Roulette Records, now in its fifth year as a record company, celebrated the occasion recently with a major expansion highlighted by its move into its own building on 50th St. & B'way in New York. The Roulette building will have its own recording studios, mastering facilities, etc., uniting every phase of record production but the pressing under one roof. Surrounding the new headquarters of the label are its artists. Reading clockwise from the bottom left are: Richard Maltby, Joe Jones, Lou Monte, Pearl Bailey, Ronnie Hawkins, Tyree Glenn, Maynard Ferguson, The Count, Sarah Vaughan, the DiMara Sisters, Jimmie Rodgers, Johnny Smith, Cathy Carr, the Barry Sisters, Machito, Frankie Lymon, the Playmates, Joe Williams, Sonny Stitt and Joe Reisman.
No. 5723

"WHAT A PRICE"

"AIN'T THAT JUST LIKE A WOMAN"

FATS DOMINO

His greatest!
...and headed for a million!

IMPERIAL RECORDS
IN CANADA  LONDON RECORDS, Ltd.
It's Contagious:

The instrumental recording, which only a few years ago was almost impossible to give away, has developed into one of the hottest items on the disk scene and is enjoying a powerful grip on the best seller charts.

Two years ago at this time, The Cash Box Top 100 chart sported only nine instrumental decks, very few of which were lush string-filled presentations. Today the chart features one short of twice that number, but four of these instrumentals are among the nation's top ten . . . "Exodus," "Wonderland By Night," "Calcutta," and "Last Date."

Only a few years ago, comment about a lovely instrumental usually brought forth the statement that the number was "pretty but the teenage market won't take it." Today it is quite obvious that the teenagers are taking to the instrumental sound, whether it has the big beat or not. For example "Magnificent Seven," "Cherry Pink and Apple Blossom White," "Wheels," and a new entry in "Lost Love."

But at the same time the singles buyer is not giving up his good rockin' instrumentals such as "Pepe," "Perfidia," "Ghost Riders in the Sky," "Blue Tango," "Flamingo Express," "Gonzos," "Wabash Blues," "Hully Gully Twist" and "Apache." Film themes, which were almost of no value a couple of years ago, are again very much in demand and it's obvious why this is so when you examine the tremendous success these have attained during the past sixteen months or so.

During the past year, we have noticed a considerable increase in the number of new instrumentals companies issue. And there is every reason to believe that this strong proportion of such releases will continue at this peak, if not increase, when you consider the tremendous potential profit in any hit instrumental selection. As the international market gains in importance as a source of income to both record companies and publishers, the language barrier becomes a key factor.

Although a foreign vocal disk may attain great acceptance abroad, there is always doubt as to whether this same number in its original form stands a chance here in the States. This also may apply to a domestic vocal sent abroad. But there is no barrier at all in an instrumental recording. Therefore, whereas publishers concentrate their search for vocal numbers in the U.S., the whole world is open to them in their quest for strong instrumental material. Perhaps that is why every publisher returns from a European trip with at least one instrumental item.

The sound of music (sans lyrics) is definitely in vogue again.
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* INDICATES BEST SELLING RECORDS  
* INDICATES OTHER VERSIONS STRONGLY REPORTED  

See alphabetical listing of Top 100 with publishers elsewhere in issue.
The Original!

"MARIE, MARIE"

by SERINO

R-4324

(Written and Produced by: POCKRISS and VANCE)

VERDICT:  A HIT!

SENTENCE:  1,000,000 SMASH SALES!

"BREAKING OUT" EVERYWHERE!

The Cash Box—January 21, 1961
THE WORLD’S NUMBER ONE VOCAL GROUP WITH THE NATION’S NUMBER ONE HIT

EVERLY BROTHERS

“EBONY EYES”

“WALK RIGHT BACK”

#5199
JANUARY IS ANITA

not one...but

IN MY LITTLE CORNER OF THE WORLD, Granada, Moon over Miami, Canadian Sunset, I Love Paris, and 6 other thrilling vocals.

LP12/132
STLP12/132

PLUS HER BIGGEST SINGLE YET FROM THE “ATEXAN AND A GIRL FROM
BRAND NEW ALBUMS BY ANITA BRYANT

PAPER ROSES
Wonderland by Night,
One of the Lucky Ones, and 9 other thrilling vocals.
LP12/127
STLP12/127

HEAR ANITA BRYANT IN YOUR HOME TONIGHT!
America's singing beauty sings her biggest hits, including PAPER ROSES/ONE OF THE LUCKY ONES

SMASH "HEAR ANITA BRYANT" ALBUM MEXICO" C/W HE'S NOT GOOD ENOUGH FOR YOU/CARLTON 538

The Cash Box—January 21, 1961
The Hottest Independent Gives...

SO EASY* 15% CASH DISCOUNT and 100% EXCHANGE on

THE TWO HOTTEST ARTISTS IN THE COUNTRY—

BOBBY RYDELL

CHUBBY CHECKER

DISCOUNT FOR LIMITED TIME ONLY! Jan. 16th to Feb. 24th

SO EASY—ANY COMBINATION OF 20 PIECES (ANY ONE ALBUM NOT TO EXCEED 50% OF THE ORDER)

CAMEO Records PARKWAY
ANOTHER NEW DANCE CRAZE IS SWEEPING THE COUNTRY!

Chubby goes wild again!

CHUBBY CHECKER

"PONY TIME"

b/w
"OH SUSANNAH"

Parkway records P-818
BOBBY VEE. Another hot one from the King of Teens! Liberty's tremendously popular talent discovery. Bobby's hits Devil or Angel and Rubber Ball on the disc... LRP-3181/LST-7181

EXOTIC PERCUSSION — Martin Denny. Fantastic percussion sound... Denny's best ever. At regular LP price! Album band points out special value... LRP-3168/LST-7168

RIDES, RAPES AND RESCUES — Hangnails. Hennessey/Wingy Brunette. riotous! A raucous "fun" revival of silent film music accompaniments. LRP-3183/LST-7183

THE VENTURES. The year's most exciting instrumental group follows up their current top-selling LP Walk, Don't Run with a second hit entry... LRP-3184/BST-8004

JOHNNY BURNETTE. A dozen pop favorites from this top teen-appeal star, including recent hits You're Sixteen and Dreamin'... LRP-3185/LST-7185

A LIVING LEGEND — Bob Wills/Tommy Duncan. All-time best selling C&W hits, each a Wills specialty... LRP-3182/LST-7182

SPECIAL SALESMAKER! "Send For Me" album band offers coupon for free, 16-page illustrated life story of Julie London. Previous releases promoted by both booklet and special display.

FREE! SPECIAL "SEND FOR ME" OFFER

The Cash Box—January 21, 1961
DEALERS TERMS: Liberty's incentive sales plan makes extra profits for you now.
- 10% discount on your entire order (including complete catalog) just for sampling new Liberty releases.
- 100% Exchange Privilege.
- Special Terms (¾ March 10, ¾ April 10, ¾ May 10, 1961) 2% 10, EOM.

ORIFL BROWSER BIN DIVIDERS illustrating each artist's available items.
The Cash Box
Pick of the Week

"WHAT A PRICE" (2:20) [Travis BMI—Maddox, Jessup, Domine] (2:22) [Chetco BMI—Demetrius, Moore]

FATS DOMINO (Imperial 5723)
"AIN'T THAT JUST LIKE A WOMAN" (2:22) [Chetco BMI—Demetrius, Moore]

Boone's latest is a stellar, self-penned lyric version of the magnificent theme from the heralded "Exodus" pic. Hacked by a dramatic, Miles Rogers-led orch-choral setting, the artist turns in a stirring vocal performance. Powerfyl side that can follow in the chart-topping footsteps of the instrumental version. However, don't overlook the warm, ear-arresting beat-ballad touch of the Capris' hit, "There's A Moon Out Tonight." Can also cash in big.

"PONY TIME" (2:27) [Alan K BMI—Coway, Berry] [Kalman ASCAP—Mann, Checkers] [Parkway 818]

CHUBBY CHECKER

The twustin' Mr. Checker should soon be breaking onto the charts with two sides to replace his current entries, "The Huckleback" and "Half Of Shelokin, Go No Go." They're two rudder-shakers titled "Pony Time" (currently slipping up via the Goodtimers' version) and "Oh, Susannah," that Chuckle and the country-ork come out with money-makin' glee!

"WAIT A MINUTE" (2:39) [Progressive, Trio BMI—Darlin, Kirkner, Stoller] [Paramount 10176]

"THUMBIN' A RIDE" (2:22) [Progressive, Trio BMI—Leiber, Stoller]

THE COASTERS (Atco 6186)

"Wait A Minute" looks like being the next big novelty sensation. It's the artists' latest Andy, release and it's a check-full-of-simonials rick-tickler set to a chippy, happy-go-lucky beat. Watch it take off. Group shuffles thru another contagion ditty on the undercurrent.

"A TEXAN AND A GIRL" (2:10) [Brenner BMI—Pomus, Shuman] [Sequence]

ANTANA BRYANT (Carlton 538)

"He's Not Good Enough For You," the label plays the role of a girl whose suitor could never get her parent's approval. Potent double-decker.

"TILL NEVER BE FREE" (2:15) [Valando ASCAP] [Progressive, Trio BMI—Benjamin, Weiss] [Leiber, Stoller]

LAVERN BAKER & JIMMY RICKS (Atlantic 2999)

The sparkling, bubbly voice of Lavern Baker and the deep bass tones of Jimmy Ricks make for one of the happiest vocal combos on the wax scene. Artists' initial duet is a roll-oldie-never-hearing-that-groove-to-be-a-sheer-dancing-and-listening-delight side. A captivating rock-a-shuffle up-dating of "Till Never Be Free" and an enticing new rhythm in blue, "You're The Boss." Tremendous instrumental showcases provided by the Stan Applebaum crew.

SAMY YAE KAYE ORCH. (Decca 32194)

WELCOME HOME (Welkom Thuin)" (2:12) [Hollis BMI—Evans, Stewart, Stollman] [The Kaye orch's cover of this French instrumental smash in the manner of the label's well-selling R&B rewrite of Rachmaninoff reading of "Wonderland By Night." Inviting side get important coin.

WHAT'S NEW AT THE ZOO" (2:34) [Stratford ASCAP—Styne, Comden, Green] Ray Michaels and the Kaylets join the ork in a brisk footrest reading of the novelty item from "Do Re Mi."

KRIS JENSEN (Leader 513)

YOUR DADDY DON'T LIKE ME" (2:06) [Acuff-Rose BMI—Bryan, Smith, Renfroe] [RCA-Victor] Good-sounding novelty by enjoying the singer, Tune has a catchy thing of a gospel-type sound. Hacking is a bright combo-chorus job.

PLEASE LET ME LOVE YOU TONIGHT" (2:00) [Acuff-Rose BMI—Bryan, Smith, Renfroe] [RCA-Victor] Country waltzer is handled wistfully.

SONNY & THE EAGLES (Gold Eagle 1800)

WHADDA YA, SOMETHING KINDA NUTS?" Part 1 (2:26) [Singmo BMI—Brinkley, Stew- ard] Good-sounding novelty based on the line used by comedienne Carol Burnett on the Gary Moore TV show. Most of the song's first has a fella narrat- ing against a strolling rock sound from the combo. Can get some lots spairs. Jubilee records liberates the label.


DAMITA JO (ABC—Paramount 10176)


DISILLUSIONED LOVERS" (2:01) [Sonbean BMI—Jo] Talent jumps to her own tune. Upper track has the better sound.

A PAIR OF KINGS (Warwick 606)

"I WONDER WHERE MY BABY IS TONIGHT" [Bourene ASCAP—Kahn, Donald] Workiss can have a 'winning hand' in the kings' solid rock revival of this tune. Dandy, "To Diddley" styled beat on a platter that can collect loads of loot.

JUST TWO GUYS" [Joe-Be-Bell BMI—Vanec] This in- creasing, Everly-styled easy-joiner ballad for a fast, rock-a-shuffle ride. Also has that chart look.

NICK NOBLE (Coral 22499)

"OVER SOMEONE'S SHOULDER" (2:01) [Seren ASCAP—Spector, Weiss] Calypsoocity, providing a quick hit line to a hot doo wop side, full of pre teen sounds. Effective Dick Jacobs orchestrating for the fine Noble warble.

SOMEPLACE TO CRY" (2:11) [Moss Rube BMI—Me- Alpin] Stomped-paced stint on the country plaintive.

CAROL & ANTHONY (Capitol 4517)

"BIG JOHN" (2:10) [Aragia ASCAP—Tempo] Catchy teen-boat stint saluting President Jimmy F. Kennedy, while some warbles against a cheerful combo-chorus (plus cheering) back drop. Timely teen tune.

LETTER ON A TRAIN" (2:19) [Aragia ASCAP—Tempo] Meaningless comiccy by the pair. Nice stuff.

THE FOUR COINS (MGM 12267)

"BEAT ON YOUR DRUM" [Joy ASCAP—Osbury, Ogbury] [MGM] Striking folk-type issue by the fine singer-songsters. Opening with a solo narrative, team sings the "frontiers days" tale against drum-beats that recall the instrumentation of "Little Drummer Boy." Could get around.

LOVE IS WHERE YOU LIKE IT" (2:35) [Kryder BMI—Jay, Schack] Easy shuffle-beat-pop version of Puccini's famed "Madame Butterfly" aria, "Un Bel Di."

JANET & JAY (Leader 810)

"COMPATUITE" (1:57) [Holland BMI—Osbury, Ogbury] [Columbia] Intimate version offered by the twosome against a steady shuffle-beat sound from the combo. Offbeat teen enterprise.

PRETEND A WEDDING" (2:34) [Hoff Rels BMI-Osbur- gury, Ogbury] Soft teen-beat waltzer features another coy stint by the duo.

STAN KENTON (Capitol 4560)

"CARNIVAL" (4:14) [Benton BMI—Roland] Fiery Latin jazz session in which tenorman Sam Donahue, jazz vet with Donal and the Kenton organization, is showcased in extended solo. A pulsating, gripping instrumental affair of Side A's length might make it prohibitive for airplay.

MALIBU MOONLIGHT" (3:45) [Benton BMI—Rich- ards] Johnny Richards' slow, undulating Latin original is a Kenton and accompanying crew. Also worth of commercial attention.

JOHNNY BREEMAN (Any 809)

"LAFFIN' BEATNIK" (2:37) [Catalina BMI—James, Mar- reau] Against a steady rock sound, fella does an uncontrlled "beep bit" and another variant makes coming comments wood of the way. Will interest the humor crowd.

ROCKIN' BEATNIK" (2:15) [Catalina BMI—James, Marreau] Complete doo-wop-sounding solo, with a harmonica in front most of the time.

VARETTA DILLARD (Cub 5983)

"A LITTLE BITTY TEAR" (1:50) [Pamper BMI—Cochrane] Pro marks a fine R&B-styled rhythm piece, out of the available country tune. Combo-femme chorus doing a bit of the above.

MERCY Mr. PERCY" (2:00) [Savoy BMI—Moten] More bright doings by the performer and accompaniment. Two well-done jumpers.
Roulette makes cash registers hum in '61!

**JIMMIE RODGERS**
captures everybody's record-buying mood with his latest...

**"WHEN LOVE IS YOUNG"**
b/w "The Little Shepherd of Kingdom Come"
(Joe Reisman's Orch. & Chorus)

From Jimmie's new motion picture "The Little Shepherd of Kingdom Come" R-4318

Plus these other great new singles:

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the **NEW SOUND**
in your favorite music is on **ROULETTE**

the Home of the Stars

*Cash Box—January 21, 1961*
“Only those records best suited for commercial use are reviewed by THE CASH BOX”

**CATHY CARR (Roulette 4325)**

(B+) “SOMEONE TOLD YOU A LIE” (2:07) [Fred Fisher ASCAP—Marvell, Passford] Legit tenor offers big-sounding reading of the familiar Swedish string orchestra with triplets setting.

(B) “DEVIATION” (2:38) [Sound Records—Deviational] Quite well-known melody in a similar arrangement.

SMILEY LEWIS (Impala 5719)


SLIM HARPO (Excello 2194)

(B+) “RAININ’ IN MY HEART” (2:45) [Excello—Moore, West] Slow moaning, earthy blues proves the artist’s meat as he takes the tune for a soulful ride. A real winner.

(B+) “DON’T START CRYIN’ NOW” (2:11) [Excello—Moore, West] Drives up to jet speed and Harpo follows the combo on a rafter-shaking journey. Both have the goods to deliver.

JACKIE BRENNEN (Stue 736)

(B+) “YOU AIN’T THE ONE” [Satan BMI—Turner] Good-sounding blues sound in the Brennen vocal, which includes instrumental backing directed by Sue’s Ike, b. Ike, hitting with Turner on “I Idolize You.” Should get a good pop-R&B response.


MARTIN DENNY (Liberty 55301)

(B+) “VOLCANO” (2:13) [Asa ASCAP—Baxter] Denny’s primitivistic sounds are what make them charts sometime ago in “Quiet Village”—are heard against a fast Latin beat. An always interesting listening experience.

(B-) “MY TANE” (2:51) [Bourne ASCAP — Goum, Gump, Noble] Pretty number, cut successfully by The Brothers Four, presents the musicians in a lazy afternoon light. Album source is “Exotic Percussion.”

JOHNNY DAWSON (Sue 738)

(B+) “THE SPIDER WALK” (2:16) [Satan BMI—Parker] Darrow instrucive effects add to the shuffle, with the musicians and chorus supporting a zestful setting. Good sock session.

(B) “CHEW TOBACCO RAG” (2:30) [Commodore BMI—Briggs] Light-sounding sound to this good-natured blueser.

HARRY LEE (Ace 615)

(C+) “ARE YOU REAL” [Singing River BMI—Carper] Whistful stinger by the singer against a setting which includes a mandolin-like sound.

CAPITOL IS ON THE MOVE!

And moving FAST!

DJ and consumer action now focused on 16 HOT SINGLES

WE'RE HOLDING UP ALL NEW RELEASES TO ASSURE TOP SALES ON THESE COMERS

Check your inventory now!

WINGS OF A DOVE
Verlin Husky 4406
Continues to climb on all charts

OH, HOW I MISS YOU TONIGHT
Jeanne Black 4492
Beginning its 5th big chart week

F I KNEW
Nat King Cole 4481
A smash hit from “Molly Brown”

MILORD
Edith Piaf 4493
Europe’s biggest hit hits here

GALCUTTA
The Four Preps 4508
St vocal version hits with DJs

BIG JOHN
Carol & Anthony 4517
Rock & roll tribute to our new pres.

ALL IN MY MIND
Dakota Staton 4512
Big jazz and pop appeal

I AIN'T DOWN YET
Dinah Shore 4476
Another “Molly Brown” chartmaker

THE GREAT IMPOSTER
The Piltdown Men 4501
Overwhelming response by teenagers

ENORMITY IN MOTION
Simon Crum 4499
Headed for top of C&W charts

LOVE IS A DANGEROUS THING
Janice Harper 4482
Gaining in sales daily

MY FOOLISH HEART
Nancy Wilson 4509
First single

BLACK CAT
Tommy Collins 4495
Showing strong in many areas

I LOVE BEING HERE WITH YOU
Peggy Lee 4498
Heavy airplay—a sure hit

TROUBLE ON A DOUBLE DATE
The Royal Galaxies 4498
Getting exceptional teenage reception

JOHNNY DOESN'T TALK MUCH
Judy Scott 4491
New artist gets DJ's raves
BIG HIT! GENE PITNEY
I WANNA LOVE MY LIFE AWAY
ON MUSICOR RECORDS

PRODUCED BY AARON SCHROEDER • MU 1002 • DISTRIBUTED BY UNITED ARTISTS RECORDS
nobody, but nobody’s leaving it alone.

JOHNNY PRESTON
is running wild again with
"LEAVE MY KITTEN ALONE"
B/W "TOKEN OF LOVE"
MERCURY 71761
IT'S THE PICK OF THE TRADE
NEW YORK:

Atlantic-Atco sales mgr. Bob Korneheber buzzin' about a deck that's really on the sales warpath. Bob says that—it may be coincidental but—the Jorgen Ingman waxing of "Apache" is busting loose all over the Indian reservations— in cities such as Fargo, S.D., Odesa, Tex., Muckogee, Okla., and Farmington, N. Mex. (in addition to a host of key record stores Hugo & Luigi's staff Mike Collier excitedly rang us up last week to boast that the Mickey & Sylvia Victor sides, "What Would I Do," is taking off and spreading like wildfire. He adds that, after initial split play on the new Delta Reese single, "The Most Beautiful Words In The World," has stepped out as 'the' side and looks like her biggest since "Don't You Know."..."

Joe Ann Perry plugging her "Cool Cat." "Indifferent" pairing all over the Gloverville, N.Y., area...Bobby Rydell displays his fine impersonation talent when he solo's for the sizzling Red Skelton, 1/17, doing Red's "Clown & Diddlehopper" character...Decca's Marty Hoffman buzzin' to tell us to wait for Henry Jerome's 3rd-in-a-row hit "Brazen Brass" session..."Songs Even Body Knows." He's currently represented with his "Hollywood" date...Buddy Busch has been signed to handle special exploitation in the east f Decca-Indianapolis & Decca-Northwestern. She be an aide to proxy Herman D. Gimbel...Kapp promo man Gene Arnone excited about the "great" product on the third year from Kapp and its "sound line, Medalion...Cladius Harris and Joseph Wells announced the formation of Harris-Wells Ent., which includes Clauswell Records...Two new covers, tagged A Pair Of Kings, made a Warren box, this week, with a bit of tunes tagged "I Wonder Where By Baby Is Tonight" and "Just Two Guy...Singing Jerry Vale headlines at Brooklyn's Groveland Gardens on the 1st weekend.

Elektra's Stan Cumberpatch letters that Decca-Indianapolis is in the lei this week, for the label's "January Jubilee" trip to Aramarko for its distribution...Chad's Joy-Ann Perry's "Beautiful Life"...Hank Ballard & The Midnighters hit the 5th slot in the T.V. trades...the Everly Bros., due at the N.Y. Coliseum Feb. 26, have added a new set of songs that's knocked out by the band's "Angels"...Al Kooper and the Band are due the 17th..."Apache" on Decca...Milt Grant TV's..."Arista Time" makes a 2nd time around appearance on NBC-TV, 2/20.

Joe Sherman, who arranged and conducted the new Jane Morgan Kapp single, felt so strongly about it that he spent one entire session, 5 hours of...Noel Wallis, Jubilee promo and sales rep, heads south on a 4week plus jaunt in behalf of Bobby Freeman's "Baby, What Would You Do" and other...the label...Musician's Gene Pitney makes his 2nd appearance on the Dick Clark show, 2/5. He'll be doing his furthest-raging bow, "I Wanna Love My Life Away."...The latest Decca-Indianapolis aims at "Welcome Home" and "What's New At The Zoo..."Goodtime, who also just completed an LP for the label, winged down to Palm Beach for a vacation and competition in the Winter Golf League and the National Mixed Foursome tourney...Singing comedienne Olivia Robbins has a last minute addition to the new show at the Box Stor...Les Baxter in town this week to start scoring American Int's "Bliss Sunday," which is reported to be in the best horror tradition of the "Dracula" and "Frankenstein" classics...Boo...Vaughn Monroe, Denise Lor and the Mills Bros, guest-stint on the "Chet Martines, U.S.A. AM Radio show...We hear that Peter Paul's so...told his pop he got a pick-of-the-week, when the old man asked him how he'd do on his report card. Teacher must be a tune-cleiffer...

Joe Shephard, over at Jersey Disc Products, items that the United Record Promotion service is going great guns with Nick Harris & The Soundbarber's "Spinning Wheel Twist"..."Rainbow" duet on 20-9, Ike & Tina Turner's "Idolize You (Stop)," the Contract's "Pony Time" (Archie) and rushing Jackson movie on the Scepter affiliate—Wand label, "I Don't Wanna Cry...Jackie Wilson, who's currently soaring with his latest Brunswick double-header "My Empty Arms" and "Tear of The Year," set for 8 days of p.o.s. hype that in mid Feb. Word from the folks at Julia Records, national distributers for the V.I.P. label, for the 1st week of "Don't Wanna Cry."...Gene Endsley's "Stay" on the Jubilee...Hit the November...Sales is...Lew Tillotson's...Ray Harris, it seems, is looking to make a station grade in the Southern Cal. and Conn., areas, Bill's being set for the 1/26 weekend p.o.s.'s on the Buddy Deane and Milt Grant TV's.

(Continued on page 24)

David Wayne
SEND ME NO FLOWERS
b/w JEALOUS JUDY
45-029

Kenny Dana
ROME WASN'T BUILT IN A DAY
b/w ALL THE WORDS
45-301

The London Group
proudly announces
2 New Labels....
2 New Hits....

London Group News

London Records, Inc., 539 W. 25th Street, New York 1, N. Y.
THE BIG SINGLES ARE ON RCA VICTOR

SAD MOOD
SAM COOKE—7816

WHAT WOULD I DO
MICKEY & SYLVIA—7811

MY LAST DATE
SKEETER DAVIS—7825

THE MOST BEAUTIFUL WORDS
DELLA REESE—7833

CALENDAR GIRL
NEIL SEDAKA—7829

ASK YOUR DISTRIBUTOR ABOUT THE COMPACT 33, THE NEWEST IDEA IN RECORDS ON RCA VICTOR.
CHICAGO:

Bob Scobey and his Frisco Jazz Band are keeping the bowlers swinging at Dixieland Lane in suburban Skokie's Orchid Twin Bowl until 1/24. This is the first bowling alley in the midwest to latch on to the new "night club in a bowling alley" trend which originated on the West Coast. Incidentally, Scobey recently formed his own record company, Scobetine, and the debut waxing is "When The Saints Go Marching In" . . . Margaret Whiting, appearing at Ms. Kelly's, took time off for a guest stint on the Sig Sakerowitz show 1/18 (WTAQ) . . . Paul Chaplin, who harvested health sales with his "Shorty's Band" slicing, makes another bid for chart honors with his newest outing "Swingtime In The Rockies" (Harper). Carl Davis (Arnold Records) tells us the deck received very favorable response at the local stations. The disc's other potential biggies include Anita Bryant's "A Texan And A Girl From Mexico" (Carlton) and Nicky Robbins' "Love Me" (Strand) . . .

