The young lark with the “hurt” expression is Tini Yuro, Liberty recording star who skyrocketed to fame earlier this year with a tremendous hit called “Hurt.” Currently climbing the charts with her follow-up single “Smile,” the only 21 years old, many have referred to Tini as a youngster with the talent of a veteran. Miss Yuro also has a best seller in her “Hurt” album.
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COLUMBIA RECORDS
In an era which finds adult-type music having difficulty getting exposure, we owe much to the film world for its part in making such music successful.

Although there is a great deal of excitement in the album world when a Broadway show premieres in New York, there is usually a noticeable lack of singles excitement to go along with it. Yet when the show is made into a film a new space seems to be ignited under some of the more suitable material and the songs become singles successes.

A good example of this situation is the current success of “Tonight” and the up-and-coming “Maria” both from “West Side Story.” When the B’way show premiered, the LP met with great success, but the singles struck out. More than a year later, one vocal version, John Mathis’, met with strong acceptance, but that was about the extent of the score’s strength in the singles area. Currently, “Tonight” is on one of the biggest hits in the country and “Maria” may be headed in a similar direction.

What is most responsible for the phenomenon is the fact that movie companies get into the act with the film than with a B’way show. Many single recordings from a B’way show seem to be limited to the artists on the label which has the original...
2 HITS For The Price Of One!

CHRISTMAS VALUE OF THE YEAR

Cash Box—December 9, 1961
PICK OF THE WEEK

“TOWER OF TEARS” (2:16) [MooMoo BMI—Twytti] [Cigma BMI—Riley, Inns, Kellen]

Conway Twitty’s a good bet to make top chart news in the weeks to come with his new MGM 13560—“Tower Of Tears.” Twitty’s a soul singer with a good sound, upbeat rock-a-ch-a-cha rhythm, and a strong vocal lead. The song is a good choice for the radio audience.

“FREE ME” (2:20) [Painted Desert BMI—J. & L. Breedlove] [Big Bopper BMI—Inman]

Johnny Preston can get back on the winning track with this new Mercury effort. “Free Me” is an emotional, string-filled rock-a-ch-a-cha number that Johnny and the rock-a-ch-a-cha delivers with socks sales authority. Preston and the crew romp over a color jump item on the flip.

“LITTLE MIRACLES” (2:33) [Winneton BMI—Miller, Carroll] [Winneton BMI—Weismantel]

The CRESTS (Coed 561)

The Crests, who’ve been absent from the wax scene for some time, mark their return with what looks like a real winner. Their new Winneton 237-009 number, “Little Miracles,” is a fantastic song that will make a splash in the commercial charts.

“LET ME IN” (2:50) [Arc-Kae Williams]

“OH YES I’LL BE TRUE” (2:50) [Arc-Kae Williams]

The SENSATIONS (Argo 5160)

The female group, which recently scored with its fetching up-dating of “Music, Music, Music,” can also hit paydirt with this newcomer, Tagged “Let Me In.” It’s a contagious, quick beat item that the girls nicely glide over. Appealing beat-ballad work on the “Oh Yes I’ll Be True” portion.

PICK OF THE WEEK

“BLUE SKIES” (2:10) [Ivan Berlin ASCAP—Berlin] [Ramsted, American BMI—West]

Johnny Rivers (Chancellor 6960)

Rivers picks something old and something new for his Chancellor bow and it looks like two profitable choices. On one portion he takes the Irving Berlin classic, “Blue Skies,” for a tailored-for-teen-taste jump out. On the other hand, he feelingly carves out a “He Will Break Your Heart”-flavored rock-a-ch-a-cha titled “That Someone Should Be Me.” Splendid rock-choral backdrops supplied by Jimmy Haskell’s outfit.

“GOODBYE TO TOLYAND” (2:30) [Walt Disney ASCAP—Adapt: Carmen, Garf]

“I DON’T WANNA PLAY IN YOUR YARD” (2:19) [January BMI—Larsen, Belland]

The VONNA SISTERS (Vista 300)

The girlie have their 1st big one in this captivating beat-ballad opus tagged “Goodbye To Tolyland.” While a male chorus opens with a tale of teens growing up the ladies proceed to update “Tolypad”—from Victor Herbert’s “Babes In Tolyland”—soon to be a Walt Disney’s live musical. Catchy, quick beat shuffler, flipper. Sock Carmanata showcases.


Robert Knight (Dodd 2383)

Knight’s powerhouse version of “Free Me” (a tune also cut by Johnny Preston) can give the songwriter solid chart status. Side’s a captivating rock-a-ch-a-cha romantic plunker check full of those winning teen-angled vocals and music. “The Other Half Of Man” is an equally close, excellent chart, excellent chart, excellent chart. Both titles.

DICK LEE (Blue Bell 505)

(B+-) “AM I LOSING YOU” (2:08) [Blue Bell ASCAP—Lee] Sanger’s dramatic plaintive effort is supported by a solid-sounding upbeat rock-a-ch-a-cha stint by the string-included rock-a-ch-a-cha chorus. Can get some action.

(B) “BITTER VICTORY” (2:03) [January BMI—Darby, Darby] Big-sounding emotional affair.

MAT THEWES ALL STARS (Showcase 9800)

(B+) “MILK & HONEY” (2:11) [ACE BMI—Voss] There’s charm to this Tilt-twisted opening that carries the whole of the fine little tune of the bit. The first single outing from the Pickwick set-up, date can make lots of airtime.

(B) “SHALOM!” (2:35) [Vogue BMI—Herman] Accordion leads through on the cut-off number from the same show.

RAVINNA (Trend ‘16)

(C+) “I LOVE YOU BECAUSE” (2:17) [Ace-Rose BMI—Payne] The Beavers OK country style, reminiscent of the lark and gal chorus-combo chord.

(C+) “FIRST DATE” (2:12) [Tal- bort Town BMI—Moore] Show-beat dancefection.

THE QUINTONES (Lee 1113)

(B+) “POW’ER OF LOVE” (2:10) [Heidi BMI—Hoffman] “Power Of Love” is a catchy, big-sounding rock-a-ch-a-cha title. The song is a winner.

(B+) “LIVERLIPS” (2:18) [Adams Etridge BMI—Lyons] Sometimes off-beat novelty entry.

CLARENCE STANFORD (Heidi 4500)

(B+) “GRANDPA TELLS A STORY” (2:58) [Heidi BMI—Fenster, Rayle, Hoffman] The famed ride of Paul Revere is the theme of this lively cut on the order of “Balldh Of New Orleans.” The N.Y.-based diskery should get some teen-directed spins here.

(C+) “BLACK CLOUD” (2:05) [Heidi BMI—Chaffin, Fenster] Stanford tells an Indian tale against a busy setting.

HUEY SMITH (Ace 688)

(B+) “SHE GOT LOW DOWN” [Ace BMI—Smith] The pianist and chorus offer an interesting sound on a “Gee Whiz” type rhythm of a Lawdy Miss Clady at a party. Very, very appealaiable for the pop & R&B market.

(B+) “MEAN, MEAN, MEAN” [Ace BMI—Smith] Agreeable shuffle-beat blueser.

DENNIS TURRIS (Louis 2002)

(B+) “LOVER PLEASE” (1:51) [Louis BMI—Swanson] Sanger does a semi-bolt vocal against a sprightly background-lead by the combo, label is based in Memphis.

(G) “GIVE ME SOMETHING” (2:11) [Merrie-Mac BMI—Wilson, Tucker] Generally striking de- liberately paced blues reading by the performer.

KOKOMO (Felsted 8655)

(B+) “LIKE TEEN” (2:13) [Brunswick ASCAP—Dean] Opening and closing with his “Ain’ Minor” theme, Koko’s title features the tagline a half-ful-filling full folk teen-boat belt. Workout could happen.

(B) “JOURNEY HOME” (2:06) [Brunswick BMI—Winchester] Wordless chorus is included in this colorful collection of Russian tone, “Meadowland.”

ROY GRAHAM COMBO (Heartbeat 48)

(B) “BOOGIE WOOGIE” (2:40) [Heartbeat 48] A C & P. Schwartz] The jubilee-directed label offers a bright boogie-wogie account from the organ-led combo.

(B) “STORMY WEATHER” (2:07) [Mills ASCAP—Koch- ler, Anzalone] Easy-going, evergreen that includes “stormy” remarks by the organist.

HENRI DE FARO (Colpix 605)

(B+) “THE LADIES OF LUCIEN” (2:06) [Amy BMI—Schachtel] A soprano sax top this bows to the beat-ballad trend, late 53’s, handle this speedy rock-a-ch-a-cha wistful. Teenagers will appreciate the goings-on.


LARRY VERNE (Era 3065)

(B+) “THE SPECK” (2:35) [Pattern & Ballard ASCAP—Van Winkle, Darian, DeLory] Verne, the period’s leading pop vocalist, helms this ever-growing monster “speech” backed by a sprightly rock-a-ch-a-cha sound. Can make noise.

“BEATNICK” (2:41) [Ballard ASCAP—Van Winkle, Darian, DeLory] Humorous takeoff on the far-out folks, this is a condensed knock from Verne’s “Mr. Czar- ter” LP.

JIMMY PETERSON (Federal 12437)

(B+) “GOOD NIGHT, MY DEAR, MY DARLING” (2:30) [Sor- loi BMI—Peterson, go upward] Peterson’s nice handling of the pleasing romanticism is backed up by an interesting, convincing percussion-led combo stand. Has soft-beat sound value.

(B+) “NOTHING GOES RIGHT FOR ME (Since You’ve Been Gone)” (2:30) [Sorloi BMI—Peterson, Thedford] A beat-combo beat-a-beatabil.

BOB KYALI (Tamla 51061)

(B) “SMALL SAD SAM” (2:20) [RFD ASCAP Skylar, Deans] A heavier lead and “Big John,” the original version of which is hitting via Phil McLean’s, reading of the tune. Slight combo work. The cover.

(B) “THE ME TIGHT” (2:07) [Jetone BMI—Kyali] Vocalist is supported by a good-sounding medium-beat Latinim-como chorus af-fair.
While...
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"WHEN THE BOY IN YOUR ARMS"
(IS THE BOY IN YOUR HEART)
Heads For The Top...

Here's A Fitting HOLIDAY Companion —
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EASY LISTENING

ROBERT W. TAYLOR (Prestige 408) "I Remember" (I'm Bustin') Blues

LITTLE BOBBY REY (Original Sound 68)

JAZZ

GERALD LAWRENCE (Prestige 48)

CRESCENDO (Prestige 204)

BOOKER T. & THE MG'S (Prestige 410) "Green Onions"

ROBERT W. TAYLOR (Prestige 408) "I Remember" (I'm Bustin') Blues

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- **BROOK BENTON GOLDEN HITS**
  - Brook Benton
  - Stereo SR 60607
  - Mono MG 20607

- **GOLDEN HITS**
  - Tiny Hill And His Orchestra
  - Stereo SR 60631
  - Mono MG 20631

- **GOLDEN HITS**
  - Eddy Howard And His Orchestra
  - Stereo SR 60652
  - Mono MG 20652

- **MORE GOLDEN HITS**
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  - Stereo SR 60593
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  - The Platters
  - Stereo SR 60552
  - Mono MG 20591

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  - Mono MG 20235

- **SARAH VAUGHAN'S GOLDEN HITS**
  - Sarah Vaughan
  - Stereo SR 60645
  - Mono MG 20645

- **ANOTHER COLLECTION OF GOLDEN HITS**
  - Various Artists
  - Stereo SR 60256
  - Mono MG 20254

- **GOLDEN GOODIES**
  - Various Artists
  - Stereo SR 60217
  - Mono MG 20211

- **MORE GOLDEN GOODIES**
  - Various Artists
  - Stereo SR 60249
  - Mono MG 20580

- **GALAXY OF GOLDEN HITS**
  - Various Artists
  - Stereo SRD-11
  - Mono MGD-11

- **GALAXY OF COUNTRY & WESTERN GOLDEN HITS**
  - Various Artists
  - Stereo SRD-12
  - Mono MGD-12

Cash Box—December 9, 1961
KATHY YOUNG (Indigo 137)  [B+]  "BABY OH BABY" (2:39)  [Elliot Carr, Wilson, Kusik, Johnson, Coleman]  The thrust and her vocal counterpart as a solid rhythmic background in this upbeat rock-n-roller.  A lot of fun jamming.

BARRY DARVELL  [B+ ]  "SILVER DOLLAR" (2:05)  [John, Johnson, Palmer, Van Ness]  A great schtick playing of the old-timey, tells of the plight of a man without a woman, who the ditty says, goes from man to man like a silver dollar from hand to hand. Darvell's fine beat gets first-rate beat brightness from the combo. Cool and catchy.

LOU RAWLS  [Capitol 4609]  [B+]  "FOUR POUND HAMMER" (2:36)  [American BMI]  This is a strong R&B-type revival of the year-old country hit by Merle Travis. Rawls' solid reading, including an opening narrative, is accompanied by a snappy rock-chorus setting. Could take advantage of the "Big Bad John" smash.

JOHNNY BROOKS  [Felsted 8034]  [B+]  "ROSALITA" (2:52)  [Pamela ASCAP — Lee, Burton, Christy]  An interesting up-tempo done with a good-sounding rock-a-tango arrangement from the orch. Singer Brooks has a nice mohawk here.

BARRY JOHNSON  [B+]  "WHAT WAS THAT GIRL" (2:13)  [Carr, Brus, Vital]  Artists change the pace as they rock one out on this end.


TRINI LORIEZ  [DRG 7008]  [B+]  "ROBERTA" (1:55)  [Shep-Mike BMI — Lopez]  Sisley is a great rock-a-cha singer. Nice r&b beat playing. Could get around.

TRINI LORIEZ  [B+]  "IN MY DREAMS" (1:57)  [Shep-Mike BMI — Lopez]  Softie rock-sentimental that has an inviting beat.

GENE CHANDLER  [Vee Jay 416]  [B+]  "DUKE OF EAR" (2:22)  [Ellen, Fidler, Wiildx, Kevlar]  A big rhythm band with a solid r&b sound.


CHRISTMAS

THE BANJO BARONS  [Columbia 42244]  [B+]  "ROULPUL THE RED-NOSED REINDEER." "JOLLY OLD ST. NICHOLAS." "BELLS." (2:50)  Old-timey banjo sounds provide a delightful, different view of two popular Xmas fan. Refreshing Xmas programming.

BARRY JOHNSON  [B+]  "I SAW MOTHER KISSING UNDER A MERRY LITTLE CHRISTMAS." "SANTA CLAUS IS COMING TO TOWN." (2:35)  Same for another round of Yule items.

THE MITSU SISTERS  [Summit 2)  [B+]  "CHILDREN'S CHRISTMAS." "HAPPY CHRISTMAS." (2:27)  [Cardinal ASCAP — Hafner]  Young larks sing jolly songs on this R&B-oriental type march beat from the combo. Off-beat chime for the jolly.

BARRY JOHNSON  [B+]  "NEW YEAR SONG." "HAPPY SINGING." "BELLS." (2:26)  [Anthony ASCAP — Hafner]  Oriental touch remains in this nice sentimental salute to the New Year.

LES DINNS SINGERS  [ABC-Paramount 10281]  [B+]  "MINUT, CHETRIENS (O Holy Night)." "REJOICE!" (2:18)  [Rien — Foreign]  The silken French vocals offer a lovely French-lyric version of the Yuletide favorite. A nice, Oriental type programming, this track is hard to beat.

BARRY JOHNSON  [B+]  "BOPPIN' AROUND." "THE BOYS." "VIVA LA MERRY." (2:13)  [Carr — Vital]  Artists change the style as they rock one out on this end.

THE CLOVERS  [Atlantic 2128]  [B+]  "DRIVE IT HOME." "THE MERRY." (2:38)  [Goldstein BMI — Holmes]  Vet rock songsters have a pro offering of a catchy bluesy, and they're delectably entertaining, this is a solid rock-a-cha sound from the musicians. This joyful music can get around.

THE CLOVERS  [B+]  "THE BREEZE." (2:18)  [Wernau BMI — Adams, Middleton]  In a dance that's "something like The Twist," it's expanded with a fine song style by the Tellers and their band.

LES PAUL & MARY FORD  [Columbia 42244]  [B+]  "GOODNIGHT, I R.E.P.N." (2:20)  [Ludlow BMI — Ledbetter]  Another good one in this fine出来 of the duo, Mary, as usual, over-dubbed most of the way, and hubby Les' electric guitar heading this track. It sounds as if something should be watched.


BARRY JOHNSON  [B+]  "BOOM STIX." (2:29)  [Skelts BMI — Carley]  Uninhibited rock on the main sound. Though sax and guitars are spot-on, this song gets a little too much of a good thing. Could step out.

BARRY JOHNSON  [B+]  "FIGHTER." (2:14)  [Skelts BMI — Carley]  More wild stuff, this time with more-dubbed basses.

BARRY JOHNSON  [B+]  "CHILD'S DREAM." (1:42)  [Earl Burton BMI — Tubert, Emerly]  With talk of fail-out, world peace is the theme of this ballad. This will be a Christmas next year in the States. Could interest the performer is backed by a warm organ sound.


PHIL ALLEN  [Fargo 1020]  [B+]  "WISH." (2:18)  [Instant ASCAP — Allen, O’Regan, Allen]  Allen dons a warm Holiday-directed narrative, the audience's mood, a roadster, and could have the power to influence the heads of states in the struggle for peace. Soft drum rolls are included in the setting.


GINNY ANGEL  [RCA Victor 7973]  [B+]  "JERRY SCHULTZ'S HEART." (2:18)  [Little Rick BMI — Hafner, Hafner]  A real gift for children's Christmas this amusing novelty by the thrust and her femme chorus-combo arrangement. Can be a left-field Holiday item.


JOHNNY MENDELL  [Jannie 1208]  [B+]  "JINGLE BELL TWIST U.S.A." (2:07)  [Pesci BMI]  The dance craze is tied-in with the Yuletide season in a good-sounding rock-sounding performance from the lead singer, who has a comic chorus effect.

DAN RONALD  [Cuba 1060]  [B+]  "THE LITTLE DRUMMER BOY." (1:50)  [Davis, Simeone, Oncorl]  A choir tenderly relays the lovely Yuletide classic. A unique treatment that is, however, properly arranged for the orchestra. A fine version of the oft-copied opus.

BARRY JOHNSON  [B+]  "WHISPERS." (2:20)  [James E. Kirchstein BMI — Arr. Ronald]  Similar approach to the traditional favorite, the Robbinsdale Civic Choir under the direction of John Adams Sr.

BARRY JOHNSON  [B+]  "JINGLE BELL ROCK." (1:47)  [Cornell ASCAP — Beck, Allegro]  Beings' supports guitar work once again makes for a listening treat. Youth-chimes in with his bouncy seasonal entry. Tune, the while-back Bobby Helms hit, is also in his Christmas With Chet Atkins LP.

BARRY JOHNSON  [B+]  "JINGLE BELLS." (1:47)  [T.D.] Here Atkins takes the yearly favorite for an ear-pleasing up beat ride. Also from the same label.

LITTLE JOEY FARR  [Band Box 286]  [B+]  "ROCK & ROLL SANTA." (Hand Box ASCAP — Farr, Box)  Fans are used to a few about a boy who meets up with a rockin' Santa.

CBB Cash Box — December 9, 1961

BARRY JOHNSON  [B+]  "BIG WHITE CADILLAC." (2:35)  [Hand Box ASCAP — Farr]  Youngster wants to give his momma a car for Christmas.
WE GOT A SMASH!
BROKE WIDE OPEN IN L.A.
AND SPREADING LIKE WILDFIRE!

