For the thirteenth consecutive year Perry Como helps Cash Box wish a Merry Christmas and a Happy New Year to all its readers throughout the world. Above, the RCA Victor recording star, in his typically relaxed manner, paints a jolly picture of the Christmas season during a rehearsal for his annual Kraft Theatre Yuletide show. Perry’s latest single is “You’re Following Me.”
Connie Francis Acclaimed!

"WORLD'S MOST POPULAR FEMALE ARTIST"
(4TH CONSECUTIVE YEAR)
by New Musical Express

"THE GOLDEN LION AWARD"
by
Radio Luxembourg

#1 FEMALE VOCALIST
in
The Cash Box Year End Survey 1961

...For a Wonderful, Wonderful Year
Thanks and Greetings to All My Friends
All Over the World

Personal Management
GEORGE SCHECK
161 W. 54 St., New York, N. Y.

MGM RECORDS
THE STARPOWER LABEL
13 RELEASES

Linda Scott .... "I'VE TOLD EVERY LITTLE STAR"
         "DON'T BET MONEY HONEY"
         "STARLIGHT STARRIGHT"
         "IT'S ALL BECAUSE"
         "I DON'T KNOW WHY"

Santo & Johnny .... "TWISTIN' BELLS"
         "HOP SCOTCH"

The Belmonts .... "TELL ME WHY"
         "DON'T GET AROUND MUCH ANYMORE"
         "I NEED SOMEONE"

Janie Grant .... "TRIANGLE"
         "ROMEO"

The Angels .... "TIL"

James Ray .... "IF YOU GOTTA MAKE A FOOL
          OF SOMEBODY"

14 HITS

Album releases: STARLIGHT STARRIGHT, Linda Scott/ENCORE, Santo & Johnny/HAWAII, Santo & Johnny
Chart albums: STARLIGHT STARRIGHT, Linda Scott/ENCORE, Santo & Johnny/HAWAII, Santo & Johnny

Best Wishes!

CAPRICE RECORD CORP.

SABINA RECORD CORP.

Canadian American Records, Ltd.
150 West 55th Street
New York 19, N. Y.

Neil Galligan Hutch Davie Bernie Lawrence

Cash Box—December 30, 1961
Merry Christmas and a happy New Year
Cash Box Top 100

Best Selling Tunes on Records Compiled by Cash Box from Leading Retail Outlets—December 30, 1961