PAT BOONE

A PAIR OF KINGS

ANAITA BRYANT

Congrats to Chirs' Max Cooperstein and his lovely wife, Bonnie, on the birth of their baby boy, Robert Mark, who debuted January 3 . . . Harry Beckerman longdistance from his Garment of Wisconsin headquarters to rave about action in that area on Paul Anka's "The Story Of My Life"; The Platters' "If I Didn't Care" (Mercury); Ferrante & Teicher's "Exodus" and Lloyd Price's newie . . . A toast to local deejay Jack Karyer (WCFL), who received an award from the Woodlawn Boys 1/16 for his countless efforts in their behalf . . . Oscar Brown Jr. out with "Dot Deee" on Columbia, winds up his Archway Lounge stint next week and heads for an engagement at the Village Vanguard in N'Yawk . . . Songstress Roberts Sherswood headlines at the Tradewinds commencing 1/11 . . . RCA-Victor's Stan Pat reports things are happening with Della Reese's "The Most Beautiful Words"; The Cables'newie "Moonlight And Roses" and the Tommy Tucker rocker "Return Of The Teenage Queen" . . . Buddy Rich and his Sextet returned to the Cloister 1/9 for a two-weeker. This is their second stint at the nifty in less than 5 months.

Rube Lawrence and Tony Galgano of Record Distribute advised that they are enjoying a tremendous upsurge in sales on Audio Fidelity LP's, which we recently reduced in price to commemorate the label's seventh anniversary. Boys attended the recent AF meet in New York . . . M. S. Distribute Vic Farr is mighty enthused over some newly released "hot items," like Bobby Rydell's "Goose In My Way" (Caprice), The Coasters' "Wait A Minute" (Aleo); Marty Denny's "Volcano" (Liberty) and Roger Williams' "Marie Marie" (Kapp) . . . Jerry Gregoris, former producer of Jack Hilton's WGN-TV'er, is preparing documentary on the Chicago Police Department. I'll be released sometime in February . . . A host of local celebs recently participated in a benefit bowling match for the University Hospital of Chicago. Doming the event, none other than Chief of Police were Pierre Andre (WGN); Mel Heilbrun (WBBM); Ed Grennan (WLS); K-Nord (NBC); Vince Garrity (WAAP); Stan Dale; Al Michelle (WAPA Jack Spector (WJJD); Bernie Allen (WIND); Ivy "Kip" Kupelnik (Sun Times); Maggie Daly (Chicago American); Marty Faye (WBBK-WAAF Dan Sorkin (WCFL); Tony Ford (WGES); Phil Lind (WATF); Rudy Oris (WGN-TV); Lynn Burton (WBBX) and Chuck Francisco (WIND) . . . Cohen's John Doumanian, beaming over national chart action on The Harmonica "Cherry Pink" and Buzz Clifford's "Baby Sittin' Boogie," predicts a rapid climb for Marty Robbins' latest click "Don't Worry." Jazz artist Ahmad Jamal fullfills a lifelong ambition when he opens his own niche club, the Al Hambra, at 1321 S. Michigan in Chicago, sometime in February . . . The Blue Angel begins its ninth year with an all new revue opening 1/12 . . . Alan Bres (J. H. MARTIN DISTRIBUTORS) is ecstatic in his praise of Pat Boone's "The Exodus Song," for which Pat clefted the lyrics. The deck, enjoying a tremendous amount of airplay in this area, . . . LeRoy Oillger is the new producer of Jack Hilton's "Swing Time" TV'er via WGN-TV . . . Sam Kapilow of WGN-TV and Kaplan in Detroit, writes us about a new instrument, titled "The Secret" by Clint Ballard Jr., which is steadily gaining in that area. Others maintaining steady sales in that neck of the woods are "Square Off" h.o.f. Titus Turner; "You Know You Belong To Somebody Else" by Fabian and "Gon From Me" by Eddie Carroll.

LOS ANGELES:

Bobby Sanders, 18-year-old singer formerly with name groups, now on his own with Coast-based Kayo label, holding with "This Old Way," which is penned . . . United Artist's popular new LP "Candid Telefun," which features Harold Hender, producer by Danny Keeler, getting tremendous Coast action . . . The Four Freshmen, celebrating their 10th year with Capitol Records, start a year off with just out package titled "The Freshman Year" . . . Lee Hazlewood, composer of Greengrass Mike, has completed composition of folk opera in song and narrative to be waxed on the Tray label by Sanford Clark, and titled "Trouble Is A Lonely Town." . . . Rhythm Records hitting the market with the title song of the movie picture "Little Shepherd of King don Candy," a new American folk ballad by Jimmie Rodgers. Songster recently completed a 17-day trip through Canada and Mexico for Paul Anka's Harmonica Danny Welton, busy around town plugging his current Coral album "Harmonica Performances Of All Time Favorites." . . . Columbia Records looking for the "Camelot" original cast package to be one of the top selling LP's of '61.

The American GI Forum, southwest chapter, has bestowed an honorary mem bership on KMLA's Chico Swain, making the first time a Californian has been selected. Other honorary members include: Frontenac-student John F. Kennedy, dance Jose Greco . . . Breaking big and climbing all the charts in the So. Calif

(Continued on page 20)
EPIC IS ON THE MOVE!
The First Smash of '61!
EPIC'S GOT IT!!
ROY HAMILTON

"YOU CAN HAVE HER"
5-9434
New West Coast diskery Paxley Records, headed by Kim Fowley and Gary Paxton, debut with two offerings this month—"You've Been Torturing Me" by the Hollywood Argyles, and Richard Berry's "Give It Up." Liberty will distribute the national... Arranger-composer George Duning, soon to start scoring chores for pie "Devil at 4 O'Clock," starring Spencer Tracy and Frank Sinatra, Mike Clifford out on the Columbia bannock of "Poor Little Girl!" b/w "Stranger."... Lou Adler recently gave a Birthday party honoring KRLA deejay, Jim O'Neill, with fellow deejays, members of the press.

and several entertainment personalities attending, Troy Donahue and Shelley Fabares co-hosted the affair... Singer Jerry Wallace, riding high on the charts with Challenge item "There She Goes," into the Cluster daily \$ for a 10 day stint... Maestro Lester Lanin sends word to Pep Distributors, who handle the Epic line locally, that he will provide music for a private party for President-elect Kennedy during the Inauguration Ceremonies.

Julie Loeh handling national promo chores for new Coast label, Candix Records, just out with two platters "When We Get Old" by Lou Rawls, and Theda Kilgore's "Later I'll Cry"... The Mary Kayes, Buddy's debut single on Verve, "Up Front," soaring hefty deejay spins in the So. Calif. area... The Irwin Zucker office informs they're launching a drive on two Prone Records' biskits... "If I Had Known" featuring James Bailey, and "Gimmie Bell" by Paul Dino... Disc praiser Bud Austin, headed for wedding bells in March with Susan Akst, niece of MGM producer Arthur Freed... "Girl In The Window" by Bobby Hart, which has been getting big action on the West Coast on the Real label has been taken over for national distribution by Era Records, and will be on the Era label... Strong Records purchased the master of Venice Record's "Darling I Need Your Love" by The Chips, which has received several local radio station picks.

HERE AND THERE:

PHILADELPHIA—Bob Heller and Gene Canter, operators of Flying Record Dist. Company here, have hired Rothstein Advertising Agency to come up with a new promotion-exploitation scheme every month of the year. The entire plan is designated "New Frontiers Of Record Distribution." For January, the plan centers on the idea of building a new artist, particularly female artists.

HOUSTON—Loads of activity for the new year goin' on at Don Robey's Duke-Peacock-Backbeat outfit. A&R chieftains Ed Franks and Joe Scott worked overtime prepping for new James Little Booker, Clarence "Gatemouth" Brown, Little Buck and Bobby Bland sessions. Folk-singers Abner & Linda (Abner Jay and Linda Sender) have been signed to a long-term pact with the label. Robey adds that the hottest LP in the catalogue is the Allen Drew comedy package, "Mr. Speaker."

LAS VEGAS—Johnny Mathis (and his revue), at the Sahara Hotel for a one month stint, marks his first date at the Sahara and the first time he had headlined a Vegas show... Singer-pianist Frances Faye, recently pacted by Verve Records, bowed at the Flamingo last week.

MONTREAL—New promotion man for the Canadian diskery, Compo Records, is former CJCQ-Quebec deejay Hal Ross.

DETROIT—Berry Gordy, Jr. has hit the answer track with two new releases, one by the Satinstones, "Tomorrow And Always"—the answer to the Shirelles' smash, and one by Debbie Dean, "Don't Let Him Sleep Around," the answer to the big Miracles deck. Both are on the Motown banner... Leo Chelski an- nounced several changes at Cadet distrib. Prexy Harry Lewis appointed Alfred Truax as sales mgr., and has hired two additional salesmen, Merrie Horowitz and Cy Rott.

PULASKI, TENN.—James Brown, proxy of the Chanson diskery, announced that he has turned over his hot master of "If I Could Pretend," by Claude Gant, to Leonard Chess' Chess outfit. Brown adds that he has just signed a wax pact with organist Napoleon Green for female singers. Demo's and photo's should be sent to the 410 N. 1st St. Pulaski address.

JACKSON, MISS.—Johnny Vincent, Ace topor, thrilled with the action on the Nix record (which Ace handles) of "Enchantment" by the Mississippi Mokies. Record has been out awhile and is now starting to bust loose, according to Johnny... Over at Century Limited, Johnny anglo reports that there's been big action on the "San Antonio Rose"—"Sunset Blues" pairing all over the south.
Stereo Albums (Regular Priced)

1. G.I. Blues (Elvis Presley - RCA Victor LP-2256)
2. String Along (Kington Trio - Capitol T-1407)
3. Persuasive Percussion (Terry Snyder - Command S-500)
4. Nice 'N Easy (Frank Sinatra - Capitol W-1487)
5. Exodus (Harry Belafonte - RCA Victor LSO-1058)
6. Last Date (Lowrence Welk - Dot DLP-21546)
8. Sold Out (Kington Trio - Capitol ST-1352)
9. Exodus (Mantovani - London FS-224)
10. Johnny's Mood (Johnny Mathis - Columbia CL-8326)

Stereo Albums (Low Priced)

1. Mantovani Showcase (London FS 3202)
2. Ebb Tide (Frank Chacksfield - Richmond S-3007)
3. Soul of Spain - Vol. II (Stereo Fidelity SF 6000)
4. Grand Canyon Suite (ABC-Comdan ABC-463)
5. 10 Strings Plays the Blues (Stereo Fidelity SF 5000)
6. Music Mr. Lucky (Richard Maltby - RCA Comdan CAS 460)
7. Soul of Spain (10 Strings - Stereo Fidelity SF 6000)
8. Silver Screen (10 Strings - Stereo Fidelity SF 7000)
9. Symphony for Lovers (10 Strings - Stereo Fidelity SF 4000)
10. Concerto Under the Stars (Stereo Fidelity SF 6700)

Monoaural Albums (Reg. Priced)

1. G.I. Blues (Elvis Presley - RCA Victor LP-2256)
2. 60 Years of Music America Loves Best Vol. II (Various Artists - RCA Victor LM-6608)
3. The Button Down Mind of Bob Newhart ( Warner Bros. - W-1379)
5. Brenda Lee (Decca DL 4033)
6. String Along (Kington Trio - Capitol T-1407)
7. Nice and Easy (Frank Sinatra - Capitol W-1417)
8. Paul Anka Sings His Big "15" (Paul Anka - ABC Paramount ABC 333)
9. Johnny's Mood (Johnny Mathis - Columbia CL-1526)
10. Look for a Star (Buddy Vaughn - Dot DEP-3322)

Kiddie Albums

1. Huckleberry Hound (Original TV Soundtrack - Capitol CP 202)
2. Toby Tyler (Disneyland ST-1704)
3. Pollyanna (Original TV Soundtrack - Capitol CP-3049)
4. Dennis the Menace (Jay North - Capitol CP-2036)
5. Quick Draw McGraw (Original TV Soundtrack - Capitol CP-2033)
6. Fun in Shariland (Shel Lewis - RCA Bluebird LBY-1006)
7. Popeye's Favorite Sea Chanteys (Alton Swift - RCA Bluebird LBY-1018)
8. Sleeping Beauty (Dorothy Collins - Mickey Mouse MM-32)
9. Zorro (Gene Walter - Mickey Mouse MM-28)
10. Darby O'Gill (Arthur Shields - Disneyland ST-1901)

Extended Play (EP's)

1. Paul Anka's Big 15 (ABC-Paramount A-332)
2. Foreverly Yours (EddyWARNER Bros. 14-1381)
3. The Rebel (Johnny Cash - Columbia CL-8155)
4. More Gunfighter Ballads (Marty Robbins - Columbia B-14811,3,5)
5. Runaround (Al Jolson - Dot 562)
6. That's All (Bobby Darin - Atco AT-4504)
7. Because They're Young (Eddie Fischer - Dot 336)
8. This is Darrin (Dorothy Dandridge - Atco AT-4504)
10. I'm Sorry (Brenda Lee - Decca ED-2663)

The Cash Box—January 21, 1961
## The Cash Box
### Best Selling Monaural & Stereo Albums

**COMPILLED BY THE CASH BOX FROM LEADING RETAIL OUTLETS**

**January 21, 1961**

### MONOAURAL

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### STEREO

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<td>9</td>
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<tr>
<td>SAY IT WITH MUSIC</td>
<td>Ray Campany Singers &amp; Chorus</td>
<td>10</td>
</tr>
<tr>
<td>JOHNNYS MOODS</td>
<td>Johnny Mathis (Columbia CS-1426)</td>
<td>11</td>
</tr>
<tr>
<td>BONGOS</td>
<td>Lee Adrinorados (Command RS 8409 D)</td>
<td>12</td>
</tr>
<tr>
<td>CAMELOT</td>
<td>(Original Cast)</td>
<td>13</td>
</tr>
<tr>
<td>EXODUS</td>
<td>(Original Cast)</td>
<td>14</td>
</tr>
<tr>
<td>PERSUASIVE PERCUSSION — Vol II</td>
<td>Terry Snyder (Command RS-8409 D)</td>
<td>15</td>
</tr>
<tr>
<td>PROVIDENCE PERCUSSION</td>
<td>(Vinyl)</td>
<td>16</td>
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<tr>
<td>BEN HUR</td>
<td>Sound Track (MGH E-1)</td>
<td>17</td>
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<tr>
<td>WILD IS LOVE</td>
<td>Not &quot;King&quot; Cole (Capital SWIR 1392)</td>
<td>18</td>
</tr>
<tr>
<td>BRAZEN BRASS</td>
<td>Henry Jerome (Decca DL 74056)</td>
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</tr>
<tr>
<td>YOUNG AT HEART</td>
<td>Ray Campany Singers (Columbia CS 8338)</td>
<td>20</td>
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<tr>
<td>THE ALAMO</td>
<td>Movie Soundtrack (Columbia CS 8338)</td>
<td>21</td>
</tr>
<tr>
<td>BELAFONTE AT CARNEGIE HALL</td>
<td>Harry Belafonte (RCA Victor LM 6606; LSO 6406)</td>
<td>22</td>
</tr>
<tr>
<td>UNFORGETTABLE</td>
<td>(MGM E-1069; E-1070)</td>
<td>23</td>
</tr>
<tr>
<td>SHIRLEES</td>
<td>(Scooter S 301)</td>
<td>24</td>
</tr>
<tr>
<td>SONGS I LOVE TO SING</td>
<td>Brenda Lee (Mercury MG 2002; SR 6602)</td>
<td>25</td>
</tr>
</tbody>
</table>
"LIFE IS JUST A BOWL OF CHERRIES" — The Platters — Mercury SR 66245
Group scores vocally on tunes which encompass vegetation in their titles. Their immaculate teen-beat delivery does wonders in updating such ancient items as "Tumbling Tumbleweeds," "Honeysuckle Rose," "When You Were A Tulip," "Apples Blossom Time" and "Orchids In the Moonlight." Top merchandise.

"BROOK BENTON GOLDEN HITS" — Mercury SR 66247
In two short years, Brook Benton has amassed a treasury of outstanding single hits to make any vocalist proud. His tunes have been assembled into one package which should find little detriment in its climb to the top. Among the tunes are "It's Just A Matter of Time," "Endlessly," "So Many Ways," "Thank You Pretty Baby," "Riddle," "With All Of My Heart" and "Hither and Thither and Yen." Excellent value.

"JOHNNY HORTON'S GREATEST HITS" — Columbia CL 1396
The late artist is represented in this package of reissues with his most successful records. Leading the list is the two-million seller, "The Battle of New Orleans," plus "Sink The Bismarck," "North to Alaska," "When It's Springtime in Alaska" and "Johnny Freedom." Has strong potential in its commemorative value.

"LONELY & BLUE" — Roy Orbison — Monument M 4062
Orbison has a proven winning way with a teen idol. He puts this talent to expressive use here, rendering his hits "Only The Lonely," "Blue Angel" and "I'm Hurting" as well as "Bye-Bye Love," "Cry" and "I Can't Stop Loving You." Good material and a striking delivery add up to strong merchandise.

"TWO MUCH!" — Anne Richards and the Stan Kenton Orchestra — Capitol ST 1493
Ann Richards bears strong vocal resemblance to a previous Kenton (her hubby) band thrush, Anita O'Day. This has the same originality and freshness to stand on her own merits. The outstanding selections here include an unusual ballad treatment of "Don't Be That Way," a long scat chorus on "No Moon At All," a funny "I Got Rhythm" and a sensitive display of torchiness on "Suddenly I'm Sad." Strong merchandise for the jazz 'n pop fana.

"LESTER LAININ PLAYS LATIN" — Epic LN 3781
A lineup of original Latin tunes and American pop transformed into Latin rhythms is played with verve and vitality by the Lainin ork. This is good adult dance fare in the traditional easy-to-follow Latin style. Selections include "La Cruz," "Espana Cani," "The Glow Worm," "La Paloma" and "Meet Me In St. Louis." The album, Lainin's twelfth for the label, is being sold at $2.28 mono or stereo to mark the orkster's fifth anny with Epic. This low tag could make it a top seller.

"DAKOTA" — Dakota Staton — Capitol ST 1490
The jazz-oriented thrush takes to disk in another session sure to create excitement among her legion of fans. Date's concentrated on pre-sessional Staxian variety of moods and she swings or clings appropriately. Selections include "Lock Me To Sleep," "On Green Dolphin Street," "The Masquerade Is Over" and "Pick Yourself Up." Stylish vocal entertainment.

"IN MY LITTLE CORNER OF THE WORLD" — Anita Bryant — Capitol STLP 12/123
The thrush's recent hit single is the leadoff tune and cue for a musical tour of the world. Her itinerary includes "Moon Over Miami," "Autumn in New York," "Granada" and "A Foggy Day In London." Her entourage includes a big ork with a lush string outlay, inviting vocal mood.

"HEAR ANITA BRYANT IN YOUR HOME TO-NIGHT" — Capitol STLP 12/127
Carlton's star lark is showcased in a program of her past singles, among which are such hit vehicles as "Paper Roses," "Six Boys And Seven Girls," "One Of The Lucky Ones," "Mixed Emotions" and the current climactic vocal version of "Wonderland By Night." A display of classic teen beat chirping.

"ROOSIE SOLVES THE SWINGIN' RIDDLE" — Rosemary Clooney — RCA Victor LPM-2265
The "Swingin' Riddle" here is Nelson, bandmaster extraordinary, who has supplied Rosie Clooney with a dozen high-stirring arrangements for her vocal. What Rosie solves, but she does a heap of a job of singing such songs as "Get Me To The Church On Time," "I'll Be Around," "You Veery Well" (very refreshing in the up-tempo), "By Myself" and "Cabin In The Sky." It's a bright vocal package that'll please the Clooney fans.

"CHERRY PINK AND APPLE BLOSSOM WHITE" — Jerry Murad's "Fabulous" Harmonics — Columbia CL 1352
Murad's Harmonics, responsible for one of the biggest selling records of all time, "Per O My Heart," "Always," "Happy Together," "Don't Make Me Over," etc., have returned to the pop charts with their unique version of "Cherry Pink." This LP date includes hit plus such material as "The Polka Dot And Moonbeams," "I'll Never Smile Again," "Ramona" and "Fascination." These are true virtuosos of the instrument and have a large faithful following.

"SUNSHINE GUITAR" — Guy Mitchell — Columbia CL 1354

"TAMBO" — Tito Puente — RCA Victor LPM-2257
Top Latin dance orkster, Puente departs from his usual fare for a journey into exotic. The emphasis is on surging pulsating rhythms with a primitive jungle atmosphere with occasional accents from brass and/or reed ensemble vocations. A striking display of percussive talent.

"GIANT HITS OF THE SMALL COMBOS" — Supervised by Joe "Fingers" Carr — Warner Bros. W 1406
If Jan August, Ken Griffin, Anton Karas can be considered "small combos" then this set's title can be considered. But technical aside, the album recreates "note for note" the original hits of these and other instrumentalists. August's "Melodies," Griffin's "You Can't Be True," Karas' "The 3rd Man Theme," Don Robinson's "My Way," the Three Suns "Twilight Time" are here, as well as other well-remembered hits. A pleasing package of nostalgia for the sentimentals.

Reviews

[Reviews of various albums, with ratings and comments]
Celebrate Roulette’s 5th Anniversary with a double helping of profits!

Roulette starts its fifth year of business with this sensational

1/2 PRICE BONUS DEAL

GET ONE L.P. AT HALF-PRICE FOR EVERY L.P. YOU BUY AT REGULAR PRICE

Bonus deal includes entire catalog of Roulette, Roost and Tico labels

...PLUS THESE EXCITING NEW RELEASES!

KANSAS CITY SUITE COUNT BASIE & his Orch.
The Music of Benny Carter

The Divine One, Sarah Vaughan

You Talk Too Much, Joe Jones (ISR-25143)

"WAIT FOR ME" And Other Sensational Hits by
The PLAYMATES
with Joe Bihlmeyer, His Orchestra & Chorus

MR. DEALER:
This Roulette sales program* is available ONLY in your store. No mail-order "clubs", no direct sales, no gimmicks to siphon off your profits! Quantities are unlimited. Call your Roulette Distributor today.

*Qualified Dealers Only.

Roulette Advertising Sends Customers to Your Store for Profits Galore!

17-MILLION CIRCULATION...the cream of the record-buying audience will see BIG-BIG Roulette ads in Playboy, Downbeat, Schwann Catalog...plus the SUNDAY ROTO MAGAZINE SECTIONS OF 30 TOP CIRCULATION MAJOR MARKET NEWSPAPERS.

Roulette In-Store Promotion Creates Plenty of Sales Action!
NEW GIANT MOTION DISPLAY...Rotates 48 L.P. Covers plus hanging pennants, colorful streamers and new complete consumer catalog...ALL FREE!

Plenty of coop advertising and publicity too! EVERYTHING to build more store traffic and fast-turnover profits!

the Cash Box—January 21, 1961
"DISCUSSION IN PERCUSSION"—Mike Simpson and Orchestra. Mercury EPS 1051

Mercury's Perfect Present Sound Series is kicked off with an invigorating display of percussion. Simpson's arrangement of various percussion instruments was used for the good sound of percussion with excellent group work. Mercury engineers have accommodated him. Tunes, mainly in the Latin style, include "Say Hi Mi," "Three Little Words," "The Mocking Bird" and "What Is There To Say?" Will excite the stereo bags.

"BLUES, CANDY AND BIG MAYBELLE"—Savoy MG 1101

Sing-hum repertoire runs from the low-down, norrest blues walls to the rattle-shaking contagiousness of rhythm and blues shouts. This set includes excellent examples of her mastery of both techniques through a compilation of some of her big single hits. Lineup includes "There, I've Said It Again," "Blues, Early Early," "Tell Me," "Mean To Me" and "Tell Me Who.

"ITALIAN SONGS AND DANCES"—Monitor MF 315

A unique look at the music of Italy is offered in this collection of folk songs and dances. To the folklorist, this music is rich in the heritage of ancient origin, and, as presented here, should provide fascinating listening to those who are musical interests. The disk contains instrumental and vocal tracks of tarantellas, mazurkas, quadrilles, tornelli and waltzes.

"BIPLACE & SENTIMENTAL"—Lurlean Hunter—Atlantic 1341

First Atlantic outing for the songstress pleasingly maintains a slow pace instead of the pop-style area. The only out-and-out "jazz" track is a racy-f declares vocal exercise on Kern's "The Song Is You." Ginny Giuffre arranged and conducts the cozy set setting. Tasteful program of plaintive vehicles.

"KING OF THE SINGERS"—The Living Strings—Capitol 1285

Maurice Gibb's lush arrangements of the ancient hymns and modern songs make this an attractive gift for the lovers of Gibb's music. His voice has a unique warmth and appeal, and the strings add a touch of elegance and sophistication to the overall presentation.

"MELODY"—The Four Pennies—Mercury 1026

The Four Pennies offer a delightful selection of American folk music that ranges from the traditional to the contemporary. Their harmonies are harmonious, and their performances are engaging, making this album a must-have for folk music enthusiasts.

"COMING OF AGE"—The New Christy Minstrels—Capitol 1229

The New Christy Minstrels' "Coming of Age" is a powerful and thought-provoking album that showcases their diverse musical talents. From vibrant folk songs to soulful ballads, this album is a testament to their versatility as musicians.

"TENDERLOIN"—Bobby Scott—Atlantic 1355

Bobby Scott's "Tenderloin" is a thrilling album that combines rock, jazz, and soul elements to create a unique sound. The performances are energetic and dynamic, making this album a standout in the music genre.