A LITTLE BITTY TEAR
31330

BURL IVES

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C. Clayton & R. Rudy (Columbia 205)
BIRMINGHAM
Santa & Johnny (Canadian-American 131)
PARDON/ANOTHER TIME, ANOTHER PLACE
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Judy Garland (Capitol 4656)
COMES ONCE IN A LIFETIME
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MARIA
Johnny Mathis (Columbia 4164)
SILENT NIGHT
Bing Crosby (Decca 23777)
WHITE CHRISTMAS
Bing Crosby (Decca 23778)
JINGLE BELL ROCK
Bobbe Helen (Decca 30113)
ROCKIN' AROUND THE CHRISTMAS TREE
 Brenda Lee (Decca 30776)
EVERYBODY'S TWISTING DOWN IN MEXICO
Billy Vaughn (Dot 16295)
ROSES OF PICARDY/HALLELUJAH, I LOVE HER SO
Bobby Greco (Epicyc 5472)
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Gloria Lynne (Everest 5 74)
I WILL FOLLOW YOU/YOU DON'T HAVE TO BE A TOWER OF STRENGTH
Gloria Lynne (Everest 7458)
IF I HAD YOU/WHEN DAY IS DONE
Seymour & His Trumpet (Heartbeat N-32)
OPERATORS' SPECIAL
5 Singles
Seymour & His Magic Trumpet (Heartbeat)
TWIST-HER
Bill Black's Combo (Hi 2042)
AVENGER/LONDONDERARY AIR
Duez Edly (Lomino 1206)
SHINE ON HARVEST MOON
Joes Jimiex (Knopp 424)
GO ON HOME
Patti Page (Mercury 71996)
YOU'LL NEVER KNOW
Pfeiffer (Mercury 71904)
MARIA
Cleonoff! (Mercury 71905)
YOU'RE FOLLOWING ME/E
SPECIALY FOR THE YOUNG
Perry Como (RCA Victor 7192)
I REMEMBER TOMAY (5 Singles)
Frank Sinatra Pack (Rupilia PV-7)
I'LL BE SEEING YOU/THE ONE I LOVE
Belongs To Somebody Else
Frank Sinatra (Rupilia 20,223)
BASIE TWIST
Count Basie (Roulette 4403)
DUKE'S PLACE
Duke Ellington (Roulette 4350)
LITTLE DRUMMER BOY
Harry Simeone (20th Fox-121)
BABY IT'S YOU
Shindells (Scepter 1222)
SOMEWHERE ALONG THE WAY
Steve Lawrence (United Artists 364)
GOD BLESS THE CHILD
Eddie Harris (Vee Jay 407)

NEW ADDITIONS to TOP 100

50—CAN'T HELP FALLING IN LOVE
Elvis Presley (RCA Victor 7964)
54—ROCK-A-HULA BABY
Elvis Presley (RCA Victor 7968)
86—JAMBALAYA
Pete Domino (Imperial 5796)
90—SMALL SAD SAD
Phil McLean (Verawhit 107)
91—TURN ON YOUR LOVE LIGHT
Bobby Bland (Duke 344)
92—TUFF
Ace Cannon (Hi 2040)
94—YOU'RE RUNNING OUT OF KNOCK
Chuck Feate (Sonorcraf 401)
98—DANNY BOY
Andy Williams (Columbia 4219)
100—UNSQUARE DANCE
Dave Brubeck (Columbia 43234)

Bound for the top!

MARRY'S BOY CHILD
NINA & FREDERIK
Laurie 3079

WELL I TOLD YOU
The Chantells
Carlton 564
Johnny Marks’ Christmas Pin-Up Sheet

AGAIN A SMASH HIT!
BRENDA LEE
sings
ROCKIN’ AROUND THE CHRISTMAS TREE
(Decca Records)

RUDOLPH THE RED-NOSED REINDEER

1961 Breakout—Every kid’s promise to Santa
I’LL BE A LITTLE ANGEL
b/w
THE SANTA CLAUS PARADE
The Little Angels (Warwick)

I HEARD THE BELLS ON CHRISTMAS DAY
Harry Belafonte (Victor) Bing Crosby (Decca) Fred Waring
(Capitol) Sound Spectacular (Victor) Carillon Bells (Decca)
Lester Lanin (Epic) Dennis Day (Design) Johnny Kaye (Peter
Pan) Jimmy Timmons (Golden) Meadeos & Eastman (Bravo)
Happy Crickets (Design).

Joyeux Noel, Buon Natale, Feliz Navidad
A MERRY, MERRY CHRISTMAS
Sammy Kaye (Decca) Art Mooney (MGM)
J. Johnson (Prom)

WHEN SANTA CLAUS GETS YOUR LETTER
Gene Autry (Columbia Hall of Fame) Capt. Kangaroo (Gold-
en) Tex Johnson (Prom) etc.

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1619 Broadway, N. Y. 19, N. Y.
Bert Heber, Lucky Wilbur, Ed Penny, Dick LoFalm, Mike Conner,
Lily Tullson, Marvin Drager (FR)

THE RECORDS DISK JOCKEYS PLAYED MOST

Cash Box—December 9, 1960
Coming

Cash Box

Year-End Music Special
Holiday Season Issue
International Artist Directory

RESERVE Your Advertising Space NOW!


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DEADLINE: MONDAY, DECEMBER 11 — outside U.S.
WEDNESDAY, DECEMBER 13 — domestic
ISSUE DATED DECEMBER 23 OUT DECEMBER 18

Cash Box 1721 Broadway, NYC—Judson 6-2640
29 E. Madison St., Chicago—Financial 6-7272
6272 Sunset Blvd., Hollywood—HDollywood 5-2129
The boys at Operation Leaky Arm at Southern Michigan Prison in Jackson have extended an open invitation to all decays to send them copies of 3 to 30 minutes music for a special Christmas program for the prison's inmates. Please do not send them any of the traditional Christmas or seasonal music as the boys are apt to get sentimental. Since this is an all male audience nothing sounds sweeter than the sounds of the pop female vocalists. All tapes should be sent to WALT KISSEL 3428, c/o GORDON FULLER, Jr., Treatment, 4000 COOPER STREET, Jackson, Michigan.

A new system for the announce-ment of school closings during win-ter's inevitable snowstorms has been or-ganized by Jack Addis, supervisor of WEHR-Buffalo. A special reform line has been added to the station's main studio. Phone calls made by western New York school principals on this line will be re-corded for broadcast when they come into the station after midnight. The principal will call in, hear a recorded weather report for the entire area, and enter a beep as a signal to give his mes-sage if his school will be closed in the morning. After 6:00 AM, the station's morning man, Al Meltzer, will take the calls for rebroadcast. A WEHR is out to promote the sound of Christ-mas this year by distributing free copies of its contents to anyone who requests one.

"Here's How," an informal history of the psychology and sociology of drinking in America, made its debut last week as a series of eight broad-casts to be heard each Friday on WEDS-Portland. Franklin Roosevelt and Billy Sunday head the list of notables whose voices will recreate the early years, the speakeasy, the re-lease of Prohibition, and the changing attitudes towards liquor.

WLOL-Minneapolis' big five spin-ners shared their Thanksgiving with an audience of kids at the Gillette State Hospital for the Crippled in St. Paul. Advance appeals had brought in listener-donated toys and games, which were distributed to the hospital's wards. A two-hour live broad-cast Thanksgiving afternoon, from the hospital, featured the big five, along with clowns, magic, music, and a variety of good things to eat and drink.

A series of public affairs broadcasts in which cities and towns of Southern California will be able to air their basic issues on a radio town hall was started last week by KCAW-Los Ange-les. The first program originated in Alhambra as a forum moderated by Bill McMillan, station news direc-tor, who has organized, City Manager and City Councilmen replied citi-zens' questions from the floor about Alhambra's future. Station's idea is that it's good for the people of the greater Southern California communities to know the problems and concerns of fellow citizens in other communities of the region because different problems concern one city in particular may concern them all in general.

For the second year in a row kids all over Long Island will be able to hear a different "message from Santa" every day, by calling LT 9-7200. The message this year is coordinated by the WIBC-Long Island, are designed to stimulate tots' interest in the Christ-mas season, and at the same time keep them in line with friendly advice from Santa in his cozy residence at the north pole. Each of the messages will also include a Christmas countdown, reminding kids that the Christmas remains until the big one, Dec. 25.

Sure-fire proof of the power of radio-The big WUSX drive. Last month the station started an editorial drive urging listeners to sub-scribe to the 20-board pay raise for Troy, New York. A 3000-pound cannon fire which was to be on the ball on the upcoming election. Troy officials claimed the raise would never pass the election, but offered a compromise $250 pay boost. On election day, the public voted in a full pay raise by a landslide. The Troy Policemen's Benevolent Association gives full credit to the station for informing voters of the situation and pressing the victory.

Because of the success of a similar "Singalong Spectacular" several months ago, WCPU- Akron decided to give its listeners a special Thanksgiving treat—a five hour musical salute to the 500 National Guard battal-ions were given away throughout the seven counties with drawing cards at random from those sent in by the audience.

WGH-Northfolk-Newport is conducting a "Project Fallout." Two fallow shelters have been set up by station personalities. The rea-son for two shelters is to display the different types; one, made of steel and above the ground; the other partially underground and covered with dirt. Cutaways in each shelter tell the curious to look into his head: see how don Owens and Frank Mar-shal do for their "boy" and those nuclear conditions. Hourly reports are made from the shelters, and newsmen on the outside are reporting the reaction of the public to fallout shelters.

For the past three months WJBK-Detroit listeners have been sending station personality Robert Lee Advance appeals, and more recently in a "Stop Lee" fun-test conducted on the air every day for those unsanctioned with the phrases and if he ears, the entrant receives a $500. If he mat ters the primary, the consumer will receive an autographed tongue-depressor as a consolation prize. So far, Lee has not been stopped.

WIL-ST. Louis presented Thanksgiving food baskets to 25 needy families in their area. Each basket contained nearly 20 pounds of food products, worth $15 to $20. Names of worthy persons were sub-mitted to the station by listeners, and those most deserving were awarded the baskets at their homes by a personal rep of the station.

VITAL STATISTICS:

Fred des Peres has joined the news staff of WIL-ST. Louis. Des Peres was formerly a member of KSL Radio's staff in San Francisco and is known for his knowledge of the area.

Milton Komito has been named station manager for WAKR-Akron. Komito succeeds Alan Henry who left the position to become the director of the radio department for CBS. Bill Drake was given the nod as program director of KBDY-San Fran-cisco.
Cash Box Best Selling Albums

COMPiled by CASH BOX FROM LEADING RETAIL OUTLETS—DEC. 9, 1961

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* Also available in Stereo
* Also available in EP
**ALBUM REVIEWS**

**POPULAR PICKS OF THE WEEK**

**“KEAN”**—Original Cast—Columbia KOS 2139  
Musical’s hit status and the incomparable Alfred Drake’s great stature as a Shubert Row star have undoubtedly produced an original-cast shelf staple here. The sumptuous, operettainclined melodies of Robert Wright-George Forrest, among the best of the new show's score, have been brilliantly captured in LP form. Drake, who superbly follows his “Kismet” role (butter adapted by W&F from Borodin’s music), is deftly assisted by Joan Weldon, Lee Verona and Oliver Gray and the orch-chorus.

**“BOBBY VEE”**—Liberty LST 7211  
Bobby Vee comes off as a powerful, dramatic songster in this new offering from Liberty. Kicking off with his recent chart entry, “Take Good Care Of My Baby,” the young singer delivers other favorites with exceptional pop and artistry. Vee has included his current double-barreled hit “Run To Him” b/w “Walking With My Angel,” in this collection. LP seems a natural for busy chart action.

**“SWAYBIES ARE FOR SLEEPING”**—The McGuire Sisters—Coral CRL 57838  
Proceeding the original-cast LP (on Columbia), the LP is a delightful round-up of 11 songs from the upcoming musical, which contains many worthy additions to the repertoire of songs by John Styne, Betty Comden & Adolph Green. The girls are at top of their game here, and they’re greatly assisted by an excellent orch-chorus back drop arranged by Murray Kaye. One track, “I’m Taking My Time,” has been released as a single. Programming exposure is high for all tracks.

**“LET THERE BE DRUMS”**—Sandy Nelson—Imperial LP 3189  
Cashing in on the success of his current hit deck of “Let There Be Drums,” Sandy Nelson has tagged his new Imperial LP after the single. Young drummer’s varied range is beautifully showcased in this collection of chart-moving dancing favorites. The Nelson sound is highlighted in ten minutes of “The Birth Of The Blues,” self-penned item with intense feeling of rhythmic excitement. Disk looms as a possible noise-maker.

**“DICK GREGORY EAST & WEST”**—Colpix CP 1525  
Dick Gregory has already made his mark as a new-wave monologist, but it appears that talents a fine group of favorites, Larry Van Dyke’s current hit of “Walk On By” is also included in the album. Extremely enjoyable set.

**“CHART WINNERS”**—Various Artists—Mercury SR 66651  
Mercury takes advantage of their single hits with this varied collection of recent pop successes. The label gives the nod to 12 different artists which gives a taste of the diversity of the disc jockey’s two personalities. Leading off is Brook Benton’s rendition of “The Boll Weevil Song,” which is followed by a fine group of favorites, Larry Van Dyke’s current hit of “Walk On By” is also included in the album. Extremely enjoyable set.

**“TONY WILLIAMS SINGS HIS GREATEST HITS”**—Reprise R80966  
Formerly the lead singer with the Platters, Tony Williams offers definite proof of his stature as a mature artist in this group of past hits waxed as his first entry from Reprise. Chanter has included three songs from his days with the Platters with “The Great Pretender” standing out as the best example of his work with the group. Completely on his own Williams delivers “Sleepless Nights,” “Sing Lover Sing,” and “Little Star” with professional pitch and polish. LP could be a chart-contender.

**“LES McCANN SINGS”**—Pacific P 431  
For his first outing as a singer Les McCann demonstrates that his lungs are as talented as his fingers. Although he accompanies himself on the piano, it is the fine, rich McCann voice that is spotlighted here. With Gerald Wilson’s excellent rhythm section, “Windy Why,” “Deed I Do,” and “Love Letters,” McCann is a talent that seems destined for success.

**“BIG BAD JOHN”**—Wink Marrindale—Dot DL 31403  
Marrindale’s new LP date is tagged after Jimmy Dean’s current smash single, on which Wink does a good job here as the leadoff track. Package also features the singer’s recent noisemaker, “Blackland Farmer”; his past hit, “Deck Of Cards”; and several other fine performances, varied and interesting, including country tunes and spirituals. Enjoyable vocal set.

**“COCKTAIL TIME”**—Carmen Cavallaro—Decca DL 71435  
With a warm bag of standards from Broadway and motion pictures Carmen Cavallaro’s keyboard artistry is displayed in a sparkling and refreshing style. Notable selections of the Cavallaro touch are “Mine, Love Letters,” and the self-penned “My Sentimental Heart.” All music here is geared for dancing pleasure, is read with taste and imagination.

**“ADA LEE COMES ON!”**—Alco 33-132  
Sophrona Ada Lee displays a wide range of vocal talents in this debut LP. Lark shows herself to be an impressive jazz as an impressive jazz as an impression of “Night In Tunisia.” She is an accomplished blues singer as she belts a soaring version of “In The Dark.” Thrush’s voice is clear, pliable and natural as she works his well-read professional renditions of “It’s A Vity To Stay Goodnight” and “If You Go.” Ada comes on as a promising young songstress in this disk arranged and conducted by Dick Hayman.

**“MALAGUENA CARLOS MONToya”**—RCA Victor LPM 2340  
The deft fingers of Carlos Montoya are brilliant and exciting in the LP recorded in secret concert by Victor at Webster Hall. Montoya has the ability to treat a Flamenco piece with dignity while retaining its powerful beat. Guitarist is accompanied here as he delivers “Jerez,” “Alfons De Galli,” and Rafaellyo. Disk should score with all aficionados.

**“MORE DOUBLE EXPOSURE”**—Manny Alub—RCA Victor LSA 2432  
The musical talents of Manny Alub and his orchestra are put to good use in this latest stereo-action release from Victor. The concept here involves the pairing of songs with other tunes to form a melodic compliment. Playing two at a time, the disk swings through excellent renditions of “Stonemel” At The Savoy, backed with “Sunday Rag.” Other well read dancing favorites comprise the album.
SINATRA SINGS THE SINGLE OF THE SEASON

POCKETFUL OF MIRACLES
(Von Heuven-Cahn)
from Frank Capra's "POCKETFUL OF MIRACLES"

Name It
And It's Yours
(Von Heuven-Cahn)

LISTEN TO CLIFF! — Cliff Richard — ABC-Paramount ABC 391

British disk star Cliff Richard beautifully showcases his talents with a varied collection of r&b tunes and standards in this second LP offering from Amer/Capitol. The disk features such hits as "Unchained Melody," "Lover," and "We Kiss In A Shadow." Cliff’s pleasant style and versatility make disk a potential sales-getter.

GOLDEN HITS by Tony Martin — Mercury MG 20614

The high-range baritone voice of Tony Martin is at its best in this showcase LP of the singer’s all-time hits. The Martin delivery has not withered with age nor has custom stayed its infinite variety. A real pro, Martin gives outstanding readings of "Ten Feet Two," "As Time Goes By," and "Body And Soul." Disk should be a welcome asset to any Martin fan.

AVE A GO WIY THE BUSKERS! — RCA Victor FS 164

Even if you can’t understand Cockneyism, the infectious good spirits of the Buskers (street singers) transcends any language barrier. Lead by accordionist Ivy Raymond and playing strange collection of instruments including the strolling bass, the banjo and the spoons, the Buskers offer a group of off-beat, sentimental and lively English favorites. (Two of their drinking songs: "Gus in the Bush" and "Down At The Old Bull And Bush" have been adapted in the U.S. for TV commercials.)

THE WARM GUITAR-JORGE MOREL! — Decal 71167

With a varied and diverse group of melodist guitar selections Jorge Morel has cut an entertaining first album. Starting the disk off with a dramatic interpretation of the theme from "Exotica," Dr. Morel (he has a Ph.D. in music) gives colorful readings of "Lavender" and "Ellen" in his own arrangement of "Mozart Espanola." LP provides delightful listening for any guitar fan.

THE YOUNG APPROACH! — Faron Young — Capitol ST 16151

Country star offers a variety of moods and setting in his latest LP. His current chart item, "Backtrack," is the leadoff track, followed by "I Fall To Pieces," "Misty Mountain," "Young Man, I Remember" and "I Can’t Find The Time." There’s enough interest here for both pop and country fans.

HANK SNOW — RCA Victor LPM 2515

The fine, plaintive voice of Hank Snow is beautifully showcased in this disk of country standards. Chanter never cut any of the songs here but that doesn’t prevent him from turning in feelingful performances. The Snow sound is at its best in "I Care No More," "Return To Me," and "Fancy Me Deep." All tunes are read with polish, professional authority.

PORTRAIT OF A SPLENDID AMERICAN — TOM DOOLEY! — Columbia ML 57069

Dr. Tom Dooley has been dead for almost a year but through his books and this LP, which is an edited version of a biographical radio broadcast by KMOM-St. Louis, his work and thoughts are still pertinent. Dooley’s own words coupled with a unifying commentary by John McCormick give a magnificent portrait of this many-sided man who chose to spend seven years of life in primitive jungle hospitals.

COURTING AND RIDDLE SONGS — Jean Ritchie, Oscar Brand — Washington WLP 706

The wax marriage of Jean Ritchie and Oscar Brand has provided folk tune fans with a superb blending of two exceptional talents. All the songs here represent the traditional question-and-answer variety. Brand’s guitar provides part of the accompaniment for both the songs and himself as they read "Soldier, Soldier," "Rily Boy," and "Paper Of Pins." The additional music is supplied by the interesting banjo-picking of Dave Sears.

ELROG ARNER CLOSEUP IN SWING! — ABC Paramount ABC 391

The swinging piano of Erroll Garner is at its best in this exciting collection of evergreens and novelty from ABC Paramount. Pianist’s nimble virtuosity is beautifully displayed as he reads "You Do Something To Me" and "Some Of These Days." LP includes two new self-penned items "Shadows" and "El Papa Grande," which give proof of Garner’s artistry as a composer. Disk should be a sure-fire hit with all jazz buffs.

MIDNIGHT SPECIAL JIMMY SMITH! — Blue Note 4078

Kicking off with an easy tempo reading of "Midnight Special," Jimmy Smith’s grooving organ sets the pace for the other compelling sounds in this collection of jazz favorites. Aided by Stanley Turrentine on tenor sax, Kenny Burrell on guitar, and Donald Bailey on drums Smith launches into one of his own compositions "A Subtle One," which comes off as compatible, tasteful blending of the ensemble’s talents. LP gives proof positive of Smith’s stature as a significant jazz artist.

THE ESSENTIAL COUNT BASIE! — Verve V-5097

Sure-fire proof that Count Basie is still a vital force in jazz is this album of standards featuring Joe Williams. Starting off on a superb rendition of "Jumping At Woodside," marked by the Basie touch of muted trumpet play in front of the band. Other readers are swinging readings of "Yes For Me," "April In Paris," and "Flute Juice." Disk should attract the dancing crowd as well as jazz buffs.

MUSIC FROM MILK & HONEY! — Wild Bill Davis, Charlie Shavers — Everest SDBR 1183

Go along with the recent trend of waxing a jazz disk of a bit musical. Bill Davis and Charlie Shavers have added a new, free-flowing dimension. Their Boys And Girls band has successfully evolved the improvisatory spirit of the best jazz in their readings of "Chim Cheree," "As Time Goes By," and "Shallow." LP should prove a welcome asset to collectors of jazz show scores.

