HONEY HUSH”



## THE NATION'S Top Ten JUKE BOX TUNES

(PLUS THE NEXT 25)

		Pos. Last Week
1.	<b>DON'T BE CRUEL</b> <b>ELVIS PRESLEY</b> VI-20-6604 (47-6604)—Elvis Presley	1.
2.	<b>HONKY TONK</b> <b>BILL DOGGETT</b> KI-4950 (45-4950)—Bill Doggett	3.
3.	<b>TONIGHT YOU BELONG TO ME</b> <b>PATIENCE &amp; PRUDENCE</b> CR-61701 (9-61701)—Lawrence Welk LI-55022 (55022)—Patience & Prudence DE-30040 (9-30040)—Karen Chandler MO-997 (45-997)—Tonettes & Jimmy Wakely	2.
4.	<b>JUST WALKING IN THE RAIN</b> <b>JOHNNIE RAY</b> AB-3024 (45-3024)—Judy Kileen CO-40729 (4-40729)—Johnnie Ray	5.
5.	<b>GREEN DOOR</b> <b>JIM LOWE</b> DO-15486 (45-15486)—Jim Lowe	8.
6.	<b>CANADIAN SUNSET</b> <b>HUGO WINTERHALTER ORCH.</b> CD-1297 (45-1297)—Andy Williams VI-20-6537 (47-6537)—Hugo Winterhalter VI-20-6678 (47-6678)—Manny Lopez	4.
7.	<b>MY PRAYER</b> <b>THE PLATTERS</b> CO-40757 (4-40757)—Porter Heaps ME-70893 (70893x45)—Platters DE-27991 (9-29991)—Ink Spots VI-20-6678 (47-6678)—Manny Lopez	6.
8.	<b>FRIENDLY PERSUASION</b> <b>PAT BOONE</b> CA-3520 (F-3520)—Lou Busch DO-15490 (45-15490)—Pat Boone CO-40751 (4-40751)—Michel Legrand EP-9181 (5-9181)—Anthony Perkins CR-61702 (9-61702)—George Cates MG-12336 (K12336)—David Rose DE-30041 (9-30041)—Four Aces UQ-355 (45-355)—Bob Graybo	9.
9.	<b>WHATEVER WILL BE, WILL BE</b> <b>DORIS DAY</b> CO-40704 (4-40704)—Doris Day ME-70881 (70881 x 45)—Eddy Howard	7.
10.	<b>TRUE LOVE</b> <b>BING CROSBY &amp; GRACE KELLY, JANE POWELL</b> CA-3507 (F-3507)—B. Crosby & DE-29959 (9-29959)—Kitty Kallen G. Kelly VE-2018 (2018 x 45)—Jane Powell CA-3473 (F-3473)—Margaret Whiting	—

11) LOVE ME TENDER. 12) HOUND DOG. 13) THE FOOL. 14) IT ISN'T RIGHT. 15) YOU'LL NEVER, NEVER KNOW I CARE. 16) BLUEBERRY HILL. 17) ALLEGHENY MOON. 18) CINDY, OH CINDY. 19) SONG FOR A SUMMER NIGHT. 20) SOFT SUMMER BREEZE. 21) OUT OF SIGHT, OUT OF MIND. 22) AFTER THE LIGHTS GO DOWN LOW. 23) LAY DOWN YOUR ARMS. 24) A HOUSE WITH LOVE IN IT. 25) LET THE GOOD TIMES ROLL. 26) YOU DON'T KNOW ME. 27) TWO DIFFERENT WORLDS. 28) MIRACLE OF LOVE. 29) WHEN THE WHITE LILACS BLOOM AGAIN. 30) HEY! JEALOUS LOVER. 31) PETTICOATS OF PORTUGAL. 32) SEE SAW. 33) CHAINS OF LOVE. 34) THE BUS STOP SONG (A PAPER OF PINS). 35) MAMA FROM THE TRAIN.

CODE					
AA—Double A	CL—Cardinal	ES—Essex	JD—Jay Dee	OL—Olympic	5L—Spotlight
AB—Abbott	CO—Columbia	EX—Excella	JU—Jubilee	PA—Parrot	SO—Sound
AL—Aladdin	CR—Coral	FB—Fabor	JZ—Josie	PE—Peacock	SP—Specialty
AO—Apollo	CT—Cat	FE—Federal	KA—Kapp	PM—Prom	ST—Starlite
AP—ABC-Paramount	CW—Crown	FI—Fiesta	KI—King	PP—Peter Pan	SU—SUN
AR—Arcade	CY—Crystallette	FR—Fraternity	LI—Liberty	PR—Prestige	TA—Tampa
AT—Atlantic	DA—Dana	4 Star—Four Star	LO—London	RA—Rainbow	TI—Tico
BT—Bethlehem	DE—Decca	GE—Gee	MD—Media	RE—Regent	UN—United
BY—Bally	DL—DeLuxe	GN—Golden	ME—Mercury	RL—Real	UQ—Unique
CA—Capitol	DO—Dot	GR—Groove	MG—MGM	RM—Rama	VE—Verve
CD—Cadence	DT—Dootone	GTJ—Good Time Jazz	MO—Modern	RP—RPM	VI—RCA Victor
CH—Chess	DU—Duke	HE—Herald	NG—Norgan	SA—Savoy	VJ—Vee-Jay
CK—Checker	ER—Era	IM—Imperial	OK—Okch	SE—Seeco	VK—Vik
					WI—Wing

“Only those records best suited for commercial use are reviewed by THE CASH BOX”

Featured For A Week On  
T. V.'s "MODERN ROMANCES"



*Betty  
Johnson*

sings

**"I DREAMED"**

b/w

**"IF IT'S WRONG  
TO LOVE YOU"**

Bally 1020

**Bally RECORDS**  
THE HOME OF LIVING PERFORMANCE

203 N. Wabash Avenue  
Chicago 1, Ill.  
ANdover 3-4677

**BIG on Bally**

**"PETTICOATS  
OF PORTUGAL"**

b/w

**"PRENEZ GARDE"**

**Caesar Giovannini**

Bally 1018 (7-1018)

\*\*\*\*\*  
**"THE CITY OF  
ANGELS"**

b/w

**"LISTEN, MY LOVE"**

**The Highlights**

Bally No. 1016 (7-1016)

\*\*\*\*\*  
**"I HAVE BUT ONE  
HEART"**

b/w

**"SENTIMENTAL  
JOURNEY"**

**Bob Anderson**

Bally No. 1019 (7-1019)

\*\*\*\*\*  
**"WHY DID YOU?"**

b/w

**"THIS HEART  
OF MINE"**

**The Turks**

Bally 1017 (7-1017)



*Taking Off Like a Rocket*  
*Dot's Newest*  
**HIT!**

**CONFIDENTIAL**

**SONNY  
KNIGHT**

**15507**

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THE NATION'S BEST SELLING RECORDS

*"It's What's in THE CASH BOX That Counts"*



# Record Reviews

**A** DISK & SLEEPER

**B** VERY GOOD

**C** FAIR

**B+** EXCELLENT

**C+** GOOD

**D** MEDIOCRE

**TRADEWINDS**  
(Dot 15502; 45-15502)

**B+** "I WON'T BE ALONE TONIGHT" (2:28) [Trinity BMI—Moore, Davie] A great two-sider with tremendous potential is introduced by the Tradewinds. This half is a fascinating march tempo ballad that could develop into another "Yellow Rose of Texas" if it gets off to a good start. The group has a terrific sound. Arrangement is thrilling.

**B+** "SALLY" (1:59) [Trinity BMI—Moore, Davie] This delightful tune brings back memories of the wonderful gang-sing era. Catchy novelty with a most infectious cornball sound. Superb new novelty with that delectable old-fashioned tavern sound. Both halves could break wide open.

**MITCH MILLER ORCH. & CHORUS**  
(Columbia 40750; 4-40750)

**B+** "JUBILATION T. CORNPONE" (2:18) [Commander ASCAP—Mercer, DePaul] Mitch Miller, the ork and chorus march thru a tremendous production arrangement of a wonderful new novelty from the show "L'il Abner" which will bow on Broadway in the near future. Cleverly penned military ditty.

**B** "WAR AND PEACE" (2:59) [Famous ASCAP—Stone, Rota] The chorus hands in another effective performance as it joins Miller in presenting the dramatic title theme from the box office smash film "War and Peace". Varied tempos make the side very interesting.

**BETTY MADIGAN**  
(MGM 12366; K12366)

**B+** "HOLD ME AGAIN LOVE" (2:33) [Cleo BMI—Moore, Reed] Betty Madigan comes up with one of her strongest sides in quite some time as she warbles a beautiful waltz item set to a delightful Chopin melody. The chorus and ork assist with a top-notch backing. Pretty multiple-voice segments sell the side. A sleeper to watch closely.

**C+** "TAKE MINE" (2:30) [Brighton ASCAP—Whitcup] The songbird lends her warm tones to a pretty love on this portion. Pleasant lilt.

**BOYD BENNETT & ROCKETS**  
(King 4985; 45-4985)

**C+** "ROCKIN' UP A STORM" (2:15) [Lois BMI—Young, Jr.] Boyd Bennett and his swinging Rockets pile-drive thru a hot jumper that'll have the kids hoppin'. Solid item for the jukes in teenage locations.

**C+** "A LOCK OF YOUR HAIR" (2:27) [Benjon BMI—Young, Jr.] A rhythmic teen-age ballad with a fish beat. Ok side that should appeal to the young lovers.

**SONNY ROSSI**  
(Mardi-Gras 1023; 45-1023)

**B+** "CHA CHA ON PARADE" (2:33) [Malver BMI—Rossi] Sonny Rossi and his boys offer an exciting change of pace disk for cha cha enthusiasts. It's a clever arrangement of military melodies and bugle calls set to a cha cha-march tempo. Unusual novelty deck that should win wide approval from the dancer. Swinging side. Could break in all territories.

**B** "HEART AND SOUL" (2:31) [Famous ASCAP—Carmichael, Loesser] A great favorite is revived thru a smooth, easy-to-dance-to cha cha arrangement on this end. Soft, pleasant item that'll grab a good share of the coin.

## The Cash Box Disk of the Week

"I'M FREE" (2:51) [Veronique ASCAP—Mullan]

"NIGHTFALL" (2:49)

[Shapiro Bernstein ASCAP—DeRose, Harold, Lewis]

**AL HIBBLER**  
(Decca 30100; 9-30100)



AL HIBBLER

● Al Hibbler has become one of the most consistent hit makers in our business. An extremely versatile vocalist with a brilliant style

and quality, Hibbler injects a special meaning into any song he sings. In his latest release, he introduces a stirring new inspirational ballad about freedom which should top the great run of one of Al's earlier hits "He". Titled "I'm Free", the song comes from the pen of Richard Mullan who composed "He". A dramatic number that should get tremendous air play during the Christmas season. Excellent change of pace follow-up to Hibbler's current click "After The Lights Go Down Low". Flip, "Nightfall", is the tender title song from an up-coming Columbia movie. Top portion is the one to watch.

"RUNNIN' WILD" (1:55)  
[Leo Feist ASCAP—Gibbs, Grey, Wood]

"BLOW THE SMOKE AWAY" (2:42) [E. B. Marks BMI—Howard, Hough, Adams]

**LES PAUL & MARY FORD**  
(Capitol 3570; F-3570)



LES PAUL & MARY FORD

● Les Paul and Mary Ford hop on the track that leads to the best

seller lists as they offer a top-notch two sider that should be their most successful coupling in quite some time. One half is a torrid, super-speed rendition of a great instrumental standard "Runnin' Wild". Mary's multiple voicing swings and Les' guitar work is thrilling. Side features the same excitement the duo packed into "How High The Moon". The mood side is titled "Blow The Smoke Away". A touching, sentimental love song tenderly handled almost like a lullaby. This half could take over in the long run.

"MOTHER MINE" (2:18)  
[Montelare BMI—Gilkyson, Dehr, Miller]

"TELL ME SO" (2:00)  
[Windy City ASCAP—Hoffman, Kaufman, Watts]

**JERRY VALE**  
(Columbia 40775; 4-40775)



JERRY VALE

● With two consecutive hits under his belt ("Inamorata" and "You

Don't Know Me") Jerry Vale offers a wonderful new coupling that should add many more fans to his rapidly growing following. On one half he shelves the romantic mood and chants an extremely touching song titled "Mother Mine". Wonderful combination of melody, lyrics and delivery results in a side that will bring a tear to the eye of both adults and youngsters. Beautiful song with great meaning. The coupling features the star crooning a warm love story with a lilt. Inviting bit of easy-listening dubbed "Tell Me So". Pleasant deck. Strong two-sider to keep Vale's 1,000 batting average intact.

**REX ALLEN & VICTOR YOUNG O.**  
(Decca 30066; 9-30066)

**B** "NOTHIN' TO DO" (2:19) [Scherer Songs BMI—Parker] Rex Allen's rich, earthy voice is enhanced by a lovely string-filled Victor Young backing as the country star chants a tearful folk-flavored ballad. Inviting lilt plus some infectious yodeling by Allen makes this a strong contender.

**C+** "THE TRAIL OF THE LONE-SOME PINE" (3:05) [Shapiro, Bernstein ASCAP—Carroll, MacDonald] Hoofbeats set the stage for this inviting new treatment of a wonderful western favorite. Chorus and ork supply a romantic showcase.

**JERI SOUTHERN**  
(Decca 30114; 9-30114)

**B** "JUST IN TIME" (2:40) [Stratford ASCAP—Styne, Comden, Green] A wonderful rhythm romancer from the forthcoming B'way musical "Bells Are Ringing" is delightfully styled by the sweet voice of Jeri Southern. Pleasant delivery of top-drawer material.

**B** "BELLS ARE RINGING" (2:35) [Stratford ASCAP—Styne, Comden, Green] The lark is in a wistful mood as she offers the lovely title song of the same show. Enchanting mood vocaling.

**THE HI-FIVES**  
(Flair-X 3000; 45-3000)

**B+** "THROWING PEBBLES IN THE POND" (2:14) [Tri-Eastern ASCAP—White, Berry] The Hi-Fives make an impressive debut on the young Flair-X label singing a beautiful shuffle beat romancer that could develop into the label's first smash. Powerful side that should do well among teenagers. Watch this one.

**C+** "HONG KONG" (1:45) [Coronet ASCAP—Hopkins, Kelly] The boys change the pace and swing thru a cute novelty with a beat. Amusing Oriental gimmicks color the delivery.

**LES BAXTER ORCH. & CHORUS**  
(Capitol 3573; F-3573)

**B+** "(WHAT HAPPENS IN) BUE-NOS AIRES" (2:24) [Atlantic BMI—d'Acosta, Dexter] Les Baxter, who described the "Poor People Of Paris" on a recent release, goes south of the border on this side and comes up with a most contagious instrumental-vocal ditty that should do a bang-up sales job. The chorus sounds like a group of 10-year-old girls. Extremely inviting side that could follow in "Poor People's" footsteps.

**C+** "THE LEFT ARM OF BUD-DHA" (2:53) [Bax Div.-Criterion ASCAP—Baxter] The maestro presents one of his own compositions on this end. Off-beat item that'll catch some spins. Eerie tune.

**BOB MANNING**  
(RCA Victor 20/47-6702)

**B** "ROCKY MOUNTAIN ROSE" (2:26) [Oxford ASCAP—Hoffman, Manning] The writers of "Allegheny Moon" have penned another pretty waltz ballad which Bob Manning fashions warmly on this end. Tender romancer.

**B** "MAKE BELIEVE DREAMS" (2:50) [Frank ASCAP—McWain, Mitchell] The crooner lends his rich voice to a beautiful oldie, here. Excellent song that will enjoy a healthy sale again.

"Only those records best suited for commercial use are reviewed by THE CASH BOX"





A Big New Hit By  
**RUSTY  
DRAPER**

“**CONFIDENTIAL**”

AND

“**TIGER LILY**”

MERCURY 70989

**RELEASES TO WATCH - COMING UP STRONG**



**NICK NOBLE**

‘The Star You Wished Upon’

AND

“You Don’t Know What Love Is”

MERCURY 70981



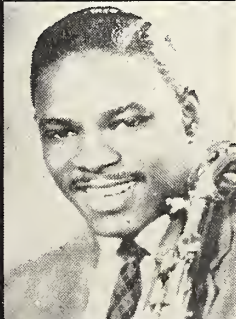
**THE CREW CUTS**

“Love In A Home”

AND

“Keeper Of The Flame”

MERCURY 70977



**SIL AUSTIN**

“Slow Walk”

AND

“Wildwood”

MERCURY 70963



**THE DIAMONDS**

“Put Your House In Order”

AND

“My Judge And Jury”

MERCURY 70983

35 EAST WACKER DRIVE · CHICAGO 1, ILLINOIS





# Record Reviews

A DISK &amp; SLEEPER

B VERY GOOD

C FAIR

B+ EXCELLENT

C+ GOOD

D MEDIOCRE

## KEELY SMITH

(Capitol 3545; F-3545)

**B+** "HURT ME" (2:05) [Fairway BMI—Greines, Freeman] Keely Smith is in top form as she gives out with an inspired interpretation of a dramatic love song with a beat. Side really builds from mid-point on. Exciting deck that could break wide open. Watch this lass.

**B** "HIGH SCHOOL AFFAIR" (2:24) [Marlee ASCAP—Pola, Kaye] The lark does a wonderful job on this end as she shuffles thru a pretty ballad aimed at the teenagers. Lovely version of a solid number.

## DICK HYMAN

(MGM 12343; K12343)

**B** "BLUE DANUBE BOUNCE" (2:43) [Hollis BMI—Strauss] Dick Hyman plants himself at the harpsichord-piano and rhythms thru a lively, refreshing, new arrangement of the great Strauss waltz. Colorful deck with a bounce.

**B** "YANCEY SPECIAL" (2:40) [Shapiro, Bernstein ASCAP—Lewis, Razaf] Hyman displays his digital agility and skill on this pleasant revival of a great instrumental oldie. Smooth rhythm deck.

## ROSEMARY CLOONEY

(Columbia 40774; 4-40774)

**B** "IT'S A NUISANCE HAVING YOU AROUND" (2:51) [Commander ASCAP—Mercer, DePaul] A delightful, wonderfully-written ballad from the score of "L'il Abner", one of this year's most-promising B'way shows, is handsomely rendered by the wistful Rosemary Clooney voice. Lovely song that we'll be hearing often.

**B** "COME RAIN OR COME SHINE" (2:03) [A-M ASCAP—Arlen, Mercer] The ork supplies an exciting up-tempo latin backing for the thrush as she belts a torrid new version of a great standard. Potent deck with hit possibilities.

## ARLENE DeMARCO

(Cameo 100; 45-100)

**B** "DON'T RUSH ME" (2:28) [Harvard BMI—Menzies, Gettinger] Arlene DeMarco, well known for her lead role with the popular DeMarco Sisters, takes a solo run on Cameo and comes thru with a lovely version of a sentimental waltz ballad. Commercial stuff. Could click.

**B** "OLD ENOUGH TO KNOW" (2:11) [Ross Jungnickel ASCAP—Lowe, Mann, Reichner] A slow rock & roll beat sets the stage for the lark's excellent interpretation of some wonderful teenage romance material.

## BERNIE NEE &amp; NEE CHORUS

(Columbia 40779; 4-40779)

**B** "(When Your Heart Is) FEELING FOOLISH IN BRAZIL" (2:25) [Cromwell ASCAP—Sigman, Fontenoy, Ferrari] Bernie Nee and his chorus come up with a cute cha cha and rock 'n' roll novelty that should attract interest from the kids. Colorful pleaser with big possibilities.

**B** "FOLLOW ME" (2:30) [Greta BMI—Gold] The songster leads the group thru a lovely shuffle tempo romancer. Beautiful arrangement of a strong piece of material. Good coupling.

## The Cash Box Sleeper of the Week

"CONFIDENTIAL" (2:20)

[Prestige BMI—Dorinda, Morgan]

"TIGER LILY" (2:20)

[Ross Jungnickel ASCAP—Schroeder, Weisman]

RUSTY DRAPER

(Mercury 70989; 70989x45)



RUSTY DRAPER

● Versatile Rusty Draper, who can do a great job with any type of song ranging from "Gambler's Guitar" to "In The Middle Of The House", has an all out smasher in his latest offering, "Confidential". The material is superb and Rusty's delivery outstanding. Excellent fish-beat ballad that could develop into one of the hottest sides the songster has ever had. The lad changes the pace on the coupling and belts out a swinging country flavored jumper tagged "Tiger Lily". Potent dance stuff for the teenagers. Upper portion will be big.

"NO REGRETS" (2:40)

[Miller ASCAP—Tobias, Ingraham]

"UNTIL YOU'RE MINE" (2:22)

[Gallatin &amp; Leonard BMI—Redd]

THE HILLTOPPERS

(Dot 15511; 45-15511)



THE HILLTOPPERS

● Jimmy Sacca leads his Hilltoppers thru a glowing, new interpretation of a wonderful oldie and hands in a side that should skyrocket the crew into the spotlight once again. Titled "No Regrets", the tune is a warm, inviting story of love replete with hit making ingredients. Sacca is in fine form as he displays one of his most convincing performances in a long while. The group's fans will be tossing the coins into the boxes to hear this one. On the flip the ork sets up a rock and roll beat for the crew's smooth venture thru another romancer "Until You're Mine". Top deck could make it big.

"I DREAMED" (2:04)

[Trinity BMI—Grean, Moore]

"IF IT'S WRONG TO LOVE YOU" (2:40)

[Peer Inter'l BMI—Dodd, Mitchell]

BETTY JOHNSON

(Bally 1020; 45-1020)



BETTY JOHNSON

● Betty Johnson, who's had great territorial success with two of her previous releases for Bally, may have the national smash she's been looking for in a delightful new ditty titled "I Dreamed". All last week, the song was presented on NBC-TV's "Modern Romance" show. Betty made her dramatic debut in the show and performed the song a number of times. The record was heard frequently on each of the five days. The song is a colorful bouncer that could break wide open. It's got quality and exposure. Lower lid, "If It's Wrong To Love You" is a tearful romancer which the chirp chants impressively.

## VINCENT VALLIS

(Ace 101; 45-101)

**C+** "EVERY NIGHT I KEEP DREAMING" [Dauphin BMI—Orefice] Vincent Vallis assists vocalist Irv Clark as he chants a warm love song. Inviting delivery of a pleasant selection.

**C** "OH DARLING" [Dauphin BMI—Ventura] Vallis picks up the beat for Clark's rhythmic styling of an ok jumper.

## LEO DIAMOND

(RCA Victor 20/47-6710)

**B** "SIXTH FINGER TUNE" (2:13) [Empress ASCAP—Strouse] Harmonica ace Leo Diamond introduces a most infectious instrumental novelty from the recent B'way show "Sixth Finger In A Five Finger Glove". Colorful, spright pleaser that jockeys will find to their liking. Good programming matter.

**B** "I REMEMBER WHEN" (2:48) [Regent BMI—Bechet] Diamond presents a lovely tune with a romantic mood. Attractive number that grows on you. Strong coupling of two extremely different pretties.

## RENE TOUZET ORCH. &amp; CHORUS

(GNP 115; 45-115)

**B** "LAURA" (3:06) [Robbins ASCAP—Raksin, Mercer] Rene Touzet and the chorus glide thru a pleasant dance tempo version of the great standard "Laura". Chorus' delivery blends well with the instrumental arrangement.

**B** "MI MUSICA ES PARA TI" (2:51) [Southern ASCAP—Touzet] From the Columbia picture "Cha Cha Boom" comes this easy-going dancer. Here too, the chorus performs with English lyrics. Contagious melody to watch. Film will definitely boost sales.

## EDDIE DANO

(Vik X/4X-0237)

**B** "MY LAST NIGHT IN ROME" (2:42) [Famous ASCAP—Freed, Livingston] Eddie Dano makes a sparkling debut on Vik as he sings a tender love song with the aid of a chorus. Lovely arrangement of a top-grade ballad. Eddie is here to stay. Bright future in store for the lad.

**C+** "LA LA COLETTE" (2:08) [Criterion ASCAP—Pober] A lively Parisian flavored novelty is infectiously treated by the young crooner. Talented lad. Two pleasant sides.

## B. B. KING

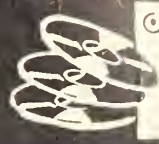
(RPM 479; 45-479)

**B+** "ON MY WORD OF HONOR" (2:45) [Mr. Music BMI—Harrison, Miles] Ace blues singer B. B. King offers a powerful side for the pop market in this dramatic love song which he belts with great force and meaning. King's most commercial side to date. Could break wide open.

**C+** "BIM BAM" (2:30) [Modern BMI—Davis, Josea] King does a complete turnabout and flies thru a wild jumper that swings from the first groove right thru to the last.

"Only those records best suited for commercial use are reviewed by THE CASH BOX"

*America's Fastest Selling Records*



**DECCA**  
RECORDS

**HE DOES IT AGAIN!**

# AL HIBBLER

*has a tremendous*

*Double Decker*



# I'M FREE

# NIGHTFALL

*(from the Columbia Picture "Nightfall")*

with Orchestra conducted by Jack Pleis  
DECCA 30100: 9-30100



*A New World of Sound*

# DECCA records

*"It's What's in THE CASH BOX That Counts"*



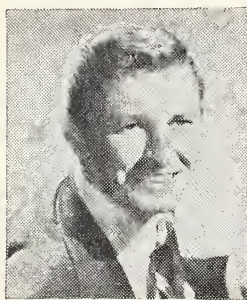
**"COME RAIN OR COME SHINE!"**  
**"ROCK-A-BYE YOUR BABY WITH A DIXIE MELODY"**  
 (Decca 9-30124; 30124)



JERRY LEWIS

● Jerry's first time at bat with a smash hit. Spontaneous coast-to-coast reaction on this release which shows-off fine belting voice and two evergreen sides.

**"A FADED SUMMER LOVE"**  
**"NO ONE"**  
 (Decca 9-30078; 30078)



GEORGIE SHAW

● Shaw is due for a break—and this is it! One of his best releases, 2 sure-fire sides, heading for Hitdom! Solid fare, solidly sung.

**"GO AWAY WITH ME"**  
**"GREAT BIG LOVE"**  
 (Decca 9-30087; 30087)



WILBURN BROTHERS  
 (Teddy and Doyle)

● Best effort to date by Teddy and Doyle—first rank C & W'ers. Each release has been building . . . this looks like the Big One!



**London Lowdown**

Lionel Hampton's first London Concert which took place at the Empress Hall, was a great success. It had the teenagers rocking in the aisles. To avoid any possible disturbance, the concert was stopped twenty minutes before it was due to end. The concert scheduled at the Albert Hall on Friday was cancelled because the Hall authorities were not in favor of R&R.

Robert Mellin over here on a six week business trip. Also due over November 3rd are Bill Bullock and Joe Carlton of RCA Victor coming over with their wives.

The Gersh's have left Paris on their way to Geneva, and will continue their European trip towards Italy.

The Broadway musical "Fanny" opens at the Theatre Royal Drury Lane on November 15th, with Robert Morley in the lead role.

We may have found the British answer to America's Elvis Presley in 19-year-old Tommy Steele who is creating wide interest with his waxing "Rock With The Cave Man".

Jerry Colonna and Dickie Valentine head the bill for the next two weeks at London's Prince of Wales Theatre.

Vera Lynn's new BBC-TV show a great success. So is her waxing of "A House With Love In It".

London laurel this week goes to Frankie Laine who has reached the No. 1 spot with "Woman In Love".

This week's best selling pop singles. (Courtesy "New Musical Express")

- 1 Women In Love—Frankie Laine (Philips)
- 2 Hound Dog—Elvis Presley (HMV)
- 3 Lay Down Your Arms—Anne Shelton (Philips)
- 4 Giddy-Up-A-Ding-Dong—Freddie Bell and the Bellboys (Mercury)
- 5 Just Walking In The Rain—Johnnie Ray (Philips)
- 6 Rockin' Through The Rye—Bill Haley Comets (Brunswick)
- 7 Whatever Will Be, Will Be—Doris Day (Philips)
- 8 Rock Around The Clock—Bill Haley Comets (Brunswick)
- 9 Great Pretender/Only You—Platters (Mercury)
- 10 Bring A Little Water Sylvie/Dead Or Alive—Lonnie Donegan
- 11 Ying Tong Song/Bloodnok's Rock And Roll Call—Goons (Decca)
- 12 More—Jimmy Young (Decca)
- 13 When Mexico Gave Up The Rumba—Mitchell Torok (Brunswick)
- 14 More—Perry Como (HMV)
- 15 See You Later, Alligator—Bill Haley Comets (Brunswick)
- 16 Saints Rock And Roll—Bill Haley Comets (Brunswick)
- 17 I'm In Love Again—Fats Domino (London)
- 18 Woman In Love—Four Aces (Brunswick)
- 19 Glendora—Perry Como (HMV)
- 20 Heartbreak Hotel—Elvis Presley (HMV)
- 21 Rock And Roll Stage Show (LP) Bill Haley Comets (Brunswick)
- 22 St. Therese Of The Roses—Malcolm Vaughan (HMV)
- 23 Make It A Party—Winifred Atwell (Decca)
- 24 Blue Jean Bop—Gene Vincent (Capitol)
- 25 I Want You, I Need You, I Love You—Elvis Presley (HMV)
- 26 Mountain Greenery—Mel Torme (Vogue/Coral)
- 27 Love Me As Though There Were No Tomorrow—Nat 'King' Cole (Capitol)
- 28 Rock With The Cave Man—Tommy Steele (Decca)
- 29 Teach You To Rock/Short'nin' Bread Rock—Tony Crombie (Columbia)
- 30 Green Door—Jim Lowe (London)
- 30 Razzle Dazzle—Bill Haley Comets (Brunswick)



**Record Reviews**

**A** DISK & SLEEPER    **B** VERY GOOD    **C** FAIR  
**B+** EXCELLENT    **C+** GOOD    **D** MEDIOCRE

**The Cash Box Best Bets**

- ★ "BELLS ARE RINGING"..... Jo Stafford ..... Columbia 40782
- ★ "THE LOOK" ..... Dean Martin ..... Capitol 3577
- ★ "I REMEMBER WHEN"..... Sidney Bechet ..... Coral 61744
- ★ "ON MY WORD OF HONOR"..... B. B. King..... RPM 479
- ★ "BUENOS AIRES" ..... Les Baxter..... Capitol 3573
- ★ "I WON'T BE ALONE TONIGHT"..... Tradewinds ..... Dot 15502
- ★ "HOLD ME AGAIN LOVE"..... Betty Madigan ..... MGM 12366
- ★ "CHA CHA ON PARADE"..... Sonny Rossi..... Mardi-Gras 1023
- ★ "THROWING PEBBLES IN THE POND"..... Hi-Fives ..... Flair-X 3000

**RONNIE DEXTER**  
 (Mecca 102; 45-102)

**B** "IT'S GOTTA BE, TO BE IN TEXAS" (1:46) [Dexter ASCAP—McCune, Ficher] Bob Berry's ork assists vocalist Ronnie Dexter with a spright background as the thrush lilt thru a cute novelty about Texas' favorite subject, Texas. Pleasant ditty that'll enjoy territorial success.

**C+** "THE MYTH OF JOE SMITH" (2:21) [Dexter ASCAP—Mobell, Spinosa] A humorous novelty about the Joe Smith nomination at the recent Republican convention is lightly styled by Ronnie.

**JERRY LEWIS**  
 (Decca 30124; 9-30124)

**B** "COME RAIN OR COME SHINE" (2:48) [DeSylva, Brown & Henderson ASCAP—Mercer, Arlen] Jerry Lewis shelves the comedy stuff on his debut disk for Decca as he belts out a dramatic version of a great standard. Jerry has a fine voice and could do big things with this release.

**B** "ROCK-A-BYE YOUR BABY WITH A DIXIE MELODY" (2:33) [Mills & Warock ASCAP—Schwartz, Young, Lewis] Jerry's delivery on this end recalls the great Al Jolson spirit. Delightful interpretation.

**JO STAFFORD**  
 (Columbia 40782; 4-40782)

**B+** "BELLS ARE RINGING" (2:25) [Stratford A S C A P—Comden, Green, Styne] The beautiful title tune from an up-coming B'way show, is tenderly chanted by the penetrating voice of Jo Stafford. Enchanting slow-waltz ballad. The multiple voice segments are superb. Keep an eye on this one. It could be a biggie for Jo.

**B** "ON LONDON BRIDGE" (2:30) [Ross Jungnickel ASCAP—Tepper, Bennett] A chorus assists the lark on this end as she shuffles thru an exciting arrangement of a rhythmic ballad. Strong side.

**DEAN MARTIN**  
 (Capitol 3577; F-3577)

**B+** "THE LOOK" (2:19) [Massey ASCAP—Russell] Dean Martin could have another top-drawer smash with this clever new treatment of a favorite Spanish melody "La Paloma". The new lyrics are most enjoyable and Martin's mellow voice is tailor-made for the material. A sleeper to watch.

**B** "GIVE ME A SIGN" (2:30) [Denric ASCAP—Saxon, Mirkin] A catchy romancer with a colorful lilt, is infectiously offered by the crooner on this end.

**SIDNEY BECHET ORCH.**

(Coral 61744; 9-61744)

**B+** "I REMEMBER WHEN" [Regent BMI—Bechet] A beautiful, sentimental melody penned by Sidney Bechet and recorded by the great jazz artist for a French record company, is issued by Coral. It's a gorgeous mood item with an indescribable charm. Could develop into a big seller. A sleeper to watch closely.

**C+** "THE COTTON BALL" [Regent BMI—Bechet] This half has a most inviting Dixie jazz quality. Catchy instrumental novelty not as commercial as the top deck.

**RALPH FLANAGAN ORCH.**

(RCA Victor 20/47-6719)

**B** "BABY DOLL" [Remick ASCAP—Hopkins] Ralph Flanagan and his band offer a torrid instrumental treatment of the title tune from the next Elia Kazan flicker to hit the theatres. Exciting interpretation that should grab many spins.

**C+** "A ROSE AND A BABY RUTH" [Bentley BMI—Dee] An inviting cover rendition of a fast rising new ballad is dished up by Flanagan and his vocal group. Smooth dance version.

**ROBERT MAXWELL**

(MGM 12351; K12351)

**B** "CUMANA" (2:12) [Martin ASCAP—Spina, Hillman, Allen] Harpist Robert Maxwell excels on the strings as he flies through a trigger-fast rendition of a popular instrumental oldie. Colorful rendition.

**C+** "INJURY MUSIC FOR FOOT-BALL GAMES" (2:46) [Maxwell ASCAP—Maxwell] Cheers of a crowd and drum beats serve as the introduction for this catchy instrumental novelty with a march tempo. Off-beat item that should get spins.

**GALE ROBBINS**

(Era 1022; 45-1022)

**B** "THIS CAN'T BE THE END OF ME" (2:27) [Warman BMI—Townsend] Gale Robbins does an impressive job on a sorrowful love story which she chants with a tear in her voice. Dramatic item that could catch on. Strong arrangement.

**C+** "RIVERMAN" (2:13) [Warman BMI—Dunig, Blair] The lark sings a good blues ballad on this half. Sultry delivery of an interesting tune.

"Only those records best suited for commercial use are reviewed by THE CASH BOX"

# BENNETT at his BEST **The Cash Box** Sleeper of the Week



# Tony Bennett



Sings the 2 sided  
Hit ....

**“JUST  
IN  
TIME”**

(from the forthcoming B'way musical  
“Bells Are Ringing”)

**“THE  
AUTUMN  
WALTZ”**

**COLUMBIA**  
**RECORDS** 

40770; 4-40770

“It's What's in THE CASH BOX That Counts”



# Round The Wax Circle

## NEW YORK:

Mike Conner in town last week to wind up his New York affairs before moving permanently to the Coast, excited about his management deal with Jeff Chandler and his promotion deals with Jerry Lewis, Morris Stoloff, Victor Young, Elmer Bernstein and the Mary Kaye Trio. . . . Dick Lee became the father of a baby boy last week. . . . Tutti Camarata left for the Coast for record dates with Disneyland Records. . . . The Anita Kerr Singers, longtime favorites on Nashville's WSM, have been signed by Decca Records. . . . Nick Dean, who has recorded "High School Baby" on the new Deb label, is really Nick Boone, Pat's brother. . . . ABC-Paramount has named Music Suppliers of Ohio as its Cincinnati distributor. . . . The John Laurenz record of "Condemned" which was reviewed last week was written by Dorothy Doane. . . . Jo Ann Tolley has been booked into Jimmy Comber's Supper Club, Washington, D. C. for the week of October 29 and then goes to the El Morrocco Club, Montreal, Canada for 10 days. . . . Jolly Joyce announced this week the signing of Alan Freed to an exclusive booking contract for TV films. Freed had already been signed to the Jolly Joyce Agency for exclusive motion picture bookings. . . . Betty Madigan will start a stint at the Holiday House in Pittsburgh November 26. . . . Bobby Scott makes his debut with his own jazz trio at Cafe Bohemia for 10 days starting November 9. . . . Geordie Hormel, Zephyr Records prexy, preparing to release an LP a week for the next six weeks. . . . Sorry to hear that Anne Fulchino of RCA Victor's publicity department is ill at home. Letters will reach her at 41 Kilburn Street, Revere, Mass. . . . On November 8, the Chordettes, Bill Hayes and Archie Bleyer will appear on a special ABC-TV show to introduce the new Oldsmobile line of cars.



BETTY MADIGAN

## CHICAGO:

Dave Brubeck and the group in for a short stay at the Blue Note. . . . Seymour Schwartz, of Seymour's Record Store (one of Chi's top jazz record shops), reports that he's off to L.A. to start his own publishing and writing firm. Tho' Seymour goes west, the store remains here. . . . Johnny Lang, who penned "Mule Train", around town to promote new boy balladeer, Rod McKuen. . . . Bob Leonard, Don Metzger, Gerry Grainger, Larry Fischer and Gene Edwards, all of Milwaukee's WRIT, doing personal appearances on weekends in that city's many record shops. And reportedly causing big turnouts. . . .

Note from gal dynamo, Ruth Shapiro, crowing over The Baker Sisters' newie on Mercury, "One By One" b/w "The Little Monster".



PAT BOONE

The Reed Farrel-Spider Webb combination (WAIT) planning an "Elvis Presley Contest Night", 11/9, at the B & K North Shore Theatre. Prizes given for the best impersonation of the Elvis boy. Evening will also include rock and roll record hop in the lobby of the thither. . . . Louis Armstrong, the lovable "Satch", bowed at the Chez on 11/2. "Satch" will inhabit the bandstand for two weeks. . . . Pat Boone slated for Elkhart, Indiana and Madison, Wisc. one nighters. He'll share the Madison spotlight with vocalist June Christy. . . . Thanks to all the local record companies and distribribs for their help in supplying the time, talent and merchandise for the Edgewater Hospital's successful charity affair at the Palmer House. . . . Singer-pianist Audrey Morris entertaining the audiences at the Cloister Inn. Audrey's first album for Bethlehem skeddied for November 5th release. . . . Mike Oury, All-State Distribribs, thrilled over the reaction to Vince Martin's "Cindy, Oh Cindy". Can hardly believe how fast it's jumped in the charts these past few weeks. . . . This town's promotion men honored deejay John McCormick at a cocktail party in the Black Orchid t'other p.m. (Sorry to see you go, John, but lotsa luck in New Orleans.)

## HOLLYWOOD:

Geordie Hormel and Rosalie, Zaphyr Record stars, have appeared on 71 radio and TV programs in the East since October 1st promoting their hit record "Namely You". . . . KFWB disk jockey, Bill Daniels has received over 6300 pieces of mail on his Elvis Presley-Pat Boone contest. Daniels has asked Presley and Boone fans to write him at KFWB stating "Why I Like Elvis Presley" or "Why I Like Pat Boone". . . . The Hilltoppers, who wound up a successful tour of England and Scotland, flew directly from London to Hollywood to record their latest record with Randy Wood at Dot Records. . . . Fabor Robison, on tour in the Midwest reports that "You'll Always Be My Love" by the Lee Gotch Singers has taken off in that area. . . . Zeke Manners now heard over WINS, New York, replacing Bob and Ray. . . . Ella Fitzgerald currently packing them in at Charlie Morrison's Mocambo. Ella's new Verve album with Louis Armstrong is another hit LP for the Verve label. . . . Edloi Van Camp has left KGFJ and joins KBIG as assistant to Aline McKinney. . . . Ira Cook has picked "Shadow On The Moon" by Art Smith on the Key label as his record of the week. Tune was written by Vine Street barber Harry Green and Ned Washington. . . . Bob Thiele in town recording Lawrence Welk. . . . Keeley Smith's Capitol release of "High School Affair" getting a big play from the local jockeys. . . . Motif Records have come up with a hit in their second release, "My Last Night In Rome" by the Motifs. Dave Axelrod, national sales manager for the new firm reports orders coming in from all sections of the country. . . . KDAY has been granted approval to increase its power to 50,000 kilo watts making it L. A.'s second 50,000 KW independent radio station. . . . Ben Oakland and Herb Magidson happy over the reception given their tune, "Moderation" recorded by Tony Martin on Victor.



ROSALIE

# NOW...EP's and Single Records from the Two Outstanding Albums of the Year!

## Bing Sings whilst Bregman Swings



SINGLE V-2025

EPV-5020

Mountain Greenery The Song Is You  
'Deed I Do Heat Wave

EPV-5021

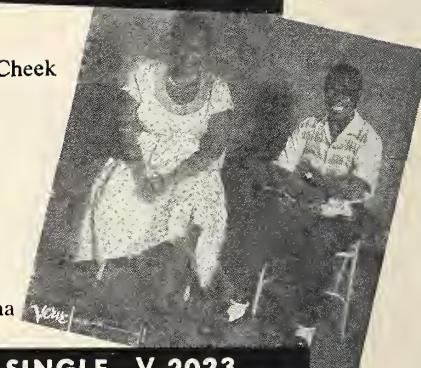
Cheek To Cheek They All Laughed  
Have You Met Miss Jones Blue Room

EPV-5022

I've Got Five Dollars Jeepers Creepers  
September In The Rain  
Nice Work If You Can Get It

**I've Got Five Dollars**  
B/W  
**Mountain Greenery**

## Ella and Louis



EPV-5012

Isn't This A Lovely Day Cheek To Cheek

EPV-5013

Tenderly April In Paris

EPV-5014

The Nearness Of You  
They Can't Take That Away From Me

EPV-5015

A Foggy Day Stars Fell On Alabama  
Under A Blanket Of Blue  
Moonlight In Vermont

SINGLE V-2023

**Stars Fell On Alabama**  
B/W  
**Can't We Be Friends**

Contact Your Distributor Today!

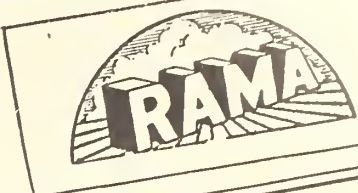


451 NORTH CANON DRIVE, BEVERLY HILLS, CALIF.

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# EXTRA

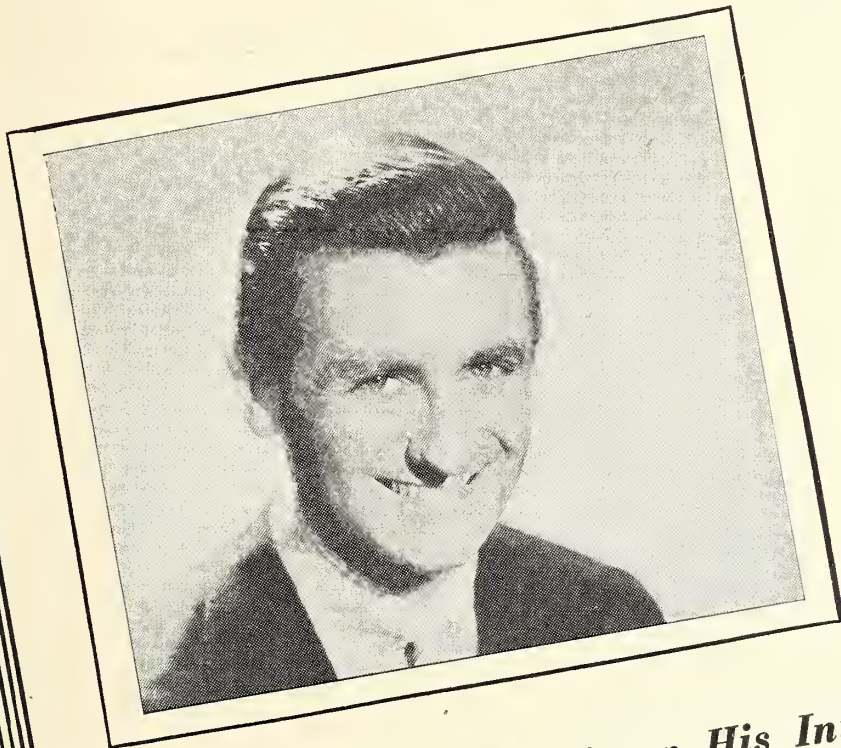


## SCOOP OF THE YEAR

The Great Voice of

# ALAN DEAN

## NOW on RAMA



*A Hit on His Initial Release*

# LIFE IS BUT A DREAM

and

# ROCK AND ROLL TARANTELLA

### RAMA 211



## RECORDS

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A Special Section of  
**THE CASH BOX**

(Dated November 10th)

Celebrating the  
**5th Annual Country  
Disk Jockey Convention**



Held in conjunction with  
**The 31st Anniversary of  
WSM's  
GRAND OLE OPRY**

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**Platter  
Spinner  
Patter**

ALL ABOUT DISK JOCKEYS

Larry Taylor (WINN-Louisville, Ky.) is looking for an old record by Les Brown and his ork, which he wants for his theme on his show. The title: "That Solid Old Man". Larry would appreciate info on how he can obtain the platter. . . . Chris Connor and Kai Winding visited Don Bassett (WHIM-Providence, R. I.) recently. . . .



**BILL RASE**  
(KCRA—Sacramento, Calif.)

Deejay Team: Don Kelley and Steve Cannon of WLWL, Minneapolis, Minn. have been teamed up in an early morning platter program. . . . Bill Rase (KCRA-Sacramento, Calif.) told listeners he'd devote a 3-hour Saturday afternoon exclusively to Elvis Presley records if he'd receive 1,000 okays in cards or letters. Within two days, he stacked up 4,500 eyes, and only 6 nays, so the Presleyites got their wish. According to KCRA, Bill's program is the highest rated local program in Sacramento. . . . Eydie Gorme guested, a short while ago, on Al Meltzer's (WHEN-Syracuse, N. Y.) "Record Room". . . . Steve Wade (WAEB-Allentown, Pa.) features the music of some particular composer or lyricist and programs their music along with currently popular music. Steve says he has amassed quite a file of info behind the songs and their birth.

The response to this feature was, in Steve's word, "unbelievable". It soon became a regular feature. . . . Ted Crays (WLCS-Baton Rouge, La.) supplies a list of other dj's on the 24 hour station. They are Bill Anthony, Bill Cox, Arch Yancey, Cal Adams and Gene Nelson.