"LORD OF THE FORTIES"—Vol. 1—Folkways FI 2541

For its initial issue of dated jazz, Folkways has come up with a series of cuts made at a Town Hall jazz concert in 1946. Among the personnel heard are Sidney Bechet, Baby Dodds, James P. Johnson, Muggsy Spanier, Milt Mape, Pee Wee Russell, Art Hodes, Mezz Mezzrow, Popes Pouter, George Wettling, Tunes played include "Royal Garden Blues," "China Boy," "Sister Kate," "Jazz Me Blues" and "Maple Leaf Rag." Though sound is poor, jazz historians will cherish these relics from the past.

"GOLD DIGGERS IN DIXIELAND"—Matt Mallock and the Paduchac Patrol—Warner Bros. B 765

Remember those "Gold Diggers"' ficks of the Thirties? Well, Mallock digs back to those gaudy films for some of the best senders into the present. Tunes include "Lullaby of Broadway," "We're In The Money," "Painting The Chorus Line," "Too Many Tips With Me" and several non-entites. Enjoyable Dixie jazz.

"A TASTE OF HONEY"—Bobby Scott—Atlantic 1355

Bobby Scott's "Tenderloin" incidentally music for the Broadway show "A Taste Of Honey" is in the jazz idiom. Here, the composer-pianist offers his own performance of the music. Assisted by two groups, one a combo, the other string-laden, Scott barrel's way through the various descriptive themes. Good showcase for the pianist and his music.

"JAZZ OF THE FORTIES"—Vol. 1—Folkways FI 2541

For its initial issue of dated jazz, Folkways has come up with a series of cuts made at a Town Hall jazz concert in 1946. Among the personnel heard are Sidney Bechet, Baby Dodds, James P. Johnson, Muggsy Spanier, Milt Mape, Pee Wee Russell, Art Hodes, Mezz Mezzrow, Poppers Pouter, George Wettling, Tunes played include "Royal Garden Blues," "China Boy," "Sister Kate," "Jazz Me Blues" and "Maple Leaf Rag." Though sound is poor, jazz historians will cherish these relics from the past.

"CLASSICAL PICKS OF THE WEEK"

BEETHOVEN: "Wellingon's Victory" — "Lemon Overture" — "Promethus Overture" — Antal Dorati conducting the London Symphony Orchestra — Mercury LP 9000

Dorati kicks off the "Victory" with a bang! Just as the conductor took on the classical masterpieces by Schubert. Of the "Overtures," "Lemon" is the most popular, and "Prometheus" is also impressive. The performance is excellent.
A DOUBLE PLAY!
by Jerry Murad and his Fabulous Harmonicats

A HIT SINGLE!
4-41816 (also available on Single 33 1/3)

A HIT ALBUM!
CS 8356 / CL 1556 (Regular)

Both... Selling like CRAZY!

Exclusively on
COLUMBIA RECORDS

CHERRY PINK
AND APPLE BLOSSOM WHITE
JERRY MURAD'S "FABULOUS" HARMONICATS

I'll Never Smile Again
Ramona
Cherry Pink and Apple Blossom White
It Happened in Monterey
Paradise
It's a Sin to Tell a Lie
Fascination
Mark the Knife
Kiss of Fire
Lonely Love

The Cash Box—January 21, 1961
**NEW RELEASE!!**

**THE WAY YOU MOVE ME, BABY**
Tony Gideon
Chess—1776
Etta's Best!!

**“AT LAST”**
Etta James
Argo 5380

**“WATUSI”**
The Vibrations
Checker 969

**“I DON'T KNOW WHY”**
Clarence (Frogman) Henry
Argo 5378

**“THE GUNSLINGER”**
By
Bo Diddley
Checker 965

**CHECKER PRODUCING CO.**
2120 Michigan Avenue
Chicago 14, Illinois

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**LOOKING AHEAD**

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

1 **YOU'RE FRIENDS**
   Dee Clark (Vee Jay 372)
2 **CHARLENA**
   Serrells (£ C. 116)
3 **SUGAR BEE**
   Cleveland Crochet (Goldband 1106)
4 **KEEP YOUR HANDS OFF HIM**
   Damita Jo (Mercury 71760)
5 **THE JAZZ IN YOU / LOVE I'VE FOUND YOU**
   Gloria Lynn (Everett 19390)
6 **MILK COW BLUES**
   Ricky Nelson (Imperial 5707)
7 **GUESS THINGS HAPPEN THAT WAY**
   June Valli (Mercury 71750)
8 **OH LONESOME ME**
   Johnny Cash (Jan 355)
   Rob Luman (Warner Bros 5184)
9 **TEENAGE VOWS OF LOVE**
   Dreamers (Capitol 3051)
10 **IF I KNEW / THE WORLD IN MY ARMS**
    Nat Cole (Capitol 4481)
11 **DEDICATED TO THE ONE I LOVE**
    Sherrills (Scepter 1203)
12 **WAIT A MINUTE**
    Coasters (Atco 6768)
13 **YEAH BABY**
    Delites & Evergreens (Madison 143)
14 **THE EXODUS SONG**
    Pat Boone (Dot 16776)
15 **I AIN'T DOWN YET**
    Dinah Shore (Capitol 4746)
16 **LEAVE MY KITTEN ALONE**
    Johnny Preston (Mercury 71761)
17 **I REMEMBER (IN THE STILL OF THE NIGHT)**
    Cheers (Cord 143)
18 **WON'T BE LONG**
    Aretha Franklin (Columbia 41923)
19 **CERVEZA**
    Bert Kaempfert (Dove 30666)
20 **I REMEMBER**
    Maurice Williams & Zodiacs (Rondor 556)
21 **ORANGE BLOSSOM SPECIAL**
    Bally Vaughn (Dot 16774)
22 **CLOSE TOGETHER**
    Jimmy Reed (Vee Jay 373)
23 **THE MISFITS**
    Don Costa (United Artists 386)
24 **I LOVE YOU SO**
    Chantels (End 1500)
25 **WATUSI**
    Vibrations (Checker 969)

---

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

**“THE AGE FOR LOVE”**
   Pick of the Week—11/19
   Jimmy Charles ........................................ Promo 1003

**“UTOPIA”**
   Pick of the Week—12/10
   Frank Gari ........................................... Crusade 1020

**“BABY SITTIN' BOOGIE”**
   Best Bet—12/8
   Buzz Clifford ....................................... Columbia 41876

**“WHAT AM I GONNA DO”**
   Pick of the Week—11/26
   Jimmy Clanton ...................................... Ace 607

**“YES, I'M LONESOME TONIGHT”**
   Pick of the Week—12/10
   Thelma Carpenter .................................. Coral 62241
   Dodie Stevens ......................................... Dot 16167

**“THE STORY OF MY LOVE”**
   Pick of the Week—11/26
   Paul Anka ............................................. ABC-Paramount 10168

**“IS THERE SOMETHING ON YOUR MIND”**
   Pick of the Week—12/10
   Jack Scott ........................................... Top Rank 2093

**“(I WANNA) LOVE MY LIFE AWAY”**
   Pick of the Week—11/26
   Gene Pitney .......................................... Musicor 1002

**“SPANISH HARLEM”**
   Pick of the Week—12/3
   Ben E. King .......................................... Atco 6185

**“DON'T READ THE LETTER”**
   Pick of the Week—12/10
   Patti Page ............................................ Mercury 71745

**“YOU CAN HAVE HER”**
   Pick of the Week—11/7
   Roy Hamilton ......................................... Epic 9434

**“MUSKRAT RAMBLE”**
   Pick of the Week—12/31
   Freddy Cannon ....................................... Swan 4066

---

**COMING SOON**—THE NEW RICHIE DENNIS

**“CLOSE TOGETHER”**
   Jimmy Reed .......................................... Vee Jay #373

**“KISSIN' KRAZY”**
   b/w
   "WITHOUT YOUR TENDER LOVE"

**WANTED**—Unpublished tunes for recordings—mail demos, sheet music to:

**JULIA RECORDS, INC.**
1100 Ludlow Avenue, Union, New Jersey

---

The Cash Box—January 21, 1961
Jerry Wallace

"THERE SHE GOES"

#59098

"TRY ME"

#59100

Margie Rayburn

CHALLENGE

GA

Challenge

ULTRA HIGH FIDELITY
ENGLAND
NEVILLE MARTEN
9a New Bond Street
LONDON, W. 1
Tel: Hyde Park 2868

BENELUX
PAUL ACKET
Theresiastraat 81a
The Hague, Holland
Tel: 670-7225-46

GERMANY
MAL SONDOK
Amalienstrasse 28
Munich, Germany
Tel: 230197

ITALY
VITTORIO de MICHELI
Via Dell’Orso 4
Milan, Italy
Tel: 86 43 56

SCANDINAVIA
SVEN G. WINQUIST
Kaggeholmsvagen 48
Stockholm-Enskede
Sweden, Tel: 53-46-85

FRANCE
ROGER SELLAM
24 Rue de Leningrad
Paris, France
Tel: Europe 5308

AUSTRALIA
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Heathmont, Victoria
DO THE FOREIGN BUYERS SEE YOUR AD?

IF IT'S IN The Cash Box THEY DO!

because:

Your advertising message is
NOT DELETED from the weekly
Cash Box read by our foreign subscribers.

because:

The Cash Box is flown to all our world markets IN ITS ENTIRETY (exactly as seen in the United States).

This added exposure is yours at NO EXTRA COST.
biography

Buzz Clifford

Buzz Clifford was born Reese Francis
Clarke III October 8, 1942 in La
Grange, Texas. He moved to Monclair,
N.J. when he was five, and then, at
eleven, to Mountain Lakes, N.J., where
he now makes his home. Previous to his
current hit recording of “Baby Sittin’ Boogie” for
Columbia Records, the songster had no professional
experience. While in high school he concentrated on sports, play-
ning varsity baseball and football (of which he was team captain), particip-
ing in all water sports and kid-ding, etc.
Buzz started playing the guitar when he was nine, filling up his spare
time by writing songs. One of his songs, “Blue Lagoon,” came to the
attention of Columbia Records, which asked the kid to record it for them.
The talent he displayed on this initial disk effort prompted the label into
pacting him and setting up a session for “Baby Sittin’ Boogie.”

Frank Gari

“Utopia,” which moves into the Top
100’s #61 slot this week, marks Frank
Gari’s first effort for Sy Muskin’s
Crusade label and the label’s initial
release. It promises to be just the be-
inning of a firm relationship.

Gari was born in New York City,
later moving to his current homestead,
Paramus, N.J. His first interest in
show business was in acting, resulting in appearances in several movies. One
film, “Bad,” produced in 1969 with
disk jockey Al Collins and featuring
several top singing stars, brought
Gari to the attention of songwriter
Jimmy Crane who inked Gari to a
Ribloon wax pact. While promo tour-
ing for Ribloon, Frank met Sy Muskin,
who became his manager, formed the
Crusade label and waxed Gari in
“Utopia.”

A recent signing to the William
Morris Agency by Paul Cantor has
the songster lined up for a p.a. tour,
at CF0X-Montreal to strike out on a new frontier as an impressionist. His initial
effort is the promoting of a Bobby Vee, the Ventures, Buddy Knox, Rhythm
Bop, etc. Beverly Hills, February 12, 1961, the West Coast leg of the
WWDC-Washington’s Duc-keys-Beverly Hills Tour. The tour will
be handled by James Hall of
the KICN-Denver’s promotions
division.

How can a tight music policy help solve a half million dollar safe robbery? WL
helped Tampa, Fla. police last week by certifying that the record “Last
July” by the Stax Five was last heard on the radio at 5:49 a.m. on February
27th, night. The Stax Five are a local Car
Company. Although the company’s burglar alarm clocks were out of order,
employees remembered hearing the tune by the 5:49 a.m. time they went
off. Police told WL’s operations manager Roy Nilson that zeroing in
the exact time of the robbery valuably aided the investigation. Never un-
derestimate the power of a formula. . . . Don Passerby is formaking his spin post

VITAL STATISTICS:

KOMA, the Soranz station in Oklahoma City, has added three new
staffers. Bill Baxter, formerly with KHXO and currently with Pomona-
show Larry Darwick, late of KEEP-Twin Falls, Idaho, moves into the evening slot,
and Bill Adams, the former program director of KGMS-Sacramento, Calif., is
branding the west coast office.

Bob Meller

Record Dist. Co., 665 N. Broad St.,

Says Spin

“ONLY ONE LOVE” by Ann Christy

DJ’s: Write Arco Records

The Cash Box—January 21, 1961
4th in a Row for Indigo!

1. "HONEST I DO"
   by The Innocents

2. "A THOUSAND STARS"
   by Kathy Young

3. "GEE WHIZ"
   by The Innocents

and NOW!

4. "DREAMS and WISHES"
   by THE CRYSTALS

Indigo #114

INDIGO ROLLS INTO THE ALBUM FIELD.......

LP-501  LP-502  ST-502  LP-503
**ABC-PARAMOUNT**

All qualified dealers receive a straight 12 1/2% discount off the face of the invoice, in addition to specific dated billing. Plan is a winter merchandising deal.

**ANGEL**

"Top 100" LP's on a controlled 100% exchange basis. Exchange protection applies to as many as 5 copies of each album on the "Top 100" list, with all exchanges to be made on or before June 30. Deferred billing on albums ordered under exchange program from Jan. 3 through Jan. 27.

**AUDIO FIDELITY**

"January Dealer Plan"—In view of the recent price reductions on AF albums, dealer has the opportunity to average out existing inventory in line with the new prices. Expires: Jan. 30.

**CAMEO**

15% discount and 100% exchange deal with the purchase of 20 LP's, with any one album not to exceed 50% of the order. Deal involves all Cameo-Parkway LP's, including 3 Bobby Rydell packages on Cameo and 2 Chubby Checker packages on Parkway. Plan begins Jan. 16. Expires: Feb. 24.

**CAPITOL**

Controlled 100% exchange privileges on all Jan; releases plus a 10% discount on the rest of the label's pop and rock catalog. Dealers may order as many as 5 copies of each new Jan album, with full 100% exchange protection exchanges to be made on or before June 30. Minimum of 50 LP's including at least 2 copies of each of 16 different titles in the Jan release must be purchased. Expires: Jan. 31.

**CARLTON**

"Janis J. Bryant Month"—Special bonuses available in free merchandise and sales incentives on both new Bryant LP's. For further info contact local Carlton distr. Expires: Feb. 10.

**CHANCELLOR**

Same as ABC-Paramount deal.

**COLUMBIA**

"Bonus To Sell!"—Singles: Dealers can get optional 10% return privilege or 5% dollar credit plan or combination of both on 45's and 33's. Albums: Dollar exchange privilege limited to stereo for stereo, mono for mono, removes the category on series restrictions.

"Columbia's Profit Formula"—Merchandising program for restocking package goods on mono product, two 10% discounts, $1 stereo LP, 20% discount on stereo product; 15% discount on mono and stereo EP's. No discount allowed on Broadway show albums, multiple disk sets. Special "dating terms" available. Expires: Jan. 31.

**ELEKTRA**

"January Jubilee"—Dealer gets one free album for every ten purchased from the entire Elektra catalog. To qualify dealer must order a minimum of thirty albums covering at least fifteen different titles. Expires: Jan. 31.

**EPIC**

Dealer receives special discounts from the normal distrib prices, 10% from specialty LP's and 20% from all stereo LP's. Seven new LP's included. Also a 10% discount on the label's low-priced Perfect line and 4-track tapes. Dealers are assured full margin for the special $2.98 pricing this month for a new Lester Lanin LP, "Lester Lanin Plays Latin." Expires: Jan. 31.

**HARMONY**

"Columbia's Profit Formula"—Merchandising restocking plan offers 15% discount on entire line. Special "dating terms" available. Expires: Jan. 31.

**LIBERTY**

"Look To Libert For '61"—10% discount on entire dealer's order, including new releases, provided dealer buys 7 of his new releases. Payments to be made over 3 month period. 100% exchange privilege. Expires Feb. 13.

**LONDON**

"Get 'Em—Extra 10% discount on product; payment due March 10; 100% paid newspaper ad program; "Surplus Stereo Stock." Sixty-six London and low-priced Richmond stereo LP's are being sold to distrabs at half-price. Expires: Jan. 31.

**MERCURY**

"Buy 10 Albums And Get 1 Free In The Same Category."—On entire catalog including new "Perfect Presence Sound Series." Expires: Feb. 15.

**ROULETTE**

"Celebrating Roulette's 5th Anniversary With A 1/2 Price Bonus Sale!"—Applying to the Roulette, Rico and Reoto catalogs, consumer can buy an album—including fifteen new Jan. releases—at half price if he buys another at the regular price. To augment offer, label is allowing 10% discount on all album purchases made in its low-price Forum catalog. Expires: Jan. 31.

**TIME**

"Operation Clean-Up"—For every $5.00 worth of LP's dealer buys from Time, he can return $1.00 worth of deleter stock," any label or speed and regardless of cost or list price. Expires Feb. 15.

**UNITED ARTISTS**

Special re-stocking program, Distriburs will receive 1 free LP with each 5 of the 6 United Artists LP's purchased from the full catalog. Special discount whereby billing will be split one-half in Feb, and the balance in March. Expires: Jan. 16. Plan does not apply to Ultra Audio Sound Series, which remains in a one-a-six program through Jan. 31.

**VERVE**


**WARNER BROS.**

For every $5 worth of WB album product purchased, the dealer may return to the WB distr $1 worth of any slow moving product he has regardless of label, speed, etc. Both Bob Newhart LP's have a ratio of return of $1 for each $10 of purchase. Expires: Jan. 31.
Cameo-Parkway Jan.-Feb. LP Deal

NEW YORK—Cameo Records this week begins a Jan.-Feb. LP program on all Cameo and Parkway LP's, including package product by Bobby Rydell and Chubby Checker, the latter represented on Parkway.

Featuring a 15% discount and 100% exchange deal, the plan—which runs from Jan. 15 to Feb. 24—is going into effect with the purchase of twenty LP's, with any one album not to exceed 50% of the order.

The Rydell-Checker LP's include: Rydell's "We Got Love," "Bobby Sings" and "Bobby's Biggest Hits"; Checker's "Twist/Fifth Chubby Checker" and "For Twisters Only."

Cameo topper Bernie Lowe said that distribute salesmen and promotion men would be in for incentive programs, including a bonus deal for the salesmen. Lowe added that distribs would get extra discounts for volume purchases.

Lowe revealed that Cameo would release in Feb. the first LP by the International Pop Orchestra, featuring 110 men, which the exec said would begin a program of albums which would augment the Cameo-Parkway catalog of mostly packages by hit artists.

Cut in Europe, the album will be released in time for its inclusion in the album plan. Mono list is $4.50, stereo $6.95.

Lowe said that basic Cameo-Parkway album policy would be to release "specialized" albums with "special" promotion on each.

Capitol Realigns Int'l Dept.

HOLLYWOOD—Motivated by a "continuing expansion" of its over-all marketing activities, Capitol Records has realigned executive responsibilities within its international department, according to an announcement last week by Lloyd C. Dunn, vice-president for marketing.

Dunn announced the following appointments: Sander A. Porges, who joined Capitol in Feb., 1947, and who has served as an administrator of the international department since that time, has been named to the new post of executive consultant of overseas markets. He will continue to report to Dunn.

Gordon R. Fraser, who was appointed director of the international department in Jan., 1946, will assume complete executive responsibility for the department and will report directly to Dunn. Fraser formerly reported to Porges. Fraser will also assume the post of representative and general manager of Capitol Records International Corp., a Capitol subsid.

Richard J. Rising, who has served as assistant director of the international department since August, 1960, has been appointed international department manager. He will continue to report to Fraser.

Julius Vartady, who has been a member of the international department's New York staff since 1959, has been named export order service manager. In his new post, he will be responsible for supervision of the department's New York staff, as well as functional direction of the department's Scranton, Pa., export order service.

Bob Klein, former pop records merchandising manager of Capitol Records Distributing Corp., has resigned his CRDC post in order to become international promotion manager, replacing King Lane, who has resigned from the company. In his new post, Klein will report to international marketing manager Rising.

Also reporting to Rising will be James R. Winfree, who has been named to the post of international administrative service manager.

According to Dunn, all moves are effective Jan. 15. With the exception of Porges and Vartady, who will remain in New York, all personnel involved in the present moves will continue to be headquartered at the Capitol Tower in Hollywood, Dunn said.

Caedmon's Drayson On Shakespeare LP Tour

NEW YORK—Harold Drayson, national sales director of Caedmon Records and its Shakespeare Recording Society Club, left last Sunday (15) on a three-week, cross-country distrib tour on behalf of the spoken-word label's series of Shakespeare recordings.

Among the cities Drayson will visit include: San Francisco, Los Angeles, Chicago, St. Louis, Kansas City, Cleveland, Detroit, Dallas and Pittsburgh.

The label has already released three recordings of Shakespeare's works, "Macbeth," "Taming Of The Shrew" and "Othello." Due this month is Sir John Gielgud in "Winter's Tale." Caedmon expects to have all of The Bard's works on disk within three years.
AF Distris Report Solid Dealer Response To Plans

NEW YORK—Distributors have received an "enthusiastic" dealer response to Audio Fidelity Records' new pricing schedule and January Dealer Plan to go along with the price changes, the label learned at a national distrib dinner meeting hosted by the label's top salesman, sales manager Ev Bagley at the Friar's Club here on Friday, Jan. 6.

Reaction to the program has been so "overwhelming" that the disky company announced last week that it has posted its new release schedule to Feb. 1, in order that dealers might "give complete concentration to this plan and give dealers the opportunity to take full advantage of the program."

AF mono and stereo albums were recently reduced from $5.98 to $4.98 and $8.98 to $5.98, respectively. So that dealers can "average out existing inventory in line with new prices," the January Dealer Plan gives them the opportunity of buying mono LP's at $2.48 and stereo at $3.10.

BIG NEW HITS!

"RAVIN' IN MY HEART"  SLIM HARPO Excello 2194

"SOMEBODY KNOCKIN'" LIGHTNIN' SLIM Excello 2195

12 ALL-TIME HIT SINGLES IN ONE SMASH ALBUM "TUNES TO BE REMEMBERED" Excello LP 8001

NASHBORO RECORD COMPANY
177 3rd Ave. N., Nashville, Tenn.

KLAC-ing

HOLLYWOOD—Pat Boone is shown here recording special promotional spots for broadcast over radio station KLAC. Pat is currently working on his latest release, "The Exodus Song," for which he wrote the lyrics to Ernest Gold's music. The release is coupled with "There's A Moon Out Tonight."

ON IT'S WAY TO YOU! SMASHING NEW BOBBY BLAND "I PITY THE FOOL" Duke 332

"CLOSE TO YOU" Duke 333

ON ITS WAY TO THE TOP
DUKE RECORDS, INC.
2809 ERASUS ST.
HOUSTON 26, TEXAS

细胞 Re-Intros Juke Box Royalty Bill In House

WASHINGTON, D.C.—Congressman Emanuel Celler (D.-N.Y.) has re-introduced in the House of Representa-
sitives what would give writers new royalty payments in juke-box plays of their compositions.

Offered by Celler on Jan. 3, the bill (HR 79) reads as follows: To re-
quire juke box operators to pay royalty fees for the use of the musical property of composers, authors, and
copyright owners.

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, that the third paragraph of section 1(e) of title 17, United States Code, be amended to read as follows:

"The reproduction or rendition of a copyrighted musical composition publicly by or upon a coin-operated machine is deemed to be a public performance for profit, and the operator of any such machine shall be liable for any infringement of any such musical composition occurring through the use of such machine. As used in this act, "coin-operated machine" means any individual, partnership, association, corporation, exercising ownership or prior right in possession of such machine, having any such machine, or having any prior responsibility for the selection of the place at which such machine is op-

Japan see new WB LP's

Anita O'Day; "Leisure Time"—Stu Wilson; "Oscar Peterson Plays Forger & Besse"; "Rory Brown; Jazz Cello"; "Live Date"—Buddy DeFranco Sep-
tet; "Gerry Mulligan Meets Johnny Hodges"; "Thank You Charlie Chris-
tian"—Herb Ellis Quintet; "Star of the Large"—out in Copenhagen (2-LP's).

Metro Backing "Carnival";

GETS FILM, DISK & PUB RIGHTS

NEW YORK—Metro-Goldwyn-Mayer has contracted to provide $125,000 for the Broadway musical "Carnival," it was disclosed last week by Sol C. Siegel, head of the film company, the money, accounting for 50% of the show's financial backing, will give Metro access to the film rights, publishing of original cast recording for MGM Records.

"Carnival," with music and lyrics by Bob Merrill, is scheduled to open on Broadway April 13 starring Anna Maria Alberghetti. Gover Champion will direct and choreograph; David Merrick is the producer.

Cricket Up Singles Tag To 29c

NEW YORK—Cricket Records, the kiddie label operated by Pickwick Sales Corp., will up the price of its singles four cents from 25c to 29c beginning Feb. 1, according to Pickwick top executive Leslie. Leslie said that stickers indicating the new price are available for dis- tributors and retailers.

Breaking Out Nationally!

TEENAGE VOWS OF LOVE by THE DREAMERS Goldisc 3015

GOLDISC RECORDS
1650 Broadway, N.Y., N.Y.

Tokyo, Japan—Picture shows the recent sales conference held by Nitchiki Industries, Ltd., in which the Warner Bros. distributor and licensee introduced the complete WB line of mono and stereo LP's to the press and the country's key record dealers.