FRANCK: Symphony in D Minor! — Chicago Symphony Orchestra conducted by Pierre Monteux—RCA Victor LM 2514

Pierre Monteux has captured the rectitude of the difficult Franck Symphony with an unexpected bonus on a firm understanding of this music. Conductor’s treatment is staid but delivered as an air to the conciseness and to the point manner that each thematic element of the symphony is clearly delineated. LP ranks as significant Franck.

BEETHOVEN: Symphony No. 7 in A Major Opus 92! — London Symphony Orchestra conducted by Josef Krips—Everest LM 706

The happy strains of the symphony are faithfully represented by Josef Krips and the London Symphony Orchestra. The happy strains of the symphony are faithfully represented. After the lengthy Poco sostenuto, the first movement, Krips beautifully injects the necessary rhythmic patterns in the uncomplicated arrangement that the Beethoven demands. Conductor’s professional manner throughout makes for superb listening pleasure.
NEW YORK:

Decena's Len Salidor winging to Vegas, this week, for Brenda Lee's libary stand to present her with an award for joining Decena's ranks of million sellers-singles and LP-wise. Stanley Bloombred, owner of the Bostbton club, looked Brenda back for a return engagement there right after her great opening nite stnt. Marty Hoffman adds that the label's East Grant'T'll cut an album at Basin Street during his subbing stand for the ailng Peggy Lee. . Cadenza's Budd Dillinge reports fabulous initial re-action to both sides of Don Shirley's newest, "Lonesome Road" and "Drawn In My Tears." . Hot current items over at Capitol distris, according to Roy Batacho are the Letterman's "When I Fall In Love": Helen Shapbira's "Walkin' Back To Happiness" and the Four Preps' "Once Around The Block." Roy adds that there's been solid derpay reaction to the Nelson Riddls' "Love Tide," Jonah Jones' "Bway Swings Again" and Freddy Gardner LP's. . Can-Am's Linda Scott does the Xmas Eve Ed Sullivan TV'er. . Seg-Way's Jerry Roth thrilled with the action on Mary Ann Fisher's "Can't Take The Heartbreak." . Music biz vet Dave Bernstein, recently with Cambridge distris and Roulette, has joined the Portom distris staff.

Vista's Dick Kline hits the road, til Xmas, covering the entire eastern half of the country (Texas included) in behalf of Annette's "Dreamin' About You." the Vonnair Sisters' "Goodbye To Toiyland" and the Yachtsmen's "High And Dry" and "Babes In Toiyland"-original cast LP's. George Russell will do likewise in the west. . . Danny Winfield info's that he's landed the Richard Adler account and will personally promote all his copyrights and activate Dick's Andrew and Sahma pubberies. Dan's 1st project's "Kwamin'... . Ben Arno's Prol Prod, high on Cathy "Ivy Towr Carr's smash bomb, "N'Nei Nein Frankel." So is publicity gal Joyce Becker.

The talented Bob Crewe quite excited with the action on his current productions that include the Rgar's "An Angel Cried" (Topix), Danny & the Juniors' "Twislin' All Night Long" (co-produced by Swan's Frank Shly—who's hot with "Flying Circle"), Kevin McGuin's "Ev'ry Step Of The Way" (Diamond), Dale Hawkins' "Stay At Home Lulu" (Atlantic) and his new discovery, Matthew Reid, who bows with "Jane" and "Why Start" (ABC). . . The just-married Stan Mills info's that the B.F. Wood-published "Swamp Legend," by the Four Coachmen, has been taken over by Dot. . . Al Alberts pens that he just had a fabulous week at the El Meroivo in Montreal, Que., and that he's heading for a 2-week stint at the Vogue Terrace in Pittsburgh. . . Tony Lawrence, currently out with "A Million Words" and "I Pick Up The Phone" at the Crystal Room, on E. 5th St., 12/1. Beginning 12/15, Tony'll begin a quality tour of TV stations in behalf of the new deck. . . . Ken-Mae Prod, reports action on "The Bells" by the Corvels (Blatt) and Tony Dee & the Petizens' "Saturday Romance" (Du-Well). Also, the folks up at Blast, add that Clay Cole's "Bliss That From The Past" LP has gone over the 15,000 mark in the N.Y. area alone and is now spreading out nationally.

Sy Muskin, preggy of Crusade, announces that he has signed Andy Die to a wax pact and that his debut slice, "Rough And Bold," has started to break in the Va. and W. Va. market. He also notes that he's seeing a new release by Frank Garl, who now has "Utopia," "Lallabye Of Love" and "Princes" under his hit belt. . . Mike Sloan's telgrams from Hollywood that Trini Lopez "Rosita" (On D.R.A.), O'Neal's Spanish twist that has distris in L.A. and San Francisco flipp'd. . . Pubbery credits on Rod McKuen's "Over Two Strets" belong to Spiral ASCAP. . . Robert Beese, writer of Roger Williams' "The Music" and the new Erroll Gar- ner LP, "Close Up In Swing." . . . Tommy Zang just back from Nashville for a new Hickory wax session. . . Talented Sal D'Amico's the arranger-producer-cleffer of Adore's "Choo Choo Train." . . . Didja know? that clown, who was twislin' and playing a yo-yo in the Thanksgiving Day Parade here, was really Radar wheel Dick Hearl. Label, incidentally, has a new release out tagged "The Yo-Yo Twist" by Denny & Lenny. . . Couple of postcards—from Adrian Kimbrry, who notes from Dallas, that his "God Bless America" is receiving excellent reception all over and from Ivan Mur- gill, who passed thru Las Vegas and Las with his dad. . . Columbia's Anita Bryant, who opened a S. American tour, in Sao Paulo, Brazil on 11/10, will be back next mid-Dec. . . . Heidi Bruhl, one of Europe's top young stars (she sold over 1 million

4 PREPS
BOB CREWE

ERROLL GARNER

“Walk On By” / LEROY VAN DYKE

“September In The Rain” / DINAH WASHINGTON

“Revenge” / BROOK BENTON

“He’s Not Just A Soldier” / LITTLE RICHARD

“Scratch My Back” / RAY STEVENS

“Song For The Lonely” / THE PLATTERS

“Maria” / CLEBANOFF and his orchestra

“Go On Home” / PATTI PAGE

“Mexican Joe” / DAVID CARROL

NEW RELEASES

“Free Me” / JOHNNY PRESTON

“Notre Dame Victory March” / HAL MOONEY

“Let’s End It Before It Begins” / CLAUDE GRAY
ton’s Denny Peppermint & the Jumpin’ Jacks for a 6-week stand, after the 1st of the new year . . . Jimmy Holmes, who formerly replaced Bill Kenny, of the Ink Spots, doin’ night club dates round the country, Jim was up for a CB visit along with mgr, Lew Oh Lee . . . Mercury’s Tina Robin to do a week-end stint at the Waldorf-Astoria . . . Michael Allen, signed by the Henry Wilson office for the Jells, is currently in a Town & Country, Winn, Can. stand . . . It’s not definite, but, Cash Box’ Marty Toohey is Gershwinique in his approach—just a few months after starting piano lessons.

CHICAGO:

Big doings over at Comsat Dist’s local camp with topper Ed Walker and cohort Paul Raie blowing off about soaring sales on “Kusty Warren Bounces Back” (Jubilee) LP “Miracle Of St. Mike” by the Four Caesars; and “Let’s Fall In Love” by The Chimes (Tag). Heated mention was also made of Al Alberts’ “Sing Sing Sing Along” LP (Jubilee) and vet artist Vaughn Monroe’s “twisting” rendition of “Bye Bye Blackbird.” . . . Thrush Ronni Lee took to the road to promote her Everett how “Teach Me How To Love You” b/w “Love Me With Your Eyes” and made a Windy City stop-off last week . . . Nice to see Sam Kaplan (Biegel & Kaplan) in from Detroit on a brief biz trip, Sam info’d that his firm is handling publicity and promotion for station WPON—Please visit Southern Harmony. . . .

.Record Ramblings

Cash Box—December 9, 1961

Tony Lawrence

PHILADELPHIA:

Among them Ferrante & Teicher’s “West Side Story”; Eddy Gorme’s “I Feel No Spanish”; Al Caiola’s “TV Western Themes” and the “Paris Blues” sound track. As for singles, Kent’s real high on “Concerto For The X-15” (from the movie) by Elvett Evans (Impulse) and chart tiler “Gypsy Rover” by the Highwaymen.

Harvey Goldstein (M.S.) tells us he has some real sales giants in “The Majestic” by Dion; “Hey Little Girl” by Del Shannon; “Santa And The Touchables” by Dicky Goodman and “Peppermint Twist” by Joey Dee.

Comic Dave Turner, sharing the Birdhouse bill with Dinah Washington, guested on Johnny Quinn’s “Comedy Corner” last week. . . . RCA-Victor’s Stan Pat has high hopes for new releases “Henry Schultzi’s Heart,” yule item waxed and penned by Ginny Angel; “I Believe In You” by Sam Fletcher (from Broadway’s “How To Succeed In Business”); and instrumental “Midnight Run” by The Omegas on Groove. . . . Jack Reary taped another batch of commercials last week . . . Dalton Records’ toppin’ Bob Reisdorf and sounder Vic Dana, “Corvetting” around town for a day promoting artist’s current release “Little Altar Boy.” . . . Summitt’s Jack White is mighty pleased over action hereabouts on “Rite Owl” by the Dukays (Nat); “Twinty Train” by the Goodtimers (Epic) and “George Shearing & The Montgomery Bros.” LP (Jazzland). . . . Chi visitin’ Danny Crystal, in from Pittsburgh (where Pat Boone is packin’ ’em in at the Two Cousins) advised that the Crongby Bros.” “Tennessee Twist” enjoyed a big kickoff out there and is showing up in several other markets across the country.

Hollywood:

Singer Jerry Wallace bidding on the Challenge label with new pairing “Hang My Head And Cry” b/w “Rollin’ River.” . . . Lute Records lacking to crack the Christmas market with the Jay Matty slice tagged “Merry Twitmas.” . . . Lenny War-
RECORD RAMBLINGS

Cash Box—December 9, 1961

NOVELTY OF THE YEAR!

WON'T COME BACK!

TOP 10 IN ENGLAND!

UA 398

Cash Box—December 9, 1961

RECORD RAMBLINGS

ren busy with chhry. Ann Richards, debut package on the Ateo banner "Ann Man." The Lincoln, folk and halted group, have partied with Lutz & Loeb for personal management and have been set for a long term contract with Decca Records. Don Graham sends word that Bob Conrad's Warner Bros. deck, "Bye-Bye Baby," has snared immediate deejay attention in the Bay Area.

Columbia Records prepping a big push behind "Deuces Wild," Frankie Laine's next olde skool for release in January. Capitol Records reports Ferlin Husky's "The Walls You Saved For Me" waxing, is breaking 'pop' all over the country. Jim Lee informs he has formed Monogram Records with initial outings featuring Chris Montez doing "Love Me," and The Citation's on "When You Said Goodbye." The Limeliters busy this week in the So. Calif. area with concerts set for the Valley Junior College in Van Nuys, and Chaffey High School in Ontario. Group also has another RCA Victor album due to hit the market next month. LP "Louis Armstrong's Golden Favorites," just out on Decca, includes two Jimmy McHugh standards "On The Sunny Side Of The Street" and "I Can't Give You Anything But Love Baby." Challenge Records looking for dual market action, C&W and Pop, with Jan Howard's newbie "My Baby's In Berlin."

Local radio station KJH has inaugurated a new two-hour "Sinatra and Strings" record program on Sunday mornings, which may be a possible first in L.A. radio in that this much air time has been devoted to any one vocalist. Dale Babbitt, West Coast rep for Boyd Records, thrilled looking for masters and talent suitable to put on the label. Kitty Kallen, whose current Columbia package is titled "Honky-Tonk Sounds," has been inked for the Ed Sullivan Show 1/28. Billy Daniels, who is set to headline the show at Basin Street East in NYC bowing 2/8, will cut an LP live for Ampar Records during his stint at the nitey. Jim Hawthorne, program director, and morning deejay at KFWB reports listeners are sending in nickels and dimes to help save the "Blues Water Line" in answer to the brothers' Four Columbia recording of that name.

Harry Fox of Fox Associates buying up masters of many personalities for release on a top label. Nat King Cole played host last Sunday at his home for a charity benefit featuring off-ship of show business personalities for the Exceptional Children's Opportunity School. Julie Losch reports the Chuck-A-Lucks platter, "Unconditional Surrender" on Jubilee getting hit picks on many stations around the country. Si Warshauer, Chairman of the Board of Liberty Records and A&R chief, back at his desk after a six week tour of the international market for the label. Perez Prado's new RCA Victor single "Molendo Cafe" was recorded for dancing the Chunga Twist which Prado, who invented the mambo, created in Mexico City. Jack Haloran made his first live appearance with a vocal choir Sunday at the Wilshire Ebell Theatre. Columbia Records has set Dec. 11 as the national release date for the Frances Langford—Don Ameche comedy album, "The Hickersons" based on writer Phil Hapwe radio and television characters. Miss Langford will arrive in Hollywood next month to promote the new LP.

HERE AND THERE:

PHILADELPHIA — Paul Knowles, gen. mgr., of the RCA Victor disk division at Raymond Rosen, thrilled with the smash action on the Tokens' "The Lion Sleeps Tonight." John D. Lomax's "Language Of Love," Neil Sedaka's "Happy Birthday, Sweet Sixteen" and Jimmy Elledge's "Funny How Time Slips Away." Phillip, with Charlie Rich's "Just A Little Bit Sweet" and Sands, with Ira Ray Hatten's "South Rampant Street Parade" have joined Bob Hel-
NEW RELEASES!!

1 REDD FOXX at JAZZVILLE, U.S.A.
DTL 280

2 NEW LAFF OF THE PARTY, Vol. 9
Billy Allyn

3 MY GIRL
Charles McCullough
462

4 I’VE HAD YOU Creators
463

5 EARTH ANGEL
The Penguins
348

Re-issued by popular demand!

ALBUM PLANS

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

ANGEL

Full program (for dealers who buy minimum of 4 L.P.’s) allows discounts of 15%, 15% and 20% on special groups of catalog L.P.’s. Includes deferred shipping plan.

ARGO

“Stirring Plan”—For six records, receive seven.

CAPITOL

The label’s first 12 L.P.’s in its new “Millions of the Masters” series are being offered to consumers at a unique price. The label can stack up to 8 copies of each title with full 100% exchange privilege. To qualify for the program, dealers must order at least 1 copy each of the 7 titles. Expires: Nov. 25.

The label’s “Sell Away” original cost L.P. is being offered to dealers on a buy-4-get-1-free basis. Deferred billing with 60% due Dec. 15, balance Jan. 16. No retraction date has been set. Label has a special extra program involving 18 original-cost 1-L.P.’s. Dealers may select free one (for each 1-L.P. purchased from group 1) or 1-EP L.P.’s for each 3-EP L.P. purchased from group 2. Label is offering on a buy-4-get-1-free basis as the lowest priced album purchased in each respective group, if more and stereo selections are determined. Payment deferred until Jan. 16, 1962. Dealer controlled 100% exchange plan. To qualify for program, dealers need purchase 10 L.P.’s from each group. Groups cannot be intermixed. Expires: Dec. 25.

CAPITOL & ANGEL

All Capitol & Angel Xmas albums are being offered to dealers on a 100% exchange basis, including a 15% discount off the invoice on all merchandise included in the program (no qualifying orders are required). Program also offers billing under the following terms: for shipments made through Nov. 25, 50% on Dec. 15 and balance on Jan. 16, for shipments made from Nov. 26 through Dec. 22, payment is due on Jan. 18. The program requires receipt for exchange at point of sale. All business must be in saleable condition and be completed by Feb. 16, 1962. Expires: Dec. 25.

CONCERT-DISC

Complete catalog including new releases by Red Nichols and Frank Hamilton offered on a one-free-for-every-five-purchased basis. Label’s “Business In Life” series and The Businessman’s Secret Club series available at additional 10% discount. No termination date has set.

DEL-I

5 of the label’s L.P.’s, if by the late Ritchie Valens, Cameo & The Romans “Memories of Texas City” plus Goodies” and “Barnes of Odessa,” are being offered to dealers on a buy-5-get-5-free basis. 100% guarantee, with product returnable for full credit anytime after Feb. 15, 1962. No termination date announced.

LIBERTY

“A-Day”—Fitting-in with the new TV series featuring The Chantels, label is offering its entire Chantels’ catalog to dealers. 100% guaranteed, with credit due Dec. 15 to dealers. Deferred Payments: 5% on Nov. 15, Dec. 12, Jan. 16 and Feb. 12. No termination date has set.

MERCURY

Every new Mercury Gold!—Xmas season plan on the entire catalog: 15% merchandise bonus (1/4 free for every 10 purchased) plus 100% exchange privilege on the Nov. 1 1-L.P. releases, plus 15% exchange privilege on the rest of the catalog (certain 2-L.P. releases. Expires: Nov. 25, Dec. 21 and Feb. 28 (to be eligible, dealer must place initial orders by Nov. 23). Expires: Dec. 31.

PRESTIGE

“New Orleans Gold!”—Xmas season plan on the entire catalog: 15% merchandise bonus (1/4 free for every 10 purchased) plus 100% exchange privilege on the Nov. 1 1-L.P. releases, plus 15% exchange privilege on the rest of the catalog (certain 2-L.P. releases. Expires: Nov. 25, Dec. 21 and Feb. 28 (to be eligible, dealer must place initial orders by Nov. 23). Expires: Dec. 31.

ROULETTE

“Holiday Sales Plan”—The entire Roulette, Royal and Tenemos catalogs are available to dealers at a 15% discount off the face of the invoice. Expires: Dec. 31.

STARDAY

Dealer gets 1 free 5 purchased in the label’s 3-2-LP L.P. releases. Expires: Dec. 15.

VESUVIUS

The label, dealing mostly in Italian recordings, is making its Series 1000 catalog available on a buy-8-get-8-free basis. No termination date has set.

The Big Record for Christmas...  
"I WANT A BOY FOR CHRISTMAS"  
The Del Vettis  
End 1106

Cash Box—December 9, 1961
ALBUM

MILK AND HONEY
BROADWAY CAST
(RCA Victor LOC 1065; LSO 1065)

RUSTY WARREN
BOUNCES BACK
RUSTY WARREN
(Jubilee JGM 2039)

RUNAROUND SUE
DION
(Laurie 2039)

DON'T THE TWIST AT THE PEPPERMINT LOUNGE
JOEY DEE & STARLITERS
(Roulette R 25166; SR 25166)

Checkin' Cash Box Charts

HOLLYWOOD—Pat Boone, on the set of his latest film, "State Fair," takes a break with Henry Hurt (left) of Cooga Mooga Productions and Don Sanders of Dot Records to check the latest rating of "Johnny Will" in Cash Box.

Cash Box—December 9, 1961

THE REFERENCE BOOK THE MUSIC WORLD DEMANDS!
THE STECHSON CLASSIFIED SONG DIRECTORY

A necessary reference book for your music library
The perfect gift
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Special binding for Reference use

Endorsements:
"I consider the STECHSON CLASSIFIED SONG DIRECTORY the most important song reference book for an A & R man in the production of records. Plus Publishing, Marketing President, Capital Records."

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"At all concert and conferer for television merical and educational the reference book is invaluable in the planning of programs. In my recording activities it certainly is invaluable as well and in my故障.

And Special Thanks to T.V. and Recording Co., Inc.

"Much time and effort has gone into the preparation of this book. I feel it will be invaluable to all music manufacturers, agents & reps, writers, and music lovers. It is a real asset and invaluable to music manufacturers. Thank you very much."

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Hattie Tarnoff, President, G. Schirmer, Inc.

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The Cadence Little LP — 7 inch size, 33 speed — 6 complete tunes. Additional sales in a new price line and at a profitable mark-up for you. The first 5 releases of the newest idea in the record industry are available for immediate delivery. Contact your Cadence Distributor now. Stock and display the Cadence Little LP.

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FOR ME AND MY GAL
Fredde Cannon—Swan

"ROCK-A-BYE YOUR BABY WITH A DIXIE MELODY"
Annette Franklin—Columbia
Judy Garland—Capitol

MOOD INDIGO
Louis Prima—Dot
Mills Music, 1619 Broadway, N. Y. 19

Cash Box Overseas Circulation Is Twice That Of All Other Trade Publications Combined!
Sutherland Opening

5 Dec. LP's From Roulette; "Holiday Sales Plan" Bows

NEW YORK—Continuing the policy of a limited number of LP releases, set this fall, Roulette Records last week released 5 LP's—four on Roulette, one on Gee—together with its "Holiday Sales Plan."