\* \* \* \* \*

Raul Lovett (WBSM-New Bedford, Mass.) writes that for the first time in a long time everyone at WBSM including office personnel and engineers agree on the same record. The unanimous choice belongs to Guy Mitchell's Columbia disk of "Singing The Blues". . . . An Important Post Script: Jim Larkin (WMBG-Richmond, Va.) ended a letter sent to us with the P. S., "Got Married". Good Luck, Jim. . . . Dick Wittinghill (KMPC-Los Angeles, Calif.) features, on his show, "recall tunes" and new releases. Dick was state chairman of disk jockeys for the Heart Fund and was active in the Muscular Dystrophy 1956 campaign. . . . Lee Case formerly of WAYE, Baltimore, Md. is now doing free lance work. . . . Bob Custer (KLOK-San Jose, Calif.) features, almost entirely, jazz recordings on "Custer's Caravan". "Jazz", says Bob, "has reached the point where even the 'long-hairs' must recognize it as a legitimate art form". . . . Paul Coburn moved over to KLUB, Salt Lake City, Utah from KOL, Seattle, Wash. as deejay and Music Director. . . . Ed Bonnor (KXOK-St. Louis, Mo.) is the publisher of the latest Tony Martin release entitled, "Since You've Been Mine". His firm is Radoir and he would enjoy hearing from his fellow platter spinners as to what they think of the record. . . . Ed Horne (WTSL-Hanover, N. H.) has been at WTSL four months and is doing a morning show called "Reveille". . . . Rod Hurley (WWIN-Baltimore, Md.) and his wife, Fran, became the proud parents of a bouncing 6 lb. 2 oz. baby boy. . . . During a country fair, Al Radka (KFRE-Fresno, Calif.) guested Eydie Gorme, Russell Arms, and Buddy Morrow on both his radio and TV shows. . . . Jack Rowzie (WWDC-Washington, D. C.) was surrounded by a bevy of 100 lovely co-eds from Northwestern High School in Hyattsville. Jack was invited to be MC of the school's annual contest to select "Miss Northwestern High". . . . Frank Roberts (WBOF-Virginia Beach, Va.) reports WBOF serves both Virginia Beach and Norfolk all day long with the best in pops, show tunes and jazz.



**DICK WITTINGHILL**  
(KMPC—Los Angeles, Calif.)

\* \* \* \* \*

Dick Drury (WHHH-Warren, Ohio) would like to hear from other jocks who would like to participate in his idea to exchange tapes, each week, spotlighting the top records in each dj's area. . . . David Dreis (KENT-Shreveport, La.) began a weekly Saturday night "Night Owl Hoot Hop" on KENT. The affair takes place at a Shreveport recreation center and takes in about a thousand at a time. . . . Chuck Brinkman (WJER-Philadelphia, Pa.) says he had the pleasure of meeting and watching a tremendous young artist, Steve Lawrence recently. Jack Slattery is one of the new deejay members of WHAM, Rochester, N. Y. . . . Ed Ferland (WHEC-Rochester, N. Y.) reports that the Honor School Of The Week, Charlotte High School, picked "Night Lights" by Nat King Cole (Capitol) as the song most likely to succeed from a list of ten new releases. . . . Hal "Doc" Wade (WNJR-Newark, N. J.) runs "Jazz At Midnight" six nights a week, Monday thru Saturday. All record companies who have jazz albums can participate by sending their releases, says Hal.



**ROD HURLEY**  
(WWIN—Baltimore, Md.)

"Only those records best suited for commercial use are reviewed by THE CASH BOX"





# The Records Disk Jockeys Played Most

A SUMMARY OF REPORTS RECEIVED FROM THE NATION'S DISK JOCKEYS

	Pos. Last Week
<b>1. LOVE ME TENDER</b> ELVIS PRESLEY (RCA Victor)	1.
<b>2. THE GREEN DOOR</b> JIM LOWE (Dot)	2.
<b>3. FRIENDLY PERSUASION</b> P. BOONE (Dot) FOUR ACES (Decca)	3.
<b>4. TRUE LOVE</b> CROSBY & KELLY (Capitol) JANE POWELL (Verve)	7.
<b>5. JUST WALKIN' IN THE RAIN</b> JOHNNIE RAY (Columbia)	6.
<b>6. DON'T BE CRUEL</b> ELVIS PRESLEY (RCA Victor)	4.
<b>7. CINDY, OH CINDY</b> VINCE MARTIN (Glory) EDDIE FISHER (RCA Victor)	10.
<b>8. CANADIAN SUNSET</b> H. WINTERHALTER (RCA Victor) A. WILLIAMS (Cadence)	5.
<b>9. TONIGHT YOU BELONG TO ME</b> PATIENCE & PRUDENCE (Liberty) L. WELK & LENNON SISTERS (Coral)	8.
<b>10. HONKY TONK</b> BILL DOGGETT (King)	9.
<b>11. BLUEBERRY HILL</b> FATS DOMINO (Imperial)	11.
<b>12. TWO DIFFERENT WORLDS</b> DON RONDO (Jubilee) WILLIAMS & MORGAN (Kapp)	13.
<b>13. HEY! JEALOUS LOVER</b> FRANK SINATRA (Capitol)	20.
<b>14. PETTICOATS OF PORTUGAL</b> D. JACOBS (Coral) C. GIOVANNINI (Bally)	17.
<b>15. MAMA FROM THE TRAIN</b> PATTI PAGE (Mercury)	29.
<b>16. SINGING THE BLUES</b> GUY MITCHELL (Columbia)	44.
<b>17. YOU'LL NEVER, NEVER KNOW I CARE</b> PLATTERS (Mercury)	16.
<b>18. GARDEN OF EDEN</b> JOE VALINO (Vik)	42.
<b>19. LAY DOWN YOUR ARMS</b> CHORDETTES (Cadence)	12.
<b>20. WHATEVER WILL BE, WILL BE</b> (Que Sera, Sera) DORIS DAY (Columbia)	19.

21) MIRACLE OF LOVE. 22) A ROSE AND A BABY RUTH. 23) IT ISN'T RIGHT. 24) WHEN THE WHITE LILACS BLOOM AGAIN. 25) I WALK THE LINE. 26) NIGHT LIGHTS. 27) MY PRAYER. 28) AFTER THE LIGHTS GO DOWN LOW. 29) OUT OF SIGHT, OUT OF MIND. 30) ITALIAN THEME. 31) SOFT SUMMER BREEZE. 32) A HOUSE WITH LOVE IN IT. 33) BUS STOP SONG (A PAPER OF PINS). 34) HOUND DOG. 35) GIANT. 36) EVERYDAY OF MY LIFE. 37) YOU DON'T KNOW ME. 38) TO THE ENDS OF THE EARTH. 39) IN THE MIDDLE OF THE HOUSE. 40) SONG FOR A SUMMER NIGHT. 41) CHAINS OF LOVE. 42) PRISCILLA. 43) ST. THERESE OF THE ROSES. 44) THE FOOL. 45) EARTH-BOUND. 46) CITY OF ANGELS. 47) FIRST BORN. 48) ALLEGHENY MOON. 49) NAMELY YOU. 50) YOU'RE IN LOVE. 50) SEE SAW. 50) THE STAR YOU WISHED UPON LAST NIGHT.

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and His Band of Renown

PRISCILLA

THE BEST YEARS OF  
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FOOLS WILL BE FOOLS

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Dean Martin

THE LOOK

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MAYBE I LOVE HIM

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"A Roving Balladeer"—Marty Brill—MG 20178  
"Young America Dances"—Ralph Marterie—MG 20198

**CLASSICAL:**  
Beethoven: Symphony No. 4 in B Flat, Op. 60/Symphony No. 8 in F Major, Op. 98—Antal Dorati conducting the Minneapolis Symphony Orchestra—MG 50100  
Debussy: Iberia Prelude A L'Apres-Midi D'un Faune/Le Mer (The Sea)—Paul Paray conducting the Detroit Symphony Orchestra—MG 50101  
Vaughan Williams: Eighth Symphony/Butterworth: A Shropshire Lad/Bax: Garden Of Fand—Barbirolli conducting the Halle Orchestra—MG 50115  
Suite From "Der Rosenkavalier"—Antal Dorati conducting the Minneapolis Symphony Orchestra—MG 50099  
Chausson: Symphony in B-Flat, Op. 20—Paul Paray conducting the Detroit Symphony Orchestra—MG 50108

**MGM**

**POPULAR:**  
"Cha Cha Chas And Mambos"—Orquestra Cosmopolita and Dave "Tico" Robbins—MGM E3402  
"Polkas, Waltzes, And Tangos"—Maximilian Bergere and Ted Tyle—MGM E3404  
"Prom Favorites"—George Russell—MGM E3405  
"All Time Favorites"—Jerry Jerome and Teddy Powell—MGM E3406  
"Square Dances"—Slim Bryant—MGM E3425  
"Rock And Roll Music"—Claude Cloud—MGM E3466  
"Am I Blue?"—Betty Madigan—E3448  
"Deep In A Dream"—The Music Of James Van Heusen, Milano and his Orchestra—E3401  
"Pop Festival"—Harold Walters conducts his Concert Band—E3458

**CLASSICAL:**  
Ernest Block: Concerto Grosso No. 2 For String Quartet and String Orchestra/Marga Richter: Lament For String Orchestra/George Antheil: Serenade For Strings—Izler Solomon conducting The Gilet String Quartet and The MGM String Orchestra E3422  
Concerto For Organ And Orchestra In D Major/Concerto For Organ And Orchestra In D Minor—Richard Ellsasser, organist, with The Hamburg Chamber Orchestra conducted by Hans-Jurgen Walther—E3365  
Marga Richter: Sonata For Piano: Paul Ben-Haim: Sonata For Piano—Written For And Dedicated To Menahem Pressler, pianist—E3244  
Tchaikovsky: Concerto No. 1 In B Flat For Piano And Orchestra, Op. 23/Grieg: Concerto In A Minor for Piano And Orchestra, Op. 16—Sondra Bianca, pianist, with The Philharmonia Orchestra of Hamburg, conducted by Hans-Jurgen Walther—E3278  
Schubert: Fantasia In C Major For Violin And Piano, Op. 159/Schumann: Sonata No. 1 In A Minor For Violin And Piano, Op. 105—Anahid and Maro Ajemian—E3383  
Tchaikovsky: Symphony No. 2 in C Minor, Op. 17 ("The Little Russian")/Mussorgsky: A Night On Bald Mountain—Arthur Winograd conducting The Philharmonia Orchestra of Hamburg—MGM E3433  
Faure: Masques Et Bergamasques—Suite/Duparc: Lenore—A Symphonic Poem/Chausson: Viviane—A Tone Poem—Arthur Winograd conducting The Philharmonia Orchestra of Hamburg—MGM E3434  
John Ireland: Piano Concerto in E Flat Major/Benjamin Britten: Holiday Diary—Sondra Bianca, The Philharmonia Orchestra of Hamburg conducted by Hans-Jurgen Walther—MGM E3366  
Villa-Lobos: Bachianas Brasileiras No. 9 For String Orchestra/Santa-Cruz: Symphony No. 2 For String Orchestra—Carlos Surinach conducting The MGM String Orchestra—MGM E3444  
George Snowhill's "Texas Suite"—Richard Ellsasser—MGM E3381

**MODERN**

**JAZZ:**  
"Jazz Surprise"—Modern Jazz Stars—LMP 1208  
"Jazz Masquerade"—Modern Jazz Stars—LMP 1209  
**POPULAR:**  
"A Rock 'N Roll Dance Party"—LMP 1210  
"Hollywood Rock 'N Roll Record Hop"—LMP 1211

**PRESTIGE**

**JAZZ:**  
"Miles Davis Collectors' Items"—LP 7044  
"Walkin' Down"—Bennie Green and His Band—LP 7049  
"Django"—The Modern Jazz Quartet—LP 7057  
"Jammin' With Gene"—Gene Ammons Hi Fi Jam Session—LP 7060  
"Mobley's Message"—Hank Mobley Quartet, Quintet, Sextet—LP 7061

**RCA VICTOR**

**POPULAR:**  
"Tangos Sung By Carlos Gardel"—LPM-1320 (EPA 791)  
"Magic Violins Of Villa Fontana"—LPM-1291 (EPA 829; EPB 1291)  
"Marimba Cascade"—Chucho Zarzoca and his Orchestra—LPM-1297 (EPB 1297, EPA 838)  
"Thursday's Child"—Eartha Kitt with Henri Rene and his Orchestra—LPM-1300 (EPA 844, 950)  
"Renato Rossini—My Guitar"—LPM-1303 (EPB 1303, EPA 847)  
"Jewels From Cartier"—Claude Yvoire and the Radio Geneva Orchestra—LPM-1305 (EPB 1305)  
"Dinner In Colombia"—Aldemaro Romero and his Salon Orchestra—LPM-1314 (EPB 1303; EPA 862)  
"Easy Listening"—The Three Suns with Orchestra—LPM-1316 (EPB 1316; EPA 868)  
"Mariachi Vargas Of Tecalitlan"—LPM-1318 (EPA 881)  
"That Cuban Cha-Cha-Cha"—Orquesta Aragon—LPM-1294 (EPA 894, 5, 6)  
"Darling Of Paris"—Guylaine Guy with Orchestra—LPM-1298 (EPA 951, 2)  
"Puente Goes Jazz"—Tito Puente and his Orchestra—LPM-1312 (EPA 953, 4, 5)  
"A Night At The Copacabana With Tony Martin"—Michael Durso and his Copacabana Orchestra, Directed by Hal Borne—SLP-SEP-17  
"A Wide, Wide World Of Jazz"—Tito Puente, Dean Kincaide, Barbara Carroll, Peanuts Hucko—SLP-SEP-16  
"Elvis"—Elvis Presley—LPM-1382 (EPA 992, 3)

**CLASSICAL:**  
Beethoven: Violin Concerto—Jascha Heifetz, Boston Symphony Orchestra, Charles Munch, Conductor—LM 1992  
"Gershwin: Rhapsody In Blue"/Concerto In F—Morton Gould and his Orchestra, Vincent Abato—LM 2017 (ERA 285)  
"Waltzes By The Strauss Family"—Boston Pops Orchestra, Arthur Fiedler, Conductor—LM 2028 (ERA 295, 6, 7)  
Delibes: Coppelia—Orchestra of the Royal Opera House, Covent Garden, Robert Irving, Conductor—LM 2035  
Delibes: Sylvia—The Philharmonia Orchestra, Robert Irving, Conductor—LM 2036  
Stokowski: In The Lighter Vein—Leopold Stokowski and his Symphony Orchestra—LM 2042  
Schumann: Symphony No. 3—Arturo Toscanini and the NBC Symphony Orchestra—LM 2048  
Homage To Mozart—Limited Edition—Various Artists—LM 6130 (3-12")  
Schnabel: Beethoven Society Edition—Thirty-Two Sonatas—Artur Schnabel—LM 9500 (13-12")  
"Lanza On Broadway"—Mario Lanza—SLP-16  
Verdi: Aida—Jussi Bjoerling, Zinka Milanov, Leonard Warren, Boris Christoff, Fedora Barbieri—SLP 19 (SEP-19)

Puccini: La Boheme—Jussi Bjoerling, Victoria de los Angeles, John Reardon, Lucine Amara, Fernando Corena, Robert Merrill, Giorgio Tozzi—SLP 20 (SEP-20)  
Verdi: La Traviata—Cesare Valletti, Lidia Marimpietri, Glauco Scarlini, Arturo La Porta, Dario Caselli, Leonardo Monreale, Rosanna Carteri, Leonard Warren, Rina Alessandri Maccagnani, Dario Caselli—SLP 21 (SEP-21)  
Mozart: The Marriage Of Figaro—S. Bruscantini, G. Sciutti, R. Stevens, S. Jurinac, F. Calabrese, M. Sinclair, I. Wallace, D. McCoshan, H. Cuenod, G. Griffiths—SLP 22 (SEP-22)  
Puccini: Highlights From Madam Butterfly—Fernando Delle Fornaci, Lucia Albanese, Anna Maria Rota, Renato Capocchi, Jan Pearce—SLP 23 (SEP-23)  
Siobhan McKenna as "Saint Joan"—(Original Cast Production)—LOC 6133 (3-12")

**SACRED**

"Everyone's Favorites"—Les Barnett Plays the Hammond—LP 9013  
"Sacred Artist Musicale"—Meet The Family—LP 9014  
"Familiar Songs and Hymns, As You Like To Hear Them"—Paul Mickelson—LP 9015  
"Something Old And Something New"—Evangeline Carmichael—LP 9016  
"The Laymen Singers"—LP 9017  
"How Great Thou Art"—Bill Carle—LP 9018  
"The Phil Kerr Harmony Chorus"—Audrey Mier, Director—LP 9019  
"Symphonic Reflections"—The Ralph Carmichael Strings—LP 9020

**STARDAY**

**COUNTRY:**  
"Grand Ole Opry's New Star George Jones"—LP 101  
"Hillbilly Hit Parade"—George Jones, Leon Payne—LP 102  
"Polka & Waltz"—LP 103

**STORYVILLE**

**JAZZ:**  
"Whoo-eeee"—Bob Brookmeyer and Zoot Sims—LP 914  
"Sing, Baby, Sing"—Jackie And Roy—LP 915  
"The Women In Jazz"—Lee Wiley, Teddi King, Toshiko, Jackie Cain, Milli Vernon, Mary Lou Williams, Ruby Braff, Jo Jones, Bob Brookmeyer—LP 916

**UNIQUE**

**POPULAR:**  
"The Vagabonds"—LP-112  
"Tom & Dan"—LP-113  
"Dynamic Miss Douglas"—Norma Douglas—LP-114  
"Music To Suffer By"—Leona Anderson—LP-115  
"Jack And The Beanstalk"—LP-111  
"Friendly Persuasion"—Dmitri Tiomkin—LP-110  
"My Heart Sings"—Jack Carroll—LP-105

**JAZZ:**  
"Westchester Jazz"—Westchester Workshop—LP-103

**VERVE**

**POPULAR:**  
"Spike Jones Presents A Xmas Spectacular"—MG V-2021

**VIK**

**JAZZ:**  
"Stompin' At The Famous Door"—George Girard and his New Orleans Five—LX-1063  
**POPULAR:**  
"International Case"—Russ Case—LX-1064  
"White Satin and Black Velvet"—Charles Gould and his Orchestra—LX-1065

"Only those records best suited for commercial use are reviewed by THE CASH BOX"

# RCA Victor Adds 42 Disks To Gold Standard Series

NEW YORK, N. Y.—The addition of 42 single records to RCA Victor's Gold Standard Series was announced last week by W. W. Bullock, Manager of pop single records for the company.

The GSS was introduced nearly a year ago as a means of bringing into one series a group of records that have sold consistently well through the years. The 42 new additions bring the total in the series to 251 records.

"The Gold Standard Series means ease of handling both for distributors and dealers," said Bullock. "It also enables dealers to highlight these singles relative to buying, selling and displaying."

More than 2 million Gold Standard Series records have been sold since their introduction. The disks are offered to distributors on a 100 per cent exchange basis.

Among the disks just added to GSS are five records by the Glenn Miller Army Air Force Band, six by Perry Como, two by Eddie Fisher, three by Harry Belafonte, eight by the Blackwood Brothers quartet, and three by Sousa's Band.

"All of these records were carefully reviewed on the basis of overall sales appeal before being considered as an addition to the series," explained Harry E. Jenkins, Manager of sales and merchandising for the Single Records Division.

A complete listing of the 42 new additions is available to disk jockeys, juke box operators and dealers thru local RCA Victor distributors.

## Mystery Singer Lewis

NEW YORK—Radio stations in several parts of the country have reported that they have been playing Jerry Lewis' first Decca platter as a "mystery record." After spinning the disk, which couples "Come Rain Or Come Shine" and "Rock-A-Bye Your Baby With A Dixie Melody," without mentioning the name of the artist, the stations' switchboards have been flooded with calls from listeners asking about, or guessing, the identity of the vocalist. Decca reports it has received exciting initial reaction to this disk, which marks Lewis' first effort as a "straight" singer.

## Belgian Ops Seek Speedier Delivery Of Rock And Roll Disks

BRUSSELS, BELGIUM—Juke box ops here, as well as in Antwerp and Liege, are seeking speedier delivery of U.S. rock and roll disks.

Tho some have already arranged for U.S. connections to send them samples of latest disks so that they can listen to them and decide which are best fitted for the Belgian market, they seek sources of speedier quantity supply.

Juke box ops in this country use *The Cash Box* for choosing and programming records. They find *The Cash Box* the best and most reliable source.

ANOTHER **BMI**  
"PIN-UP"  
HIT

**GARDEN OF EDEN**

Recorded by  
**JOE VALINO . . . . Vik**

Published by  
**Republic Music Corp.**



**KING HOT HITS!!**

**HONKY TONK**  
**BILL DOGGETT** KING 4950

**LITTLE WILLIE JOHN**

<p>HIS LATEST AND GREATEST!  <b>I'VE BEEN AROUND</b>          b/w  <b>SUFFERING WITH THE BLUES</b>          KING 4989</p>	<p>STILL ON TOP!  <b>FEVER</b>          KING 4935</p>
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**BUBBER JOHNSON**

<p><b>BREAKING BIG</b></p>	<p><b>CONFIDENTIAL</b></p>	<p>KING 4988</p>
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**OTIS WILLIAMS and his CHARMS**

<p><b>JUST OUT</b></p>	<p><b>GYPSY LADY</b>          b/w  <b>I'LL REMEMBER YOU</b></p>	<p>DE LUXE 6098</p>
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**THE MIDNIGHTERS**

<p><b>SPECIAL RELEASE</b></p>	<p><b>I'LL BE HOME SOME DAY</b>          b/w  <b>COME ON AND GET IT</b></p>	<p>FEDERAL 12285</p>
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<p>EARL BOSTIC  <b>HARLEM NOCTURNE</b>          b/w  <b>I HEAR A RHAPSODY</b>          KING 4978</p>	<p>JAMES BROWN AND HIS FAMOUS FLAMES  <b>I WON'T PLEAD NO MORE</b>          b/w  <b>CHONNIE-ON-CHON</b>          FEDERAL 12290</p>
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**KING - FEDERAL - DELUXE RECORDS**

## Station Tops Million Mark In Presley Poll

CHICAGO—Station WAIT has announced "We Want Elvis In Chicago Contest" drew one million, ninety-nine thousand, seven hundred and twenty-six pieces of mail.

Winner of the most letters written was Barbara Herold, Chi, with 136,000 written pieces of mail. Runner up to Miss Harold was another Chi youngster, Kathy Morgan with 127,825 mailed requests for Elvis.

Reed Farrell WAAF dee-jay went on to disclose that there were many other teens who submitted well over fifty thousand letters apiece.

Reed stated further, "The writer of the best letter, Janet Heiser, Crown Point, Ind., and the two most-letters-written winners were flown to N. Y. with local RCA Victor rep, Rocky Rolf, Spider Webb, and myself."

Prizes for runners-up in the contest include two "Elvis" phonos, 16 "Elvis" LP's, 50 copies of "Love Me Tender," 100 tickets to "Love Me Tender" premiere, and 2 11x14 color pics of Elvis.

## Lewin Upped At Bourne

NEW YORK—In conjunction with the expansion and reactivation of the Bourne, Inc., music publishing firms, Jerry Lewin has been upped to the post of Assistant to General Professional Manager Lester Sims.

Lewin has been with the House of Bourne for many years and will continue to operate out of the New York offices.

"It's What's in THE CASH BOX That Counts"

# YOUR VOTES DECIDE THE WINNERS

IN THE 11th ANNUAL POLL OF THE AUTOMATIC  
MUSIC INDUSTRY OF AMERICA TO CHOOSE THE  
BEST RECORDS AND RECORDING ARTISTS OF 1956  
VOTE TODAY—FILL OUT AND MAIL  
PREPAID POSTCARD IN THIS ISSUE



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## THE CASH BOX

*"The Official Publication of the Automatic Music Industry of America"*



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"THE OPPOSITE SEX"

**A PERFECT LOVE**

ROBBINS MUSIC CORPORATION

"It's Never Too Late"  
**BILL NORMAN**

"The Heart Of A Woman"  
**HERB JEFFRIES**

Coming Up Hi-Fi EP by  
**PAGE CAVANAUGH**

MAZE RECORDS  
8054 HOLLYWOOD BLVD. HOLLYWOOD 28, CALIF.

A cute novelty with a lilting beat!

**WAIT LITTLE DARLING**

Recorded by  
**KAY CEE JONES**  
on Decca

MILLS MUSIC, INC.

A POP SMASH!

**B. B. KING**

"On My Word Of Honor"

RPM # 479

**RPM RECORDS**

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"TWO DIFFERENT WORLDS"

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with  
**JANE MORGAN**  
K # 161

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The Hi-Fives  
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b/w "HONG KONG"

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b/w  
"THE LOVE I HAVE FOR YOU"

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For Your Programming

"HEY! JEALOUS LOVER"

Sammy Cohn—Kay Twomey—Bee Walker

**BARTON MUSIC CORPORATION**

# Talent Will Out:

## Victor & Columbia Take Steps To Expose New Artists To Other Mediums

NEW YORK—Within a space of about 3 weeks two major record labels launched a new idea which ultimately promises considerable benefits for not only the record industry, but all of show business generally. Victor called its idea "Talent Showcase" and on Thursday, October 18 presented a miniature review for a limited audience of top TV producers and casting executives of the major talent agencies. Columbia some weeks back presented a more lavish review to a wide open audience of all comers in the talent development field. Victor's "Talent Showcase" will be presented on an every-two-months-or-so frequency while Columbia called its show an annual.

need to give them exposure. The showcase idea is simply designed to break this song material bottleneck and release these outstanding performers out onto the general entertainment scene. By exposing these talents to the mass of consumers via the top TV shows, a chain reaction of audience demand for these artists on wax and elsewhere could be set up.

The interesting fact is that both labels came up with the showcase idea independently suggesting that the force of necessity was responsible. In other words, the labels are becoming increasingly aware of the tremendous talent pools lurking just below the surface of their very top name echelon—really fine talents at the mercy of and waiting for the "hot material" they

For the record industry, for show business generally, this means a fresh stream of new faces and new voices which, sooner than we think, the voracious TV monster is going to make mandatory.

As the Victor showcase put it, "How many times can you guest spot the mere handful of top boys and top girl singers on the top shows before the customers get tired of their acts?"

For pioneering effort on behalf of the whole entertainment industry, RCA Victor and Columbia deserve a special salute—and encouragement and support by the TV producers and packagers who attend these showcases.

## "National Disk Jockey Council For Public Service" Formed

NEW YORK—The first concrete steps toward the formation of the National Disc Jockey Council for Public Service have been taken by eight top radio performers. Spearheading the movement is Murray Kaufman, WMCA New York jockey.

urgent need for taking on projects which would tend to arrest and correct the general smearing of wholesome teen age groups by the irresponsible actions of small factions labelled "juvenile delinquents". Kaufman indicated that the group would seek to coordinate national anti-delinquent groups and give them impetus on a local level.

Kaufman has contacted Bob Clayton, WHDH, Boston; Howard Miller, WIND, Chicago; Mark Evans, WTOP, Washington; Don McLeod, WJBK, Detroit; Dick Clark, WFIL-TV, Philadelphia; Al Jarvis, WFWS, Los Angeles; and Phil McLean, WERE, Cleveland, all of whom agreed to support the basic concept of the idea and the urgent purpose it could serve in each major city in the U. S.

### Capital Signs Dolores Gray

HOLLYWOOD—Dolores Gray, currently playing an important role in the MGM feature film, "Designing Woman" starring Gregory Peck and Lauren Bacall, has been pacted by Capitol Records.

Basic plan for the Public Service Council as agreed to by the principals involved, concerns the furtherance of national programs of civic, religious, and charitable nature on a local level. The Council is the first self-propelled public service organization of its kind in the radio-TV field.

Miss Gray, whose Capitol recording sessions will be produced by Dave Cavanaugh, appeared in "Annie Get Your Gun" in London for three years. On Broadway she has been seen in "Seven Lively Arts," "Are You With It?" "Sweet By and By," "Two On The Aisle," and "Carnival In Flanders." Her screen credits include "It's Always Fair Weather" (1954), "Kismet" (1955) and "The Opposite Sex" (1956).

Kaufman speaking for the nucleus from which a larger membership will grow, stated it was his hope that the council would provide machinery through which American teenagers could be enlisted in constructive community activities.

As an example, he indicated the

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"IT'S GOTTA BE, TO BE IN TEXAS"  
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"THE MYTH OF JOE SMITH"  
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NOW APPEARING AT  
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**Album Sure Shots**

**"ELVIS"**  
Elvis Presley (RCA Victor LPM 1382; EPB 1382)

**"THE ELGART TOUCH"**  
Les Elgart (Columbia CL 875; EPA 875)

"Only those records best suited for commercial use are reviewed by THE CASH BOX"



## Pat Boone Cited By Washington D. C. Variety Club

WASHINGTON, D. C.—22-year-old Pat Boone, Dot Records singing star, has been selected to receive the "personality of the year" Award for 1956 by the Variety Club of Washington, D. C., which makes Pat the youngest personality in show business ever to receive this award. Only seven other people have been thus honored. They include Al Jolson, Arthur Godfrey, Joe E. Brown, Perry Como, Jane Froman, Eddie Fisher and Steve Allen.

Nominations for the award covered practically every outstanding name in show business today including other top recording personalities. Boone, nominated by Hirsh De La Vriez, was the unanimous selection of the approximately 39 Past Chief Barkers of Tent 11 in Washington, D. C. According to a spokesman for the Variety Club, Boone's selection was based on his exemplary personal and professional conduct and his sensational success in the recording field in the past year. Pat also is a regular member of Arthur Godfrey's CBS network television show.

The award will be presented at a formal dinner for over 750 persons to be held in the Presidential Room of the Statler Hotel in Washington, D. C. on Saturday, November 17th. According to Orville Crouch, present Chief Barker of Tent 11, the award will read in part: "Our selection is based on the unusual and wonderful way you typify all that is fine and good in our profession."

On the night before the Award dinner, the Variety Club will host members of the press and disk jockeys at a cocktail party in Pat's honor also in the Statler Hotel. Dot Records president Randy Wood and wife Lois will fly to Washington to attend the event.

The Award dinner itself is an annual affair where even the members of the press pay \$15.00 a plate to attend. On the show with Pat will be Pearl Bailey and dance team Condos & Brandow, among others.

One of the highlights of the evening will be the presentation to Pat of a key to the city of Washington, D. C. by the Board of Commissioners, who represent President Eisenhower.

## Jacobs Promotes "Petticoats" On Disk Jockey Tour

NEW YORK—Dick Jacobs, Coral Musical Director, whose latest release "Petticoats of Portugal" is climbing high on the charts, is currently winding up an extensive disk jockey tour in conjunction with the disk.

Jacobs has visited radio stations in New York, Rochester, Cleveland, Detroit, Buffalo, Milwaukee, Chicago, Philadelphia, Boston, Akron and Cincinnati.

While he was in Cleveland, Jacobs appeared on the Bill Randle TV Show. On the show he conducted a 26-piece orchestra and a vocal chorus on a live version of the Coral album "The James Dean Story", in which he is featured. Gigi Perreau, who is also heard on the album, guested on the same Randle show.

## Handwerker To Speak At Library Music Jamboree; Hunter Will Be Emcee

NEW YORK—Dean Hunter, star of the "Dean Hunter Show" on WMGM, will be the master of ceremonies at the second popular music jamboree in the auditorium of the Donnell Library Center, 20 West 53rd St., Manhattan, on Wednesday, Oct. 31 from 4:00 to 5:00 P. M.

Among the representatives from the record industry will be Sol Handwerker, advertising and publicity director of MGM Records, who will address the teen-age audience. Handwerker will describe the functions of his department and introduce artists on the MGM label.

The popular music jamborees are presented by the New York Public Library in cooperation with Station WMGM and are designed to give youngsters a "behind-the-scenes" account of the record industry. Peter Tripp, conductor of WMGM's "Your Hits of the Week" will emcee the jamboree on Wednesday, Nov. 14th, when Leonard Feather, jazz expert, will be one of his guests. Phil Goulding, conductor of the "Record Bandwagon" on WMGM, will appear on Wednesday, Nov. 28.

Free tickets to the jamborees may be obtained by sending a stamped, self-addressed envelope to the New York Public Library, Popular Music Jamboree, 20 West 53rd St., N. Y. 19.

## Universal Recording Opens

CHICAGO—Bill Putnam, owner of Universal Recording Corporation, hosted visiting trade people and press at Universal's grand opening of their new studios on Chi's Near North Side October 19 and 20.

Among the many new processes demonstrated was an impressive unveiling of stereophonic recording and reproduction, which is exclusive with Universal except for west coast movie lots. Also on the program was a demonstration of high speed tape duplicating and a visual presentation of record processing and pressing.

Universal's technical facilities are custom built and designed by Putnam. "This affords the utmost in perfection," he stated. "With a working knowledge of a console, and a close kinship to equipment, we can give the customer better results."

The plant's new facilities are made up of three studios each designed for a specific recording job. Studio "A" has a floor area of 4,000 square feet and can handle up to 100 musicians. Studios "B" and "C" are proportionately smaller to handle small group work. Each studio has its own adjoining echo chamber.

Putnam is known locally as "the dean of recording engineers". Nationally his fame has spread as the first to use echo chambers on record. He recorded the Harmonicats' "Peg O' My Heart" which was a "flying success". He also pioneered in multiple voice dubbing with Patti Page's "Confess".

Hit records are nothing new to Putnam. He has seen tunes like Frankie Laine's "Mule Train", Al Morgan's "Jealous Heart", Cathy Carr's "Ivory Tower" and Gale Storm's "I Hear You Knocking" rehearsed, taped and finally mastered before his eyes. Putnam puts it this way, "This is where they start. You just never know. We give them all the same treatment. You just never know."

## Victor Execs Visit Europe On Global Distribution

NEW YORK, N. Y.—Two RCA Victor executives will leave for Europe November 2 to firm up the company's plan for releasing single records on an international basis in the near future.

W. W. Bullock, Manager, Single Records, and Joe Carlton, Manager, Popular Artists and Repertoire, Single Records, will fly to London on the first leg of a whirlwind tour that will take them to 12 key cities in 34 days.

"We're anticipating that the time is coming soon when we can release a potential hit record simultaneously throughout the world," said Bullock. "One of the main reasons for this trip is to see that our distribution facilities are getting geared for such an operation."

Carlton pointed out that another major phase of the tour will be to explore the possibilities of further exploiting records by RCA Victor artists abroad as well as encouraging and developing personal appearances for them in foreign countries.

"We hope particularly to hypo the foreign record sales of such artists as Perry Como and Eddie Fisher," said Carlton. "At the same time we will investigate the possibilities of early foreign tours for performers such as Elvis Presley, Jaye P. Morgan and the Ames Brothers."

Bullock pointed out that Victor has completed its distribution setup in many foreign countries and that world-wide distribution will become a reality between January and April.

"When that day comes," said Bullock, "a global hit record will mean sales of five million or more."

Bullock and Carlton also will be on the lookout for foreign talent. They hope, too, to study foreign recording techniques.

Cities they will visit include: London, Amsterdam, Oslo, Stockholm, Copenhagen, Hamburg, Frankfurt, Munich, Zurich, Rome, Madrid and Paris.

## Decca Preps Xmas Drive

NEW YORK—Decca reports that it has already begun to receive hefty orders on its extensive Christmas catalog. In addition to the standard album and single products that have made the company one of the most important in the Yuletide market for many years, Decca is releasing new Christmas items this year. Five new 12-inch LP's spark the diskery's 1956 Christmas release. These are: "A Christmas Sing With Bing", featuring Bing Crosby singing Yuletide songs from countries around the world; Fred Waring's "Christmas Time"; "Jingle Bells" by Guy Lombardo; an LP by Werner Muller titled "O, Tannenbaum"; and "Christmas Eve With Burl Ives". In addition, Decca is issuing, both as a kiddy package and as a single, the latest recording by their new 9-year-old vocalist Brenda Lee, "I'm Gonna Lasso Santa Claus" and "Christy Christmas". Another Yuletide single now being released is Bing Crosby's new platter "I Heard The Bell On Christmas Day" and "Christmas Is A'comin'".

Decca plant to exploit the catalog with promotional display material, and, in time for Christmas gift-giving, the company has prepared an illustrated four-color catalog, which features Decca's record and phonograph products.

## Jill Corey Completes Films For National Guard Bureau

NEW YORK—Columbia Records' artist Jill Corey has just completed the filming of the new "Jill Corey Show", a series of fifteen-minute TV musical programs for the National Guard Bureau through their advertising agency, Robert W. Orr and Associates. The twenty-one-year-old youngster sings and acts as mistress of ceremonies in the stanzas, supported by pianist Dick Hyman and his Trio and guitarist Mundell Lowe. "The Jill Corey Show" marks the initial time that a government agency has developed a special TV package show for its recruiting program.

Plans for distribution of the films throughout all of the forty-eight states will be announced shortly by The National Guard Bureau. "The Jill Corey Show" was filmed through Gold Medal Productions' Special Film Division with Marc Daniels acting as Producer-Director and Martin Poll as Executive Producer. Deal was made by Miss Corey's Personal Manager, Lloyd Leipzig, via General Artists Corp.

Miss Corey is currently playing a six-week return engagement at The Blue Angel in New York City. Negotiations are now under way for Jill Corey to portray a key role in a forthcoming Broadway musical production, slated to open early 1957.

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# Best Selling Pop Albums

		Pos. Last Week
1.	<b>CALYPSO</b> <b>HARRY BELAFONTE</b> (RCA Victor LPM 1248 EPA 1248)	2.
2.	<b>MY FAIR LADY</b> <b>BROADWAY CAST</b> (Columbia OL 5090)	1.
3.	<b>THE EDDY DUCHIN STORY</b> <b>MOVIE SCORE</b> (Decca DL 8289)	4.
4.	<b>THE KING AND I</b> <b>MOVIE CAST</b> (Capitol W 740; EAP 740)	3.
5.	<b>HIGH SOCIETY</b> <b>FILM SOUNDTRACK</b> (Capitol W 750; EDM 750)	5.
6.	<b>ELVIS PRESLEY</b> <b>ELVIS PRESLEY</b> (RCA Victor LPM 1254; EPB 1254)	6.
7.	<b>SAY IT WITH MUSIC</b> <b>LAWRENCE WELK</b> (Coral CRL 57041; EC 82027)	10.
8.	<b>SONGS FOR SWINGING LOVERS</b> <b>FRANK SINATRA</b> (Capitol W 653; EAP 653)	9.
9.	<b>THE PLATTERS</b> <b>THE PLATTERS</b> (Mercury MG-20146)	7.
10.	<b>OKLAHOMA</b> <b>MOVIE CAST</b> (Capitol SAO 595; SDM 595)	8.
11.	<b>BELAFONTE</b> <b>HARRY BELAFONTE</b> (RCA Victor LPM 1150; EPB 1150; EPA 693, 4, 5)	11.
12.	<b>ELLA AND LOUIS</b> <b>ELLA FITZGERALD</b> <b>LOUIS ARMSTRONG</b> (Verve MG V-4003)	19.
13.	<b>CAROUSEL</b> <b>MOVIE CAST</b> (Capitol W 694; EDM 694)	16.
14.	<b>HOWDY!</b> <b>PAT BOONE</b> (Dot DLP-3030)	15.
15.	<b>THE MISTY MISS CHRISTY</b> <b>JUNE CHRISTY</b> (Capitol T 725; EAP 725)	18.
16.	<b>CUBAN FIRE!</b> <b>STAN KENTON</b> (Capitol T 731; EAP 731)	17.
17.	<b>ELLA FITZGERALD SINGS THE</b> <b>COLE PORTER SONG BOOK</b> (Verve V-4001, 2)	12.
18.	<b>FRESHMEN FAVORITES</b> <b>FOUR FRESHMEN</b> (Capitol T 743; EAP 743)	13.
19.	<b>ROGER WILLIAMS PLAYS THE</b> <b>WONDERFUL MUSIC OF THE MASTERS</b> <b>ROGER WILLIAMS</b> (Kapp KL-1040)	14.
20.	<b>ROCKIN' AND ROLLIN'</b> <b>FATS DOMINO</b> (Imperial 9009)	20.
21.	<b>MOMENTS TO REMEMBER</b> <b>LAWRENCE WELK</b> (Coral CRL 57068; EC 82029)	21.
22.	<b>THE ELGART TOUCH</b> <b>LES ELGART</b> (Columbia CL 875; EPA 875)	—
23.	<b>FOUR FRESHMEN AND 5 TROMBONES</b> <b>FOUR FRESHMEN</b> (Capitol T 683; EAP 683)	24.
24.	<b>ON THE SUNNY SIDE</b> <b>THE FOUR LADS</b> (Columbia CL 912; B 9121, 2, 3)	22.
25.	<b>ELVIS</b> <b>ELVIS PRESLEY</b> (RCA Victor LPM 1382; EPB 1382)	—

## Big 3 Acquiring Standard And Educational Works

NEW YORK—The Big 3 Music Corporation is completing plans to enrich the Robbins-Feist-Miller catalogs through acquisition of standard and educational works by outstanding contemporary composers Alfred Newman, Miklos Rozsa, Mantovani, Louis Alter, Dimitri Tiomkin and Johnny Green.

Alfred Newman is represented with "Hollywood Moods" a symphonic band work just released by The Big 3. "Serenade To The Stars Of Hollywood," a folio of Newman's film compositions has also been packaged. Decca has released a long playing album of Newman's compositions under the same title. Miklos Rozsa's composition for piano "Beauty And Grace" is another new standard publication. Miklos Rozsa has also contributed an untitled composition for symphonic band. Mantovani's creation "Serenatta D'Amore" is in the process of publication for piano and for school orchestra. Mantovani is featuring "Serenata D'Amore" during his current national concert tour. Louis Alter has penned a new series of pieces which will be printed as individual piano works. Dimitri Tiomkin will be represented in The Big 3 parade of new publications via major band, orchestral and choral arrangements based on his motion picture scores and including his current "Friendly Persuasion" score. Johnny Green's composition "Halloween," arranged for symphonic orchestra, is also on The Big 3 list of forthcoming contemporary publications.

## Irving Massey Dies

NEW YORK—Irving Massey, veteran song plugger and a leading pianist who accompanied some of the top names during the vaudeville era, died in his sleep of a heart attack, last week. He was 63 years old.

He is survived by his son Murray Massey, well known publisher; twin daughters Marilyn and Enid, and his wife Bertha.

## "Giant" Takes To The Air



HOUSTON, TEXAS—Eastern Airlines stewardesses Gail Dugal and Jo Hood are shown presenting the first Art Mooney MGM recording of "Giant" to disk jockey Paul Berlin of KNUZ, Houston, Texas. Disk Jockeys in Texas were among the first to air the Art Mooney version thru arrangements made with Eastern Air Lines to fly records to platter spinners in all key cities in Texas. Air line hostesses delivered the records in person.



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# "DEAR LORD"

b/w

# "FINE, FINE, FRAME"

# 101

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## Dot Sales Confab Sparks Future Plans

HOLLYWOOD—Dot Records home office executives headed by president Randy Wood wound up a four-day national sales meeting in Hollywood last week, with vice president Henry Onorati from New York and Dot field representatives Bob Smith and Sandy Harbin from Chicago, Mickey Addy from New York, John Wussels, Detroit, Webber Parrish, Nashville, and Jerry Johnson from Hollywood in attendance. Others present were George Keane, General Manager of Quality Records, Dot's releasing outlet based in Toronto, Canada, Jim Coyle from Indianapolis, and Gilbert Brown, vice president and manager of Randy's record mail order house in Gallatin, Tennessee.

On the heels of the biggest five months in Dot's history, in which the company has been selling over a million units a month, plans for Dot's future were plotted covering the company's 1956-57 program of releases, company policy in the singles and album fields, formulation of plans for service to disk jockeys on albums, a re-evaluation of distributor service in some areas, and the contemplated creation of a new post with the title of National Sales Manager.

Randy Wood announced that, with Dot's recent entrance into the album

field, the sales force is expected to put additional steam behind the LP releases.

George Keane of Toronto, Canada, whose firm, Quality Records, has been releasing Dot records on the Quality label in that country, announced that in the near future Dot releases will go out on the Dot label in Canada.

L. L. "Rip" Thornton, Dot home office vice president and treasurer, announced that the company is in its best financial position to date and that expansion of Dot records will continue.

Bernice Mason, national Publicity Director, outlined a program for stepped-up publicity coverage, enlisting the cooperation of Dot's regional promoters who will personally contact members of the press in their respective territories.

Christine Hamilton, Director of Production, cited sales figures for the first five months of the 1956-57 fiscal year, crowning it with the announcement of over 100,000 records sold in one day, October 17th.

Randy Wood stated that Dot is looking forward to the time when it can own its own pressing plant. He also indicated that he would be ready to announce the acquisition of new talent names in the near future.

## Magic Mirror Movies



PHILADELPHIA, PA.—Phil-Mar Distributing in Philadelphia, has been named national distributor of the Magic Mirror Movies toy shown above. The toy operates on a standard 78 phonograph and offers the buyer audio and visual entertainment. The carousel-like spindle is made of an unbreakable reflective plastic that brings the cartoons on the recordings to life as the turntable revolves. The item, which should be a big Christmas seller, retails at a suggested price of \$2.98. This price covers the cost of the carousel and 2 (double-faced) records all in a special gift box with a carrying handle. Additional records (with a scratch resistant acetate surface) may be purchased in separate albums including 2 records each for \$1.00.

The songs featured are the best known and most popular of the kiddie standards such as: "Rudolph the Red Nose Reindeer", "Happy Birthday To You", "Me And My Teddy Bear", "Old McDonald", etc.

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# Album Reviews

### POPULAR

"HOORAY FOR LOVE"—Robert Clary—Orchestra Under The Direction Of Neal Hefti—Epic LN 3281 (1-12" LP)

LA VIE FRANCAISE; LET ME LOVE YOU; HOORAY FOR LOVE; AVEC CE SOLEIL; THOU SWELL; WHITE WITCH; LOVE IS A SIMPLE THING; A PARIS; TRIPLETS; CALYPSO BLUES; A SHIP WITHOUT A SAIL; LE GAMIN DE PARIS.

A "New Face" in '52, Robert Clary has become one of the most familiar faces to come out of Leonard Sillman's new talent revues. This is Clary's second LP effort for Epic, the first being one of Epic's all-time sales successes. Once again, Clary's engaging personality makes a disk of unusual good-feeling and rare entertainment value. The material consists of 4 French tunes sung in French, and 8 sturdy standards including "Love Is A Simple Thing" from "New Faces Of 1952". Clever cover of Clary courting a gal through Paris. The set should easily top Clary's initial entry in sales.

"ELLA AND LOUIS"—Ella Fitzgerald—Louis Armstrong—Verve MG V-4003 (1-12" LP)

CAN'T WE BE FRIENDS; ISN'T THIS A LOVELY DAY; MOONLIGHT IN VERMONT; THEY CAN'T TAKE THAT AWAY FROM ME; UNDER A BLANKET OF BLUE; TENDERLY; A FOGGY DAY; STARS FELL ON ALABAMA; CHEEK TO CHEEK; THE NEARNESS OF YOU.

This package has already made a strong appearance on the charts. Little wonder. Two sturdy entertainers are coupled in some rare moments of beautiful jazz duets. Ella Fitzgerald's liquid delivery matched with Armstrong's throaty wanderings may seem like mixing oil and water, but the pair blend with charm and feeling in the set's collection of evergreens. Excellent support from the Oscar Peterson Trio. Ella and Louis adorn the package effectively. Sales, as noted before, should be chart news for some time to come.

"MANHATTAN TOWER"—Sung By Patti Page—With Orchestra And Chorus Conducted By Vic Schoen—Mercury MG 20226 (1-12" LP)

NEW YORK'S MY HOME; ONCE UPON A DREAM; LEARNIN' MY LATIN; HAPPINESS COCKTAIL; MARCH MARCHES ON; NEVER LEAVE ME; MARRIED I CAN ALWAYS GET; REPEAT AFTER ME; INDIAN GIVER; THIS CLOSE TO DAWN; THE PARTY (NOAH).