The Cash Box—January 21, 1961
THE NATION'S Top Ten

JUKE BOX TUNES
(PLUS THE NEXT 25)

Position Last Week
1—EXODUS—Ferrante & Teicher
    Mantovani
    UA 274
    London 1952
    Dec 31141
    3

2—WONDERLAND BY NIGHT—
    Bert Kaempfert
    RCA Victor 7810
    2

3—ARE YOU LONESOME TONIGHT—
    Elvis Presley
    RCA Victor 7775
    4

4—WILL YOU LOVE ME TOMORROW—
    Shirelles
    Decca 1211
    5

5—LAST DATE—Floyd Cramer
    RCA Victor 55287
    6

6—RUBBER BALL—Bobby Vee
    Liberty 55285
    8

7—YOU'RE SIXTEEN—Johnny Burnette
    Dot 1041
    22

9—CINNAR CORINNA—Ray Peterson
    Dunco 2002
    11

10—ANGEL BABY—Rosie & The Originals
    Highland 5001
    14

11—North To Alaska
    12—A Thousand Stars
    13—Shop Around
    14—Many Tears Ago
    15—Sway
    16—Lonely Teenager
    17—Maia
    18—Mr. Will Break Your Heart
    19—Sailor
    20—early Rush In
    21—Colleger Girl
    22—New Orleans
    23—May
    24—I Count The Tears
    25—My Girl Josephine
    26—Baby On Baby
    27—Ruby
    28—Portfolio
    29—Sad Mood
    30—There She Goes
    31—Gonna
    32—Wings Of A Dove
    33—Emotions
    34—Majestic Seven

Everest Opens Coast Office

NEW YORK—For the purpose of lis-

tening to and screening new masters

and maintaining a constant search for

promising artists, Everest Records

has just opened west coast offices at

6253 Selma Selma Ave., in Hollywood,

according to LeRoy Holmes. Heading

the coast operation is Doris Flack,

who will accept all masters from the

area and act as a special liaison be-

tween the label's coast districts and

the home office in New York.

While on the coast recently, Holmes

cut a rush release, "March of the

Regiment" with the Randy Horne

Singlers. Song was written by Mario

Rodriguez, a member of a group tagged

Los Chamurnebes, and was originally

titled "El Paso Del Regimento." Sunny

Skylar wrote the English lyric sung by

the group. Southern Music is the

publisher.

Satx Resigns Ricordi Post

NEW YORK—Ralph Satz has re-

signed his position as editor-in-chief

of G. Ricordi Co., New York. A vet-

eran of music publishing, Satz pre-

viously served in a similar capacity

with Leeds Music and ten years with

Chappell where he developed the ever-

greens of Kern, Gershwin, Porter,

Rodgers, etc., for the educational mar-

ket. For many years, Satz served as a

member of the board of directors and

treasurer of the Music Publishers As-

sociation. His immediate plans have

not been disclosed at this time.

Mercury Signs Chi
Players Group

CHICAGO—Mercury Records an-

nounced the signing of an exclusive re-

cording contract with Chicago's Sec-

ond City players as a follow-up to the

firm's success with the Mike Nichols

and Elaine May albums. The Second

City group comes from the same

school as May and Nichols and Shelly

Berman.

The group is currently being re-

corded at the Second City, where they

appear on stage in front of real audi-

ences. Included among the players are

Severn Darden, Barbara Harris, How-

ard Alb, Mina Kell, Andrew Duncan,

Paul Sand, William Mathieu, and Eu-

gerious Troddell. Owners and co-pro-

ducers of the Second City are Bernie

Salhans, Paul Sills and Howard Alb,

with Sills acting as director.

Plans are underway currently for the

opening of another Second City in

New York.

Jamal To Open Nitery

CHICAGO—Ahmad Jamal, the jazz

pianist and Argo recording artist, will

open his own restaurant-nite club,

the Al Hambra, at 1321 S. Michigan,

this city, on Feb. 3.

The nitery, which is the realiza-

tion of a longtime ambition of Jamal's,

will be decorated in modernistic trilv-

def design with a seating capacity of 180.

Jamal, born in Pittsburgh, made his

first appearance at the now defunct

Blue Note jazz club in Chicago twelve

years ago and is rated as one of the

most popular jazz pianists in the con-

temporary jazz field.

HOLLYWOOD—Radio station KFWB
program directors Jim Hawthorne and

Chuck Blone (left, second from left) and
disk jockey Bruce Hayes (second from

right) engage in backstage warm-up

activities with entertainers Duane Eddy,

Jerry Wallace and Johnny Burnette before

the three took the stage of the

Hollywood Palladium as part of an all-

star line-up who participated in estab-

lishing the KFWB Scholarship Fund for

the Boys' Club of Hollywood.

BREAKING!

San Francisco, Los Angeles, Cleveland,

Detroit, Boston, New York, Philadelphia

and . . . .

GOING ALL THE WAY!
The Original 'CHARLENA'

by

Sevilles

J.C. #116

J.C. RECORDS

8943 Wilshire Blvd.

Beverly Hills, Calif.

Bradshaw 2-8347

TALENT HUNT

For Rock & Roll Vocalists


No Tapes, Mail Demos, Photos

Marvin Cone

CQED RECORDS

1639 Bwy. N.Y.

(Rejections promptly returned)

2 Great Instrumentals

by The

ELECTRO-TONES

"DAYDREAM" &

"GHOST TRAIN"

J.B. 125

2 Nat'l Dist.—GLOBE Dist

1650 Bwy. N.Y.

(CO-4535)
HOLLYWOOD—Capitol Records has placed a two-week moratorium on its new singles release in order to "compensate on fifteen discs that are already showing strong potential as a result of the label's recent revitalization of its entire singles program. The postponement means that releases set for Jan. 30 will be delayed until Jan. 60 and those set for Jan. 23 will be pushed back to Feb. 6. according to Volvie Gilmore, director of singles & A&R.

"Now that the list of records having clear potential has grown so long, we felt it was wise to give our promotion staff a little extra time in which to do a really proper job on existing discs before bringing out any more," Gilmore said.

Capitol Distributing Corp. is mobilizing its entire field staff for a promotional drive centered on those records which are already on the charts and showing strong sales and/or sales response.

The only exception to the moratorium is Nancy Wilson's first single, "Poutish Heart," and "The Seven Son," which is being released Jan. 23 because of a "strong national reaction" to her first two LPS, Gilmore said.

The label's Top 100 entries include: Ferlin Husky's " Wings Of A Dove," also #2 in the country best-selling chart; and "Oh, How I Miss You Tonight" by Jeanne Black (#75). Sales and deejay reaction is reported on such items as Nat King Cole's "If I Knew," Dinah Shore's "I Ain't Down Yet," The Four Preps' "Calculata," Simon Crum's (Ferlin Husky) "Exorcism in Motion," Ritchie Flatt's "Frank Pourcel's "Milord.

Italy's CGD Label Mgr. In U.S. For New Catalogs

NEW YORK—Giuseppe Giannini, of Italy's CGD label in Milan, is presently touring the U.S. to "say hello to all his friends" and to look for representation in Italy of American disc catalogs for a new label, Galleria Del Corso, just established by Ladislao Jager, owner of CGD and many publishing firms in Milan, Giannini will also become a staff member of the new label, CGD handles, among others, the U.S. catalogs of MGN, CTS, Capitol, Parkway, Everett, Paulette and Fiesta.

He Did It Again

NEW YORK — Richard Mills, general professional manager of Mills Music, will be winging his way to Las Vegas Jan. 25 as a 10 day guest of Flamingo Hotel owner Morris Lansburgh, who has engaged Mills to run his Lasburch's letter-writing contest.

Mills' winning letter stated that he had won over the contest because he entered an auto in 1950, two TV sets and a washing machine, all of which he won when the contest's rules were changed to allow the winner to select his own prizes.

Mills, who has spent his lifetime in the entertainment business, said he will be spending his time there promoting the Bay Terriers, Dimes, recording of "Corrina, Corinna," which Mills publishes.

New N.Y. Disk Studio

NEW YORK—Sound Makers, a new recording studio, has just opened offices here at 6 West 57th St. Bill Schwartz and Alan Nathanson, formerly with Everett Records and Fine Sound, head the engineering staff.

A Kiss To Build A Dream On

CHARLESTON, W. VA., — Fabian plants a kiss on the cheek of 16 year old Hetty Brown. The lucky Miss won a "Data With Fabian" on Dick Reid's WCHS-TV program and the star, appearing in town with the "Biggest Show of Stars" tour package, obliged the gal with a date.
**New York—Orders at recent distri-

ibution meetings for Carlton Records' new long single and LP's totaled over $300,000, according to A.C. Joe Carlton. Carlton told the Cashbox at a press conference last week that recent distributor meet-

gings and the publishing of the new announcement for Paul Evans product, and the "Hear How To Play Better Baseball" LP series proved "extremely encouraging," and that ac-

ceptance of the "Hear How" series by chain stores, Carson, Pirie, Scott, and other southern and midwestern distributors, has been "incredible." Carlton also in-

cluded that at these meetings his new record-package plans, a deluxe book package which has yet not been leased.

Carlton pointed out that Anita Bryant Month, Carlton has simultaneously released two albums and one single on the Bryant label, "In My Little Corner of the World" and "Anita Bryant In Your Home Tonight!" and the single, "A Texas A And Girl From Mexico," are being offered to dealers and distributors as what Carlton describes as a "tremen-

dous opportunity to the store-owners" and "a golden opportunity to enhance the profitability of the albums.

Carlton is merchandising his line to distributors under the slogan, "Sell Us First!" Special incentive includes a $1.00 per album off to salesmen on the Bryant-Evans LP's, and a two-for-one LP on the "Hear How" line.

Carlton announced that in addition to new product, Carlton has purchased $140,000 worth of distribution stores, and is confident that he will have the entire Carlton store-front area normally covered by distributors. In merchandising this series for distributors, Carlton is offering return guarantees on all albums within the next two years as the core of the label's new "Cocktail Jazz" series. "Decisions, head of a seven-piece band, is currently on a concert tour of the nation's campuses.

**Capitol Fetes Kingston Trio For LP Sales**

HOLLYWOOD—The Kingston Trio, will receive four gold disks, represent-

ing $4 million in LP record sales, at a luncheon presentation this week (15) before some sixty members of the press and top Capitol executives.

The multiple gold-record awards, one for each of the group's de-

mensional singles and LP's, were presented to the group's three members before their first foreign tour, a two-month jaunt through the Far East and South Pacific.

Label topper Glenn E. Wallach will present the gold records awards to the group, there: Dave Guard, Bob Shane, and Nick Reynolds—at the in-

vitation luncheon in Michael's Restau-

rant, Los Angeles.

*Other Capitol executives attending the luncheon will be Capitol's Fred Ross, vice-president in charge of marketing; Alan W. Livingston, assistant to Ross; and Al E. Gilmour, exec. & Prod. staff.*

The million-selling albums, as certi-

fied by the National Recording Industry Association of America, are "The Kingston Trio," "The Kingston Trio At Large," "From The Hungry I," and "Here Will We Be." In the summer of 1965, the Kingston Trio scored their first hit with a single record which made a national impact and an obscure folk charac-

ter named "Tom Dooley." A million-

and-a-half sales on the "Tom Dooley" record brought the Trio their first gold record, which greatly popularized the group. The group's success led to the for-
mation of other similar outfits and helped give folk music new life on the pop charts.

The Trio has scheduled its first appear-

ance on the up-coming tour for Tokyo Jan. 25. Enroute they will stop off briefly at Honolulu, where both Guard and Shane grew up. Reynolds is from San Diego.

Following numerous appearances in Japan and Korea, the Trio will trek Australia and New Zealand. They will close the excursion with a week-long vacation in Fiji and Tahiti beginning Feb. 23. The singers expect to bring back many new folk songs for adaptation to their repertoire.

**Deca Rushes Single By New Songster**

NEW YORK—Decca Records has rushed-released a single by songster Bob Wilson, who bows on the label with "Marie Marie" and "Portray Of My Love." Latter tune is currently one of England's biggest hits. The 22-year-old performer has been studying voice since he was nine. He has toured abroad and plans currently in the works for booking in one of New York's East Side rooms.

**Trying For Two-In-A-Row**

TRENTON, N.J.—Gene Kaye, WATT disk jockey, interviews Maurice Wil-

liams and the Zombies when the Herald recording troupe appeared on his show to perform its latest single, "I Remember." The group is coming off its splash of "Stay."
AmPar Unveils Winter LP Plan At New York Distributor Meet

NEW YORK—Climaxing its one-day distributor convention at the Hotel Delmonico in New York on Saturday, Jan. 7, AmPar Records revealed its winter merchandising plan to kick off the 1961 season.

With a reported record turnout of distributor heads, last year’s “Big 5th” campaign, which included eleven albums on the parent label, and the initial four releases on its new Impulse label, Opening the meeting with pointed remarks concerning the optimistic future of the industry in general, proxy Sam H. Clark, then turned the proceedings over to Allan Parker, director of sales and merchandising, to present the details of the sales and merchandising programs.

All qualified dealers are to receive a straight 12½% discount off the face of the invoice, in addition to specific dated billing. Merchandising aids on all label releases are available to distributors.

A special sampler on the four Impulse albums will be made available to dealers, consisting of bands from the following albums: The Great Kai & Joe, “Winding Kai Windin’” and Chicago; “Genius + Soul = Jazz,” and The James Charles; “The Winding Trombones”; and “Out of The Cool,” with the Gil Evans Orchestra.

The biggest incentive plan in ABC-Paramount’s history has been designed for distributor representatives, with ten automobiles to be awarded to saloonmen and distributor heads.

While Chancellor Records, distributed by ABC-Paramount the United States, has not announced its calendar release, the licensing and merchandising plan also applies to the Chancellor product. The plan will be made public at a later date.

After Parker’s presentation, Larry Merrill, vice-president in charge of sales, paid tribute to the distributors for their loyal support and cooperation to “place ABC-Paramount among the leaders in the independent recording field today.” The convention was topped off with Clark’s hosting of a special dinner for the entire assembly at Manhattan’s famed Latin Quarter.


The meeting featured an introduction by President Irving Green, which covered a general rundown on the industry, Mercury’s plans for future growth, artist acquisition, and operations of the firm’s plant in Richmond, Indiana.

Mercury’s vice president in charge of operations, Irwin H. Steinberg, spoke briefly about marketing, sales, and evaluation of the Mercury catalog, the make-up and purpose of the firm’s unique regional sales force, and the weekly tabulation and analysis procedures for release determination and distributor efficiency. Myers also covered the weekly wrap-up which is sent to all distributorships and their personnel, as well as procedures surrounding the return of merchandise.

Irwin H. Steinberg, executive vice president of Mercury, covered the organization of the firm, it’s make-up, and the personnel to contact for various phases of public relations, advertising, and merchandising. He also explained the firm’s availability for helping the distributors in the area of distributorship management forms, financial participation, and the use of the account method as a means of routing salesmen. Here, Mercury’s tabulation system of rating distributors on their performance was demonstrated.

The two-day meeting was termed “Merry Christmas by the fire” and an attendance and the techniques will be applied wherever and whenever personnel changes warrant it, on the distributing level as well as on the home office level.

The Cash Box—January 21, 1961

Mercury Holds Meet For New Distribri

CHICAGO—Mercury Records last week held a two-day orientation conference for the new distributors from Boston, Pittsburgh, Hartford, and Ohio at the firm’s home office in Chicago.

Purpose of the meeting was to bring in only the new distributors and acquaint them with Mercury’s “history,” as well as giving them some idea of Mercury’s management operation to meet face to face with the management of the new distributorships.

Herb Dale and John Williams from Dale Enterprises represented the new Boston distributor and Glen Miller represented the Bill Lawrence, Inc., distributorship of Pittsburgh. Also in attendance were Leslie Distributors in Hartford, Conn., were Louis Boorstein and John Ronecano. Henry George of the new distributorships in Ohio were also in attendance and also Marvin McDermott of the M.S. operation in Chicago.

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The Cash Box—January 21, 1961
Ace Pacts A "Miss America"

JACKSON, MISS.—Mary Ann Mobley, "Miss America Of 1959,” is shown signing a recording contract with Ace Records president John Vincent. Label’s hot-pressed foil, and compact, are currently clicking with "What Am I Gonna Do," looks on, Mary’s holding on to Clanton’s latest LP, “Jimmy’s Happy, Jimmy’s Blue.”

Sensational New Release

on MANCO RECORDS

THAT OLD JUKE BOX

b/w

STEAMBOAT BILL

by

Howard Crockett

ML 1012

The one and only HOWARD CROCKETT, writer of such big sellers recorded by the late and great JOHNNY HORTON as "Honky Tonk Man," "Cone Woman Man," "Whispering Pines," "Slewfoot The Bear," etc., now sings his own big ones, "THAT OLD JUKE BOX," and "STEAMBOAT BILL."

Dist: A few territories opn. WRITE—WIRE

G & G DISTRIBUTORS

101 Hendron

Ft. Worth, Texas

(ED 5-3790, JEW 6-9071)

THE EXCITING SOUND OF

Gloria Lynne

With A New Smash Single

"The Jazz in You" And

"I’ve Found You"

Even 3930

EVEREST RECORDS

Mercury Plan-Aids Back New “Sound” LP’s

NEW YORK—With a strong distrib order reaction to its new LP product, Mercury Records is backing up the “huge demand” with Richmond, Va.; St. Louis and an “all-inclusive” advertising campaign.

The label reported last week that orders tallied for the first week of the plan amounted to $750,000. Handing consumer sales were the Antal Dorati “Waltzing’s Victory” LP—follow-up to the very successful “1812 Overture” set by Dorat!-and Brook Benton’s “Golden Hits,” both selling

30,000 copies in their first week of release, according to Mercury.

The special Mercury offer features a “Buy 10 Albums And Get 1 Free In The Same Category” offer on all orders placed up to Feb. 15. Dealers will receive a four color window display featuring all seven new LP’s and a window display featuring the “Waltzing’s Victory” set.

So that dealers can pin-point attention on the label’s “sound” LP’s a four-color molded plastic sign with the words “Sound Series” spotlighted, will be in the deal. Also available are counter displays and catalogues of the “Perfect Presence Sound” packages; counter card display piece; 7 inch 33’s of excerpts from the seven new LP’s for consumers who buy a “PPS” LP; 12 inch LP of selections from the seven LP’s for dealer demonstration purposes.

Some of the artists included in the seven new LP’s are Xavier Cugat, Jose Metis, The Platters and David Carroll.

Col.’s Bruno & Stern Win French Classics Prize

NEW YORK—Two Columbia Masterworks recording artists, conductor Bruno Walter and pianist Isaac Stern, were recently awarded France’s highest recording honor, the Grand Prix du Disque of the Academie du Disque Francais.

Dr. Walter was honored for his recording of the Nine Symphonies of Beethoven, and Stern for his performances of the Franck and Debussy Sonatas, with Alexander Zakin, accompanist.

Both Dr. Walter and Mr. Stern have previously been recipients of the French award. In 1957, Dr. Walter was triply honored in having three of his records chosen for top prizes; “In the Gardens of Mirabell” (devoted to music of Mozart); “The Birth of a Performance,” which included a re-hearsal for a Mozart Symphony recording; and the Brahms “Double Concerto for Violin and Cello.

For his performance of the solo violin part in the same recording of the Brahms “Double Concerto, Stern was also awarded the Grand Prix.

Victor Ships First Compact 33’s

NEW YORK—RCA Victor last week shipped its first Compact 33 singles to dealers and dealers. Four singles, also available as singles, are: Della Reese’s “The Most Beautiful Words” and “You Mean The World To Me”; Andy & Bev Sisters’ “True” and “You Can’t Be Mine Anymore”; The Ames Bros.; “Asking For You” and “A Kiss From Coral”; Boats Randolph’s “Big Daddy” and “The White I’ve Gotta Fall In Love With You For” and “Got A Whole Lotta Lovin’ To Do.”

Swan Pacts Al Alberts

PHILADELPHIA — Swan Records president Tony Mammarella has announced that the first artist signed to a pact this year will be Al Alberts, former lead singer with the Four Aces. The initial release for Alberts, who signed a long term pact, will couple “Oh Mein Papa” and “I’m Alone,” Mammarella also stated that the company has switched its location to 1705 Jackson St., Philadelphia 45, Pa.

Clebanoff To Tour

CHICAGO—Mercury recording artist Herman Clebanoff of the Clebanoff Strings has signed for an extended tour for the 1961-32 season covering the West Coast, Idaho, Utah, Colorado, Arkansas, Kansas, Mississippi, Texas, New Mexico and Arizona.

Clebanoff recently signed a management contract with Columbia Artists and is under the personal direction of Andre Merentes. The tour is booked with Community Concerts, Inc., an affiliate of Columbia Artists. Music from Clebanoff’s Mercury albums will be featured on these concert dates.

Ches Add Herb Gordon

CHICAGO—Max Cooperstein, national sales and promotion manager of Chess Producing Company, this city, has announced the appointment of Herbert Gordon to the position of eastern representative for the Chess, Checker and Argo record labels.

Gordon, who will establish his headquarters in Philadelphia, will cover the following territories: Philadelphia, New York City, Baltimore, Washington, D.C.; Richmond, Va.; Boston, Pittsburgh, Buffalo, Albany and Hartford.

Gordon was employed by Universal Distributing of Philadelphia just prior to his appointment by the Chess diskery. Before that he handled promotion and sales for Jamie Records.

Mercury Expands Promo Dept.

CHICAGO—Mercury Records has announced the addition of Charlie Fach to its promitorial promotion, thus expanding its promotional staff to the largest it has been in the firm’s history, according to promotion head Charlie Fach.

The new managers and the districts they will be working out of are: Richard Forster, C&C Distributing, San Francisco; Don Grady, Dale Enterprises, Boston; Gerald Meyers, Metro Record, Buffalo; Robert Verzi, Mercury Record, Los Angeles; Charles Perry, Bill Lawrence Inc., Pittsburgh.

Victor’s Oriental Vision

PHILADELPHIA—Mary Men Toy, who portrayed the role of Minnie Ho in the Broadway and road company productions of “The World of Suzie Wong,” is shown with WFIL styers Paul Norton and Stu Wayne presenting them with a copy of the RCA Victor soundtrack LP from the motion picture version of the show. The young lady toured Philadelphia’s radio stations in a promo for the track LP.

The Cash Box—January 21, 1961
NEW YORK—The 60th anniversary of Gotham's Association of Music Merchants will be marked at the 1961 Music Industry Trade Show in Chicago, July 16 to 20.

Initiating plans for the anniversary celebration are the attractive exhibits and prospects for the trade show and convention at the Palmer House, which was just mailed to more than 600 industry members as an invitation to exhibit and participate in the event.

According to NAMM executive secretary, "Already indications are that the 60th anniversary will reach new highs in numbers of exhibitors, attendance and benefits to the music industry."

Last year's meet was a record for a Chicago gathering of NAMM, with registration of 11,282 and 85% of the nation's buyers of musical instruments, electronic products and related musical merchandise and services in attendance. Two hundred and sixty exhibitors displayed $22 million in musical merchandise.

Gard said that the "successful" format—including a Sunday opening—will be followed again. And this year Tony Bennett Sets Tour

NEW YORK—Tony Bennett follows his highly successful New York Copala engagements this spring and summer in the United States, England and South America with what promises to be an even larger showing, in excess of $250,000.

He closes a two-week stand at the Copa this week (4/18) and will then attend the Inaugural Ball in Washington on Friday (4/20). His other engagements will be with the New Latin Casino in Merchinville, New Jersey, followed by the Shumrock Hotel in Houston, February 2-15.

On February 23, he opens a four-week stand at the Dunes Hotel in Las Vegas. In April, he will fly to England for two television shows and a night club appearance.

Melvin will make his first tour of South America in May, He is scheduled to appear in Rio de Janeiro, Sao Paulo, Buenos Aires and Montevideo.

On January 23, he will guest-star on the NBC spectacular, "Swinging At The Summit," with Kay Starr, Louis Armstrong and Harpo Marx. This show was taped last month in California.

Capitol Colts Comic

HOLLYWOOD—Comedian Bob Melvin has signed an exclusive contract with Capitol Records, it was announced last week by Alan W. Livingston, vice-president for creative services.

Melvin’s first album—recorded recently—will be one of a live audience in the Capitol Tower studios here—is slated for release within a few months. The LP has been titled "Swinging Bob Melvin." This was the previously untitled "Close Bob, Don’t Fight It," after one of Melvin’s trade-mark lines.

A veteran of nearly ten years of engagements at the night clubs—night clubs—New York’s Copacabana, Chicago’s Chez Paree and Las Vegas’ Sands Hotel Melvin is considered one of the best "stand-up" comics in the business.

Melvin is a native of New York and an ex-Seabee from World War II, when he began his comedy routines before GI’s. He turned to joke-writing after the war, before stepping out with his own material in New York clubs.

The comic’s first Capitol disk was recorded under the supervision of A&R producer Kent Larsen. Capitol recently announced another forthcoming comedy entry with the signing and recording of poet-humorist Ogden Nash.

NAMM’s 60th To Be Marked
At Chi Music Trade Show

Again, despite the fact that the show includes more exhibit hours than in the years preceding 1960’s innovations, the rental fee paid by exhibitors in the Palmer House will cover only seven days instead of the former eight. “A Thursday noon closing will again make this possible,” Gard said, “and at the same time avoid the last minute closing rush on Thursday.”

PERSUASIVE PERCUSSION
Vol. III
ECHO LIGHT & THE COMMAND ALL-STARS
(Command RS-817 SD)

STereo

- Bobby’s Biggest Hits
Bobby Rydell
(Cameo C-1009; CS-1009)

MONOAR AND STEREO

BOBBY’S BIGGEST HITS

- Also Available in EP
- Also Available in Stereo

MERCURY

Beethoven: Wellington’s Victory—London Symphony Orchestra
Austria
Deutsch
Conducted
Conductor
Global
Scale
...to
...in
...and
...also

Columbia Premium LP

NEW YORK — "Remember How Great a Columbia premium LP will be featured by the American Tobacco Company to promote Lucky Strike cigarettes, according to Messrs. Roberts, directors at Columbia Record Productions, the Custom Record Department of Columbia Records.

"Collector’s item" original recordings have been assembled for the album from Columbia’s catalog, including performances by Louis Armstrong, Count Basie, Les Brown, Cab Calloway, Xavier Cugat, Tommy Dorsey, Zutty Singleton, Harry James, Andre Kostelanetz, Mary Martin and Dinah Shore.

The premium album will be available for consumers for one dollar plus .50c for empty Lucky Strike packs beginning January 17 and continuing through May. Nationwide television magazine and newspaper promotion for the special album is scheduled for magazine and newspaper circulation.

Between Shows

NEW YORK—Singer Gloria Lynne tells The Cash Box’s Bob Austin about her new Everest release, "The Jazz And You," during a between-show break at the Roundtable. Following her Roundtable engagement, the thrush goes into Riwlandet at the end of the month with the Quincy Jones Orch.