The program, which is in effect until Dec. 31, offers both the new album releases as well as the entire Roulette, Roost and Tico catalogs to dealers at a 12% cash discount off the face of the invoice.

The release is highlighted by two Barry Sisters albums. One, "Shalom," is an all-Yiddish album and the second, "We Belong Together," is an all-English recording. According to Roulette, the Barry Sisters previous Yiddish album, "At Home With The Barry Sisters," ranks as one of the label's most consistent catalog sellers. Also, their night club appearances and TV guest shots have increased the sales activities of their all-English recordings.

On the Roulette Birdland Series, the new packages include, "Congo Soul," featuring percussionist Candido and pianist Lalo Shifrin, and "A Night At Count Basie's," which introduces the Perri Lee Trio, a top west coast group led by jazz organist Perri Lee. Latter album was recorded "live" at Count Basie's Harlem night club in New York. The Gee album release is "For Sentimental Reasons" with The Clasons. The album is titled after the group's recent chart selling single and features other standards.

Roulette will carry on a "full scale" promotional campaign to support the new releases with heavy emphasis placed on both Barry Sisters albums. The Yiddish album will receive special promotional work and advertising in special markets with heavy Jewish populations. The album, however, as pointed out by sales head Bud Katz, has a certain universal appeal. It includes a Hebrew lyric rendition of the movie theme from the motion picture, "Exodus," a Yiddish version of the Connie Francis Italian hit "Mamma" and a comedy version in Yiddish of the Academy Award hit, "Never On Sunday."

In the meantime, Roulette is en-

Christmas Special

UA Rushes More Prints Of 1st Checker Pic

NEW YORK—Some 450 additional prints of "Teenage Millionaire," the first pic with Chubby Checker and the Twist are being rushed by United Artists to all of its branches to meet the "tremendous" demands by exhibitors throughout the nation for the timely film.

Theatres are scheduling the earliest playdates possible for the Muscular feature which has celebrated Checker singing "Let's Twist Again."

"Teenage Millionaire," stars Jimmy Clanton Rocky Graziano and Zasu Pitts. It was produced by Howard B. Kreitock and directed by Laurence F. Doheny from a screenplay by H. B. Cross. In addition to Clanton and Chubby Checker, the musical stars appearing in the film are Jackie Wilson, Don Bill Black's Combo, Vicki Spencer, Jack Larson and Mary John.

In another Checker-Twist development, Thom McCann, one of the leading shoe chains in the country, has signed Checker for a promotional tie-up with its new shoe, the "Twister," both for men and women.

Highlighting the nationwide promotion are radio and television commercials with Checker singing the "Twister" jingle. There are over 200 one-minute radio spots per week throughout the country; local video spots include the Clay Cole Show, the Boston Balloon, and Jack Hilton's Spinname in Chicago.

Thom McCann shoe stores throughout the country will feature covers of Checker's albums plus autographed pictures of the Parkway recording star which will be given away with each shoe purchase.

Carltom Signs The Imperials

NEW YORK—Carltom Records has signed the Imperials, the song crew that was featured with Little Anthony on the End label in several hits. Their first Carlton single, "Vut, Vut" and "Faithfully Yours," produced by Richie Barrett, is being released this week.

Mercury "Experiments" With Sat. A&R Meets

CHICAGO—As an "experiment," Mercury Records has inaugurated Saturday meetings of its A&R department, the first of which was held Nov. 25 in Chicago. Idea is that A&R men will sit in the dark when the meetings start and get together to exchange views and ideas without "upsetting the current decentralized schedule of record dates." A feature of the meeting was a discussion of country singer Les Roy Van Dyke, whose "Walk On By" developed into a smash pop deck (now over 6 on this week's Top 100) and his rush-release LP.

Willson To Write Musical Version Of Pic

NEW YORK—Meredith Willson will write the Broadway musical version of the famed 1947 flick, "Miracle On 34th Street," which The Stuart Company, StuartOstrow's producing firm, plans to offer in May, 1963.

Casting for the show, which has the tentative title of "The Wonderful Plan," is yet to be made. It was recently announced that Stuart would produce a Willson musical, "The Understudy," for the 1962-63 season, however, postponing "Miracle On 34th Street." Willson will write the book, music and lyrics for the new musical, repeating his stint for his first Broadway entry, the smash hit "The Music Man." He wrote the music and lyrics for the current musical, "The Unsinkable Molly Brown."

RIAA's Brief To Appear On TV'er About Bootlegging

NEW YORK—Henry Brief, executive secretary of the Record Industry Association of America (RIAA), will make the concluding remarks during the week's CBS-TV telecast on the bootlegging racket, "Spin A Crooked Record."

Fanny Wolf Dies

NEW YORK—Mrs. Fannie Wolf, an ASCAP elder under the name of Fanny Wolf, died at her home here last week (27) at the age of 61. She wrote "Tears On My Pillow," the years-back hit by Little Anthony & The Imperials. Two daughters, brother and sister survive.
Court Holds Label Liable For Foreign Royalty Payments

NEW YORK—As a result of a suit between four publishers and Seeco Records, a decision has just been filed by the United States District Court Southern District of N.Y., in which the label holds a royalty claim for unpaid foreign royalties on tapes sold abroad to be handled by local labels.

In addition, the court held that "custom" could not be a valid claim of publisher's agent under the Copyright Law (Sec. 101e), a 2c royalty on disks manufactured rather than sold, and that acceptance of a royalty check by a publisher does not mean full payment. If a subsequent notice by the publisher to the label notes that the check does not constitute complete payment.

The suit, filed by Famous Music, Shapiro-Bernstein, Joze Music and Mill Music, at the instance of Harry Fox, agent for the publishers, involved a tape Seeco had sent abroad with songs copyrighted by the publishers and the publishers' involved claim for foreign royalties. They are "Love Letters" (Famous Music), "The White Cliff", Of Wise Men (Shapiro, Bernstein), "Love Is A Simple Thing" (Joy Music) and "One Morning In May" (Mills Music).

In regard to liability, United States District Judge Richard H. Levet noted in his decision that "the act of (the) defendant in preparing the tapes of the manufacture and, consequently, an infringement for which it should respond under Section 101e" and concluded that the plaintiffs are entitled to an "accounting (of) the defendant of all records concerned... manufactured by (the) defendant and to payment of a royalty of $2.50 on each of said records manufactured by (the) defendant serving to reproduce mechanically its copyrighted musical composition and, in addition thereto, three times the amount thereof... ."

Sales Appeal

HOLLYWOOD—Soupy Sales, the popular TV personality here, autographs his recent LP, "The Soupy Sales Show," for a young music fan at Muscle City. Sales attracted more than 8,000 fans during personal appearances at the Music City stores in Hollywood and Lakewood over the Thanksgiving weekend.

At Summit Records, President of Record Sales Corp., said he anticipates a sale of approximately 25,000 albums by Christmas on the basis of the "tre-noni" appeal during the album's first week out, when 4,900 LP's were reportedly sold.

Sales has built-up a large following among the pre-teen and teenage audiences in Southern California by way of his daily TV'er on KABC.

The amount of such royalties, Judge Levet declared, will be determined by a special master's report.

As to Seeco's claim that "custom" had entitled it to pay royalties on the basis of records sold, Judge Levet wrote that "custom and usage may not be invoked to relieve the defendant..." of the clear-cut obligations imposed by the application of the statute. In addition, Judge Levet wrote that "the fact that plaintiffs may have accepted payments for a certain period on the basis of sales does not require a continuance of a waiver of payments of royalties on the records manufactured but not sold... ."

"No agreement for the continuation of such acceptance has been shown," Levet noted.

Judge Levet also awarded the plaintiffs:

Seeco's attorneys, Aronow, Brodsky, Bohninger, Einhorn, and Dann, if New York, have 30 days in which to file an appeal.

The publishers were represented by Julian T. Abeles.

Bill's Twisters

NEW YORK—Bill Black, whose instrumental combo is a smash in its N.Y. engagement at the Restaurant, receives congratulations at his opening from London Records execs Eddie Kissack (left) and Walt Maguire (extreme right). Staying next bill will be Bob Austin of Cash Box. Bill's current hit single is "Twist Her."

Seeda In New Pacts With Nevins-Kirshner, Aldon

NEW YORK—Neil Sedaka, RCA Victor's star songster, has entered into a new agreement extending most of his previous contracts with Nevins-Kirshner Associates and its affiliated pubbery, Aldon Music. Personal management has been switched, however, from Nevins-Kirshner to Ben Sutton.

Under the terms of the extension, Nevins-Kirshner will continue to be the exclusive producer of all Seeda recordings.

In addition, the exclusive writing agreement between Sedaka and Aldon has been extended.

During his three years with the firm, Sedaka has reportedly sold 5 million records and become an important international performer. He has, of course, the hit "Happy Birthday Sweet Sixteen," is number 17 on this week's Top 100.

Vera Hodes Gets Rori Veep Post

NEW YORK—Harry C. Bell, Jr., president of Shelley Berman's Rori Records, this city, has announced that Vera Hodes has been appointed vice-president of the firm. She will continue to supervise the activities of Berman's publicities, Calloupe, (Eml) and Dryson (ASCAP).

Vera Hodes in addition to her duties as a publicist for the company, has been previously active in this capacity with other record companies.

NEWARK—George Hudson, stage entertainment director of the "Twist" video, has announced that Vera Hodes, who has been active in this area of industry for many years, will continue to serve in her present capacity as publicist for the company. She will supervise the activities of the publicists, Calloupe, (Eml) and Dryson (ASCAP).
Spanish Record Market Viewed In Detail At Int'l Record And Music Men's Club Meeting

NEW YORK—The International Record and Music Men's Club held its second meeting last week at the Warwick Hotel and heard a thoroughly fascinating and detailed report of the record industry in Spain from Frederick J. Reiter, an attorney who represents Spain's Hispavox and Gammex labels in the U.S.

The names of people who volunteered to serve on the board of the club was also announced. They include: Norman Orleck, Cash Box; Richard Broderick, RCA; Arnold Berry, Columbia; Paul Marshall, Top Rank; Jack Coleman, London; Joe Celia, Capitol; Mimi Treppell, London; Peter Sastro, Artia; Art Talcott, Decca;-secretary's and Sam Chase of Billboard; publishers Mike Stewart, Fred Reiter, Leon Brotler and Aaron Schroeder; and attorney, Morton Edelstein.

Immediately after lunch was served, Reiter took the floor and held the attention of every one in the room with his description of Spain's record picture.

Reiter opened with the remark that "Spain is a strange country. It's the only European country which physically but yet it's not. Spain has been poor since it lost its empire. As recently as 1956 it was the third poorest country. In 1936, the picture was still worse. During the '40's no assistance was available because of World War II. So the beginning of the '50's saw Spain a quarter of a century behind the rest of Europe.

However, of late, U.S. aid and increased tourist interest in Spain has helped the country gain. In 1960, 8,000,000 tourists visited the country of only 30 million and spent $500 million. But in a country top heavy with bureaucracy but no distribution, no movement toward Spain is still very poor. The government controls prices of all important items and all imports are subject to stringent licensors regulations. In addition, the purchasing power of the average Spaniard is pitifully low.

These facts applied to the record industry result in only one conclusion —in Spain the record is still a luxury item out of reach of the masses. There are no singles in Spain. All are 45 EPs and LPs. Since there are almost no juke boxes in Spain, there is less need for singles. An EP costs $1.20. An LP $4.10. Since a family's average weekly salary cannot pay the price of even three LP's, one can get an idea of a record's status in the luxurious home of Spain.

For many years the total industry's dollar volume in Spain was only $2 million. An encouraging sign, however, is that in 1960, the figure doubled. There are no distributors in Spain. Each manufacturer deals directly with the retailer and has his own sales organization. Records are sold to dealers at 25% off list. At that sale is a hit. Ten thousand a tremendous smash. Stereo is insignificant in Spain because there are no players. 500 to 1000 LP's is a good sale.

Until the early Fifties, only Odeon and Columbia comprised the record market in Spain. In 1955, Hispavox opened up for independents. RCA and Philips then joined the Spanish record scene. These five are Spain's major record producers. Two of these stars are in Spain and a number of other American stars are beginning to attain fame.

According to Reiter, anyone entering the record business in Spain has to have his head examined. One needs hundreds of licenses to release a record. There is a license for importing a sample; licenses are necessary for recording equipment; licenses are needed to get the raw materials to go into a pressing; and for pressing as well. Then when the record is released, there is censorship. There are 12 different censors, each must set up his own. Each pop record is an EP which means four sides not two. There is a jacket problem so nothing can be rushed out in two days as it is in the U.S. Photos are necessary, etc. There are extremely few promotion facilities. Few deejay shows. No Spanish publications ever appear in Spain. There is no source for compiling a Spanish best seller list. There is no such thing as a plug side.

Extremely realistic with the dark side of the Spanish record market, Reiter concluded with an equally realistic view of the future. Conditions are improving in Spain. Volume is growing. There are plans for a new-type juke box specially fitted for the Spanish music market. Manufacturers are aggressive and inventive. Hispavox recently came up with a first in Spain when it began issuing EPs on the very thin plastic at a lower cost. The thin disk is inserted in a booklike jacket. Reiter feels this may revolutionize the Spanish record market, and has had success in Spain for only two weeks and has met with "good acceptance."

Reiter then went into the publishing industry in Spain. He pointed out that 2/3 of the recorded volume consists of pressing foreign records, publishers are primarily "stamped publishers." Most publishing operations are based on foreign catalogs rather than their own. Popular Spanish hits are few and far apart with seldom more than two in the top ten at any given time. No-worldwide Spanish hit has come thus since "Valencia" some 35 years ago.

The lack of promotional facilities affects the publisher in the same way it affects the record companies. Madrid has only two deejay shows and they program no more than two hours a day of pop music. Ruat Matas, whose Discountra request program is heard once a week, is a major factor in Spain.

The Benidorm Song Festival, the Spanish counterpart of the San Remo Festival, has produced some hits in Spain. One of last year's Festival favored visitors, "La Montana," a hit in Spain was recorded here in the U.S. by a few people but met with little success.

However, Benidorm is burdened with the same difficulties San Remo faced in its youth. Music publishers in Spain must issue at least two thousand orchestrations of a number—not only for the sake of making a song popular but also because orchestration are a major source of income for Spanish publishers.

SGAE, established by law and government controlled, is the only collection agency. It has great power and can close any establishment. Last year AGAE collected about $4,000,000—but this includes film performances.

For an American publisher it is absolutely essential that he have his song published in a Spanish version if he hopes to collect royalties.

Reiter concluded with the remark that Spain is a limited market but a challenging one and invited traveling music people to visit Spain when they tour the Continent.

The next meeting of the International Record and Music Men's Club will be held either June 16 or 23.

Della In Vegas

Las Vegas—Della Reese and her Meditation Singers were warmly received at their recent engagement at the Flamingo Hotel in Las Vegas.
The group is scheduled to go on a concert tour with Della in a package entitled "A Portrait Of Della Reese." Thrush's current single is "What Do You Think Joe" coupled with "Goodbye Goodbye." Las Vegas is near the top of the road since "Valencia" some 35 years ago. The lack of promotional facilities affects the publisher in the same way it affects the record companies. Madrid has only two deejay shows and they program no more than two hours a day of pop music. Ruat Matas, whose Discountra request program is heard once a week, is a major factor in Spain.

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Farrell Heads Reprize Promo In Singles Build-Up

Los Angeles—In a planned effort to increase its singles business, Reprise Records has named Ernie Farrell as national sales manager, proxy James Farrell according last week.

Farrell has spent many years in the disk field, both on the promotion and sales levels. He spent three years as national promotion director of Capitol Record Distributing's national operation and was also associated with the Gene and End labels.

Cash Box—December 9, 1961

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Cash Box—December 9, 1961

Grandpa Tells A Story (Of Paul Revere) . . . b/w BLACK CLOUD CLARENCE STANFORD *ON HEIGH-NO RECORD #603 507 FIFTH AVE. * NEW YORK, N.Y.
Cadence's Initial '61 LP's: Williams, Chordettes, Tillotson

NEW YORK—With a month remaining in 1961, Cadence Records has just released its first three LP's this year, termed by proxy Archie Bleyer, the "strongest and most commercial" release that the firm has ever had.

They are: "Andy Williams Best," "The Chordettes Sing Never on Sunday" and "Johnny Tillotson's Best." A single from the LP by The Chordettes is due for release soon.

Mrs. Glenn Miller Loses Suit Over "Miller Sound"

NEW YORK—Mrs. Glenn Miller, widow of the late bandleader, has no property rights to "the Glenn Miller sound," according to a decision just handed down by the state's highest court. Mrs. Miller, in a suit against Decca Records and its subsidiary, Universal Pictures, claimed that she had a right to profit from any use of her deceased husband's music by Universal, and the soundtrack from the pic, sold by Decca, because the music was performed in the Miller manner.

The defendants answered that no Miller recordings were used on the soundtrack, and its use by Decca was not part of the pact between Universal and Mrs. Miller.

Charles' "Twist" LP Getting Big Distrib Response, Sachs Says

NEW YORK—Distributors have tripled the initial orders allocated by Atlantic Records for its new LP, "Do the Twist with Ray Charles," according to Len Sachs, the label's director of album sales and merchandising. Dickery is supplying dealers with spiral displays material for window and counter displays in conjunction with store and rack promotions, and has also undertaken a radio campaign to point up Charles' association with the Twist craze.

Opry Scores Smash Success At Carnegie Hall

NEW YORK—WSM's Grand Ole Opry's sojourn to Gotham last month (29) was received warmly by a cheering, near-capacity audience. The performance, a one-shot affair for the benefit of the Musicians Aid Society of New York, was proof-positive of the current popularity of the most popular country and western music. The Chanterel from Nashville were given a welcome that is usually reserved for top international stars.

D'Fano Jets To Europe

NEW YORK—Bobby D'Fano, new artist on the Palette roster, flies to Europe for wax sessions, TV and club dates. Says by bon voyage to the young singer is Palette ex-CEO Irvin Robinson.

Altschuler Heads Atlantic Ad-Promo Dept; Kramer Into Gospel Mgmt. Field

NEW YORK—Bob Altschuler has been appointed director of advertising and publicity for Atlantic Records, replacing Gary Kramer who has left to form his own personal management and producing firm. He will talk closely with Neshi Ertug, the label's veep, assisting him in coordinating LP releases on both labels.

Mercury Mails Int'l LP Catalog

CHICAGO—A new Mercury four-color international catalog is on its way to the firm's overseas licensees. Response to the catalog has been tremendous, the label reports, and already a second printing run is scheduled. The catalog, as used by dealers overseas in many countries, is sold along with a 7 inch 45 rpm recording, thus liquidating the cost of the catalog. The catalog contains a complete listing of all the Mercury product available overseas by title and artist, as well as four-color reproductions of 216 albums in the regular, pop, jazz, and classical lines. There are also full-color reproductions of the first 14 albums in the label's Perfect Presence Sound Series. In all, almost 500 album listings are listed.

UA's 3rd EMI Single Is Aussie Novelty Hit

NEW YORK—United Artists Records last week released its third single obtained from EMI in England. Latest acquisition is "My Boomerang Won't Come Back," by Charlie Drake, currently a hit in Everest Records, and making noise here, according to UA.

Previously, UA released singles by Shirley Bassey and Danny Williams. Art Talmadge, president of UA, said that arrangements have also been completed for new singles by both Bassey and Williams to be issued early in 1962, and an album by Miss Bassey will be out in January, coinciding with the singer's return to the U.S. for personal appearances and television, including "The Four Sullivan and Gary Moore shows.

Drake, a star of British television, has been associated with show business for more than 20 years, and has been starred in practically every phase of the industry. He is currently appearing in his own television series, "Drake's Progress" and is frequently seen on other major video shows.

Talmadge said UA will continue to work closely with EMI on their lessees of new English-made records in the U.S., carefully select producers and performers who have the potential to expand their domestic successes to the U.S.

Everest's Hasin Visiting Western Distributors

NEW YORK—Charles Hasin, national sales head of Everest Records, left last week (29) for a tour of the label's western distributors in Denver, San Francisco, Los Angeles and Seattle. He will pay particular attention to two singles, "You Don't Have to Be a Tower of Strength" by Gloria Lynne and "You'll Come Back" by Ronny Douglas, and a LP, "The Music from Milk & Honey" by Wild Bill Davis and Charlie Shavers.
Columbia Gets Cast LP Of "We Take The Town"

NEW YORK—Columbia Records will release the original-cast LP of "We Take The Town," the upcoming musical starring Robert ("Music Man") Preston, according to an announce-

ment last week by Goddard Lieberson, label prexy.