Hopping on the current bandwagon of packaged and single releases from the recent NBC Spectacular, "Manhattan Tower", is singer Patti Page. The Gordon Jenkins score contains a well-rounded collection of tunes, some sentimental (i.e. "Never Leave Me"), clever (i.e. "Married I Can Always Get") and in the case of the familiar, "New York's My Home" outright tributes to New York. Miss Page, with usual grace and vitality, distinctively handles the songs. Excellent sales prospects in view of the TV presentation and Miss Page's popularity.

"THE TOWERING HILLTOPPERS"—Featuring The Voice Of Jimmy Sacca—Dot DLP-3029 (1-12" LP)

I CAN'T GIVE YOU ANYTHING BUT LOVE; WHISPERING GRASS; THAT OLD FEELING; I CAN'T GET STARTED; THE GYPSY; WITH EVERY BREATH I TAKE; AT SUNDOWN; INTO EACH LIFE A LITTLE PAIN MUST FALL; TROUBLE IN MIND; WHY BABY; I'M GLAD FOR YOUR SAKE; MAYBE YOU'LL BE THERE.

The Hilltoppers, who stepped off a college campus into pop music via such hits as "Trying" and "P.S. I Love You", are polished artists on a set that, with the exception of one number, consists of time-tested tunes. Such items as "That Old Feeling" and "Maybe You'll Be There" keep their evergreen nature in the group's persuasive blend of voices. The new tune: a rock 'n roller "Why Baby". Strong teen audience. Should be a strong seller.

"GISELLE MACKENZIE"—Vik LX-1055 (1-12" LP)

THESE FOOLISH THINGS REMIND ME OF YOU; YOU'RE MY EVERYTHING; SWINGING DOWN THE LANE; ON TOP OF THE WORLD, ALONE; DON'T WORRY ABOUT ME; TIPTOE THRU THE TULIPS; EVERYTIME WE SAY GOODBYE; DO YOU EVER THINK OF ME; BETWEEN THE DEVIL AND THE DEEP BLUE SEA; BEYOND THE SEA; YOU ARE MY LUCKY STAR.

Gisele MacKenzie, one of the gals involved in musical plots each Saturday night on "Your Hit Parade", enters the LP catalogue with this Vik package. The thrush's format here adheres to the standards and, vocal-wise, she's sweet and good humored. Appropriate arrangements were written by Sid Bass, Neal Hefti and George Siravo. Good pic of Gisele on the cover. The vocalist's vast Saturday night audience plus her single successes should account for sizeable sales.

"THE WILDEST"—Louis Prima—Featuring Keely Smith With Sam Butera And The Witnesses—Capitol T755 (1-12" LP)

JUST A GIGOLO; I AIN'T GOT NOBODY; NOTHING'S TOO GOOD FOR MY BABY; THE LIP; BODY AND SOUL; OH MARIE; BASIN STREET BLUES; WHEN IT'S SLEEPY TIME DOWN SOUTH; JUMP, JIVE, AN' WAIL; BUONA SERA; NIGHT TRAIN; YOU RASCAL YOU.

Veteran ork leader-singer Louis Prima romps through this Capitol pressing with typically uninhibited Prima antics. Prima the vocalist (i.e. "I Ain't Got Nobody") is essentially the rock 'n roller and, on the other hand, Prima the trumpeter, particularly in "Body And Soul", has a decided jazz spark. Keely Smith and the ork round the disk's sessions, and provide spirited and contagious numbers. Platter includes Prima's classic "Oh Marie". Long-time fans of Prima should delight in this set.

"THE STEVE ALLEN SHOW"—Starring Steve Allen, Eydie Gorme, Steve Lawrence, Pat Kirby, Skitch Henderson—Coral CRL 57070 (1-12" LP)

AUTUMN LEAVES; HAPPINESS IS A THING CALLED JOE; THE TOUCH OF YOUR LIPS; FRENESI; WHAT IS A WIFE?; WHERE OR WHEN; MEMORIES OF YOU; BESAME MUCHO; PENNIES FROM HEAVEN; TEA FOR TWO; DON'T BE THAT WAY; TONIGHT.

The regulars of Steve Allen's late hour TV stint have been assembled on this Coral release for an entertaining, change-of-pace program of instrumentals, and vocals. Steve Lawrence does "Where Or When", and teams with Eydie Gorme on "Beasme Mucho". Allen, with ork support, runs the ivories over "Autumn Leaves" and other tunes. Eydie Gorme warbles "Frenesi", Pat Kirby caresses "Happiness Is A Thing Called Joe" and Skitch Henderson provides a lush treatment of "The Touch Of Your Lips". Solid line-up of name personalities.

"Only those records best suited for commercial use are reviewed by THE CASH BOX"



# Album Reviews

"CHA CHA CHAS & MAMBOS"—Orquestra Cosmopolitana And Dave "Tico" Robbins Quintette—MGM E3402 (1-12" LP)  
 "POLKAS, WALTZES AND TANGOS"—Ted Tyle And His Orchestras—Maximillian And His Orchestra—Maximillian Bergere And His Orchestra—MGM E3404 (1-12" LP)  
 "PROM FAVORITES"—George Russell And His Orchestra—MGM E3405 (1-12" LP)  
 "ALL TIME FAVORITES"—Uninterrupted Melodies—Jerry Jerome And His Orchestra—Teddy Powell And His Orchestra—MGM E3406 (1-12" LP)  
 "SQUARE DANCES"—Slim Bryant And His Wildcats—"Loppy" Bryant, Caller—MGM E3425 (1-12" LP)  
 "ROCK 'N ROLL"—Claude C'oud And His Orchestra—MGM E3466 (1-12" LP)

The six d'sks here are new additions to MGM's "Designed For Dancing" series and, as in the past, are being released simultaneously. Any dance worth its salt on the modern dance floor is represented with know-how by polished orks in each dance class. As in previous releases in the series, Jerry Jerome (sharing "All Time Favorites" with Teddy Powell's ork) accounts for smooth, quick-tempo renditions of oldies. Others speaking with outstanding dance-floor authority are George Russell in "Prom Favorites" and Claude Cloud in "Rock 'N Roll". If displayed to-ether, these pressings may be bought in groups by party givers. In any case, they're potent get-together stock.

"12 HITS FROM 'THE MOST HAPPY FELLA', 'MY FAIR LADY' AND 'PIPE DREAM'" —Jack Say And His Orchestra—Domenico Savino And His Orchestra—Guy Lupar And His Orchestra—Camden CAL-319 (1-12" LP)

STANDING ON THE CORNER; JOEY, JOEY; SOMEBODY SOMEWHERE; DON'T CRY; ON THE STREET WHERE YOU LIVE; I COULD HAVE DANCED ALL NIGHT; I'VE GROWN ACCUSTOMED TO HER FACE; SHOW ME; ALL AT ONCE YOU LOVE HER; EVERYBODY'S GOT A HOME BUT ME; THE NEXT TIME IT HAPPENS; THE MAN I USED TO BE.

Selections from the scores of three recent musical productions make up a top-drawer mood set from Camden. Three slick orks take on four melodies from each show, Jack Shay, "Fella", Domenico Savino, "Lady" and Guy Lupar, "Pipe Dream". Here's a rich harvest of soon-to-be-standards played with skill. Great buy at Camden's \$1.98 price-tag.

## JAZZ

"HE LOVES ME, HE LOVES ME NOT"—Chris Connor—Atlantic 1240 (1-12" LP)

HIGH ON A WINDY HILL; ROUND ABOUT; ANGEL EYES; YOU STEPPED OUT OF A DREAM; WHY CAN'T I; SUDDENLY IT'S SPRING; ABOUT THE BLUES; OH! YOU CRAZY MOON; BUT NOT FOR ME; I GUESS I'LL HANG MY TEARS OUT TO DRY; I WONDER WHAT BECAME OF ME; THURSDAY'S CHILD.

This latest issue featuring Chris Connor should make strong headway in the pop market considering the stylist's lush orchestral backing. As the title suggests, Miss Connor sings tunes (and superior one's they are) bordering on love recognition and wistful waiting. The latter type of material (i.e. "But Not For Me") suits the artist's you-forgot-to-remember delivery exceptionally well. Ralph Burns and the ork provide the full ork support. Outstanding cover job. A Chris Connor treat. Superb follow-up to her debut LP on Atlantic—a recent chart album.

"EASY LIKE—Barney Kessel, Vol. 1—Contemporary C 3511 (1-12" LP)

EASY LIKE; TENDERLY; LULLABY OF BIRDLAND; WHAT IS THERE TO SAY?; BERNADO; VICKY'S DREAM; SALUTE TO CHARLIE CHRISTIAN; THAT'S ALL; I LET A SONG GO OUT OF MY HEART; JUST SQUEEZE ME; APRIL IN PARIS; NORTH OF THE BORDER.

This release, featuring high ranking jazz guitarist Barney Kessel, is a culmination of three recording sessions (two in 1953 and one early in 1956). Backed with such class personnel as Shelly Manne (drums), Claude Williamson (piano) and Bud Shank (flute and alto sax), Kessel provides, with a good deal of flash, an enjoyable jazz romp through standards and Kessel inspired items. Solid name value when jazz fans are pondering a purchase.

"JAZZ, HIGHWAY 20"—The Joe Howard Trio—Key LP-715 (1-12" LP)

DORIOSO; TAKING A CHANCE ON LOVE; WHISTLE WHILE YOU WORK; MEMORIES OF YOU; YOU TOOK ADVANTAGE OF ME; ALL THE THINGS YOU ARE; TENDERLY; IF I HAD YOU; I'LL REMEMBER APRIL.

The disk, as deejay Tom Brown (WHK-Cleveland, Ohio) points out, attaches itself to no jazz creed, whether East or West Coast jazz. Joe Howard's Trio, working with a program of staples, has some inventive things to say about its free "no coast land" jazz. Howard's keyboard form is easy going, and individually styled for his liberal jazz ideas. Jazz fans ought to take a look-see at this representation from the jazz hinterland.

## CLASSICAL

RICHARD STRAUSS: DON QUIXOTE—Arturo Toscanini Conducting The NBC Symphony Orchestra—Frank Miller, 'Cellist; Carlton Cooley, Violist; Daniel Guilet, Violinist—RCA Victor LM-2026 (1-12" LP)

This Richard Strauss opus is mildly represented in the LP catalogue and one can expect the present Victor offering to capture a major portion of sales from now on. The fanciful adventures of Don Quixote was musically set down with humor and lyricism by the composer. The Toscanini performance is brilliant. Taken from the opening broadcast of Toscanini's final season (1953) for NBC, the sound stands up well. Eye-appeal package. The name Toscanini will draw the classical-minded to this set.

"OFFENBACH AT HIS BEST" (Arias In English, French And German)—Frieda Te'ler, Soprano—Les Musiciens De Chaillot Under The Direction Of William Gunther—Request RLP 8027 (1-12" LP)

Opera lovers will find this collection of arias and songs by Offenbach a delight. Fourteen selections have been taken from various Offenbach operas, operettas and musical comedies and brought to charming life by a gifted soprano, Frieda Teller. Though vocally demanding, these pieces sometimes approach the simple beauty of a good popular song. Excellent instrumental support by the Les Musiciens De Chaillot, a lovely sounding foursome. Package has a reproduction of a painting by Degas. Here is melodious and witty vocal music expertly rendered.

## Rama Signs Alan Dean



NEW YORK—Alan Dean (left) is pictured signing his name to a contract which brings him to Rama Records. George Goldner (right) prexy of Rama has already added his signature and Dean's manager Morris Levy provides the finishing touches with his John Hancock. Dean was formerly with MGM Records and is best remembered for his hit version of "Luna Rosa". Dean's first Rama release, "Life Is But A Dream" b/w "Rock 'n Roll Tarantelle" will be available this week.

## David Rose Honored On 10th Year With MGM

LOS ANGELES—A special testimonial dinner honoring Dave Rose's 10th Anniversary with the MGM Records label was held at the California Racquet Club in Los Angeles, Sunday night (Oct. 15) with some of the biggest names in show business present to honor the famous conductor, composer and arranger.

Jesse Kaye, chief of the west coast division of MGM Records, presented Rose with a special scroll which read: "To David Rose, on the occasion of his 10th year with MGM Records, October 14th, 1956. . . . For his great help in establishing MGM Records. . . . For consistently contributing good music to the entire world. . . . And as a testimony to his cooperation and friendship with all his associates. . . . This scroll is gratefully presented."

Wires poured in from celebrities all over the country who couldn't attend but who were eager to send good wishes to the popular maestro.

Lucille Norman sang Rose's "Our Waltz." The star-studded dais included such luminaries as Red Skelton, author Gene Fowler, Edmond O'Brien, Olga San Juan, Corinne Calvet, Dan Dailey, George Putnam, Dave Norman, Joe Pasternak, Nicholas Brodsky, Mae Murray, Anna Maria Alberghetti and other top names in the entertainment world.

Event was covered by all newsreels in the business as well as by local and national press representatives.

## "I'm Free" Beamed To Europe

NEW YORK—Because of the potent content of the lyrics to Al Hibbler's latest Decca release, "I'm Free," the record is being beamed regularly to all the European countries by Radio Free Europe.

The song was written by Richard Mullan, composer of "He," and is published by Veronique Music, also publisher of "He."

A portion of the lyrics to "I'm Free" are as follows:

I'm Free to join in the laughter  
 Of children who climb on my knee,  
 To share the joy of a boy's first toy,  
 See in him, all that I used to be.  
 I'm Free to feel in the ev'ning  
 The breeze blowing in from the sea,  
 And as I stand on the cool wet sand  
 Hear the waves sing their sad songs  
 to me . . .

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 GOODNIGHT"**  
 b/w  
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 GOODNIGHT**

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**"GOIN' HOME"**  
 and  
**"HOW IT HURTS ME"**

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 WHEN"**  
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 recorded by  
**TOMMY DURDEN**  
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# R & B Ramblings

## NEW YORK:

Lots of excitement over at Arnold Maxin's office at Okeh and Epic. His Screamin' Jay Hawkins' "I Put A Spell On You" has brought such an emotional reaction from everyone who listens that Okeh can't help feeling they have a hit. Goldie Goldmark, Sheldon Music, got in such a state when he heard it he immediately arranged to purchase the tune from Slotkin Music. Peter Tripp (WMGM-New York) played the etching four times consecutively and the audience response was extremely enthusiastic. Dorothy Kilgallen picked it up and in her syndicated column the next day wrote, "Tin Pan Alley is gabbing about a chap named Screamin' Jay Hawkins who wears a turban, goes through tantrums that make Elvis Presley look like a choir boy. Watch out for him to break big on records." Hawkins was most recently heard on Grand and Mercury Records. This is his first for Okeh. Could Okeh be about to uncover another Johnnie Ray? . . . Hy Weiss, Old Town, elated with the reaction to "Give Me One More Chance" by the Solitaires. The label is currently hot

with Robert and Johnny's "You're Mine", getting loads of action in the east. . . Ahmet Ertegun and Jerry Wexler, Atlantic Records, off for a quickie visit to Cincinnati. They report of their new release, Ivory Joe Hunter's "Since I Met You Baby" is a run-away smash in both pop and r & b. Also Chuck Willis' "Juanita". . . Over at Glory Records both Phil Rose and Lou Sprung have their hands filled with the numerous details that come with having a national hit. Vince Martin's "Cindy" keeps agrowin' and agrowin'—again highlighting this fabulous record business in which a complete unknown—on his first record—on a very small (with no intent to slight) label, Glory, can stave off the heavyweight efforts of a star like Eddie Fisher. Glory is also getting a good initial reaction to its newest Four Fellows release, "You Don't Know Me". . . Sol Rabinowitz, Baton Records, has his indie moving upwards with two solid items going for him. His Charlie Ventura album, and his Ann Cole single, "Each Day" and "In The Chapel" are both getting exciting trade excitement which should shortly resolve itself into sales. . . Bea Kaslin, Hull Records, has the Heartbeats breaking nationally with "A Thousand Miles Away". The Heartbeats have been local favorites with every one of their releases in the past, but because of the great abundance of hit records and the newness of the Hull label, they were never really able to make it on the nation's best seller charts. However, this one is getting good reaction all over the country and it may be the big one. . . We've been told that Dick Merritt (WRIB-Providence, R.I.) has one of the largest r & b audiences in New England. He gets about 500 pieces of mail daily. . . Jimmy Byrd and "Honey Boy" Ford, r & b deejays at WSRC-Durham, N.C. write that they led all pop and r & b deejays in the latest Hooper and Pulse ratings in the Durham-Raleigh area. Both Byrd and Ford are fully sponsored through early 1957. . . Buddy Young (WEBB-Baltimore, Md.) is now in the front office of the Baltimore Colts. He was retired from active football lugging after nine years of pro stardom. Young continues to be heard every day on WEBB, commanding a very strong Pulse average. . . Rick Darnell, Peacock and Duke Records, reports that Elmore

Morris' newest Peacock etching, "Indeed, I Do" and "Hurting All The Time", seems to be taking off for a hit. Darnell is co-writer of "Indeed I Do". Peacock is reading a raft of sessions with Louis Jones, Tommy Mosley, Willie Mae Thornton and Big Walter sifting material. . . George Goldner, Tico, Rama and Gee head, advises he has re-signed Tito Rodriguez. The Latin star was formerly with Tico, moved over to RCA Victor for several years, and now has re-packed with Tico for three years. Goldner, who rose in the record biz with the strictly Latin label, and who then moved into the pop and r & b fields with great success, will now give more time to the Tico label with the hopes of again bringing back some of the Latin-American hits for which Tico had become so well known. Goldner reveals he has been experimenting with a "terrific" new sound in the Latin American field and plans a release in about two weeks with the Pete Terrace orchestra. "We have great hopes," says Goldner, "that this sound will put Latin-American music in the larger selling fields of r & b and pop." . . . Sam (The Man) Taylor has been booked into the State Theatre, Hartford, Conn., for November 3 and 4, in time to promote his new release "Nightfall" and "A Sunday Kind of Love". . . Jimmy Saunders has signed an exclusive recording contract with Chess Records. Saunders is well known on the night club, theatre and one-niter circuit throughout the midwest. Jimmy Saunders is under the personal management of Charles E. Cofield, Akron, Youngstown, and Cleveland rock and roll disk jockey.



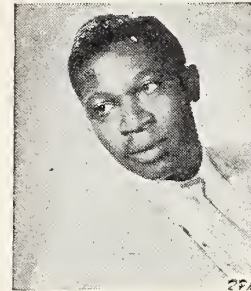
WILLIE MAE THORNTON



TITO RODRIGUEZ

## CHICAGO:

With Thanksgiving heralding the beginning of an expected gigantic winter season, and Christmas following close on its heels (forty-two shopping days from today), distributors and companies alike are dusting off the "Nuttin's For Christmas", "Santa Claus Is Coming To Town", and hosts of LP's with most beautiful christmas type music. It's that time of the year again and with a mammoth sale season this past summer, just watch Christmas soar. . .



B. B. KING

Zenes Sears, WAOK, Atlanta, visiting with many local friends on his trip thru Chi. . . Marty Hirsch comparing "Cuban Twi-Light" by Mike Simpson, Argo, to diskery's hit of last month, "Billy's Blues". Says Marty, "Calls are pouring in to M.S. Distributors and we're having a devil of a time keeping up with shipments." Marty went on to advise that "Buchanan and Goodman On Trial" is being picked up by local R&B jocks and "breaking disk wide open". . . Gene Edwards writes from The "Cream City's" WRIT reporting Ivory Joe Hunter's "You Can't Stop This Rockin' and Rollin'" on Atlantic just won't stop as far as he's concerned. . . The Orioles with Sonny Til in town, 10/23 cutting Vee-jay session before taking off for KC's Orchid Room. . . Roy Woods, KATZ, thru Chi briefly this past week. . . George Leaner, United Distributors, claims he's got the hottest items on the street. "Man, just watch B B King's RPMer, "Bim Bam" take off. That's not all. Okeh's got a novelty that just has to be a hit in Screamin' Jay Hawkins' "I Put A Spell On You". . . Chuck Willis, Atlantic, was in town promoting his latest diskeroo, "Juanita". Indications show (local charts) this to be an up and comer. . . Over at Vee-Jay, Abner is mucho happy over top twenty expansion of R&B top fifteen. Says Ab, "With five more places in the column, that just gives us more spaces to fill with hits like The Dells' "Oh What A Night" and Pee Wee Crayton's "The Telephone Is Ringing". All of us here at Vee-Jay salute The Cash Box in its move forward to keep listings serving the trade more effectively all the time." . . Larry Wyn, WSBC, thanking the many people who answered his request for a Stutz Bearcat. Now, reports Wyn, he's looking for an 1816 Underslung. C'mon, Larry. . . Barbara Hiller, Gaines, picks Fats Domino's "Blueberry Hill" to be number one by the end of the month. Any takers? . . . McKie Fitzhugh and Big Bill Hill, WOPA, planning mammoth Thanksgiving dance at South Side's Trianon. Show will include The Magnificents, The Ca'vae's, The Kool Gents, The Clouds, Otis Rush, The Echos, Hal Burrege, and Johnny Griffen. As an extra added attraction Fitzhugh is planning to stage a "Battle Of Swing" between Chess/Checker studio band led by Willie Dixon vs Vee-Jay's studio ork led by Al Smith. . . Len Chess, busy with plans of relocation, picks Johnny and Joe's "I'll Be Spinning" as the next big 'un for the diskery. "Don't forget to mention The Chanceteers' great swinger, 'Nite Beat'," exclaimed Chess. "It's knocking off plays by the bucketful on the west coast and catching on here." . . Sax Mallard stopped in Chi en route to Toledo, after two week date in London, Canada. . . The El Dorados skedded for three week thitter tour thruout eastern seaboard to introduce their latest jumperoo, "Bim Bam Boom". . . Mike Oury, All-State says, "Confidentially 'Confidential' by Charles Brown on Aladdin can't miss." Mike went out on a gold plated limb this week to predict big, big, big things for Glory's Four Fellows and "You Don't Know Me" and another grouperoo, The Motifs swinging "My Last Night In Rome". . . Herald's Faye Adams with a big one, "The Hammer". . . Mr. Jazz, Louis "Satchmo" Armstrong, opened Chez 11/2. Marty Faye looking forward to having "Pops" on his show. Seems everyone, hereabouts, just loves this guy.

## LOS ANGELES:

Vita Records has another big record in the Harmonica Slim recording of "You Better Believe It". Larry Mead reports good sales reaction from several markets. . . Little Willie John on his way to the West Coast for local appearances, stopping off to play a one-nighter in Las Vegas. . . Modern Records putting a big promotion behind three new RPM releases. B. B. King's "On My Word Of Honor", "Good Night My Love" by Jessie Belvin, and "Believe Me Beloved" with Prentice Moreland have all received tremendous initial reaction from distributors and disc-jockeys. . . Camille Howard set to open a new Los Angeles night club. . . Lester Sills and George Matola have set new artist Bobby Relf with Dot Records. First release will be aimed at both the rhythm and blues and the pop market. . . Ben Waller has signed comedian Slappy White to a three year personal management contract and is negotiating a deal for him to make comic records. White is currently appearing at Zardis and M.C.'ing the show which stars Sarah Vaughan. . . Singer-pianist Gus Jenkins has been signed to a recording contract by Flash Records. First release of "Tricky" is already showing up locally. . . Al Hibbler into the 54 Ballroom this week for a three day stand. . . Sonny Thompson, Lulu Reed, Paul Tate, and The Champions returned to the West Coast after a successful Eastern tour. . . Leon Rene's new Class label got off to a very good start with the first record of "Wham Bam" by Googie Rene which is selling well nationally. . . Carl Petersen of Universal Attractions lining up an Eastern tour for Chick Higgins. . . Buck Ram flew to Dallas this week to record a new group and make arrangements to bring them to Los Angeles. . . Aladdin Records releasing the new Shirley and Lee Record of "I Feel Good" and "Now That It's Over" which should be a big follow-up in both pop and R&B to their smash hit, "Let The Good Times Roll".



HARMONICA SLIM

"Only those records best suited for commercial use are reviewed by THE CASH BOX"



# Territorial Tips



The Cash Box "Territorial Tips" chart highlights Rhythm and Blues records showing regional action, which have not yet appeared in the national top 15.

(Listed Alphabetically)  
\*Indicates first appearance on Territorial Tips

- \*AIN'T GOT NO HOME**  
Clarence Henry (Argo 5259)
- A THOUSAND MILES AWAY**  
Heartbeats (Hull 720)
- AFTER THE LIGHTS GO DOWN LOW**  
Al Hibbler (Decca 29982)
- BILLY'S BLUES**  
Billy Stewart (Chess 1625)
- BLUE MOOD**  
Julie Stevens (Dig 116)
- BROWN-EYED HANDSOME MAN**  
Chuck Berry (Chess 1635)
- BUBBINS ROCK**  
Earl Bastic & Bill Doggett (King 4954)
- \*BUCHANAN & GOODMAN ON TRIAL**  
Buchanan & Goodman (Luniverse 102)
- CINDY, OH CINDY**  
Vince Martin (Glory 247)
- CONFIDENTIAL**  
Sonny Knight (Dot 15507)
- CONGO MAMBO**  
Guitar Gable (Excello 2086)
- COPS AND ROBBERS**  
Boogaloo (Crest 1030)
- FROM THE BOTTOM OF MY HEART**  
BRING ME LOVE  
Clovers (Atlantic 1107)
- \*GERALDINE**  
El Venos (Groove 0170)
- GREEN DOOR**  
Jim Lowe (Dot 15486)
- HONEY CHILE**  
Fats Domino (Imperial 5407)
- HURT ME**  
Wynona Carr (Specialty 580)
- I ASKED FOR WATER**  
Howlin' Wolf (Chess 1632)
- \*I FEEL GOOD**  
Shirley & Lee (Aladdin 3338)
- I LOVE YOU BABY**  
MY FIRST PLEA  
Jimmy Reed (Vee-Jay 203)
- I NEED SOMEONE**  
Amos Milburn (Aladdin 3320)
- I'M TORE UP**  
Billy Gayles (Federal 12265)
- JUST A FEELING**  
Little Walter (Checker 845)
- KEEP IT TO YOURSELF**  
Sonny Boy Williamson (Checker 847)
- LEAVE MY WOMAN ALONE**  
Ray Charles (Atlantic 1108)
- MEAN TO ME**  
Big Maybelle (Savoy 1500)
- MY NERVES**  
Little Willie John (King 4960)
- MOTHER-IN-LAW BLUES**  
Little Jr. Parker (Duke 157)
- \*NO USE KNOCKING**  
Bobby Charles (Chess 1638)
- OH WHAT A NIGHT**  
Dells (Vee-Jay 204)
- OUT OF SIGHT, OUT OF MIND**  
Five Keys (Capitol 3052)
- PRETTY LITTLE GIRL**  
Manarchs (Neil 101)
- PRISCILLA**  
Eddie Cooley & Dimples (Roast 621)
- SLOW WALK**  
Sil Austin (Mercury 70963)
- SOFT SUMMER BREEZE**  
Eddie Heywood (Mercury 70853)
- SOFT WINDS**  
Dinah Washington (Mercury 70906)
- SOLDIER OF FORTUNE**  
Drifters (Atlantic 1101)
- SOUTHBOUND SPECIAL**  
Lloyd Glenn (Aladdin 3327)
- STILL**  
Lavern Baker (Atlantic 1104)
- SWEET LITTLE ANGEL**  
B. B. King (RPM 468)
- THAT'S ALL THERE IS TO THAT**  
Cale & 4 Knights (Capitol 3456)

# Hadda Brooks Returns To The Modern Label

HOLLYWOOD, CALIF.—Hadda Brooks, the first artist to record for the Modern label, 9 years ago resigned with Modern last week. Flying in from Chicago, where she is currently appearing at the Black Orchid, the singer spent a week recording with Jules Bihari at Modern's Hollywood studios. A 12" LP of standards will feature the vocalist playing piano as well as singing, with additional backing provided by her own trio. Over the weekend, Miss Brooks visited the Los Angeles disk jockeys with dubs from the album, which received such tremendous reaction, that the album will be rushed into release early this month. Formerly on the London and Mercury labels, the singer has spent the past two years in Europe appearing in various clubs on the Continent and on the British Isles.

# Edelson Forms Club Records

NEW YORK—Carl Edelson, formerly with Apollo Records and a veteran coin machine operator, this week announced the release of the first two recordings on the new Club Records label, of which he is president. One platter features 14-year-old Jay Saunders of the Horn and Hardart TV show. It couples "I'm Still In Love With You" and "Heaven Have Mercy." The other disk stars the Willows, the kids who clicked with "Church Bells May Ring." On this release they introduce "This Is The End" b/w "Don't Pull, Don't Push, Don't Shove."

Other disks scheduled to be released in the near future, star the Duvals, a new group from the Bronx; and a group called the Crescents. Edelson states that the firm will be issuing pop and rock 'n' roll material on a regular basis. Distribution is being set-up throughout the country.

# Record Album On Stage

NEW YORK—An all-star instrumental quartet, led by Hal McKusick, will record an album for the Coral label from the stage of the Brooklyn Academy of Music on Saturday night, November 3, 1956.

McKusick on alto sax, will be backed by Milt Hinton on bass, Osie Johnson on drums and Barry Gailbraith on guitar.

The album is the first in the new projected jazz series planned by Coral under the supervision of Bob Thiele and Sonny Lester.

In addition to the on-the-scene album to be cut during a concert session, the McKusick group is scheduled to release several pop singles in the near future.

McKusick's album and singles will be aimed toward the pop market, having wide appeal not limited to the jazz vein.

- THE CHICKEN**  
Roscoe Gordon (Flip 237)
- THE CLOSER YOU ARE**  
Channels (Whirling Disc 100)
- THIRTY DAYS**  
I'M LONELY TONIGHT  
Clyde McPhatter (Atlantic 1106)
- TORE UP OVER YOU**  
Midnighters (Federal 12270)
- WALKING IN A DREAM**  
NO MAN WALKS ALONE  
Solomon Burke (Apollo 500)
- WALKING THE BEAT**  
SPRING FEVER  
Ernie Freeman (Imperial 5403)
- WHEN I'M WITH YOU**  
Moonglows (Chess 1629)
- YOU'RE MINE**  
Robert & Johnny (Old Town)



# R & B Disk Jockey REGIONAL RECORD REPORTS

- Johnny Wallace**  
WJMR—New Orleans, La.  
1. Blueberry Hill (F. Domino)  
2. I'll Remember (In The Still) (Satins)  
3. Ain't Got No Home (Henry)  
4. Heeby-Jeebies (L. Richard)  
5. Honky Tonk (B. Doggett)  
6. You Done Me Wrong (J. Jones)  
7. Music Goes Round And Round (P. Gayton)  
8. Lonely Avenue (R. Charles)  
9. Spring Fever (E. Freeman)  
10. Soldier Of Fortune (Drifters)
- Vivian Carter**  
WWCA—Gary, Ind.  
1. Honky Tonk (B. Doggett)  
2. Lonely Avenue (R. Charles)  
3. Oh What A Night (Dells)  
4. Mother-In-Law Blues (Parker)  
5. I'll Remember (In The Still) (Satins)  
6. Bad Luck (B. B. King)  
7. Dimples (J. L. Hooker)  
8. Let The Good Times Roll (Shirley & Lee)  
9. Don't Be Cruel (E. Presley)  
10. My First Plea (J. Reed)
- Jack The Bellboy**  
WJIV—Savannah, Ga.  
1. She's Got It (L. Richard)  
2. I'll Remember (In The Still) (Satins)  
3. Out Of Sight, Out Of Mind (5 Keys)  
4. Send Me Flowers (Six Teens)  
5. Too Much Monkey Business (C. Berry)  
6. Dancing Dan (Cadets)  
7. ABC's Of Love (Teen Agers)  
8. Heeby-Jeebies (L. Richard)  
9. Honky Tonk (B. Doggett)  
10. Blueberry Hill (F. Domino)
- Kenny Vincent**  
WEOL—Lorain, Ohio  
1. Honky Tonk (B. Doggett)  
2. Let The Good Times Roll (Shirley & Lee)  
3. I Can't Love You Enough (L. Baker)  
4. ABC's Of Love (Teen Agers)  
5. Thirty Days (C. McPhatter)  
6. I'll Remember (In The Still) (Satins)  
7. See Saw (Moonglows)  
8. Cops And Robbers (Boogaloo)  
9. I'm Lonely Tonight (C. McPhatter)  
10. Too Much Monkey Business (C. Berry)
- Dave Butler**  
KPRS—Kansas City, Mo.  
1. Honky Tonk (B. Doggett)  
2. Just Got Rid Of A Heartache (S. Gunter)  
3. Blueberry Hill (F. Domino)  
4. Send Me Flowers (Six Teens)  
5. Thirty Days (C. McPhatter)  
6. Bring Me Love (Clovers)  
7. The Closer You Are (Channels)  
8. On My Word Of Honor (B. B. King)  
9. Still (L. Baker)  
10. Let The Good Times Roll (Shirley & Lee)
- Mitch Thomas**  
WPFH—Philadelphia, Pa.  
1. Honky Tonk (B. Doggett)  
2. Leave My Woman Alone (R. Charles)  
3. If You Love Me (B. Notes)  
4. Billy's Blues (B. Stewart)  
5. Too Much Monkey Business (C. Berry)  
6. We Like Mambo (E. Bo)  
7. Bim Bam Boom (El Dorados)  
8. Blueberry Hill (F. Domino)  
9. ABC's Of Love (Teen Agers)  
10. Dear Diary (S. Silo)
- Herman Amis**  
WOV—New York, N. Y.  
1. Blue Moon (Emanons)  
2. Honky Tonk (B. Doggett)  
3. The Closer You Are (Channels)  
4. Gee What A Boy (Joytones)  
5. Blueberry Hill (F. Domino)  
6. ABC's Of Love (Teen Agers)  
7. Every Time (P. Page)  
8. My Love Came Back (Velours)  
9. Fever (L. Willie John)  
10. Oh What A Night (Dells)
- Buddy Young**  
WEBB—Rospeburg, Md.  
1. Honky Tonk (B. Doggett)  
2. Let The Good Times Roll (Shirley & Lee)  
3. I'll Remember (In The Still) (Satins)  
4. See Saw (Moonglows)  
5. Walking In A Dream (Burke)  
6. Love Sweet Love (Teen Queens)  
7. Blueberry Hill (F. Domino)  
8. That's The Way It Goes (Harpstones)  
9. From The Bottom Of My Heart (Clovers)  
10. It Isn't Right (Platters)
- Ken Manley**  
WGUY—Bangor, Me.  
1. You'll Never, Never Know I Care (Platters)  
2. See Saw (Moonglows)  
3. I'll Remember (In The Still) (Satins)  
4. Blueberry Hill (F. Domino)  
5. From The Bottom Of My Heart (Clovers)  
6. Heeby-Jeebies (L. Richard)  
7. Slow Walk (S. Austin)  
8. Priscilla (E. Cooley)  
9. Weeping Willow (Satins)  
10. Hitch Hiking Man (J. Gavin)
- A. T. (Pops) McFadden**  
WJAK—Jackson, Tenn.  
1. Honky Tonk (B. Doggett)  
2. Blueberry Hill (F. Domino)  
3. Let The Good Times Roll (Shirley & Lee)  
4. Bad Luck (B. B. King)  
5. My Nerves (L. Willie John)  
6. No Man Walks Alone (Burke)  
7. Lonely Avenue (R. Charles)  
8. Red Top (Teen Queens)  
9. Soft Winds (D. Washington)  
10. I Can't Quit You Baby (O. Rush)
- Dan Anderson**  
WL0L—Minneapolis-St. Paul, Minn.  
1. Blueberry Hill (F. Domino)  
2. Honky Tonk (B. Doggett)  
3. Please Don't Leave Me (F. Domino)  
4. Fever (L. Willie John)  
5. ABC's Of Love (Teen Agers)  
6. Don't Be Cruel (E. Presley)  
7. Love Sweet Love (Teen Queens)  
8. A Casual Look (Six Teens)  
9. Time Will Tell (B. Charles)  
10. I Can't Love You Enough (L. Baker)
- George Fennell**  
WHIL—Medford, Moss.  
1. Blueberry Hill (F. Domino)  
2. Priscilla (E. Cooley)  
3. Honky Tonk (B. Doggett)  
4. ABC's Of Love (Teen Agers)  
5. Lonely Avenue (R. Charles)  
6. There Are No Angels (Sugar & Spice)  
7. You'll Never, Never Know I Care (Platters)  
8. I Can't Love You Enough (L. Baker)  
9. On Trial (Buchanan & Goodman)  
10. You're Mine Oh Mine (Bobby & Ronald)

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Phone Chapel 2-2215

# 2nd Music Jamboree



NEW YORK—The second series of popular music jamborees was launched recently by the New York Public Library in cooperation with Station WMGM, New York. The jamborees feature top tunes, new releases, discussions on the recording industry and other entertainment for teen-agers. Participating in the first of the current series were Andy Williams, singing star of the Steve Allen TV Show and Cadence Records; Miss Margaret C. Scoggin, Coordinator of the New York Public Library's Young Adult Services; Ed Stokes, conductor of the "Best Sellers" program over WMGM and emcee of the library jamboree; Jack Shaindlin, composer-arranger and Eastern Music Director of 20th Century-Fox and Archie Bleyer, former musical director of the Arthur Godfrey programs and now head of the Cadence Record Company. The object of the music jamborees is to acquaint teen-agers with the behind-the-scenes activities of platter-spinners, vocalists, song writers, instrumentalists, arrangers and other representatives of the popular music field. Such subjects as "Career Possibilities in the Music Industry," "What Makes A Hit Record" and "The Story of Jazz" are among the subjects to be considered at the jamborees scheduled for every other Wednesday afternoon through Nov. 28th in the auditorium of the Donnell Library Center, 20 West 53rd St., Manhattan. Subsequent sessions will be conducted by Dean Hunter of the "Dean Hunter Show," Peter Tripp of WMGM's "Your Hits of the Week" and Phil Goulding of "Record Bandwagon" and "Music With A Beat." Other guest speakers include Sol Handwerker, advertising and publicity director of MGM Records, and Leonard Feather, jazz expert and author of "The Encyclopedia of Jazz."

## Nylen Bros. Take On Prestige

NEW YORK—Pop Weinstock, Prestige Records' Sales Manager announced last week that Nylen Bros. & Co., Ltd., had been appointed distributor for the label's catalog in Hawaii.

## Vee-Jay Swings Distaff

CHICAGO—Vee-Jay prexy, Jimmy Bracken, announced last week the diskery had signed two gal singers to help boost its roster of talent.

Kitty La Nier, Braddock, Pa., was discovered by Stan Pat on a trip east. He liked the young thrush and suggested she give him a tape which he brought to Chi. Bracken, on hearing the first attempts of the gal, immediately signed her to a long term pact.

Calvin Carter, A&R for the diskery, claims she is one of the greatest finds of the year.

Jo Ann Raven, this city, also landed a contract and has cut her first two sides entitled "Wait A Minute" b/w "Supernatural Love."

Release on these sides was last week and "moderate action was received."

Abner, diskeries trouble shooter, predicts these two talents to be top names in their fields in the not too distant future.



### NEW YORK

### CHICAGO

### NEW ORLEANS

The Top Ten Tunes Netting Heaviest Play, Compiled From Reports Submitted Weekly To The Cash Box, By Leading Music Operators in Dallas, Los Angeles and Other Cities Listed

1	<b>HONKY TONK</b> Bill Doggett (King 4950)	<b>HONKY TONK</b> Bill Doggett (King 4950)	<b>BLUEBERRY HILL</b> Fats Domino (Imperial 5407)
2	<b>BLUEBERRY HILL</b> Fats Domino (Imperial 5407)	<b>SOFT WINDS</b> Dinah Washington (Mercury 70966)	<b>HONKY TONK</b> Bill Doggett (King 4950)
3	<b>OH WHAT A NIGHT</b> Dells (Vee-Jay 204)	<b>SEE SAW</b> Moonglows (Chess 1629)	<b>I REMEMBER (In The Still Of The Night)</b> Five Satins (Ember 1005)
4	<b>LET THE GOOD TIMES ROLL</b> Shirley & Lee (Aladdin 3325)	<b>I'M TORE UP</b> Billy Gayles (Federal 12265)	<b>LONELY AVENUE</b> Ray Charles (Atlantic 1108)
5	<b>ABC'S OF LOVE</b> Teen Agers (Gee 1022)	<b>LONELY AVENUE</b> Ray Charles (Atlantic 1108)	<b>I CAN'T QUIT YOU BABY</b> Otis Rush (Cobra 5000)
6	<b>A THOUSAND MILES AWAY</b> Heartbeats (Hull 720)	<b>DON'T BE CRUEL</b> Elvis Presley (RCA Victor 20-6604)	<b>AIN'T GOT NO HOME</b> Clarence Henry (Argo 5259)
7	<b>DON'T BE CRUEL</b> Elvis Presley (RCA Victor 20-6604)	<b>I CAN'T QUIT YOU BABY</b> Otis Rush (Cobra 5000)	<b>YOU'LL NEVER, NEVER KNOW I CARE</b> Platters (Mercury 70948)
8	<b>I REMEMBER (In The Still Of The Night)</b> Five Satins (Ember 1005)	<b>LET THE GOOD TIMES ROLL</b> Shirley & Lee (Aladdin 3325)	<b>I'M LONELY TONIGHT</b> Clyde McPhatter (Atlantic 1106)
9	<b>THE CLOSER YOU ARE</b> Channels (Whirlin' Disc 100)	<b>BLUEBERRY HILL</b> Fats Domino (Imperial 5407)	<b>EARLY IN THE MORNING</b> Midnighters (Federal 12270)
10	<b>LOVE ME TENDER</b> Elvis Presley (RCA Victor 20-6643)	<b>OH WHAT A NIGHT</b> Dells (Vee-Jay 204)	<b>HEEBY-JEEBIES</b> Little Richard (Specialty 584)

### ATLANTA

### NEWARK

### DALLAS

1	<b>HONKY TONK</b> Bill Doggett (King 4950)	<b>HONKY TONK</b> Bill Doggett (King 4950)	<b>HONKY TONK</b> Bill Doggett (King 4950)
2	<b>LONELY AVENUE</b> Ray Charles (Atlantic 1108)	<b>BLUEBERRY HILL</b> Fats Domino (Imperial 5407)	<b>BLUEBERRY HILL</b> Fats Domino (Imperial 5407)
3	<b>BLUEBERRY HILL</b> Fats Domino (Imperial 5407)	<b>OH WHAT A NIGHT</b> Dells (Vee-Jay 204)	<b>THE CHICKEN</b> Roscoe Gordon (Flip 237)
4	<b>I CAN'T QUIT YOU BABY</b> Otis Rush (Cobra 5000)	<b>A THOUSAND MILES AWAY</b> Heartbeats (Hull 720)	<b>I CAN'T QUIT YOU BABY</b> Otis Rush (Cobra 5000)
5	<b>LET THE GOOD TIMES ROLL</b> Shirley & Lee (Aladdin 3325)	<b>WHEN I'M WITH YOU</b> Moonglows (Chess 1629)	<b>DON'T BE CRUEL</b> Elvis Presley (RCA Victor 20-6604)
6	<b>KEEP IT TO YOURSELF</b> Sonny Boy Williamson (Checker 847)	<b>LET THE GOOD TIMES ROLL</b> Shirley & Lee (Aladdin 3325)	<b>LOVE ME TENDER</b> Elvis Presley (RCA Victor 20-6643)
7	<b>I REMEMBER (In The Still Of The Night)</b> Five Satins (Ember 1005)	<b>BAD LUCK</b> B. B. King (RPM 468)	<b>LET THE GOOD TIMES ROLL</b> Shirley & Lee (Aladdin 3325)
8	<b>BAD LUCK</b> B. B. King (RPM 468)	<b>STILL</b> Lavern Baker (Atlantic 1104)	<b>GREEN DOOR</b> Jim Lowe (Dot 15486)
9	<b>I ASKED FOR WATER</b> Howlin' Wolf (Chess 1632)	<b>YOU'RE MINE</b> Robert & Johnny (Old Town 1029)	<b>SHE'S GOT IT</b> Little Richard (Specialty 548)
10	<b>SEE SAW</b> Moonglows (Chess 1629)	<b>LONELY AVENUE</b> Ray Charles (Atlantic 1108)	<b>LONELY AVENUE</b> Ray Charles (Atlantic 1108)

**"THE TELEPHONE IS RINGING"**

b/w

**"FROSTY NIGHT"**  
Pee Wee Crayton

Vee-Jay # 214

**"SOMEONE TO LOVE ME"**  
Snooky Pryor

Vee-Jay # 215

Vee-Jay RECORDS, INC.  
2129 S. Michigan Avenue  
Chicago 16, Illinois

"Only those records best suited for commercial use are reviewed by THE CASH BOX"

# The Cash Box



## PHILADELPHIA

## LOS ANGELES

## CLEVELAND

- 1 **HONKY TONK**  
Bill Doggett  
(King 4950)
- 2 **OH WHAT A NIGHT**  
Dells  
(Vee-Jay 204)
- 3 **BLUEBERRY HILL**  
Fats Domino  
(Imperial 5407)
- 4 **HEEBY-JEEBIES**  
Little Richard  
(Specialty 584)
- 5 **LET THE GOOD TIMES ROLL**  
Shirley & Lee  
(Aladdin 3325)
- 6 **DON'T BE CRUEL**  
Elvis Presley  
(RCA Victor 20-6604)
- 7 **SEE SAW**  
Maonglows  
(Chess 1629)
- 8 **CANADIAN SUNSET**  
Hugo Winterhalter  
(RCA Victor 20-6537)
- 9 **TOO MUCH MONKEY BUSINESS**  
Chuck Berry  
(Chess 1635)
- 10 **FROM THE BOTTOM OF MY HEART**  
Clovers  
(Atlantic 1107)

- 1 **HONKY TONK**  
Bill Doggett  
(King 4950)
- 2 **BLUEBERRY HILL**  
Fats Domino  
(Imperial 5407)
- 3 **CONFIDENTIAL**  
Sonny Knight  
(Dot 15507)
- 4 **DON'T BE CRUEL**  
Elvis Presley  
(RCA Victor 20-6604)
- 5 **LET THE GOOD TIMES ROLL**  
Shirley & Lee  
(Aladdin 3325)
- 6 **I REMEMBER (In The Still Of The Night)**  
Five Satins  
(Ember 1005)
- 7 **CINDY, OH CINDY**  
Vince Martin  
(Glory 247)
- 8 **HEEBY-JEEBIES**  
Little Richard  
(Specialty 584)
- 9 **LOVE ME TENDER**  
Elvis Presley  
(RCA Victor 20-6643)
- 10 **IT ISN'T RIGHT**  
Platters  
(Mercury 70948)

- 1 **HONKY TONK**  
Bill Doggett  
(King 4950)
- 2 **BLUEBERRY HILL**  
Fats Domino  
(Imperial 5407)
- 3 **I ASKED FOR WATER**  
Howlin' Wolf  
(Chess 1632)
- 4 **I REMEMBER (In The Still Of The Night)**  
Five Satins  
(Ember 1005)
- 5 **LET THE GOOD TIMES ROLL**  
Shirley & Lee  
(Aladdin 3325)
- 6 **LONELY AVENUE**  
Ray Charles  
(Atlantic 1108)
- 7 **I CAN'T QUIT YOU BABY**  
Otis Rush  
(Cobra 5000)
- 8 **I CAN'T LOVE YOU ENOUGH**  
Lavern Baker  
(Atlantic 1104)
- 9 **BAD LUCK**  
B. B. King  
(RPM 468)
- 10 **I GOTTA GET MYSELF A WOMAN**  
Drifters  
(Atlantic 1101)

## DETROIT

## ST. LOUIS

## BOSTON

- 1 **LET THE GOOD TIMES ROLL**  
Shirley & Lee  
(Aladdin 3325)
- 2 **HONKY TONK**  
Bill Doggett  
(King 4950)
- 3 **I CAN'T QUIT YOU BABY**  
Otis Rush  
(Cobra 5000)
- 4 **I CAN'T LOVE YOU ENOUGH**  
Lavern Baker  
(Atlantic 1104)
- 5 **LONELY AVENUE**  
Ray Charles  
(Atlantic 1108)
- 6 **DON'T GO NO FARTHER**  
Muddy Waters  
(Chess 1630)
- 7 **I GOTTA GET MYSELF A WOMAN**  
Drifters  
(Atlantic 1101)
- 8 **BAD LUCK**  
B. B. King  
(RPM 468)
- 9 **BLUEBERRY HILL**  
Fats Domino  
(Imperial 5407)
- 10 **SOFT WINDS**  
Dinah Washington  
(Mercury 70906)

- 1 **HONKY TONK**  
Bill Doggett  
(King 4950)
- 2 **BLUEBERRY HILL**  
Fats Domino  
(Imperial 5407)
- 3 **I REMEMBER (In The Still Of The Night)**  
Five Satins  
(Ember 1005)
- 4 **I CAN'T QUIT YOU BABY**  
Otis Rush  
(Cobra 5000)
- 5 **HEEBY-JEEBIES**  
Little Richard  
(Specialty 584)
- 6 **DON'T BE CRUEL**  
Elvis Presley  
(RCA Victor 20-6604)
- 7 **BAD LUCK**  
B. B. King  
(RPM 468)
- 8 **LOVE ME TENDER**  
Elvis Presley  
(RCA Victor 20-6643)
- 9 **KEEP IT TO YOURSELF**  
Sanny Boy Williamsan  
(Checker 847)
- 10 **CONFIDENTIAL**  
Sonny Knight  
(Dot 15507)

- 1 **HONKY TONK**  
Bill Doggett  
(King 4950)
- 2 **BLUEBERRY HILL**  
Fats Domino  
(Imperial 5407)
- 3 **PRISCILLA**  
Eddie Cooley & Dimples  
(Roost 621)
- 4 **KA-DING DONG**  
G-Clefs  
(Pilgrim 24971)
- 5 **LET THE GOOD TIMES ROLL**  
Shirley & Lee  
(Aladdin 3325)
- 6 **ABC'S OF LOVE**  
Teen Agers  
(Gee 1022)
- 7 **I REMEMBER (In The Still Of The Night)**  
Five Satins  
(Ember 1005)
- 8 **FEVER**  
Little Willie John  
(King 4935)
- 9 **HEEBY-JEEBIES**  
Little Richard  
(Specialty 584)
- 10 **OH WHAT A NIGHT**  
Dells  
(Vee-Jay 204)



# R & B Sure Shots

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

### "CONFIDENTIAL"

The Cash Box  
R&B Sleeper of the Week 10/27

Sonny Knight

Dot 15507

### "CINDY, OH CINDY"

The Cash Box  
Best Bets 9/22

Vince Martin

Glory 247

Breaking big from  
Coast to Coast!