The Cash Box—January 1961

WANTED

one of America’s Largest record companies is looking for-rights material. Will pay Reward for full information.

REWARD payable upon ACCEPTANCE

DO NOT SEND TAPE OR DUB—FIRST WRITE DETAILS TO:

BOX # 523

Dots for You
Pat Boone

"THE EXODUS SONG"
(This Land Is Mine)

#1676

The Cash Box—January 1961

200x Fox you hear is BEAUTY
LONDON—Plans are now almost complete for the opening of CNBC—the Commercial Neutral Broadcasting Corporation, which was formed in December 1960 by three Dutch brothers who are successful business men in their own country.

During the past twelve months, the brothers Vervey have been operating a successful commercial broadcasting service to Holland under the title of Radio Veronica. It was decided that there was a genuine need for a commercial regional broadcasting service in Great Britain and plans were made to set up a transmitter on a converted German lightship in order to beam programs to London and the Southern half of England. The ship is anchored five miles off the Dutch coast and is registered and flying a foreign flag.

During November and December of last year test transmissions were carried out on 192 metres medium wave band, and listeners were asked to write in and give reception reports in their areas. Hundreds of letters were received in connection with these transmissions. They came from all parts of Scandinavia, Germany, France, Great Britain, Ireland and even the Mediterranean. This was remarkable in that the station was broadcasting on very low power (2 kw.).

In the early part of December, an office was opened in Dean Street, Lon-

on, and a registered Company was formed to deal with the new English service. The general manager is Doug Storley, who has had experience with commercial stations in North America and Canada; program director Paul Hollingsdale who has been on BBC's "Two-Way Family Favourites" and technical director L.Lynn Nyhof, recently in charge of the research laboratory working for SHAPE. It is anticipated that broadcasting in this new service will begin in the very near future—possibly February. Hours of broadcasting will be as follows: Monday to Saturday—6 a.m. until 12 noon; Evening—11 p.m. until 2 a.m.; Sunday—8 a.m. until 1 p.m.; Evening—11 p.m. until 2 a.m.

The type of broadcasting used will be a format which has already been proved in North America and which is not known in this country. Programs during the week in the mid-

morning will be aimed purely at the housewife but at the weekends they will tend to have more of a family appeal. It is planned to incorporate a news service which will be broadcast on the hour, including world forecasts and road reports.

Radio Luxembourg, Great Britain's only commercial service, has its pro-

grams sponsored, but CNBC will be unique in that there will be no sponsored items, the method used being spot commercials and flashes. During the hours of darkness CNBC will cover the whole of Great Britain, the main studio centre is in Hilversum, Holland, and it is equipped with the very latest recording apparatus. Plans are also in hand for a studio to be built in London.

There will be six disc-jockeys employed on the station and they will control the programs with rotating turntables. The method is already well-known in the United States.

Landi Leaves For San Remo Festival

NEW YORK—Impresario Erberto Landi departed last week (11) for San Remo, Italy, where he will attend the "San Remo Song Festival," to arrange and book the New York version of the contest, which will be held Feb. 17, 18 and 19 at Carnegie Hall.

3 Year Comparison of Italian Disk Biz

MILAN—The graph above shows Italian record production for the three year period, 1957-1959. The figures were assembled directly from Italian pressing plants by Mr. Frache, secretary of I.F.P.I., a market survey firm. The graph shows the increase or decline in various speed record production. Below, a chart details the exact production figures.

<table>
<thead>
<tr>
<th>Year</th>
<th>78 rpm</th>
<th>45 rpm (normal play)</th>
<th>45 rpm EP and LP</th>
<th>33 rpm, 17 cm. (7&quot;)</th>
<th>33 rpm, 30 cm. (12&quot; LP)</th>
<th>33 rpm, 25 cm. and 16 cm. 25 cm. (16&quot; LP)</th>
<th>Total</th>
</tr>
</thead>
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<tr>
<td>1957</td>
<td>7,462,500</td>
<td>7,400,400</td>
<td>12,811,000</td>
<td>3,167,800</td>
<td>727,000</td>
<td>314,000</td>
<td>18,552,000</td>
</tr>
<tr>
<td>1958</td>
<td>7,462,500</td>
<td>7,400,400</td>
<td>12,811,000</td>
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LONDON—Columbia star Russ Conway holds silver disk presented to him by Sir Joseph Lockwood (at right), chairman of EMI to commemorate the sale of over 250,000 Conway albums. Also present at the ceremony are Norman Newell, A&P manager, and orchestra leader Geoff Love.
ENGLAND

RCA European sales manager Arnold Klein called at The Cash Box office to report on his recent ten-week round-the-world business-cum-pleasure trip. He is among the first one hundred Greek manufacturers to visit Greece who has made the RCA label an outstanding mark in that country. As a result of the meeting, Klein has acquired some 200 Greek records of the best of Greek music, promising great success in Australia and the Far and Middle East.

The RCA sales manager and executives and reporters that despite the limited imports allowed RCA is getting a good share of the records which go to Egypt from its various sources. RCA has found the RCA label well displayed in all the stores with distributors buying from their many manufacturer associates in Europe. He also informed that RCA is currently working with the Oriental, RCA and its stars including Presley, Como and Belafonte were house-working in London at the time of his visit. RCA also has taken steps to promote itself back on the record programs of the new 'Compact 33' (see The Cash Box dated December 31, 1959) which will shortly be available international licenses and distributors.

Britain's top pop pianist, Russ Conway, was guest of honor at a special reception held at Columbia. Records recently to celebrate the sale of more than 250,000 of his LP recordings. EMI's Chairman, Sir Joseph Lockwood, presented Russ with a silver LP to mark the occasion. Russ, who is only the second British artist to achieve this distinction (the other being Victor Silvester,—another Columbia artist), has reached the quarter million mark in four and three months. He has already won silver disks for two single releases, both of his own compositions, "Roulette" and "Snow Conch," and has just written and bandleader Tony Osborne the music for a new film, "Weekend With Judy," which appears next week. Last week, with his recording manager, Norman Newell, and following recording star Marion Ryan, Russ leaves for a month's holiday in America visiting New York, Hollywood and Hollywood.

EMI Records has great faith in two American disks "Stay" by Maurice Williams and "New Orleans" by U.S. Bonds—both currently in The Cash Box top twenty. Presley's RCA label has received heavy exploitation on Radio Luxembourg programs and it is understood that RCA is expecting a big sale in London.

Phillips Records recently hosted a party for German pop singer Heid Brueh here to appear in David Nixon's "Showtime" for BBC TV. Heidi was accompanied by his band, three vocals, and his drummer. To coincide with the tour in England, Philips, recently released the English version of her Continental hit, "Ring of Gold.""This is a tour de force for her. Heid will be heard singing in London by Wally Scott and his Orchestra and published by Tim Pan Alley Music.

Another pop German star coming here this month is Lolita, Agent and publisher of her records is Peter Pan Records, and Lolita will appear from one to two weeks as soon as he can find a suitable song. Her German and Stateside hit, "Sailor," is again heard here by British radio. Lolita told The Cash Box that another attractive young German, Larry Lomon, is having great success in Australia where she is appearing in her own television series.

Fredly Bemstoot, director of Hill & Range Music Publishing Company, flew in from New York two weeks ago for consultations with ORAC Baker of Lloyd. He will later be joined by Julian Abercrombie and together they will visit their Continental branches.

The MGM film, "Where The Hot Wind Blows," starring Gina Lolobrigida, Peter Lawford and Yves Montand has its London Premiere this month. Fontana has released an orchestral version of the theme tune by the Gregory Strings and Voices and 45 piece Orchestra. Both Jack Baverstock, Fontana's manager, and Peter Lawford of Levine-McHugh (sub-licensor of Fontana to Florida Music), are very excited about the disk. Other versions by Bob Rennie on his Decca label and the Ames Brothers on RCA and the New Gold Strings on Mercury.

Following the recent contract between Jeff Kruger of Ember Records International and 20th Fox, the first album package release is scheduled for Febru-ary. The album, "The Soundtrack of Monteregano" instrumentals collection, include waxes by Glenn Miller and Tommy Dorsey previously issued by Top and "The Mash-Up" package of "An Exact Discamation". New releases will include the "Hill and Dale Along With Al Martino," a unique album by George Gershwin, "Georges Gershwin Plays" and "Sing Along With The Harry Simeone Chorale." All are expected to appear in the Top 20 by March.

The fast friendship of Cliff and his Fontana manager, Dick Clark, continues to grow. The first single records that they issued on the Fontana label include "Let's Face The Music And Dance" and "They Can't Take That Away From Me." The骸12 months' sale of "The Stars Sang High" has been 200,000 units for RCA, the label has received much attention and praise from the industry.

Frankie Vaughan has waxed a new single for Phillips—on an English version of the Continental hit, "The World We Love In." The famous French arranger-composer, Louis Béroud fixed to London specially for the session.

Impressario Jack Hylton is presenting the all African musical, "King Kong," in London opening at the Princess Theatre on February 23. The entire cast of the production now playing in Johannesburg will fly to London in early February.

After six weeks at No. 1 in The Cash Box top 100, Elvis Presley's "Are You Lonesome Tonight?" is released here on January 18 on RCA. Decca reports a record advance of 380,000. Presley's current hit "It's Now Or Never" is still high in the British charts.

Val Parnell's top TV show "Sunday Night At The London Palladium" just celebrated its 200th performance. Since the first show broadcast on September 19, stars such as Frank Sinatra, Grace Field and Guy Mitchell, many top American hit songs. Recording stars have appeared on the program including Bob Hope, Dave King, Tommy Steele, Nat King Cole, David Whitfield, Alma Cogan, Allan Clarke, Rayelda and Vesta Smith, Robert Martin, Edmond O'Brien, Cliff Richard, Frank Rich-ard, Max Bygraves, Eartha Kitt and Shirley Bassey, Be-atrice Ure, Metro, The Dave Clark Five and even the Pope. The total gross turnover of £18,000 have been given away in jackpot prizes in the 'Beat The Clock' section of the show. The 200th performance starred Bruce Forsythe, Les Dawson and Tony Blackburn appeared as "Blackburne Awright's Spectacular" on January 14. His latest British LP release is "Mel Tomer Step In The Water." Palette Records recently held a reception for Vince Taylor now back in this country after returning to the States in October. Several one night stands have been arranged and he is shortly to cut a disk for Palette. Details are as yet unknown.

Chinese pianist Fei Tung and The Malcolm Mitchell Trio will be guests in NBC's Saturday Night Show on Monday, January 30. At the time of last report, the series was a nation wide tour on January 16. They are Marty Wilde, Joe Brown, Duffy Power, Johnny Gellie and Billy Fury. Throughout the series, which is being recorded for broadcast on Radio Luxembourg, Anne will be accompanied by Ronnie Aldrich and The Squadronaires.

Phillips recording star Anne Shelton latest release "Sailor" will introduce a well-known rock 'n' roll star at each of five out-of-town venues in The Clam Shell Show, which stars a nation wide tour on January 16. They are Marty Wilde, Joe Brown, Duffy Power, Johnny Gellie and Billy Fury. Throughout the series, which is being recorded for broadcast on Radio Luxembourg, Anne will be accompanied by Ronnie Aldrich and The Squadronaires.

Jack Baverstock, Fontana A & R manager, told The Cash Box that the successful British waxing of "Gurney Slade" by Max Harris from the TV series, "The Strange World of Gurney Slade," starring Anthony Newley, is to be released in America on the Atlantic label. Baverstock is also working the latest Johnny Mathis release, "Marin," from the long-running musical, "West Side Story."
AUSTRALIA

Heartily congratulations go to John Burnett, head of the vast EMi organization in Australia, upon being awarded the CBE (Commander of the Order of the British Empire) at the Queen's New Year Honors list. In addition to his activities with EMi, Burnett is also president of the Australian Record Manufacturers Association.

Festival records have released on its Top Rank label "A Thousand Stars" by Cathy Young and The Innocents, the U.S. hit U, W & G record star Ray Conniff has opened a one month season at The Embers, a popular Melbourne nightspot. Gaynor has a current hit with her performance of "Milk".

In view of the fact that many independent American record companies are reported to be seeking large advances and percentages for representation of their catalogues in Australia & New Zealand, many record company executives have requested that we acquire the following chart of figures on Australia that could assist overseas companies in their valuation of the Australian market and its potential. As the figures apply to the whole of Australia, we have a total population of ten million spread throughout the nation as against better than the 135 million that are in the same area in the United States. This fact alone brings about a tremendous distribution problem that is a major headache to record companies, distributors and retailers. On the East Coast of Australia we have the three major cities, Sydney & Melbourne, in a total of some 1200 miles between them, and their States, New South Wales, Victoria & Queensland respectively, account for about three-quarters of the entire population of Australia. Company head offices and pressing plants are located in either Sydney or Melbourne and from these cities completed pressings are shipped to distributors and dealers all over the nation. Western Australia, for instance, presents a real distribution and sales coverage problem. The largest State in Australia, 975,290 square miles with a population of around 450,000 spread over this huge area; Perth, the capital city of Western Australia accounts for about half of that State's population. Perth is a 2,000 odd miles from the next west irrigated area and the other 500 odd miles is desert. So, the most thought has been given to the fact that it isn't an accessible market. However, the moment, due in part to the lack of custom work available on that area. Here we have two major companies that points out of the huge distribution and sales worries facing Australian record companies when assessing the value of American labels. Labels under offer to them for representation here; the State of New York with a tiny market, but the whole market has a population of over 20 million. We've discovered that the total population for the state is close to 2,075,000.

From reports received by The Cash Box in Australia, it's obvious that American labels, especially the indies, will find it increasingly difficult to get these records played here unless they are prepared to accept terms that are in keeping with the prevailing conditions in Europe. Many labels and artists aren't crying "poor mouth," they are willing to take a reasonable gamble (a characteristic of the entire record trade through the world) but are reluctant to accept overseas catalogues on terms that offer them little or no chance to at least break even. This applies particularly right now when records by our own artists have made inroads into the market. Our companies here would rather take an even-money chance with local artists and songs over which they have complete control, than pay big advances and percentages for material over which they have little or no control. Don't get this story wrong. Australian companies are always been to handle overseas catalogues who are prepared to make money from the sales of their products here rather than from the "blue export".

Lonnie Lee's first album for the Lee Gordon label (now owned by Festival), "A Night Out With Lonnie Lee," looks set for big success. Lonnie has been one of our most consistent hit-makers over the past nine months, and his many fans will be delighted to have the list of best sellers. On the album, Lonnie is backed by a orchestra and chorus directed by Eddie Cash Jr., who has supplied for many of Lonnie's hits.

Viking Records, which came up with the big smash "Clap Your Hands" by The Beach-Marks last year, has just issued "Stay" by Maurice Williams. Viking is also handling the Music-Disc catalogue in Australia.

A recent presentation of the Petula Cono Show gave Australian audiences a different view of Juliet Prowse, who also stars with Elvis Presley's "Blues," which is currently showing in Australia. The same show introduced The Kingston Trio, a very popular recording attraction in this country; and the early popular Steve Lawrence, Steppin' on the show was well received by viewers who still remember the fine performance of Neil Diamond in their own shows some time back. This pair would be a great success if ever they decided to visit Australia; disk jockeys give terrific support to their records.

The musical, "Bye Bye Birdie," which is expected to open in Melbourne in February, will have American leads in Patric Finlay and Frank Cady. The supporting cast will be entirely Australian and auditions for some of the choice roles have been going on for quite a while now. Several top recording stars are being considered for important parts.

Australiia's Best Sellers

1. Are You Lonesome Tonight (Elvis Presley— RCA)
2. North To Alaska (Johnny Horton—Capitol)
3. In The Still Of The Night (Johnny Barretten—London)
4. Perfidia (The Ventures—RCA)
5. Poetry In Motion (Johnny Tillotson—London)
6. Peter Gunn (Danie Eddy—London)
7. Sailor (Lolita—Polydor)
8. Many Years Ago (Connie Francis— MGM)
9. Save The Last Dance For Me (The Drifters—London)
10. It's Now Or Never (Elvis Presley—RCA)

The Cash Box Top 100

1. A PERFECT LOVE
   - BYE BYE BIRDIE (Colpix)
   - MANY YEARS AGO (Connie Francis—MGM)
   - ARE YOU LONESOME TONIGHT (Rickie Lee)
   - YOU'RE NOT THE ONE I WAS THINKING ABOUT (Connie Francis—MGM)
   - ALL IN MY MIND (Canterbury—Capitol)
2. A THOUSAND STARS
   - THE BALLAD OF THE THIEVES (RCA)
   - DON'T LOVE ME (Colpix)
   - GIVE ME YOUR LOVE (Lion—Capitol)
   - STRANGER ON THE SHORE (Rickie Lee)
   - I MUST LOVE YOU (RCA)
3. ALL IN MY MIND
   - ALL OF ME (Capitol)
   - THE BALLAD OF THE THIEVES (RCA)
   - DON'T LOVE ME (Colpix)
   - GIVE ME YOUR LOVE (Lion—Capitol)
   - STRANGER ON THE SHORE (Rickie Lee)
4. THE BALLAD OF THE THIEVES
   - THE BALLAD OF THE THIEVES (RCA)
   - DON'T LOVE ME (Colpix)
   - GIVE ME YOUR LOVE (Lion—Capitol)
   - STRANGER ON THE SHORE (Rickie Lee)
   - I MUST LOVE YOU (RCA)
5. STRANGER ON THE SHORE
   - THE BALLAD OF THE THIEVES (RCA)
   - DON'T LOVE ME (Colpix)
   - GIVE ME YOUR LOVE (Lion—Capitol)
   - STRANGER ON THE SHORE (Rickie Lee)
   - I MUST LOVE YOU (RCA)

The Cash Box—January 21, 1961—International Edition
BENELUX

Phonogram business started this year with a double reception at the Amsterdam Hotel. The traditional New Year's party was combined this time with a Farewell Party for Coen Solleveld, director of L.C. Phonogram, and a welcome to his successor, Theo Van De Meers. Many artists, music editors and officials of radio and TV were present. After the last of several speeches, in which Solleveld was highly praised for his good work during the years he had been Phonogram's Director—Solleveld handed over a Golden Record to The Blue Diamonds and Malando. Reason was the selling of over 100,000 records of the Blue Diamonds' 1960 hit, "Ramona" and Malando's all-time tango - hit, "Amsterdam." The Golden Record Club was founded, of which the Dutch Phonogram artists who sold more than 100,000 singles, became members. Or- dinary members were Jack Baltermans, Andre Smit, Jan Cordewener and Joe Ooeeber, became honorary members. A special honorary membership was presented to Coen Solleveld, who "sold" over 25 million records during his four years dedication to the phonogram industry. Mentioned above were mainly sold by singer Willy Alberti, record dealer Jaap van Praag, his singing brother Frans van Praag, and producer Wim Dae, who presented an LP of cabaret artist Wim Kan, with parts of his delightful radio program on New Year's Eve.

Every fortnight, young Dutch talent is heard in the radio program, "Springplant Succesjes". L.P. Phonogram has produced an L.P. with some of the amateurs who were heard most during the last few months. Artists included are The Cleverleafers, Conny van de Bos, Geoffrey Land, Herman van Keeken who sang, (also named the Dutch Jiminy Cricket) and dut field artist Jan de Vries. The record has been titled 'Springplant Succesjes'.

Cees Hundeport, Bovema's Capitol label manager, told The Cash Box, "Capitol has enjoyed a hectic start this year with a brand new repertoire of big sellers, which will certainly stimulate the current interest for American repertoire L.P.s by Nat King Cole. "Tell Me All About Yourself," Peggy Lee's "Pretty Eyes," Nelson Riddle and his "Can-Can" arrangements, George Shearing's "Latin Affair" and Frank Sinatra's "Nice 'n' Easy." Easy Listening music is Capitol-Holland's top list of demands for Rachmaninoff's Piano Concerto No. 3, played by Leonard Pennario. Furthermore Bovema will present a new version of every Capitol L.P. in 1961, together with the normal mono recordings, which have already been worked on in the Jan. repertile. Hundeport furthermore told The Cash Box, that he is working on a successor of Cees Hundeport's hit "Let's Have A Party" sung by Sandy Todd. The record in question is "Mean Mean Man," which Mr. Hundeport believes is going to hit.

The Rood Company, Rijswijk, expects interesting results from the trip to Berlin Hans van Zeeland made recently in order to promote the Top Rank label in Germany. This will be only a start, since the Rood Co. has rather great plans for the year which lies ahead. Hank van de Haar, for instance, pointed out during a conference, that the Rank label is receiving the greatest interest in the Netherlands, proved by the fact that a not-to-be-named number of Top Rank recordings are among the Top Twenty. "Will You Love Me Tomorrow?" by The Sixties is this week's number five, followed by "A Thousand Stars" sung by Kathy Young. Jerry Butler's position with "I Will Break Your Heart" did not change. Neither did the U.S. Bonds with their recording of "New Orleans."

The Cash Box welcomes William Scherkerkogel as the new publicity chief of C.N. Rood. L.C. Williams is new to the recording business coming from the publicity division picture company, but he proved during his first days at the Rood Company that he has the right feel for this business.

Another which released a Dutch song called "Je Alleen Bij Me Slepen" (Will You Always Stay With Me), originally published by h music. The Dutch record was made on the CNR label with the Harmonia Sisters. The German version is "Selina Musti". Music publisher Basmart finally succeeded in obtaining the Dutch lyrics to the Perry Como successes "Duchess." Seth Gaikema is the author; he wrote the Dutch version of "My Fair Lady." The plans are very enthusiastic about this and the new rocking version of the oldtimer "Shortenin' Bread." It's by (until recently unknown) singer Paul Chapman and the Enfants. Also on the London label (L.C. Phonogram) is the standby, "You Are My sunshine," by Johnny Bond and the L.A. Haytiches. More instrumental news comes from The Ventures, who revived "Perfidia" and got the top position on the hit parade (London). The Four-who are on the Decca label with their Dutch version of "Save The Last Dance For Me."

Holland's Best Sellers

1. Ramona (The Blue Diamonds - Decca (France) - Amsterdam)
2. I'm Not Over You (Elvis Presley RCA) (Ed. Rider, Naples)
3. Les Enfants Du Pire (Melina Wima - Philips (France) - Amsterdam)
4. Le Reve De M. Boff (Theo De Vroedt - Telkamp/Lale Andersen/Annie van der Wind - Imperial/Clay/Palette/Philips/HMV/IMR / Aronto) (Les Ed. Int. Basart, Amsterdam)
5. Breton Y'a (Etienne Willem - Fontana (Belgium) - Amsterdam)
6. Everybody's Somebody's Fool (Connie Francis - MGM - Robert Meldin, Brussels)
7. Save The Last Dance For Me (The Drifters - London) (Belinda, Amsterdam)
8. Nine Times Out Of Ten (Cliff Richard - Columbia) (Belinda, Amsterdam)
10. My Girl Josephine (Fats Domino - Imperial) (Chappell, Amsterdam)
11. Rocking Billy (Ria Valk - Fontana) (Ed. Altona, Amsterdam)

Phone: 50-22-66

SOUND SALES, SPEEDY SHIPPING, PUBLICITY, PROMOTION AND PUBLIC RELATIONS - ALL OF THEM GOING LONG WAYS TOWARDS MAKING PHONOGAM HOLLAND'S LEADING RECORD COMPANY. BUT NONE OF THEM WOULD WORK IF PHONOGAM DID NOT HAVE THE ARTISTS TO KEEP PRODUCING ONE HOT SELLER AFTER ANOTHER.

Always on the alert for new songs and new sounds, Phonogram runs as many as fifty talent shows every year. Each of them has an average attendance of 500. Besides unearthing new talent, these shows feature such major money-makers as Willy Alberti, whose version of Marina exceeded sales more than 500,000 copies.

No wonder Phonogram's artists have been high on Holland's hit charts for more than a decade. No wonder Phonogram's sales of such famous labels as Decca, Philips, London, Fontana exceed the combined turnover of its three nearest competitors.

These facts are worth considering if the matter of your representation in Holland should come up.
FRANCE

An astonishing piece of news because it was so completely unexpected, and a new success for Chappell Publishers, is the announcement of the signing of a publishing contract with "Le Feu Chantant," better known as "Le Feu Chantant." The first published single released under this contract is the song "Les du ciel." When a composer writes songs under the title "Les du ciel," it is not uncommon for them to experience career success. However, the first single released under this contract is "Les du ciel," which is expected to be released in the next few weeks, and it is already generating significant interest in the music industry.

Several American composers are devoting their talents directly to the German market and with good results. Fred "What Am I Living For" Jay and his partner, John Boy, by Marlene Dietz and Paolo Palette and quickly got an American release in German, and German Voice Of American chief Al., "I Cried A Tear" Julia just turned out an Italian style tune called "It Cried Mein Ein Und Ander." (You Are My One And Only) with lyrics by Fred Older, quickly recorded by Gerhard Wendland for Philips.

As the year opens, German composers are strongly represented on The Cash Box Top 100, "Wonderland By Night" by Herr Neumann is over the million mark in sales in the US alone; "Bailor" in the original German by Austrian has Lollita is still selling like hot cakes. This tune was composed by the top Hungarian song writer, Eddy, with the help of the Decca Records label in the US. As a matter of fact, it is now being translated into several languages for release elsewhere in the world. New material is being primed for the world market at present, as most of the top hits here are now being translated into several languages for release elsewhere in the world. As an example, the Luxembourg Radio German pop music festival winner "Rosalie, Musst nicht Weinen" (Rosalie, Must Not Cry) is being done in Italian by Caterina Valente, in Dutch by 17 year old Annelies De Graaf and in Danish by Gy Holdorf just for a starter.

The Bert Kaempfert hit, "Wonderland By Night," which had to go to America to become a major hit, has been released in Germany by the singer, Paul Trenet, and it has quickly become a hit. The song, "La Belle Amour," has been composed by the famous French composer, Pierre Vassali, and it has been recorded by the singer, Bob Deville.