1—THE LION SLEEPS TONIGHT
CRAZY CHEETAH-Parkway-512
ERNE WILSON-Riverside-4558
2—THE TWIST
CHRISICHESTER-Parkway-831
ERNE FREIFMAN-Imperial-3791
HANK GARRETT-Imperial-5212
WILLIE WAYNE-Imperial-1005
3—WALK ON BY
ELLIS VAN DYKE-Mercy-7334
4—RUN TO HIM
BOBBY VIE-Liberty-5518
5—PLEASE MR. POSTMAN
MARYVELLETTES-Tomato-5406
6—MOON RIVER
HERN-Skruggs-Columbia-7916
JERRY BUTLER-Just-4104
FULLER S Bullock-Columbia-2119
BILL WATSON-Columbia-5505
CARNIE CAVALLERI-Disc-35584
RICHARD LEVY-Hebrew-Mercury-6660
HOLLYWOOD STRINGS & CHORUS-Columbia-4631
MASTOVITZ-London-1021
JANE MORRIS-Record-813
EDDIE ROBERTS-Voyage-221
AKI ALONG-Reggae-20,642
7—THE PEPPERMINT TWIST
JOEY DEE & STAGLIOTTI-Roads-4401
8—HAPPY BIRTHDAY, SWEET SIXTEEN
DANNY BARETT-Tips-507
9—WHEN THE BOY IN YOUR ARMS
CONNIE FRANCIS-MGM-13013
10—GOODBYE CRUEL WORLD
ZELDA BARRETT-Couplet-857
11—I KNOW
BARBARA GEORGE-A.F.O.-302
12—WHEN I FALL IN LOVE
LETTERMAN-Imperial-4458
BILL VAWTER-Imperial-1951
TONT LAWRENCE-June-1311
13—I DON'T KNOW WHY
LINDA SOLITUDE-Columbia-7957
14—UNCHAIN MY HEART
RAY CHARLES-ABC-10266
15—TIL
ANGEL-Capitol-107
16—REVERSE
BROOK BENTON-Mercury-71903
17—LET THERE BE DRUMS
SANDY NELSON-MGM-7375
18—THERE'S NO OTHER (LIKE MY BABY)
CRISTAL-Philco-100
19—BIG BAD JOHN
IMMORAL DEAN-Columbia-41775
20—GYPSY WOMAN
IMPRESSIONS-ABC-1021
21—TOMORROW
FLINT & TICHECH-United Artists-3729
EDDIE FISHER-2 Arts-719
RAY & THE AMERICAN-United Artists-4531
RALPH HARRELLS-United Artists-492
FELICIA SANDERS-Imperial-1315
ARI ALONG-Reggae-20,642
22—SMALL SAD SAM
WEIRD BROTHERS-Imperial-728
23—RUNAROUND SUE
DANNY MARVIN-Columbia-4175
24—IF YOU GON'T MAKE A FOOOL OF YOURSELF
JACKIE SHAKESQUEEN-Imperial-22
25—TOWN WITHOUT PITY
BARRY MANILOW-Douglas-12308
26—JUST OUT OF REACH
SOLOMON BURKE-Uni-2114
27—CRAZY
DOO WOP-Cline-3137
28—ROCK-A-HULA BABY
ELVIS PRESLEY- RCA-796
29—BABY IT'S YOU
SMOKE & SUGAR-Imperial-1227
30—WELL I TOLD YOU
GRANTHAM-Couplet-556
31—JUST WANDERER
GRANTHAM-Couplet-556
32—LET'S TWIST AGAIN
CRUZ CHECKER-Parkway-5214
33—A LITTLE BITTY TEAR
BILLY BYES-Decca-3130
JOEY BROOKS-Columbia-42321
CROSBY BROS.-Decca-5186
WANDA JARMAN-Capitol-4681
34—FOOL #1
BRENDA LEED-Deco-31309
35—JOHNNY WILL
PAT RONKE-Imperial-8246
MIKI ROMAN-Wagner Bros.-8246
36—FUNNY HOW TIME SLIPS AWAY
JANETT HILTON-Town-7468
BILLY WALKER-Columbia-4050
37—SOOZE
JOE THOMPSON-Hollywood-1155
38—FOOTSACKLE
HIGHWAYMEN-United Artists-3270
39—POOR FOOL
TINA TURNER-Town-7468
40—YOU'RE THE REASON YOU'RE IN MY SLEEP LAST NIGHT
BOBBY VIE-Liberty-5518
41—THE MAJESTIC
MARVIN Mчис
42—MARIA
ROGER WILLIAMS-Rapp-427
CLEANER-Hammond-71905
JOHN H. MATHER-Columbia-4684
PETE HERC-Columbia-22956
PEPE M. & ERST-Arizona-19523
DAVID BROWN-London-7556
43—JAMALAYA
FATS DOMINO-Imperial-7376
44—LITTLE ALTAR BOY
MICKY DANN
45—JINGLE BELL ROCK
CHRISICHESTER BOBBY ROY-Christmas
46—DREAMY EYES
JOHNNY TILLOTSON-Columbia-1490
47—TUNING, LOOK AT ME
ROY GARNETT-Imperial-4599
48—FLYING CIRCLE
FRANK SLAY-Wren-4085
49—TWIST-HER
KIRK BISCH-Impex-19042
50—SEPTEMBER IN THE RAIN
DINAH WASHINGTON-Mercury-7197
51—SOOTHE ME
WILLIAM THOMAS-ABC-3177
52—IN THE MIDDLE OF A HEARTACHE
WANDA JACKSON-Columbia-4655
53—LETTER FULL OF TEARS
GLADYS KNIGHT & PIPS-Four-1004
54—LANGUAGE OF LOVE
JOHN B. LOUDENBERK-C & R-737
55—BABY'S FIRST CHRISTMAS
CONNIE FRANCIS-MGM-13015
56—IRRISISTIBLE YOU
BARRY GARRETT-Arrow-6214
57—DEAR LADY TWIST
GARY U.S. BONDS-Imperial-1035
58—THE FLY
CHRISICHESTER-Parkway-5360
59—IT WILL STAND
RAT GARNETT-Imperial-4202
60—HEARTACHES
ARLON-Couplet-812
61—HEY! LITTLE GIRL
JEFF SHANNON-Sing-5901
62—I NEED SOMEONE
CRUZ CHECKER-Parkway-5214
63—SHE'S EVERYTHING
GAL DONNER-Gene-3121
64—GYPSY ROVER
HIGHWAYMEN-United Artists-3270
65—MULTIPLICATION
DARIN-ABC-6824
66—UP A LAZY RIVER
ZENITH-Liberty-5537
67—FOOTSTOMPIN' (Part 1)
FLAIRS-Feithd-8624
68—DO-RE-MI
RAY CHARLES-ABC-9342
69—LITTLE DRUMMER BOY
HARRY SIMONE CHORALE-20th-8271
70—ROCKIN' AROUND THE CHRISTMAS TREE
JOHN SMART-Columbia-22956
71—POCKETFUL OF MIRACLES
FRANK SINATRA-Decca-20,640
72—TOWER OF STRENGTH
GENE McCANILE-Columbia-3371
73—RONI ARE WE A LOVING
NELSON-Imperial-5770
74—7-TUFF
ACE CANNING-Hi-2040
75—GO ON HOME
PAT MAIONE-Columbia-4590
76—IT'S TOO SOON TO KNOW
ETTA JAMES-Angel-5402
77—SEARCHIN'
JACK EUBANKS-McMaster-4051
78—WE COULD HAVE LOVED YOU SO WELL
NELSON-Imperial-4299
79—THE COMANCHeros
CLAUD KING-Columbia-4299
HOLLAND-Columbia-1564
80—WHITE CHRISTMAS
BING CROSBY-Deco-2277
DANNY DEAN-Lily-1050
81—A-BOYEE BABY BABY WITH A DIXIE MELODY
ARTYNA FRANKLIN-Columbia-47157
GARY GARBAY-Light-4276
82—YOU'RE RUNNING OUT OF KISSES
CHUCK FOOTY-Song-401
83—LET'S GO TRIPPIN'
JIMMY DURANTE-Mercury-1622
84—BUT LET'S GO TOGETHER
ABNER KILGORE-Decca-20,999
85—LOST SOMEONE
JAMES BROWN-Imperial-5573
86—RED ROSES FOR A REDHEAD
RE REVEAL CHICKENHIPS-Liberty-5529
MELVEGORS-Studio-9906
87—POP GOES THE WEASEL
DAVID SEVILLS-Chipmunks-5529
88—THE CHIPMUNK SONG
DAVID SEVILLS-Chipmunks-55285
89—PUSHIN' YOUR LUCK
JOE FLYNN-ABC-622
90—THAT'S MY PA
SHIRLEY WOOLSEY-MGM-13046
91—I'M BLUE
BETTY-Arrow-632
92—LONESOME NUMBER ONE
DON GIBSON-Liberty-5529
93—RUDOLPH THE RED-NOSED REINDEER
RUDY SVELLE & CHIPMUNKS-Liberty-5529
MELVEGORS Studio-9906
94—THE CHIPMUNK SONG
DAVID SEVILLS-Chipmunks-5529
MELVEGORS Studio-9906
95—PUSHIN' YOUR LUCK
JOE FLYNN-ABC-622
96—THAT'S MY PA
SHIRLEY WOOLSEY-MGM-13046
97—I'M BLUE
BETTY-Arrow-632
98—LONESOME NUMBER ONE
DON GIBSON-Liberty-5529
99—FEVER
PATSY KENT-Imperial-1002
100—BUT ON THE OTHER HAND, BABY
RAY CHARLES-Arrow-10626
100—WALKIN' WITH MY ANGEL
RAY CHARLES-Arrow-10626
100—IT'S ALL BECAUSE
LINDA SCOTT-Canadian-American-129
90—TOLD THE BROOK
HARRY ROBINSON-Columbia-4284
Warmest Season's Greetings