## "SINCE I MET YOU BABY" IVORY JOE HUNTER

ATLANTIC # 1111

ATLANTIC RECORDING CORP.  
157 West 57 St., N.Y.C.

Another One Taking Off!!

HARMONICA SLIM

### "You Better Believe It"

and

### "My Girl Won't Quit Me"

VITA # 138

on

Vita Records

1486 N. FAIR OAKS AVE., PASADENA, CALIF.

TAKING OFF!!!

### "It's Tragic"

AUTHENTIC # 403

### "I Am A Believer"

DON JULIAN'S MEADOWLARKS  
DOO # 405

**DOOTONE** RECORDS  
9512 S. Central Ave., Los Angeles, Calif.

This will move you . . .

Chuck Edwards  
WAILS

### "IF YOU LOVE ME"

(LIKE YOU SAY YOU DO)

AND

### "YOU MOVE ME"

DUKE RECORD # 159

**DUKE** RECORDS, INC.  
2809 ERASTUS ST.  
HOUSTON 26, TEX.

## SINGER ONE-STOP

ONLY  
5¢ ABOVE  
COST

1812 WEST CHICAGO AVE., CHICAGO 22, ILL.  
(ALL PHONES: Humboldt 6-5204)

MIDWEST'S LARGEST ONE-STOP  
FREE TITLE STRIPS TO OPERATORS!

ONLY  
5¢ ABOVE  
COST

the Original!!  
"I'LL BE  
SPINNING"  
Johnnie & Joe  
CHESS-1641

**CHESS** 4750-52 Cottage Grove Ave., Chicago 15, Ill.  
RECORD CORP. (Tel.: KEnwood 8-4342)



# R & B Reviews

- A** AWARD & SLEEPER    **B** VERY GOOD    **C** FAIR  
**B+** EXCELLENT    **C+** GOOD    **D** MEDIOCRE

**ROBERT & JOHNNY**  
(Old Town 1029)

**B+** "YOU'RE MINE" (2:40) [Maureen Music BMI—Mitchell & Carr] Robert and Johnny, who have had a good deal of success with local fans on previous releases, have another very strong etching that is sure to captivate listeners. A slow, pulsating chant is movingly blended by the duo. This could be a hit wherever jockeys give it fair exposure.

**B+** "MILLION DOLLAR BILLS" (2:41) [Maureen BMI—Mitchell & Carr] Robert and Johnny back with another slow paced lovely. The boys turn in an excellent job on this coupling and it comes off another contender. This is a two-sided pleaser.

**THE COOKIES**  
(Atlantic 1110)

**B+** "DOWN BY THE RIVER" (2:34) [Progressive BMI—Carroll, Taylor, Abramson] The Cookies, who have been a threat to break out for sometime, have another powerful offering that concentration can make a hit. A rhythmic, middle staccato beat, is handled expertly by the fem group. A happy, lilting, catchy item that bears close watching.

**B** "MY LOVER" (2:02) [Progressive BMI—Jesse Stone] The lassies blend effectively on a quick beat bouncer. A sprightly dish that moves well. Foot tapping coupling. Like it.

**THE DUKES**  
(Imperial 1070)

**B+** "COTTON PICKIN' HANDS" (2:15) [Commodore BMI—Durand] The Dukes offer a quick beat melodic item that moves nicely. Good lead delivers the easy to listen to tune in solid manner. The stronger side.

**B** "WINI BROWN" (2:10) [Reeve BMI—Nero, Ermistead, Edwards, Moon, Williams] The Dukes drive out a quick beat rocker with an enthusiastic chant. Both vocal and the instrumental break drive with excitement. Ok jump for the teenagers.

**THE ROLLETTES**  
(Class 203)

**B** "KISS ME BENNY" (2:35) [Leon Rene ASCAP—Rafael Rene] The Rollettes chant an engaging middle beat jump. The group blends with a saucy styling that comes through nicely. Infectious hunk of wax.

**B** "MORE THAN YOU REALIZE" (2:59) [Leon Rene ASCAP—Leon Rene] The Rollettes change pace with a lovely ballad. Light swingy treatment of a lilting melody. Pleasing platter.

**BILLY FORD**  
(United 167)

**B** "CONFESSING" (3:00) Billy Ford and his Night Riders put together a jazz treated version of a lovely floater. It is a flavory etching that makes easy listening.

**B** "OLD AGE" (2:40) [Pamlee BMI—Ford] Ford chants a slow rocking blues effectively. Deck moves nicely and rounds out two pleasing decks.

## The Cash Box Award o' the Week

"SINCE I MET YOU BABY" (2:41)  
[Progressive BMI—Ivory Joe Hunter]

"YOU CAN'T STOP THIS ROCKING AND ROLLING" (2:14) [Progressive BMI—Ivory Joe Hunter]

IVORY JOE HUNTER  
(Atlantic 1111)



IVORY JOE HUNTER

● Ivory Joe Hunter has one of

the most powerful pieces of material he's sung in many, many releases. "Since I Met You Baby" is a slow paced melodic lovely, drifting with a charm and effortless ease that captivates the listener. Hunter has one hunk o' dynamite here and it should move into both pop and r & b charts without too much opposition. Latch on to it. The flip, "You Can't Stop This Rocking and Rolling", is a quick beat jump for the rock and roll fans. It is a rollicking ditty sung with charm and vivacity. Ok deck, but the side for the big money is "Since I Met You Baby".

"I FEEL GOOD" (2:15)  
[Aladdin BMI—Leonard Lee]

"NOW THAT IT'S OVER" (2:12)  
[Aladdin BMI—Leonard Lee]

SHIRLEY & LEE  
(Aladdin 3338)



SHIRLEY & LEE

● It should be tough for Shirley & Lee to come up with anything to top or even approach "Let The Good Times Roll", but the he and

she duo seem to have done just that with "I Feel Good". It is a lively quick beat jump delivered with a captivating quality and the unique sound of the pair. The beat gets right under your skin and it's almost impossible to keep your feet still. A real spirits lifter. The flip, "Now That It's Over", is a slow dramatic effort done with deep feeling. A syncopated beat sets up the background for the strong chanting of Shirley and Lee. Another good wax, but for the real action we look to "I Feel Good".

"RUDOLPH THE RED NOSED REINDEER" (2:17)  
[St. Nicholas ASCAP—Marks]

"SHOCK-A-DOO" (2:35)  
[Benell BMI]

THE CADILLACS  
(Josie 807)

● The Cadillacs make an early pitch at the Christmas business with a rocking reading of the Yule classic "Rudolph The Red Nosed Reindeer". Deck is a teener pleaser that should capture lots of action during the Santa season. Good

programming that should bring about good sales. The flip, "Shock-A-Doo" is a quick beat rocker that the lads drive with enthusiasm. Deck romps with driving excitement. Ok deck that will probably get the early play, until the jocks are ready to spin Yule wax.

## The Cash Box R & B Best Bets

- ★ "I WON'T PLEAD NO MORE" James Brown Federal 12290
- ★ "YOU'RE MINE" Robert & Johnny Old Town 1029
- ★ "MILLION DOLLAR BILLS" }
- ★ "DOWN BY THE RIVER" The Cookies Atlantic 1110
- ★ "COTTON PICKIN' HANDS" The Dukes Imperial 1070
- ★ "PNEUMONIA" Joe Tex King 4980

**LARRY WATERS**  
(Dig 121)

**B** "WISH I DIDN'T LOVE YOU SO" (2:45) [Dig BMI—Gallo, Watters] Larry Waters wails a slow beat blues with good results. Waters comes through well and should get a good reaction.

**B** "I WONDER, WONDER" (2:30) [Dig BMI—Gallo, Kelso, Waters] Waters sings a quick beat jump ditty with a sprightly feeling. Deck is a foot tapping wax that will fit into both the north and south markets.

**THE ROBINS**  
(Whippet 203X)

**B+** "THAT OLD BLACK MAGIC" (3:00) [Famous ASCAP—Arlen, Mercer] The Robins dish up that great oldie with a delectable treatment. Deck is aimed at two markets. Should grab off a good reaction. Watch it.

**B+** "SINCE I FIRST MET YOU" (2:20) [Lanor Music BMI—Barnum] The Robins do a slow romantic teener item in easy to listen to fashion. Teener beat that should find a receptive audience. Like both decks.

**LLOYD 'FATMAN'**  
(Okeh 7073)

**B+** "PART-TIME SWEETHEART" (2:20) [Raleigh BMI—Otis] Lloyd Fatman shouts out a middle beat rhythm piece with an enthusiastic reading. It's a driving jump wax the kids will enjoy and a cute romantic lyric the teen-fems will take to their hearts. Ok deck.

**B** "WHERE YOU BEEN?" (2:20) [Raleigh Music BMI—Katz] 'Fatman' lends his earthy chanting to a rhythm slow beat bouncer. Entertaining and spirits lifter.

**PRENTICE MOORELAND**  
(RPM 475)

**B** "BELIEVE ME, BELOVED" (2:42) [General ASCAP—Hardt, Jaffe] Prentice Mooreland sings a pop styled slow beat ballad with a romantic lyric. Choral background is strictly pop setting off Mooreland's Bill Kenny style of singing. Pleasant side.

**B** "I'VE NEVER BEEN THERE" (2:08) [Park Ave. BMI—McCoy, Newson] Mooreland sings a slow beat effort that is rock and roll arranged. It is a strong offering for the teenagers. Deck can be taken for a good ride if the jockeys give it a workout.

**JAMES BROWN**  
(Federal 12290)

**B+** "I WON'T PLEAD NO MORE" (2:27) [Armo BMI—Byrd, Keels] An unusual slow beat item with a powerful reading by Brown. This one should grab itself plenty of attention. It is different enough to assure it exposure. Watch it carefully.

**B** "CHONNIE-ON-CHON" (2:10) [Armo BMI—Brown, Scott, Byrd, Smith] James Brown shouts out a big rocker with a wild vocal effort. Deck jumps as Brown screams his joy at having a party. Should command attention.

"Only those records best suited for commercial use are reviewed by THE CASH BOX"



# R & B Reviews

**A** AWARD & SLEEPER **B+** EXCELLENT **B** VERY GOOD  
**C+** GOOD **C** FAIR **D** MEDIOCRE

## The Cash Box

### R & B Sleeper of the Week

**"DOWN HOME SPECIAL"** (2:38)

[Arc BMI—E. McDaniel]

**"COPS AND ROBBERS"** (2:41)

[American BMI—Kent, Harris]

**BO DIDDLEY** (Checker 850)



BO DIDDLEY

● Bo Diddley, one of the great

sight acts in the business, and one of the great sounds on wax, has a strong two sided release, with a shade in favor of "Down Home Special". A quick beat chant is delivered with haunting intensity as Diddley wails his intention of going home to see his baby. Exciting wax that bears close watching. The flip, "Cops and Robbers", is a Diddley version of an item that is currently creating a flurry of excitement out on the coast. It is a chuckley item well done and could grab its share of the biz. However, we go with "Down Home Special" for the hotter side.

**"BIM BAM BOOM"** (2:47)

[Tollie BMI—J. Jones]

**"THERE IN THE NIGHT"** (2:53)

[Conrad BMI—Moses]

**THE EL DORADOS** (Vee-Joy 211)



EL DORADOS

● The El Dorados come rocking right into this disk, "Bim Bam

Boom", wasting not even one note. It is an infectious jump and the El Dorados, without breaking eardrums, impart the novelty and excitement that makes this a crowd pleaser. Handclaps and driving instrumental support help sustain the excitement. The flip, "There In The Night", showcases the El Dorados on a melodic sugary item. It is softly and tenderly delivered wax that falls pleasantly on the ears. However, it does not have the sales pulling quality that "Bim Bam Boom" seems to have captured.

**"I PUT A SPELL ON YOU"** (2:25)

[Sheldon BMI—Slotkin, Hawkins]

**"LITTLE DEMON"** (2:20)

[Black BMI—Nahan, Hawkins]

**SCREAMIN' JAY HAWKINS** (Okeh 7072)

● Every once in awhile something turns up for review that is completely different, unorthodox, and certain to command attention. This is the case in "I Put A Spell On You." Screamin' Jay Hawkins turns in as wild a performance as you've ever heard. It is a very startling, weird, dramatic slow beat that in-

cludes every sound ever invented. It is so different it will stop the listeners cold. Watch this one very carefully. The reverse end, "Little Demon", is a quick beat jump and Hawkins gives it another wild vocal. "Little Demon" is an ok deck, but lacks the shock that "I Put A Spell On You" hits you with.

#### THE ROMANCERS

(Dootone 404)

**B** **"THIS IS GOODBYE"** (2:49)

[Dootsie Williams BMI—Thomas] The Romancers offer a slow blues ballad with an effective treatment. Ok deck in line with the teeners preferences.

**C+** **"JUMP AND HOP"** (2:47)

[Dootsie Williams BMI—Alvin Thomas] The Romancers wax a quick beat jump with an acceptable projection. Teener lindy bait.

#### FLICK GIPSON

(Specialty 587)

**B+** **"ETTA MAE"** (2:45) [Venice

BMI—Gipson] Flick Gipson gives a shouty reading of a slow shuffle beat rhythm piece. Stylized effort that comes out strong. Exciting performer.

**B+** **"FOOTLOOSE AND FANCY**

**FREE"** (2:10) [Venice BMI—Gipson] Quick beat jump item that Gipson rocks with great enjoyment. It's rock and roll stuff for the swinging r & r programs.

#### JOE TEX

(King 4980)

**B+** **"PNEUMONIA"** (2:40) [Jay &

Cee BMI—Joe Tex] Joe Tex does a very close relative to "Fever" with a slow rhythm reading of a cute lyric. Good job that should get a good sales and deejay reaction.

**B** **"GET WAY BACK"** (2:17) [Jay

& Cee BMI—Joe Tex] Tex backs with a slow beat blues in which he is searching for romance. Tex shouts it out with a strong delivery. Ok side.

#### SNOOKY PRYOR

(Vee-Joy 215)

**B** **"SOMEONE TO LOVE ME"**

(2:32) [Conrad BMI—J. Pryor] Snooky Pryor chants a down home blues of medium tempo. Ok fare for the southern markets.

**B** **"JUDGMENT DAY"** (2:40)

[Conrad BMI—Pryor] Snooky Pryor does a slow beat rhythm ditty on the flip. Strong beat with a southern appeal. String backing gives it an authentic flavor.



THE NATION'S

# R & B

## TOP 20

		Pos. Last Week
1	<b>HONKY TONK</b> Bill Doggett (King 4950)	1
2	<b>BLUEBERRY HILL</b> Fats Domino (Imperial 5407)	2
3	<b>I REMEMBER</b> (In The Still Of The Night) Five Satins (Ember 1005)	4
4	<b>LET THE GOOD TIMES ROLL</b> Shirley & Lee (Aladdin 3325)	3
5	<b>DON'T BE CRUEL</b> Elvis Presley (RCA Victor 20-6604)	5
6	<b>HEBBY-JEBBIES</b> Little Richard (Specialty 584)	7
7	<b>SEE SAW</b> Moonglows (Chess 1629)	6
8	<b>LONELY AVENUE</b> Ray Charles (Atlantic 1108)	10
9	<b>LOVE ME TENDER</b> Elvis Presley (RCA Victor 20-6643)	15
10	<b>I CAN'T QUIT YOU BABY</b> Otis Rush (Cobra 5000)	11
11	<b>ABC'S OF LOVE</b> Teen Agers (Gee 1022)	13
12	<b>STILL</b> Lavern Baker (Atlantic 1104)	14
13	<b>TOO MUCH MONKEY BUSINESS</b> Chuck Berry (Chess 1635)	18
14	<b>CANADIAN SUNSET</b> Hugo Winterhalter (RCA Victor 20-6537)	8
15	<b>BAD LUCK</b> B. B. King (RPM 469)	9
16	<b>MY PRAYER</b> Platters (Mercury 70893)	16
17	<b>I CAN'T LOVE YOU ENOUGH</b> Lavern Baker (Atlantic 1104)	12
18	<b>IT ISN'T RIGHT</b> Platters (Mercury 70948)	—
19	<b>HOUND DOG</b> Elvis Presley (RCA Victor 20-6604)	17
20	<b>YOU'LL NEVER, NEVER KNOW</b> Platters (Mercury 70948)	—

Breaking for a national hit!

## THE HEARTBEATS'



HEARTBEATS

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Hull 720

## Hull Records

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Judson 6-5390

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## Shirley and Lee

## "I FEEL GOOD"

Al 3338



Breaking Nationally!  
GOOGIE RENE'  
**"Wham Bam"**  
(Instrumental)  
# 201

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## FAYE ADAMS' "THE HAMMER"

(Keeps A Knockin')  
HERALD = 489

and

## THE SATINS' "WONDERFUL GIRL"

EMBER 1008



"It's What's in THE CASH BOX That Counts"



# Country Disk Jockey

## REGIONAL RECORD REPORTS

# Announcing A Special Section of **THE CASH BOX**

(Dated November 10th)

## Celebrating the 5th Annual Country Disk Jockey Convention



Held in conjunction with

# The 31st Anniversary of WSM's GRAND OLE OPRY

Recording Artists, Publishing Firms and Record Companies  
Are Invited to Participate With Congratulatory Ads

Last Date On Which Ads Can Be Accepted Is

## Thursday, NOVEMBER 1st

Rush Your Ad NOW to:

# THE CASH BOX

26 WEST 47th STREET

NEW YORK 36, N. Y.

**BOB STRACK**  
KIMO—Independence, Mo.  
1. Really Glad You Hurt Me (W. Pierce)  
2. I Can't Quit (M. Robbins)  
3. Go Away With Me (Wilburns)  
4. I'm Just Fool Enough (J. Tubb)  
5. Wish I Had A Nickel (Williams)  
6. Got A New Heartache (R. Price)  
7. Honky Tonk Man (Horton)  
B. Hanging My Tears (Tenn. Jim)  
9. Before I Met You (C. Smith)  
10. I've Got A Right (Dallas)

**C. O. "HAYSEED" THOMAS WENC**  
Whiteville, N. C.  
1. I Walk The Line (J. Cash)  
2. Crazy Arms (R. Price)  
3. You Gotta Be My Baby (G. Jones)  
4. Before I Met You (C. Smith)  
5. Searching (K. Wells)  
6. Singing The Blues (Robbins)  
7. According To My Heart (J. Reeves)  
B. Cash On The Barrelhead (Louvins)  
9. Turn Her Down (F. Young)  
10. Unredeemed Diamonds (Hill)

**DICK PHILLIPS**  
WQSN—Charleston, S. C.  
1. Crazy Arms (R. Price)  
2. Sweet Dreams (F. Young)  
3. I Walk The Line (J. Cash)  
4. Singing The Blues (Robbins)  
5. Love Me Tender (E. Presley)  
6. Turn Her Down (F. Young)  
7. Hello Old Broken Heart (S. James)  
B. Without Your Love (Lord)  
9. Singing Waterfall (Williams)  
10. I'll Be Satisfied With Love (F. Young)

**PAUL KALLINGER**  
XERF—Del Rio, Texas  
1. Teenage Boogie (W. Pierce)  
2. I'm A One Woman Man (J. Horton)  
3. Turn Her Down (F. Young)  
4. I Found A New Love (V. Howard)  
5. Sweet Love On My Mind (Jim & Johnny)  
6. Best Years Of Your Life (R. Sovine)  
7. Singing The Blues (Robbins)  
8. Mother Of A Honky Tonk Girl (J. Reeves)  
9. Any Old Time (W. Pierce)  
10. You're Running Wild (Louvins)

**SMILEY ROBERTS**  
WJKO—East Longmeadow, Mass.  
1. Lonely Nights (J. Stephens)  
2. Mocking Bird Special (Coxx)  
3. Sweet Dreams (F. Young)  
4. Cheated Too (Lee & Cooper)  
5. I Walk The Line (J. Cash)  
6. Until I Met You (F. Young)  
7. Crazy Arms (Wakely & Chandler)  
B. Waltz Of The Angels (L. Frizzell)  
9. Any Old Time (W. Pierce)  
10. Half As Good A Girl (W. Jackson)

**"SMILIN' BOB" HALE**  
WAEB—Allentown, Pa.  
1. I'm A One Woman Man (J. Horton)  
2. Oh How I Tried (Wagoner)  
3. Somewhere There's A Friend (J. Davis)  
4. Let The Whole World Talk (J. Newman)  
5. Ragged But Right (G. Jones)  
6. Poor Man's Riches (Barnes)  
7. I Take The Chance (Browns)  
8. My Lips Are Sealed (Reeves)  
9. I'm Just Fool Enough (Tubb)  
10. Conscience, I'm Guilty (H. Snow)

**DAVE FENNELL**  
WIDE—Biddeford, Me.  
1. Hound Dog (E. Presley)  
2. I Walk The Line (J. Cash)  
3. You Are The One (C. Smith)  
4. According To My Heart (J. Reeves)  
5. Conscience, I'm Guilty (H. Snow)  
6. Crazy Arms (R. Price)  
7. Singing The Blues (Robbins)  
B. Searching (K. Wells)  
9. Be-Bop-A-Lula (G. Vincent)  
10. I Take The Chance (Browns)

**"LUCKY" LON BACKMAN**  
WCMS—Norfolk, Va.  
1. Singing The Blues (Robbins)  
2. I'm Really Glad You Hurt Me (W. Pierce)  
3. Best Years Of Your Life (R. Sovine)  
4. Cash On The Barrelhead (Louvins)  
5. Don't Be Cruel (E. Presley)  
6. My Boy Elvis (J. Martin)  
7. No Love Have I (T. Collins)  
B. According To My Heart (J. Reeves)  
9. Walking In The Rain (D. Richards)  
10. I Can Quit (M. Robbins)

**VERNON STEWART**  
KXRJ—Russellville, Ark.  
1. According To My Heart (J. Reeves)  
2. Crazy Arms (R. Price)  
3. Singing The Blues (Robbins)  
4. Searching (K. Wells)  
5. You Are The One (C. Smith)  
6. Hound Dog (E. Presley)  
7. Sweet Dreams (F. Young)  
8. I Walk The Line (J. Cash)  
9. Conscience, I'm Guilty (H. Snow)  
10. Hello Old Broken Heart (S. James)

**"RAMBLIN' LOU"**  
WJLJ—Niagara Falls, N. Y.  
1. Crazy Arms (R. Price)  
2. Singing The Blues (Robbins)  
3. Don't Be Cruel (E. Presley)  
4. Cheated Too (Lee & Cooper)  
5. Conscience, I'm Guilty (H. Snow)  
6. I Walk The Line (J. Cash)  
7. Sweet Dreams (F. Young)  
B. I'm So In Love With You (Wilburns)  
9. Any Old Time (W. Pierce)  
10. I Take The Chance (Browns)

**"LONESOME GEORGE" STRAIT**  
WDCF—Dade City, Fla.  
1. Crazy Arms (R. Price)  
2. Cash On The Barrelhead (Louvins)  
3. You Are The One (C. Smith)  
4. I Walk The Line (J. Cash)  
5. Conscience, I'm Guilty (H. Snow)  
6. Singing The Blues (Robbins)  
7. According To My Heart (J. Reeves)  
B. Searching (K. Wells)  
9. You Gotta Be My Baby (G. Jones)  
10. Cat Came Back (S. James)

**DON BURFORD**  
KBSF—Springhill, La.  
1. Love Me Tender (E. Presley)  
2. Ernie (M. Kilgore)  
3. Lonesome Train (J. T. Talley)  
4. I Never Thought It Would Happen To Me (Dickens)  
5. The Cat Came Back (James)  
6. Trademark On What I've Found (B. Gallion)  
7. Digging My Own Grave (J. Work)  
B. According To My Heart (J. Reeves)  
9. If I Never Get To Heaven (J. O'Gwynn)  
10. The Lonely Man (S. Wooley)

**BILL CARTER**  
KECC—Pittsburgh, Calif.  
1. I Can't Quit (M. Robbins)  
2. Singing The Blues (Robbins)  
3. Trying To Forget The Blues (P. Wagoner)  
4. According To My Heart (J. Reeves)  
5. Crazy Arms (R. Price)  
6. Just As Long As You Love Me (Browns)  
7. Play The Music Louder (C. Gordon)  
B. Cheated Too (Lee & Cooper)  
9. Going Walking (Barkdull)  
10. Somebody (S. McDonald)

**HENRY TUCK**  
WREW—Reidsville, N. C.  
1. My Lips Are Sealed (Reeves)  
2. I'd Rather Stay Home (Wells)  
3. Crazy Arms (R. Price)  
4. You Are The One (C. Smith)  
5. I'm A One Woman Man (J. Horton)  
6. Conscience, I'm Guilty (H. Snow)  
7. Poor Man's Riches (Barnes)  
8. You Gotta Be My Baby (G. Jones)  
9. Singing The Blues (Robbins)  
10. Am I Seeing Things (Terry)

**ABBIE NEAL**  
WAMO—Pittsburgh, Pa.  
1. According To My Heart (J. Reeves)  
2. Searching (K. Wells)  
3. Cheated Too (Lee & Cooper)  
4. Without Your Love (Lord)  
5. Mister Love (Rusty & Doug & W. Barkdull)  
6. I'll Be Satisfied With Love (F. Young)  
7. I Walk The Line (J. Cash)  
B. You Gotta Be My Baby (G. Jones)  
9. Reno, Town Of Broken Hearts (T. Williams)  
10. Singing The Blues (Robbins)

**JOHN HAEBERLE**  
WAGG—Franklin, Tenn.  
1. Singing The Blues (Robbins)  
2. Lover Of The Town (Martin)  
3. Burning The Wind (Wallace)  
4. I'm Just Fool Enough (J. Tubb)  
5. Wherever You Are (Duncan)  
6. I Don't Believe (Douglas)  
7. Gonna Come Get You (Jones)  
8. Cheated Too (Lee & Cooper)  
9. Mister Love (Rusty & Doug & Barkdull)  
10. According To My Heart (J. Reeves)

**BOB SMITH**  
KNAL—Victoria, Texas  
1. My Lips Are Sealed (Reeves)  
2. A One Woman Man (Horton)  
3. Sweet Dreams (F. Young)  
4. Crazy Arms (R. Price)  
5. Singing The Blues (Robbins)  
6. According To My Heart (J. Reeves)  
7. Poor Man's Riches (Barnes)  
8. Gonna Come Get You (G. Jones)  
9. Without Your Love (Lord)  
10. Before I Met You (Smith)

**"SLIM" HARPER**  
WVNJ—Newark, N. J.  
1. Crazy Arms (R. Price)  
2. My Lips Are Sealed (Reeves)  
3. According To My Heart (J. Reeves)  
4. Wherever You Are (Duncan)  
5. Will I Ever Forget You (B. Dee)  
6. It Takes A Lot Of Heart (J. Tubb)  
7. She's Better Than Most (H. Locklin)  
8. I'm A Boy Left Alone (L. Frizzell)  
9. Gonna Come Get You (Jones)  
10. Cornbread & Buttermilk (J. Dickens)

**CARL FITZGERALD**  
WMOX—Meridian, Miss.  
1. Singing The Blues (Robbins)  
2. Crazy Arms (R. Price)  
3. According To My Heart (J. Reeves)  
4. Sweet Dreams (F. Young)  
5. You Gotta Be My Baby (G. Jones)  
6. Taking My Chances (H. Thompson)  
7. My Lips Are Sealed (J. Reeves)  
8. I'm So In Love With You (Wilburns)  
9. Searching (K. Wells)  
10. Conscience, I'm Guilty (H. Snow)

**"SMILIN' JIM'S WESTERN CARAVAN"**  
WHAY—New Britain, Conn.  
1. Crazy Arms (R. Price)  
2. I Walk The Line (J. Cash)  
3. Sweet Dreams (F. Young)  
4. Cash On The Barrelhead (Louvins)  
5. Cheated Too (Lee & Cooper)  
6. Singing The Blues (Robbins)  
7. You're Running Wild (Louvins)  
B. My Lips Are Sealed (Reeves)  
9. You Are The One (C. Smith)  
10. Searching (K. Wells)

**ELMER SNODGRASS**  
WGGA—Gainesville, Ga.  
1. Searching (K. Wells)  
2. I Gotta Know (W. Jackson)  
3. I Walk The Line (J. Cash)  
4. Crazy Arms (R. Price)  
5. You Are The One (C. Smith)  
6. Your Pretty Blues Eyes (D. Rich)  
7. Don't Be Cruel (E. Presley)  
B. I Can't Quit (M. Robbins)  
9. Before I Met You (C. Smith)  
10. I Take The Chance (Browns)

Attention: Please address any information concerning Country music and talent to Ira Howard, Country Editor, The Cash Box, 26 West 47th Street, New York 36, N. Y.



# Country Big 10 JUKE BOX TUNES

Pos. Last  
Week

<b>1</b>	<b>DON'T BE CRUEL</b> Elvis Presley (RCA Victor 20-6604; 47-6604)	<b>1</b>
<b>2</b>	<b>CRAZY ARMS</b> Ray Price (Columbia 21510; 4-21510)	<b>2</b>
<b>3</b>	<b>I WALK THE LINE</b> Johnny Cash (Sun 241; 45-241)	<b>3</b>
<b>4</b>	<b>SINGING THE BLUES</b> Marty Robbins (Columbia 21545; 4-21545)	<b>4</b>
<b>5</b>	<b>SWEET DREAMS</b> Faron Young (Capitol 3443; F3443)	<b>6</b>
<b>6</b>	<b>SEARCHING</b> Kitty Wells (Decca 29956; 9-29956)	<b>7</b>
<b>7</b>	<b>HOUND DOG</b> Elvis Presley (RCA Victor 20-6604; 47-6604)	<b>5</b>
<b>8</b>	<b>LOVE ME TENDER</b> Elvis Presley (RCA Victor 20-6643; 47-6643)	<b>10</b>
<b>9</b>	<b>BEFORE I MET YOU</b> Carl Smith (Columbia 21552; 4-21552)	<b>—</b>
<b>10</b>	<b>POOR MAN'S RICHES</b> Benny Barnes (Starday 262; 45-262)	<b>9</b>

## Country Music Is Going Pop

NASHVILLE, TENN. — History may repeat itself as far as country music is concerned. About three or four years ago it was not unusual to find many pop tunes originating in the country field. It was almost a fad for pop singers to pick up songs written or recorded by country artists, especially the late Hank Williams' songs. This fad faded slightly for the last two years but now the popular singers have again started covering country records.

By way of cutting a slice of home-spun limelight, some big name pop artists recorded three numbers from the Grand Ole Opry's own hit parade. The Andrews Sisters have covered Ray Price's "Crazy Arms" which has occupied the Country charts since last June, enjoying the number one position many times during that time.

Johnny Cash, a fairly new Opry star wrote and waxed "I Walk the Line" soon after joining the Opry and immediately found himself on the lists. "I Walk the Line" has been recorded by Hoagy Carmichael, and Carol Bennett.

Another country melody set to wax by an Opryite and covered by a pop singer is "Singing the Blues" by Marty Robbins. Marty recorded the song, only two months ago and it has already bounded to the top. Guy Mitchell, has recorded Marty's hit and has a king-sized smash in the pop field.

What with three country records being covered by name popular singers in the last month, it just might be safe to predict that more and more pop artists will be jumping on the very popular country music bandwagon in the months to come.

## Tubb Buys Citrus Ranch

NASHVILLE, TENN. — Gabe Tucker, manager of Ernest Tubb, announced this week that Tubb had purchased a huge citrus ranch in Texas for a six figure price.

As soon as the details are taken care of, the ranch will start shipping fruit all over the United States. The Ernest Tubb Ranch will be exploited on the Ernest Tubb Midnight Show (WSM) and various other channels.

In the very near future, arrangements will be made to advertise the new company thru disk jockey shows in strategic areas.

## MGM Records Ties In With 2 TV Film Shows

NEW YORK—MGM Records, was quick to tie-in with two new TV film presentations, "The Buccaneers" and "Sir Lancelot," is issuing a special disk of themes from both TV stansas on one record by The Naturals. The record company is packaging the disk using action photos from both films. Package will be pushed on racks and plugged on both TV shows.

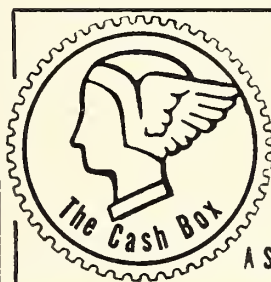
For the past few months MGM has been packaging a great deal of its movie and TV tie-in tunes on special arrangements with movie companys and TV representatives. The diskery believes it can make a better sales impact on the public if current TV and movie tunes are packaged in selling sleeves.



## CINCINNATI CUT-UPS

On the 2nd anniversary celebration of the Western Hills Plaza this Saturday Cathy Carr of "Ivory Tower" fame and Dick Noel singing star of The "Breakfast Club" will be flown in by Helicopter for the celebration. They will appear that evening for the annual FOP dance at Castle Farm. . . . Mitch Miller was in town for the premiere of Doris Day's picture "Julie". He visited the Song Shop and Wil Lenay's new record center. . . . Nellie Jane Petty mother of Mrs. Nelson King passed away this week at her home, in her seventy-fifth year. Our sympathy to the family. . . . Janet Rea will start a new program for the youngsters on Saturday from 10 to 10:30 over WCIN-R. . . . Jack Fogarty of WCPO-R was on hand for the burning of a nine-room house last Sunday at the climax of Fire Prevention Week. . . . Jane Petty, daughter of Mr. and Mrs. James Petty of the Queen City was chosen "sweetheart" of the Columbia University Chapter of Sigma Chi, and was featured during the song on the Perry Como show. . . . Roy Nestor is the new emcee on WLW-R "Bandwagon". He is a part of the station's "New Listening" program. . . . They tell us that Teddy Raymore has been working by himself since his Quartet disbanded a few weeks ago. Teddy opened at the Rose-lawn last week as piano-entertainer. It was just last year that this Quartet won on the "Talent Scouts". . . . Bill Dawes deejay at WCPO says that he won't be spinning Christmas Music this year until after Thanksgiving. . . . Little Brenda Lee (Decca) recording star was expected in town to make guest appearances on Jimmie Skinner's (Mercury) and Jimmie Williams' (MGM) record shows before going on to New York to appear on Perry Como's NBC show. . . . Estel Lee, Chief of Excellent records has been under the weather for the past week. We have been missing him around the record shop. . . . At the clubs around town:—Ted Lewis has returned to Beverly Hills by popular demand. Sammy Kaye will be at the Topper for a Saturday night hop. The Glenn Miller Orchestra directed by Ray McKinley due at Castle Farm Oct. 24th. A big rock-'n-roll show was scheduled for Cincinnati Gardens Oct. 24th bringing such headliners to town as Bill Haley, The Platters, Frankie Lymon and the Teenagers, Clyde McPhater, The Clovers, Chuck Berry, Ella Johnson, Shirley and Lee, Vic Lewis and Orchestra and Buddy Johnson and Orchestra.

Send all news for this column to Cincinnati Cut-Ups—7771 Cheviot Rd., Cincinnati, 31. O.



## The Country Records Disk Jockeys Played Most

A SUMMARY OF REPORTS RECEIVED FROM THE NATION'S DISK JOCKEYS

1. CRAZY ARMS	Ray Price (Columbia)
2. I WALK THE LINE	Johnny Cash (Sun)
3. SINGING THE BLUES	Marty Robbins (Columbia)
4. ACCORDING TO MY HEART	Jim Reeves (RCA Victor)
5. DON'T BE CRUEL	Elvis Presley (RCA Victor)
6. SWEET DREAMS	Faron Young (Capitol)
7. SEARCHING	Kitty Wells (Decca)
8. YOU ARE THE ONE	Carl Smith (Columbia)
9. I'M A ONE-WOMAN MAN	Johnny Horton (Columbia)
10. CONSCIENCE, I'M GUILTY	Hank Snow (RCA Victor)
11. LOVE ME TENDER.	
12. I CAN'T QUIT.	
13. CASH ON THE BARREL HEAD.	
14. MY LIPS ARE SEALED;	
15. POOR MAN'S RICHES.	
16. CHEATED TOO.	
17. BEFORE I MET YOU.	
18. YOU'RE RUNNING WILD.	
19. JUST AS LONG AS YOU LOVE ME.	
20. YOU GOTTA BE MY BABY; I TAKE THE CHANCE; TURN HER DOWN; WICKED LIES; ANY OLD TIME; I'M SO IN LOVE WITH YOU; WITHOUT YOUR LOVE; I'M REALLY GLAD YOU HURT ME; DON'T BLAME IT ON THE GIRL.	

### "WOND'RING 'BOUT YOU"

and

### "ARKANSAS MOUNTAINS"

(Somewhere In The)

by the

### HOUSE BROTHERS QUARTET

### State Calla Records

2033 Burnett Way  
Sacramento, California

"... top calibre job ..."  
from THE CASH BOX BULLSEYE

### "THANK YOU JUST THE SAME"

by

### Jean Shepard

CAPITOL 3514

pub. by VALLEY PUBLISHERS, INC.  
Knoxville, Tenn.





# Country Best Sellers

IN RETAIL OUTLETS

1. DON'T BE CRUEL  
Elvis Presley  
(RCA Victor 20-6604; 47-6604)
2. CRAZY ARMS  
Ray Price (Columbia 21510; 4-21510)
3. LOVE ME TENDER  
Elvis Presley  
(RCA Victor 20-6643; 47-6643)
4. SINGING THE BLUES  
Marty Robbins  
(Columbia 21545; 4-21545)
5. I WALK THE LINE  
Johnny Cash  
(Sun 241; 45-241)
6. SWEET DREAMS  
Faron Young (Capitol 3443; F3443)
7. SEARCHING  
Kitty Wells (Decca 29956; 9-29956)
8. CONSCIENCE, I'M GUILTY  
Hank Snow  
(RCA Victor 20-6578; 47-6578)
9. YOU ARE THE ONE  
Carl Smith  
(Columbia 21522; 4-21522)
10. HOUND DOG  
Elvis Presley  
(RCA Victor 20-6604; 47-6604)
11. ACCORDING TO MY HEART
12. CASH ON THE BARREL HEAD
13. BEFORE I MET YOU
14. I'M A ONE-WOMAN MAN
15. WICKED LIES; I TAKE THE CHANCE; TEENAGE BOOGIE; YOU'RE RUNNING WILD; TURN HER DOWN; BE-BOP-A-LULA; DON'T BLAME IT ON THE GIRL; POOR MAN'S RICHES; I'VE GOT A NEW HEARTACHE.



# Country Reviews

**A BULLSEYE**

**B VERY GOOD**

**C FAIR**

**B+ EXCELLENT**

**C+ GOOD**

**D MEDIOCRE**

## THE CASH BOX BULLSEYE



"I'M COUNTING ON YOU" (2:19)  
[Ross Jungnickel ASCAP—  
D. Robertson]  
"REPENTING"  
[Old Charter BMI—G. Walker]  
KITTY WELLS  
(Decca 30094; 9-30094)

● Kitty Wells once again demonstrates the outstanding vocal qualities that have kept her at the top of the popularity charts over the years. The thrush follows her current smash, "Searching" with a pair of ballads that look as tho they're gonna ride the lists side by side. On "Repenting" she sadly begs the guy's forgiveness while on "I'm Counting On You" she happily places complete confidence in her sweetheart. Excellent material expertly handled. They're two big ones for sure.

"SEEING HER ONLY REMINDED ME OF YOU" (2:07)  
[Earl Barton BMI—B. Lord,  
P. Stamper]  
"A GOOD TIME WAS HAD BY ALL" (2:35)  
[Earl Barton BMI—H. Ashley]  
PORTER WAGONER  
(RCA Victor 20-6697; 47-6697)

● Porter Wagoner is headed right back toward the magic circle of hits with his most powerful offering since his #1 slicing, "Satisfied Mind". It's a stand out, multiple track rendition of a moderate paced romantic weeper labeled "Seeing Her Only Reminded Me Of You". On the under lid Wagoner is colorfully backed up by some 'flying fiddles' as he and a chorus let loose on a happy-go-lucky hoe-downer tagged "A Good Time Was Had By All". Solid coupling for maximum sales.

"HOT DOG! THAT MADE HIM MAD" (2:36)  
[Leeds ASCAP—D. Barker,  
D. Raye]  
"SILVER THREADS AND GOLDEN NEEDLES" (2:35)  
[Central BMI—J. Rhodes,  
D. Reynolds]  
WANDA JACKSON  
(Capitol 3575; F3575)

● Wanda Jackson weighs in with a potent double-decker that's as different as day and night and should prove to be a solid money-maker for ops and dealers. On one end the canary zestfully belts out a sparkling novelty jumper titled "Hot Dog! That Made Him Mad". The lower portion, "Silver Threads And Golden Needles", is an expressive middle beat heartfelt piece that Miss Jackson projects with great feeling. Top notch coupling.

DAVID HOUSTON  
(RCA Victor 27-6696; 47-6696)

**B+** "BLUE PRELUDE" (2:28)  
[World ASCAP—G. Jenkins, J. Bishop] Dave Houston turns in a terrific vocal performance on this great standard. It's a haunting, fast paced entry with big hit potential in the country and pop fields.

**B** "I'LL ALWAYS HAVE IT ON MY MIND" (2:17)- [Cedarwood BMI—W. Walker] Bottom deck is another potent blues item that Houston grooves in a rockin', rhythmic fashion. Stellar instrumental support.

RED MURRELL  
(Cavallier 871; 45-871)

**B** "TALKIN' BLUES" [American BMI—E. Tubb] With Jimmy Rivers and the Cherokees supplying a bright instrumental background Red Murrell amusingly runs through the quick moving Ernest Tubb de-lighter.

**C+** "TWO TIMING HEART" [Dexter ASCAP—H. Yarbrough] Murrell's mellow chords come over in soft, sincere manner on this moderate paced weeper. Easy-on-the-ears pairing.

PAUL DAVIS  
(MGM 12357; K12357)

**B** "BIG MONEY" (2:03) [Acuff-Rose BMI—Davis] The refreshing tones of Paul Davis make for a listening treat on this self-penned, up tempo rhythmic piece. Enticing lyrics and an engaging beat round out an attractive platter.

**B** "I MUST TURN MY FACE TO THE WALL" (2:36) [Acuff-Rose BMI—Hudgins] Flip is a crying towel, middle beat lover's opus that Davis projects with touching sincerity.

HAL WILLIS  
(Atlantic 1114; 45-1114)

**B+** "BOP-A-DEE BOP-A-DOO" (2:17) [Progressive BMI—Willis, Willis] Hal Willis intros on the Atlantic label with an electrifying "rock-abilly" treatment of a souped-up slicing tailor-made for the boxes in all the markets.

**B** "MY PINK CADILLAC" (1:51)  
[Nash BMI—Willis, Willis] This side is a colorful swinger delivered at a slightly modified pace. Solid instrumental backdrop.

TROY CRANE  
(Oak 102; 45-102)

**C+** "HUNTSVILLE PRISON BLUES" (2:17) [Peer Int'l BMI—T. Crane, J. Crane] Troy Crane convincingly portrays the lament of the lonely convict on this interesting, up tempo item.

**C** "HAWAII HULA" (2:11) [Peer Int'l BMI—T. Crane, J. Crane] On the bottom portion Crane softly spins an easy-go-in' tropical-flavored ditty. The 3 Texans adequately assist on both sides.

SMILEY MONROE  
(Vita 131; 45-131)

**B** "PAUL BUNYAN LOVE" (2:20)  
[Spark BMI—L. Kangas] Smiley Monroe, tastefully assisted on the vocal end by the Sandovals, comes through with an appealing reading of an up tempo romantic ditty with charming lyrics. Should win many sales and spins.

**C+** "WIGWAM WIGWOP" (1:55)  
[Spark BMI—L. Kangas] Under lid is a cute little kiddie-flavored item set to a tom-tom beat.

BILLY WALKER  
(Columbia 21566 ;4-21566)

**B+** "SO FAR" (2:36) [Earl Barton BMI—B. Walker] Here's a lovely, pop-flavored, fish beat lover's ballad that Billy Walker and chorus put across in captivating style. Could develop into a click biscuit, especially with the teensters.

**B** "LITTLE BAGGY BRITCHES" (1:57) [Earl Barton BMI—B. Walker, M. Burke] On the reverse etching Walker flavorfully waxes a cute little bouncer with contagious lyrics.

SAMMY MASTERS  
(4 Star 1697; 1697-45)

**B+** "2-ROCK-A-4" (2:08) [4 Star BMI—F. Smith, J. Bradshaw, H. Glenn, S. Masters] Sammy Masters, who kicked up some territorial dust with his "Pink Cadillac", follows it up with another dandy box-hopper that's gonna lure loads of coin. Catchy deck. Could take off.

**B** "WHOP-T-BOP" (2:10) [4 Star BMI—S. Masters] Masters ends up some more good teenage dance material on this toned down rhythmic jumper.