As we go to press, the song, "Non je ne regrette rien," waxes by Edith Piaf continues to sweep the French market and to mark a triumphant return for the French Music, under the direction of G. Gavurentz, has just launched, with the help of recording stars Dalida and Bob Azamz, "Les marrons chauds." Prior to the release, everybody who's anybody in the business received an envious package of marrows glaces (sugared chestnuts) courtesy of the publishers. Nice publicity gimmick!

SEMI has acquired the rights to Louis Aragon's poems set to music by Leo Ferré and recorded by him on the Barclay label. SEMI has a new Piaf catalog, "Le Concerto," which will be handled by Les Miretchich and Les Dijmes in German; Marbot will launch the song on the market in that country.

Ugo Frey has cut the old German song "Die Lorelei" for Barclay. The French title has been changed to "Nuit et jour."

The Israeli singer, Rika Zarai, is moving steadily ahead, reports Bel-Air. Gavurentz gave her a marvelous vehicle with the lovely song, "L'oliver." Deca marked the new year by inaugurating its new and ultra-modern sales center. The whole sales system has been renovated with an eye to saving time and therefore, money.

Next release in RCA's Sirius Series will be Verdi's "Requiem," conducted by Fritz Reiner with the Louvre Lehar, the Chicago Symphony Orchestra and the London Symphony Orchestra. The actual prizes recently discovered by the "Academie Francaise du Disque" will be awarded at a ceremony in Nice on Jan. 27th. Bobby Lapointe, Gilbert Becaud and Les Dijmes will be among the stars participating in the festivities.

Back in Paris, Francois Lemarque told us his fine impressions of Canada and hopes to return for a certain tour there soon. Fontana, which gets back to work on the 10th only, will be releasing soon Vivaldi's "Concerto for 2 violins, strings and clavichord" with Isaac Stern and David Oistrack and the Philadelphia Symphony Orchestra directed by Eugene Ormandy.

Pathe released Piaf's Olympia performance on the spot and will market the concert as a 12-inch LP, deluxe presentation. It will also re-issue as a 12-inch album Tino Rossi's old hits, all composed by Vincent Scott. Some songs are "Chichit," "Tchi-Tchi" and "Bella Ragazza" recall the happy days of our youth when the Casino de Paris revues were international events and "mame," the artist or a song overnight.

Festival announces a second record by Frida Boccara, including "Un grand amour." Frida that Chappell will publish disinfected by Madame Brevet and Festival.

The title of Bob Azamz's latest disk: "Beau chez Bob." The recording of Saint-Exupery's famous work, "Le Petit Prince," is continuing to chalk up sales and now has reached the number one position in the sales charts. The record has brought the rights to the work for recording, stage and screen in the U.S.

France's Best Sellers

THE FIVE BEST SELLING TUNES ON RECORDS

1. Je Ne Regrette Rien—Edith Piaf
4. Les Alcarnor—Trumper Boy—Kjeld
5. Banjo Boy—Jan & Kjeld—Moreno

GERMANY's Best Sellers

1. Wooden Heart—Fivis Presley—RCA—Aberbach
2. I Wish You Were Here—Dave Edmunds—Charly—Melodie Der Welt
3. Rosalie, Musst Nicht Weinen—(Rosalie, Must Not Cry)—Caterina Valente—RCA—Aberbach
4. La Guaitrara Brasiliana—Fred—Polydor—Edition Explanade
5. Ramones—The Blue Diamonds—Franz—Polydor
6. Die Liebe Ist Ein Selftspiel—(Everybody's Fool)—Conny Schmitz—Philips
7. It's Now Or Never—Elvis Presley—RCA—Bote & Bock
8. Das Ende Der Liebe—Tell Laura I Love Her—Ralf Schaeffers—Ariola
9. Traumen Kann Man Man Will Man—(A Man Can Dream What He Wants)—Fred Hambrock—Polydor
10. Wenn Die Elisabeth—Peter Krus/Billy Mo—Polydor/Deca

The Cash Box—January 21, 1961—International Section
SCANDINAVIA

Cancionissima, the outstanding light music TV show put on by Rai each year, has finished with the following list of winning songs: 1—“Romantica” by Tony Dallara, 2—“Adio Sogni Di Gloria” (Farewell Dreams Of Glory) by Giacomo Rosati, 3—“Romantica” by Carlo Lio Rosati, 4—“Liber” by Wilma de Angelis, 5—“Liber” by Joe Sentieri, 6—“Love In Portofino” by Johnny Dorelli.

Great interest in Cancionissima was built successfully by creating a sort of comparison (rating by reach of public) of the modern songs against the old ones. It is noted that “Romantica” number one at the last San Remo Festival, is number one on Cancionissima’s list, and “Serennata A Margherella,” number one at San Remo, is number three. Both are performed by the same artists who brought them to victory at the two Festivals mentioned above. Therefore, it is because “Romantica” is really a wonderful song and deserved to win the 1960 Festival at San Remo, that we believe that because of the popularity gained by a victory at San Remo the will of the public is so immensely affected even after twelve months. Surely both reasons made “Romantica” the number one song in Italy again over 1960. Let us not forget that much merit is due to singer Dallara.

Caterina Valente is again appearing on our TV screens. The songstress, accompanied as always by her husband Eric van Are and secretary Gunter Aretti, was welcomed at Rai TV studios by Mr. Tezi of Decca Italiana, publisher Alfredo Rossi and the Italian rep of TheCash Box. She sung some of her new tunes and played the guitar for her welcome in the green-room, while waiting for the start of the show. Among her repertory, she likes in particular the song penned by Corrado Lojacono, “Non So Resistire,” which Bosi published and sent to San Remo, where it was refused. It is likely she will present it on January 18, when she gets back to Milan for another appearance. When appearing on the screen, she sang another hit by Corrado Lojacono titled “Non so resistire.” It is a love-tune, “Rosali,” “Bongo Cha Cha,” “Felicità,” and “Cen Tigo E La Distanza.”

Paolo Teoli of Decca said that Caterina’s NP coupling “Personality” with “Till” had sold 300,000 copies, and her first LP, 4,000 copies. The LP was only released recently, the hour after the show, during dinner at Bosi’s home. I learned from her that she is set for TV appearance in Dusseldorf and Berlin and then fly to New York, Mexico and South America. In this month, she has an over-pressed program that does not allow a lunch hour. She said, “I’m at the top of my possibilities of success and I warmly hope to keep this wonderful position for a long time,” Caterina, who we acknowledge is the biggest star among the female singing personalities of Europe, still remains a nice, simple and plain person to everyone.

ITALY’s Best Sellers

1. Il Cielo In Una Stanga (The Sky In A Room)/Mina/Ibaible/Ricordi 19
2a. Les Enfant Du Pine (Never On Sunday)/Dalida/Baliza-SAAR/Meinage Music 13
2b. Mia Madre (Never On Sunday)/Don Costa/London
3. Uso A Te Une A He (Never On Sunday)/Dicki Davis/Bluebel
4. Les Enfant Du Pine/Glory Lantos/NMCM
5. Uso A Te Une A Me/Ranieri/MGM-CDM
3. Su Nel Cielo (What A Sky)/Nico Fidencio/Ibaible/Italiano/Studio
4. Il Pullover/Gianni Mecce/RCA Italiano/Ariston 2
5. Liebela/Bob Bauer/VCM/Ricordi 6
6. Gian Giacomo Pazzini (Fascist)/Fellow/Manhattan
7. Dave Sei (Summer’s Gone)/P. Anca/VCM/Curei 4
8. Su Cui Nol (Two Songs)/Nota/Decca
9. Look For A Star/Garry Mills/Rank-Durium/Mess Music 2
10. I Got A Gotta/Elvis Presley/U.S RCA/Not Yet Published 1
11. Words/Pat Boone/London/Mess Music

BELGIUM’s Best Sellers

1. Are You Lonesome Tonight (Elvis Presley)/RCA
2. Ramona (The Blue Diamonds—Decca) (Francis—Day, Brussels)
3. It’s Now Or Never (Elvis Presley)—(Ed. Bider), Naples
4. Suddo (Alberto Cortez—Moonglow) (Class Music, Antwerp)
5. I’m Sorry (The Cousins—Pallette) (World Music, Brussels)
6. Suddo (Brenda Lee—Brussels) (Ed. Bens, Brussels)
7. Only The Lonely (Roy Orbison—50th) (World Music, Brussels)
8. Les Enfants Du Pine (Melina Mercouri/Dalida/Maya Casablanca/—Barclay/Barclay/RCA/Flutter) (Ed. Barclay, Paris)
9. Greenfield/Verte—Capp-a-pazzo (Brothers Four/J. Nogues/Les Compagnons de la Chanson—Philip/Pop/Columbia)
10. Barcelona (De Willimars)—Fonana (Ed. Primavera, Brussels)

DENMARK

Danish singer Gitte flies to London on January 27. She will appear as guest star on Russ Conway's TV show, where she will sing two songs in English from her recent HMV recording. The titles are "I’ve Got A Song" and "What Is A Life Without Music" with lyrics and music by Gitte's father. Involved will publish the title of the Danish song, reports Kurt Hvidt Mikkelsen, A.D. man of EMJ (Denmark), The Danish national idol, Otto Brandenburg, another EMJ artist, has recently appeared on the same British TV show, where he sang "Five Minutes More." His recording of this song has been released on the Odeon label in Denmark.

It sometimes happens that the very same song appears under different titles. A recent example comes from Denmark. A melody by Lehar was recorded in Denmark by Jimmy Martin’s Orchestra titled "Walzalled." Later, the same song was recorded in Sweden by Arne Lambertz under the title "Volga Song." Now the two recordings are both on sale in Denmark with Martin on Sonet and Lambertz on Joker. One won’t be surprised if the record buyers feel a little confused about this.

Otto Brandenburg has received a silver disk for the sale of 50,000 of his recording of "What Do You Want To Make Those Eyes At Me For" on Odeon. Comparing the population of Denmark (4 million) with the U.S, the sale of 50,000 records in Denmark might be compared with 2 million in the U.S.

FINLAND

Hans Westerberg of Or E. Westerlund AB, one of the EMJ distributors in Finland, reports that Johnny Prentest’s "Billy Boy" (Charr Ing Billy) looks like a hit in Finland. A Finnish recording with Kai Lind of the same song on HMV is also doing very well. Westerberg will visit Stockholm on a business visit in middle of January.

"Tahkimus" (Star Dust) is the title of a new Finnish music film which opened in Helsinki on January 13. Several of Finland’s most popular recording stars, such as Kai Lind, Rock-Jerry, Ritta Kinnunen, Leif Wager, and others, are featured.

NORWAY

Elvis Presley with "It’s Now Or Never" is still top seller in Norway; it is now the 10th week in which the record appears at the best-sellers list. The Norwegian chart may have two versions of the song "Seesman" (Sailer). Lolita’s Austrian recording appears at second place this week, while a Norwegian recording with Jan Holand on Columbia this week appeared at 11th place and was doing higher on the list. Holand has just returned from England, where he appeared in a TV show.

Belgium’s Best Sellers

1. Are You Lonesome Tonight (Elvis Presley)/RCA
2. Ramona (The Blue Diamonds—Decca) (Francis—Day, Brussels)
3. It’s Now Or Never (Elvis Presley)—(Ed. Bider), Naples
4. Suddo (Alberto Cortez—Moonglow) (Class Music, Antwerp)
5. I’m Sorry (The Cousins—Pallette) (World Music, Brussels)
6. Suddo (Brenda Lee—Brussels) (Ed. Bens, Brussels)
7. Only The Lonely (Roy Orbison—50th) (World Music, Brussels)
8. Les Enfants Du Pine (Melina Mercouri/Dalida/Maya Casablanca/—Barclay/Barclay/RCA/Flutter) (Ed. Barclay, Paris)
9. Greenfield/Verte—Capp-a-pazzo (Brothers Four/J. Nogues/Les Compagnons de la Chanson—Philip/Pop/Columbia)
10. Barcelona (De Willimars)—Fonana (Ed. Primavera, Brussels)

EYPT—Arnold Klein, RCA Victor’s European sales manager, takes time out from his recent business trek through the middle east for a bit of sightseeing. Here he poses before the imposing sphinx.

The Cash Box—January 21, 1961—International Section
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NAME
FIRM
ADDRESS
CITY....ZONE....STATE

MARY WILSON
KCLI
Coffey, Washington
1. Winds Of A Love (R. West)
2. I'll Walk Along With You (L. D. Horton)
3. I'm A Lover (R. Gurney)
4. Before This Day Ends (M. Hamilton IV)
5. You Can't Pick A Rose In Dec. (J. Young)
6. Farewell The Past (R. Young)
7. I Missed You 12 (R. Young)
8. So Much A Part Of You (W. Dickens)
9. I Can't Tell You The Truth (Walls & D. Weeks)
10. I Wish I Could Fall In Love Today (R. Pierce)

EARL AYEOCK
WDAL
Meridian, Miss.
1. hasn't been Blue (L. D. Horton)
2. I'll Just Have A Cup Of Coffee (C. Gray)
3. I've Got My Pride (M. Simmons)
4. Window Up Above (J. James)
5. world so full Of Love (R. Young)
6. My Last Date (D. Davis)
7. I Walk A Lonesome St (C. Saunders)
8. Family Bible (J. James)
9. Dogs Worth Of Quarters (M. Martin)
10. Wanting You With All My Heart (J. Newman)

"HOOFALONG" JOE HOPPEL
WEJN
Norfolk, Va.
1. Sure Love Success (O. Gilmore)
2. Love Is A Lonely Star (Frank Brown)
3. Further To Go Usery (Noma)
4. One Step Ahead Of My Past (J. L. Clark)
5. Better Blues (K. Williams)
6. You Don't Know What You're Missing (J. L. Clark)
7. This Old Heart Of Mine (D. McDonald)
8. Send Me A Letter (D. Owens)
9. Are You Lonesome To Night? (P. Pendley)
10. Judge Me (M. Brown)

MAL HARRIS
KCTQ
Houston, Texas
1. Fallen Angel (W. Florence)
2. Another Cup Of Coffee (C. Gray)
3. I've Got My Pride (M. Simmons)
4. Kissin' My Pillows (W. Dickens)
5. The Image Of Miss (W. Dickens)
6. Please Be My Love (S. Sanders)
7. A World So Full Of Love (J. James)
8. Foolin' Around (O. Owens)
9. Lonesome Man (J. James)
10. Family Bible (J. James)

HENRY GILBERT
WOOD
Prestonburg, Kentucky
1. God Gave You To Me (L. James)
2. My Last Date Is Over (D. Davis)
3. I'll Just Have A Cup Of Coffee (C. Gray)
4. Heaven In Blues (O. Owens)
5. Girl In Sandston (J. Cash)
6. Down Lonesome Me In Lonesome (J. James)
7. Like All The Other Times (M. Robinson)
8. High As A Heaven (O. Owens)
9. Send Me A Letter (D. Owens)
10. I Never Knew A Love Like That (W. Florence)

JESSE SIMS
KING
Fr. Lauderdale, Fla.
1. Another Cup Of Coffee (C. Gray)
2. More Beautiful (K. Saunders)
3. Excuse Me (O. Owens)
4. All I Want (C. Copas)
5. Winds Of A Love (R. West)
6. I Missed You 12 (R. Young)
7. My Last Date (D. Davis)
9. Lying Angie (R. Martin)
10. I Wish I Could Fall In Love Today (R. Pierce)

PAPPY TITTON
WOMO
Huntington, Ohio
1. Whos On Your Side (M. & M. Raybrook)
2. J C. Love (J. Sanders)
3. Whos A Cheater (M. & M. Raybrook)
4. Walk Out Backstairs (O. Sanders)
5. Poor Poor Me (R. Dudley)
6. I Don't Mean It (J. Vanhook)
7. It's Not Wrong (C. Hatll)
8. Big Big Man (O. Brown)
9. I'm A Prisoner Of Love (C. Buffal)

CHARLIE GRANT
KGW
Woodward, Oklahoma
1. That's All Right (R. Young)
2. Gold Watch And Chain (M. Carter)
3. It's A Little Too Late (J. Morgan)
4. I Want To Live In (R. Maddox)
5. Walk On The Wild Side Of Life (M. Hamilton IV)
6. Walk Out Backstairs (O. Sanders)
7. Two Hearts Drop In The Blues (J. Thompson)
8. Heartaches Of A Fool (J. Warren)
10. Over My Shoulder (J. King)

JESSE BRANSON
WQNT
Sundersville, Ga.
1. Fallen Angel (W. Florence)
2. Here I Am, Draggin Again (C. Copas)
3. North To Alaska (J. Horton)
4. A Little Bit Of Me (J. Vanhook)
5. Walk On The Wild Side Of Life (M. Hamilton IV)
6. You Make Me Feel (J. Vanhook)
7. White Feather (M. Robinson)
8. I'll Never Forget (O. Brown)
9. One More Time (M. Brown)
10. My Last Date (D. Davis)

H. CROCKETT
MANCO
Mango, Georgia
1. "THAT OLD JUKE BOX" (1:37) [Bluebonnet BMI]
2. "STEAMBOAT BILL" (2:00) [Bluebonnet BMI]
3. "WHISPERING WISHES" (1:56) [Bluebonnet BMI]
4. "COUNTRY KID" (1:40) [Bluebonnet BMI]-
5. "THE BALLADS OF JOHN HORTON:" (2:40) [Bluebonnet BMI]-Thacker commemorates Horton's recent death with a thoughtfully styled ballad. A tender, heart-warming affair. Should get airplay. (C-+) "TOMORROW IS MY LAST DAY" (3:00) [Bluebonnet BMI]-Thacker's another sad affair is Thacker's coupling effort.

BARBARA SANSON (Arvis 114)

(1:56) [Bluebonnet BMI]—Thacker's another sad affair is Thacker's coupling effort.

RUDY THACKER (Del-Ray 236)
(3:00) [Bluebonnet BMI]-Thacker commemorates Horton's recent death with a thoughtfully styled ballad. A tender, heart-warming affair. Should get airplay. (C-+) "TOMORROW IS MY LAST DAY" (3:00) [Bluebonnet BMI]-Thacker's another sad affair is Thacker's coupling effort.

LEWIS PRUITT (Decca 3218)

Pruit's deeply sincere singing is showcased in good light on "The Hand That Held The Hand," a hard middle beat waltzer in which a broken hearted lover congratulates his winning rival. Can show up strong. "Crazy Bullfrog," a jet speed country blueser spotlights some fancy guitar work and a shouting Pruitt.

HOARD CROCKETT (Mango 1002)
(2:20) [Bluebonnet BMI]-Thacker commemorates Horton's recent death with a thoughtfully styled ballad. A tender, heart-warming affair. Should get airplay. (C-+) "TOMORROW IS MY LAST DAY" (3:00) [Bluebonnet BMI]-Thacker's another sad affair is Thacker's coupling effort.

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(1:35) [Bluebonnet BMI]—Thacker's another sad affair is Thacker's coupling effort.

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(1:35) [Bluebonnet BMI]—Thacker's another sad affair is Thacker's coupling effort.
### Country Top 50 Across The Nation

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<td>1</td>
<td>WINGS OF A DOVE</td>
<td>19</td>
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<td>3</td>
<td>I MISSED ME</td>
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<td>WINDOW UP ABOVE</td>
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<td>AM I LOSING YOU</td>
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### Country Round Up

Billie Jean Horton, Johnny Horton’s widow, has announced plans through her manager, Tilmann Francs, that she is once again embarking on a singing career. She has inked a contract with 20th-Fox Records and has recorded two sides, “Angels Hands” and “I’ll Give The World,” which will be released shortly. In addition, Tilmann discussed a film and travel arrangements for several network TV shows are currently underway. Billie Jean’s life has twice been scarred by tragedy. She was first widowed by Hank Williams, after which she entered the country music field, showing promise of a successful career. She gave this up when she met and married Johnny Horton. Now left alone for a second time, she has asked her close friends, to once more hit the drum trail. I know we all wish her the best of luck for a happy and successful future. 

The CBS Television Yearbook spotlights a picture of Lester Flatt & Earl Scruggs as part of its year-end round-up of top highlights of the past year’s Flatt & Scruggs discography, selected by Thomas B. Allen (who did all the artist renditions in the book) as they appeared on the Norton-Rex last June 4th. Last year (and this, too) also is the time when the boys had one of their biggest records in a long time—“Polka On A Banjo.” „ … Lovely Marion Worth has just returned from an extended tour of Asian countries for the FBI, but has been heard from again when she was in Panama telling us how surprised she was to find how popular country music was with the boys there. She’s not surprised, too. It’s an experiment to prove how important a role American servicemen have been playing in spreading the gospel of country music to the farthest corners of the world. It’s sure to convince all of us of the impact our American servicemen have been instrumental in getting the country music foot in the door of many countries throughout the world. Now, country music can be heard in an audience in Japan, Okinawa, Australia, Germany, England, etc. Who knows? Maybe Russia’s next! 

Carl Blankenheim of Razorback Records and Publishers (Musogee, Okla.) notes that country music continues to grow by leaps and bounds throughout the areas of Oklahoma and Arkansas. Carl info that KFOM-Tulsa is programming 4 hours of the stuff daily and that Marvin McCullough keeps gaining new friends and influencing people with his two-and-a-half daily hours over KRBG-Tulsa. Marvin, incidentally, has just formed his own western swing band which features Jimmy Hall, Gene Gasaway, Red Day, Clarence Boyd, Al Hart and Rockey Capay. The boys are currently active in local dates. Blankenheim also disclosed that Bobby Barnett, one of his Razorback disk artists, will soon be heard on the Challenge label. ... Thurston Moore is digging up interesting items for his Program Chatter newsletter. The 2nd issue, dated Jan, tells us that Cowboy Copas’ great hit “Alabam” was originally written 20 years ago. The song, which brought Copas to the fore again after years of obscurity, seemed Copas was cutting an LP for Don Pierce at the Starday studios in Madison when Don asked the Cowboy for a demonstration of old-style flat-top guitar picking. Cope obliged with a furious rendition of “Alabam” he had written shortly. “It broke up the session and convinced everyone within hearing distance that it should be brought out as a single. Pierce did, and the rest is history. Thurston Moore urges those in the country field to send him photos and interesting information like the above to keep the service going.” ... KLLA-Lubbock, Texas had a staff change recently. The station lost Dusty Fields to the Army for a while but was fortunate in being able to replace him with Gene White, formerly with KBUT- Amarillo, Sky Corbin, Lucas, one of the owners of the station and a disk jockey there, who has been active on the air for many years. “It’s like being re-born in Dusty’s former place.” He was surprised. When asked about the situation, Fields said he had a change of pace, and that it was better than he had anticipated. Fields can be heard on KLLA in Lubbock, Texas, where he is now. 

North Carolina independent has outstanding opportunity for country music personality. Will look forward to seeing "up & coming" as well as established personality. Send tape-photograph, reference and resume of talent to Box 552, The Cash Box, 1721 Broadway, N.Y. 19, N.Y.
PERSONALIZED...TO BRING OUT THE IMPRESARIO!

WEEK OF JANUARY 16

SEEBURG
ARTIST OF THE WEEK

TEN-SELECTION
33 1/3 STEREO ALBUM RECORD PACKAGES
SIDE BY SIDE (RECS)
WILBURN BROTHERS

JING A SONG WITH THE ORIGINAL ROARING '20's
ENOCH LIGHT (GRAND AWARD)

There's something of the show producer and impresario in every location-owner, and how the
PERSONALIZED new Seeburg brings it out!
The location-owner presents his great Seeburg music with showman's pride because his pres-
etsentation is PERSONALIZED. The location name, or its owner's name, tops everything on Seeburg's
showcase top panel.

And when the location features Seeburg's theatrical Artist of the Week programming—
presenting the hot new 33 1/3 album hits every week—he really is in show business!
The result: bigger revenue for location and operator. The Seeburg Sales Corporation, Chicago 22.

"Harlem's famous Palm Cafe, New York City."
Whenever we are fortunate enough to enjoy more than one of a kind no matter what it is, we tend to favor certain of these holdings. In the case of a man with two or three automobiles, he might spend more time caring for the sport model at the expense of the other two autos. A businessman carrying a portfolio of stocks probably finds himself giving more attention to one or two of the high priced investments when actually the smaller holdings total as much if not more than the glamour stocks and could even represent his basic investment foundation. It all adds up to taking the advice of the multi-millionaire who, when asked just what one million dollars could mean to such a man of his means, replied, “I look upon each million as a dearly beloved child and I would hate to lose even one of them.” If you haven’t guessed by now we’re making the comparison with your coin machine route.

You’ve got top locations with the finest machines, good locations with late model equipment, and ‘secondary’ locations with phonographs that have been taking in coins for the better part of ten years. These are definitely not the ‘favorites’ in your stable. As a matter of fact, they are probably the lost sheep. The reason for this is your own. But a good guess would be that you have given up hope on these locations. They bring you about eight dollars each week and show no promise of ever reaching nine. The machines on these locations aren’t worth the trouble. The trade-in price is hardly worth the expense to truck ‘em over there. That’s your attitude, and perhaps you’re right. You ought to know. It’s your route.

But maybe you’re wrong. Maybe what you ought to do is to take the five year old phonographs and, instead of trading them in on new machines which will replace equipment on your top locations, which in turn will work its way down the line—maybe you ought to move the five year old model down to the eight dollar locations. Then take the ten year old phone out and trade it in on the new machine. Less trade-in allowance? Certainly—it’s an older machine. But the difference isn’t that much. And here’s what happens on your route. The ‘lost sheep locations’ we’ve referred to now have 200-selection phonographs ready to serve the clientele. They’re naturally better looking machines. You can fill the additional 50-record space with several top records which you would have to buy, of course, but the balance could easily be programmed from stock standard material now laying idle on shelves. The collections would have to increase somewhat with all this in its favor and while you won’t make a top spot out of the secondary location the odds are in your favor to make it pay more on your end, you’ll be in a better position to introduce dime play if you haven’t already, and you may even come out of it with a minimum and a contract.