Johnny Mathis

PERSONAL MANAGEMENT HELEN NOGA
THE HOTTEST NAME
In Show Business Today!
THE KING OF THE TWIST...
First Time In The History Of The Record Industry . . .

4 SINGLES AND 4 ALBUMS CURRENTLY ON THE CHARTS

CHUBBY CHECKER

FOUR GREAT CHUBBY CHECKER ALBUMS

TWIST WITH CHUBBY CHECKER
(Parkway-7001)

FOR TWISTERS ONLY
(Parkway-7002)

LET'S TWIST AGAIN
(Parkway-7004)

YOUR TWIST PARTY
(Parkway-7007)

CAMEO/PARKWAY 1405 Locust Street, Phila., Pa.

Cash Box—December 30, 1961
# TOP 100

## CHART HITS OF 1961

A TABULATION OF THE RECORDS WHICH ACHIEVED GREATEST SUCCESS ON THE WEEKLY CASH BOX TOP 100 BEST SELLER LIST. THE RECORDS LISTED BELOW ARE IN ORDER OF STRENGTH BASED ON A WEIGHTED POINT SYSTEM WHICH GIVES CREDIT FOR LONGEVITY ON THE TOP 100 AS WELL AS HEIGHT ATTAINED ON THE CHART. ONLY SONGS WHICH WERE TOP 40 OR BETTER WERE INCLUDED AND SURVEY COVERS TWELVE MONTH PERIOD ENDING NOVEMBER 1961.