The show marks the label's fourth Broadway musical acquisition of the 1961-62 season, the others being the already released "Kean," and the up-

coming "Sundown Are For Sleeping" and "All American." presented by Stuart Ostrow's Buc-

tart Company, the musical stars Pres-

ton as Pancho Villa. A March, 1962 opening on Broadway has been set.

"Town" will have a book by Felice Bauer and Matt Dubey, with music by

Harold Kaer and lyrics by Dubey. Alex Segal will direct.

As previously reported, Columbia has just cut "Seven Come Eleven," the cabaret revue now playing in New York at Julius Monk's nitey, Upstairs at the Downstairs. Miles Krueger produced the LP at Columbia's 39th Street studios on Sat., Nov. 25. In order to recreate the atmosphere of an actual cabaret performance, Krue-

ger provided a "live" once consisting of over 100 show business per-

sonalities. Featured on the recording are the revue's six young performers: Philip Bruns, Cell Cabot, Rex Robbins, Steve Roland, Donna Sanders and Mary Louise Wilson. As in the actual nitey performance, the singers are accom-

panied by pianists William Roy and Carl Norman.

Cadence Names

Promo Exec

NEW YORK—Budd Doolinger, head of the Cadence label's sales and promo-

tion department, has just appointed Joe Sall to handle promotional activities for the firm.

Zeltzer, formerly associated with Musical Sales in Baltimore for four years as sales manager, will contact deejays, one-stops, rack-jobbers, op-

erators, etc.

Coed Sees "Sleeper"

In "Blue Angels" Waxing

NEW YORK—Coed Records, this city, feels it a "sleeper" in "Flying Blue Angels" by George, Johnny & The Pilots, a deck based on the network TV"er, "Blue Angels." The label reported last week that sales in Vancouver had reached 6,500 and that the single was getting action in Milwaukee and Boston.

Kapp Sales In Far East Growing, Steinmetz Reports

NEW YORK—Kapp Records has broken the language barrier insofar as record sales are concerned, accord-

ing to Eric Steinmetz, Kapp export manager, who just returned from an extensive trip to the far east, which included Taipei, Formosa, Tokyo, Japan; Okinawa, Honolulu and Manila.

The overall export picture for Kapp has been steadily improving and the Far East, which has never before been accorded much attention from the in-

ternational perspective, has grown considerably, attested to by the ac-

ceptance of good music, Steinmetz notes.

The exec feels that the oriental and far eastern youngsters are beginning to dig American music irrespective of the language barrier. While a good deal of our music is not only copied, but even deliberately pirated, said Steinmetz, Kapp has sold its English language versions extensively. He es-

timated that the expanding sales prospects for the Far East are far from reaching a peak and may not do so for at least another five years. The Kapp export manager detailed how he met with many of the label's distrib-

utors before reaching this conclusion.

In other areas, the figures indicated strengthening business for Kapp as well as U.S. singles and LP's in all areas covered.

Kapp's foreign policy in other areas has paid off in both exporting its product abroad, and in importing ma-

terial for U.S. distribution, resulting in hit-making Lolita from Germany ("Sailor" and many others), several hits for Jane Morgan, and lately the youthful Italian vocal sensation Roberto, who despite his youth (12), has already earned the plaudits of international critics and the appellation of the "Young Caruso."

Charles Beulike Heads Col.'s Publisher Liaison

NEW YORK—Charles Beulike has been promoted to the position of man-

ager of publisher liaison in the Pop A&R department for Columbia Rec-

ords, David Kapralik, Columbia's dir-

ordinator of pop A&R, announced last week.

In his new position, Beulike is responsible to Kapralik for maintaining liaison with music publishers. He will also be handling contractual arrange-

ments for recording sessions in the New York area.

Beulike joined Columbia in October, 1960 as supervisor of A&R for the Columbia Record Club, Inc. His mu-

sical background includes a number of years as a musician and arranger with Charlie Ventura's orchestra.

Cash Box—December 9, 1961
Steve & Eydie To Columbus
According To Greengrass

NEW YORK—Steve Lawrence and Eydie Gorme are moving over to Columbus Records, according to Ken Greengrass, the pair's manager, who announced that his firm, GLG Productions, would produce LP & singles and LP's for Columbus.

A spokesman for United Artists confirmed that the week of Oct. 12, the performers were no longer on the label, but Columbus had no statement on the move.

Under a new indie producing set-up at GLG, Greengrass announced that the firm would produce dates for UA's The Highwayman, and that Don Costa, who managed by Greengrass, would work independently with GLG in producing sessions for the Colpix label. Costa has his own producing firm.

Greengrass also disclosed that the firm is also planning a strong entry into TV and radio production.

Roulette's Levy Makes TV Bow To Tell Of Twist

NEW YORK—Morris Levy, Roulette Records topper, made his TV bow last week when he appeared on CBS-TV's "We the People." Levy was shown via a six minute tape, at his niter here, The Roundtable, which has changed to a nightly Twist policy, including Sundays, and he explained his own version of the dance, with his explanations sandwiched between those of an anthropologist and psychologists.

According to Roulette, Levy does not plan to turn his short TV shot into a TV career—at least not right now, with what his Twist activities in the Nineties, under the label's band name, and LP, "The Peppermint Twist" by Joey Dee & The Starlits and "Joey Dee at the Peppermint Lounge," respectively.

Quality Drugs Names Rack-Jobbing Head

PHILADELPHIA—Ralph T. Anderson, president of Quality Drug Serv-ice Company, Inc., of Des Moines, Iowa, has announced the appointment of Roy J. Perini, as director and buyer for Quality's disk division. Perini, formerly of Detroit, Michigan, a veteran of fifteen years' experience in the field, was associated with Merchants Wholesale Service Company, Handelman Company, and Neider Brothers Variety Stores.

The addition of Perini marks another step in the growth of Quality Drugs, one of the leading rack merchandising operations in the Middle West. Quality Drug is a serv-ice distributor for nationally advertised health and beauty aids, house-wares, and soft goods, as well as for records in leading chain stores throughout the area.

Qualidy Drug, through its Presi-dent, Ralph T. Anderson, is a charter member of the National Association of Record Merchandisers (NARM).

Things Keep Humming As Cameo-Parkway Tries To Fill Twist Orders

NEW YORK—Thanks to its Chubby Checker Twist catalog and other en-tries, the Cameo-Parkway set up is building a strong series of pressing plants.

Around-the-clock basis seven days a week in an effort to fill distributor or-ders, according to the firm's Al Cahn. Every week with the seven pressing plants, Cahn noted that "we are still running approximately 10 days be-hind on deliveries, and at the rate orders are coming in at Mills Music, it wouldn't be worse instead of as far as the back order situation is concerned."

Cahn also noted that label and jacket designs have reported that they have "never seen anything like this and are also running 10 days be-hind in filling our orders."

Cameo-Parkway's new office hours, according to Cahn, are 8 AM to 12 Midnight.

Besides Checker product, activity at the firm is centered around the albums "Bobbi & Sydell," a single from the latter LP, "Jingle Bell Invitation" and "Jingle Bell Rock," a Meyer Davis Twist LP, and a new single, "Happy Joe."

Richard Hayman Inks Pact With Mills Music

NEW YORK—Richard Hayman, the harmonica artist and composer-arranger, has just signed a 10 year exclusive contract with Mills Music. Jack Mills announced last week Hayman, who records for Mercury Records, is about to have released an album of Harman music that are ar-ranged. From these, separate arrange-ments will be made available for school bands and orchestras.

Hayman has made 36 albums for Mercury. In the past ten years he has arranged for the Boston Pops as well as being a guest conductor with the orchestra.

Among Hayman's novelties the Pops have played during the past sea-son are: "And Now A Word From Our Sponsor," a synthesis of TV com-mercials, "A Roundelay," a pot-pourri of themes from westerns; and a medley of Broadway show tunes.

In honor of his newborn daughter, Suzanne, Hayman has composed his first work for Mills. The instrumental is also called "Suzanne" and Mitchell Perini is writing lyrics to the main melodic theme to be released shortly as a vocal.

Song Directory Contains More Than 100,000 Titles

NEW YORK—The titles of over 100,000 song titles have been divided into 355 categories in "The Stecheson Classified Song Directory" just published by The Music Index Press of Holly-wood (225, 563 pages).

The song categories include, besides subject matter of the songs, writers, musicians (Broadway and films), recording artists, winners and sellers. The publisher of each song is identified (a separate publish-er's index is included).

Others have noted that the volume can serve a wide range in the entertainment field, including the needs of labels, various departments of TV and radio outlets, flick studios, managers and retailers.

The book was compiled by Anthony and Anne Stecheson.

Liberty Declares 10c Quarterly Dividend

LOS ANGELES—The board of direc-tors of Liberty Records have declared a regular quarterly cash dividend of 10c a share payable Dec. 15 to shareholders of record as of Nov. 24. A total of 204,500 common shares and 402,777 Class B shares outstanding. Class B shares do not receive dividends and are convertible on a basis.

$5 Million Yearly From Labels Helps U.S. Music Appreciation

NEW YORK—The record industry contributes more than $5 million an-nually to the education and apprecia-tion of live music.

Since 1948 such contributions by the industry have exceeded $35 million. The figure was announced just as hearings were called by the Select Committee on Education of the U. S. House of Representatives that are investigating the economic status of the performing arts in the United States.

The monies contributed by labels are used to sponsor live perfor-mances by sending musicians to play in schools, hospitals and other charitable institutions, in playground and public parades and at local and national patriotic observances.

Pincus Sets Pubbery For Foreign Pic Scores

NEW YORK—The formation of a firm specializing in the exploitation of theme songs and music scores from foreign films has been announced by George Pincus, head of the Pincus-Gil pubbery. The firm is the Artin Publishing Corp., this city, is a joint enterprise of the Pincus interests with Jay Frankel, of Artin Records, im-ports of classical LP's, and M.J.P. Enterprises, film distributors.

The firm's initial project is the theme song from "Ballad of a Sol-dier," the highly noted Russian film. First American has been cut by Kapp Records' Emanuel Vardi and His Orchestra for release soon. In addition, the firm has also acquired the score to "A Summer to Remember," another highly rated Russian flick.
Every two weeks 4,000 leading record retailers in Great Britain and the continent receive the mailing shown below free of charge. About six months ago The Cash Box instituted this service to help all record manufacturers and publishers promote their product in all the key markets abroad. The list of 4,000 retailers was put together by the Great Britain and continent manufacturers with no restrictions as to quantity. We asked for a list of all the important dealers the manufacturers wanted to see receive this leaflet.

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|...THE CASH BOX TELLS THEM!!!!...|
Blue Note Issues 5 LP’s; Label Hopes For Hit Single

NEW YORK—Blue Note Records has just released five jazz LP’s, one of which, “Midnight Special,” by organist Jimmy Smith, the label hopes will prove to be its first pop singles success.

The firm released the album’s title track after exposure resulted in “many calls” for the disk on the retail level. Label is planning to service pop dealers who want to program the deck.

The other releases are: On The Spur Of The Moment” by the Horace Parlan Quintet, “Blue Lights” by Kenny Burrell, “Here “Tis” by Lou Donaldson and “Let Me Tell You” by Lee Parkers (the first new album in over three years).

Panel Debates “Is Stereo Necessary”

NEW YORK—An audience estimated at between 300 and 400 persons heard a debate, “Is Stereo Necessary?” at the New York Hilton Hotel here last week (28).

The debate, sponsored by NARAS, the disk awards organization, produced the general conclusion that stereo was not yet perfected, but had a future, and that it had already made a great deal of money.

On the “pro” side of the panel felt that stereo was “not true” and that it was done just for effect, while the “con” side felt that it “enhanced music” and was commercially successful.

The “pro” panelists were Ennio Licht, Skitch Henderson, Bill Millenberg, of Apex, and Manny Albam. The “con” panel consisted of Dave Kapp, Francis Robinson, an assistant at the Metropolitan Opera, Woody Herman and Gerry Mulligan.

Also discussed were the problems and difficulties encountered by engineers in recording in stereo, and whether the stereo effect was at the expense of the material.

The moderator was WNYC-New York deejay William B. Williams.

Indie Producing Firm Formed For Int’l LP Series

NEW YORK—An indie producing firm that specializes in LP’s with international appeal has been formed by Michael Golat, who heads Centro Importers, this city.

The firm is currently represented by “Rejoice” on the Heritage label, of which Centro has distribution rights.

The LP contains “The Torah In Song” on one side, and “Wedding In The Old Country” on the other. Centro will appoint distributers on a local basis.

Big Bandwidth Push

HOLLYWOOD — Liberty’s national sales manager Don Bohanan (left) and national promo manager Bob Skaff, kickoff a sales push for S. Zenter’s LP “Big Band Plays The Big Hits.”

Jubilee Bows New Albums Series With 5 LP’s

NEW YORK—The Jubilee label has just bowed a 5000 album series with the release of five LP’s. Three more albums in the series (within four $48 stereo) are set for issue right after the first of the year.

The initial LP’s are “The Best of Delta Reese,” “The New Saure Dance” by Otto Weiss & His Orchestra and “Theme From My True Love” by Piero Sofferi. “How Deep Is The Sea” by the Jaks-ites and “Pops, Classics And Encores” by Walter Scharf.

The diskjockey Steve Blaine noted that heavy airtime exposure was expected since all the LP’s were very “playable” entries.

Clovers Return To Atlantic

NEW YORK—The Clovers, vet pop-R&B songsters, are back at Atlantic Records, where they first gained disc fame. The group’s first single on its return is “The Bootleg Green” and “Drive It Home.”

The vocalists, who last cut for the label three years ago, were with the label from 1956-1958, and such now teen classics as “Don’t You Know I Love You,” “Devil Or Angel,” “Love, Love, Love,” “One Mint Julep” and “Lovey Dovey.” Buddy Bailey and Billy Mitchell are two of the members of the quartet still singing with the crew.

Kramer To Manage Gospel Stars

NEW YORK—Gary Kramer resigned last week as Atlantic Records’ director of advertising and publicity to establish his own personal management and production company.

The firm, Jubilee Records Corporation, with offices at 1775 Broadway, will specialize at the outset in representing gospel artists and in producing gospel concerts under its own name, while the rap and pop artists will be handled by Jubilee as well.

Kramer’s first major project will be co-producing “Black Cat,” which he commissioned famed poet-playwright Langston Hughes to write for him. The play opens Dec. 11 at the 41st Street Theatre in New York. (BMI) and Lyric Music, Inc. (ASCAP). The former firm has acquired five gospel songs by Alex Bradford that were released on their recent Choice album, “Jesus Keep Me Near The Cross.”

Davis Swings For Capitol

HOLLYWOOD—Tommy Davis, outfielder for the L.A. Dodgers, staggered slightly with a stack of singles given him by Jay Stint, single sales manager for Capitol Records. Davis joined the promo staff of Capitol last week and will do radio-contact work in the Southern Calif. area. The position is strictly an off-season job and Davis will return to the Dodgers for spring practice at Vero Beach, Fln next year.

SLEEPY KING

“PUSHIN’ YOUR LUCK”

JOY 257

ROYAL PLASTICS

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DIRECTIONS
England's Top Ten LPs

1. Another Black & White Minstrel Show—George Mitchell (HMV)
2. Something For Everybody—Elvis Presley (RCA)
3. 21 Today—Cliff Richard (Columbia)
4. The Shadows—The Shadows (Columbia)
5. South Pacific—Soundtrack (RCA)
6. Black & White Minstrel Show—George Mitchell (HMV)
7. The Best Of Barber & Volk Vol. 2—Record & Silk (F. Goldene Glnes)
8. The Roaring 20's—Soundtrack (Philips)
9. Sound Of Music—London Cast (Decca)
10. That'll Be The Day—Buddy Holly (Ace Of Hearts)

England's Top Ten EPs

1. The Shadows To The Fore—The Shadows (Columbia)
2. Button Down Mind Of Bob Newhart (Warner Bros.)
3. The Shadows—The Shadows (Columbia)
4. The Dream—Cliff Richard (Columbia)
5. The Temperance Seven—The Temperance Seven (Decca)
6. The Shadows—The Shadows (Columbia)
7. Christmas With Nina & Frederik—Nina & Frederik (Columbia)
8. The Shadows—Nina No. 1—Nina & Frederik (Columbia)
9. The Temperance Seven—The Temperance Seven (Decca)
10. Cliff Richard's Silver Discs—Cliff Richard (Columbia)

Belgium's Best Sellers

1. Brigitte Bardot (Rober Seto) (Vogue)
2. Vogue, Dino Garcia/Palettes, James Last (Nevins-Kirshner)
3. Gino D'Acampo (RCA)
4. Nina & Frederik (Columbia)
5. Nina & Frederik (Columbia)
6. Nina & Frederik (Columbia)
7. Nina & Frederik (Columbia)
8. Nina & Frederik (Columbia)
9. Nina & Frederik (Columbia)
10. Nina & Frederik (Columbia)

Holland's Best Sellers

1. I'm Gonna Knock On Your Door (Eddie Hodges/Cadence) (Bellamin-Amsterdam)
2. Brigitte Bardot (Jorge Vega/Bazemore, The Emergents) (CNR, Dino Garcia/Palettes, The Butterflies/Philips) (Peter Plumb Publications/Bruns; sole agent: Kitty Van den Berg)
3. Och Was I Kaan (Johnny Hoof/Philips) (Benedux Music/Weer) (Billy Moss/Mark/Philips)
4. The Shadow Of Your Hand (United Artists, Lone Dovgan/Pye) (Les Ed. Int. Basart/Amsrists)
5. Hello Mary Lou (Bobby Nelson/Imperial, Harry Bink/Ideal) (Les Ed. Int. Basart/Amsrists)
6. You Don't Know (Helen Shapiro/Columbia) (World Music/Bruns)
7. Paloma (Freddy/Polydor) (Mamma (Roberto/CNR), Les Ed. Int. Basart/Amsrists)
8. Los Palominos (Tony Dolarra/Delta) (Editions Altona/Amsterdam)
9. Popolovo (Tony Dolarra/O mega) (Francois D'Amery)
Following in the footsteps of the Capitol Records “Song Without Words” contest, Liberty Records has released an EP containing four tunes without lyrics written by 4 of Germany’s top pop composers. The songs penned by Michael Jary, who wrote the million seller “Wir Wollen Niemals Auseinan- dern,” are included in the EP. Last year’s prize winning composer, Ruedi Alberti, who scored a hit in his many years as a composer, Heino “Calcutta” Gaze and Lothar “You, You, You” Olias are all published by the EMI house publishing firm Edition Accord. All 4 will receive a new record and there will be 3 prizes will be awarded for each of the 4 numbers. The winning lyrics will be chosen from the contributions from the song as well as a record on Electrola and a 500 DM ($125) cash prize. The 2nd best text will be awarded a cash prize of 300 DM ($75) and the 3rd best text will be awarded a 200 DM ($50) cash prize. The editor of Electrola, the distribution chief of Electrola, the composer of the number, the lyricist and the writer of the song will receive 200 DM ($50) each. Current chief writer and the chief of the publisher Edition Accord. This great new idea should not only turn up a few new talented text writers, but should also sell many more records. The contest is open to all who are interested in the music industry. The Twist is growing stronger. The trade press has started its publicity campaign and the record firms are starting their move on the market with their new German recordings. The EP of the young German star Bill Ramsey, who has created a sensation on this market with his German waxings, will leave Polydor Records for the label, and only RF will be sold on the market. Both of the most of the Ramsey hits, and is now the chief A&R man for Electrola. Bill will switch labels when his contract runs out next year.

Chancellor Records is also officially distributed now by the Storyville-Switzerland firm. The label, which was at first distributed by Ariola Records to the indie distribution of Hendrik Mihkula in Frankfurt. Werner Martin will still handle public relations and artist promotion for the label in Germany.

German stars are enjoying more and more popularity among the German speaking Americans. Folk singer Willy Schneider just enjoyed a triumph at the “Song Without Words” contest, and the young composer, who has been invited to visit Chicago and Milwaukee. Gerhard Wendland is also set for a U.S. visit. Wendland, a young American star Bill Ramsey, who has created a sensation on this market with his German waxings, will leave Polydor Records for the label, and only RF will be sold on the market. Both of the most of the Ramsey hits, and is now the chief A&R man for Electrola. Bill will switch labels when his contract runs out next year.

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As the Christmas season is getting nearer, Mexican labels have released special discs. Musart cut with The Choir of the Missionaries of The Spirit of the songs “Noches De Paz” (Silent Night), “Campanas Navideñas” (Jingle Bells), and “Paseos Por El Camarín”. At RCA, “Paseo por el Camarín” has been released as a special gift for the season. In addition, “El Gallo” has been released by the well-known group “Los Pachucos”. These records feature beautiful arrangements and are sure to be a hit with the fans.