Regardless of the outcome, your overall collections will more than likely increase. It’s worth a try.
**ATE Convention Attracts Latest Games From U.S. Britain, Europe; Fruits Cause Trade Concern**

LONDON—With the rapid approach of the trade show, plans for the exhibition to be held at the New Royal Hibernian Exposition, Dublin, Wednesday January 31st to February 2nd, are nearing completion. Officials of the American Distribution of Fruits have arranged for the largest and most diverse exhibit ever to be held in this country.

Within the Exhibition area which covers two acres, approximately all the latest equipment from America, Great Britain, and the Continent of Europe. In the list of 68 exhibitors, one can find the names of all the major manufacturers and distributors in every branch of the business. Many of the exhibitors have limited the number of booths in order that as many people as possible could be accom-
mmodated. The most prominent names of Bal-Ami, Rock-Ola, Seeburg and Wurlitzer will be displayed together with the newest equipment from Gottlieb & Williams, Bally and Kameh.

Only two American firms are actu-
ally exhibiting—Mike Munves Corpor-
ation and Wico Corporation—for the reason that the vast majority of products represented by the British distributors handling their products. However, the Exhibitors, variously representing many of the representatives from America and the Continent do not, in fact, make a special journey to London to pay a personal visit to the Exhibi-
tors but merely attend the business of business in this country.

With the advent of the Big Betting and Gaming law, particular interest will be centered around the many state gambling machines, including Mills, Jennings and the Amusement 'Arcade' which will be shown at the Exhibition for the first time.

The out-and-out rejoicing which might have been expected with the passing of the new law, has, in fact, been tempered by comments in the trade press here calling for caution and moderation for the part of op-
tomers in changing over to the new code of operation. The police have also made it quite clear that the new law does not permit the unrestricted use of cash pay-out machines. Although, of course, it will be the business of ex-
hibitors at the A.T.E. to boost sales as much as possible, their remarks would indicate that it will do no good, either to themselves or the trade, if machines are bought in ignorance by people who will, subsequently, be allowed to operate them. Besides involving the purchasing in considerable financial losses, the police are forcing the use of a considerable amount of illegally operated equipment was ordered by the Ga
corps (confiscated and de-
stroyed) anything of this kind would inevitably create a very bad press and might well result in the early amendment to the law and the re-imposition of some of the old restrictions.

However, prospects generally for manufacturers, distributors and oper-
ators alike are probably brighter than anticipated Society for non-pay and fire of all these sections of the trade are looking forward confidently to a prosperous 1961.

**Milwaukee Assoc. Initiates Clearing House For Ops**

**Re-Elect Officer Slate**

**Continental Acquires APCO For $3.5 Million**

Move Makes Continental Number One Supplier

WESTBURY, N.Y.—Continental Indus-
tries, Inc., has purchased all the stock, trade marks, patents, pending pending, vending machine divisions of APCO, Inc. and APCO's subsidiary com-
panies from the United States Hoff-
man, Hoffman & Co., for an aggre-
gate sum of $3,500,000, Robert S. Hirsh, Continental Chairman of the Board, announced. No exchange of stock was involved in the transaction.

The acquisition, the last in a group of over eight, brings Continental the largest supplier in the industry of machines to vending ma-
chineries.

The Continental and APCO lines support each other and are non-
competitive.

The 1960 volume of APCO and its subsidiaries was in the neighborhood of $11 million dollars. APCO was the first vending company to introduce soft drink machines that serve crushed ice with the beverage.

Net sales for the fiscal 1960 period were approximately 27 million dollars.

Continental manufactures cigarette, coffee, soft drink and hot food vending machines. It is also a major operator of vending routes and has initiated an expanded vending program, in co-operat-
ing with recent inauguration of its Wonder-Chef Automatic Food Service Division which utilizes Continental's revolutionary hot food machines serv-
ing complete full course dinners auto-

**Joe Ash Recuperating**

PHILADELPHIA—Joe Ash, veteran com-
man and President of Active America Markets, Inc., of this city, is recovering from a kidney operation at the Temple University Hospital here. Ash expects to be released from the hospi-
tal on or around January 16 and advised that he would spend at least two weeks in Philadelphia before returning to his Philadelphia offices.

Marvin Brownstein, sales manager of the Gottlieb outlet, will continue to supervise the Philadelphia distribution handling all executive duties until Ash's return.

**Celler Re-Intro's Copyright Bill On Juke As Congress Meets**

Industry Advised To Take Head Of Operators' Plight In Great Britain

WASHINGTON, D.C.—On Tuesday, January 3, Congressman Emanuel Celler (D.-N.Y.), chairman of the House Post Officers' Pension Com-
mittee, introduced a bill for a juke box bill (H.R. 70) in the House of Representa-
atives.

The bill reads as follows: To require juke box operators to pay royalty fees for the use of copyrighted musical works, for the benefit of composers, authors, and copyright owners.

It be enacted by the Senate and House of Representatives of the United States of America, as follows: that this Act be made public law, and shall be
denominated "The Copyright Protection Act of 1961."

The re-creation of a copyrighted musical composition publicly by or upon a coin-operated ma-
chine shall be deemed to be a public performance for profit, and the opera-
tor thereof shall be liable for any infringement of any such composition occurring through the use of such machine. As used in this paragraph, the term 'operator' means any individual, partnership, asso-
ciation, or corporation exercising control or ownership of a coin-operated machine or machine for the exclusive use of such machine, or who has exclusive control over such machine or has exclu-
se control over its placement, function, or operation."

The amendment made by this Act shall take effect three months after the enactment of this Act.

The competitors of juke box manufac-
turers, in H.R. 6921 was an expected move by Con-
cressmen Joe Celler, to pass legislation in previous years to protect the 780,000 juke box operators against unfair practices by him by having a law to be passed giving Combined payment to owners of co-operated music ma-

While the coin-operated phonograph industry has managed to defeat this type of legislation year after year, it would be well for the industry to look to Great Britain for a taste of what might happen should the industry weaken its present efforts in combat-
ing this legislation. (See feature arti-
cle elsewhere in this issue describing the position of the British Phonograph Industry).

The British operator is confronted today with a license requiring payment of royalties to song com-
panies and each year the demands for an in-
crease in this fee is made.

The Carlingborough Electronics Ltd., firm of juke box operators, and the Phonograph Operators Asso-
ciation of England, combined to pro-
test the repeated demands for in-
creased royalty payments. They 

It is claimed that the present fee was ex-
orbitant but the Tribunal ruled ex-
act that the fee was fair since it was agreed upon for the use of $26 to insect in 1958 with both sides in agree-
ment.

Juke box operators in England pay fees of from approximately $25 to $35 per machine per year to the Perform-
ing Right Society.

**FBI Arrests Moore, 5 Others On Fraud**

BROOKLYN, NEW YORK—The FBI made another big break last week on a charge of fraud in 
siphoning $100,000 in assets from Garden Amusements, Ltd., a bank-
ruptcy operating firm, according to As-
istant US Attorney Merritt M. Williams.

The assets of Garden are re-
presented by the appointment of court appointed trustee and have been since The Wurlitzer Company filed bankruptcy proceedings against the firm. So far, $500,000 in assets have been 
recovered. All six men were accused of relocation in 
the number of juke boxes and operating 
them for private profit while filing false reports on the company's in-
come to the trustee.

Certainly will be held before United States Commissioner Salvator M. Arabuzo in Brooklyn were Sherdan, Allen Kerner, Moore's brother-in-law; Abraham Manacker, Alvin Needleman and Jacob Cohen. Moore, Schaw and Kerner were each fined in $5000 bail, Manacker in $3000, and Needleman and Cohen $2500 each. Hearings were set for January 19.

Merritt M. Williams advised that the Wurlitzer firm owned 700 phonographs and that on the day before bankruptcy proceedings were filed (March 17), Moore, Schaw and Kerner removed them from all their offices, including taverns and other locations in Nassau County. Williams said that Needleman, Cohen and Manacker made collections on the remaining 500 phonographs and turned those receipts in as income on all 700 machines.

The Cash Box—January 21, 1961
The external beauty of the all new 1961 Regis in itself makes this machine most distinct among today’s phonographs.

This distinctiveness is further amplified by the many “Location Engineered” features which are the heart of Rock-Ola’s famous tradition of dependability and service-ease. Typical of these components is the reliable and versatile Rock-Ola dual-channel amplifier.

Only Rock-Ola phonographs have dual-channel amplifiers as standard equipment to play either stereo or monaural music at the flip-of-a-switch as required by your needs. All Regis dual-channel amplifiers have three built-in test circuits to allow in-unit testing of gain for each channel. A Rock-Ola “service-ability” exclusive for your increased profits!

Rock-Ola’s Three Position "TRI-FONIC" Switch Gives Instant Conversion from Monaural to Stereo Play!

POSITION “A” delivers the finest high fidelity monaural music through the three built-in main unit speakers. Extra speakers may be used.

POSITION “B” delivers two channel stereo through the stereo extension speakers. No matter where the customer sits in the location, he hears Rock-Ola’s flawlessness stereo sound.

POSITION “C” combines the stereo extension speakers with the 3 built-in main unit speakers for reinforced stereo sound. In any location Rock-Ola provides the finest stereophonic sound.

33 1/3-45 RPM DUAL SPEED INTERMIX CHANGER

The Rock-Ola built dual speed intermix changer is another proof of Rock-Ola’s complete operating flexibility. 33 1/3 and 45 rpm records may be intermixed in any sequence in any bank of records. With the Rock-Ola Regis you are protected now and in the future against any developments in the record industry.

((REVERBA-SOUND))

The amazing new Rock-Ola (((REVERBA-SOUND))) for the first time permits true, living presence music in all locations regardless of size or configuration. (((REVERBA-SOUND))) literally places the customers in the center of a live performance. With sound reverberation the walls seem to roll back and the customers hear their music as though they were present at the original live performance.

For Greater Profits in ’61, See Your Rock-Ola Distributor Today for the Full Regis Story!

ROCK-OLA Manufacturing Corporation
800 N. Kedzie Ave., Chicago 51, Ill.
Announcing the Export Convention Special Of The Year!

The Cash Box

Convention Issue

The ONLY International Coin Machine Trade Publication Serving
London’s 17th Annual Amusement Trades Exhibition
New Royal Horticultural Hall • London, England • Jan. 31-Feb. 2

Your Sales Message Will Be Distributed From The Cash Box Exhibit Booth To An Expected Record-Breaking Crowd Of European Conventioneers During This All-Important Coin Machine Show.

Sell the foreign market while it is in a buying mood!

- European coin firms attending the convention who will receive The Cash Box from our exhibit booth.
- European coin firms who do not attend the convention but read The Cash Box each week.
- An international circulation including coin firms in every major coin machine market in the world.
- SELL THE FOREIGN MARKET IN THE TRADE PUBLICATION THEY READ EACH WEEK!

The Cash Box will cover, in depth, news emanating from the Amusement Trades Exhibition before, during, and after the ATE Convention. Our London staff will be on hand in The Cash Box exhibit booth during the length of the London convention. Complete news coverage and photographs will be published covering the entire convention from start to finish.

DATED: February 4th

ADVERTISING DEADLINE: January 26th

RUSH All Advertising Copy To Any of the Offices Listed Here IN TIME TO BE FORWARDED TO NEW YORK CITY PUBLICATION OFFICES ARRIVING NO LATER THAN THURSDAY, JANUARY 26th ! ! ! ! ! !

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FRANCE: ROGER SELLAM, 24 Rue de L'Impératrice, Paris, France, Tel: Europe 5308
Stamp Vendors Honor
Postmaster General

WASHINGTON, D.C.—David L. Trask, President of the National Association of Postage Stamp Vendors, announced that the vending group recently presented a National Award to Postmaster General Arthur E. Summerfield for his outstanding service in modernizing the United States Postal System.

According to Trask, more than 38 billion postage stamps are used each year in the US which sends and receives 2/3 of the world’s mail.

The total number of stamp vendors in the USA is 1,500,000, according to Trask, who noted that not one of them is owned by the Government. He also advised that most of the machines are owned and operated by the individual establishment.

Trask is considering the authority on matters concerning the stamp vending business and keeps in touch with thousands of inquiries through his offices in Washington, D.C. Anyone interested in reaching Trask may address him at 734 15th St., N.W. c/o Natl. Assoc. of Postage Stamp Vendors.

The vending organization pulled off quite a fete with the Postmaster General’s program, and from a public relations point of view much can be learned from their program.

The organization has reached major daily newspapers with its story of service, employment, and aid to the Post Office via individual machines rather than long postal lines and the impression created has been a most favorable one.

David L. Trask, Pres. of the Natl. Assoc. of Postage Stamp Vendors, presents award to Postmaster General Arthur E. Summerfield.

W. Germany Booms

BONN, GERMANY—An economic boom which began early in 1959 resulting in a national income rise of about 11% has continued right on through 1960 in Western Germany and the end result is prosperity in this efficiently engineered industrial center. Orders for industrial goods have continued at a pace of about a 17% per year increase and show no sign of dropping off. Wages and salaries are up, production is up, and a feared price increase is expected. Import-export business remained in balance although the increase for both was about 10-20%.

CMC Intensifies Membership Drive Among 15,000

CHICAGO—Herbert Jones, vice president of Bally Manufacturing Company, this city, and secretary of the Coin Machine Council for public relations, reported last week, in his capacity as chairman of the Council’s membership committee, that a general business meeting of the executive committee was held, Thursday, January 5, at the Morrison Hotel.

“The most important issue for discussion on the committee’s agenda was the necessity intensification of the 1961 membership drive,” Jones stated.

“The plan proposed for the membership drive was unanimously approved by the executive committee,” Jones added, “and will be put into effect just as soon as the brochure outlining the public relations program of the Coin Machine Council is ready to be mailed to the more than 15,000 members of the coin machine industry.”

Jones further advised that the executive committee also thoroughly discussed and ultimately approved several public relations projects for the 1961 campaign which are presently in the planning stages. These plans are being formulated by the group with the expert assistance of the Public Relations Board, Inc. CMC’s specialists on this board are Benjamini Rogers, account supervisor; and Earl Fnder, account executive. These plans will be announced to the industry in the trade papers shortly, according to Jones.

Members of the executive committee present at the meeting were: Jones, Lou Casola, president of CMC; Ed Ratjaek, O. L. (Bob) Slifer, managing director of the National Coin Machine Distributors Association; Art Weinand, Joe Kline, Clinton S. Pierce, Lester Montooth and Andy Hesch.

The Cash Box—January 21, 1961
Munves To Call On European Clients Before ATE Show

NEW YORK — Joe Munves, Sales Manager, Mike Munves Corp., this city, left for Europe last week with an itinerary calling for calls throughout Europe for the two-week period before the start of the ATE Convention in London. The firm which specializes in arcade equipment and parts and supplies will exhibit at the London coin show.

Vendo Tests First Automatic Grocery-Snack Drive-in

KANSAS CITY, Mo.—The Vendo Company, one of the world’s largest manufacturers of coin operated vending machines has added another first to its history with the first coin-operated grocery store of its kind, located in Kansas City, Missouri.

A pilot set-up by the vending firm two weeks ago dispenses bread, toothpaste, hamburgers, cheeseburgers, milk shakes and dairy products. Soup, bologna, bacon and other staples were added the second week of operation.

Items sell for from 5c to $1.50. The machines do not make change but the Vendo coin-changer is part of the installation.

The building housing the machines is 1400 square feet in area. A 400 ft. patio graces the outer portion of the building for dining. Parking space is available for 40 cars.

Robert Wagstaff, Vendo President, said: “The drive-in will demonstrate the limitless uses to which automatic vending may be put.”

Of the 15 machines, nine sell prepared foods and selected packaged grocery items; six machines vend cigarettes, candy, coffee, ice cream, milk and soft drinks. The grocery area offers between 40 and 50 items which will be changed frequently.

We Need Gottlieb

Marathon Gypsy Queen Stage Coach Wishing Well

1961 DELUXE PARTS CATALOG AVAILABLE
Send For It Today!

Runyon Sales Company
221 Frelinghuysen Avenue Newark 12, N. J. Bigelow 3-8777
Olson, New York, R. T. and Hartford, Connecticut
Cable Address—Runyonek

Virginia Ops View ‘Ray Gun’ At Roanoke

RICHMOND, VA.—Jack Bess was on top of the world when operators from the Virginia area turned out to view the new Chicago Coin "Ray Gun" in his Roanoke Vending Exchange, Inc. showroom last week.

As a matter of fact, since the reception, Bess’ slogan for bigger sales is: "We’re Shooting High With Chi-Coin’s ‘Ray Gun’.

Pictured above are some of the results of another kind of "shooting" and the coinmen “shot" on this particular day are as follows: Top left, Hy Lesnick, Richmond Amusement; Bess; Tom Chandler, Richmond Amusement; and C. A. "Bear" Wakefield, Wake Amusement. Top right has Lesnick, Chandler, Aubrey W. Murray and Harley F. Sweare, Universal Music and Amusement. Bottom left: Bernice Cottrill, Coleman Amusement; Joe Bell, OK Amusement; Jack Fisher, Coleman Amusement; and Harry Moseley, Roanoke VP. Bottom right photo shows Chandler, Bess and Lesnick posing before a shoot ‘em up contest. Winner was not identified!

Seeburg’s Silverman To Europe On 33 Plan

NEW YORK—Arnold Silverman, Seeburg sales promotion head, has advised that he expects to leave this week for Europe in order to present to the firm’s European distributors and their operators the progress made in the U.S. on Seeburg’s 33 and Artist of the Week programs. Due to the progress Seeburg has had in contracting with record firms for the 33 packages, Silverman advised that the European distributor will be contacted personally and informed of the additions made to the catalog and also of the plans Seeburg has for future releases.

In addition, Silverman expects to call on foreign record manufacturers regarding the 33 plan.

Belgian Strike A Blow To Export Biz

NEW YORK—The recent nationwide strike in Belgium has spread to certain areas in Holland.

Machines shipped to Belgium just before the strike, are still laying on Belgium piers, while other shipments dropped at Rotterdam for expedition to Brussels are receiving the strike treatment as well, after a sympathy gesture by certain ports in Holland.

In addition to the tremendous losses, exporters in this country, such as R. H. Belam Co. must pay shipping costs from first port of arrival, (Rotterdam) destination (Brussels). The added costs are eating up the profits and the picture will remain bleak until such time as the strike ends. In the meantime, business must continue in the event the strike suddenly ends.

The cruiser came this week when NYC piers struck and put the export business here at a virtual standstill.

Canteen Solves Blind Merchant’s Currency Problem

A HELPING HAND: Fred Lilley, (center) blind operator of the news and cigar stand in Chicago’s Main Post Office has received an unusually practical Christmas gift from Automatic Canteen Company of America—the newly designed machine enables him to detect bills of $1, $2, $5, $10, and $20 denominations without seeing them. It was invented by Curtis M. Surber, (right) president of Surber Electronic Research Corporation. James McGuire, (left) assistant vice president of Automatic Canteen Company of America, gave Lilley the Christmas present. The machine is being manufactured to sell for approximately $875.

The Cash Box—January 21, 1961
**Meeting Dates**

**Music Operators' Associations**

| Jan. 16 | Jefferson Amusement Co. | Place: Sheraton Hotel, Rochester, N.Y. |
| Jan. 16 | Associated Music Operators of Rochester | Place: Sheraton Hotel, Rochester, N.Y. |
| Jan. 16 | Westchester Operators Guild Inc. | Place: American Legion Hall, White Plains, N.Y. |
| Jan. 17 | New York State Operators' Guild | Place: Gov. Clinton Hotel, Kingston, N.Y. |
| Jan. 19 | Eastern Ohio Phonograph Operators' Association | Place: 4014 Rush Boulevard, Youngstown 12, Ohio (Executive Board). |
| Jan. 19 | Phonograph Merchants' Association, Cleveland, Ohio | Place: Holleuden Hotel, Cleveland, Ohio (Executive Board). |
| Jan. 23 | San Joaquin Music Operators | Place: 1019 N. Center St., Stockton, Calif. |
| Jan. 23 | Central State Music Guild | Place: 805 Main Street, Peoria, Ill. |
| Feb. 1 | California Music Merchants' Association | Place: Sacramento Hotel, Sacramento, Calif. |
| Feb. 2 | California Music Merchants' Association | Place: U. S. Grant Hotel, San Diego |
| Feb. 3 | AMOA of Pennsylvania | Place: 414 Keller St., Harrisburg, Pa. |
| Feb. 3 | Phonograph Merchants' Association, Cleveland, Ohio | Place: Holleunden Hotel, Cleveland, Ohio (General) |
| Feb. 6 | Eastern Ohio Phonograph Operators' Association | Place: 4104 Rush Blvd., Youngstown 12, Ohio (General) |
| Feb. 6 | California Music Merchants' Association | Place: 311 Broadway, Oakland, Calif. |
| Feb. 8 | California Music Merchants' Association | Place: Bakersfield Inn, Highway 99, Bakersfield, Calif. |
| Feb. 8 | Western Massachusetts Music Guild | Place: Chalet Restaurant, West Springfield, Mass. |
| Feb. 8 | Music Operators' Society of St. Joseph Valley | Place: Carl Zimmer's Office, 130 N. Ironwood Dr., Mishawaka, Ind. |
| Feb. 9 | Berks County Amusement Machine Operators' Association | Place: Arndt Restaurant, Reading, Pa. |
| Feb. 13 | Milwaukee Coin Machine Operators' Association | Place: Ambassador Hotel, Milwaukee, Wis. |
| Feb. 14 | California Music Merchants' Association | Place: Fresno Hotel, Fresno, Calif. |

**Attention: Operators' Association**

Associations desiring listings in this column, please write to THE CASH BOX, 1721 Broadway, New York 19, N.Y.

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**Dave and Bill Sutherland**

**Sutherland Distributing Co.**

331 Cherry Street
Kansas City, Missouri

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**Dave and Bill Sutherland are proud to announce that**

**SUTHERLAND DISTRIBUTING CO.**

1331 cherry street  KANSAS CITY, MISSOURI

is authorized factory representative for

**THE SEEBURG CORPORATION**

in the State of Kansas, and Western Missouri.

Operators in these territories are cordially invited to visit our showrooms where a complete line of Seeburg equipment is on display, featuring the following machines:

- **1961 Seeburg Phonographs**
- **Background Music System Complete Vending Machine Line**
- ...including the All-New CRUSHED-ICE DRINK VENDOR!

The hit of the recent NAMA Vending Convention.

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**INTERSTATE BUYS DAVEND**

**CHICAGO—Interstate Vending Company, this city, has purchased the total business and assets of Davend Automatic Cafeterias, Chicago, it was announced last week. The announcement was made jointly by Ronald Wolff, Interstate president and David Gottlieb, owner of Davend.**

Davend has been a substantial factor in the vending business in Chicago and its suburbs for 15 years and has active customers in governmental, educational and industrial establishments. About 75% of its business is in local territories and it currently has over 56 leading industrial accounts in the area.

In announcing the acquisition, Wolff stated that “Davend offers Interstate the opportunity to acquire alert and trained management as well as a large number of accounts in key locations.” He said that Gottlieb, the originator and sole proprietor of Davend, would assume an active role in the Chicago operation of Interstate Vending.

The Davend operation will shortly be integrated with Interstate regional

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**START THE NEW YEAR RIGHT**

**SEND FOR NEW LISTINGS TODAY**

**DAVID ROSEN**

Exclusive AMI Dist. En Pa. 635 N. BROAD STREET, PHILA. 23, PA. PHONE—CENTER 2-9293

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**UPPER MIDWEST MUSINGS**

Bob Young, Oscoda, Wisc, at the Rose Bowl Game in Pasadena, Calif, and spending the holidays in Calif. . . . Ernest Weyer, Hankinson, N. Dakota, and his family spent several days in the cities on vacation. Ernie making the rounds. . . . Mr. & Mrs. Al Engeltad, Rochester, Minn, in town for the day picking up their record supply and parts. Also Leo Hennessy, Rochester, in town for the day visiting a distributor. . . . Martin Kallman, Worthington, Minn, in town for a couple of days, having to attend a meeting at the Curtis Hotel. . . . Clayton Norberg, Mankato, Minn, in town for the day looking none the worse after having an operation on his right shoulder to have a calcium deposit removed. Spent three days in the hospital between Christmas and New Year's. . . . Mr. & Mrs. Bob Reese, Forest Lake, Minn, in town for a few hours to pick up their record supply. . . . Bob Leiehl and Glen Biehle, Chippewa Falls, Wisc, in the cities for the day making the rounds. . . . Plenty of entertainment in Minneapolis this week. At the Minneapolis Auditorium the Auto Show is on and Patti Page is there Jan 6-7. The Lennon Sisters 8-13, and Jimmy Rodgers 14-15. . . . At the Flame Room, Fernando Montel, and The Lamplighters at Freddie's. . . . Tom Roberts, Hurley, Wisc., in the cities for a few days making the rounds.

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The Cash Box—January 21, 1961
If you are reading someone else's copy of The Cash Box why not mail this coupon today!

THE CASH BOX
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NEW YORK 19, N. Y.

Enclose your check.
$15 for a full year (52 weeks) subscription
$30 for a full year (outside United States)
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CITY...ZONE...STATE

THE HIT OF '61 ALREADY!

CHICAGO COIN'S ALL NEW ELECTRONIC-EYE
RAY GUN

Come In and See It!

ABE SUSMAN
STATE MUSIC DISTRIBUTORS, INC.
3100 MAIN STREET
DALLAS, TEXAS

SAN ANTONIO SCENES

Everyone over at Bill Williams' office very happy over their showing of the new Wurlitzer Phonograph "Model 2500," held at the White Plaza Hotel, Corpus Christi on Sunday, January 8th. It was decided the show held in Corpus this year is the center part of the San Antonio and Houston territories. Curly Wharton, formerly of San Antonio and now living in Birmingham, Alabama, came down to see the show, and Roy "Dick" McEndree in town the other day. He formerly attended a lasker race he runs in Three Rivers and Beaville, and is thinking seriously of opening a restaurant in Free...Visiting from out of town: John "Bennie" Howard, Pearse; R. G. Trench, Beaville; Ralph Cavazos, New Braunfels; Jimmy Pieper, Kissimmee. The Kissimmee Shop reports Etta James' new recording of "At Last" and "I Just Want To Make Love To You" selling like hot cakes and that business is very good; in fact, they say they are swamped.