<table>
<thead>
<tr>
<th>Rank</th>
<th>Title</th>
<th>Artist</th>
<th>Record Label</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Exodus</td>
<td>Ferrante &amp; Teicher (United Artists)</td>
<td>Chappell-ASCAP</td>
<td>Gold</td>
</tr>
<tr>
<td>2</td>
<td>Calcutta</td>
<td>Lawrence Welk (Dot)</td>
<td>Pincus-Symphony House</td>
<td>BMI</td>
</tr>
<tr>
<td>3</td>
<td>Will You Love Me Tomorrow</td>
<td>Shirelles (Scepter)</td>
<td>Aldon-BMI</td>
<td>King, Goffin</td>
</tr>
<tr>
<td>4</td>
<td>twist and turn</td>
<td>Bobby Lewis (Beltone)</td>
<td>Steven-BMI</td>
<td>Adams, Rene</td>
</tr>
<tr>
<td>5</td>
<td>Wonderland By Night</td>
<td>Bert Kaempfert (Decca)</td>
<td>Roosevelt-BMI</td>
<td>Newman, Gunter</td>
</tr>
<tr>
<td>6</td>
<td>Little Sister</td>
<td>Elvis Presley (RCA)</td>
<td>Bourne, Cromwell, ASCAP</td>
<td>Turk, Handman</td>
</tr>
<tr>
<td>7</td>
<td>Travelin' Man</td>
<td>Ricky Nelson (Imperial)</td>
<td>Four Star-BMI</td>
<td>Fuller</td>
</tr>
<tr>
<td>8</td>
<td>Michael</td>
<td>Highwaysmen (United Artists)</td>
<td>Uni-BMI</td>
<td>Fisher</td>
</tr>
<tr>
<td>9</td>
<td>Runaway</td>
<td>Del Shannon (Big Top)</td>
<td>Vicki, McLaughlin-BMI</td>
<td>Shannon, Crook</td>
</tr>
<tr>
<td>10</td>
<td>Last Date</td>
<td>Floyd Cramer (RCA)</td>
<td>Cima-BMI</td>
<td>Cramer</td>
</tr>
<tr>
<td>11</td>
<td>Blue Moon</td>
<td>Marcell (Colpix)</td>
<td>Robbins-ASCAP</td>
<td>Redgers, Hart</td>
</tr>
<tr>
<td>12</td>
<td>Roll Wee Will Song</td>
<td>Brook Benton (Mercury)</td>
<td>Play-BMI</td>
<td>Benton, Otis</td>
</tr>
<tr>
<td>13</td>
<td>North To Alaska</td>
<td>Johnny Horton (Columbia)</td>
<td>Robbins-ASCAP</td>
<td>Phillips</td>
</tr>
<tr>
<td>14</td>
<td>Pony Time</td>
<td>Chubby Checker (Parkway)</td>
<td>Alan K-BMI</td>
<td>Covay, Berry</td>
</tr>
<tr>
<td>15</td>
<td>100 Lbs. Of Clay</td>
<td>Gene McDaniels (Liberty)</td>
<td>Gil-BMI</td>
<td>Pick Elgin, Dixon, Rogers</td>
</tr>
<tr>
<td>16</td>
<td>Mother-In-Law</td>
<td>Ernie K-Doe (Minit)</td>
<td>Minit Music-BMI</td>
<td>Toussaint</td>
</tr>
<tr>
<td>17</td>
<td>Raindrops</td>
<td>Dee Clark (Veejay)</td>
<td>Conrad-BMI</td>
<td>Clark</td>
</tr>
<tr>
<td>18</td>
<td>He Will Break Your Heart</td>
<td>Jerry Butler (Vee Jay)</td>
<td>Pamo-BMI</td>
<td>Butler, Mayfield, Carter</td>
</tr>
<tr>
<td>19</td>
<td>Quarter To Three</td>
<td>U.S. Bonds (Legrand)</td>
<td>Pepe-BMI</td>
<td>Barge, Guido, Anderson, Royster</td>
</tr>
<tr>
<td>20</td>
<td>A Thousand Stars</td>
<td>Kathy Young (Indigo)</td>
<td>Dare-BMI</td>
<td>Pearson</td>
</tr>
<tr>
<td>21</td>
<td>Running Scared</td>
<td>Roy Orbison (Monument)</td>
<td>Acuff-Rose-BMI</td>
<td>Orbison, Melson</td>
</tr>
<tr>
<td>22</td>
<td>Wooden Heart</td>
<td>Joe Dowell (Smash)</td>
<td>Gladys-ASCAP</td>
<td>Kempfert, Tomney, Wiseman</td>
</tr>
<tr>
<td>23</td>
<td>Take Good Care Of My Baby</td>
<td>Bobby Vee (Liberty)</td>
<td>Aldon-BMI</td>
<td>King, Goffin</td>
</tr>
<tr>
<td>24</td>
<td>Wheels</td>
<td>Billy Vaughn (Dot)</td>
<td>Dunlee-BMI</td>
<td>Torres, Stephens</td>
</tr>
<tr>
<td>25</td>
<td>Shop Around</td>
<td>Miracles (Tamla)</td>
<td>Jobette-BMI</td>
<td>Gordy, Robinson</td>
</tr>
<tr>
<td>26</td>
<td>Last Night</td>
<td>Mar-Keys (Satellite)</td>
<td>East Publications-BMI</td>
<td>Mar-Keys</td>
</tr>
<tr>
<td>27</td>
<td>Daddy's Home</td>
<td>Shep &amp; Limelites (Hull)</td>
<td>Keel-BMI</td>
<td>Sheppard, Bassett, Baskerville</td>
</tr>
<tr>
<td>28</td>
<td>Cryin'</td>
<td>Roy Orbison (Monument)</td>
<td>Acuff-Rose-BMI</td>
<td>Orbison, Melson</td>
</tr>
<tr>
<td>29</td>
<td>Where The Boys Are</td>
<td>C. Francis (MG M)</td>
<td>Aldon-BMI</td>
<td>Green Field, Sedaka</td>
</tr>
<tr>
<td>30</td>
<td>Apache</td>
<td>Jorgen Ingmann (Atco)</td>
<td>Regent-BMI</td>
<td>London</td>
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<tr>
<td>31</td>
<td>Don't Worry</td>
<td>Marty Robbins (Columbia)</td>
<td>Marty's-BMI</td>
<td></td>
</tr>
<tr>
<td>32</td>
<td>Surrender</td>
<td>Elvis Presley (RCA)</td>
<td>Pomus, Shuman</td>
<td></td>