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France’s Best Sellers

1. Charles Aznavour - "Si la vie était un roman"
2. Edith Piaf - "Non, je ne regrette rien"
3. Jean-Paul Belmondo - "La Classe de F.B.
4. Yves Montand - "La Voix des Oubliés"
5. Aznavour - "La Voix des Oubliés"

Mexico’s Best Sellers

1. José Alfredo Jiménez - "El Amor de Mi Vida"
2. Silvia Pinal - "Tu Voz"
3. Pedro Infante - "Amor"
4. probe. - "La Noche Más Llena"
5. Ana Gabriela - "Amor"

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4. Yves Montand - "La Voix des Oubliés"
5. Aznavour - "La Voix des Oubliés"
**Sweden's Best Sellers**

1. **Violetta** (Ray Adams/Fontana) Stockholms Musikproduktion
2. **I'm Gonna Knock On Your Door** (Eddie Hodges/Cadence) Belinda (Scandinavia) AB
3. **Hit The Road Jack** (Ray Charles/ABC-Paramount) No Publisher
4. **Saint Are Live** (You Can Have Her) (Anita Lindblom) Fontana (Bens Music AB)
5. **Alpinos Row** (The Violents/Sonet) Sons Music
6. **Dance With A Dolly** (Danita Jo/Mercury) Gehrmans
7. **Borgen Berget** (Lech Lomend) (Siv Malmquist/Metronome) Multitone
8. **Michael** (The Highwaymen/United Artists) Multitone
9. **Hello Mary Lou** (Ricky Nelson/Columbia) Bens Music AB
10. **Little Elvis** (Elvis Presley/RCA) Belinda (Scandinavia) AB

**Norway's Best Sellers**

1. **When The Girl In Your Arms** (Cliff Richard/Columbia) Belinda (Scandinavia) AB
2. **Comeo** (Petula Clark/Pye) Wilhelm Hansen Musikforlag
3. **Little Sister** (Elvis Presley/RCA) Belinda (Scandinavia) AB
4. **Swedish Fishing Song** (Ping/Ping/Sonet) Sweden Music
5. **Violetta** (Ray Adams/Fontana) Stockholms Musikproduktion
6. **Mandala** (The Four Jacks/Odeon)
7. **Cinderella** (Ping/Ping/Sonet) Sweden Music
8. **Walking Back To Happiness** (Helen Shapiro/Columbia) Wilhelm Hansen Musikforlag
9. **They Do It For Us** (Machucambos/Decca) Multitone
10. **La Paloma** (Dario Campeotto/Sonet) Winckler—Production

**SWEDEN (Con't)**

Yvonne Normann will make a record debut singing to Paul Anka songs in Swedish with Fonopolis. American singer Jay Epp, recording for Mercury, is still in Sweden where he has had a good week. One of the records he has sold is By Now, which has been in the charts for a week. He has been working on his new album and has a few more weeks of work before he returns to London.

Ove Hahn, a.c.e. producer of a recent Swedish song, is looking for new material and has offered a contract to a singer who has recorded a new album. He has also offered a contract to a group of Swedish musicians who have just finished their first album.

Oke Hodges/Cadence reported that STIM, the Swedish music publishers' organization, has been working on new material and has released a new album. The album includes songs by various Swedish artists and has been well received by the public.

**Latin Charter in New York**

NEW YORK—Enrique Guzman (left) Columbia Records artist and popular Latin-American entertainer discusses new recording activities with dailery's co-ordinator of Latin-American a.e.r., Peter Rosaly, during the singer's current Gotham concert.

According to the published figures of our nearest competitor, we CashBox have about TWICE as many paid foreign subscribers around the world.
From Moira Delray of the Lee Gordon office comes news that during his press function at London's first international concert tour, Frank Sinatra will be accompanied by a 25-piece orchestra which will be conducted by Bill Miller, who accompanied Frank on his last visit to this country. Two other American lead musicians will be in the orchestra—Mike Mansfield (Maul) and Mike Meir. It is believed that Moira also advised Cash Box that arrangements have been completed for the third visit to Australia of Bobby Rydell for the 1965 season. Joey will appear in Adel- lade, Melbourne, Brisbane and Sydney. Also on the show will be the "Twist" king, Chubby Checker, plus other American artists still to be named. These new bookings are in addition to the concert promotion field by Gordon after an absence of many months. Gordon was one of the first promoters to import American acts on a large scale to Australia.

One of the hottest titles right across the country at the moment is the novelty item, "That's My Job," sung by the Mr. Macklin Trio, a three-man British band. The song, popular on this side of the world, has been selling well in Australia, drawing attention to the hiring of a band to promote the song. The Mr. Macklin Trio consists of Mr. Macklin, Mr. Page and Mr. Thompson, and they are proving to be a popular attraction in London and Ireland. They have been touring the provinces and have been doing well in the competition for the top spots in England.

Mercury Records just issued a new single by Crash Craddock, "Ole King Cole," c/w "A Diamond Is Forever." This is Craddock's first release here in many months, but it is a short while back that Craddock was one of the hottest records in the world. They have got some fine and valuable exposure for this current RCA single "Happy Birthday Sweet Sixteen." This was Neil's second trip to Australia and he was well received that he could return here early in the New Year for further tours of this country. Also from Mercury (this time as an Astor label) is the first release of the local artist Bobby Cookson, which carries "That's Alright," c/w "Flutter Flutter."

Sudaka visited Australia again recently to appear on TV's "Revie '61," one of the country's most popular television shows. Sudaka, who is currently on tour in Australia, has had many hits in Australia and has also sung at a few local clubs. He has been well received and is expected to return early next year.

While on the subject of television, one of our most popular personalities, Barry Humphries, is currently on tour in this country. He is doing several shows a week for the ABC (Australian Broadcasting Commission) and has been well received. He is also expected to return early next year.

Record companies in particular—and disk jockeys to a lesser degree—are taking quite a while to show any real big influence on the local record market. The most successful artist to date is the revival in this field of Kenny Ball—one of Australia's top sellers but these records are doing fairly well, since it has gained quite a bit of exposure on the local market. However, now that it is in Australia, the local market is currently dominated by Swing and many local dances are placing strong emphasis on the Charleston, Lindy Hop and Balboa. The ABC (Australian Broadcasting Commission) has also completed a survey of the market with the results being quite impressive. The survey showed that the ABC (Australian Broadcasting Commission) has a strong influence on the local market, with many of their programs being well received. They have a strong following and are doing well with their new releases. Many of our prominent commercial radio stations which previously concentrated on Top 40 programming are now running special little sets on the ABC (Australian Broadcasting Commission) programs, which are undoubtedly stimulating consumer interest in swing-instrumentals.

New single releases from the Festival Group include "My Heart Belongs To Only You" by Jackie Wilson; "School Is In" by U.S. Bonds; "I Love You Love Me" by The Paris Sisters; "Big John" by The Shirelles; " Fool Number One" by Brenda Lee and "Moon River" by Carmen Cavallaro. In the package goods field they have an EP of "Col' Joye Sings For Boys And Girls," and "Elvis Presley." The ABC (Australian Broadcasting Commission) has also completed a survey of the market with the results being quite impressive. The survey showed that the ABC (Australian Broadcasting Commission) has a strong influence on the local market, with many of their programs being well received. They have a strong following and are doing well with their new releases. Many of our prominent commercial radio stations which previously concentrated on Top 40 programming are now running special little sets on the ABC (Australian Broadcasting Commission) programs, which are undoubtedly stimulating consumer interest in swing-instrumentals.

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Canada's Best Sellers

**ENGLISH**

1. Big Bad John—Jimmy Dean—Columbia
2. Cruel World—James Darren—Colpix
3. Walk On Bye—Leroy Van Dyke—Mercury
4. Teapot—Postmark—Tama
5. You're The Reason—Bobbi Edwards—Barry
7. Walk Away—Roy Orbison—Billboard
8. Fool's Paradise—The Ventures—United Artists—Eddie Fisher—Seven Arts
9. Fool's Paradise—The Ventures—United Artists—Eddie Fisher—Seven Arts
10. The Twist—Chubby Checker—Parkway

**FRENCH**

1. Maris—Pierrette Roy—Rusticana
2. Gose Jambon—Real Guitare—Trans Canada
3. Put Out Your Fire—Salvatore—Cavalier—Roger Miron—RCA Victor
4. French Songs—Les Chanteurs de France
5. Une Simple Strophe—Tino Rossi—Pathé Senecal—Trans Canada
6. Aucune Bete—Antonio del Playa—London—Jorge Veiga—Barclay
8. Yo—Les Machacumbos—London
9. Colombe—Fernand Giguere—Trans Canada
10. Dans Le Coeur De Ma Blonde—Marcel Martel—Apex

**ARGENTINA**

*continued*

- News from Oden: Ambar La Foq, whose "Mami" is a good success, has recorded another. The recording is being very profitee and was previously issued in Buenos Aires, and Spanish, Pepe Reyes—good bolero singer—is now working in Rosario, and will go to Mar del Plata soon very. Carolina Reed will return to Buenos Aires, where she is performing three weeks in Santiago. He'll take part in the current season "Café" program on channel 13. The label has released "En busca de Unica" by Miguel Celio, "Pena Estampa" (recorded in Peru by songtresses Teresa Velez), and "En busca de la Bruja," another important release is "Otra en Mexico," a LP recorded by Centro American star Ojucta Guille, whose LP was released last week.

- Mariano Rivera Conde, A&R of RCA Victor of Mexico, spent a week in Buenos Aires, before flying to New York. Rivera Conde listened to the latest recordings of the Argentinean label, and he expressed his interest in using some of the compositions in his own shows. He also expressed his interest in bringing new artists to the international market.

- The weekly Cash Box report, released by Aki in Mexico City, contains a list of the current hits in the Mexican music industry, including "I've been a fool," "I believe in god," and "I'm just a number." The report also includes a list of the current hits in the United States, with "Moon River" by Audrey Hepburn leading the charts.


- Argentina's Best Sellers: a list of the top-selling records in Argentina, compiled by Argentina's Best Sellers magazine. The list includes "Los Cielos," "El Tejedor," "Tina Teens," and many other popular songs of the time.

- Since December 1, record prices have increased 10%. The explanation of this increase is due to the increased cost of living. Several companies had already raised their prices before. Suggested retail prices for singles are now 79 cents, and for LP's 350 pesos ($1.75). Another increase of 10% is expected to take place next week. Some of the new recordings which are being very profitee are: "I've been a fool," "I believe in god," and "I'm just a number." These songs are hitting big in Argentina and plenty of big albums are taking dead aim at the Christmas season. Some of these albums are brand new, others have been around for a while but really starting to pick up sales.

- News from Canada: RCA Victor is still the most popular label, with "Moon River" by Audrey Hepburn leading the charts. The label also released a new LP of "The Last Unicorn," a movie by Roger Stone, which is expected to be a big hit. Another important release is "I've been a fool," which is already topping the charts.

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The entire industry was saddened to hear about the deaths of Mrs. Jimmy Rodgers, wife of the Hall Of Fame country chan-tryer, on Nov. 26 in San Antonio. Funeral services were held last week in Meridian, Mississippi. Our condolences.

Even a blizzard can't keep country music fans away from supporting their stars. While on the A. V. Ben-ford tour last week, Warren Smith and Webb Pierce were caught in the midst of the worst snow storm to hit El Paso in 30 years. The Texas-New Mexico area was a blanket of snow. Webb and Warren had been due to perform in Albuquerque, Roswell and El Paso that weekend and decided to complete their engagements in spite of the storm. Much to their surprise, the snow helped, as the crowds were terrific.

Hank Locklin has a new hobby. While he was in Texas he boggled 'cat caller'—it is like a duck caller but calls wildcats, foxes and wolves. Hank got out on his ranch in Florida and actually called a wildcat. Hunter said the wildcat came right up to him, and before he could shoot it he aged about ten years.

Any DJ wanting a copy of Georgie Riddle's new one on UA records can get it by sending in a request on a station letterhead to Box 1406, Victor, Texas or to Gabe Tucker, 311 E. 11th St., Houston, Texas. Riddle just completed a swing through Colorado, New Mexico and Texas with George Jones, Faron Young, and Darrell McCall.

GJX-Yorkton, Sask., recently completed sponsoring their third country music spectacular with a terrific re-

sonse from the fans. On two of the shows patrons had to be turned away from the doors, and in most cases the shows were sold out in advance. Sta-

tion personality Lorne Harson acted as host to such country stars as Buck Owens, Jim Reeves, Ferlin Hussy, Hank Snow, Wanda Jackson, Roy Drusky, Jimmy Newman, Claude King and Billie Jean Horton.

Joe Ray, free-lance spinner, sends out an urgent request for country and gospel singles and albums, plus 8 by photos of artists in these fields. Ray has country shows on several Pa-
tations and asks that all material be sent to him c/o Hewethatway Ranch, R.D. #8, Box 162, Sagertown, Pa.

Sonny Burns has signed Wall Bre-

dee to handle his programs. Son-

ny's first deck for UA. "Blue House Painted White" shows real potential reports. Wall, Deeway and the others were missing in the initial mailing may ob-
tain additional copies by writing to their station's letterhead to Wall at 8018 Anacortes St., Houston 17, Texas.

Smoky Smith sends along some good words about the Jimmy Dean tour he recently completed. While booked at the Wharton Fieldhouse in Moline, Illinois, Smokey reports that an estimated 3,000 fans were turned away, which created a traffic jam the likes of which the local police dept. has never encountered. The show con-

sisted of Jimmy Dean, Leroy Van Dyke, Patsy Cline, Billy Grammer and René Waters.

Imperial has released a new LP by Slim Whitman. Although deejay samples have been sent out by the label, Herb Shucker, Imperial rep in Nashville, has a limited supply of albums for any chance the fan-
mans single release, "The Old Spin-

ning Wheel" continues to do well on the charts. Samples of this are also available to spinners by writing to Shucker at Box 292, Madison, Tenn.

KDEX-Little Rock, an all-country outlet for more than a year, is short on product from the major labels. Hal Harris, who is currently doing 18 hours a week over KTTL-Texas City, asks that platters be sent to him at 214 South Center, Pasadena, Texas.

Bill Blough, popular country spinner, has added an evening show to his six-day-a-week daytime show on WKRD and WKRD-FM in Aurora, Illinois. Bill's new show occupies the 6-8 P.M. slot on the station's FM outlet. Deeway now accepts telephone calls during the show.

Johnny Mosjes writes that he was down Atlanta way last weekend and met Jim Reeves for the first time. Johnny was really touched by Jim's heart and says that the singer is one of the warmest entertain-

ers he ever encountered. After his show, Jim went out of his way to make a blind girl know that he really appreciated her interest in him. Johnny wants all country fans to know that they can really be proud of Brother Jim.

Gary Ingram, country spinner at WADA-Adelphi, N.C., sends out an urgent plea for disks and LPs. Dee-

Jay says that the distributors are neglecting him.

Webb Pierce recently headed up KCOL-Ft. Worth's "Big D Jamboree," along with Jerry Venable and his band from Wichita. Jeffie is today riding high with his fine wax of "That's A Joke Son." Country music's Johnny Mathis guested the same night at Ft. Worth's Majestic Theatre.

Howard Vokes has taken his rhythm guitarist, Tex Belin, under his managerial wing to groom him as a country singer. Vokes believes the kid can make it and recently cut him in four sides, two to be released soon probably on the Del-Ray label.
NOW 40 MANUFACTURERS
ARE ISSUING
7”-singles in 33½!

FACTS ABOUT THE 33½ ALBUM SINGLE

1. Forty record manufacturers are releasing 33½ stereo 7” singles from best-selling albums.

2. In dollar volume, 33½ album records outsell singles 7 to 1.

3. Many of today's greatest sellers are available only as 33½ album singles.

4. Seeburg is factory-built to intermix 45's and 33½'s.

5. Only Seeburg gives you full automatic intermix with no extra gadgets, no center-hole plugs, no conversion kits.

6. ARTIST OF THE WEEK, a Seeburg exclusive, brings to the coin phonograph, for the first time, the record industry's top salesman—the full-color album cover.

SEEBURG
the ARTIST OF THE WEEK
PHONOGRAPH THAT'S PERSONALIZED FOR YOUR LOCATIONS

WEEK OF DECEMBER 4—
SEASON'S GREETINGS FROM
PERRY COMO (RCA Victor)
GLENN MILLER TIME
RAY MCKINLEY (RCA Victor)

WEEK OF DECEMBER 11—
HILLBILLY HEAVEN
TEX RITTER (Capitol)
ARETHA
ARETHA FRANKLIN (Columbia)
DEPRECIATION

A Major Industry Problem

Some day the coin-operated phonograph industry will be recognized by the Treasury Department and its Internal Revenue Division as an industry that derives its income from a juke box—but not necessarily the same juke box in the same location for an unlimited number of years!

What we're driving at is that the IRS, after constant prodding and innumerable requests from not only the juke box industry but American business in general, fails to understand the necessity of a more liberal depreciation system on income-earning equipment.

It is almost unbelievable to hear from juke box operators who are being forced to continue to write off music machines on IRS tax returns on a five year basis at 20% per year. Anyone taking the time to understand the nature of the juke box business and, more important, the value of a juke box, new and used, and the length of time it can earn income, would immediately understand the inadequacy of such a rigid policy. And yet, because this system was used possibly ten or fifteen years ago by the operator, IRS insists that he continue to use the same system of depreciation because he has set the pattern.

First off, there is no nationally recognized equitable arrangement of depreciating a juke box. The operator in Butte, Montana, may enjoy a more liberal write-off than the Union City, New Jersey, coinman. This doesn't make sense. Both men pay the same for a new phonograph and receive approximately the same trade-in value when the machine is exchanged.

Secondly, the terms of depreciation are not fair. The five-year plan should not be used today because a juke box, under today's pricing and trade-in values, is not necessarily a five-year investment. Any efficient operator in business today will usually keep a juke box on location for four years. In many instances, the machine is traded much earlier, but four years appears to be a fair length of time in which to depreciate a machine.

Now the method of deprecating this machine is something else. To argue that a machine does not depreciate most during its first year doesn't make sense. In any event, it certainly does not depreciate the same during the fourth year as it does during the first and second years. We have previously suggested 40-30-20-10% arrangements only to be informed by many leading coin machine firms that even this percentage is unfair.

Philadelphia operators, aided through the efforts of a trade association, presently enjoy a 50-25-12%-12½% depreciation allowance over four years. Cries have been heard from areas suggesting that a reserve allowance should be permitted in addition to a more liberal allowance. These are the problems and they must be solved to the mutual satisfaction of all concerned.

The legislature will convene in January after doing almost nothing about a much-talked-about depreciation solution for American business during the first session of 1961. American business was not at all satisfied with the paltry hand-out which in many instances was of no benefit to most firms. A Treasury Dept. questionnaire was mailed and returned with comments from several thousand businessmen in the USA this year. The Department is currently working on a report which may induce more liberal depreciation on industrial equipment. Unless the Music Operators of America brings to the legislators in Washington, the problems of our industry and educates them to the point where they understand the inequities of present IRS rulings, it will be a long time before the opportunity again arises. The arguments in favor of more equitable depreciation systems for the juke box are many. The failing of a governmental department to efficiently conduct its function of taxing the American businessman, and thereby losing untold sums of additional taxes via the purchase and sale of new equipment (which most certainly would come about) should be brought to the attention of the powers that be.

With rising costs and a reduction in the value of the dollar over the years, and we're speaking of ten, fifteen and twenty years back, it is imperative that this situation be resolved. We can only see an eventual solution coming about through a meeting of the minds. Let the leaders of our industry enlighten the Treasury Department. Any progress at all would be a milestone in the history of the music machine business.
Parks Show Attendance Heavy; Elect Gurtler, Pres.; Fewer Coinmen Attend Exhibitors Ask For Longer Display Hours, Less Meetings

CHICAGO—The 43rd Anniversary of the International Outdoor Amusement Exposition closed last Wednesday, November 30, amid the familiar array of the association’s rank and files after a heavily attended banquet in the Hotel Sherman’s Grand Ballroom Tuesday evening. Exhibits and meetings remained in session until Wednesday.

The show was highlighted by the appearances of Guy Lombardo and his Royal Canadians, song stylist Betty Blake, and the fiery George Marshall’s orchestra kept the hotel aisles and ballrooms filled with a steady stream of visitors.