GARY BRYANT  
(Decca 30104; 9-30104)

**B+** "I'M JUST WILD ABOUT YOU" (2:15) [Copar BMI—G. Bryant, J. Horton, T. Franks] Gary Bryant has a flavorful piece of love material to work with on this end. An up tempo pleaser handled in most inviting fashion.

**B** "SUMMER LOVE AFFAIR" [Old Charter BMI—G. Bryant, J. Horton, T. Franks] This side features a moving reading by Bryant on a tender, romantic weeper with effective lyrics. Both halves are gonna ride the airwaves aplenty.

RUDY "TUTTI" GRAYZELL  
(Starday 270; 45-270)

**B+** "JIG-GA-LEE-GA" (2:20) [Star-rite BMI—J. Grayzell] Here's a real commercial platter that could break in the country, pop and r&b fields. Starting with an up tempo shuffle it then develops into a hand-clappin' rock 'n roller. Grayzell and the Imperials wrap it up in tantalizing fashion.

**B+** "YOU HURT ME SO" (2:40)  
[Starrite BMI—J. Grayzell] On this end Grayzell and the crew infectious spin an all-market, heart-felt, fish beat lover's ballad. Watch 'em both.

CORKY JONES  
(Pep 107; 45-107)

**B** "RHYTHM AND BOOZE" (2:14)  
[Pamper BMI—B. Owens] An intriguing rock 'n roller gets squeezed out at a torrid clip by the distinctive toned Corky Jones. Fetching instrumentation. Could be a noise-maker. Watch it.

**C+** "HOT DOG" (2:15) [Pamper BMI—B. Owens, D. Dedmon] Jones colorfully swings out on another fast paced rhythmic piece with catchy lyrics.

THE FARMER BOYS  
(Capitol 3569; F3569)

**B+** "OH! HOW IT HURTS" (2:20)  
[Central BMI—T. Collins] An up tempo lover's lament gets treated to the splendid harmony of the Farmer Boys. Potent side. Could make the grade.

**B+** "COOL DOWN MAME" (2:32)  
[Central BMI—B. Carroll, B. Hicks] The boys engagingly deck out a spicey, moderate paced rhythmic piece that's gonna make the ops and dealers sit up and take notice. Dandy musical backdrop.

**RAY PARKS**  
"You're Gonna Have To Bawl That's All"  
CAPITOL # 3580  
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HOLLYWOOD 1-9347

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# Country Round Up

**Harianne Moore**, WSM's Director of Public Relations notes that any deejay who has not yet appeared on WSM's "MR. DEE JAY, USA" show and wishes to do so should write and ask for a reservation and give some idea of the date on which he prefers to appear. It's heard each Friday night from 10:15 to 11:00 p.m. CDST. "MR. DEE JAY" has a special guest from the "Grand Ole Opry" and conducts the show in the same manner he would his own show at his local station. No disk jockey has ever appeared twice on this program.



EDDIE HILL

**Benny Martin** whose country singing has long made "Grand Ole Opry" audiences happy made a host of VIP's happy last week. Benny and his band performed for the joint meeting of the heads of the Ford Motor Company and Reynolds Metals Company last Sunday night in Sheffield, Alabama. He was so successful that he was invited back for a Monday session.

The **Anita Kerr Singers** appeared on Arthur Godfrey's morning show every day, two weeks ago, and on Wednesday night of last week on his evening show. They inked a Decca Recording contract and will make their first record under the new label shortly. The **LaDell Sisters** were slated to appear on Godfrey's Talent Scouts Show on Monday night. **Frances Williams** serves as Talent Scout for the trio.

WSM's **Bill Williams** and **Nute Richardson** have collaborated on a new novelty number called "Frankie's Out On Parole." The song has been recorded on Mercury by the **LaDell Sisters**. Bill says that inspiration came for the tune when his little girl was listening to **Guy Lombardo's** recording of "Frankie and Johnnie." After the record had played, she looked up at Bill and said, "What ever happened to Frankie?"

The **Jordanaires** are slated to appear on **Ed Sullivan's** show on the 28th. This is the second time the quartet has appeared in the last two months.

**Eddie Hill, Autry Inman, Don Slayman, Odie & Jodie, and June Carter** have just returned from New York where they have been very busy working on an **Elia Kazan** production entitled "Face in the Crowd."

**Lester Flatt & Earl Scruggs** are being kept busy making public appearances across the country these days. Their current release on the Columbia label is entitled "Give Mother My Crown" and "Joy Bells."

**Carl Smith** returned from Minneapolis, Minn. Thursday October 18, where he completed several film commercials for the Ballard people. Most of these commercials will be in use by Thanksgiving.

Carl started his first fall tour consisting of 10 to 20 days, Sunday, October 21, in Oklahoma City, Okla., and then on to Iowa, Winnipeg, Moose Jaw, Calgary, and Edmonton, Can., Washington, Montana, Idaho and Utah.

**Jimmy Newman** and **George Jones** are currently on tour in the state of Georgia where they will make stops in Albany, Tifton, Thomasville, Moultrie and several others. These Georgia towns were played Sunday October 21 through Saturday October 27. Jones goes to Beanblossom, Ind., **Bill Monroes** Park, Sunday October 28. Jimmy Newman had a successful day in Baton Rouge, La., Friday, October 19, playing a show and dance for "Country Boy" Cutrer.

**Dave Rich** was scheduled to appear in Madisonville, Ky. Saturday, October 27, and Beanblossom, Ind., Sunday, Oct. 28. On these two particular dates the young RCA Victor recording artist will have his band, the **Melody Hands**.

**Betty Dotson**, fan club prexy for Capitol's new recording artist, **Louise Duncan**, pens that anyone wishing to join the club can write her at 927 Delray Dr., Nashville, Tenn. Louise's initial Capitol waxing is tagged "Gossip" and "Wherever You Are".

**Red Foley**, writes from Springfield, in his "From The Files Of Foley" newsletter that **Pete Stamper**, one of the unsung stalwarts of "Ozark Jubilee", is probably one of the most talented. Writer of his own material, Pete is also a prolific song writer. His newest composition, in collaboration with **Bobby Lord**, and recorded by **Porter Wagoner** and trio, has just been released on RCA Victor. The title is "Seeing Her Only Reminded Me Of You". Pete sez his ten month old son just took his first fourteen steps by falling down the stairs.

Red adds that **Billy Walker** dropped in to play his new release on Columbia, "So Far", and it sounds like it may be a big thing for the tall Texan. **Bobby Lord** is showing his elation over the reaction to his Columbia platter "Without Your Love", which was penned by the Jubilee's **Wanda Jackson**. . . . **Mitchell Torok** is off to Nashville for a new session for Decca. . . . **Sonny James** is keeping his fingers crossed for his Capitol release of "Hello Old Broken Heart" and "The Cat Came Back". . . . **Bill Wimberly** and his Country Rhythm boys, along with **Chuck Bowers** cut a session for Mercury on October 17. . . . **Brenda Lee** is getting set for her Flamingo Hotel appearance in Las Vegas beginning December 3. This will be the first three weeks of a twelve week contract.

**Brenda's** currently creating a heap of pop and country noise with her first Decca release, "Jambalaya" and "Bigelow 6-200". Incidentally, Red looks like he's gonna have another big one with his latest two-sider "Don't Blame It On The Girl" and "Rock 'n Reelin'".

**Dottie Swan** of the "Grand Ole Opry" has signed with Sage and Sand Records and her first release of "Cryin' 'Cause I Love You" and "It Can Be Done" hit the market October 20. The singer is being handled by **Murray Nash** of Nashville, Tennessee. It's reported that **Lonnie Barron's** new Sage and Sand waxing of "Please Blue Heart" and "Teenage Queen" sold over seven thousand copies the first few days it was out.

Recently a group of country music artists, DJ's and promotion men had a big pow-wow in Hattiesburg, Mississippi. . . . On hand for the event were "Jolly Cholly" **Herman** and **Fred Wamble**, WBAM-Montgomery, Ala., **James O'Gwynn** (Starday), **Jimmy Swan**, (MGM) and **F. M. Smith**, WBKH-H'burg. . . . **Smitty Smith** WLAU, Laurel, Miss. and **Slick Norris**. . . . Topic of the day was country music.

**Tibby Edwards** just cut his first session in Houston for Starday.

Newest members of the "Louisiana Hayride" are **Bob Gilion** (MGM) and **Benny Barnes** (Starday), who is currently ridin' the charts with "Poor Man's Riches". . . . **Jennette Hicks** out with her first Starday disk "Extra-Extra" and "Cry-Cry". . . . The Hayride did its show live from Little Rock, Arkansas on the 13th. . . . Guesting on the 7th was **James O'Gwynn**, who returns to the Hayride for another guest shot on the 27th.

Credit for the wonderful vocal background on **Faron Young's** next big hit, "Turn Her Down", goes to **Hubert Long's** Choir.

**Kenny Vincent** writes in his Elyria, Ohio's Chronicle-Telegram "Music Box" feature that he's been playing **Jay Cee Hill's** Epic waxing of "Rompin' Stompin' Boogie" and all the teenagers in Northern Ohio have been asking for it again and again. **Jay Cee**, who Vincent sez "will give **Elvis Presley** a run for his money", has a large fan club in Elyria. He's 22 and has been singing and playing the guitar for over 10 years. He writes his own music and many of his tunes have been published.

**KFXD-Nampa**, Idaho's **Edward Hurt** types to tell us that "Ol' Pinky" of "Caffeine Patrol" has returned to the Pacific Northwest after a year at XERB-Rosarito Beach, Mexico. The station has gone on a 24 hour schedule of broadcasting, now that Pinky has his show on from 12:00 to 6:00 A.M. KXFD has always been predominately western in music, Nampa being the home of the "Snake River Stampede" (3rd week in July) and the extended programming needs records, of all varieties to keep western music at the top.

**Allen Distributing Co.** reports that **George Popkins' "Pop's Country Store"**—WXGI-Richmond, Va., programming of **Wayne Walker's** ABC-Paramount waxing, "It's My Way", broke the deck wide open in his area.

**Nashville** writer-manager **Kenny Marlow** notes a change of address to 1904 18th Avenue South, Nashville, and a new phone number, BRoadway 7-5449. **Kenny's** mailing address is Box 452, Nashville. **Kenny** also reports country releases coming shortly on Decca, Capitol and RCA, and a R&B release forthcoming on Peacock.

**Don West**, steel player and last with **Benny Martin's Whipporwills** has joined **WGGA-Gainesville, Ga.** and now is heard along with deejay **Elmer Snodgrass** and the **Musical Pioneers**. The entire group consists of **Stan Lee-fiddler**, **Chuck Atha-rhythm-vocals**, **Pat Taylor-take off guitar**, **Harry Palmour-drums**, **Don West-steel** and **Snodgrass-bass**, comedy and emcee.

**Carl Roberts** writes that he's real happy to have joined **KLUW** Haynesville one of the hottest new radio stations in Northern Louisiana. Carl sez that "it's that station that dared to be different—going on the air with a bang on Sept. 26th and already has the most listeners in Claiborne Parish and the surrounding areas." The staff includes station owner-manager and announcer **Charles E. Ray**, Roberts and local man, **Joe Rosser**. The station sends out its call for more records from the record companies, distributors, artists, etc.

**Curley Gold**, "King Of The Western Drummers" and his **Texas Tune Twisters** western swing band featuring **Marvin Fogerson**, National Champion Fiddler on Fiddle and vocals, along with **Prince Waln**, steel man, and **Diahl Graham** on banjo and guitar (who wrote such tunes as "I'm Just The Same" and "Keep The Star Spangled Banner Waving" recently played the V.F.W. Hall in Mt. View, Calif.

**Gold** typewrites from San Francisco that **Kelso King** of the 88 Keys is the featured artist with **Bob Wills** and his **Texas Playboys** (Decca) currently playing dances throughout the country with home base in Amarillo, Texas.

At a recent "Grand Ole Opry" show at the Civic Auditorium in San Jose, Calif., **Gold** chatted with **Ray Price**, **Red Sovine**, **Al Rego**, drummer man with **Black Jack Wayne** and his **Bar 10 Ranch Boys**, Rodeo Queen **Arveda Miller** and **Price's** mgr. **Al Flores**.

**Smiley Monroe** pens that his original Vita waxing of "Paul Bunyan Love" is moving along nicely. Also heard on the record are **The Sandoval Sisters**. Other artists out with the tune are **Capitol's Tex Ritter** and **Columbia's Maddox Bros. & Rose**. **Monroe** recently appeared on the "Town Hall Party" and other TV shows plus nite club dates in Southern Calif. Deejays wanting the record can write to **Diamond Dist. or Vita Records**, 1486, Pasadena, Calif.



SONNY JAMES



LONNIE BARRON



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# Here and There

COPENHAGEN, DENMARK—In his reports from this city, Bill Gersh, publisher of *The Cash Box*, who is traveling thruout Europe, made special mention that the good citizens of Copenhagen are quite adept at serving up a mammoth variety of sandwiches. He noted that one famous restaurant, Oskar Davidsen's, has a menu four feet long listing 177 different kinds of open-face sandwiches served on four varieties of Danish bread. We are reminded of a story they tell about the Danes' imaginative productivity of sandwiches. Seems that the delegates of the French, English, Indian, Russian, American and Danish delegations to the U. N. were invited to write papers on the importance of the elephant in modern civilization. "The Love of the Elephant" was the Frenchman's title; "The Philosophy of the Elephant" came from India's representative; the Russian wrote "A Five-Year Plan for Elephants"; the Englishman's contribution was "The Elephant and Its Effect upon the Growth of the Empire"; the American wrote "Bigger and Better Elephants." Final contribution was the Dane's: "How to make 200 Different Kinds of Sandwiches Out of an Elephant."

NEW YORK—Rates on ocean cargoes moving in regularly scheduled vessels between the United States, on the one hand, and Belgium, Holland, West Germany and French Atlantic coast ports on the other hand, will rise 10% on February 1, 1957. The increase was announced jointly by the North Atlantic Continental Freight Conference and the North Atlantic French Atlantic Freight Conference in a letter mailed to shippers on both sides of the ocean last night. The boost announced covering practically all major north and eastern European ports with the exception of those of the United Kingdom follows an increase of similar proportions announced last November which took effect February 1, 1956. Members of the North Atlantic Continental Freight Conference and the French Atlantic Conference include such carriers as U. S. Lines, Cunard, the French Line, the Holland-American Line and North German Lloyd.

# C. M. EXPORTS UP for APRIL, MAY & JUNE

## 16,505 MACHINES SHIPPED FOR VALUE OF \$4,822,390

Exports of coin operated equipment for the three months of April, May and June, 1956, according to statistics compiled by the Department of Commerce, totaled 16,505 machines for a dollar value of \$4,822,390. Both these totals were an improvement over the previous three months. January, February and March, 1956 saw 13,244 machines exported for a dollar value of \$4,309,020. An analysis of these figures (tabulated on the following page) points up the fact that once again music machines leads in dollar exports (altho there was a decrease in the number of machines shipped); amusement machines ranked second; and vending machines were third.

### PHONOGRAPHS

Although there were less phonographs shipped in this quarter, these machines sold for more money. United States firms shipped 5,749 juke boxes in April, May and June, compared with 6,384 machines shipped in January, February and March. However, value of these machines for the April, May and June period ran \$3,187,042 compared with \$3,140,892 the previous three months. These figures pointedly prove the contention of *The Cash Box* that the better type machines are being sold at better prices. Once again Europe was our best customer, buying 2,488 machines valued at \$1,346,739, with Belgium, West Germany, Netherlands and Switzerland the best buyers in that order. However, West Germany, with a lesser number of machines, spent more money. North America ran Europe a close second, with Canada, Mexico and Cuba the big buyers. South America held its position in third place, spending practically the same amount of money, but buying several hundred machines less than the previous period.

### AMUSEMENT MACHINES

Amusement Machines showed a gain on

both number of machines exported and dollar value. During the period of April, May and June, 1956, United States' firms shipped 7,214 machines, valued at \$1,061,231, compared with 4,172 machines valued at \$791,964 for January, February and March. This is a very fine improvement. As in other periods, Europe led in importing both in numbers and money value. Europe bought 3,285 machines, valued at \$438,274—compared with 2,245 machines for \$386,208 in January, February and March. North America, placing second, was away ahead of the previous period both in quantity of machines and dollar value. In Europe, Belgium bought the largest number of machines (1,048), but Italy spent the largest amount of money (\$148,394), and was second in numbers of machines imported. West Germany was third in numbers, but second in money spent. In North America, Canada was the best customer, with Mexico second, and Cuba third. South America showed a big improvement, buying 51 machines for \$39,019—compared with 16 machines in the previous three months, valued at \$3,175.

### VENDING MACHINES

Vending Machine exports showed a good sized improvement over the previous three months. Whereas in January, February and March, 1956, only 2,688 machines, valued at \$376,164 were shipped—in the period of April, May and June, 3,542 machines were exported, valued at \$574,117. Unlike the other divisions, Europe was the second best customer, with Belgium and West Germany taking the largest number of machines, but France spending the largest amount of money. In this division, North America was the biggest buyer, with Canada importing 1,976 machines, valued at \$360,837.

# COIN MACH. EXPORTS—APRIL, MAY, JUNE, 1956

## PHONOGRAPHS

### NORTH AMERICA

	Number	Dollars
Canada	846	\$ 463,974
Mexico	582	282,742
Guatemala	60	42,569
El Salvador	15	9,629
Honduras	12	5,098
Nicaragua	41	27,551
Costa Rica	30	20,012
Panama	49	18,366
Bahamas	15	4,210
Cuba	279	90,808
Jamaica	7	1,925
Dominican Republic	51	30,201
Leeward and Windward Islands	2	760
Netherland Antilles	4	2,916
Haiti	5	1,125
Barbados	5	606
<b>Total</b>	<b>2,003</b>	<b>\$1,002,492</b>

### SOUTH AMERICA

Colombia	275	\$ 159,605
Venezuela	572	441,735
Ecuador	2	1,370
Peru	111	73,185
Brazil	2	1,458
Chile	7	1,255
Argentina	1	222
<b>Total</b>	<b>970</b>	<b>\$ 678,830</b>

### EUROPE

Sweden	48	\$ 33,618
Ireland	14	5,076
Netherlands	337	138,510
Belgium	882	358,693
France	18	16,202
West Germany	575	364,764
Austria	81	70,407
Switzerland	325	226,209
Spain	7	3,358
Italy	195	124,734
Norway	1	790
Denmark	1	837
United Kingdom	3	3,325
Finland	1	216
<b>Total</b>	<b>2,488</b>	<b>\$1,346,739</b>

### ASIA

Syria	8	\$ 5,144
Lebanon	34	25,286
British Malaya	92	40,811
Republic of Philippines	72	51,679
Republic of Korea	6	4,455
Japan	34	15,080
Indonesia	1	479
Nansei & Nanpo Islands	13	3,367
Kuwait	1	1,022
<b>Total</b>	<b>261</b>	<b>\$ 147,323</b>

### NEW ZEALAND

	6	\$ 417
<b>Total</b>	<b>6</b>	<b>\$ 417</b>

### AFRICA

Tangier	1	\$ 327
Union of South Africa	7	1,800
French Morocco	8	5,576
Libya	1	698
French Equatorial Africa	4	2,840
<b>Total</b>	<b>21</b>	<b>\$ 11,241</b>

PHONOGRAPHS EXPORTED FROM THE UNITED STATES TO COUNTRIES THRUOUT THE WORLD FOR APRIL, MAY AND JUNE, 1956, TOTALED 5,749 AND WERE VALUED AT \$3,187,042.

## AMUSEMENT MACHINES

### NORTH AMERICA

	Number	Dollars
Canada	1,268	\$ 276,872
Mexico	1,076	54,740
El Salvador	19	12,340
Panama	36	10,410
Cuba	509	21,680
Haiti	3	1,774
Netherland Antilles	10	5,680
Canal Zone	1	582
Bahamas	2	145
Bermuda	3	2,000
<b>Total</b>	<b>2,927</b>	<b>\$ 386,223</b>

### SOUTH AMERICA

Venezuela	45	\$ 38,368
Peru	6	651
<b>Total</b>	<b>51</b>	<b>\$ 39,019</b>

### EUROPE

Sweden	494	\$ 26,025
Netherlands	342	48,280
Belgium	1,048	49,056
France	15	7,280
West Germany	619	125,064
Austria	1	150
Switzerland	102	30,429
Portugal	17	1,781
Italy	634	148,394
Greece	7	455
Ireland	1	160
Spain	5	1,200
<b>Total</b>	<b>3,285</b>	<b>\$ 438,274</b>

### ASIA

Lebanon	68	\$ 13,721
Republic of Philippines	76	13,654
Republic of Korea	140	23,381
Japan	147	43,208
Nansei & Nanpo Islands	184	29,177
Hong Kong	163	28,865
Macao	17	2,185
Taiwan	2	735
<b>Total</b>	<b>797</b>	<b>\$ 154,926</b>

### AFRICA

French Morocco	154	\$ 42,789
<b>Total</b>	<b>154</b>	<b>\$ 42,789</b>

AMUSEMENT MACHINES EXPORTED FROM THE UNITED STATES TO COUNTRIES THRUOUT THE WORLD FOR APRIL, MAY AND JUNE, 1956, TOTALED 7,214 AND WERE VALUED AT \$1,061,231.

## VENDING MACHINES

### NORTH AMERICA

	Number	Dollars
Canada	1,976	\$ 360,837
Mexico	20	4,829
Honduras	1	270
Panama	10	175
Cuba	57	2,886
Dominican Republic	17	570
Leeward & Windward Islands	4	1,755
Guatemala	40	400
<b>Total</b>	<b>2,125</b>	<b>\$ 371,722</b>

### SOUTH AMERICA

Venezuela	95	\$ 11,224
<b>Total</b>	<b>95</b>	<b>\$ 11,224</b>

### EUROPE

Sweden	56	\$ 5,038
United Kingdom	6	3,724
France	168	103,773
West Germany	321	26,129
Switzerland	95	21,334
Netherlands	17	7,088
Belgium	511	7,399
Italy	7	6,420
<b>Total</b>	<b>1,181</b>	<b>\$ 180,905</b>

### ASIA

Lebanon	6	\$ 100
Republic of Philippines	2	1,049
Hong Kong	72	7,500
British Malaya	60	1,198
<b>Total</b>	<b>140</b>	<b>\$ 9,847</b>

### AFRICA

Egypt	1	\$ 419
<b>Total</b>	<b>1</b>	<b>\$ 419</b>

VENDING MACHINES EXPORTED FROM THE UNITED STATES TO COUNTRIES THRUOUT THE WORLD FOR APRIL, MAY, JUNE, 1956, TOTALED 3,542 AND WERE VALUED AT \$574,117.

# Traveling Thru EUROPE

with



Bill Gersh

## LONDON, ENGLAND

### England Has New Type Business-Like Music Operators

**Striving Hard to Hoist Automatic Music Biz To High Plane of Public Acceptance. Have Hard Time Getting 45 rpm Records. Plan to Hike Charge from Truppence (3c) to Sixpence (6c). Ops Pay Royalties to Royal Performing Rights Society**

LONDON, ENGLAND — The British music op is entirely different from the pre-war era. He's more business-like. Has greater stability. Has banks and finance firms seeking his paper. He's working hard to hoist the automatic music business here to a high plane of music business here to a more refined. Quiet. Substantial. A believer in good public relations.

In view of the fact the public houses (pubs) here are only open for a few hours per day, the 40 selection BAL-AMI phono, miniature in size, has clicked big.

This phono is manufactured here under license from AMI, Inc. of Grand Rapids, Mich. The firm is far behind in delivery. Actually backlogged in the orders for a long time to come.

Music ops have a problem obtaining 45 rpm records. Five of the top ten tunes here can only be had in 78 rpm records.

Charge per play is truppence (3c) but ops here now plan to hike the cost of play to sixpence (6c).

Not knowing facts about former legal battles, music ops here are paying royalties to the Royal Performing Rights Society of 3 shillings per week (about 42c) per phono. Also 1 shilling sixpence (about 20c) per week to the Phonographic Performance Rights Society.

In the meantime, ops are plagued by police on noise restrictions in some areas. But are gradually overcoming the complaint.

Ops here hope phonos of all leading U.S. factories will soon become available. The general belief here is that, as phonos prove themselves retail business stimulators, the government may relent and allow importation of all juke boxes.

### British Ops Need New Games

LONDON, ENGLAND — Operators here are fervently hoping that U.S. manufacturers of all types of amusements will either license factories for England to build its products or will enter into manufacturing in this country.

British ops have seen the latest types of American games on their visits to the European continent. They feel certain that the modern shuffles, bowlers, pinballs, guns and other games will click big in England.

They point to such old games as the Daval "Sidekick", now priced at about \$75. This game is over 20 years old and though worn with broken back glass, is still on the market as one of "the best" pinballs.

London's ops are certain that if U.S. manufacturers will build or license to build their games here, this will prove a boon to the entire European market.

They are of the opinion that such action might help to remove present import restrictions. This would return, they claim, an extremely lucrative market to the U.S. manufacturers.

### London's Coffee Houses Mushroom Like U.S. Pizza Spots

LONDON, ENGLAND — They're rockin' and rollin' to top American recording artists like Elvis Presley, Bill Haley and others at London's mushrooming "Coffee Houses". There are reported to be over 9,000 of these coffee spots in London already and more are popping up each day.

It's just like the pizza craze in the U. S. Everywhere the visitor turns a new coffee place seems to have come into being.

As can be imagined, with phono production what it is here, it is impossible to supply the demand for juke boxes from these coffee houses.

Those coffee spots lucky enough to have juke boxes are enjoying remarkable business. The teenagers here just hug the phonos all day long, inserting truppence and sixpence (3c and 6c) to listen to the music of U. S. recording artists.

Far into the night these places rock and roll to the music of top American stars from the juke boxes.

Music ops here, like BAL-AMI Distributors, Cyril Shack and Gordon Marks, report, are waiting impatiently for delivery of new phonos. Most ops have many advance location orders.

## COPENHAGEN, DENMARK

### Denmark's Phono Ops Pay Locations 8 to 10% Commish

**Average Op Owns 30 to 50 Phonos. Machines Sell From 7,000 to 8,000 Kroner (about \$1,000). One Play For 25 Ore (1/4 Kroner, or about 4c). 5 Plays for 1 Kroner (14 1/2c)**

COPENHAGEN, DENMARK — Music ops here are just like their brother ops in the U.S. In fact if in any country on European continent where anyone is like an American (and likes Americans) it is here in Denmark. Danish ops are so like American ops that it would be very difficult to tell them apart.

Just like in the U.S., Denmark's music ops find small bars their best locations. But they pay only 8% to 10% commission to location owners. And the location owners thank the ops for "featuring" the latest phonos.

Like U.S. ops, Danish music ops have the same overhead problems, plus purchase taxes. On every bulb, wire, amplifier, etc., there's a government "purchase" tax. This kicks all possible profits sideways.

The big click phono here is the BAL-AMI. It's manufactured right here in Copenhagen by Jensen Music Automatic. The factory produces from 12 to 15 phonos per day, working a 5 and one half day week.

Jensen is absolutely backlogged with orders for the 80 selection BAL-AMI which looks just like the AMI seen in the U.S. The only difference is that here in Denmark, it's a 50 cycle, 200 Volt phono.

The biggest operator in Denmark is Dansk Gramophone Ultramat, A/S. This firm operates about 300 of the 400 to 450 phonos in Denmark.

It is believed here that the manufacturer owns quite a few shares of this operating firm. But that is considered his complete privilege a la European manufacturing — operating set-ups.

The average intake here runs around 100 Kroner per week (That's \$14.50). But ops pay 8% to 10% commission. And with living prices somewhat lower than in the U.S., the ops here somehow struggle along.

Oscar Siesbye here (private banking firm) are exporters for BAL-AMI. They not only cover all Europe but Central and South America and all the rest of the world, with the ex-

ception of Great Britain and the North American continent. They, too, are backlogged with orders, especially from Western Germany.

A BAL-AMI phono costs about 5,000 D.M. (Deutsch Marks) in Western Germany. That's about \$1,250. Few firms receive credit. Too many sudden changes in currency exportation prevent such action.

Most phonos in Denmark are on 78 rpm, but very gradually, 45 rpm is getting more popular. Eventually all hope for 45 rpm operation. But this, they feel, is as yet some years away.

Just like in England and in other European countries, rock and roll music is a top moneymaker.

By the way, The Cash Box is tops here. Just like in England and in other European countries, all watch The Cash Box charts.

### Vendor Conscious Copenhagen

COPENHAGEN, DENMARK — This is one of the most vendor conscious cities in Europe. There are vending machines, all chromed, for just about everything.

When the tobacconist closes for the evening, his vendors sell his wares. What used to be one Krone (14c) per pack has been covered up with a two Kroner sign. And the two Kroner packs are now four Kroner.

Smorrebrod (not like the Swedish smorgasbord) places have vendors too. Drop in your Kroner, open the lid and there's a most delicious morsel. Take it home and heat it if you so desire.

The little fruit stores have their own vendors. So do the coffee and tea stores. And many, many other merchants also feature vendors as part and parcel of their outside business fixtures.

Vending machines are tremendously respected and accepted by vendor-conscious Copenhagen.

(Traveling Thru EUROPE—Continued on Page 47)

# The Cash Box

## QUARTERLY EXPORT EDITION

(JULY, AUGUST, SEPTEMBER, 1956)

This past third quarter of 1956 will probably go down in history as one of the most remarkable, as far as export business is concerned, that has yet occurred in this industry.

As all will recall who read the report here of the second quarter of 1956, with the pool games business down to its last gasp and, in addition, with the warm weather on its way, plus the fact that many of the nation's large manufacturers, such as the automobile manufacturers cutting back production, a steel strike getting under way conditions, as the third quarter started, appeared anything but favorable.

Yet, business this past third quarter has truly been remarkable, everything considered. This was only made possible by the tremendous export business which American firms enjoyed.

Many of the nation's leading distributors believe that this past third quarter, because it allowed them the time to concentrate on their export business, gave them an entirely new and better concept of the worldwide business potential as far as this industry is concerned.

Some distributors have reported that as much as 50 per cent of the business they did, during this past third quarter of 1956, was for world export. Some are so enthused over the export business which they enjoyed, and which they are still enjoying as the fourth quarter comes into being, that they believe they will, as time goes by, enjoy "fabulous growth"

in the export markets.

Manufacturers, too, are pleasantly surprised over what has resulted this past third quarter. As an overall picture, it is believed that about 20 to 30 percent of their third quarter production would be a fair estimate of what the factories shipped, as far as new machines are concerned, to worldwide markets.

This, as can readily be judged, is truly a tremendous figure. It shows great growth in the world markets, for the manufacturers. All facts considered, the domestic market still continues as the largest user of the manufacturers' total production.

Used machines of every kind and make were shipped thruout the world during the past third quarter. This continues to be the case as the fourth quarter of 1956 gets under way. But in addition to the used machines of all kinds being shipped worldwide, new machines are also being shipped in impressive quantities.

The used machines export problem has become rather acute. Shortages exist all down the line. Every type of late model used machine which the importers request is now in short supply. This continues to be the case regardless of the fact that distributors are offering higher trade-in values against the purchase of new machines as well as higher cash prices for the used machines they require to fill their export orders.

This has now reached the stage where many world market importers

are willing to purchase older models. Even these, too, are fast disappearing. It is believed that as the new machines come to market in larger numbers, the used market will once again revive. Prices are then expected to become more stabilized. The world markets will, therefore, again enjoy the prices more suited to their requirements while, at the same time, be able to obtain the numbers of machines they desire.

It is also impressive to note that, while shipments of used phonographs reached a high peak during the past third quarter, shipments of new phonographs were also at a new high mark.

Five-ball games reached a new high sales mark, it is generally believed. There are very, very few late model used five-ball games left for export shipment. The new five-ball games are also being shipped in ever growing numbers.

Guns, once again, especially the new guns, captured much world market business. These have taken strong hold and, it seems, will continue as one of the chief export items for sometime to come.

Every type of machine, in fact, has been shipped in very good quantity this past third quarter. Distributors in the U. S. have instructed their salesmen to cover all towns and cities, the highways and byways of the nation, in an effort to bring in equipment for which they have orders. Many of the leading distributors in the U. S. report they are backlogged with orders for the export market.

While used machines are still being shipped in larger numbers, the new machines are, gradually, beginning to approach the volume figures of the used models and, it is believed by many, will one of these days surpass used machine shipments.

Whichever will prove the case and whatever will result in the future, there is no doubt that the world markets acted as a business saviour for the entire U. S. coin machines industry during this past third quarter of 1956.

Because of the shipping in such volume, of all used and new machines to the world markets, the domestic market business has picked up tremendously as the third quarter came to its end. From all angles the general business picture for the fourth quarter is extremely bright.

Many are now of the opinion that the coin machines industry can look forward to its greatest growth with both worldwide and domestic markets calling for new and used machines of all kinds in greater quantity.

AMI, Inc., Grand Rapids, Michigan, continues in full production of its model "G" phonographs (80, 120 and 200 selections), with the 200 selection machine its biggest and steadiest seller.

Auto-Be'l Manufacturing Company, Chicago, Illinois, introduced a new amusement machine during this period "Country Fair".

Auto-Photo Company, Los Angeles, California, still striving hard to keep its production abreast with the numerous orders for its new "Model 11" automatic photo studio, which has proved the most successful machine in its history.

Bally Manufacturing Company, Chicago, Illinois, keeps supplying the trade with its variety of amusement machines—and in addition announced it will introduce a line of vending machines (hot and cold drink vendor) in December. During the past three-month period, this firm introduced two new in-line games "Double-Header" and "Big Show". Due to continued demand, production of two shuffle

games continued at a brisk pace—"Congress Bowler" and "De Luxe Bowler". In addition the firm continues to ship its Kiddie game line of "Champion Horse", "Model 'T' Car" and "Bull's Eye".

Chicago Coin Machine Company, Chicago, Illinois, for the first time in a long while, manufactured two pinball machines "Blondie" a match play game, and "Capri" a novelty game. These games can be played with either three or five balls. It also introduced "Miami Shuffle", a shuffle game with a new play idea.

Exhibit Supply Company, Chicago, Illinois, was still in production with a pool game "Slate Pool" as the period started, but now is shipping a new gun "Jungle Hunt".

J. F. Frantz Manufacturing Company, Chicago, Illinois, kept busy producing "A. B. T. Guesses Scale", "A. B. T. Rifle Sports Gallery", "A. B. T. Challenger", "Kicker & Catcher", and "Pace Aristo Scale".

Games, Inc., Chicago, Illinois, continued shipping "Gun Smoke," and was busy rebuilding "Saddle and Turf."

Genco Manufacturing & Sales Company, Chicago, Illinois, brought out "State Fair" rifle gallery, with a new feature of moving rolling balls, and it became an immediate hit. The firm followed up with "Davy Crocket" another gun.

D. Gottlieb & Company, Chicago, Illinois, following its long established policy, produced three successful pinball games during this period, "Classy Bowler", "Sea Belles" (2-player), and "Auto Race."

International Mutoscope Corporation, Long Island City, N. Y., came up with one of the most successful games of the period with its "Lord's Prayer Vendor."

J. H. Keeney & Company, Chicago, Illinois, was kept busy during this period shipping its line of vending machines—"Cigarette" vendor, "Hot Soup" vendor, "Coffee" vendor and its "Snack" cookie vendor.

Rock-Ola Manufacturing Company, Chicago, Illinois, was completing its plans to introduce a 200 selection phonograph this Fall. Machine was shown to the firm's distributors in August.

J. P. Seeburg Corporation, Chicago, Illinois, first manufacturer to introduce a 200 selection phonograph, being kept busy supplying the trade with its model "V-200."

United Manufacturing Company, Chicago, Illinois, kept busy supplying the trade with its variety of amusement machines. During the past three months it produced two in-line games "Monoco" and "Brazil," a shuffle game "Handicap Shuffle," and a new gun "Pirate Gun."

Watling Manufacturing Company, Chicago, Illinois, kept its production lines going at a steady pace with its "Penny Fortune Scale."

Williams Manufacturing Company, Chicago, Illinois, one of the most prolific producers of amusement machines, gave the trade three pinball machines "Surf Rider," "Hot Diggity" and "Super Score," a baseball novelty game "4-Bagger," and was kept busy shipping its "Crane."

The Rudolph Wurlitzer Company, North Tonawanda, N. Y., working at full capacity in an effort to supply the demand for its 200 selection phonograph, model "2,000." Feature of the new machine is the 50c coin chute. During this period the factory played host to about 1000 guests who attended the factory to celebrate Wurlitzer's 100th Anniversary. Also in production is model "1900," 104 selection phonograph.

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"It's What's in THE CASH BOX That Counts"

# Traveling Thru EUROPE with Bill Gersh

## BRUSSELS, BELGIUM

### Coinbiz Big In Belgium

BRUSSELS, BELGIUM—With the port of Antwerp the open door, and this city the sales center games and music from the U. S., coin machine business thrives.

Importers here are doing a fabulous business with all Europe. They receive and ship quantities of machines to all countries.

Such firms as Holland-Belgie-Europe, headed by Mons. Nol Soesdorp, have offices in many important cities in Europe and transact business in all the currencies of the various nations.

Frans Van Malder of National Music Company, Rock-Ola phono dis-

tributor, concentrates his attention on Belgium.

Others here, who are also distributors for various factories, are helping boom the Belgian coin biz.

While many new phonos are being imported, because of price, even more used phonos are entering the market here.

New games are also arriving, due only to the fact that it is becoming extremely difficult to import the used games desired from the U. S.

Used in-lines are getting major attention thruout Belgium at this time.

Games from here are shipped to Holland, Germany, Italy, France and many other countries.

## New Distrib. Bldg. To Follow Ideas Of American Firms

BRUSSELS, BELGIUM — Frans Van Malder of the National Music Company, this city, now located at two addresses: 60 Avenue de Jette and 105 Rue Ant. Dansaert, is combining his record and Rock-Ola phono distributing organization under one roof.

Van Malder decided on the type of building he wanted after he visited the U. S. in 1955. His new building will be one story high, 65 meters (about 216 feet) long by 13.5 meters (about 26 feet) wide. This is approximately 10,000 square feet of floor space all on one floor.

"The idea for a one story building", Van Malder advises, "came after my visit to the U. S. I was especially impressed with the Atlas Music Company building in Chicago.

"Our new National Music building,"

Van Malder says, "will be familiar to all Americans and, especially to those who visit here from Chicago. In about six more months our new building will be completed. I hope that Maurice and Edward Ginsburg of Chicago shall someday be able to visit us in Brussels and see it for themselves."

Mons. Van Malder looks forth to the phonograph business becoming ever greater in Belgium. He is also of the belief that, in the years to come, the importer-distributors here will be selling to operators (along the lines of juke box ops in the U. S.) instead of direct to the cafes.

In the meantime National Music is among the largest juke box operators in Belgium. It combines operating with sales but keeps both units apart as far as the firm's business is concerned.

## American Coinmen In Brussels



BRUSSELS, BELGIUM—When Al Wertheimer, head of Dav's Sales Corporation, Syracuse, N. Y., and his export manager, Robert Romig, arrived at Holland-Belgie-Europe, this city, a short while ago, the members of this Brussels firm ran a cocktail party in their honor.

Pictured herewith are, l to r: Robert Romig, Nol Soesdorp, W. Despontin, O. Paternoster, D. Morreau, A. Van Hoolandt, Al Wertheimer and R. Raoul.

## BRUSSELS, BELGIUM

### Few Belgium Juke Box Ops— But Over 15,000 Phonographs Already In Operation

BRUSSELS, BELGIUM—American music ops would be very much surprised to note how the juke box biz is conducted in this fast moving country.

In the first place there are very few operators. The great majority of phonos are sold direct to Cafes. Most Cafes get three years to pay for the phono which sells, new, for about 100,000 Belgian Francs (\$2,500) for 100 selections.

The Cafe get a two year service guarantee. This means free service for two years except for actual cost of parts. Service is on a 24 hour per day basis.

About 95% of the 15,000 phonos in operation are on 45 rpm. Only 5% are on 78 rpm. More and more phonos are being placed on location. Within a few more years music men here believe this figure can reach as high as 25,000 phonos on locations.

Public charge per play is 5 Belgian Francs (10¢) for 3 plays. Some ops still charge 5 Belgian Francs for 5 plays. Rock And Roll has been tops here for the past 3 years. Prior to that lively rhythm tunes led the parades.

As in all other European countries tunes are chosen from The Cash Box which is regarded here as the "True Bible of The Industry". "The Cash Box Price Lists" are official here and are used by the Belgian Government in all coin machine transactions.

Music distribs here figure cost of a machine from the U. S. as follows. Freight about \$40 from New York. Insurance 1% of cost of machine.

Then on music 12% duty CIF (Cost, Insurance, Freight) Antwerp (on games the duty is 20%) and then an additional 13% Import Tax. On resale of the machine there is still another 5% tax.

Records sell for 60 Belgian Francs (\$1.20) with the record retailer getting a discount of 33% on top of which is added the 5% sales tax.

Cafes get the first set of records free when they buy the phono. When they bring in a used record to be exchanged for a new record they pay 60¢ for the new record. When they bring in a used record to purchase another used record they pay 40¢. Used records are sold off to very big stores and prices range at about 10 Belgian Francs (20¢).

American records are tops here in popularity. But as far as quality, German made records are preferred.

There is no doubt, distribs here report, that scarcity of sufficient quantities of used phonos from U.S., has helped boost sales of new machines. Cafe owners here are all very much interested in 200 selection phonos. Some distribs here do not want completely reconditioned phonos. They prefer old, worn machines at very low prices. The cost of labor, parts and supplies here, being so much less than in the U.S., they prefer to do their own reconditioning.

The music and games biz here continues ahead at a speedy rate. All believe this country is well on the way to the time when cafes will be eliminated and operators will be specializing in the coin biz as in the U.S.

## Sales Of New Machines Up Due To Scarcity Of Used Equip.

### Tho Ops Would Rather Buy Used Machines Because of Lower Price, They Are Buying New Equip Due to Need for Machines

BRUSSELS, BELGIUM—Importer-distributors here, as well as in other European countries where importation of American coin operated machines are allowed, report that due to the scarcity of used equipment from the U. S., sales of new phonos and games have stepped up.

This lack of used machines is reacting to benefit the U. S. manufacturers. More new phonos and games are arriving regularly. Distributors believe this will remain the case thruout Europe and that, even tho late model used equipment will continue in good demand, its scarcity will boost sales of the new machines regardless of the higher prices.

Most importing-distributors do their own reconditioning of old games due to the cheaper labor cost in Europe. The average good mechanic earns about \$6 per working day as compared to the labor cost in the U. S.

As one importer stated, "Though they do not like the higher price they are glad to pay because they know there are no used machines."

"Therefore", he continues, "sales of new machines are rising right along.

"This is better for all concerned," he concludes, "as it means the buyers will have less servicing to worry about and will, in the long run, because of this alone, earn more money".

(Traveling Thru EUROPE — Continued on Page 49)

# The Cash Box

## VIERTELJÄHRLICHE EXPORTAUSGABE

(JULI, AUGUST, SEPTEMBER, 1956)

Das jetzt verflossene dritte Vierteljahr von 1956 wird der Nachwelt wohl, was das Exportgeschäft anbelangt, als eines der bisher bedeutendsten bekannt sein.

Alle Leser der Vierteljährlichen Exportausgabe des zweiten Vierteljahres von 1956, worin es hiess, dass das Pool-Spielgeschäft daniederläge und dass mit dem Eintritt des warmen Wetters viele amerikanische Grossfabriken, wie zum Beispiel die grossen Automobilkonzerne von einem Streik der Stahlarbeiter bedroht ihre Produktion zurückschnitten, werden sich erinnern, dass zu Anfang der dritten Vierteljahres die Geschäftslage keineswegs vielversprechend war.

Trotz alledem ist das Geschäft in diesem letzten Vierteljahr ausserordentlich gut gewesen. Das ist nur dadurch möglich geworden, weil sich die amerikanischen Firmen eines riesigen Ausfuhrgeschäfts erfreut haben.

Viele der führenden amerikanischen Vertriebsfirmen sind der Ansicht, dass dieses jüngstverflossene dritte Vierteljahr, das ihnen erlaubte, sich auf das Exportgeschäft zu konzentrieren, ihnen einen ganz neuen und besseren Begriff der Möglichkeiten eines Weltgeschäfts in dieser Industrie gegeben hat.

Einige Vertriebsfirmen berichteten, dass bis zu 50% des von ihnen im abgelaufenen dritten Vierteljahr von 1956 getätigten Geschäfts dem weltweiten Export zuzuschreiben ist. Viele derselben sind so begeistert über das von ihnen getätigte Ausfuhrgeschäft—und dessen sie sich jetzt zu Beginn des vierten Vierteljahres noch erfreuen—dass sie in nächster Zeit an ein "fabelfhaftes Anwachsen" ihrer Exportmärkte glauben.

Auch die Hersteller sind aufs Angenehmste durch die Resultate des vergangenen dritten Vierteljahres überrascht worden. Aus der Vogelschau betrachtet glaubt man nicht fehlzugehen, wenn man 20% bis 30% der Herstellung neuer Maschinen der Ausfuhr auf die Weltmärkte zuschreibt.

Es unterliegt keinem Zweifel, dass dies eine ungeheure Anzahl darstellt. Es beweist ein grosses Anwachsen der Weltmarktverkäufe der Fabriken. Alles zusammengenommen jedoch bleibt der Inlandmarkt noch immer der Hauptverbraucher der Gesamtproduktion der Hersteller.

Während des letzten Vierteljahres sind gebrauchte Maschinen jeder Art und Marke auf den Weltmarkt gebracht worden. Diese Tendenz hält

auch jetzt zu Anfang des vierten Vierteljahres vom 1956 noch an. Aber neben den Verschiffungen gebrauchter Maschinen gehen neue Maschinen in eindrucksvollen Quantitäten ins Ausland.

Die Ausfuhr gebrauchter Maschinen ist derzeit in einem kritischen Stadium. Knappheit ist überall die Regel. Jede von den Importeuren nachgefragte Maschine von neuartigem Modell ist derzeit schwer erhältlich. Dieser Zustand besteht weiter, obgleich die Vertriebsfirmen höhere Eintauschwerte beim Ankauf neuer Maschinen wie auch höhere Barpreise für die von ihnen benötigten gebrauchten Maschinen bieten, um ihren Exportaufträge gerecht werden zu können.

Es ist damit nun schon so weitgekommen, dass viele Importeure auf den Weltmärkten bereit sind, ältere Modelle zu kaufen. Doch sogar diese Modelle verschwinden schnell. Man ist jedoch der Ansicht, dass, wenn neue Maschinen in grösseren Anzahl auf dem Markt erschienen, der Markt für gebrauchte Maschinen sich wieder beleben wird. Man erwartet, dass sich dann die Preise auch stabilisieren werden. Dann werden die Weltmärkte die Ware wieder zu ihnen mehr zusagenden Preisen erwerben können; zugleich werden dann auch Maschinen in der von ihnen gewünschten Anzahl vorhanden sein.

Es muss auch hervorgehoben werden, dass, obgleich die Verschiffungen gebrauchter Plattenspieler während des letzten dritten Vierteljahres einen neuen Höhepunkt erreichten, die Lieferungen neuer Plattenspieler auch zu neuer Höhe anwachsen.

Man glaubt allgemein, dass der Verkauf von Fünfball-Spielen noch nie eine solche Höhe erreicht hat. Für den Export sind nur sehr, sehr wenige gebrauchte Fünfball-Spiele neuerer Modell übrig. Neue Fünfballspele werden auch in immer grösser werdender Anzahl verschifft.