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<tr>
<td>33</td>
<td>I've Told Every Little Star</td>
<td>Linda Scott (Canadian American)</td>
<td>T. B. Harms-ASCAP</td>
<td>Hammerstein, Kern</td>
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<tr>
<td>34</td>
<td>Mountain's High</td>
<td>Dick &amp; Dee Dee (Liberty)</td>
<td>Odin-ASCAP</td>
<td>St. John</td>
</tr>
<tr>
<td>35</td>
<td>Hats Off To Larry</td>
<td>Del Shannon (Big Top)</td>
<td>Vicki, McLaughlin-BMI</td>
<td>Shannon</td>
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<tr>
<td>36</td>
<td>Moody River</td>
<td>Pat Boone (Dot)</td>
<td>Keva-BMI</td>
<td>Bruce</td>
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<tr>
<td>37</td>
<td>Stay</td>
<td>Maurice Williams (Herald)</td>
<td>Windsong-BMI</td>
<td>Williams</td>
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<tr>
<td>38</td>
<td>Calendar Girl</td>
<td>Neil Sedaka (RCA)</td>
<td>Aldon-BMI</td>
<td>Sedaka, Greenfield</td>
</tr>
<tr>
<td>39</td>
<td>But I Do</td>
<td>Clarence Henry (Argo)</td>
<td>ARC-BMI</td>
<td>Gilday, Gayten</td>
</tr>
<tr>
<td>40</td>
<td>Dedicated To The One I Love</td>
<td>Shirelles (Scepter)</td>
<td>Arno-BMI</td>
<td>Pauling, Bass</td>
</tr>
<tr>
<td>41</td>
<td>Poetry In Motion</td>
<td>Johnny Tillotson (Cadence)</td>
<td>Meridian-BMI</td>
<td>Kaufman, Anthony</td>
</tr>
<tr>
<td>42</td>
<td>Yellow Bird</td>
<td>Lawrence Welk (Dot)</td>
<td>Frank-ASCAP</td>
<td>Keith, Bergman, Loboff</td>
</tr>
<tr>
<td>43</td>
<td>Stand By Me</td>
<td>Ben E. King (Atco)</td>
<td>Progressive Trio-BMI</td>
<td>King, Glick</td>
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<tr>
<td>44</td>
<td>New Orleans</td>
<td>U.S. Bonds (Legrand)</td>
<td>Pepe-BMI</td>
<td>Guido, Royster</td>
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<tr>
<td>45</td>
<td>You're Sixteen</td>
<td>Johnny Burnette (Liberty)</td>
<td>Blue Grass-BMI</td>
<td>Sherman, Sherman</td>
</tr>
<tr>
<td>46</td>
<td>Angel Baby</td>
<td>Rosie &amp; The Originals (Decca)</td>
<td>Figure-BMI</td>
<td>Fonci</td>
</tr>
<tr>
<td>47</td>
<td>Sailing</td>
<td>Lolita (Kapp)</td>
<td>Biem-Scharfen Berger-Busch</td>
<td></td>
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<tr>
<td>48</td>
<td>DUM DUM</td>
<td>Brenda Lee (Decca)</td>
<td>Metric-BMI</td>
<td>Shoefly, Deshannon</td>
</tr>
<tr>
<td>49</td>
<td>I Like It Like That</td>
<td>Chris Kenner (Instant)</td>
<td>Tune-Kel-BMI</td>
<td>Kenner, Toussaint</td>
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<tr>
<td>50</td>
<td>Rubber Ball</td>
<td>Bobby Vee (Liberty)</td>
<td>Arch-ASCAP</td>
<td>Orlovski, Schroeder</td>
</tr>
<tr>
<td>51</td>
<td>There's A Moon Out Tonight</td>
<td>Capris (Old Town)</td>
<td>Rob-Ann-BMI</td>
<td>Striano, Lucciano, Gentile</td>
</tr>
<tr>
<td>52</td>
<td>Whole Lotta Shakin' Going On</td>
<td>Elvis Presley (RCA)</td>
<td>E. B. Presley-BMI</td>
<td>Pomus, Shuman</td>
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<tr>
<td>53</td>
<td>Hello Mary Lou</td>
<td>Ricky Nelson (Imperial)</td>
<td>January-BMI</td>
<td>Pliny</td>
</tr>
<tr>
<td>54</td>
<td>Hurt</td>
<td>Tiki Yaro (Liberty)</td>
<td>Miller-ASCAP</td>
<td>Crane, Jacobs</td>
</tr>
<tr>
<td>55</td>
<td>How Many Tears</td>
<td>Connie Francis (MG M)</td>
<td>Roosevelt-BMI</td>
<td>Scott</td>
</tr>
<tr>
<td>56</td>
<td>Angel Eyes</td>
<td>Curtis Lee (Dunne)</td>
<td>S.P.B-BMI</td>
<td>Lee, Boyce</td>
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<tr>
<td>57</td>
<td>Mama Said</td>
<td>Shirelles (Scepter)</td>
<td>Ludix-BMI</td>
<td>Dickson, Denson</td>
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<tr>
<td>58</td>
<td>School's Out</td>
<td>Gory (U.S.I) Bonds (Legrand)</td>
<td>Pepe-BMI</td>
<td>Anderson, Barge</td>
</tr>
<tr>
<td>59</td>
<td>Let's Go, Let's Go, Let's Go</td>
<td>Hank Ballard &amp; Midnights (King)</td>
<td>Lois-BMI</td>
<td>Ballard</td>
</tr>
<tr>
<td>60</td>
<td>Think Twice</td>
<td>Brook Benton (Mercury)</td>
<td>Play-BMI</td>
<td>Shapiro, Williams, Ollis</td>
</tr>
</tbody>
</table>