The election of officers for the next year was conducted Tuesday, November 28. John M. Gurtler of Elitch Gardens, Denver, Colorado, was elected president of the National Association of Amusement Parks, Pools and Parks. Formerly, he served as Idaho director. James E. Johnson (2nd vice president) of Hotels, Inc.; Joseph Malec, Poony Park, Omaha, Nebraska; John E. Phillips, the Aquatic Club, Dayton, Ohio; Harold J. Batt, Jr., Penochtrain Beach, New Orleans, Louisiana; and Fred Clemen, Springdale Amusement Park, Oklahoma City, Okla.; and Fred Clemen, Springdale Amusement Park, Cincinna
ti, Ohio.

There was a noticeable lack of coin-
men in evidence during the 4-day confab with only a few familiar faces in the crowd. The coin machine exhibitors which included Irving Kaye, Exhibitor Services, Inc., and Admiral Vending, Mike Xunions Corp., and several other firms did manage to attract visitors. The crowd was mainly from the parks departments.

Two vending firms showed machine installations for the first time and the general reaction was good one, according to officials from Automatic Coin Company of America and Automatic Retailers of America. This year, because of the parks industry has attracted the automatic merchandising field and it is expected that Betti in 1963 will exhibit next year.

A third hall was opened to house the record number of exhibits as 210 booths were held to hold the exhibits.

Several of the exhibitors presented the usual large segments of each day’s programs which were devoted to meetings and discussions. The show the last time spent at meetings dulled the appetites of those who may have intended to spend the last day of the show.

It was that investors expected a larger crowd that the overall crop to visit the booths.

C.T. McKelvy Dead At 67

Former Seeburg Exec Introduced Many Innovations To Juke Box Industry

CHICAGO—Carl T. McKelvy, 67, dis
tinguished and venerable dean of Coin-Op Industry Manufacturers, passed away early Thanksgiving morning. The cause of death was an abdominal aneurysm.

“Mac” McKelvy was vice-president and director of Seeburg Corporation for a period of almost 25 years starting in the late thirties. It was during this period he learned the most important innovations in the industry which he introduced. He was a prime factor in selling the income produc
ting character of remote control wall boxes which McKelvy’s company was the first to introduce.

The McKelvy family has ever hosted and all be
cause of a new building, and was in a dream and wound up as a reality.

Bert Bett, president of Eastern Novelty Distributors, one of three coin men who has started out as an operator, and suppliers of pool table operations to the trade, keeps telling the industry that although several hundred people will attend the summ
time meetings or conferences, the top people in town, “that it will be a social function.” He’s not kidding either.

The grand opening party which is scheduled for December 5 and 6, and on Sunday, will attract many people from all over the country, and major factory representatives and leading distributors from the eastern terminals will be in attendance in a grand display of enjoyment and unless the buyer is willing to break the time order, “he’ll have to wait until Monday,” is the way Bert jokily put it last week, while making ar
rangements for the affair.

Chiefly, it is for clubs, since the Bert Bett firm is a major supplier of pool table equipment on a national basis, will be Joe Cantor, reportedly the owners of a larger coin-
BETT BERT

United States champion billiard play-
er, Cantor, will be on hand both days and will exhibit some of the famous pool table shots ever seen in this area.

It’s an excellent player and a great showman,” said Bettii.

Of course, there will be the usual prizes for the kids and a group of games displayed to keep the kiddies busy while the parents enjoy them-
selves. Gifts for the ladies have also
been ordered and the first Christmas tre
e season of the year will be lighted and decorated.

Humbert BETT BERT

Hebert, Bert’s father, a veter
an of the business, will arrive from Italy in time to attend the party. After all, one of the firms owned by the Bettis, which is a large exhibit company, is going to France, and when Britain was at its peak of buy
ning following a lifting of restrictions on the importation of used equipment, from foreign shores. This year, after the dollar’s decline, was down, is dif
ferent however. The clamor for ex
hibit space hit a snag when last week.

With a renewal of the Royal Horticul

tural Hall for the ’62 show, exhibit space became limited.

Exhibitors Asked To Reduce Booths

ATE officials reported that many larger exhibitors were asked to pay
an additional displays from other com
panies and the result has reported
allowed for approximately 140 exhibit booths.

The vending industry excitement this year was expected to play a large part in this ATE show as it did last month at the National American Convention (see Vending News).

In the past, many of the coin and distributors are expected to at

tend this show in ’62 with the June cash and will be in the South Northwest and fruit machine industries taking major space here and there. This is also an expected result in a well-rounded conven-
tion of all types of coin-operated equipment.

Winning News Appears On Page 49

Cash Box—December 9, 1961
New York’s White Tower Chain
Opens Test Vending Restaurant;
Using Canteen Equipment, The Sandwich
Shop Announces ‘Tower-O-Matic’ Eating
Spot; First For New York City

NEW YORK—For the first time, hun-
gry New Yorkers can now eat in an
automated restaurant without taking
meals and beverages through coin-
quadrant dispensing. Such is the wonder
of the new Tower-O-Matic, a system
that this factory worker who has found this a
popular type of food service in com-
pany dining rooms and on his own
pace, and go about his business.”

John F. Farr, Automatic Canteen
Vending Equipment, Inc., president of
the White Tower Corporation, said
that the automation of restaurant
service, which will be as the first auto-

The automatic equipment in the new
Tower-O-Matic restaurant does every-
thing but hand-feed the customer.

Included are three glass-fronted
vending machines, each containing 120
food and beverage cabinets, refrigerated
or at room temperature. These are sup-
plemented by a separate vending
machine, which will be as a cold

Two Automatic Canteen bill chang-
ers are installed, one for custom-
ers who need change. The vending
machines and bill changer will be

One of the highlights of the all-
valuable Tower-O-Matic is the
“Tower-O-Matic” ovens which heat
foods piping-hot temperatures in
their own special ovens. These ovens
are all self-contained with no foreign
intervention needed.

“We believe that our lunchen and
dinner customers will appreciate this
Tower-O-Matic feature, as it is being
introduced to New Yorkers for the
first time,” Saxe said. “The casual
hut diner in Manhattan, just as with the
interior of Tower-O-Matic is
features ten vending machines and two
automated service center, matching
progress of vending feature with 200 sandwich shops waiting in wings.

New Jennings Milk Vendor

CHICAGO—The recent development
of the Jennings Milk Vendor was
designed for trouble-free operation in
school, in-plant, and office feeding in-
ers. In 1949, the Jennings & Co., this city.
This feature is reportedly especially
important in the case of limited maintenance facilities
generally available at these types of

The unit, called the Four-Selection
Automatic Milk Vendor, allows fast
disposal of contamination which serves
emulating the entire machine and
storing it. The Jennings & Co. is inde-
dependent conveyors, according to
company officials. This feature, fast
any milk vendor, allows any of the
four conveyors to be removed inde-
pendently of the others, so that
switches and motors. Resulting easy
cleanability allows the unit to

meet all sanitation and health codes,
said Jennings spokesmen.

Other important features offered by
the new Jennings Milk Vendor include a simplified trouble-
free operation brought about through
the use of only one small motor and
switch on each conveyor without any
mechanical parts in the dispensing
action; completely sanitary, tamper-
proof delivery stage, which is effec-
tively sealed off from the interior of
the vendor as the door is opened;
and an automatic cleaning system.

The unit will dispense 1/2 quarts,
1/2 pints and pins. It will also handle
most Canadian and foreign contain-
ers. Dimensions of the compactly
designed unit are 23 in. deep x 32 in.
wide x 71 in. high.

Vending Machines Highlight
London’s 9th Annual Factory Show

British Start With Tea-Coffee Machines
Expect To Progress To Full Line Vending

This report was written by the Cash Box European Director who attended the British show and reported on it from the vending viewpoint.

Vending exhibits were colorful and featured new American and European
equipment.

The 9th Annual International Fact-
er Equipment Exhibition was held
at London’s Earl’s Court from Novem-
ber 15th to 18th. Sponsored by The
British Chamber of Trade and
organized by Industrial and Trade
Fairs Ltd, this year’s event was larger
than ever occupying the entire
ground and first floors of this major venue.

All types of equipment, plant and methods
used in factories both large and small
were for the first time exhibited in
14 separate sections. Great interest
was centered around the section
devoted to canteen, welfare and acom-
plete vending machine.

Automatic vending in this country
is still in its infancy and whilst we
are not yet conditioned to accept the
completely automatic canteen the fact
that we are rapidly approaching this
stage is evidenced by the present
trend of installing tea and coffee vend-
ing points on or adjacent to work
floors. The benefits of these instala-
tions are time and labour saving
ancillary to the main canteen are
fast becoming a reality. Another
benefit is that once the advantages of
vending are recognized the next step
will be to install snack machines
evitably followed by the fully auto-

At the F.E.E. manufacturers were
able to show their equipment to the
best advantage and at the same time
be accessible to factory personnel
attending the exhibition who, in
fact, most likely to buy about sales.

Amongst those exhibiting were
AUTOMATIC CO. LTD, featuring the
new AutoBar 250 and 450 tea ma-
cines in the accessories and
industrial locations. Also the popular
cigarette and confectionery lines.

ARMSTRONG LTD, displayed a fully
automatic cafeteria with their “400
restaurant" a multipurpose machine
as center piece.

AUTOMATIC CANTEEN (G.B.) LTD,
showed a cafeteria machine which
was displayed alongside tea, coffee,
chocolate, coffee, sweet and soft
drink vending machines.

W. H. STILL & SONS LTD, spes-
cially featured drink and food vendors
suitable for canteen and factory floor
operation, including the combined
beer/coffee vendor available to dispense
either throughway or China cup,
and the refrigerated Cold Buffet serv-
ing cold dishes, snacks, etc. with a
capacity of 400 items.

VENDING AUTOMATICS LTD, showed
examples of their completely
automatic cantes as fitted in factory
and offices, and a number of their
new products, as well as their beverage, canteen
and change giving machines.
Sawnee

39.50

425

95

845

245

325

225

275

275

275

295

805

295

475

Exclusive
Cable

L-100

1700

1800

R-100

WURLITZER

E-120

1454-120

1468-120

1478-120

1488-120

1446-120

1495-200

H-100M

311

4014

St.,

Ohio

New

Chawke

Art

Distributors:

SHAWNEE

WILDCAT

TENT

KEENEY

1200

1900

1600

1500

1200

1100

1000

250

2400 ST

800

2300 ST

2200 ST

2150

2100

1900

1800

1700

WURLITZER

J-200

K-200

L-100

H-100

G-100

E-120

D-80

UPA-100

AMI

SEEBURG 200 SELECTION

SEEBURG 3W-100 SELECTION

AMI 120 SELECTION

WURLITZER 200 SELECTION

WURLITZER 3W-100 SELECTION

AMI 120 SELECTION

UPRIGTHS

GAMES, INC.

SUPER WILDCAT

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DOUBLE SHOT

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LITTLE BUCKAROO

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BALLY JUNIOR "60"

5445

5445

125

245

195

275

395

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Cash Box—December 9, 1961
The new classic in cigarette merchandising
the “personalized”

RIVIERA

by Rowe

Outstanding Sales Features

- New “personalized” display panel plugs your location, creates interest, conversation.
- Your choice of five dramatic front panel colors: Turquoise, Spring Yellow, Tropic Orange, Twilight Black, Gold White, Charcoal Black or White cabinet colors.
- Sav-a-Match control button. Saves you money by cutting match costs as much as 50%.
- Increased capacity. 20 brands, 800 packs.
- New, easy-view instant action selection keyboard.
- Perfected Rowe mechanism, reinforced steel cabinet, accepts all combinations of coins.

MAKE NEWS—MAKE SALES!

WITH

RIVIERA

A C AUTOMATIC SERVICES, INC.
18 South Michigan Avenue, Chicago 3, Illinois
Announcing One Of The Most Important Coin Machine Issues Of The Year!

Cash Box

YEAR-END COIN MACHINE REVIEW
A Special Feature of the December 23rd Issue in 3 Separate Sections

1961 Review of Events In The Coin Machine Industry
A concise report on the stories that made news this year with emphasis on distributor appointments, new lines introduced, export business for the year, personnel changes, highlights of the coin machine year—all wrapped up in one complete summary. Written in an informative way and guaranteed to interest everyone in the business—a strong advertising selling point!

Third Quarterly Export Report
The final figures for the August through September period as authorized by the U.S. Chamber of Commerce. A country-by-country breakdown of who bought what and when. Invaluable for the firm doing business overseas. And Cash Box circulation is almost double that of ALL OTHER trade publications combined!

Holiday Greeting Special
The perfect opportunity for a coin machine firm to reach all of its buyers, customers, clients and associates with a message of good cheer and well wishes for the coming business year. If you have ever thought of utilizing an institutional message signed by your firm, now is the time to prepare it!

There it is! An opportunity for every coin firm with equipment on hand to clear inventories by year-end!

ADVERTISING DEADLINE: DECEMBER 14
Write or call today, and reserve space for your sales message. Prepare copy later and mail to:

Cash Box
1721 Broadway New York 19, N.Y.
HOLLYWOOD: 6272 Sunset Blvd. JUDson 6-2640 CHICAGO: 29 East Madison St.
HOLlywood 5-2129 Financial 6-7272
Waikiki Beach is a fast action game, located in proven, that is your immediate answer to big money-making opportunities in those special locations. SET FOR 10¢ PLAY.

Waikiki Beach incorporates an entirely new idea (light-up feature) for extended play. Player gets an extra ball until last ball shot fails to light an additional girl on the back glass. Income game played the player is guaranteed at least two balls, but to get three, four, five or more, keeping him in suspense until the last ball is played.

Extra player excitement is generated by a thumper bumper, in the center of the playfield, plus two slick bumpers that keep ball in action.

2070 SEYMOUR AVENUE  •  CINCINNATI 37, OHIO
THE CINCINNATI COIN MACHINE CENTER

SPECIAL BARGAINS ON VENDING MACHINES
Immediate Delivery!

Seeburg Coffee Vendors (1960) S8-T10 (500 cup) NEW  . $445
Seeburg Coffee Vendors (1960) SM-T10 (500 cup) NEW  . $445
Seeburg Coffee Vendors (1960) S8-T10 (500 cup) LIKE NEW . $445
LV Coffee Vendors, WRLD 1000 cup batch brew, GOOD . $475
Seeburg Cold Drink 4CO-110 (1600 cup) LIKE NEW . $595
Rowe Cold Drink L1000 (9 oz. cap) LIKE NEW . $595
Cole Cold Drink RM 1000 (7 drink) 9 oz. LIKE NEW . $595
Seeburg Cigarette 22 col. el, GOOD . $245
Seeburg Cigarette Vendors (Model D) with hot chow, GOOD . $245
Stoner Hot Sandwich (1959) FBH 20555, GOOD . $295
Subject to Prior Sale—Terms 1/3 deposit or L/C.

Write for complete price list and catalog

DUARTE INTERNATIONAL SALES CO., INC.
835 East 31 Street  Los Angeles 11, California
Tel: Adams 4-8616, 4-7919
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WE NEED BINGOS
AND OFFER CASH

$ 75.00 BROADWAY
$ 75.00 NIGHT CLUB
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$ 85.00 BIG SHOW
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$ 80.00 DOUBLE HEADER

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103, J. Van Ryswycklaan
ANTWERP — BELGIUM

PHONE: 38.12.80

Cash Box—December 9, 1961

The “Pulltop” Story
New Can Be Boon To Vending

NEW YORK—It took a Philadelphia lawyer and a small, dedicated team to develop and perfect a technological process which has been eluding mankind for over 4,000 years. The invention could be a boon to the vending machine industry.

The result of the process is a self-opening can requiring no tools or external gadgets—a process so basic in concept and so important in convenience and safety, it has been sought after and talked about for centuries. (See pictures and story, Cash Box, Dec. 2, Page 56.)

But it also took nine years, $1.5 million in developmental funds and the dedication and zealotry of a crusade to uncover, one by one, and overcome the almost Herculean obstacles which finally led to the breakthrough.

In perfecting the process, known as “PULLTOP,” this has been achieved, also created the means of reproducing it relatively small, precision machine which can produce the end product at a prodigious rate.

A Philadelphia concern called Can-Top Machinery Corp., has been producing and will shortly market the machine and the process which has already elicited the enthusiasm and support of leading factors in the canning, food, beer, beverage and metals industries.

In commenting on the extreme simplicity of the self-opening can, A. Ralph D’Andrea, Can-Top president—said: “Very little effort is necessary—even a child can do it. All that is required is a gentle, outward pull on a tab.”

The basic machine, about 50 inches high and 76 inches long, can be adapted to the canning of both liquids and solids.

—Type S (solids), which makes a top that can be removed entirely in a swift operation, is for the processing of a wide range of solids embracing frozen concentrates, peas, carrots, fruit, sardines, coffee, macaroni, baby food, to name just a few.

—Type L (liquids) will produce for the conventional can a top which pulls out exposing a pre-formed pour opening. It is designed to handle the canning of beer, soft carbonated beverages, and a broad variety of non-carbonated liquids ranging from evaporated milk, fruit, and vegetable juices, soups, edible oils, as well as motor oils and other industrial liquids.

What the “Pulltop” Process Means—

To the can manufacturer, the simplicity of the basic machine means that one only operator is needed to attend two or three machines, simultaneously. Moreover, either lid made by the S or L machines can be placed on the conventional can without redesigning a heavy investment in machinery. And since the machine integrates completely into the standard canning line, there are no engineering problems or equipment changes necessary.

In processing carbonated beverages, the new self-opening Pulltop can will withstand pressures up to approximately 150 pounds per square inch, without leaking or buckling.

New Coin Sorter

CHICAGO—A portable coin sorter that sorts 1,000 coins a minute is now available through Major Metalfab Inc., Chicago firm. The “Speed Sort” sorts pennies, nickels, dimes, quarters, and half dollars in quick, simple operation. Coins are separated into individual trays, ready to be counted and wrapped or bagged. Two models are offered—motor-driven (Model A1-M-6) at 28 pounds; and hand-operated (Model A1-M5) at 16 pounds—both lightweight and portable. The “Speed Sort” is used in banks, supermarkets, department stores, restaurants, vending companies, schools, theaters, and any place where large quantities of coin must be sorted quickly, accurately, and at low cost.

Major Metalfab, Inc. is a foremost manufacturer of bank, cashier and coin handling equipment.
**Belgium Coin Firm Opens Outstanding Building**

**Mayor of Town Officiates**

AARTSELAAR, BELGIUM — Alex Van de Wege, president, Competition Automatics, this city (on the outskirts of Antwerp) hosted a large number of coin machine people, as well as many local officials, on the opening of the firm's new quarters at Boomsesteenweg 45, on October 27.

Moving from cramped and inadequate quarters, the firm is now located in a large, ultra-modern building, built to specifications of Van de Wege. Competition Automatics, one of the important coin machine firms in this country, imports, sells, reconditions and operates all types of equipment—juke boxes, amusement machines and vending machines.

The highlights of the festivities was climaxd by a speech by the Mayor of Aartseelaar, and a formal ceremony of cutting a colored ribbon, officially opening the new building.

Acknowledging the congratulations and compliments from his guests, Van de Wege stated that he feels that these offices and showrooms will bring recognition to the automatic industry as one of importance and one can take its place beside that of any other industry in the world.

**Ops' Record Guide Big Hit**

NEW YORK—The 9-week-old Cash Box feature "Juke Box Operators' Record Guide" has met with excellent acceptance from all across the country, we are happy to report.

Highly favorable comments from operators, one stops as well as record manufacturers have been arriving via mail and phone almost daily.

Because of the nature of the feature, which advises of singles other than those on the top 100 which are doing well with ops, one one-stop commented, "I find this an extremely valuable service since it gives ops a view of many good more durable records and seems to offer a strong collection of singles which are good for adult programming."

The feature also gives interesting advance information. For example, this week's "Ops' Guide" shows which Christmas singles ops are buying—sales not strong enough to rate on any other major chart in the magazine.
MONY Re-Elects Entire Slate

Denver, Holtzman, Sonin, Kobler Continue In Office; Siskind, Holzman On Board

Al Denver president last week during association elections which were held in the MONY offices on Tuesday, November 28. Nominations for each office were made on October 24th and with one name proposed for each post, the entire slate of nominations was elected without a contest.

Two new members were named to the Board.

George Holtzman was re-elected vice-president; Gil Sonin, re-elected treasurer; and Bill Kobler was re-elected secretary.

Irving Holzman and Harry Siskind were elected to the Board. Holzman owns L.I. National Sales and Siskind is president of Master Automatic Company.

In addition to the new members, the following board members were re-elected to that post: Al Bodkin, Doc Shapiro, Larry Serlin and Bill Goetz.

NYS Will Support Cardinal Spellman Drive Again In Dec.