Schiessspiele, besonders neuartige, erfreuten sich einer lebhaften Nachfrage auf dem Weltmarkt. Sie haben guten Absatz gefunden, und man glaubt, dass sie noch für längere Zeit unter die beliebtesten Ausfuhrartikel zu rechnen sein werden.

Während des verflossenen dritten Vierteljahres sind Maschinen aller Arten in befriedigenden Quantitäten verschifft worden. Vertriebsfirmen in den U.S.A. beauftragten ihre Handelsreisenden sich in allen Städten und Orten, auf allen Strassen und Land-

strassen umzusehen, um die Ausrüstung, für welche sie Aufträge haben, heimzubringen. Viele Vertriebsfirmen in den Vereinigten Staaten berichten, dass sie weit mehr Ausfuhraufträge an der Hand haben, als sie befriedigen können.

Obleich gebrauchte Maschinen immer noch in grosser Anzahl verschifft werden, so wächst die Anzahl der neuen Maschinen allmählich an die Quantität der gebrauchten Modelle heran, und viele glauben, dass eines schönen Tages die Anzahl der neuen Maschinen die der gebrauchten übersteigen wird.

Wie es sich aber auch entwickelt und was die Zukunft auch bringt, es besteht kein Zweifel, dass der Weltmarkt im dritten Vierteljahr von 1956 der ganzen Münzmaschinenindustrie der U.S.A. als ein Retter in Not erschienen ist.

Wegen den Quantitätsverschiffungen aller Arten von gebrachten und neuen Maschinen auf die Weltmärkte ist das Inlandgeschäft am Ende des dritten Vierteljahres mächtig in die Höhe gegangen. Die allgemeine Geschäftsaussicht für das vierte Vierteljahr erscheint von allen Seiten gesehen ausnehmend günstig.

Viele sind jetzt der Ansicht, dass die Münzmaschinenindustrie mit einer Nachfrage nach neuen und gebrauchten Maschinen aller Arten im Auslande und Inlande ihrem grössten Wachstum entgegengeht.

Die Fa. AML, Inc. Grand Rapids, Michigan, ist auch weiter vollbeschäftigt mit der Herstellung ihrer Plattenspieler Modell "G" 9 80, 120 und 200 Auswahlstücke). Die Maschine mit den 200 Auswahlstücken zeitigt die grössten und ständigsten Aufträge.

Die Auto-Bell Manufacturing Company, Chicago, Illinois, brachte in dieser Zeitspanne eine neue Unterhaltungsmaschine, "County Fair" genannt, auf den Markt.

Die Auto-Photo Company, Los Angeles, Kalifornien, ist immer noch hart an der Arbeit, um den vielen Aufträgen für ihr neues "Modell 11" gerecht zu werden, dem automatischen Photographen, der sich als die erfolgreichste Maschine in der Fabrikationsgeschichte dieser Gesellschaft erweisen hat.

Die Bally Manufacturing Company, Chicago, Illinois, fährt fort, den Handel mit ihrer grossen Auswahl von Unterhaltungsmaschinen zu beliefern. Ausserdem hat diese Firma bekannt gegeben, dass sie im Dezember mehrere Modelle von Verkaufsmaschinen (Automaten für warme und kalte Getränke) auf den Markt bringen wird. Während der letzten drei Monate hat diese Firma zwei neue In-lin-Spiele, "Double-Header" und "Big Show", herausgebracht. Wegen der anhaltenden Nachfrage geht die Herstellung der zwei Shuffle-Spiele, "Congress Bowler" und "De Luxe Bowler", mächtig voran. Ausserdem fährt die Firma fort, ihre Kinderspiele, "Champion Horse", "Model 'T' Car" and "Bull's Eye" zu liefern.

Die Chicago Coin Machine Company, Chicago, Illinois, hat nach langer Unterbrechung wieder die Herstellung von zwei Pinball-Maschinen aufgenommen; diese sind: "Blondie", ein Wettkampfspiel, und "Capri", ein neuartiges Unterhaltungsspiel. Diese Spiele können mit drei oder fünf Bällen gespielt werden. Ausserdem brachte die Firma "Miami Shuffle" auf den Markt, ein Shuffle-Spiel mit neuartigen Spielregeln.

Die Exhibit Supply Company, Chicago, Illinois, produzierte zu Anfang des Zeitabschnitts noch das Pool-Spiel

"Slate Pool", doch liefert sie jetzt ein neues Schiessspiel, "Jungle Hunt".

Die J. F. Frantz Manufacturing Company, Chicago, Illinois, war gut beschäftigt in der Herstellung der folgenden Unterhaltungsspiele: "A. B. T. Guesser Scale", "A. B. T. Rifle Sports Gallery", "A. B. T. Challenger", "Kicker & Catcher", und "Face Aristo Scale".

Die Firma Games, Inc., Chicago, Illinois, fuhr damit fort ihr Unterhaltungsspiel "Gun Smoke" zu liefern; daneben war sie damit beschäftigt, ihr Spiel "Saddle & Turf" umzubauen.

Die Genco Manufacturing & Sales Company, Chicago, Illinois, brachte den Schiessstand "State Fair" mit einer neuartigen Ausstattung mit rollenden Bällen heraus, der sofort viele Liebhaber fand. Es folgte "Davy Crocket", ein anderes Schiessspiel.

Die Firma D. Gottlieb & Company, Chicago, Illinois, baute während dieses Zeitabschnitts traditionsgemäss drei erfolgreiche Pinball-Spiele: "Classy Bowler", "Sea Belles" (2 Spieler) und "Auto Race" (= Automobilrennen).

Die International Mutoscope Corporation, Long Island City, N. Y. brachte ihren "Lord's Prayer Vendor", eines der erfolgreichsten Spiele dieses Zeitabschnitts, heraus.

Die Firma J. H. Keeney & Company, Chicago, Illinois, war während dieses Zeitabschnitts damit beschäftigt, ihre automatischen Verkaufsmaschinen zu liefern; und zwar: ihren Zigarettenverkäufer, ihren Heisse-Suppenverkäufer, und den "Snack", ihren Teekuchenverkäufer.

Die Rock-Ola Manufacturing Company, Chicago, Illinois, war mit den Vorbereitungen beschäftigt, um im kommenden Herbst ihren Plattenspieler mit 200 Auswahlstücken auf den Markt zu bringen. Diese Maschinen wurde den Vertriebsleitern der Firma bereits im August d. J. vorgeführt.

Die J. P. Seeburg Corporation, Chicago, Illinois, die ersten Hersteller eines Plattenspieler mit 200 Auswahlstücken, war voll damit beschäftigt den Handel ihr Modell "V-200" zu liefern.

Die United Manufacturing Company, Chicago, Illinois, war weiterhin erfolgreich bestrebt, dem Handel verschiedenartige Unterhaltungsspiele zu liefern. Während der letzten drei Monate fabrizierte diese Firma zwei In-line-Spiele, "Monoco" und "Brazil", and Shuffle-Spiel, "Handicap Shuffle" und einen neuen Schiessstand, "Pirate uGn".

Die Watling Manufacturing Company, Chicago, Illinois, war vollbeschäftigt in der Herstellung ihres "Penny Fortune Scale".

Die Williams Manufacturing Company, Chicago, Illinois, eine der produktivsten Fabriken von Unterhaltungsmaschinen, bereicherte den Handel mit drei Pinball-Maschinen, "Surf Rider", "Hot Diggity" und "Super Score", einem neuartigen Baseball-Spiel, "4-Bagger"; ausserdem war sie damit beschäftigt, ihr Unterhaltungsspiel "Crane" zu liefern.

Die Fa. The Rudolph Wurlitzer Company, North Tonawanda, N. Y., arbeitete mith Vollkraft, um der Nachfrage nach ihrem Plattenspieler mit 200 Auswahlstücken, Modell "2,000", gerecht zu werden. Neu an dieser Maschine ist ihr Münzeinwurf für 50 cents. Während dieser Zeit nahm diese Fabrik ca. 1,000 Gäste auf, die gekommen waren, um dos 110-jährige Jubiläum der Wurlitzer Company zu feiern. Diese Firma stellt auch ihr Modell "1900", einen Plattenspieler mit 104 Auswahlstücken, her.

### MAN WANTED

To sell coin machine parts and supplies for juke boxes, pin games, etc. Lifetime opportunity to represent world's largest parts house. Free catalog on request.

### VENEDORES

Se solicitan para la venta de piezas para máquinas accionadas por monedas y efectos para fonógrafos automáticos (Juke Boxes), juegos de bolitas (Pin Games), etc. Oportunidad excepcional de representar a la fábrica de piezas más grande del mundo. A solicitud se enviará catálogo gratis.

### GESUCHT

ein Verkäufer für Münzmaschinenteile und Vorratzzubehör für Plattenspieler ("Juke-Boxes"), Pin-Spiele u.s.w. Hier ist die Gelegenheit zur Vertretung der grössten Zubehörfirma der Welt. Freikatalog auf Wunsch.

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Vendeur de pièces détachées et fournitures pour machines distributrices, juke boxes, jeux, etc. Occasion unique de représenter la maison la plus importante du monde de pièces détachées. Catalogue gratuit sur demande.

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# Traveling Thru EUROPE with Bill Gersh

## HAMBURG, GERMANY



HAMBURG, GERMANY—Arriving at the airport, here, Bill and Cissie Gersh are met by Al Adickes (top photo). In the lower picture, the Gershes are guests of Mr. and Mrs. Adickes at a Hamburg restaurant.

## U. S. Juke Boxes Click In Germany

**About 3,500 New U. S. Phonos Imported by German Distributors Annually. Around 1,000 Used Phonos Purchased from U.S., Holland, and Belgium, German Made Phonos Retain 60% to 65% of Sales Market**

HAMBURG, GERMANY—Approximately 3,500 new American made juke boxes come through this port and through Bremen annually.

The American juke box has clicked here in busy revived Western Germany. In addition to the number of new phonos, about 1,000 used music machines also arrive in Western Germany from the U. S., Holland and Belgium, with every promise that this number is bound to increase as time goes on.

With continuance of this liberal import policy, it is believed here, American juke box manufacturers should be able to maintain and, perhaps even increase the number of phonos being exported to Western Germany.

At present the 200 selection phono is the outstanding hit. In competition to the American 200's are the German made 100 selection phonos. The German juke box manufacturers enjoy anywhere from 60% to 65% of the sales market.

Production of German manufacturers is gauged at from 650 to 700 phonos per month. The price of the German made 100 selection phono is about \$300 cheaper than the American 100 selection music machines.

German phono manufacturers have been known to sell for no money down and give operators two and three years to pay for the phonos.

If the German phono manufacturers

would export their machines to the U.S., the difference would be greater than \$300 per 100 selection juke box. But, from all observation of the German juke boxes as well as knowledge of the U.S. market, it is very doubtful whether American music ops would purchase them.

German music ops get either 10 pfennings (2½¢) or 20 pfennings (5¢) per play. So far 200 selection phonos obtain 20 pfennings per play. Though the take is less, compared to the U.S., the fact that German ops pay so little commission to locations, in some cases nothing at all, income is more or less equalized.

The fact is that the German juke box op is a much harder worker than the American music op. Perhaps, overall, his income is less, too, but he is fast becoming aware of the possibilities of his industry and is striving hard to emulate American operating methods.

There is no doubt that within a short period of time, American tourists will feel at home with American made juke boxes everywhere in Western Germany. In fact, it is said, some American juke boxes are also being seen in the Eastern German zone.

With increased exploitation there is sure to result a much similar market here as far as selling, trading, and buying is concerned, compared to the U.S.A.

## HAMBURG, GERMANY

### American Pinballs Popular

HAMBURG, GERMANY — Even though German made slot machines cost less than half American made pinballs, ops are buying U.S. pinballs and other American made amusements.

Where no American amusement games were imported here just three short years ago, large numbers of both new and used American pinballs, rifle galleries and other amusements are arriving here daily.

Credit for the development and actual return of the market here is given to A. W. Adickes and his firm, NOVA Apparate Gesellschaft.

Regardless of the fact that German payout machines sell from one third to one half as much as American pinballs, and other amusements and are

reputed to be very good money-makers, Adickes dared to import machines, open arcades for them and get them going once again.

Because of this, the German distributors are beginning to drain the American used amusement machines market to a very interesting degree.

All here are of the belief that imports of used games from the U.S., Belgium, and Holland, will continue to grow in volume. New games are also expected to increase gradually in volume.

The fact is American pinballs and other American amusement games are growing in importance everywhere in Germany. The future for continued importance of both new and used amusements is very bright indeed.

## Creates New Type Service Satchel

HAMBURG, GERMANY—The firm of Helmut Rehbock here, managed by Dr. Alfred Peter and Helmut Neuberg, has created a phono serviceman's tool kit in leather satchel form that is one of the most intriguing ever devised.

Not only does this solid leather tool kit contain over one hundred assorted and necessary tools, ranging from

screwdrivers and pliers of various sizes, but even drill, hammer and almost every tool any mechanic would ever use, but is so compact and of such handy size it has clicked with all who have seen it.

(Editor's Note: Dr. Alfred Peter has promised to send pictures of this unusually fine tool chest to The Cash Box for display here).

## Europe Agrees:

# "THE CASH BOX" IS ITS AMERICAN BIBLE

PARIS, FRANCE—"The Cash Box is absolutely the tops everywhere in Europe," stated Paul Hunger, well known traveler to all the European continent, traveling representative of BAL-AMI, licensed makers of AMI phonographs, who headquarters in London.

Not only so well known a European traveler like Paul Hunger, but almost every importer and, especially, every music man in Europe, is using "The Cash Box Price Lists" and The Cash Box music charts to guide their organizations correctly.

In Western Germany, where two trade publications are being printed, both importers-distributors, as

well as operators, make daily use of The Cash Box to guide their businesses.

In Denmark, Belgium, The Netherlands, Sweden and Norway, The Cash Box is in constant, daily use and referred to by all for music programming, for purchase of all American machines, for customs and, especially, for pricing of all equipment.

The same is true in Switzerland, Austria and Italy, it is reported. And now with Portugal again slowly returning to phonos, here too, The Cash Box has proved its value as the one and only one international guide and book of facts on music and coin operated machines.

(Traveling Thru EUROPE—Continued on Page 51)

# The Cash Box

## BULLETIN TRIMESTRIEL EXPORTATION

(JUILLET, AOUT, SEPTEMBRE, 1956)

Le troisième trimestre de 1956, qui vient de s'écouler, restera probablement dans les annales comme l'un des plus remarquables de cette industrie, en ce qui concerne les affaires d'exportation.

Comme se le rappellent tous ceux qui ont lu notre rapport du second trimestre de 1956, le début du troisième trimestre s'annonçait rien moins que favorable, avec le grand ralentissement des ventes de jeux de billards, les chaleurs arrivant, plus le fait que les plus importantes industries de la nation, telle que l'industrie automobile, devaient diminuer la production, une grève de l'acier étant en course.

Et pourtant, le tout bien considéré, les affaires de ce troisième trimestre se sont avérées excellentes. Ceci rendu possible grâce aux énormes affaires d'exportation traitées par les firmes américaines.

Ce troisième trimestre, par le fait même qu'il a permis aux principaux distributeurs américains de se concentrer sur le commerce d'exportation, leur a donné une conception entièrement nouvelle et meilleure de la potentialité des marchés mondiaux pour cette industrie.

Des distributeurs ont rapporté que pour autant que la moitié des affaires traitées pendant ce troisième trimestre, ont été effectuées avec les marchés d'exportation. Quelques uns sont si satisfaits des affaires d'exportation déjà faites, et de celles en train depuis le début du quatrième trimestre, qu'ils pensent qu'avec le temps, ils vont jouir d'un fabuleux développement sur les marchés d'exportation.

Les fabricants également sont heureusement surpris des résultats obtenus durant ce troisième trimestre écoulé. Dans une vue d'ensemble, il semble qu'environ 20 à 30% de la production du troisième trimestre serait une juste évaluation de ce que les usines ont expédié sur les marchés mondiaux, en ce qui concerne les machines neuves.

comme il peut être jugé aisément, ce pourcentage est énorme. Il montre un réel développement des marchés mondiaux pour les fabricants. Cepen-

dant, tous les faits pris en considération, le marché domestique est encore le plus grand utilisateur de la production totale des usines.

Des machines de seconde main de toutes sortes et marques furent expédiées dans le monde entier durant le troisième trimestre écoulé. Et cette situation continue alors que le quatrième trimestre de 1956 s'avance. Mais, en plus des machines de seconde main de toutes espèces envoyées à l'étranger, des machines neuves sont également expédiées en quantités impressionnantes.

Le problème des machines de seconde main pour l'exportation est devenu plutôt aigu. La pénurie existe sur toute la ligne. Toutes les marques de modèles récents de machines de seconde-main sont maintenant en quantités insuffisantes. Ceci continue à être le cas, en dépit du fait que les distributeurs offrent de très fortes valeurs d'échange pour l'achat de machines neuves, et qu'ils accordent des prix plus élevés pour les machines seconde-main dont ils ont besoin pour leurs commandes d'exportation.

Ceci est arrivé à un tel point que beaucoup de marchés étrangers sont disposés à acheter des modèles plus anciens. Et même ceux-ci disparaissent rapidement. On pense qu'en même temps que les machines neuves seront mises sur le marché en grand nombre, le marché des équipements de seconde-main, une fois encore, se rétablira. On s'attend à ce que les prix alors soient plus stables. De ce fait, les marchés mondiaux pourront jouir de prix mieux établis pour leurs besoins, et en même temps seront à même d'obtenir les quantités de machines qu'ils désirent.

Il est aussi frappant de noter qu'en même temps que les expéditions d'anciens modèles de phonographes étaient au summum durant le troisième trimestre, les envois de nouveaux phonographes atteignaient également un chiffre élevé.

Les jeux à cinq balles atteignaient aussi un nouveau chiffre de ventes très élevé, d'après l'opinion générale. Ily a très très peu de récents modèles de seconde-main de jeux à cinq balles restant pour les expéditions d'exportation.

Les nouveaux modèles de jeux à cinq balles sont également expédiés en nombre toujours croissant.

Encore une fois, les fusils, et surtout les nouveaux, ont capturé des affaires sur le marché mondial. Ils tiennent bon, et il semble qu'ils continueront pour le proche avenir à être un des principaux articles d'exportation.

En fait, tout genre de machines a été expédié en bonne quantité durant ce troisième trimestre. Les distributeurs des Etats-Unis ont instruit les vendeurs de couvrir toutes les villes et villages, et tous les routes de la nation, pour s'efforcer de trouver les machines pour lesquelles ils avaient des commandes. Beaucoup des principaux distributeurs des Etats-Unis rapportent qu'ils sont remplis de commandes pour le marché d'exportation.

Tandis que le matériel de seconde main est encore expédié en grand nombre, les nouvelles machines commencent graduellement à approcher le chiffre des modèles de seconde-main, et on pense que l'un de ces jours, leur chiffre d'expédition dépassera celui des machines de seconde-main.

Que cela s'affirme ou non, et quel qu'en soit le résultat dans le futur, il ne fait aucun doute que les marchés mondiaux ont eu beaucoup d'attrait pour l'industrie de la machine distributrice américaine durant le troisième trimestre de 1956 qui vient de s'écouler.

En raison de tels volumes d'expéditions de machines neuves et de seconde-main sur les marchés internationaux, les affaires sur le marché domestique se sont ranimées également fortement vers la fin du troisième trimestre. En tous points-de-vue, l'image générale des affaires pour le quatrième trimestre s'annonce extrêmement brillante.

Beaucoup sont maintenant d'opinion que l'industrie de la machine à distribution automatique peut s'attendre à son plus haut développement, en raison de la demande toujours plus forte de machines nouvelles et de seconde-main de toutes sortes, tant sur les marchés mondiaux que sur le marché domestique.

Ami, Inc., Grand Rapids, Michigan, continue la production complète de son modèle "G" de phonographes (80, 120 et 200 disques), la machine à 200 disques se vendant le mieux et le plus régulièrement.

Auto-Bell Manufacturing Company, Chicago, Illinois, a introduit une nouvelle machine de jeu durant cette période, appelée "Country Fair".

Auto-Photo Company, Los Angeles, California, est encore en plein effort pour maintenir sa production au niveau des nombreuses commandes de son nouveau modèle d'appareil automatique photo studio "Model 11", qui s'est avéré être la machine la plus réussie dans cette ligne.

Bally Manufacturing Company, Chicago, Illinois, continue à fournir le commerce de ses variétés de machines de jeux—et, en addition, a annoncé une production de machines distributrices (boissons chaudes et froides distribuées automatiquement) en Décembre. Durant les trois mois écoulés, cette firme introduisit deux nouveaux jeux types "Double-Header" et "Big Show". En raison de la demande continue, la production de ces deux jeux, shuffle games, fut accrue: "Congress Bowler" et "De Luxe Bowler". De plus, la firme continue les expéditions de ses jeux types d'enfants, les "Champion Horse", "Model 'T' Car", et "Bull's Eye".

Chicago Coin Machine Company, Chicago, Illinois, pour la première fois depuis longtemps, fabriqua deux ma-

chines de pinball, "Blondie", un jeu de compétition, et "Capri", un jeu de nouveauté. Ces jeux peuvent être joués soit avec trois, soit avec cinq balles. Elle présenta aussi un jeu de boules inédit "Miami Shuffle".

Exhibit Supply Company, Chicago, Illinois, maintenait encore en production au début de cette période son jeu de billards "Slate Pool", mais maintenant cette Compagnie expédie un nouveau fusil "Jungle Hunt".

J. F. Frantz Manufacturing Company, Chicago, Illinois, était très occupé par la fabrication de ses machines "A.B.T. Guesser Scale", "A.B.T. Rifle Sports Gallery", "A.B.T. Challenger", "Kicker & Catcher", et "Pace Aristo Scale".

Games, Inc., Chicago, Illinois, continuait les expéditions de "Gun Smoke", et étaient occupés à la reconstruction de "Saddle and Turf".

Genco Manufacturing & Sales Company, Chicago, Illinois, a sorti sa galerie de tir "State Fair", avec un trait nouveau de balles roulant et mouvant, qui a eu un succès immédiat. Cette production a été suivie d'un autre tir "Davy Crocket".

D. Gottlieb & Company, Chicago, Illinois, suivant sa ligne de conduite depuis longtemps établie, a produit trois jeux de pin-ball des plus réussis durant cette période, "Classy Bowler", "Sea Belles" (à deux joueurs), et "Auto-Race".

International Mutoscope Corporation, Long Island City, N. Y., sorti l'un des jeux les plus populaires de la période, son "Lord's Prayer Vendor".

J. H. Keeney & Company, Chicago, Illinois, se tenait occupé durant cette même période avec les expéditions de sa production de machines distributrices: "Cigarette" "Hot Soup" (Soupes chaudes), "Coffee", et "Snack" (gateaux).

Rock-Ola Manufacturing Company, Chicago, Illinois, complétait ses plans pour l'introduction d'un phonographe à 200 disques pour l'Automne. La machine fut présentée aux distributeurs en Aout.

J. P. Seeburg Corporation, Chicago, Illinois, le premier fabricant à introduire le phonographe à introduire le phonographe à 200 disques, se tenait très occupé à fournir le commerce de son modèle "V-200".

United Manufacturing Company, Chicago, Illinois, fournissait activement le commerce de sa variété de machines de jeux. Durant les trois mois écoulés, cette firme a produit deux jeux in-line "Monoco" et "Brazil", un jeu de boules, "Handicap Shuffle", et un nouveau tir "Pirate Gun".

Watling Manufacturing Company, Chicago, Illinois, avait sur ses chaînes de production son "Penny Fortune Scale", d'une manière continue.

Williams Manufacturing Company, Chicago, Illinois, l'un des fabricants de machines de jeux les plus prolifiques, lança sur le marché trois machines de pinball "Surf Rider", "Hot Diggity", et "Super Score", un jeu de baseball nouveau "4-Bagger", et procédait très activement aux expéditions de son jeu "Crane".

The Rudolph Wurlitzer Company, North Tonawanda, N. Y. travaillait à pleine capacité pour la fourniture de son phonographe à 200 disques, le modèle "2,000". La particularité de cette nouvelle machine est l'utilisation dans la chute d'une pièce américaine de 50 cents. Durant cette période l'usine reçut environ mille invités venus célébrer le fameux Centenaire de Wurlitzer. Son phonographe à 104 disques, le modèle "1900", était également en production.

## Puerto Rico Rules Pool Tables Legal

SAN JUAN, PUERTO RICO—Jose Romero, Inc., this city, won a case in the Superior Court of Puerto Rico, against the Hon. Ramon Torres Braschi, Superintendent of the Police

of the Commonwealth of Puerto Rico, in which the court ruled that the sale and operation of billiard tables did not violate the law.

The decision read as follows:

### DECLARATORY SENTENCE:

a) It is hereby declared that the billiard tables operated for money, of the type sold and rented by the Plaintiff in Puerto Rico, as they have been described, do not violate Law No. 11 of August 22, 1933, when applied to the proper use for which they were manufactured, i.e. for playing games of billiards in any of its usual manners;

b) Assuming that said billiard tables violated said Law No. 11, of August 22, 1933, said Law, as far as it refers to this specified type of billiard tables operated for money, has been tacitly revoked in virtue of the provisions of Section 21 of Law No. 2, of January 20, 1956, and in virtue of the concession of contributive industrial exemption issued by the Hon. Governor of Puerto Rico on June 18, 1956, for the production of said billiard tables on a commercial scale.

To be registered and notifications to be sent out.

GIVEN in San Juan, Puerto Rico, September 28, 1956.

J. M. ALMODOVAR ACEVEDO  
Judge of the Superior Court.

# Traveling Thru EUROPE with Bill Gersh

## PARIS, FRANCE

### France, Like England Permits No Import Of Coin Equip.

### Importers Striving For "Open Trade". Would Help Stimulate Retail Biz and Bring Gov't Additional Income Tax, They Say

PARIS, FRANCE—A short sojourn here and in London causes anyone connected with the coin machines industry to become heartsick at the tremendous loss of business between the U. S. and England and France.

Both England and France are gauged, by experienced coin machine importers of both countries, as capable of using over 500,000 machines of all kinds. At this writing most in demand, as a stimulant to retail business in both countries, are automatic music machines and games of all kinds.

It has been pointed out that both governments would benefit tremendously taxwise were there more juke boxes and games on locations.

These machines, the importers explain, would help stimulate and thereby, enrich retail business. This would then mean more money for the governments because of the higher income taxes these businesses would pay.

Similarly, the importers claim, it would also mean a freer flow of cash within each country, resulting in better business for everyone.

There is just as great a demand from English pubs as from French cafés for new phonographs and, especially, for amusement games of all kinds.

France alone, importers state, with over 600,000 cafés in the nation, could very easily, over a period of time, assimilate 300,000 new and used phonos and just as many games.

England, with even more public houses, restaurants and other retail locations, could use over 200,000 new and used phonos and games.

French and British importers, pointing to this great potential market, do not understand why American manufacturers haven't exerted more effort through the U.S. government to help get negotiations under way for opening of trade between the three nations.

France and England would be happy to work with U.S. groups in an effort to get free trade started. The biggest job at this time, of course, lies with the French and British importers in convincing the heads of their trade commissions in Paris and London of the return value these nations would get from the expenditure of American dollars for coin machines.

The present \$2.80 British pound and the 350 Francs to the Dollar are both factors that have to be carefully considered in the assumption of more liberalized trade between the United States, England and France on coin machines of all kinds.

### About 3,000 Juke Boxes And As Many Games In France

PARIS, FRANCE—This gay city has the great majority of all the juke boxes and games that were imported into France since the end of the war.

Cafes feature pinballs as well as juke boxes. Play action is very good. The cafe owners purchase their own machines. Most get anywhere from 24 to 36 months to pay for their juke boxes. Not one has missed a payment.

On juke boxes, play is 1 Franc

(about 6c) for 1 selection, 5 selections for 5 Francs. Cafe owners receive complete service agreements for keeping machines in repair, changing records, etc., which arrangements they make with the distributors thru the importers who sell them the phonos.

The 200 selection, as well as the lesser selection phonos, are very popular here. They are kept in clean and beautiful condition and play action is very good.

### Juke Boxes And Pinballs Big Paris Attraction

PARIS, FRANCE—Without his juke box and pinball game the café proprietor, here in Paris, would consider himself out of business.

Not only do both of these attract American tourists to come into his café and immediately feel at home but they are responsible, to a very great degree, in helping him to continue profitably in business.

During the lunch hour pinball games are played at a constant pace while the juke box music goes right on without halt. But the big play comes during the evening hours when the juke box is constantly in operation and the play on the pinball game is continuous.

Café owners, in almost all cases, keep the juke box going whenever a momentary lull in the music is noticed

using their own coin to continue the play.

Much to the credit of the average café owner, he can rattle off the tunes most popular with his customers. What's more, he is constantly searching for new tunes his customers will like. Also fascinating is the skill developed by the pinball players who seem to know the names of all the latest five-ball games. They wander from café to café to play various games. They name the game and also the café where it can be found and an entire group will sally forth to the spot to try their skill at obtaining high scores.

This fascinating, after dark, city has never had any business stimulants for the cafes equal to the juke box and the pinball.

## PARIS, FRANCE

### Bar Features Newest U.S. Disks

PARIS, FRANCE — Victor Garland's American Bar at 29 Rue Pigalle here in Paris is, without any doubt, the first place in the entire European continent to feature the newest American disks.

Garland's American Bar is the rendezvous in the Rue Pigalle for all American GI's stationed all over Europe.

Realizing that the GI's were lonesome for their own latest disks, Garland made arrangements with an American One-Stop firm to mail him the very latest "picks" by *The Cash Box*.

Pictures of all well known American artists are on the wall over the Wurlitzer 200 selection juke box. On each side are pages from *The Cash Box* showing the "Top Ten Tunes" of the week.

Garland has his copy of *The Cash Box* airmailed to his bar each week.

Immediately afterwards he receives a sample of the new "Disk Of The Week" chosen by *The Cash Box* for his own personal use from the U.S. one-stop company.

G.I.'s who frequent Garland's American Bar quickly gather 'round to listen to the new release and pass judgment on it.

The Wurlitzer Centennial model "2000" juke box never stops playing from the moment Garland opens his bar until closing. Many French music critics also frequent Garland's to listen to the latest wax hits from the U.S.

While Bill Doggett's "Honky Tonk" hasn't yet appeared in European centers, it has been grinding away in Garland's juke box for many weeks.

To get an idea of how a juke box can be the complete center of attraction, a visit to Garland's American Bar in the Rue Pigalle is a very interesting experience.

## Paris Vending Machines

PARIS, FRANCE—There are few vending machines in this city, especially in comparison to other well known European centers.

Here and there are some of the larger vendors for convenience of passers-by. These are owned and serviced by the retailers. They usually feature merchandise sold right in the store.

It is believed Paris holds a great potential for all types of vendors. At present, it is estimated there are about 250 to 300 vendors available, dispensing cigarettes and drinks. There's a cold-drink machine in the Metro station at the Etoile. One French auto factory has put in hot soup and coffee vendors.

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

THE CASH BOX  
26 WEST 47th STREET  
NEW YORK 36, N. Y.

Enclosed find my check for \$15 for a Full Year (52 Weeks) Subscription.

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# The Cash Box

## EDICIÓN TRIMESTRAL DE EXPORTACIÓN

(JULIO, AGOSTO, SEPTIEMBRE, 1956)

En lo más probable que el tercer trimestre de 1956 pase a la historia como uno de los más notables, en cuanto al negocio de exportación se refiere, que jamás hayan ocurrido en la industria.

Según recordarán todos los que leyeron nuestro informe correspondiente al segundo trimestre de 1956, en qué se daba cuenta que el negocio de juegos de trucos se hallaba moribundo y se aproximaba el verano y que además muchas de las fábricas importantes de los Estados Unidos, tales como las de automóviles, redujeron su producción y sobrevino la huelga del acero, la situación, a principios del tercer trimestre distaba mucho de ser favorable.

A pesar de ello, la situación comercial durante este último trimestre ha sido verdaderamente extraordinaria en vista de las circunstancias. Esto se debió únicamente al enorme negocio de exportación llevado a cabo por las empresas de los Estados Unidos.

Muchas de las principales casas distribuidoras de este país conceptuaron que como este último trimestre, al permitirles concentrar todos sus esfuerzos en el negocio de exportación, les ofreció un nuevo y mejor concepto de las grandes posibilidades que existen en el resto del mundo para desarrollar sus negocios en lo que a esta industria se refiere.

Algunos distribuidores han dado a conocer que hasta el 50 por ciento de los negocios por ellos realizados durante el tercer trimestre de 1956 fué para la exportación. Varias de estas empresas demuestran tanto entusiasmo por los negocios de exportación de que han disfrutado y aun disfrutaban a principios del cuarto trimestre del año que están convencidos de que con el tiempo llegarán a desarrollar un "negocio fabuloso" en los mercados extranjeros.

Los fabricantes también recibieron una grata sorpresa con motivo de los resultados obtenidos durante el trimestre pasado. En términos generales, se conceptúa que las fábricas despacharon a todas partes del mundo alrededor del 20 al 30 por ciento de toda su producción de máquinas nuevas correspondiente al tercer trimestre del año, según cálculos prudentes.

Según podrá apreciarse fácilmente, esto representa, en realidad, una cifra formidable. Demuestra un gran desarrollo en los mercados mundiales para los fabricantes. Si se tienen en cuenta todas las circunstancias del caso, el mercado doméstico seguirá siendo el mayor consumidor de la producción total de las fábricas.

En el curso del tercer trimestre de este año, se despacharon máquinas usadas de todas clases a todos los países del mundo. Estos despachos continúan sin interrupción a medida que entramos en el cuarto trimestre de 1956. Sin embargo, además de las máquinas usadas de todas clases que se despachan a todas partes del mundo, se envían también máquinas nuevas en enormes cantidades.

El problema planteado en relación con el despacho de máquinas usadas al extranjero es ahora de difícil solución. Actualmente hay una gran escasez de todos los productos. Todos los modelos recientes de máquinas usadas solicitados por los importadores del extranjero se han agotado casi por completo. Esta situación continúa en pie, a pesar de que los distribuidores ofrecen precios más elevados por las máquinas viejas a cuenta de la

compra de máquinas nuevas, así como mayor cantidad de dinero en efectivo por las máquinas usadas que necesitan para atender a sus pedidos de exportación.

Esta situación ha llegado ya a tal punto que muchos importadores extranjeros se han mostrado dispuestos a comprar los modelos más antiguos, pero aun éstos están desapareciendo rápidamente. Se sustenta el criterio de que a medida que se fabriquen nuevas máquinas en grandes cantidades, la demanda de máquinas usadas volverá a adquirir nuevo ímpetu. Se anticipa que con ese motivo los precios lograrán estabilizarse en mayor grado. Por esta razón, los mercados mundiales volverán a obtener precios más adecuados para sus necesidades y al mismo tiempo podrán comprar el número de máquinas que deseen.

También es muy importante tomar nota de que, aun cuando los embarques de fonógrafos usados llegaron al máximo durante el tercer trimestre de este año, los despachos de fonógrafos nuevos sentaron también un nuevo precedente.

Por lo general, se opina que los juegos de cinco bolitas establecieron nuevos precedentes en materia de ventas. Sin embargo, sólo quedan muy pocos de estos juegos usados disponibles para la exportación. Los nuevos juegos de cinco bolitas se están despachando también en crecientes cantidades.

Las escopetas, especialmente las de nuevo modelo, han capturado muchos de los negocios en los mercados del mundo. Han logrado hechar raíces y, según parece, seguirán siendo una de las principales partidas de exportación por algún tiempo en lo futuro.

En efecto, durante este último trimestre se han despachado grandes cantidades de máquinas de todas clases. Las casas distribuidoras de los Estados Unidos han dado instrucciones a sus vendedores al efecto de que visiten a todas las ciudades y aldeas, y hasta los últimos rincones de la nación, para de esa manera obtener pedidos que les permitan dar salida a sus productos. Muchos de los principales distribuidores de los Estados Unidos han dado a conocer que tienen muchos pedidos pendientes para el mercado de exportación.

Aunque las máquinas usadas siguen despachándose en grandes cantidades, las máquinas nuevas están empezando a venderse en un volumen muy aproximado al de aquéllas y muchos sustentan el criterio de que tarde o temprano estas últimas lograrán sobrepasar los despachos de máquinas usadas.

Sea como fuere y cualesquiera que fuesen los resultados en lo futuro, no cabe la menor duda de que los mercados mundiales sirvieron de "tabla de salvación" a toda la industria de máquinas automáticas de los Estados Unidos durante el tercer trimestre de 1956.

A causa de los despachos tan voluminosos de máquinas nuevas y usadas, de todas clases, a los países extranjeros, el negocio doméstico de los Estados Unidos acusó un enorme progreso a fines del tercer trimestre. Desde todos los puntos de vista, las perspectivas comerciales en general para el cuarto trimestre del año son en extremo halagadoras.

Actualmente, muchos son de opinión de que la industria de máquinas accionadas por monedas puede anticipar su mayor desarrollo y expansión

en lo futuro, debido a la demanda extranjera y doméstica de máquinas nuevas y usadas de todas clases en mayores cantidades.

**AMI, Inc., Grand Rapids, Michigan.**—Esta empresa sigue produciendo plenamente sus fonógrafos modelo "G" (selecciones 80, 120 y 200), siendo su máquina de selección 200 la que mayor demanda tiene continuamente.

**Auto-Bell Manufacturing Company, Chicago, Illinois.**—Esta fábrica introdujo una nueva máquina de diversión durante este período del "Country Fair" (Feria Rural).

**Auto-Photo Company, Los Angeles, California.**—Esta firma se preocupa aún por mantener su producción a la par de la demanda inusitada por su nuevo "photo studio" (estudio fotográfico) automático que ha demostrado ser la máquina que más éxito ha obtenido en toda su historia.

**Bally Manufacturing, Company Chicago, Illinois.**—Esta empresa continúa suministrando a los clientes su gran variedad de máquinas de diversión. Además, ha dado a conocer que muy pronto ofrecerá una serie de máquinas automáticas para expender bebidas frías y calientes, en diciembre, a más tardar. Durante los últimos tres meses esta firma introdujo dos nuevos juegos "in-line", a saber, el "Double-Header" y el "Big-Show". A causa de la continua demanda, la producción de estos dos juegos de "shuffle" siguió a un paso apresurado—el "Congress Bowler" y el "De Luxe Bowler. Además, esta empresa sigue suministrando su surtido de juegos "Kiddie" (para niños) consistente en el "Champion Horse", el "Model T" Car" y el "Bull's Eye".

**Chicago Coin Machine Company, Chicago, Illinois.**—Por primera vez en mucho tiempo esta empresa empezó a fabricar dos máquinas "pin-ball" (de bolitas), a saber, "Blondie", un juego de competencia, y "Capri", un juego novedoso. Estos juegos pueden practicarse con tres o con cinco bolitas. Esta casa introdujo también el "Miami Shuffle", un juego completamente nuevo hasta ahora desconocido.

**Exhibit Supply Company, Chicago, Illinois.**—Esta empresa continuaba fabricando en gran escala un juego de trucos, el "Slate Pool", a principios del trimestre, pero ahora ofrece una nueva escopeta denominada "Jungle Hunt".

**J. F. Frantz Manufacturing Company, Chicago, Illinois.**—Esta empresa estuvo muy activo en la fabricación de los siguientes productos: "A.B.T. Guesser Scale", "A.B.T. Rifle Sports Gallery", "A.B.T. Challenger", "Kicker & Catcher" y "Pace Aristo Scale".

**Games, Inc., Chicago, Illinois.**—Esta firma siguió despachando el juego "Gus Smoke" y se dedicó expresamente a renovar el juego denominado "Saddle and Turf".

**Genco Manufacturing & Sales Company, Chicago, Illinois.**—Esta fábrica produjo la galería de tiro al blanco "State Fair" junto con una nueva característica consistente en bolas móviles y rodantes que tuvo gran aceptación en todas partes. Más adelante, esta firma ofreció otro juego de fusil o escopeta denominado "Davy Crocket".

**D. Gottlieb & Company, Chicago, Illinois.**—De acuerdo con sus normas antiguas, esta empresa produjo tres magníficos juegos "pin-ball" (de bolitas) durante este período, a saber: el "Classy Bowler", el "Sea Belles" (para dos personas), y el "Auto-Race".

**International Mutoscope Corporation, Long Island City, N. Y.**—Esta empresa introdujo el "Lord's Prayer Vendor" (distribuidora del Padre Nuestro), que resultó ser una de las máquinas de mayor éxito en la época.

**J. H. Keeney & Company, Chicago, Illinois.**—Esta empresa se mantuvo muy activa en el pasado trimestre dando curso a los pedidos de sus máquinas automáticas, a saber: Distribuidoras de cigarrillos, distribuidoras de sopas calientes, distribuidoras de café y distribuidoras de bocadillos y galletas.

**Rock-Ola Manufacturing Company, Chicago, Illinois.**—Esta casa se ocupaba activamente en finalizar sus planes destinados a presentar un fonógrafo de selección 200 en este otoño. Dicha máquina fué demostrada a los distribuidores de la firma en el mes de agosto.

**J. P. Seeburg Corporation, Chicago, Illinois.**—Esta fué la primera fábrica que introdujo un fonógrafo de selección 200 y que se mantuvo muy atareada suministrando al comercio su modelo "V-200".

**United Manufacturing Company, Chicago, Illinois.**—Esta firma se mantuvo muy ocupada dando atención al comercio interesado en la compra de sus múltiples máquinas de diversión. En el curso de los últimos tres meses esta empresa produjo dos juegos "in line", el "Monoco" y el "Brazil", un juego de "shuffle", el "Handicap Shuffle" y un nuevo fusil con el nombre de "Pirate Gun".

**Watling Manufacturing Company, Chicago, Illinois.**—Esta casa mantuvo su cadena de producción a un paso continuo con su juego denominado "Penny Fortune Scale" (Balanza de la Buena Suerte por un Centavo).

**Williams Manufacturing Company, Chicago, Illinois.**—Esta empresa, una de las más prolíficas en el ramo de máquinas para diversión, ofreció a sus clientes tres máquinas de "pin-ball", a saber, "Surf Rider", "Hot Diggity" y "Super Score" y un nuevo juego de "baseball", el "4-Bagger", además del "Crane" que se ha estado vendiendo inusitadamente.

**The Rudolph Wurlitzer Company, North Tonawanda, N. Y.**—Esta empresa trabaja a plena capacidad con el propósito de hacer frente a la demanda de su fonógrafo de selección 200, modelo "2.000". La nueva máquina está provista de un conducto o saetín para monedas de 50 centavos. Durante este período, dicha fábrica agasajó alrededor de 1000 huéspedes quienes acudieron a la planta con objeto de celebrar el 100°. Aniversario de la empresa. Esta firma produce también ahora el fonógrafo de selección 104, modelo "1900".

# N. Y. MUSIC DINNER SMASH SUCCESS

## 19th Annual Banquet Draws Full House As Affair Is Great Success. Tremendous Show Supplied By Star Studded Lineup

NEW YORK—Last Saturday evening, October 20, The Music Operators of New York held its nineteenth annual banquet. The affair was held at the Grand Ballroom of the Waldorf-Astoria. It is estimated that well over 1,000 attended the dinner, equalling any of the previous banquets.

One of the most striking effects of the evening was the star studded show brought in to entertain the vast gathering. So enthralled was the huge crowd, that as each record luminary went overboard to please, the celebrants gave them their undivided attention. (See music section for a complete review of the show). The guests were lavish in their praise of the smooth handling of the thousand and one details that go into making such an affair a success.

Credit for the arrangements must go to Al Denver, president, Nash Gordon, business manager, and his two assistants.

The Journal was once again a complete success, equalling, if not exceeding any previous year's efforts.

As has become the practice at each MONY Banquet, The Rudolph Wurlitzer Company with Young Distributing, Inc., hosted a pre-dinner cocktail party.

Representatives of the four phonograph companies who attended were Arthur Daddis and Marty Blatt, AMI; Ed Ristau of Rock-Ola; Tom Herick of Seeburg; and Mr. and Mrs. Bob

Bear, Mr. and Mrs. A. D. Palmer, Mr. and Mrs. Al Dietrich, and Ted Parker of Wurlitzer.

Some of the out of towners noticed were Ed Ravreby, Boston; Irv Blumenfeld and Herman Perin, Baltimore; Joe Fishman and Abe Green, Newark; and Harry Rosen, Philadelphia.

On hand from the Westchester Music Guild were Carl Pavesi, Seymour Pollak, Max Klein, Lou Tartaglia and Mike Tartaglia and their wives.

The local distributors and their personnel occupied many tables.

Pictured below is a birdseye view of the gathering seated at their tables.

## Bally Tests On New Kiddie-Ride "Bally Bike" Shows "Top Earning Honors"

CHICAGO—Bill O'Donnell, sales manager, Bally Manufacturing Company, this city, this week announced that Bally's new kiddie ride, "Bally Bike", had been tested on location in competition with a trio of popular kiddie-rides and "had easily sped away with top earning honors."

Said O'Donnell, "Competitive rides average \$60 a week in the spot. Bally Bike rang up \$70 during the first week. While competitive rides maintained their average, "Bally Bike" jumped to \$88 in the second week, took in \$87 in the third week, \$99 in the fourth week. Last reports show "Bally Bike" settled down to a steady weekly average of \$85. Operators who cooperated in the test," continued O'Donnell, "attribute the remarkable earning-power of Bally Bike to the fascination of simulated speed. A realistic copy of a speed cop's motorcycle, with a bouncy, jouncy up-and-down motion and slight side-roll, "Bally Bike" creates an illusion of exciting speed-chase action that keeps kids climbing on the 'bike' and coins clinking in the cash-box.

"An easily operated foot-pedal permits the junior policeman to speed-up or slow-down at will, and to sound a siren that adds to the exciting illusion of urgent speed. The siren is muted to be audible only in the immediate vicinity of the ride. "Bally Bike", like Bally "Model T", is a 2-seater, being equipped with a riders-seat behind the driver's saddle with special foot-rests and hang-on bar, permitting little brother or sister to 'go along for the ride.' Being a 2-seater, Bally Bike is a hard-to-resist bargain for parents with 2 or more children.

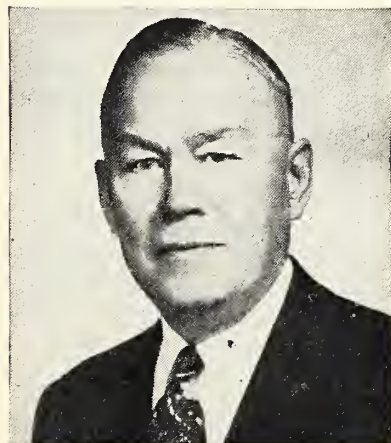
"After the first ride, the natural desire to take turns at the handle-bars promotes plenty of repeat-ride action, and a fast flow of dimes into the cash-box. A feature of Bally Bike that wins hearty approval of kiddie-rides is the speedometer mounted between the handle-bars. Needle of the speedometer actually moves, and, as the young law-enforcer steps on the gas, speeds up to 50 miles per hour are registered.

"Other 'gadgets' that have no operational function but add to realism of the ride, are a hand-brake, a throttle-lever and a revolving gas-control handle-bar. Riding-time, as in other Ballyrides, is easily adjustable to operators choice of 45 seconds, 1 minute, 90 seconds, 3 minutes.

"Although current Bally production-schedules call for greatest output of "Bally Bike", the hot-rod automobile, "Model T", and The "Champion Bally-horse" will continue in steady production.