(Cash Box—December 30, 1961)
Top 100 Chart Hits of 1961

61. GEORGIA ON MY MIND—Ray Charles—(ABC Paramount) Pub: Peer Int'l—Carmichael, Gorrell
62. LET'S TWIST AGAIN—Chubby Checker (Parkway) Pub: Kalman—ASCAP—Mann, Appell
63. ON THE REBOUND—Floyd Cramer (RCA Victor) Pub: Cigaro—BMI—Cramer
64. CORINA, CORINA—Ray Peterson—(Dun) Pub: Mills—ASCAP—Parish, Chapman, Williams
65. BREAKIN' IN A BRAND NEW BROKEN HEART—Connie Francis—(MGM) Pub: Aldon—BMI—Greenfield, Keller
66. MY TRUE STORY—Jive Five (Beltone) Pub: Sten—BMI—Waltzer
67. TOGETHER—Connie Francis (MGM) Pub: De Sylvia, Brown & Henderson—ASCAP—Writers same as publisher
68. HELLO WALLS—Foron Young—(Capitol) Pub: Pamper—BMI—Nelson
69. BABY SITTING BOOGIE—Buzz Clifford—(Columbia) Pub: Reis—BMI—Parker
70. EMOTIONS—Brenda Lee—(Decca) Pub: Cedarwood—BMI—Tillis, Kearney
71. YOU TALK TOO MUCH—Joe Jones (RCA) Pub: Ron—BMI—Jones, Hall
73. LONELY TEENAGER—Dion—(Laurie) Pub: Leo—BMI—Pippa, Dipaolo, Faraci
74. YOU CAN DEPEND ON ME—Brenda Lee—(Decca) Pub: Peer Int'l—BMI—Carpenter, Dunlap, Hines
75. EBONY EYES—Evelry Bros—(Warner Bros) Pub: Acuff—Rose—BMI—Loudermilk
76. DON'T BET MONEY HONEY—Linda Scott—(Canadian American) Pub: Figure—BMI—Scott
77. WINGS OF A DREAM—Perlin Husky—(Capitol) Pub: Bee Gee—BMI—Ferguson
78. WHO PUT THE BOMP—Barry Mann (ABC Paramount) Pub: Aldon—BMI—Mann, Guffin
80. YOU CAN HAVE HER—Ray Hamilton (Epic) Pub: Big Bill—BMI—Cock
81. PORTRAIT OF LOVE—Steve Lawrence (United Artists) Pub: Piccadilly—BMI—Orndel
82. I FEEL SO BAD—Elvis Presley—(RCA Victor) Pub: Berkshire—BMI—Willis
83. GEE WHIZ (LOOK AT HIS EYES)—Carlo Thomas—(Atlantic)—East, Bois—BMI—Thomas
84. TAKE GOOD CARE OF HER—Adam Wade—(Coed) Pub: Paxton—ASCAP—Lorenzo, Whiting, Egan, Alden
85. DOES YOUR CHEWING GUM LOSE ITS FLAVOR—Lonnie Donegan—(De) Pub: Mills & Double A—ASCAP—Rose, Bloom, Breuer
86. SWAY—Bobby Rydell—(Cameo) Pub: Peer Int'l—BMI—Gimble, Ruiz
88. PLEASE LOVE ME FOREVER—Cathy Jean (Valmor) Pub: Tricky—BMI—Malone, Blanchard
89. ALONE AT LAST—Jackie Wilson—(Brunswick) Pub: Pal—BMI—Hillard
90. SPANISH HARLEM—Ben E. King—(Alco) Pub: Progressive—Tri—BMI—Leiber, Stoller
91. I'M GONNA KNOCK ON YOUR DOOR—Eddie Hodges—(Cadence) Pub: Sigma—ASCAP—Schroeder, Wayne
92. THOSE OLDIES BUT GOODIES—Caesar & Romans (Del-Fi) Pub: Maraville—BMI—Politi, Evringa
93. GOOD TIME BABY—Bobby Rydell—(Cameo) Pub: Lowe—ASCAP—Mann, Lowe, Appell
94. YOU MUST HAVE BEEN A BEAUTIFUL BABY—Bobby Darin—(Atco) Pub: Remick—ASCAP—Warren, Mercer
95. YOU DON'T KNOW WHAT YOU'VE GOT—Rai Donner—(Gone) Pub: Sequence—ASCAP—Hampton, Burton
96. I FALL TO PIECES—Patsy Cline—(Decca) Pub: Pamper—BMI—Cochran, Howard
99. RUNAROUND SUE—Dion—(Laurie) Pub: Just, Mubon—BMI—Moresko, DiMucci
100. EVERY BEAT OF MY HEART—Gladys Knight (Fury) Pub: Lois—BMI—Oits

The Year's Brightest New Star

BOBBY LEWIS

Who Had The Year's Biggest Record!