NEW YORK—Very Reverend Msgr. John P. Kelly, moderator of the Cardinal Spellman Servicemen’s Club, has announced that the coin machine industry in New York City has again volunteered to make individual contributions to this program through Christmas donations which will be solicited via the mails starting next week. Al Bodkin and Mayer Partoff are heading the drive and have signed a letter of solicitation which will be mailed to commuters in New York State.

Empire Names Lee Gupton

CHICAGO—Gil Kitt, owner of Empire Coin Machine Exchange, this city, announced the appointment last week of Lee Gupton to the sales contact department, headed by Joe Robbins. Gupton will commence calling on operators throughout the state of Michigan during the week of December 4. He will concentrate on this wide area.

Gupton was manager of the S.L. Stiebel Company branch distributor-ship in Evansville, Indiana prior to his present appointment.
ROSEN SALE

ARCADE EACH
1 Auto Photo, Model 11 $1,950.00
1 Test Pilot $495.00
1 Turntable Virtual $1,050.00
2 Cranes $95.00
2 Gypsy Gondola $1,275.00
2 Motorama $195.00
8 Williams Peppy the Clown $195.00

All For $40 Stamp
H. M. Roberts Wins AMI Trip

JACKSONVILLE—the winner of AMI’s October Big Challenge vacation prize trip to Miami Beach was H. M. Roberts, Jessup, Georgia operator and it’ll be his first vacation Mr. and Mrs. Roberts have taken in seven years.

“My wife was filling out the AMI card to mail back to the factory a while back after we bought some phonographs and I told her not to bother,” said Jessup. “Why not, it’s only costing us a four-cent stamp!” was his wife’s reply. “It couldn’t happen to two nicer people,” commented manager Joe Barton, Bush Int’l., Jacksonville.

Rock-Ola Names Stiebel For Kentucky Area

Branson and Bawer Ready Trade Announcement

Walt Waldman Has “Princess” On Display

LOUISVILLE, KY.—The Rock-Ola phonograph line charged hands last week with the announcement that effective immediately the phone line will be handled by Walt Waldman, president of the S. L. Stiebel Company, Louisville.

Hy Branson, H. M. Branson Distributing Company, former Rock-Ola distributors, advised that he and partner G. K. “Bill” Bawer will continue to serve customers in the area with complete inventories of all types of equipment. Branson stated that an expansion move was in the making and he expects to make an announcement of these plans to the trade “very shortly.”

Waldman stated last week that Rock-Ola “has recognized the basic problems of coin machine operators.” He said that the firm has acquired a phonograph that is “priced to enable the operator to meet his obligations and perform at a profit.” He cordially invited operators in the area to visit the showroom. A complete stock of Rock-Ola parts will be part of the Stiebel service program, according to Rock-Ola officials.

All For 40¢ Stamp
H. M. Roberts Wins AMI Trip

JACKSONVILLE—the winner of AMI’s October Big Challenge vacation prize trip to Miami Beach was H. M. Roberts, Jessup, Georgia operator and it’ll be his first vacation Mr. and Mrs. Roberts have taken in seven years.

“My wife was filling out the AMI card to mail back to the factory a while back after we bought some phonographs and I told her not to bother,” said Jessup. “Why not, it’s only costing us a four-cent stamp!” was his wife’s reply. “It couldn’t happen to two nicer people,” commented manager Joe Barton, Bush Int’l., Jacksonville.

Reports from Chicago inferred that while the overall attendance at the Parks Show was not record-breaking, coin machine exhibitors found the trip worthwhile. Many firms have been forced to maintain high operating expenses and increased costs for food and lodging have been a factor in the price of exhibits. Patrons may watch the machine in action as the Statue of Liberty or small toy is molded before their very eyes. Sounds interesting.

New York suddenly sold out of the late Ray, Dan was with Bally for 30 years and leaves his widow Ola, a sister, and his brother Earl.

Rock-Ola selling no pinball games, but that Ralph Wyrkoof, the firm’s ad man, at the time of the Sadle that the “Lucky 7” award because of late deliveries on Polaroid camera. Buy 4 phonons and get one Polaroid is the way the promo- tion will work. It isn’t expected-ly large quantities will be sold since the “very large order” form the Swedish and Norwegian markets.

New York announced that the “Pullman” will be made available at the Tourist in Chicago.

Many calls from around the country (one just an hour ago from an operator in Hattiesburg, Miss.) asking for help in obtaining pinball machines on juke boxes. All we can do is refer the callers to several articles which we have carried during the last two or three years stating that a more equitable arrangement must be made by the Federal government. This week we devoted another editorial to the Depression Problem and hope that it helps some of the common around tax time this year.

Location Contracts continue to be the prime request for free copies this day and this, at least eight months after we wrote an article about the MONY will be used successfully in sales and in and arbitration. More copies available for whoever needs ‘em. Just write.

Heard from Max Brown in Philadelphia and in Chicago, another Philadelphia representative. The firm is expected to receive a lot of trade inquiries. The Specialty is moving to new, larger quarters—Jimmy Ginsberg, Al Rodstein’s partner, is expected to be there soon. Buster Blemmer expects to do a big job in ’62 with coin machines in the Penna. area.

Jack Bess, Roanoke Vending Exchange, happy over the way things are going there. He is especially pleased with the Roanoke organization and has been looking forward to the advent of a 2-inch phonograph in a ventilated 2-inch phonograph. The Roanoke organization spent a lot of time traveling the road last season making shows in every town in the area. Jack was happy to hear from a friend who mentioned the praise of the new Williams “Road Racer” and ChiCoin’s new up and coming machine.

Bert Betti, Eastern Novelty Distributors, working day and night in preparation for the big grand opening of the firm’s spooking new building in North Bergen, N.J. Bert was on Saturday and Sunday. Bert will be the star attraction of Joe Cantor, champ billiard player of the USA for a star-attraction. “The party will be strictly social” stated Bert last week during the chaos that was going on. Bert has opened this kind, “all night,” he told us you’ll just have to wait until the party’s over!” Betti added, “Unless the order list is too big.”

Seriously, the Betti family is all enthused and with Humbert Betti making the trip over from Italy to attend it should be all home week. Mr. and Mrs. Betti, Weikel, Fischer and Black in Sweden on business. Other leading coinmen will also be there and special gifts for the ladies and kiddies will be a feature of the affair. The Sat-Sun. party will include a fine show, and with the Societies whose members have purchased a drink you want, all day from 1 to 6 PM on each day. A Christmas tree will highlight the decorations and games will be conducted out in the kitchen. It’s strictly a good affair.” repeated Bert.

Jack Semel reportedly strolling the Tenth Avenue scene but we missed him.

Champ Seidel stopped by Lipinsky’s to say hello. George Klesner, AMI distributor in Detroit, has a new Branch at the same address as the American Vending Exchange which Knoss is interested in these days. Richard “Zoek” Wenzel, down from upstate with his son Billy, after hunting some deer and servicing a few locations. Dick has nine kids now and his amazing that he has time to enjoy higher bowling scores and tells us that Irv Kemper can now throw a strike after flipping the ball behind his shoulder first drop in last week,” mentioned Rodol, with a sheepish grin on his face. Operator John Fuller, down from Albany where he conducts the business firm Universal Vendors. Stopped by to see Kempy. Lou Wolberly busy as a bee keeping the books buzzing.

Ale Lipinsky and Harry Keoppel, Lipinsky Dist., report good bid on used phonons, games, pool tables and the Smokeshop line.

Albert Simon Inc., had a little more life in this week and the only difference this week and others is the return of Larry Feigenbaum, service chief, to his usual rounds of the city after being taken home sick with a gall bladder infection and is now back at the helm. His lails are still not 100% and he is doing a part-time job with a part-time pay and in a nutshell, with the exception of a few lost pounds, Larry is back better than ever. “Glad to see ya,” said Albert.

Joe Betti already framing up inventory lists for some additional sales action. The Rock-Ola phonon promotions keep machines rolling out the door and the ChiCoin “Red Dot” shuffle alley is expected any day now.

One more thing. United East Coast, happy over the result, is the United’s new “Stardust” shuffle. Lou Druckman helping out in the shop to keep the machines moving. . . Chana Kanne, German up from West Berlin, stopped by Mike Kamm and walked over the phonons. The new Rock-Ola jumped from Irv Morris, and then reportedly went to see Parkoff at Atlantic NY Corp. for the Parkoff photos. New York’s a shop full of stories.

Speaking of Seeburgs, Meyer Parkoff tells us that delivery on the Bally Coffee Vender is almost keeping up with the orders.

Another Seeburg man, this time from Boston, Si Reddi—who arrived back from Chicago after a visit to the Parks Show and got his orders of the factories while there, advises that the vending business in New England is steaming along just fine. We are looking for a very busy holiday shopping special this week and until the end of the year as he does each year.
Chicago Chatter

The National Association of Amusement Parks, Pools and Beaches reached a new precedent last week (Nov. 25-26) when the largest assembly of outdoor amusement equipment ever gathered under one roof during the 3rd convention at the Hotel Sherman, according to John S. Bowman, executive director. ... Plaids are certainly due to Bowman and his enterprising staff for having promoted one of the finest shows in the association's history.

Last minute announcement from Rock-Ola Mfg.'s executive vice proxy, Edward G. Doris, and ad chief Ralph Wyckoff to the effect that judging on Rock-Ola's "Lucky 7" contest has been delayed to December 15. The delay was caused by extremely heavy last minute sales which resulted in delays in getting the Polaroid Land cameras to the qualifying operators.

The Grim Reaper struck twice among our coin machine front ranks last week. The first to succumb was the beloved C. T. McKelvey, former executive vice president of the Sesquicorp, who died over the weekend. Then Dan J. Moloney of Bally Mfg. Co., passed away in Lutheran General Hospital in Park Ridge late Monday night (Nov. 27). Coinmen everywhere will sorely miss both of these giants of the coin machine industry.

Leonard Gross, vice president in charge of the Vending Division of the Sesquicorp, will head up a contingent of Sesquiburgites at the upcoming NAMA Western Conference and Exhibition at Los Angeles (Dec. 1-3) in the Ambassador Hotel. On hand with Leonard will be Dave Howie, Dick Prihly, Hil Shankweiler and Dick Wright.

The action in sales of Sesquic music and vending equipment was so hot 'n' heavy at World Wide Distributors last week that Joel Stern, Len Micon, Fred Skor, Harold Freeman and Howie Freer found it impossible to take any time away from the showrooms to drop in at the Parks Show.

Brief arrivals at the Sherman Hotel for the Parks Show exhibits were Herb Oettinger and Bill DeSelim of United Mfg. Co., ... Bally nabobs on hand at the Sherman were Herb Jones, Dan Moloney, Bill O'Donnell and Art Garvey.

Sam Wolberg, president of Chicago Dynamic Industries, and Sam Ginsburg took a "busman's holiday" during the recent Parks Show to meander around the exhibit floor and reminisce with old friends. Missing this year is ChiCoin's terrific "Commando Machine Gun" gallery, Mort Secore made his usual rounds. ... Among coindom's popular national figures on hand were: Irving Kaye, Johnny Bilotta (with Vassar recording star Norma Rivers), Mike and Joe Munves, Johnny Frantz, Paul Bennett, Joe Kline, Sam Kolber, Fred Kline, Nick Nelson, Nate Feinstein, Irv Ovitz, Herb Oettinger, AC Automatic Services' Ray Gremp, Paul Huebsch and his lovely Rosemary (and the Huebsch youngsters had a gay time looking over the very latest in amusement park and arcade equipment), Clarence Schuyler, and many, many more.

There was very little time at D. Gottlieb & Co. for any of the Gottlieb clan to play hookey from the plant to pop in at the Parks Show. The big reason, we were reliably informed, is Gottlieb's new "Aloha" pingame. Absentees included (from the Sherman Hotel) Dave Gottlieb (who is already basking in sunny Miami Beach with his lovely Dorothy), Nate Gottlieb, Alvin Gottlieb and Jud Weinberg.

Gil Kitt, owner of Empire Coin Machine Exchange, and the firm's sales chief, Joe Robbins, info'd last week that Lee Gupton has been appointed a representative for Empire covering the state of Michigan. Lee was formerly representative of the S. L. Steibel distrub branch in Evansville, Ind. ... Geneal, perpetually smiling Charlie Katz of Kiddieland in Park Ridge, Ill., was very much at home singing the praises of Bert Lane's Kiddielane rides and such on the exhibit floor of the Parks Show last week.

A genial smiling visitor during the Parks Show last weekend was the golfin' co-tenant Jim Gimberg of Banneker Specialty in Philly, Jim, who's a Al Rodstein's son-in-law (Al looks young enough to be a son-in-law) tells of the firm's big move and expansion which is slated for later this month. Banner's other distrub location is in Pittsburgh.

Cash Box—December 9, 1961
California Clippings

The business pace along Pico Blvd. continues at a good clip with a couple of new 1962 phonographs causing added excitement. . . . At Paul A. Laymon's, Jimmy Wilkins and his family spent the Thanksgiving week-end in the desert at Joshua Tree. Don Potere and his sons, in Sacramento for a pleasant hunting and came back with their legal limit. . . . L. L. McCune, operator from Lakeview, passed away recently from a heart attack. . . . Ed Wilkowetz, the B. F. Jones Co. reports he will be away for a business trip. Bill Gray says the Jones display at the recent NAMA convention at the Ambassador Hotel, which consisted of a full line of Rowe vend- ers, was received most enthusiastically and generated lots of favorable comments from the conventioneers. . . . Ralph Carey has been added to the staff of the Jones background music system department. Carey stated that his objective will be to "customize" and "tailorize" music to the needs of the particular customer in mind. Other members of the background music staff include Luke Hedges, and Bill Neel. . . . At California Music, Gabe Ort- land commented that everyone is busy trying to keep up with the increased business pace that always takes place around Christmas. . . . Joe Duarte, at Duarte International, informs they've been catching up with back orders that accumulated over the 4 day holiday for Thanksgiving. Also, said Joe, we have had a couple of orders for recordings which are going out this week. . . . At American Coin Machine, Vinnie Lanzey states business generally is going along at a steady clip. . . . Hank Tronick, at C. A. Robinson & Co., happy that the Cash Box has decided to discontinue the coin machine price list as this will better enable them to cater to customers in their own particular area. Hank was even happier to announce the new United "UID" phonograph has just arrived and is creating lots of interest from all old's who have seen it. . . . At Simon Distributing, Sonny Lomberg was back from his vacation and busy catching up on several large back orders, which are due for shipment this week. . . . Ray Barry, at Wurlitzer factory branch, along with his family, spent the Thanksgiving holiday in San Francisco with relatives. . . . Clayton Ballard in the Riverside and Indio areas calling on op's this week. Regional sales manager, Gary Sinclair, is in town for a few days on business. Ray also tells us the business is moving along at a very fast pace. . . . At Badger-Beale, Bill Hap- pond in Palm Springs over the Thanksgiving week-end on a combined business-pleasure trip. Chicago Coin's "Long Range Rifle Gallery" has just arrived and is getting an enthusiastic reception. . . . Marshall Amsel has come up from San Diego over the week-end. Leo Simone spending the week in Arizona calling on operators there. . . . At Leuenhagen's "record bar," Mrs. Selle Selle reports that Irwin Zucker brought in pianist Kip Walton to play his current Decca waxing "Hawaiian Village." . . . Some of the visiting operators seen on Pico this week were Elmer Jones, Pontiac; Jim Pringle, Schuylkill; Bob Jones, Allentown; Les Ehrlich, Lancaster; Lou Bennett, Seal Beach; Ray Brandenburg, La Hita.

Midwest Musings

Bob Aherin, LaMoure, No. Dakota in town for a day or so making the rounds. Also getting his record order and parts. . . . Stan Baeder, New Rock- ford, No. Dakota in the city for a few days and stopping over to see distributor. Also picking up his parts and record order. . . . Bob Bregel, Will- mar, Minn. truly had a Happy Thanksgiving. Brought his son home from the hospital in time for Thanksgiving. Had surgery and had been in the hospital for a few weeks. . . . Norman Gelke and his service man Troy drove from St. Cloud to Jamestown to help Norm operate his record business in Jamestown. . . . Mrs. Chet LeDoux, Virginia, Minn. is having the same old trouble- ulcers. Is back on a very bland diet. . . . Bob Karr, Moose Lake, Minn. has been on a bed rest of the floor. But is doing well and will have to stay in bed for a while. . . . Bill Henders, Little Falls, Minn. spent Thanksgiving with his family's sugar beets in Minneapolis. Joe stayed in town over the week-end and saw the Gopher-Wis- consin game Sat. 23rd. . . . Bill Hender and his family, Wheaton, Minn. spent Thanksgiving with his daughter in Town. Bill and family back home Friday afternoon. . . . Seen in town this week were Pete Worson, Mankato, Minn.; Lloyd Williamson, Winona, Minn.; Bud Knudson, Moorhead, Minn.

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Cash Box—December 9, 1961
Automatic Plastic Molder At NAAPPB

CHICAGO—A novel coin-operated machine which generated considerable interest at the Parks Show, November 26 thru 29, is a Coinmatic Plastic Molder produced and distributed nationally by Coinmatic Molders, Inc., of Beverly Hills, California.

The machine, which was demonstrated to us by one of its co-inventors, J. H. Miller, a vice president of the firm, manufactures finished toy and souvenir products from raw polyethylene plastic.

The customer actually and dramatically observes the manufacturing of his item through a heavy plexiglass cover.

Miller stated that the machine was thoroughly field tested before its introduction for more than a year. It is reputed to require the very minimum of maintenance and service.

Officers in the Coinmatic Molders Corporation are: Ben Oderisio (president), president of Pacific Ocean Park in Los Angeles; Eugene Klein (director) head of National Theaters & Television on the West Coast; Joe Benaron (director) president of Pacific Mercury Electronics; Archie Gayer (Sales coordinator); and the co-inventors are Millard Helms and J. H. (Jim) Miller, both vice presidents.

Mar-Tab Moves

MIAMI—Officials of the Mar-Tab Vending Company have advised that effective this week the firm’s new offices in Hialeah will be headquarters for operations. The company moved from its former Miami site, to 1015 East 27th Street in Hialeah, Florida.

Cash Box—December 9, 1961
Manufacturers New Equipment

Products listed here are currently in production. Prices are manufacturers’ list prices or factory quotes. Where no prices are listed, the manufacturers have not authorized price publication.

AMF, INC.
Continenta 2200 Stereo Round 4 with AutoMix, 200 Sel. Stereo Phone.
Continenta 2200 Monaural (no AutoMix) 200 Sel. Monaural Phone.
Continenta 3100 Stereo with AutoMix 300 Sel Monaural Phone.
Continenta 3100 Monaural (no AutoMix) 300 Sel Monaural Phone.
(*Stereo Round plays 33-1/3 rpm records indexed)
Hornet 2200 Sel. Monaural or Stereo
WQ-120 120 Sel. W. B.
WJ-Q200 200 Sel. W. B.
Foy 4-coin Rejuvenator
Bar Gniezny $150, Bracket
EX-600 Cylindrical Wall Spkr.
L-2130 Ceiling Spkr., Choice of Grille Types
L-2135 Random Pattern Grille
L-3136 Uniform Pattern Grille
L-3137 Circular Flush Mount Grille Remote Vol. & Control, St. or Mo.

AUTO-PHOTO CO.
V-2 Auto-Voice Recorder $2,700.

BALLY MFG. CO.
Keystone $150.

BALL MFG CO.
Groper 62 $870.

CARNIVAL MFG. CO.
Tempo 70 $1200.

Bally Bowlers 16 lanes 1,575.
5 Extension Sections 750 ea.

BEAUTY PRODUCTS INC.
Jackpot 30"-$1.75; 45 rpm.

BIBER MFG. CO.
L-2133 Random Pattern Grille
L-3136 Uniform Pattern Grille
L-3137 Circular Flush Mount Grille Remote Vol. & Control, St. or Mo.

BOLAND MFG CO.
Class Vehicular Light $150.

BORDEN MFG. CO.
Shuffle Board $150.

BORG-WARNER MFG. CO.
Twinie $150.

BOWLING SUPPLY CO.
50 Cent Dispenser $150.

BRANDT MFG. CO.
55 Cent Dispenser $150.

BROUGHTON & CO.
Complete 2-Flange Dispenser $150.

BUDERUS MFG. CO.
Commercial Score Keeper $150.

BURLINGTON MFG. CO.
Cherry 250 $150.

CARR MFG. CO.
Carr Stereo 450 $150.

CASH BOX—December 9, 1961
Popular OK Feature

Famous Red Letter Games

4-Way Pick-A-Play Buttons

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All the profit-proved Bally bingo features crammed into one brilliant game

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Up earning-power in bingo spots by getting Bally CAN CAN busy for you now.