"While our location tests forecast a big demand for "Bally Bike", see no sign of "The Champion" or "Model T" slowing up. In fact, the very operators who worked with Bally to test "Bally Bike", and who have first-hand knowledge of the bike's terrific money-making ability, are including "The Champion" and "Model T", along with "Bally Bike", in their orders for winter and spring location coverage. Many operators are able to place all 3 Ballyrides in the same location. In other spots, where space is limited, operators plan to rotate the 3 rides to give maximum variety, resulting in peak earnings at all times."

## Wurlitzer Sales Up 1st Six Months



R. C. ROLFING

CHICAGO—"All divisions of The Rudolph Wurlitzer Company operated

at a profit during the first six months," stated R. C. Rolfing, president, in issuing a financial report.

Sales for the second quarter (July, August and September) were \$9,387,916, up 9% from \$8,598,528 in the corresponding quarter last year. Net earnings were \$131,491 or 16¢ per share of common stock. This figure compares with net earnings of \$196,786 or 24¢ for the corresponding period last year.

Sales for the first six months (April to September inclusive) were \$16,464,810, up 2% from \$16,181,769 last year. Net earnings were \$219,661 or 26¢ per share compared with \$304,011 or 36¢ for the same period last year.

The difference in earnings, explains Rolfing, during the first six months was due largely to non-recurring starting costs at the new Corinth, Mississippi plant.





### Wiczers To Celebrate 50th Wedding Anniversary

CHICAGO—Mr. & Mrs. Leon Wiczer announce that they will celebrate their Golden Wedding Anniversary November 10 at the Belden-Stratford Hotel, this city.

The affair will be attended by approximately 300 members of the family, relatives and friends.

Entertainment is to be supplied by The Viceroys and Roger Ray. Music by Galen Williams and his band.

Mr. and Mrs. Wiczer are the parents of Max, Morrie, Harry, Milt, Jack and Wally Wiczer. All are executive officers of the Wico Corporation, coin machine parts and supply house.

Also considered as one of the immediate family is cousin Ed Ruber, Wico's advertising and sales promotion manager.

Mr. Wiczer is reported to be still active in the supervision of the production department, as well as in the management of the company.

## United Music Ops of Michigan Cooperate With Boy Scouts of America. Small Arranges Show



DETROIT, MICH.—In line with its public relations program, United Music Operators of Michigan, this city, used its good offices in cooperating with the Boy Scouts of America at its District 5, 1956 annual meeting, held Monday October 22, at the Belle Isle Casino.

Roy Small, public relations counsel of UMOM, arranged the entertainment, which brought out djs Larry Gentile, WXYZ, and Bob Maxwell, WWJ, who acted as masters of ceremonies; Kay Malone, Decca recording artist; Adele Storm, singer at the Royal York Club, Jack Scott and his Rock-A-Billies, and an orchestra.

Small, by the way, was one of five elected to the Boy Scouts, District 5 Executive Committee.

UMOM continues to sponsor, with the Hamtramck Recreation department, the teen record hops every Saturday night; and co-sponsor with the Hazel Park Recreation department, and the Chamber of Commerce, the teen record hops at the Lacy High School gymnasium every Wednesday night.

Pictured herewith attending the Boys Scout meet are, l to r: Roy Small, Kay Malone, Faye Grossman, UMOM office secretary, and Bob Maxwell, WWJ dj.

### Little Rock Operators Go Ten Cent Play November 1st

LITTLE ROCK, ARK.—At a meeting held in the beautiful new showrooms of the Standard Automatic Distributing Company, Wurlitzer distributor, this city, the music operators of Pulaski County set November 1st as the deadline to completely convert all of the phonographs to dime play.

Dan ("Chink") Levin, head of the Standard Automatic Distributing Company, worked very closely with the music operators to effect this very important meeting.

Various methods and procedures were thoroughly discussed and plans of definite and systematic conversion were decided upon by the attending group of operators.

Large, institutional, display type advertisements, announcing dime play were inserted in the Sunday editions of the Arkansas Democrat and Arkansas Gazette. News releases were also sent to the aforementioned newspapers.

Bert B. Davidson, Wurlitzer regional sales manager, addressed the group and drew from his vast knowledge of twenty-five years of experience in the automatic music industry, to effectively and concretely advise the attending operators of the best and proven procedures successfully used in other areas for converting to dime play. Davidson following his address, conducted an "open forum" discussion and clarified many of the problems submitted to him during this session.

The Pulaski County music operators proclaimed the meeting the most successful ever held in this area. As a consequence, Levin plans similar type meetings when operators in his Arkansas territory indicate a desire to convert to dime play. Bert Davidson indicated, time permitting, he too, will attend future meetings.



### BRING 3-WAY PROFITS!

★ Soup customers drop loads of dimes into Keeney Soup Venders while coffee drinkers pour coins into Keeney Coffee Venders. And, the Keeney Snack Vender is an absolute "must" with any hot or cold drink machine!

*New!*

Keeney's HOT SOUP VENDER

300-Cup Capacity ALL-AUTOMATIC with 3 Selections of Hot Soup USING ALL DRY INGREDIENTS

Red or Gold Hammerloid



SIZE:

Keeney's 19 3/4" W. x 15 1/2" D. x 52" H.

### HOT COFFEE VENDER

Keeney's SNACK VENDER



SIZE:

Neutral Gold Color 19 3/4" W. x 15 1/2" D. x 52" H. Red or Gold Hammerloid. SIZE: 10" W. x 10" D. x 36" H. 300-Cup Capacity. All dry ingredients. Prices can be set from 5c to 10c. Returns change automatically.

Write FOR FREE CIRCULARS TODAY!

**STILL GOING GREAT! BIG TENT — AND — SUPER BIG TENT ORDER QUICK!**

J. H. Keeney & CO. INC. 2600 W. FIFTIETH ST. • CHICAGO 32, ILL.

**10¢ CONVERSION PACKARD BOXES**  
ALL POST-WAR MODELS—OVER 60,000 SERIAL NO.

**INCLUDES:**  
INSTRUCTION WINDOW GUARD—IAN, 10c SWITCH REJECTOR PARTS **\$2.00** EA.  
PRESSING TOOL \$1.00

NOTICE: ON ORDERS OF 50 and OVER—PRESSING TOOL FREE and SHIPPING CHARGES PAID.

ORDER NOW! QUANTITY LIMITED!

**BORDER-SUNSHINE**  
NOVELTY COMPANY  
2919-4th ST., N. W., ALBUQUERQUE, N. M.  
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Vending Aluminum Identification Discs Are In Demand Because:

- ★ They Are Service Free
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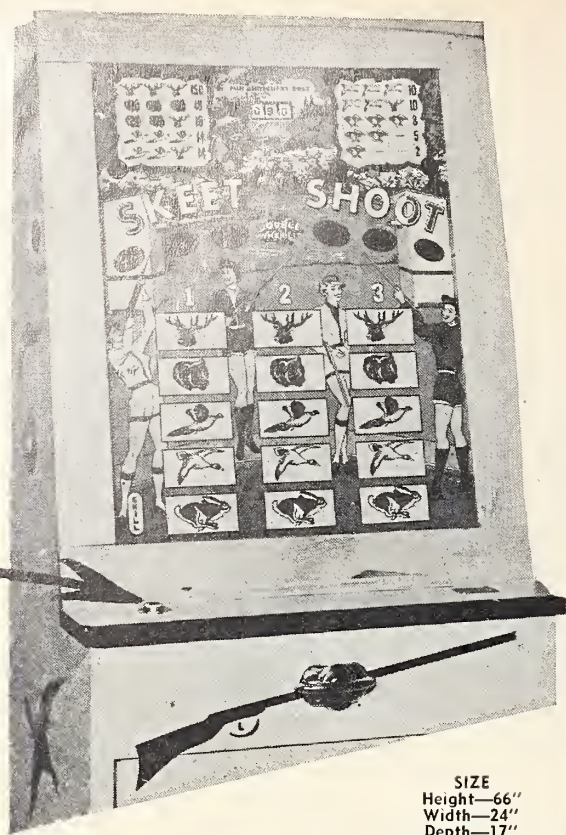
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BEST QUALITY RUBBER-BACKED BILLIARD CLOTH

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LITE-A-NAME  
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LOCATION TESTED  
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## Lost—One Juke Box

CHICAGO—Frank Padula, Melody Music Shop, Chi, has one for the books. He lost a juke-box.

It happened September third, Labor Day, and he swears he wasn't full of last vacation or the summer spirits. Says Padula, "One minute the thing was there, the next minute it was gone."

The box is a Wurlitzer, model 1800. Its serial number is 233304.

Singer One Stop has put up a twenty-five dollar reward for the return of the lost machine and Padula added one hundred fifty making it a profitable day if someone finds the thing.

"It's terribly embarrassing," says Padula. "My friends ask me what happened. How can I tell them? I lost a juke-box!"



# Through The Coin Chute NEW ENGLAND NIBBLES

Reports from all districts indicate biz at an all time fast pace this fall. Ops have been rushing Hub plants with orders. Music is way out in front and new games are giving ops big returns. Export biz is swinging along at a terrific pace and the shortage of good used equipment is growing. . . . At Trimount Automatic Sales Corp. (Seeburg), phono sales show big spurt. . . . Genco's "State Fair" gun and Gottlieb's "Auto Racer" are going big. Williams' "Fun House" is stacking up strong. Export biz here is steadily increasing. Dave Bond, prexy of Trimount, is working on the Combined Jewish Appeal Drive, with which he has been associated for some years. He attended a recent dinner at Commonwealth Country Club at which D. Brisker of Israel spoke. Irwin Margold, Trimount gen. mgr., captained the Coin Machine Team for the drive and went over the top.

At Si Redd's Redd Distributors (Wurlitzer), Bob Jones, sales mgr., reports heavy activity on Wurlitzer model "2000" in the north country with ops making trips all the way from Caribou, Me. down to get set up for the Winter season. Games, guns and pins going big. Activity at the Lincoln Street plant has been at a feverish pitch all week as ops from Maine, N. H. and Vt. are in getting their inventories set. . . . At Associated Amusements (Rock-Ola), Ed Ravreby, veteran coin man and prexy of the firm, going all out setting up for the upcoming unveiling of the new Rock-Ola 200 selection phono to take place in November. Big drive on music now being experienced here. United games going fast. New "Brazil" a big winner and new "Handicapped" shuffle perking. Export biz has been booming with orders coming in from France, Germany, Belgium. This week, Ravreby outlined a plan, which has the backing of ops, to have a convention combining all phases of the industry in Chicago this year, so they can view all the products under one roof.

At Atlas Distributors (AMI), Louis and Barney Blatt report a big stepup in biz with the fall season in full swing. Louis Blatt back from road trip reports ops are going to rack up a banner 1956 and outlook for next year is terrific. . . . Among the big outpour of ops in the Hub this week to build up their stocks of equipment were: Ralph Molthrop, Island Pond, Vt.; Harry Baker, Martin Oliver, Portland, Me.; Harry Walker, Newport, Vt.; Eddie Daisey, Caribou, Me.; Walter Graziek, Greenfield, Mass.; R & B Music, Holyoke, Mass.; Bob Desmarais, Nashua, N. H.; Ralph Faretra, Bill Hamel, Concord, N. H.; Oscar Pratt, Manchester, N. H.; Ray Faini, Framingham; Al Dolins, Hyannis; Ralph Lackey, West Roxbury; Ralph Ridgeway, Springfield; Bert Thompson, Quincy; Adolphe Dugas, Webster; Mandy's Music, Portland, Me.; D. Haille, Berlin, N. H.; Val's Music, Boston; Connie Pocius, South Boston; Dave Baker, Arlington; Tony Grazio, Quincy; and Sevar Music, Dover-Foxcroft, Me. . . . Guy Mitchell, current at Blinstrub's, visited with one stop and disk jocks this week. . . . Teresa Brewer, in last week, made the rounds. . . . Music Operators of Massachusetts planning big dinner meeting at Commonwealth Country Club.



# Through The Coin Chute DALLAS DOINGS

A Rock-Ola service school session was held at Walbox Distributing Company for district service men from Oklahoma City, New Orleans, Houston, San Antonio and other points. . . . Jim Sparling, vice-president of Columbia Records, visited at Medaris Company for several days. . . . M. T. Cornelius of Abilene shopping the Dallas market, sporting a new car. . . . Other out of town visitors seen along coinrow included B. G. Lawrence of Stephenville; Carl Fomby from Daingerfield; Mr. and Mrs. A. V. Clawson of DeKalb. . . . Peter Noel of Texas Records, Inc. (London label) touring East Texas. . . . It's always nice saying hello to Audrey Hunter. . . . We hear Dewey Parson of Dewey's Music sold out to B & B Vending. . . . Juanita Wilson, telephone operator at S. H. Lynch and Company, off on vacation. . . . The Top Ten Revue of 1956 including such top stars as Little Richard, Bill Doggett and Joe Turner had an excellent turnout at the Sportatorium.

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"It's What's in THE CASH BOX That Counts"



## Chi Coin Intro's New "Championship Bowler"



SAMUEL WOLBERG

CHICAGO—Samuel Wolberg, president of Chicago Coin Machine Company, this city, announced this past week that the firm is now delivering its new bowling game, "Championship Bowler", to its distributors all over the country.

"This new bowling game," stated Wolberg, "is beyond a doubt the greatest, finest and most appealing to players of any in our long history of outstanding games.

"From a survey of operators' reports from all over the nation, we concluded that a bowler providing all players with an even chance to win would increase competitive play tremendously.

"Operators told us that such a bowler would increase their collections because, if every player in the group had an equal chance to win, they'd continue playing.

"The result," continued Wolberg, "is 'Championship Bowler', featuring a handicap for each individual player."

The game scores to 300 in accord with Regulation American Bowling Congress rules.

Before each player shoots the first puck in first frame, if he is entitled to a handicap, he presses a button to receive his handicap in multiples of 10.

In addition to this enticing innovation, "Championship Bowler" provides an "Easy Strike" and "Hard Strike" feature by flipping a toggle switch on front of the playfield.

"Extremely high speed scoring, with no waiting between shots, speeds the game. And players like it," said Wolberg.

Expected to follow in about a week is the companion game, "Super Championship Bowler."

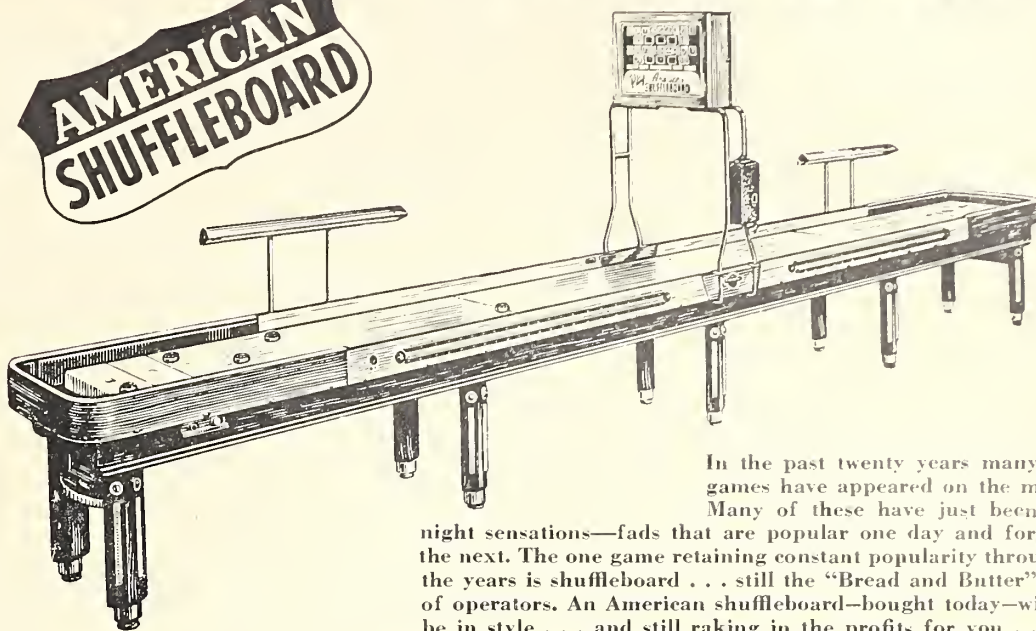
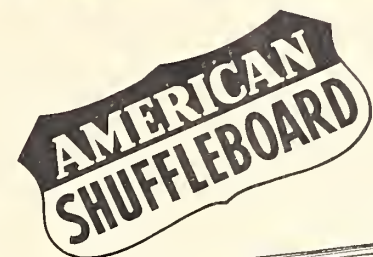
Wolberg concluded by urging, "All operators will be fully convinced of the faster profit-making qualities of 'Championship Bowler' just as soon as they play it at any Chicago Coin distributor."

### E.P. Releases For November Listed in Music Section

NEW YORK—The Cash Box November Album Releases (a regular monthly feature) appears in this issue on Pages 18, 19 and 20.

Music machine operators can use these listings to good advantage to program ep records. Ep's are listed wherever available.

# the game that lasts and lasts



In the past twenty years many good games have appeared on the market. Many of these have just been overnight sensations—fads that are popular one day and forgotten the next. The one game retaining constant popularity throughout the years is shuffleboard . . . still the "Bread and Butter" game of operators. An American shuffleboard—bought today—will still be in style . . . and still raking in the profits for you . . . five years from now.

Get the full facts.  
Catalog and brochures  
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UNION 5-6633

SHUFFLEBOARD COMPANY

210 PATERSON PLANK ROAD, UNION CITY, NEW JERSEY

## Rock-Ola Conducts Nationwide Distributor Service School

CHICAGO — Regional Distributor Service Schools have been conducted throughout the country for service personnel of Rock-Ola Distributors.

On Tuesday, October 16, Frank Schulz conducted a school in Dallas at the headquarters of the Walbox Distributing Company for personnel from 6 distributor organizations, including personnel from: Amusement Distributors, Inc., Houston, Tex.; Walbox Distributing Company, Dallas, Tex.; Phono-Vend of Texas, San Antonio, Tex.; Border-Sunshine Novelty Company, Albuquerque, N. M. and Huey Distributing Company, New Orleans, La.

On Tuesday, October 16, Jack Barabash conducted a school in Atlanta at the Georgia Hotel for service personnel from 7 distributor organizations, including personnel from: Ross Distributing Company, Miami, Fla.; Ross Distributing Company, Jacksonville, Fla.; Robinson Distributing Company, Atlanta, Ga.; LeSturgeon Distributing Company, Charlotte, N. C.; Franco Distributing Company, Montgomery, Ala.; Capitol Music Company, Jackson, Miss.; and Coin Automatic Music Company, Johnson City, Tenn.

On Friday, October 19, Jack Barabash conducted a school in New York City at the Edison Hotel for service personnel from 6 distributor organizations, including personnel from: B. D. Lazar Company, Pittsburgh, Pa.; Herman Distributing Company, New York City; Seacoast Distributors, Inc., Elizabeth, N. J.; Associated Amusements, Inc., Boston, Mass.; Scott-Crosse Company, Philadelphia, Pa.; and Flower City Amusement Company, Rochester, N. Y.

On Friday, October 19, Frank Schulz conducted a school in San Francisco at the St. Francis Hotel for service personnel from 7 distributor organizations, including personnel from: Paul A. Laymon, Inc., Los Angeles, Calif.; Coin Machine Service, Inc., Santa Rosa, Calif.; Western Distributors, Portland, Ore.; Puget Sound Novelty Company, Seattle, Wash.; Dan Stewart Co., Inc., Salt Lake City,

Utah; Paul W. Hawkins, Tucson, Ariz.; and H. B. Brinck, Butte, Mont.

On Monday, October 22, two schools were conducted in Chicago at the Graemere Hotel—one under Jack Barabash and one under Frank Schulz for 17 distributor organizations, including personnel from: Modern Distributing Company, Denver, Colo.; La-Beau Novelty Sales Company, St. Paul, Minn.; H. Z. Vending & Sales Company, Omaha, Nebr.; Badger Novelty Company, Inc., Milwaukee, Wis.; Uni-Con Distributing Company, Kansas City, Mo.; J. Rosenfeld Company, St. Louis, Mo.; Gilbert Music Company, Bloomington, Ill.; Hallgren Distributing Company, Moline, Ill.; S & M Distributing Company, Inc., Memphis, Tenn.; H. M. Branson Distributing Company, Louisville, Ky.; Calderon Distributing, Inc., Indianapolis, Ind.; Brilliant Music Company, Detroit, Mich.; Lake City Amusement, Inc., Cleveland, Ohio; J. M. Novelty Company, Youngstown, Ohio; Fabiano Amusement Company, Buchanan, Mich.; Sanders Distributing Company, Nashville, Tenn. and World Wide Distributors, Inc., Chicago, Ill.

### Young Dist. Displays Wurlitzer Phono and United Games at Retail Liquor Convention

PATERSON, N. J.—A distributor of coin operated machines displayed its equipment at the "Liquorama", this city, a local type convention conducted by Jersey National Liquor Company of Paterson. All liquor retailers in the area were invited to visit the display, and reports are that some 6,000 location owners viewed the displays on Wednesday, Thursday and Friday, October 24, 25 and 26.

Young Distributing Company put up a very attractive booth, displaying Wurlitzer model "2000" phonograph,

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ORIGINAL POOL TABLE	
Brand New SLATE TOP	\$149.50
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Plain Balls for Standard Pool Games. Special Price per Set . . . \$1195

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2913 N. Pulaski Road, Chicago 41, Ill.  
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and United's "Handicap Shuffle Alley" and "Pirate Gun".

Joe Young and Abe Lipsky, who conducted the booth, report that they were highly pleased with the . . .

# Just Wait UNTIL YOU SEE THE Rock-Ola 200

**AT ALL ROCK-OLA  
DISTRIBUTORS SOON!**



## Through The Coin Chute EASTERN FLASHES

There's nothing like a convention, an open house party, or a banquet to stimulate a feeling of good cheer and grand fellowship. And, of course, this past week, it was the 19th Anniversary Banquet and Show of the Music Operators of New York, held in the grand ballroom of the Waldorf-Astoria Hotel on Saturday night, Oct. 20. Coinmen in this area can look forward to any number of showings, parties and banquets in the near future. This week, we saw parties by Abe Witsen of International Scott Crosse Co., Phila., and Abe Green and Barney (Shugy) Sugeran of Runyon Sales Co., Hartford and Newark, introducing Bally's new novelty game "Balls-A-Poppin'". Next week, Tues., Oct. 30, Meyer Parkoff holds an open house party, paying tribute to the association and membership of the Music Operators of New York on their 19th Anniversary. In the weeks to follow, we'll have two more association banquets—New York State Operators Guild annual banquet, Sat. night, Nov. 17, at the U.S. Hotel Thayer, West Point, N.Y.; and the annual banquet of the Amusement Machine Operators Assn., on Sat. night, Dec. 8, in the Starlight Room of the Waldorf-Astoria Hotel. The more the merrier. This is one way to keep young.

After 19 of them, it's hard to make a statement that the 1956 banquet of the music operators was the best. But, that's the truth. Not only from the viewpoint of attendance (over 1,000), but the meal was tops, the entertainment unbeatable, and most of all, the behavior of the guests during the entire, long show was completely attentive. The Cash Box, at times, has editorialized that guests at some of these banquets have been unruly and noisy during the appearance of some of the country's greatest artists, thereby antagonizing these singers and creating considerable bad-will. Not at this N.Y. banquet, however. Actually, this tremendous crowd was complimented by the artists and the mc for their quiet attentiveness. Accolades, of course, for the overall success of the dinner goes to Al Denver, president; Nash Gordon, business manager, and his two assistants. All the music machine factories were represented: From AMI, we noted Artie Daddis and Marty Blatt; from Rock-Ola, there was Ed Ristau; from Seeburg, there was Tom Herrick; and from Wurlitzer, a real contingent—Mr. and Mrs. Bob Bear, Mr. and Mrs. A. D. Palmer, Mr. and Mrs. Al Dietrich, and Tom Parker. Other out-of-towners we saw were: Ed Ravrey of Boston; Irv Blumenfeld and Herman Perin of Baltimore; Joe Fishman and Abe Green of Newark; and Harry Rosen of Phila. Wurlitzer, as is its annual custom, ran a pre-banquet cocktail party, with practically every operator trying to get into the suite at one time or another. Barney Ross, who attends all coin parties, was on hand greeting all his friends. Westchester Music Guild was represented with Carl Pavesi, Seymour Pollak, Max Klein, Lou Tartaglia, Mike Tartaglia—and their wives. The 19th was a great affair—but plans even now underway for the 20th—a milestone in music operator progress in this city.

Coinrow, this week, seemed to be affected by the party spirit resulting from the music ops' banquet. Plenty of activity, with spirits high. Also an unusually large number of out-of-town coinmen visiting. . . . Sam Lewis, pres., Exhibit Supply, spent several days on the row. . . . Pierre Laniel, son of Romeo Laniel, Laniel Amusements, Montreal, Canada, drove down to the big city to pick up some equip. Then on to Newark, N.J. And back the same day. . . . Suren D. Fesjian, Mondial Commercial Corp., export experts, seeing the distribs. . . . Si Redd, jovial and ever-smiling Boston distrib., says hello. . . . Artie Daddis and Marty Blatt, AMI representatives, in at Runyon. Marty and Daddis head for Baltimore and Phila. next week. Blatt advises he's just moved into his new home in Cranford, N.J. Building a boat dock in his backyard (Willie Blatt of Miami, Fla. please note). . . . Tom Herrick of Seeburg, who attended ops banquet, will visit Boston and Syracuse before returning to the factory. . . . Al Simon, Albert Simon, Inc., refurbishing building next to present quarters (585 Tenth Ave.), expanding space. Will break thru walls between two buildings, with entrance on street floor. . . . Irv Holzman, vp of games assn., will be in Chi when you read this. Seeing mfrs. for souvenir journal ads for forthcoming Dec. 8 banquet.



## Through The Coin Chute UPPER MID-WEST MUSINGS

Andy Benna of Ironwood, Mich. spent a couple of days in the Twin Cities shopping for equipment for his route and also spent some time picking out the latest in hit tunes for his juke boxes. . . . Jack Backus of Jamestown, N. D. brought his missus along with him on a shopping trip to the Twin Cities and while in town the Backus' visited with friends. . . . Mr. and Mrs. Bob Aherin of La Moure, N. D. decided to take a couple of days off and came to Minneapolis. When they got to town they found out that they were staying at the same hotel as the Backus's. They got together and made the rounds of some nite spots. . . . Leo Hennessey of Rochester, Minn. is expanding his route by putting out more coin operated pool tables. . . . Nate Gottlieb of the D. Gottlieb and Company of Chicago, and his son Shelly, were guests of Harold Lieberman at the Minnesota-Illinois football game. The weather was wonderful. Minnesota edged Illinois 16-13 in a very exciting game. Nate took his son around and showed him his old haunts from his boyhood days in Minneapolis. . . . Others who took in the football game were Gabby Cluseau of Grand Rapids, Minn., Iz Alpert of Duluth, Minn., and Phil Moss of Des Moines, Iowa. . . . Our sincere condolences to the family of Gerald Finsky of Duluth, Minnesota. Gerald, age 35, was killed in an auto accident on Saturday October 20th near Bemidji, Minn. The funeral was held in Duluth on Monday October 22. Gerald was associated with his father in operating a cigarette vending route.

### Chi Bowling League

CHICAGO—Decca Records started off the evening by sweeping 3 games from Singer One-Stop. Decca's Frank Tutomase came up with a sizzling 599 to break the league's season record, as well as placing high for the evening. Harry Julian's 498 was high for Singer.

Western Automatic took 2 from M.S. Distribs. Bill Nyland's 473 was high for Western and Al Kalmin was high for M.S. with 450.

Coven Music won 2 from Star Music. Jerry Shuman placed high for Coven with a 477 score. Hank Sochacki came through for Star with 457.

Coral Records took 2 from B & B Novelty. Rudy Zelina was high for Coral with 539 and Marino Pieroni's 509 was high for B & B.

ABC No. 1 swept two from Paschke Phono. Al Rice's 582 and Morrie Pomerance's 555 were high for ABC. Ray Gallet with 565 and Bobby Gallet with 536 were high for Paschke. Paschke's Carol Prees was high for women with her score of 465.

Galgano Distribs won two from Atlas Music. Ed Teske's 528 and Tony Galgano's 511 were high for Galgano. Atlas's Bud Hofert brought in the high score of 514.

Walter Oomens won two from ABC No. 2. Johnny Oomens was high with 478. Les Taylor's 477 was high for ABC.

Mercury Records swept all three from Gillette Distribs. Mel Jones was high for Mercury with 474. Bob Holl's 484 was high for Gillette.

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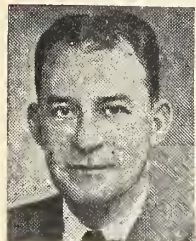
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Wurlitzer Distributor



# Through The Coin Chute

## CHICAGO CHATTER

New games spark optimism as this "Quarterly Export Edition" of The Cash Box goes to press. Distrib sales reported up sharply as all factories supply the best products coinmen have ever seen. All latest releases incorporate novel ideas, mechanical innovations, modern design, colorful cabinets and backgrounds. Result: new games faster, smoother, rugged. They attract, hold players as they click on location. "Right now," stated one exec of a leading mfr., "operators can make more money than ever before with the numerous kinds of equipment made available to them these past few weeks. And there's more coming." . . . Bill Gersh writes from Paris that The Cash Box' leadership thruout Europe "very pronounced and outstanding. All importer-distrib use it constantly. Juke Box ops program from it. Record people, artists, radio and TV go by it. The Cash Box is the price book of all Europe." (These are facts, folks. Advertisers can verify by contacting any or all European coinmen.) Bill to visit with Paul Hunger, AMI London rep., in Geneva on Tues., Oct. 23.



WAYNE BRADFELD

"Telephonitis" Bill O'Donnell at Bally, entertaining Lou Morris, St. Looie, and Ed Heath, the Georgia Peach from Macon. Advises Bill, "Big Show' going stronger today than four weeks ago." . . . Wayne "Brad" Bradfield advises Rock-Ola's Regional Distributor Service Schools were all a grand success. Among distrib in town for the Chi. schools (Oct. 22) at the Graemere Hotel were: Archie LaBeau, St. Paul; Jack Rosenfeld and Al Langer, St. Louis; Ed Gilbert, Bloomington; Al Dixon, Memphis; Hy Branson, Louisville; Frank Fabiano, Buchanan. Representing the Engineering Dept. was Don Rockola. Art Janacek, parts dept., acted as host to crowds of distrib personnel. Kurt Kluever and Les Rieck on hand to help. Held over in N. Y. were Ed Ristau and Jack Balabash, who stayed to attend 19th Anniversary banquet of Music Operators of N. Y. as guests of Art Aaron and Al Herman. . . . Jack (Jock MacNic) Mitnick, big desk at United loaded, claims he's busy from morning till night setting up an organization.

Sam Lewis, Exhibit, had a twinkle in his eye when he said, "The only complaint I got about 'Jungle Gun' was from Hank Tronick, calling from Minthorne in L. A. to raise Cain about not getting more and more of 'em." Added Sam, "Elvin Ainsworth Steele Distributing, phoned from Houston to report our new gun is a tremendous success in his locations." . . . Alvin Gottlieb advises that long, long ago the Gottlieb Family recognized big potential in exports. "Today," says Alvin, "the export market is very important and the future unlimited", adding, "foreign buyers are extremely particular about games they buy, discerning in their choice of sources, and pick equipment with judgment." Nate Gottlieb needed no excuse last week-end to take big, 14 year old son Shelley to watch alma mater U. of Minn. play football. . . . "Reception and turn-out tremendous!" report Art Garvey and Paul Calamari, after showing Bally's new game, "Balls-a-Poppin'" at Scott-Crosse showrooms in Philly. . . . Ted Rubenstein, Marvel, advises he's "really going to town on replacement plastics, especially for Wurlitzer 1250 and 1400." . . . Sorry to hear of death of Bud Lieberman, well-known Chicago op.

Bill DeSelm enthused as a man can get as he reports "overswamped with orders, reorders and triple orders." Referring, of course, to United's new "Pirate Gun". Al Thoeke doing about everything in the way of service, goodwill and sales on his trip to Des Moines, Omaha, K. C., and St. L. "John Casola," said one coinman viewing John's pic in Chi. Chatter, "looks like Jack Dempsey in his prime." . . . Avron Gensburg, Ralph Sheffield and Al Warren all smiles as they hear nothing but good reports on Genco's new "Davy Crockett" from visitors Al Simon, N. Y. and Dave Rosen, Phila. Al put it this way: "If it's made by Genco, it's got to be good." . . . Phil Weinberg in St. Looie on Bally biz this past week. . . . Paul Huebsch and John Conroe busy and bustling at big Keeney plant as they step up line production on vendors. Bill Coan reported keeping wires hot from Philly, "Where hot cakes are selling like Keeney's vending machines." Meanin' those Hot Coffee-Hot Chocolate, Soup and Cookie vendors.

Note to "20 Year Club" members: Nov. 1 is last day for votes to elect "Most Outstanding Coin Machines Man of 1956." . . . Art Weinand advises he is shipping loads of Williams' products by boat direct from Chi. to European ports. "Sometimes gets there faster that way," states Art. . . . Herb Jones at Bally, working hard and steady on those forceful ads and sales promotion ideas. . . . According to Gil Kitt and Joe Robbins, Empire enjoyed one of those extra-busy weeks when visitors come in from all around the nation. "It was a hectic week of buying and selling," declared Joe, adding, "Good thing we had a flock of phonos and games on hand." Jack Burns helped the bizboom by phoning a record number of orders in from Michigan. . . . Ben Coven advises B&K decided on Wurl. 2000 to supply music, background and display in local theatre lobbies and stages when contestants initiate Elvis Presley to win prizes. Herb Bidenkap, after working hard all week, reported working even harder on day off fixing up his new home.

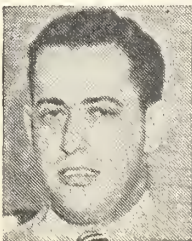
Jack Rosenfeld from St. Looie in town being entertained by Ed Levin. Jack took one gander at ChiCoin's new game, "Championship Bowler". Said he to Ed, "Send me the very first shipment." Sam Wolberg and Sam Gensburg took turns talking to Mort Secore on the phone, telling him to "keep up the good work." . . . Atlas "Weekly Service School" well received, advise Harold Schwartz and Nate Feinstein. "Attendance getting bigger," they say, "as more of the boys are signing up." . . . Only thing changed about Joel Stern, back at World Wide



RALPH SHEFFIELD



JOE ROBBINS



SAM LEWIS

# America's Leading Export Specialists

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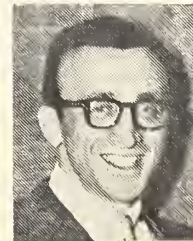


JACK MITNICK

At Standard-Harvard, Jerry Kuklin and Barney Barnas starting early to prepare for NAAPPB. They'll feature "Grandpappy" the 100 year old Metal Typer that still works perfectly. . . . George Kozy, sales mgr. at ABT, mighty busy with some "Hush Hush" products soon to be unveiled. . . . John Frantz advises, "No complaints about business here." John says he has his busy machine shop all lined up for production into early 1957. . . . Mike Detzek, Champion Dist., enthused over his two new pool table conversions "Obstacle Pool" and "Pyramid Pool." Mike designed them himself, says reason they're selling so hot is he knows what ops want from studying what players want.

HAPPY BIRTHDAY THIS WEEK TO: Douglas De-trick, Auburn, Ind. . . . Arthur Lavoie, Fall River, Mass.

. . . Edward J. Betti, Union City, N. J. . . . Andy Benna, Ironwood, Mich. . . . Harvey W. Marble, North Platte, Nebr. . . . Whitney LeJeune, New Roads, La. . . . Erwin E. Barnett, Cleveland Heights, Ohio. . . . Fletcher A. Blalock, New Orleans, La. . . . Manuel Ehrenfeld, Passaic, N. J. . . . Sam C. Miller, Bowling Green, Ky. . . . Ray T. Moloney, Chicago, Ill. . . . Ralph S. Pelletier, Silver Creek, N. Y. . . . Herbert J. Perkins, Chicago, Ill. . . . Stacy L. Lewis, Cambridge, Md. . . . Everett B. Eckland, Chicago, Ill. . . . George Eckhardt, Alma Nebr. . . . William Marmer, Cincinnati, Ohio. . . . William J. Embar, Lebanon, Pa.



WALLY FINKE

from Miami Beach honeymoon, is his color. Such white teeth! Joel still seems to have as much of that ole V.V.V. as ever. Bob Wiley, road rep., in town this week trying to keep up with that ever-hard-workin' Len Micon. . . . George Jenkins doing a great job with all the many Bally products. . . . Small World Dept: Wally Finke, First, drops in to see his first movie in 6 months. Finds two seats in packed house. Fellow taps him on shoulder, asking, "Are you sure those seats are good enough for you?" Wally turns 'round to find tapper none other than partner Joe Kline. . . . At All-State, Vince Shay saddened by sudden death of brother Robert, who was stricken by heart attack in downtown Chi. Grant Shay happened to be visiting Vince when the news was called in.



ALVIN GOTTLIEB

WORTH REPEATING: He who doesn't advertise is like a man who winks in a dark room. He knows what he's doing but nobody else does.

"It's What's in THE CASH BOX That Counts"

*the highest rated 5-Ball today*

**PROVED**  
by Long-Run **PROFITS!**

*Another FIRST*  
**FEATURE by Williams**  
National Slug Rejector is standard equipment ON ALL WILLIAMS 5-BALL GAMES!

**Williams FUN HOUSE 4-PLAYER**

**NOVELTY or REPLAY**

- ★ Bonus Scoring ★ High Scores
- ★ Multi-Tilt Feature permits player to continue playing in turn if one player tilts game!

**NEW** Trap Door Feature scores "BONUS" and "Mystery Special"

The "Forward Look" in Cabinets

**new** smooth-as-silk Ball Shooter!

**NEW** SCORE CARD HOLDER!  
**NEW** OPERATOR CARD HOLDER!

1 to 4 can play

Twin Chutes at slight extra cost

- Plated Cigarette Holders on siderails!
- Chrome Cabinet Guards Around Flipper Buttons!

**\* ADJUSTABLE** to 3-4- or 5 ball play!

**Write** Dept. C FOR NEW PARTS CATALOG

**Williams MANUFACTURING COMPANY**

**CREATORS OF DEPENDABLE PLAY APPEAL**  
4242 W. FILLMORE ST. CHICAGO 24, ILL.

# Through The Coin Chute

## CALIFORNIA CLIPPINGS

Fast breaking hit records sparked business along Pico Boulevard this week. Records seem to be taking off and getting into the hit class during their first week of release, making it necessary for the operators to stay on top of them to have the best possible releases on their machines. . . . At Sierra Distributors, Frank Davis was saying that the Rotation Pool Conversion Kit has met with such great success that they are having difficulties manufacturing them fast enough to meet the demand of the operators. Frank added that the Kit has helped rejuvenate the pool game business. Wayne Copeland receiving very good sales reports from Ed Wisler in San Diego and Pete Ley in Bakerfield and San Joaquin Valley. Wayne says that the success of the fifty-cent play has created an even greater demand for the Wurlitzer "2000" phonograph. . . . Jack Simon is entertaining his nephew, Melvin Simon, and his wife, Harriet, who are visiting from Chicago. . . . Ray Millhizer, Las Vegas operator, has taken time off from his route to go deer hunting. . . . At Wm. H. Leuenhagen & Company everyone returned to their jobs looking rested and tanned. Bill Leuenhagen joined Bill Harrison and Bernie Joseph, of the shop, on a week-end fishing trip to Ensenada where they made a great haul of yellow-tail. Irma Herman, Leuenhagen's bookkeeper, spent her vacation taking it easy at home. Mary Solle was saying that she wished business would slow up at Leuenhagen's Record Bar so that she could join the "privileged few" and take a slow boat to China. Mary believes that Imperial Records has a hot one with Bob Winn's "Goin' Home". Kay Solle says that Ella Fitzgerald and Louis Armstrong's "Can't We Be Friends" on Mercury has taken off with the operators. . . . Lewis Germany, Santa Ana operator, enjoying some fishing the past two weeks.

Hank Tronick returned to Minthorne Music Company after attending the Seeburg Service Schools that were held in San Bernardino, Bakersfield, San Diego and Long Beach to find his desk piled high with orders for the Seeburg "200" phonograph. Hank says the reaction of the operators has been overwhelming. . . . Bill Yedlin, Los Angeles operator, has again returned to his favorite hunting grounds in Utah for a two week deer hunting trip. . . . Royal Machine Company's new accessory unit for adapting Seeburg 100 and 200 play phonographs to fifty-cent play arrived at C. A. Robinson & Company. Charley Robinson was very enthusiastic about this unit and its simplicity and easy installation. Charley says it can be installed on a location in thirty minutes for either five or ten cent play. Al Bettelman reports that United's "Handicap" shuffle game and "Pirate Gun" rifle alley have arrived at Robinson's and have created quite a stir with the operators.

Don Blocker, Hart Distributors, dropped by Norty's Music Center to play the Hilltoppers' new release of "No Regrets" on Dot for Norty Beckman. Norty reports that the mail order business continues to grow and keep everyone busy. Norty is worried about developing a "cauliflower ear" taking all the phone-in orders he is receiving on the telephone. Ann Marinez believes that "A Rose And A Baby Ruth" by George Hamilton IV will be a big one for ABC Paramount. Jan Graham says that "Slow Walk" by Sil Austin on Mercury has started taking off with the operators. . . . Marshall Ames reports that "Davy Crockett", Genco's new rifle gallery, has proven very big in sales since its arrival in the showroom at Badger Sales Company, Inc. Max Chesler reports to Bill Happel that sales are on the increase for the new AMI "G200" phonograph in the San Bernadino area. . . . Ed Wilkes reports that the Rock-Ola "120" phonographs keep rolling out of Paul A. Laymon, Inc. Jimmy Wilkens says that he is keeping himself busy handling the orders for used equipment of all types. . . . Sammy Ricklin and Gabe Orland took a number of operators for a tour of the new home of California Music Company. The opinion of all the operators was that Sammy and Gabe should have the most complete and up to date one-stop in the country. The building with its contemporary design and feeling is a great tribute to Pico Blvd. Betty Williams reports that Ray Heindorf's release of "Giant" on Columbia is taking off with the operators.

**WORTH 3 TIMES MORE!** **GUARANTEED!**

**COMCO** • WALL .. \$11.95  
• CORNER .. 15.95  
**SPEAKERS** • CEILING .. 11.95

It's the "BALANCED Tone"

**COVEN MUSIC CORP.**

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Seeburg M100R \$765  
Rock-Ola 1446 545  
Wurlitzer 1800 825  
Wurlitzer 1700 595

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MUTOSCOPE'S  
**ROCK 'N ROLL**

(5-Ball Skill Game)  
New—In Original Crates, **\$97.50**  
While They Last

**NOW DELIVERING!**

**WURLITZER** model "2000"  
**UNITED** "HANDICAP SHUFFLE"  
"PIRATE GUN"

Will make exceptionally inviting deal on M-100B's and 1700's against purchase of Wurlitzer "2000".

1/3 DEP., BAL. C.O.D.  
Call CHickering 4-5050

**YOUNG**  
DISTRIBUTING CORP.  
177 Seventh Ave., New York, N. Y.  
Wurlitzer Distributors

## "20 Year Club" New Members

CHICAGO—The following new members were added to The Cash Box "20 Year Club" this past week:

- George D. Sax, Chicago, Illinois—20 years
- Alfred W. Adickes, Hamburg, Germany—20 years
- Rose M. Bennett, Toledo, Ohio—20 years
- George E. Milburn, Scottsbluff, Nebraska—21 years
- Martin W. Baskow, Collingswood, N. J.—24 years
- Wanda Rheume, Detroit, Michigan—20 years
- Urban Thieman, Chrisney, Indiana—23 years
- Harry Gaston, Longbeach, Mississippi—20 years

Applications for membership in the "20 Year Club" should be mailed to: The Cash Box, 32 West Randolph Street, Chicago 1, Illinois.



# Through The Coin Chute

## WEST TEXAS TINGLES

And the rains came—but too late to do anything but damage. Rains fell generally all over west Texas and the South Plains this week with amounts up to ten inches being measured in some sections, but this being the harvest time, most farmers would have liked to see it wait until all the crops were in. However there wasn't too much complaining since the stock tanks were filled and there will be some grass before the frost comes. . . . Gene Turnbow, Stamford, coming in late from his route. . . . M. T. Cornelius, Abilene, out checking. Mrs. Cornelius staying in the office in the absence of Peggy Alcott, who took a few days off. . . . R. M. Kell, Balenger, has gone back to servicing his route since his son moved to Dallas. Mrs. Kell running the office. . . . Carl Adams, San Angelo, sweating out the local option election and holding his fingers crossed. . . . Buster Hukel, San Angelo, setting new equipment for his good friend, Chick Humphries. . . . Jenny Roberts, San Angelo, telling about all the fun she has had fishing lately. . . . Pano Karr, San Angelo, working hard these days. . . . Owen Carnes, Big Lake, taking his wife with him to check locations. He reports the oil boom there slacking off some now. . . . W. E. Mooney, Ft. Stockton, keeping his good friend, Cowboy, up late at night. Between the two of them, they can get a lot of work done. . . . J. C. Stubbelfield, Pecos, having the rare pleasure of eating a meal with his family. . . . Dan Daniels, Pecos, reports that his little son is up and back in school now. It was feared for a while that he might have polio. . . . Joe Nuntz, Pecos, and his service-man, Archie, doing double time checking locations. . . . Bill Shuman, Carlsbad, has sold his music route to Lee Rice of that city. Rice says he is fascinated with the coin machine business and plans to do a good deal of expanding in the near future. . . . George New, Glenn Stanfield and Shorty Marcom working late at the shop in Hobbs.

"It's What's in THE CASH BOX That Counts"



# GOTTLIEB'S 4 PLAYER

# Register

Featuring...

## NEW RUN-UP BONUS

Lower Hole Scores Regular Bonus; Upper Hole Runs Bonus All the Way to the Top Then Back Down Again Adding to Super High Score

- \* High Scores Go Over 1,000
- \* Bulls-eye Targets Score 60 Points For Center Hit
- \* Lite-up Pop Bumpers and "Cross-Board" Cyclonic Kickers
- \* Attractive "Wide-View" Lite Box
- \* Adjustable 3 or 5 Ball Play
- \* Available with Twin Chutes
- \* Plus Many New Mechanical Features For More Efficient Operation

Subject To AMUSEMENT Tax Only!

**Amusement Pinballs**  
*as American as Baseball and Hot Dogs!*

## D. Gottlieb & Co.

1140 N. Kostner Ave. • Chicago 51, Illinois

# BUY THE BEST... WE DO...

### ALL GAMES RIGHT FROM LOCATION IN WORKING ORDER

Williams SUPER PENNANT	\$ 84.50
Williams KING OF SWAT	265.00
Bally SPACE SHIP	225.00
Bally BEACH CLUB	30.00
Bally VARIETY	115.00
Bally BRIGHT SPOT	25.00
Bally ROCKET	100.00
Bally JET	100.00

WRITE - WIRE - PHONE TODAY!  
We are exclusive factory distributors for:

**BALLY-WILLIAMS-ROCK-OLA**  
**LAKE CITY AMUSE. CO.**  
4533 PAYNE AVE., CLEVELAND, O.  
(Tel.: HE 1-7577)

### Westchester Area Ops Invited to Atlantic N. Y. Corp. Luncheon

NEW YORK—Meyer Parkoff, Atlantic New York Corporation, this city, has issued an invitation to music operators thruout the Westchester area, on behalf of his own firm and the J. P. Seeburg Corporation, to attend a luncheon meeting at the Roger-Smith Hotel, White Plains, N.Y., on Thursday, November 1. Meet will take place in the Oak Lounge, and will start at 12:30 P.M.