HOUSTON HAPPENINGS

King Federal Records Distributors opened new Houston headquarters Jan. 2nd at 2000 Polk Ave. The firm, managed by Jean Bobbitt with Francisco R. Almanza as assistant, formerly did business at 1904 Leeland. Gilbert Somo-

CALIFORNIA CLIPPINGS

The introduction of the new 1961 Wurlitzer "5200" phonograph last week, along with a couple of new games recently, has served to stimulate operator activity along "coin machine row" and get the New Year off to a good start... Jimmy Bentley, at Paul A. Laymon's, reports he drove to San Bernardino on business, accompanied by his family, and then went on to Death Valley for an escape from the January cold that has been going well the past week... Mrs. Dan "Ruby" Lufkin, whose husband died a year ago and who were both well known in the coin machine business for many years, moved to Glendale last week... Sales, Bill Rappold informs the Chicago Coin Six Player shuffle alley has been open for several months and that he has been busy as a喜 in the Six Player, and is expected to be a big success with the operators... Pete Levy states he was in the Fremo and Bakersfield territories the past week and was shown a couple of days in Phoenix with his family over the New Year holiday visiting relatives. Steve and the kids and John and Mrs. Santa Ana, is spending a two week training period in the Badger shop so that he will be ready to make service calls in the future... Johnny Ruggiero, at the Seeburg Distributor,  reports "Jumping the Barge" is breaking big at Seeburg with the "in" Seeburg phonograph leading the way. Also, Johnny continued, the Cold Front Ice Dispensing machine is still selling fast to those that got them in, and is readily becoming the talk of the vending industry. Betty Williams commented that business at the one-stop has picked up going into the New Year, following a somewhat slow period over the Holidays... Radar Barry, at the Wurlitzer factory branch, reports the showing last week of the new 1961 model "2500" Wurlitzer phonograph was most gratifying, with operators from all over So. Calif. dropping in. "However," Ray urged, "those who were not able to stop-in last week should come by now for a demonstration of the hottest new phonograph on the market..." At Leuenhagen's "record bar," Norm Schelber of King Records was in to spin the new James Brown platter "Beverly Hills." Mary, Ray, and Cherie are all talking about the phonograph, and they had January 2nd when they had a number of friends stop by to watch the Rose Parade on their new color TV set... Jack Simon, at Simon Distributing, along with Mrs. Simon, returning the Rose Bowl this week, accompanied them on the trip, has returned to his home in Chicago. The trip was a successful buying venture resulting in obtaining some equip-

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The Cash Box—January 21, 1961
New York State Ops Set Sights For A United '61 Behind McCarthy Leadership

Roth Looks To '61 As Big Year For Vending Via Food Expansion

WORLD'S MOST COMPLETE
COIN MACHINE CATALOG
FREE TO IMPORTERS

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Roth Looks To '61 As Big Year For Vending Via Food Expansion

WESTBURY, N.Y.—The vending industry, which showed up during 1960 as one of the few glamour and performance stocks of the year, will reflect even more encouraging operational results during 1961, said Harold Roth, President of Continental. The greatest immediate growth in vending will come in the expanded markets now open to it in the feeding of plant and office personnel through automatic full course, hot meal equipment, he pointed out. The great vending breakthrough in 1969 occurred with the introduction of revolutionary vending machines that make it possible to serve plant personnel numbering from hundreds to thousands quickly and expeditiously during lunch and dinner periods. Simultaneously, the introduction of new vending equipment that serve crushed ice with the beverage, has opened the way to a similar expansion in the soft drink field. Over 60 per cent of all present major manufacturing facilities are potential markets for facilities such as the feeding, Roth said. "The scope of this potential market can be seen in the Department of Agriculture statistics that show plant personnel purchase more than $19,000,000 of food a week under present manually operated cafeteria systems. Absorption of the new equipment by vending equipment will take place on a large scale during the coming year. Vending cafeteria requires little or no subsidy from company managements yet serve food as good and as economically priced as subsidized manual installations. The successful expansion of full meal vending into employee feeding creates a market for vending much greater than any this industry has seen so far," the Continental President stated. He foresees food vending sales volume in the next few years surpassing total sales of all types of other vended products, which already runs into several billions annually.

In addition to being a major machine manufacturer, Continental is also one of the largest vending operators with an in-plant food service division and other vending routes in major cities. Continental acquired the complete assets of APCO, Inc., a major vending machine manufacturer last week (see story on page 58).

A new sales subsidiary has been in the planning stages for the past several months and is being created to help the company facilitate the expansion of the marketing and sales activities of the Company during the next two years.

A further purpose is to segregate the sales activities of the Company's export marketing through Seeburg International.

The Seeburg Sales Corporation is responsible for the marketing of Coin-Operated Phonographs, Background Music Systems and Coffee, Cigarette and Cold Drink Vendors as well as the appointment of all domestic and Canadian distributors.

Executive personnel, who, of course also continue as executives of The Seeburg Corporation include: Delbert W. Coleman, Chairman of the Board; Robert R. Kelly, President; J. Cameron Gordon, Vice President, Photographic Sales; Leonard Gross, Vice President, Vending Sales; Stuart F. Auer, Vice President, Background Music Sales; Tom C. Harvey, Vice President, Marketing and Advertising.
Reports from Wurlitzer distributors along the Eastern seaboard indicate findings by the Federal Trade Commission that the usual number of operators turning out for the Model "2500" shows and ordering according to the new royalty rates is sufficient. Reason for this in addition to the changes in the combination of the cabinet, the new sound and speed features and the mechanical changes was made on both models.

The New York City Board of Standards and Appeals last week refused to allow the building of a large gramophone store and music house at the intersection of the frontage of their street with the Snell, Incorporated's meeting room and a number of members later joined themselves to the references as Interested parties. The hearing was continued five days and the decision of the Tribunal was given on 21st December.

Both Barrington's and the OPA maintained that the Society's tariff was exorbitant, but they differed in their ideas as to what the fees should be and on what basis they should be calculated. Barrington's wanting a tariff under which the fee would be calculated according to the record irrespective of copyright record capacity or price per play. The Society's tariff provided for an increase if the price was increased since 1928.

The OPA argued that, as the Copyright Act lays down a statutory royalty, the record operators must pay the same rate for all records, and that the copyright in the music recorded on their records of 6% of the retail selling price, this gives a good basis for calculating a performing right fee when those records were used. The record operators said that they paid a royalty to every operator put three new records in each machine every week, that is, 156 new records. Moreover, they therefore asked the Tribunal to establish a tariff calculated at 6% of the retail selling price (4c. 9d. for the record in the jube box) of 156 such records. This gave an annual fee of £1, 12s. 6d. per machine. Alternatively, they asked the OPA to approve a tariff of £2. 5s. 6d. per machine. Finally, the OPA said that they did not want to be bound by the tariff as a tribunal had a few weeks earlier approved an offer by the record operators to pay £1 per annum to each machine representing most of the makers of gramophone records, this fee being £24. 10s. per machine for all the machines.

The Tribunal found no merit in either of these suggestions. As to the others, the Tribunal said that the Operators' Association was confusing two totally distinct rights, that is, the right to record works and the right to reproduce their works. The OPA's proposal would mean that every operator put three new records in each machine every week, that is, 156 new records. Moreover, they therefore asked the Tribunal to establish a tariff calculated at 6% of the retail selling price (4c. 9d. for the record in the jube box) of 156 such records. This gave an annual fee of £1, 12s. 6d. per machine. Alternatively, they asked the OPA to approve a tariff of £2. 5s. 6d. per machine. Finally, the OPA said that they did not want to be bound by the tariff as a tribunal had a few weeks earlier approved an offer by the record operators to pay £1 per annum to each machine representing most of the makers of gramophone records, this fee being £24. 10s. per machine for all the machines.

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CHICAGO CHATTER

Most of the activity in this city's wide coin machine empire is centered around the preparation for a foundation of a basis for maximum sales among manufacturers and distributors, and collections in locations. The area's operators eagerly look forward to a steady rise in collections in amusement, music and vending equipment on location. Presently all eyes are tuned toward London, England—the Promised Land for coinboxes in 1961. At least, until business improves here. More coinmen from this area than ever before are making their plans to depart for London to take in the 17th Annual Amusement Trades Exhibition, in the Royal Horticultural Hall, from Tuesday, January 3 through Thursday, February 2. By the way, don't forget to pick up your copies of The Cash Box which will be distributed from our booth at the convention.

Herb Gettinger returned to his office at United Mfg. after having spent considerable time on the road. He and Bill DeSelm advise jointly that United's new "Line Up" shuffle alley and "Dixie" bowlier are receiving excellent reception by distributors and operators. Do not forget to pick up United Music's UPC-100 phonograph all over the country.

There is plenty of excitement in this area this week, which is highlighted by the showing of Wurlitzer's new model "2500" phonograph. The locale is A&M Music Co., and the co-hosts at the busy distrub are Adolph and Mike Raymond. Wurlitzer features a new "Beverbrasonole" unit, exciting new cabinet, a music gainside machine and 33-45 rpm record intermix.

Bally's Art Garvey reports that Bally's "Touchdown" is still maintaining a high degree of popularity in all markets. Art, vice prexy Herb Jones and general sales manager Bill O'Donnell predict in unison that 1961 will be a big Bally year. . . . Rumor has it that Rock-Ola Manufacturing recently added a new coffee vending line to the growing Rock-Ola family. However, upon checking with Rock-Ola top brass the other day it was neither confirmed or denied.

Art Weinand, sales director for Chicago Dynamic Industries, enplaned to the east coast last Monday. During Art's absence Mort Secore tended Art's busy desk. Mort assured us that Chicago Coin will have a very busy '61 and will keep distrubs and ops very happy.

A well-tanned Alvin Gottlieb returned to his office at D. Gottlieb & Co. after a delightful two weeks in Miami Beach. His comment: "The sail fishing was terrific." Meanwhile Alvin was thrilled to see such activity in the plant to expedite orders on Gottlieb's new "Futo-Finish" pinball to Gottlieb's distrubs. Dave Gottlieb and his Dorothy are still backing on the Miami Beach sands.

J. H. Keeney's Paul Huebsch informs us that prexy Roy McGinnis is still taking his big time in his home after recent departure from Columbia Hospital. Roy hopes to be back in the swing at the plant shortly. Clayton Nemeroff and Harold Dorgan are back on the road now that the holidays are over.

Wico's Ed Ruber is laying his plans to jet across the big pond to take in the action at the 17th Annual A.T.E. convention in London. He looks forward to renewing old acquaintances at the close. His departure date is Jan. 26.

Of buddy Danny O'Neil, owner of O'Neil Automatic Vending Corp., is in Eassavant Hospital, flat on his back in traction, under treatment for a pinched back nerve. Danny was a television singing star for several years before entering the vending business.

1961 gives every indication of being a big year for Rowe-Ath Sales Corp., with such stalwarts as Charles Brinkmann, Ed Wiler, Jack Dunwoody, Bob Deutsch, John Gimbel, Mike Spagnola, Frank Ogle and Arnold Harlem predicting great accomplishments for the firm in its new headquarters on the far west side of this city.

Sam Stern and Sam Lewis are already expressing their delight over the immediate acceptance by the trade of Williams Electronics' new "Magic Clock" 3-player pinangle. Sam Berger tells us it's a natural winner. . . . Ex-Cashboxer and vet coinman Howie Freer was released from Weiss Memorial Hospital where he underwent surgery for hernia. Howie relays his best wishes to all his old coinah pals. . . . Empire Coin owner Gil Kitt and sales chief Joe Robbins are gleefully watching the considerable increase in shipping of new and used amusement and music equipment these days.

Joe Kline, prexy of First Coin, M.E., tells us Sam Kolber and Frederick Kline are busy as bees on the phones trying to acquire the much needed good, used games and pinboxes for their export business. . . . Midway's Ralph Sheffield is keeping his fingers crossed that the excellent weather, sans snow, will continue for a while yet. Naturally Ralph is the key man in keeping the shipping lines open for Midway's popular "Shooting Gallery" game gun.

A brief check around the Midwest shows that although some areas are responding slowly during these first few weeks of 1961, other territories are already booming. Hymie and Eddie Zornicky, H. Z. Vending and Sales in Omaha, are very happy to relate that they are already digging in to their February quota of Rock-Ola "Regis" model phonographs to supply operators in their area of operation. All other coin machine and vending equipment is maintaining a like pace at H.Z.

Joel Stern, World Wide Distrib, tells us he and Lon Miron are enjoying excellent activity with Rock-Ola phonos this month. . . . Ted Rube and Estelle Bye, Marvel Manufacturing, keep tabulating high sales figures with Marvel's "Lucky Horoscope" and the Plastic phonograph replacement parts line.

Nate Feinstein and Harold Schwartz, Atlas Music Co., are very pleased over the results of the service school and sales showing Atlas Music hold in Galesburg, III. Jan. 11, and plans are underway to continue along this line of approach. Bill Phillips, Atlas Music, and Newell Bellamy, Seeburg Corp., supervised the school and showing.

Milwaukee Coin Machine Operators' Assn. held their first '61 monthly meeting Monday, Jan. 9, at the Ambassador Hotel. An election of officers resulted in the re-election of the 1960 slate. Officers are: Sam Hastings, president; and Harold "Red" Jacomet, secretary-treasurer. The board of directors includes Bob Pucel, Arnold Jost, Clarence Smith and Irv Beck.

GIL KITT
MIKE SPAGNOLA
PAUL HUEBSCH

The "Compact" with BIG TABLE
Action and Appeal...

NEW

MODEL 9000
6-POCKET POOL TABLE
featuring the
LARGEST ACTUAL PLAYING FIELD on the market!

333 Morton St., Bay City, Michigan 
Twinbrook 5-8587

Valley's famous separate, fast cue ball return . . . Convenient—no stop! no bend!

100% accurately scaled from regulation table!
Overall size: 50" x 90"
Beautiful Deluxe Mahogany finish and other Deluxe features for top attraction and earning power!

See your Distributor or write direct
French Coinmen Speculate On Future

Rosen Office Mgr. Die
Reba Stein Was 42

PHILADELPHIA—Dave Rosen, President, David Rosen, Inc., this city, a viewed last week of the death of Mr. Rosen, office manager, Reba Stein, age 42, who passed away Friday, January 6. Miss Stein was buried Sunday January 8. Rosen stated that she wrote a long-time employee of the firm at was of great value to the corporation during her long tenure as office manager of the coin machine outlet. Miss Stein had no family.

COIN MACHINE ASSOCIATION SECRETARIES! Notify The Cash Box with news notes and photos as soon as it happens!

Cleveland, O.—Henry Gisser returned from his honeymoon recently to find that the December 31st issue of The Cash Box had not only covered the news of his recent marriage but also reported some of Henry’s background—his position at Cleveland Coin Machine Exchange, his amazing memory for names of games—things like that. We also told our readers that this was Henry’s first trip down the aisle, that Henry Gisser was a bachelor who eventually conceeded to the constant threat of marriage. And it was here that our research had back-fired. For if Henry was a bachelor, where did his three grandchildren come from? Questions such as this could not be answered. Our memorial was not half as good as Henry’s.

In our haste to report the bi-centennial event, we failed to notice the fact that Henry had been previously married, and that his first wife passed away on May 8, 1959. Hence, their three grandchildren.

So we hereby retract the first statement which made Henry Gisser a bachelor, and we recognize Henry’s present status as a newlywed, albeit with three grandchildren. And we hope that Mr. and Mrs. Henry Gisser enjoy a long and happy married life so that someday they may tell Henry’s great grandchildren this story.

The Cash Box—January 21, 1961
WANT

WANT—As always we need for immediate export unpainted cabinets of Bally, Ingles, and all types of Shuffles, Seeburg, AMS, Wurlitzer music. Call collect. Belgium AMUSEMENT CO. 808 NO. BROADWAY, PHILADELPHIA, PA. (Tel. P308-3-7008).

WANT—Wms. Ten Pins, Ten Strikes and Nags. Send list to IMPERIAL COIN MACHINE CO., 496 ANDERSON AVE., CLIFTON, NEW JERSEY.

WANT—New 45 RPM records that have to sell or trade in the $5 range or 50 within the last 6 months. We pay cash. Contact: Record Exchange, 414 W. 18TH ST., NEW YORK 11, N.Y. (Tel. Dickens 2-0760).

WANT—Will pay cash for all late Guy Ballys. We're looking for all late Ballys, Broadway, 50 Cents. Best price in first letter. MIKE FLETCHER, 215 W. 3RD ST., NEW YORK 20, N.Y. (Tel. B43-9677).

WANT—45 RPM records, new or used. No quantity too large or small. High quality records. Please give complete information on hand. TONY CALGANO, 414 1/2 E. 15TH ST., CHICAGO 9, ILL. (Tel. TAGE, CHICAGO 9, ILL. (Tel. Dickens 2-0760).

WANT—Seeburg C, C, D, E. Wurlitzer Bally, Deluxe, 25. We pay highest price in first letter. INTERBORO MUSIC, 14 W. 42ND ST., NEW YORK 36, N.Y. (Tel. Udon 2-2563).


WANT—Used 45 RPM records. All types, as they come, run off the production floor. No sorting or picking. We pay freight from anywhere in USA. Standard order available for regular shippers. JALEN AMUSEMENT CO., INC., 14 EAST 21ST ST., BALTIMORE 18, MD.

WANT—Records, 45's & LP's, new only. Please give full details first contact to avoid delay and assurance. HARRY WARRINER, KNICKERROCKER MUSIC CO., 2024 W. 8TH ST., COLUMBUS 6, N.Y. (Tel. U1208-8310).

WANT—Seeburg C's, R's; AMI 1-200 Elect; Wurl. 1700, 1800, 1900; Rock-Ols 1448, 1434, 1435; Pins, all Ballys, Broadway, 50 Cents. Best price. RUNYON SALES COMPANY, INC., 590 10TH ST., NEW YORK 13, N.Y. (Tel. Longacre 4-1800).

WANT—New or used 45 RPM records not over 6 months old. We pay high prices. We have a lot of Ballys to pick them up. SUMMERWORTH RECORDS, 7906 PARKSIDE AVE., OAK LAWN, ILL.

WANT—In Used or new 45 RPM records, not over 6 months old. We pay high prices. We have a lot of Ballys to pick them up. SUMMERWORTH RECORDS, 7906 PARKSIDE AVE., OAK LAWN, ILL.
FOR SALE—Thoroughly reconditioned 11 foot Trophy Ball Bowlers, $395.; 11 foot Lucky Strike Ball Bowler, $450. Each piece reconditioned with new pins, new finger, etc. Trade accepted. Address: NEILSON SALES, INC., 881 MAIN STREET, BUFFALO 3, NEW YORK.


FOR SALE, Records, New 45's 100 Assorted, 8 - 33 1/3, jockeys, 11¢ each. E.P.'s 25¢ per record, 12" L.P.'s majoros and others, price varies. Will sell sample order. Send check or money order to CHARLES TABACK RECORDS, 2540 W. PICO BLVD., LOS ANGELES 6, CALIF. (Tel. Dünkirk 8-1973).

FOR SALE—Relays—low cost, high quality, general purpose open style made to your specifications. Short run specials. Also electrical hardware and switch stack assemblies. MARVEL MANUFACTURING CO., 2847 W. FULLERTON AVE., CHICAGO, ILL. (Tel. DI 2-2424).

FOR SALE—Complete line of Pool Table Supplies & parts. States, Cushions, Rails, etc. Write or call. Save money, save time—Buy direct. Write or phone for our new 1970 Catalog. EASTERN NOVELTY DIST., 1706 MANHATTAN AVE, UNION CITY, N.J. (Tel. UN 8-2574).

FOR SALE—$25.00 Wall Boxes, excellent condition, look new, $15.00 each. UNITED DISTRIBUTORS, INC., 162 W. 34 ST., S.A., KANSAS CITY, MO. (Tel. HO 4-6111–4-3504).


FOR SALE—We have a large stock of reconditioned Shuffle Games and Ball Cubes. Address: CHICAGO VENDING, INC., 3726 KESSEN AVE., CHICAGO 59, ILLINOIS. (Tel. Montana 1-5000).

FOR SALE—Deluxe Custom Cabinet ready for Stoelti, G & G; also practically unbreakable Fiberglass Pigskin, C. Mfg. P. & S; G & G; economy restyle Kits for 100 C & W, SUN REFINISHING COMPANY, HOWELL, MICHIGAN, TEXAS. (Tel. C 7-1919).

See the document for information on machine quotations.
behind-the-scenes money maker

NEW, COMPACT

AMI hideaway

600 CUBIC INCHES SMALLER! BIGGER THAN EVER IN PERFORMANCE!

plays 200 selections ... takes less room than ever before

All the profitable benefits of AMI compact design are now available in this new Hideaway. The trim cabinet is only 27 by 30 by 22 inches. Lets you fit more locations more conveniently. Provides full 200 selection play with optional stereo and 33/45 AUTOMIX turntable. The compact Hideaway is still another example of the way AMI advanced engineering helps you make more with music.

Rowe-AMI Sales Company
5075 W. Lexington St.,
Chicago 44, Illinois

The Industry’s Most Complete Line of Automatic Vending and Music Equipment
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<thead>
<tr>
<th>SHUFFLES and BOWLERS</th>
<th><strong>The Cash Box</strong></th>
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The Low-Cost Money-Maker
That's Sweeping The Country...

SKILL CARDS

A NEW Compact coin-operated COUNTER GAME with a sale price that can come from a single week's collection!

TESTED ON LOCATION FOR 8 WEEKS
RESULTS: PROOF POSITIVE THAT SKILL CARDS IS A FAST EARNER EVERYWHERE!

Here's what the distributors who have gotten behind SKILL CARDS say:

"The best feature of Skill Cards is that it's helping operators pay off their obligations... the larger priced equipment is now being paid off thanks to Skill Cards collections."

SKILL CARDS HAS ALL OF THESE MONEY-MAKING FEATURES:
★ Low, low selling price to get you started right away!
★ Easiest to service, deliver, install!
★ A clincher for new locations!
★ The ONLY machine that has locations asking for two of 'em!

HERE ARE SOME OF THE CONSTRUCTION FEATURES IN THIS COMPACT GIANT:
★ Aluminum stand — Wall Counter stand available!
★ Formica finish!
★ Perfect anti-tilt!
★ ABT 5¢ coin chute!
★ Foolproof mechanism!
★ 7½" high—12½" wide—17" long!

CREDIT REFERENCES
- First National Bank of Boston.
- Any major coin machine manufacturer in Chicago.
- Redd Distributing Co., Inc. has been established as a leading coin machine sales firm for over 30 years.

EXCLUSIVE DISTRIBUTORS FOR SEEBURG (in five major states), Bally, Chicago Coin and Fischer. CABLE ADDRESS: REDDING

SKILL CARDS IS MANUFACTURED BY GIEPEN ASSOCIATES, INC., 8538 W. Grand Ave., River Grove, Illinois... a successful coffee vending machine manufacturer.

IMMEDIATE DELIVERY ORDER TODAY
ALgonquin 4-4040

SKILL CARDS is crated in LOTS OF 3

REDD DISTRIBUTING CO., INC.
126 Lincoln Street, Boston (Brighton) 35, Massachusetts

EXCLUSIVE NATIONAL SALES REPRESENTATIVE

The Cash Box—January 21, 1961
BE SURE YOU TAKE THE TIME TO SEE AND HEAR THIS WONDERFUL NEW WURLITZER IN ALL ITS PLEASING COLORS WITH PERFECT MUSICAL REPRODUCTION. YOUR OWN JUDGMENT WILL TELL YOU THAT NO OTHER PHONOGRAPH IS SO LOADED WITH FEATURES WHICH, IN TURN, WILL LOAD IT WITH COINS.

WURLITZER 2500
The Ultimate in Automatic Music

THE WURLITZER COMPANY
EST. 1856
NORTH TONAWANDA, N.Y.
Welcome Everywhere!

UNITED'S BOWL-A-RAMA

THE SOUNDVEST INVESTMENT YOU CAN MAKE IN COIN-OPERATED AMUSEMENT GAMES

Provides all the Play-Appeal of Regulation Bowling

AUTOMATIC PIN-SETTER
PINS SPOTTED PERFECTLY EVERY TIME

SPECTACULAR PROFITS
Pays For Itself In A Hurry

High Speed AUTOMATIC SCORE TOTALIZERS

Ball Hits Pins
Pins Hit Pins
JUST LIKE REGULAR BOWLING
NO ROLL-OVER SWITCHES ON ALLEY

FAST PLAY
AS LITTLE AS 2 MINUTES PER GAME

TOP SCORE
300

1 to 6 Can Play

RUGGED CONSTRUCTION

LONG OPERATING LIFE

25¢ NATIONAL REJECTOR COIN MECHANISM
(OTHER COIN MECHANISMS AVAILABLE)

STANDARD SIZE
20 FT. LONG; 3½ FT. WIDE; 6½ FT. HIGH.
Shipping Weight (crated) 1250 lbs.
4 FT. and 8 FT. SECTIONS ARE AVAILABLE TO INCREASE LENGTH TO 24 FT. OR 28 FT.

SEE YOUR UNITED DISTRIBUTOR TODAY!

Cover Your Locations With BOWL-A-RAMA Now!

UNITED MANUFACTURING COMPANY • 3401 NORTH CALIFORNIA AVE., CHICAGO 18, ILLINOIS • CABLE ADDRESS: UMCO
Score bigger profits with TOUCHDOWN

Sensational new Bally bingo

NEW MAGIC NUMBERS
give player push-button power
to shift position of 24 numbers

POPULAR SPOT 16 FEATURE
time-tested and profit-proved

NEW STAR NUMBERS
attract top action per game

PICK-A-PLAY BUTTONS
appeal to all types of players

See, play TOUCHDOWN
... feel the fascination
of Magic Numbers
... greatest money-magic
ever built into a Bally
bingo. You’ll see
why TOUCHDOWN
scores a new high for
player appeal and
earning power.