Tossin' and Turnin'

His New Smash Release:

The Twist Dance From Broadway's Newest Musical, "A Family Affair"

Mamie in the Afternoon

Belton 1016

Cash Box—December 30, 1961
The SOUND for '62
on DECCA • CORAL • BRUNSWICK

THERE'LL BE NO NEXT TIME
c/w
THE GREATEST HURT
BRUNSWICK 55221
JACKIE WILSON

SO DEEP
c/w
BREAK IT TO ME GENTLY
DECCA 31348
BRENDA LEE
The SOUND for '62 on DECCA · CORAL · BRUNSWICK

ECHO IN THE NIGHT

c/w

AFRIKAAN BEAT

DECCA 31350

BERT KAEMPFERT

WHILE WE DANCED
AT THE MARDI GRAS

c/w

YES INDEED

CORAL 65549

PETE FOUNTAIN
The SOUND for ’62 on DECCA - CORAL - BRUNSWICK

YOU ARE MY LIFE

c/w

ALLA MY LOVE

DECCA 31347

WEBB PIERCE

AU RE VOIR

c/w

UNLOVED UNWANTED

DECCA 31349

KITTY WELLS
TOP ARTISTS OF 1961 on SINGLES

A tabulation of artists who achieved greatest success in the field of single records according to the weekly Cash Box Top 100 Best Seller list. Names listed below are in order of strength in their various categories based on a weighted point system which gives credit for longevity on Top 100 as well as height attained on chart. Only titles which were Top 40 or better were used for an artist’s total. The sum total of all of an artist’s hits resulted in the positioning of a name. Survey covers 12 mos. ending Nov., 1961.

BEST MALE VOCALISTS (SINGLES)
1. ELVIS PRESLEY
2. CHUBBY CHECKER
3. BROOK BENTON
4. ROY ORBISON
5. JIMMY RIDDLE
6. BOBBY VEE
7. RAY CHARLES
8. PAUL ANKA
9. JERRY BUTLER
10. JACKIE WILSON
11. NEIL SEDAKA
12. BOBBY ROYDLE
13. CLARENCE HENRY
14. ADAM WADE
15. DIOS
16. SAM COOK
17. DEE CLARK
18. JOHNNY BURNETTE
19. JOHNNY TILLOTSON
20. MARTY ROBBINS
21. PAT BOONE
22. BOBBY DARIN
23. FATS DOMINO
24. JOHNNY HORTON
25. RAY PETERSON
26. RARON YOUNG
27. FERLIN HUSKY
28. ROY HAMILTON
29. STEVE LAWRENCE
30. LONNIE DONEGAN
31. JERRY WALLACE
32. JIMMY DEAN
33. FRANK SINATRA
34. ANDY WILLIAMS
35. BRIAN HYLAND
36. JOSE JIMINEZ
37. DON GIBSON
38. FRANKIE Avalon
39. CONWAY TWITTY
40. JIM REEVES

BEST FEMALE VOCALISTS (SINGLES)
1. CONNIE FRANCIS
2. BRENDA LEE
3. PATSY CLINE
4. DAMITA JO
5. ETTA JAMES
6. DINAH WASHINGTON
7. ETTA JONES
8. WANDA JACKSON
9. PATI PAGE
10. LAVERN BAKER

BEST NEWCOMERS—FEMALE VOCALISTS (SINGLES)
1. LINDA SCOTT
2. KATHY YOUNG
3. MAXINE BROWN
4. ROSIE
5. LOLITA
6. TIMI YURO
7. CARLA THOMAS
8. CATHY JEAN
9. GLADYS KNIGHT
10. HAYLEY MILLS
11. SUE THOMPSON
12. ANN-MARGRET

BEST INSTRUMENTALISTS & COMBOS (SINGLES)
1. FLOYD CRAMER
2. FERRANTE & TEicher
3. BILL BLACK’S COMBO
4. ARTHUR LYMAN
5. RAY CHARLES
6. VENTURES
7. DUANE EDDY
8. AL CAIOLA
9. DAVE BRUBECK
10. JERRY MURAD’S HARMONICATS
11. SANTO & JOHNNY

BEST NEWCOMERS—INSTRUMENTALISTS (SINGLES)
1. MAR-KEYS
2. JORGEN INGMANN
3. STRING-A-LONGS
4. KOKOMO
5. DUALS
6. JAMES BOOKER
7. B. BUMBLE & STINGERS
8. PAUL REVERE & RAIDERS

FOREIGN RECORDS TO HIT TOP 100 IN 1961
ANNA—Jorgen Ingmann (Atco)
APACHE—Jorgen Ingmann (Atco)
A SCOTTISH SOLDIER—Andy Stewart (Warwick)
CERVEZA—Bert Kaempfert (Decca)
COWBOY JIMMIE JOE—Lolita (Kapp)
DOES YOUR CHEWING GUM LOSE ITS FLAVOR—Lonnie Donegan (Dot)
MY KIND OF GIRL—Matt Monroe (Warwick)
NOW AND FOREVER—Bert Kaempfert (Decca)
SAILOR—Lolita (Kapp)
SUCU SUCU—Ping Ping (Kapp)
TENDERLY—Bert Kaempfert (Decca)
TUNES OF GLORY—Cambridge Strings (Top Rank)

FOREIGN TUNES RecorderD BY AMERICAN ARTISTS WHICH HIT TOP 100 IN 1961
AFRICAN WALTZ—Cannonball Adderley/Johnny Dankworth (River-side)/(London)
BERLIN MELODY—Billy Vaughn (Dot)
CALCUTTA—Lawrence Welk (Dot)
PORTRAIT OF MY LOVE—Steve Lawrence (United Artists)
NEVER ON SUNDAY—Don Costa/Chordettes (United Artists)/(Cande-
cence)
VOLARE—Bobby Rydell (Cameo)