"We have an important message to bring the music operators concerning the future of our phonograph business" said Parkoff.

Jack Gordon, district manager for the Seeburg firm, will address the operators. "The talk will be on an interesting phase of our industry", stated Gordon, "and will be of mutual interest to all in the music machine business."

### Vendors Built Into Wall of Supermarket

EAST PATERSON, N.J. — The Grand Union Company, one of the nation's largest operators of supermarket chains, is using a battery of coin operated vending machines in its newest and largest store in the Elmwood Shopping Center, this city. Eight machines are built into the front wall of this market "to give the

### ATTENTION OPERATORS! See Three Great MONEY MAKERS on Display

AT THE SHOWROOM OF INTERNATIONAL SCOTT CROSSE COMPANY

*Bally and only Bally offers You*

**THREE SMASH HITS AT THE SAME TIME!**

★ BALLY BIG SHOW ★ BALLY DELUXE ABC BOWLER

and NOW the Sensational New 5 Ball Pin Game

★ BALLY'S BALLS-A-POPPIN

with the new and exciting Score-Booster feature "WILD BALLS".

Exclusive dist. for Bally in E. Pa. and Rock-Ola in E. Pa., S. Jersey and Del.

INTERNATIONAL SCOTT CROSSE COMPANY  
SCOTT CROSSE COMPANY

1423 Spring Garden St., Phila. 30, Pa.  
Rittenhouse 6-7712

Branch 819-821 Lackawanna Ave.  
Scranton, Pa.

### ROTATION BALL OWNERS!

The New Top. Designed Exclusively for Rotation Pool. The Only Game for Balls Numbered 1-5 Red and 1-5 White or 1-10.

### PYRAMID POOL

Our PYRAMID POOL consists of a Brand-New 32x48" Novoply Board with four holes, live bumpers, screened top-grade Billiard Cloth, complete with instruction card. Fits all conventional ball returns. Specify #1-5 or #1-10.

**\$29.95**  
EA.

Rotation Balls #1-5 Red and White Phenolic Resin, or #1-10 Phenolic Resin. Per Set **\$12.50**

**SPECIAL DEAL:** A Pyramid Pool Game Top, new Rails, a set of Rotation Balls, either #1-5 or #1-10 Red & White, and four Brunswick Cue Sticks. All for \$55.00.

We have NINE different pool game tops in stock. We also carry a full line of supplies for all Pool Games, Juke Boxes, Pinballs, Shuffle Games and Telequiz. Write for price list.

**Champion Distributing Co.**

3833 W. DIVISION ST.  
CHICAGO 51, ILL.  
Phone: Albany 2-3272

## KEEP YOUR EYE ON THE EXHIBIT SUPPLY CO.

forgetful shopper a second chance to buy merchandise". Patrons can now buy items after the market is closed. The machines are stocked with milk, eggs, bread, margarine, frozen fish and meats, coffee, tea and cold cuts. Each machine is equipped with a change maker.

"It's What's in THE CASH BOX That Counts"

*It's  
a Gun!  
It's  
a Winner!  
It's  
by GENCO!*

**DAVY CROCKETT  
MOVING TARGET  
RIFLE GALLERY**



SEE YOUR GENCO  
DISTRIBUTOR TODAY!

**GENCO**  
MFG. & SALES CO.  
2621 N. Ashland Avenue  
Chicago 14, Illinois

**US GALS**

By CISSIE GERSH

I have written many items in the "US Gals" columns about the wonderful and charming women we have in our industry in the United States. I would like to devote this column to the Gals of Europe as I have met them up to now. I would also like to tell all you gals who contemplate a European trip (and I hope real soon) not to worry about being lonely. As long as you are some way connected in the music or coin machine industry you will always find a gracious friend.

Let me start with London, England, my first stop. I had the pleasure of meeting a beautiful and lovely lady, the wife of Marcel Stellman. You will love Jean Stellman the minute you meet her. We enjoyed a wonderful dinner at the Stellman home in the true English tradition. Jean is not only good to look at but her cooking was just as good to eat.

We next met two very lovely, ladies Brenda Shack and Barbara Mark. Their husbands are in the juke box business and these little ladies are indeed an asset to the business in many respects. We had a wonderful dinner in one of the finest restaurants in London. So far, as you see, the women are charming, pretty and gracious.

Our next stop was Copenhagen, Denmark. This is the city for silverware and China. Don't miss buying some of that beautiful Royal Copenhagen China. You will just drool, and wish you had never bought that expensive set in the States. In this charming city, where all the women go shopping on bicycles, I had the good fortune to meet Ruth Hamburger. She is charming, well poised and made me feel very welcome. After a wonderful dinner we went to the Hamburger's beautiful home for demitasse.

We then traveled to Hamburg, Germany. Here I meet Kaila Addickes and after a half hour of conversation with Kaila we felt like long lost cousins. Kaila is undergoing a tonsillectomy and by the time she reads this column I do hope she has fully recovered. We are expecting Kaila and her husband Alfred Addickes in the United States in April when they will celebrate their 25th Wedding Anniversary. We are now preparing to continue our flight, and will continue this column in a later issue.

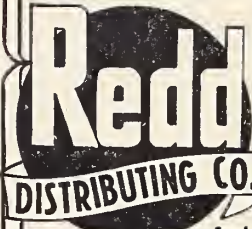
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MIDGET MOVIES (With film)	135	POOL TABLES	\$50 up
UNITED CLIPPER	315	LATE GUNS	\$100 up
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**Atlantic N. Y. Corp. To Honor Music  
Ops Assn. 19th Anniversary With  
Open House Party**

NEW YORK — The organization and membership of the Music Operators of New York will be honored on its 19th Anniversary by Atlantic New York Corporation, this city, Seeburg distributors here.

Meyer Parkoff will run an open house party for the association membership on Tuesday, October 30 at its quarters on 10th Avenue and 56th Street. Party will start at 2 P.M. and will run until 8 P.M.

"As the association is holding its general membership meeting on this night" said Parkoff, "we are inviting music operators to come to our building that very same afternoon or even-

ing. We will close up the party at 8 P.M. so that everyone can then walk a few short blocks for their membership meeting. A buffet meal and refreshments will be available during the afternoon and evening.

"Operators attending our party can reap some profit as well as having a good time", pointed out Parkoff. "Those operators attending will be able to buy parts at a 20% discount. We will also give away a number of very attractive door prizes."

Seeburg phonographs will be on display, as will the games of Gottlieb and Williams.

**Sterling Welcomes Senator**



SCRANTON, PA. — Ben Sterling, Jr., well known coinman here, and owner of the arcade located in Rocky Glen Park, Moosic, was part of a welcoming committee on Senator Joseph Martin's arrival in this city.

Pictured above is the committee greeting Senator Martin (third from left). Shaking the Senator's hand is Congressman Joseph L. Carrigg of Lackawanna County, and Sterling is looking on (fourth from left).

**N. Y. Amuse. Ops to  
Meet Nov. 1**

NEW YORK — The Associated Amusement Machine Operators of New York will hold a general membership meeting on Thursday night, November 1, at the Henry Hudson Hotel, this city.

Meet will start at 8 P.M. in the West Room.

"It's What's in THE CASH BOX That Counts"

Back In Production By Overwhelming Demand!!

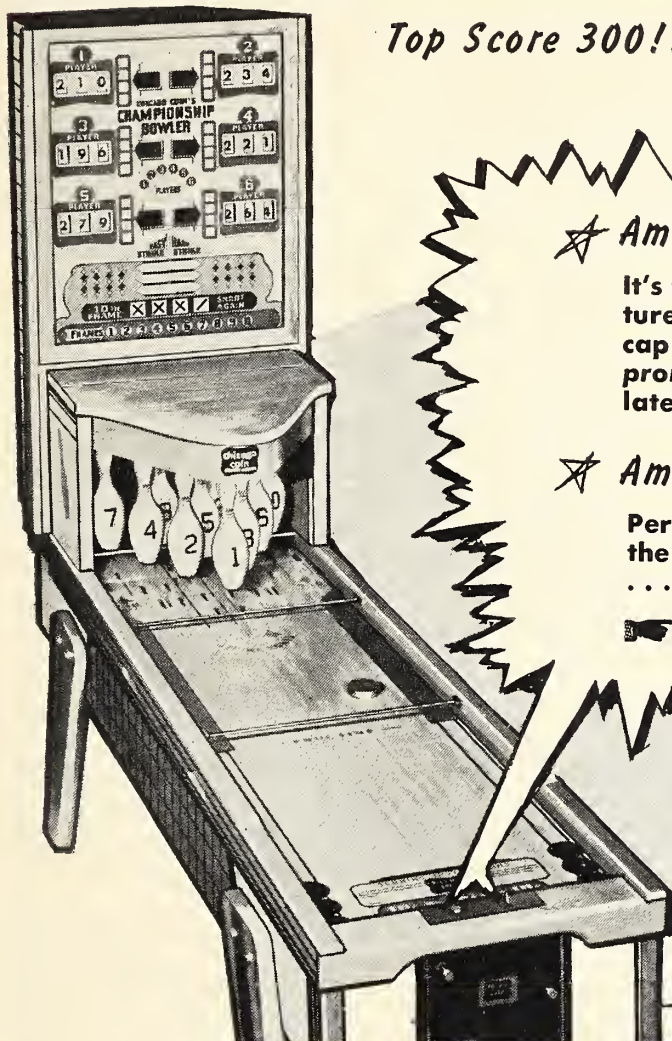
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# CHAMPIONSHIP

REGULATION BOWLER...

Scores According To ABC Rules...

Top Score 300!!



★ Amazing New Player Control "Scoring Handicapper!"

It's the only regulation bowler with an authentic handicap feature... each player before shooting the first frame may handicap his score same as in real league bowling! (This feature promotes the setting up of individual location leagues to stimulate exciting play!)

★ Amazing New Player Control "Strike Selector!"

Permits player to set game for Easy or Hard strikes simply by the flip of a switch. (Makes good scorers out of poor players... better scorers out of good players)

➡ Available In Both Regular and Super Models!

★ New High Speed Scoring!  
No Waiting Between Shots!

★ 1 to 6 Can Play!

★ Jumbo Pins... Giant Puck!

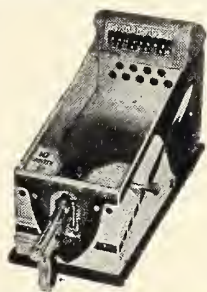
★ Equipped With National Slug Rejector!



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Target  
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1956  
Model



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1940 W. LAKE STREET CHICAGO 12, ILL.

(Tel.: Taylor 9-2399)

Full Line of Parts at all times. Repairs and Reconditioning on all A.B.T. equipment.

## Robertson Joins Huber as Sales Rep



F. C. "RED" ROBERTSON

SAN FRANCISCO, CALIF.—Walter Huber of Huber Distributing Company, this city, announced this past week that F. C. "Red" Robertson

has joined the Huber organization as sales representative.

"Robertson is well known to all the industry in Northern California. His extensive knowledge of the phonograph end of the coin machine business, and his many years of experience in games and vending machines will enable him to be of outstanding help to operators in the territory," said Huber.

"Red" started his career in 1936, selling and servicing a route of cigarette machines. In 1944 he began selling coin operated phonographs, and is today considered one of the most capable and thoroughly informed men in that end of the business.

Huber stated, "All the operators affectionately call him 'Red'. They have a great deal of respect for his ability and judgment. We are very pleased to have him represent us in the northern half of California."

Huber Distributing Company is exclusive distributor for AMI.

NOW DELIVERING!

The Most Sensational  
Novelty Game in Years

Bally's

"BALLS-A-POPPIN'"

**RUNYON**  
SALES COMPANY

Factory Representatives for:

AMI, Inc., Bally Manufacturing Co.,

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"Only those records best suited for commercial use are reviewed by THE CASH BOX"

## CLASSIFIED ADVERTISING SECTION

## WANT

WANT—Highest cash prices paid in Middle West for Beach Beauties, Broadways, Night Clubs and Big Times. Also want Bowling games with flashing lights. T & L DISTRIBUTING CO., 1663 CENTRAL PARKWAY, CINCINNATI 14, OHIO. (Tel.: MAIN 1-8751).

WANT—Late Model Seeburg, Wurlitzer, Rock-Ola and AMI Phonographs for cash. Write or wire. WESTERN DISTRIBUTORS, 3126 ELLIOTT AVE., SEATTLE 1, WASH. (Tel.: GARfield 3585).

WANT—45 RPM Records, new or used. No quantity too large or small. Highest prices paid. Write stating quantity on hand. TONY GALGANO, GALGANO DIST. CO., 4142 W. ARMITAGE, CHICAGO 39, ILL. Tel.: Dickens 2-7060.

WANT—Bingos and Gottlieb 5-Balls for resale. 100 Records Seeburg 45 Hidden Units. Send Prices. H & H MUSIC AND DISTRIBUTING, 1626 THIRD AVE., MOLINE, ILL. (Tel.: 4-6703).

WANT—Seeburg B's. DAVE LOWY, 592 TENTH AVE., NEW YORK, N. Y. (Tel.: Chickering 4-5100).

WANT—Bally ABC Bowlers, new or used—for cash or will trade for Bingos or Pool Tables. MONROE COIN MACHINE EXCHANGE, INC., 2423 PAYNE AVE., CLEVELAND 14, OHIO. (Tel.: SUPERior 1-4600).

WANT—Your used or surplus records all speeds. 45's our specialty. We buy all year round and pay top prices. No lot too large or too small. No more than 10% blues. We pay freight. BEACON SHOPS, 821 NO. MAIN STREET, PROVIDENCE, R. I. (Tel.: Union 1-7500).

WANT—Phonographs 45 RPM, Bally Bingo Games, for resale. Quote condition and lowest cash prices. HASTINGS DISTRIBUTING CO., 6100 WEST BLUEMOUND RD., MILWAUKEE 13, WISC. (Tel.: BLUEmound 8-6700).

WANT—To Trade Five United ABC Bingos and Two Gottlieb Bowlette Games for Seven Mills or Rock-Ola Low-Boy Scales. CASEY JONES & CO., 332 SO. JENNINGS AVE., FORT WORTH 4, TEXAS.

WANT—Used records, 45's or 78's. All types—Pop, Hillbilly, Blues. We buy year round, any quantity. We can provide shipping cartons if needed. Write or phone. JALEN AMUSEMENT CO., INC., 14 E. 21st STREET, BALTIMORE 18, MD. (Tel.: BELmont 5-2881).

WANT—AMI: 120 Phonographs, Hideaways, Wall Boxes, Steppers, Seeburg: 100 Hideaways, 3W1 Wall Boxes. Late Five Balls. Bally: Miami Beach, Beach Beauty and Broadway. ST. THOMAS COIN SALES LTD., ST. THOMAS, ONT., CANADA (Tel.: 2648).

WANT—Live Wire Salesman now calling on Coin Machine Trade in North Central and Eastern States to represent manufacturer of products used by the coin machine industry. Write: GRACO SALES CO., R.F.D. 1, BOX 403, ARLINGTON, TENN.

WANT—Kiddie Rides and Arcade Machines. Must Be In A-1 Shape. State Price and Condition in first letter. RELIABLE COIN MACHINE CO., INC., 184 WINDSOR STREET, HARTFORD, CONN. (Tel.: Chapel 9-6556).

WANT—Phonograph records made before 1940. Dealers or juke box stock. I will pay the highest prices. Some labels wanted are Brunswick, Vocalion, Paramount, Gennett, Melotone. JACOB S. SCHNEIDER, 109 WEST 83rd ST., NEW YORK, N. Y. (Tel.: TRafalgar 7-9147).

WANT—Distributors for H. R. C. Records. Survey reports nine out of ten people like to hear Michael Anthony growl. Operators, D.J.'s, One Stops, Free—two Michael Anthony Records. 25c for postage and mailing 45 RPM. H. R. C. RECORDS, 2145 HOLLYWOOD WAY, BURBANK, CALIF.

WANT—Mutoscope Drive Mobiles, All Types of Arcade Equipment. State Type, Quantity and Best Price. J. ROSENFELD CO., 4701 WASHINGTON BLVD., ST. LOUIS 8, MO. (Tel.: FOrEst 7-6730).

WANT—1 Seeburg M100R. Quote best cash price. REDD MUSIC CO., 225 MAPLE ST., LAUREL, MISS. (Tel.: 2148).

WANT—Used Records. Highest prices paid for 78's and 45's. No quantity too large or too small. We buy brand new LP's (33-1/3 RPM) in quantity. Write or phone. FIDELITY DISTRIBUTORS, 666 10th AVE., NEW YORK 36, N. Y. Tel.: JUdson 6-4568.

WANT—Music: Seeburg 100-A's, BL's, C's; R's; Wurlitzer 1700's, 1800's. Pinballs, all late Gottlieb. Arcade and Bally Bingos. Write stating price and quantity in first letter. BELGIUM AMUSEMENT COMPANY, LTD., 3126 TYSON AVE., PHILADELPHIA 49, PA. (Tel.: DEvonshire 8-6931).

WANT—AMI 80 & 120 Selection Wall Boxes. Cash Waiting. MILLER-NEWMARK DISTRIBUTING CO., 42 FAIRBANKS ST., N.W., GRAND RAPIDS 2, MICH. (Tel.: 9-8632—9-6047).

WANT—Literature on any type of coin machine—Merchandising, Amusement, Skill, Rides, Music—anything that takes a coin for any purpose. WITHAM ENTERPRISES AND ASSOCIATES, 20-22 CUNNINGHAM AVE., GLENS FALLS, N. Y.

WANT—United Regulations and Bally ABC Bowlers for cash or will trade for Bingos or Pool Tables. CLEVELAND COIN MACHINE EXCHANGE, INC., 2029 PROSPECT, CLEVELAND 15, OHIO. (Tel.: TOWer 1-6715).

WANT—Attention Operators: Spot cash paid for all type used music machines. List equipment and price in first letter. GABE FORMAN, SANDY MOORE, INC., 240 E. MERRICK ROAD, FREEPORT, L. I., N. Y. (Tel.: MAYfair 3-2472, 3 and 4).

WANT—Route wanted. Will pay cash for large route—music—games—rides—midget movies. All information strictly confidential! POST OFFICE BOX # 364, c/o THE CASH BOX, 26 W. 47th ST., NEW YORK 36, N. Y.

## CLASSIFIED ADVERTISING SECTION

WANT—Used regulation Pool Tables. All makes. State quantity and price in first letter. GEORGE PONSER Company, 123 W. RUNYON ST., NEWARK, N. J. (Tel.: BIGelow 3-7422).

## FOR SALE

FOR SALE—Big Time, \$190; Variety, \$110; Gayety, \$85; Pixie, \$225; Starlet, \$250; Stardust, \$310; United Super Shuffle 6 Player Alley, \$60. One Third Deposit. Balance Sight Draft. GENERAL DISTRIBUTING CO., 1609 ORLEANS AVE., NEW ORLEANS, LA. (Tel.: TUlane 6729).

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 AMI, D. Gottlieb, ChiCoin, J. H. Keeney. STATE MUSIC DISTRIBUTORS, INC., 3100 MAIN ST., DALLAS, TEXAS.

FOR SALE—Slate Tops for Pool Tables; Fibre Glass Cue Sticks; "300" Shuffle Alleys with authentic scoring. Also factory reconditioned Shuffle Alleys, Income Producer. Tournament Kits; Guns; Arcade Equipment. Write for lowest prices. WEST SIDE DIST. CORP., 612 TENTH AVE., NEW YORK, N. Y.

FOR SALE—Beach Clubs, \$25; Tahities, \$25; Tropics, \$25; Rio's, \$25; Atlantic Cities, \$15; Frolics, \$15; Coney Island, \$10 ea. We have 100 of these machines altogether. Write: PENNSYLVANIA VENDING CORP., 1826 E. CARSON STREET, PITTSBURGH 3, PA. (Tel.: HEMlock 1-9900).

FOR SALE—Used machines of all models, as is or shipped and ready for location. AUTOMATIC MUSIC DISTRIBUTORS, INC., 900 NORTH WESTERN, OKLAHOMA CITY 6, OKLA. (Tel.: FOrEst 5-3456).

FOR SALE—Non-warp Ply-Flex custom built Fibre-Glass Cues. Precision molded one piece construction giving accuracy, indestructibility. Won't warp, shatter, snap. Fully guaranteed against faulty workmanship, defective materials, breakage in normal use for one year. SEACOAST DISTRIBUTORS, INC., 1200 NORTH AVE., ELIZABETH, N. J. (Tel.: BIGelow 8-3524-5).

FOR SALE—Special. Bally: Dude Ranch, \$75; Double Headers, \$510; Night Clubs, \$399.50; Beach Beauties, \$295; Big Times, \$185; Broadways, \$339.50. United: South Seas, \$295; Carnival Gun, \$135. Gottlieb: Duettes, \$185; Harbor Lites, \$195. Williams: Tim-Buc-Tu, \$145. NEW ORLEANS NOVELTY CO., 115 MAGAZINE STREET, NEW ORLEANS, LA. (Tel.: CANal 5306).

FOR SALE—Records!!! 5c over wholesale, any label. Free title strips. Quick service. New accounts, token deposit with order. We also purchase surplus records new unused only. RAYMAR SALES CO., 170-21 JAMAICA AVENUE, JAMAICA 32, N. Y. Tel.: OLYmpic 8-4012, 4013.

FOR SALE—United and Chicago Coin Shuffles, 10th Frame and later models; Wurlitzer 1500's, 1400's, 1250's, 1015's; all type Bingos; Coon Hunt, as is or shipped. CANYON STATES DIST. CO., 301 E. 7th, TUCSON, ARIZONA. (Tel.: 3-8688).

FOR SALE—If you don't like wall-boxes—if you are dissatisfied with the small return they bring, then you will be interested in "Jukette". "Jukette" is something new. Every music operator should find out about "Jukette". Your name and address on a post card will bring full details. "Jukette" will be available soon through your local distributor. No juke box operator can afford to pass up the profit potential with our "Jukette" auxiliary music console. Franchises available, distributors' inquiries welcome. SHELDON SALES, INC., 881 MAIN ST., BUFFALO 3, NEW YORK.

FOR SALE—3W1 Chrome Seeburg Wall Boxes. Call Collect for volume prices. DAVIS DISTRIBUTING CORP., 725 WATER STREET, SYRACUSE, N. Y. (Tel.: SYracuse 75-1631).

FOR SALE—Can you afford 92c per week to get ahead and stay ahead of all competition? For only 92c per week you can have a 40-word ad in this section plus a free full year's (52 weeks) subscription to The Cash Box "The Bible" of the Coin Machine Industry." Send your Check for \$48 today plus your first 40-word ad to: THE CASH BOX, 26 W. 47th ST., NEW YORK 36, N. Y. (Phone JU 6-2640).

FOR SALE—Bowlers, Crisscross, \$125; Arrow, \$225; Hollywood, \$265; Team, \$325; Pins Super Jumbo, \$300; Shindig, \$105; Duet DeLuxe, \$265; Lulu, \$195; Jalopy, \$65; Big Time, \$295; Caravan, \$395; Miami Beach, \$295. NEW ENGLAND EXHIBIT CO., 237 WASHINGTON ST., NEWTON 58, MASS. (Tel.: DEatur 2-1500).

FOR SALE—Scoreboard (4 Player), \$295; Easy Aces, \$225; Duette (2 Player), \$195; Wishing Well, \$185; Stage Coach, \$165; Sluggin' Champ, \$175; Gypsy Queen, \$175. UNIVERSITY COIN MACHINE EXCHANGE, 858 N. HIGH ST., COLUMBUS 8, OHIO. (Tel.: AXminster 4-3529).

FOR SALE—10 Miami Beach's, \$230 ea. All have been shopped and are in A-1 condition. LEWIS & FOLLETT MUSIC CO., 180 SOUTH HOWARD ST., SPOKANE, WASH., (Tel.: MA 8585).

FOR SALE—Ready For Location. Starlet, \$425; Caravan, \$495; Gayety, \$195; Big Time, \$325; Dude Ranch, \$95; Palm Springs, \$125; Miami Beach, \$295; Hawaii, \$75; Singapore, \$50. Shuffle Alleys: Chicago Coin Feature, \$225; Chicago Coin Criss Cross, \$175; Chicago Coin Triple Score, \$150; Bally Champ, \$250; Bally Jet, \$225; Keeney Century, \$195. Brand New Pool Tables: United All Models, Write for price. Headquarters for Kiddie Rides. ASSOCIATED AMUSEMENTS, INC., 8 RUGG DR., BOSTON, ALLSTON STATION 34, MASS. (Tel.: STadium 2-4010-11-12).

FOR SALE—Broadways, \$395, and Night Clubs, \$485. Reconditioned and checked the Donan way. DONAN DISTRIBUTING CO., 5007 N. KENZIE AVENUE, CHICAGO 25, ILL. (Tel.: JUNiper 8-5211-12).

FOR SALE—It's Mike Munves Corporation for outstanding, able, reliable coverage of the Arcade Field. A single machine. A complete arcade. Parts, supplies, sundries. MIKE MUNVES CORPORATION, 577 TENTH AVENUE, NEW YORK 36, N. Y. (Tel.: BRyant 9-6677).



## CLASSIFIED ADVERTISING SECTION

**FOR SALE**—United Star Slugger Baseball, Write; United Pool Alleys (New), Write; Seeburg V-200, Write; Seeburg 100-R, \$735. **WANT**—Will pay: Seeburg M100B, \$310; Wurlitzer 1700, \$425; Wurlitzer 1800, \$525. No quantity too large. **NATIONAL NOVELTY CO.**, 183 E. MERRICK ROAD, FREEPORT, LONG ISLAND, NEW YORK. (Tel.: FReeport 8-6770-1).

**FOR SALE**—The best buy in used Bally Bingo Games. Just buy one and you will see why you pay a little more and be glad you did. Your money back if not completely satisfied. 1/3 deposit with all orders. Write or call: **ALLAN SALES, INC.**, 937 MARKET ST., WHEELING, W. VA. (Tel.: WHeeling 5472).

**FOR SALE**—All types used AMI, Wurlitzer and Seeburg equipment. Clean and shopped, or as is. Factory Distributor for Seeburg. **DICKSON DISTRIBUTING CO.**, 631 W. CALIFORNIA, OKLAHOMA CITY, OKLA. Tel.: REgent 6-3691.

**FOR SALE**—"The Cat Came Back" b/w "Stop Crackin' Peanuts". "New Wildwood Flower" b/w "Whispering Hope". "She Married The Wrong Man" b/w "Where The Idaho Potatoes Grow". "Dark As A Dungeon" b/w "My Own Sweet Darling Wife". **CROSS COUNTRY RECORDS**, 229 OUTWATER LANE, GARFIELD, N. J. (Tel.: PRescott 9-0182).

**FOR SALE**—Seeburg "C", \$525; Seeburg "B", \$395; Seeburg "A", \$200; AMI E-120 Phonographs, \$475; Wurlitzer 1800, \$775. All the above machines are clean and ready for location. **UNITED DISTRIBUTORS, INC.**, 902 W. SECOND, WICHITA, KANSAS (Tel.: HO 4-6111, 4-3504).

**FOR SALE**—Southern Belle, \$185; Gypsy Queen, \$165; Happy Days, \$65; Twin Bill, \$175; Duette, \$215; Stage Coach, \$155; Chinatown, \$55; Shindig, \$90; Miami Beach, \$210. **STARK NOVELTY CO.**, 1813 FULTON RD., N.W., CANTON 9, OHIO.

**FOR SALE**—Comco—Extended Range Speakers and Baffles. Quantity at modest prices. Engineered for heavy duty use. Satisfaction guaranteed or money will be refunded. Finished in Lined Oak, Natural or Mahogany. Packed two to a carton, \$11.95 ea. **COVEN MUSIC CORP.**, 3181-3 ELSTON AVE., CHICAGO 18, ILL. (Tel.: Independence 3-2210).

**FOR SALE**—Rock-Ola Comets, \$475; Rock-Ola 1448, \$725; Seeburg R's, \$750; Seeburg G's, \$650; AMI B's, \$125; AMI C's, \$135; AMI A, \$85. 100 Sel-Chorm Seeburg Boxes, \$65; Coney Islands, \$25; Bright Lites, \$45; Bright Spots, \$55. **H & H MUSIC AND DISTRIBUTING**, 1626 THIRD AVE., MOLINE, ILL.

**FOR SALE**—1 Rock-Ola Comet 1438, \$400; 3 AMI 120 Wall Boxes, ea. \$65; 1 AMI 120 Stepper, \$65; 1 AMI 80 Stepper, \$50; Seeburg 100 Chrome Wall Boxes, ea. \$65. Ready for location. 1/3 deposit, balance C.O.D. or S/D. **KOEPEL DISTRIBUTING COMPANY**, 629 TENTH AVE., NEW YORK 36, N. Y. (Tel.: Circle 6-8939).

**FOR SALE**—Bowlers: Chicago Coin Flash, \$110; United Yankee, \$100; Chief, \$85; Clover, \$45; Bally Mystic, \$195; Blue Ribbon, \$295; Gold Medal, \$325; Sportland Gun, \$185; Carnival Gun, \$175. **MOHAWK SKILL GAMES CO.**, 67 SWAGGERTOWN RD., SCHENECTADY 2, N. Y.

**FOR SALE**—America's finest reconditioned phonographs and music accessories. Everyone of our reconditioned machines guaranteed beautiful condition regardless of price. Tell us what you need. Get our prices before you buy. **ANGOTT DISTRIBUTING CO., INC.**, 2616 PURITAN AVENUE, DETROIT 21, MICH. Tel.: UNiversity 4-0773.

**FOR SALE**—We have a large stock of reconditioned Five Balls, Shuffle Games and Bingo. Write for list. **WESTERHAUS CORPORATION**, 3726 KESSEN AVE., CINCINNATI, OHIO. (Tel.: MONTana 5000-1-2).

**FOR SALE**—Seeburg M100 R \$695; Seeburg M100 G, \$595; Seeburg M100 C, \$495; 100 Selection Chrome Seeburg Wall Boxes, \$55; AMI Model C, \$85. **LEW JONES DISTRIBUTING CO.**, 1301 N. CAPITOL AVE., INDIANAPOLIS 2, IND. (Tel.: MELrose 5-1593).

**FOR SALE**—Wurlitzer 1500's; Wurlitzer 1250's. Ready for location or "As Is". Write for low prices. **YOUNG DISTRIBUTING, INC.**, 575 11th AVE., NEW YORK 36, N. Y. (Tel.: CHickering 4-5050).

**FOR SALE**—Reconditioned, Guaranteed, Wurlitzer 24 Record Hideaway Cellar Units, complete with Packard Adaptors, price \$80. Wallboxes, clean, \$6; Wurlitzer 1080's, \$75. **FEDOR MUSIC CO.**, c/o GEORGE THAYER & CO., 47 STATE ST., BINGHAMTON, N. Y.

**FOR SALE**—Comet, \$160; DeLuxe 5th Inning, \$200; Leader, \$150; Manhattan, \$135; Targette, \$150; Mars, \$250; Lightning, \$250; Triple Play, \$225. AMI A, 78 rpm, \$95; AMI D-40, 78 rpm, \$225; AMI E-120, \$495; AMI A, 45 rpm, \$125; AMI D-80, \$325; AMI F-80, \$650. Distributors for AMI, United and Williams. Write for jobber's price. Write, wire or phone. **CENTRAL DISTRIBUTORS, INC.**, 2315 OLIVE ST., ST. LOUIS, MO. (Tel.: MAin 1-3511) or 2805 MAIN ST., KANSAS CITY, MO. (Tel.: HArrison 1-4747).

## CLASSIFIED ADVERTISING SECTION

**FOR SALE**—Close-out! Brand New "Booster Pools" and all makes electric Pool Tables. Make us an offer. Also Wurlitzer 1400's, 1500's and 1700's. No reasonable offer refused. **RUNYON SALES CO.**, 593 TENTH AVE., NEW YORK, N. Y., or 221 FRELINGHUYSEN AVENUE, NEWARK, N. J.

**FOR SALE**—1 Genco Sky Rocket Rifle at \$300; 1 Chicago Coin Blinker Bowler and 1 Chicago Coin Bullseye Bowler at \$325 ea. **SALINA MUSIC AND AMUSEMENT CO.**, 121 NORTH SEVENTH ST., SALINA, KANSAS.

**FOR SALE**—Atlantic City, \$40; Yacht Club, \$50; Beach Club, \$55; Dude Ranch, \$65; Palm Springs, \$65; Surf Club, \$75; Gayety, \$95; Variety, \$115; United Singapore, \$45; Nevada, \$45; Tropicana, \$55; Manhattan, \$115; Triple Play, \$125. **MICKEY ANDERSON**, 314 EAST 11th ST., ERIE, PA. (Tel.: 5-7549).

**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.**, 3401 N.W. 36th ST., MIAMI 42, FLA. (Tel.: NEWton 5-2531).

**FOR SALE**—Seeburg M100-A, \$250; M100-C, \$600; M100-G, \$750; M100-W, \$725; M100-R, \$825; 3W1 Chrome, \$67.50; Wurlitzer 1800, like new, \$795; 1400, \$225; 1250, \$150; 1100, \$85; AMI E-80, \$450; D-80, \$350. **MUSICAL SALES**, 2334 36 OLIVE, ST. LOUIS 3, MO. (Tel.: CH 1-8561).

**FOR SALE**—Model 1438 120 Selection 45 RPM Rock-Ola "Comet" Phonographs, \$465; Model 1546 120 Selection Chrome Rock-Ola Wall Boxes, \$50; AMI Model E120, \$425; Wurlitzer Wall Boxes: Model 3020, \$7.50; Model 4820, \$12.50; Model 4851, \$15. **O'CONNOR DISTRIBUTORS, INC.**, 2320 WEST MAIN, RICHMOND 20, VA. (Tel.: 84-3264).

**FOR SALE**—Seven-Route-Diplomat-8 Column Electric Cigarette Machines. Make me an offer. **ROBERTSON MUSIC CO.**, 1312 TEXAS AVENUE, LUBBOCK, TEXAS (Tel.: PO 3-1561).

**FOR SALE**—Grand Slam, \$95; King Arthur, \$35; Bowling Champ, \$35; College Daze, \$35; 10 Bright Lights, \$39.50 ea.; 10 Bright Spots, \$49.50 ea.; 10 3-4-5's, \$24.50 ea. **WANT**—Pixies. **NOBRO NOVELTY CO.**, 142 DORE ST., SAN FRANCISCO 3, CALIF. (Tel.: MARket 1-0538).

**FOR SALE**—Seeburg Model H 148 R. C. Special, \$75; Seeburg Model 146 Phonograph, \$65. **W. B. DISTRIBUTORS, INC.**, 1012 MARKET STREET, ST. LOUIS 1, MO. (Tel.: Central 1-9292).

**FOR SALE**—Lowest prices Thunderbolts, Lightnings, \$229.50 ea.; Hollywood Bowlers, \$269.50; Chicago Coin Super Home Run, \$179.50; Bingos, Pool Tables, trade for Kid-die Rides, Arcade Equipment or write best cash offer. Ready for location. **ALLIED DISTRIBUTING CO.**, 786 MILWAUKEE AVE., CHICAGO, ILL. (Tel.: CANal 6-0293-4-5).

**FOR SALE**—Gottlieb Gladiator, Marathon \$275 ea.; Guys & Dolls, \$55; ABC Bowler, \$445; Coney Island, Spotlite, \$20 ea. Send for complete bargain list. **ODCO**, 1100-02 BROADWAY, ALBANY 4, N. Y.

**FOR SALE**—Large stock of Bingos, Shuffle Alleys, Pool Games; Phonographs. If we don't have what you want, we will make an honest effort to get it. Distributors for United, Exhibit, Rock-Ola and Williams. Write for jobber's discount. **DAN STEWART CO.**, 140 EAST 2nd SOUTH, SALT LAKE CITY 11, UTAH (Tel.: DAVIS 2-2473).

**FOR SALE**—Rotation Balls Numbered 1-10, \$18.50 set; Number 1-5 Red and 1-5 White, \$18 set; 2 1/4" Cue Balls, \$2; Cue Sticks, \$1.49, \$16.50 doz. Write for free Rotation Pool Instructions. **CHAMPION DISTRIBUTING CO.**, 3833 W. DIVISION ST., CHICAGO, ILL.

**FOR SALE**—Machines Right Off Location In Working Condition. Williams Super Pennant, \$84.50; Williams King Of Swat, \$265; Bally Space Ship, \$225. Beach Clubs, \$30; Variety, \$115; Bright Spot, \$25; Bally Rocket, \$100; Bally Jet, \$100. **LAKE CITY AMUSEMENT CO.**, 4533 PAYNE AVE., CLEVELAND 3, OHIO (Tel.: HENDERSON 1-7577).

**FOR SALE**—Bally Double Header, \$500; Bally Parade, \$400; Bally Broadway, \$345; Bally Beach Beauty, \$300; Bally Miami Beach, \$200; Bally Gaytime, \$165; Bally Crosswords, \$295; Bally Beach Club, \$75; Bally Atlantic City, \$37.50; United Pixie, \$200. **NASTASI DISTRIBUTING CO.**, 912 POYDRAS ST., NEW ORLEANS 12, LA. (Tel.: MA 7459).

**FOR SALE**—Bowlers in quantities. Bally—Victory, Champions, Blue Ribbons and Gold Medals. Keeney—Century, Speed Lanes. United—Clippers. **GLOBE DISTRIBUTING CO.**, 1623 N. CALIFORNIA, CHICAGO, ILLINOIS (Tel.: ARmitage 6-0780-81).

# CLASSIFIED ADVERTISING SECTION

**FOR SALE** — 3 Keeney Speedlanes, Chicken Sam Rifle, Shuffle Bowlers, Guns. Also Pool Tables—all makes and models. For best buys, write or call: **HY POLO AMUSEMENTS, INC.**, 1969 W. WILSON AVE., CHICAGO 40, ILL. (Tel.: LOngbeach 1-3378).

**FOR SALE**—Late Phono Records. Exhibit's Shooting Gallery, \$90; Deluxe Jungle Gun, \$75; Palm Springs, \$40. **AUTOMATIC MUSIC CO.**, 703 MAIN ST., BRIDGEPORT, OHIO, (Tel.: 750).

**FOR SALE**—18 foot Rock-Ola Shuffle Board \$149.50; Shuffle Board game wax (12 cans) \$3.50; Fast wax case (12 cans) \$4.50; Pucks (set of 8) \$12; Fluorescent Lights pair \$22.50; Adjusters \$18.50. **PURVEYOR DISTRIBUTING CO.**, 4322 N. WESTERN, CHICAGO 18, ILL. (Tel.: JUniper 8-1814).

**NOTICE**—Are you faced with Personal Property Taxes? Sales Taxes? Depreciation Deductions? Estate Taxes? Customs Duties? Must you officially establish the Fair Market Value of your machines? Do you have to prove whether your machines have Appreciated or Depreciated in price? Do you require official proof of the value of your machines for loan or collateral purposes? What are the machines actually worth when you buy or sell a route? How can you ascertain the official market value of machines for legal and/or tax purposes? How much can you get for machines you want to sell or trade? What should you pay for machines you want to buy? Have you been put to the burden of proving the week-to-week value of your machines? Have you been asked to produce an official end-of-month inventory statement showing the actual value of the equipment you own? All this and much more comes to you each and every week in the original, the very first, the one and only officially accepted "The Cash Box Price Lists." For over 18 years, without ever missing a single week's issue, "The Cash Box Price Lists" have helped thousands of coin machine owners all over the world to save money as well as to officially clarify many legal and tax problems. Yet "The Cash Box Price Lists" are only part of the invaluable information contained in each week's issue of "THE CASH BOX"—the one and only magazine internationally acclaimed: "The BIBLE of the Coin Machine Industry." In "THE CASH BOX" you get the news before it even becomes news. You get sparkling, informative, helpful editorials. Latest industry developments. Advance news of all new machines. Intimate columns. Absolutely invaluable charts. And many, many other important and valuable features. You can now obtain 52 Consecutive Weeks' Issues of "THE CASH BOX"—a full year's issues—for only \$15 on a **DOUBLE YOUR MONEY BACK GUARANTEE!! YOU CAN'T LOSE!!** Mail your check for \$15 today to: **THE CASH BOX, 26 WEST 47th STREET, NEW YORK 36, N. Y.**

**FOR SALE**—All types of used Pool Tables, jumbo and regular. Also late Shuffle Alleys. Will trade for **AMI Jukes** or **Seeburg**. Special price on ultra modern speaker and Baffle (8 inch speaker), \$7.50. **GATEWAY DISTRIBUTING CO.**, 3622 W. NORTH AVE., CHICAGO 47, ILL. (Tel.: DICKens 2-4620).

**FOR SALE**—Beach Clubs, Bright Spots, \$40 ea. **TOLEDO COIN MACHINE EXCHANGE**, 814 SUMMIT ST., TOLEDO, OHIO (Tel.: CH 3-4005).

**FOR SALE** — Seeburg 20 Selection Boxes, 3 wire, 5c, 10c, 25c, \$9 ea.; 1 Midget Movie, with reel, \$55; 2 Coon Hunts, \$95 ea. **H. BETTI AND SONS**, 1706 MANHATTAN AVE., UNION CITY, N. J.

## MISCELLANEOUS

**NOTICE**—That idea you have can become a new coin operated device. Contact **Bob Young** for Development and Engineering advice. **BOB YOUNG'S SERVICE**, 3427 BEN LOMOND PL., LOS ANGELES 27, CALIF. (Tel.: NO 2-3254).

**NOTICE**—Louisiana & Southern Mississippi Operators. Your authorized Rock-Ola Distributor is **HUEY DISTRIBUTING CO.** Write, wire or phone. 3760 AIRLINE HIGHWAY, NEW ORLEANS 20, LA. (Tel.: VERNon 5-7976).

**NOTICE**—Let me convert your United Yankee, Speedy Eleven Frame, and all United games after that, into a 300 Scoring Bowler. For particulars write or call **DAVE LOWY**, 592 TENTH AVE., NEW YORK, N. Y. (Tel.: CHICKering 4-5100).

**NOTICE**—These 3 telephone numbers are important to you: The Cash Box, New York City, **JUDson 6-2640**; The Cash Box, Chicago, Ill., **DEArborn 2-0045**; The Cash Box, Hollywood, Calif., **HOLLYwood 5-2129**.

**NOTICE**—Will Trade. 2 Photomats, \$300, will trade for late model Bowlers. **Bally Booster Pools**—will trade for late model Bowlers or United Comet Targettes. **LIEBERMAN MUSIC CO.**, 257 PLYMOUTH AVE., N., MINNEAPOLIS 11, MINN. (Tel.: FE 9-0031).

**NOTICE**—Texas operators—write or phone your Rock-Ola Distributor, **PHONO-VEND OF TEXAS**, 1023 BASSE ROAD, SAN ANTONIO, TEXAS. (Tel.: PERShing 3-7197) for genuine factory parts. Also extra clean 1436 Fireballs and other reconditioned phonographs priced right.

# THE CASH BOX

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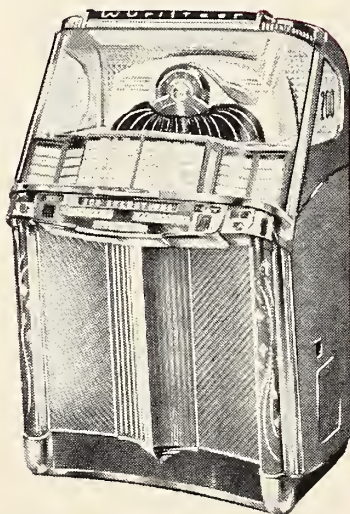
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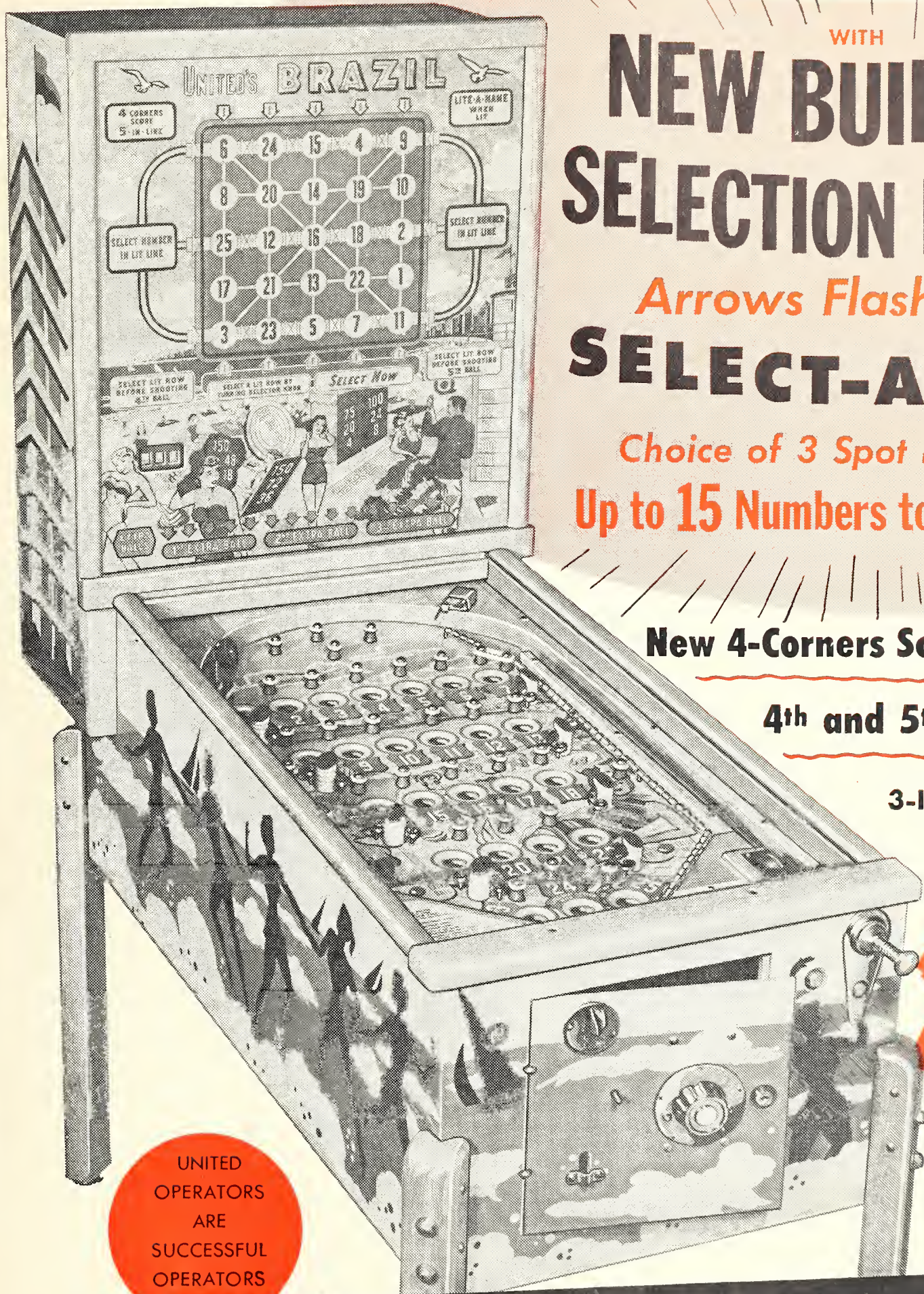
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**3-IN-LINE  $\star$  4-IN-LINE**

**5-IN-LINE SCORES**

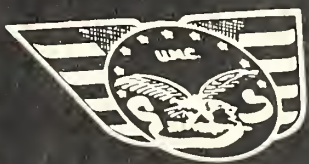
**LITE-A-NAME**

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