BEST VOUCHERS (SINGLES)
1. LAWRENCE WELK
2. BERT KAEMPFERT
3. BILLY VAUGHN
4. BOB MOORE

Cash Box—December 30, 1961
PERSONAL MANAGER
SAL BONAFEDE

ANOTHER SMASH FROM LAURIE RECORDS

DION
"THE WANDERER"
LAURIE 3115

LAURIE RECORDS — NEW YORK CITY

Best Wishes
FOR A HAPPY HOLIDAY SEASON
from all of us

LAURIE GIVES YOU THE BIG XMAS HIT FOR 1961

THE JARMELS
"ILL FOLLOW YOU" and "GEE OH GOSH"
LAURIE 3116

NINA & FREDERIK
"MARY'S BOY CHILD"
LAURIE 3079
BEST MALE VOCALISTS (LP's)

1. FRANK SINATRA
2. ELVIS PRESLEY
3. JOHNNY MATHIS
4. RAY CHARLES
5. BOBBY DARIN
6. HARRY BELAFONTE
7. PAUL ANKA
8. RICKY NELSON
9. U. S. BONDS
10. CHUBBY CHECKER
11. NAT KING COLE
12. PAT BOONE
13. JOHNNY HORTON
14. BROOK BENTON
15. MARTY ROBINS

BEST FEMALE VOCALISTS (LP's)

1. BRENDA LEE
2. JUDY GARLAND
3. CONNIE FRANCIS
4. ELLA FITZGERALD

BEST JAZZ COMBS (LP's)

1. EDDIE HARRIS
2. DAVE BRUBECK
3. PETE FOULANT
4. AL HIRT

BEST FILM TRACKS (LP's)

1. EXODUS—Ernest Gold (RCA Victor)
2. GREAT MOTION PICTURE THEMES—Various Artists (United Artists)
3. G. I. BLUES—ELVIS PRESLEY (RCA-Victor)
4. NEVER ON SUNDAY (United Artists)

BEST INSTRUMENTALISTS & COMBOS (LP's)

1. BILL BLACK
2. EDDIE HARRIS
3. VENTURES
4. EARL GRANT
5. DAVE BRUBECK
6. PETE FOULANT
7. SANTO & JOHNNY
8. AL HIRT

BEST COMEDY ARTISTS (LP's)

1. BOB NEWHART
2. RUSTY WARREN
3. DAVE GARDNER
4. BILL DANA
5. JONATHAN WINTERS
6. SHELLY BERMAN
7. JUSTIN WILSON
8. MOMS MABLEY
9. STAN FREBERG

TOP B'WAY CAST LP's

1. CAMELOT (Columbia)
2. SOUND OF MUSIC (Columbia)
3. CARNIVAL (MGM)
4. UNSINKABLE MOLLY BROWN (Capitol)

YEAR'S LEADING ALBUMS IN STEREO NOT IN TOP 50

1. PERSUASIVE PERCUSSION—Terry Snyder (Command)
2. SOUTH PACIFIC—Elvis Presley (RCA)
3. PERSUASIVE PERCUSSION—Enoch Light (Command)
4. SAY IT WITH MUSIC—Ray Conniff (Columbia)
5. BEN HUR—Elvis Presley (RCA)
6. BONGOS—Los Admiradores (Command)
7. PERSUASIVE PERCUSSION VOL. II—Terry Snyder (Command)
8. ORANGE BLOSSOM SPECIAL/WHEELS—Billy Vaughn (Dot)
9. WILD IS LOVE—Nat Cole (Dot)
10. SOMETHING FOR EVERYBODY—Elvis Presley (RCA)
11. BECK FOR A STAR—Billy Vaughn (Dot)
12. YOUNG AT HEART—Ray Conniff (Columbia)
13. NEIL LUCKY GOES LATIN—Henry Mancini (RCA)
14. ITALIA MIA—Mantovani (London)
15. WILDCAT—Original Cast (RCA)

BEST MALE VOCALISTS (LP's)

1. FRANK SINATRA
2. ELVIS PRESLEY
3. JOHNNY MATHIS
4. RAY CHARLES
5. BOBBY DARIN
6. HARRY BELAFONTE
7. PAUL ANKA
8. RICKY NELSON
9. U. S. BONDS
10. CHUBBY CHECKER
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13. JOHNNY HORTON
14. BROOK BENTON
15. MARTY ROBINS

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12. YOUNG AT HEART—Ray Conniff (Columbia)
13. NEIL LUCKY GOES LATIN—Henry Mancini (RCA)
14. ITALIA MIA—Mantovani (London)
15. WILDCAT—Original Cast (RCA)
MERRY CHRISTMAS & HAPPY NEW YEAR

FROM
YOUR BEST INVESTMENT*
GARY U. S. BONDS

*DIVIDENDS PAID TO DATE
• NEW ORLEANS
• QUARTER TO THREE
• SCHOOL IS OUT
• SCHOOL IS IN

AND NOW
THE BIGGEST SMASH OF ALL
"DEAR LADY TWIST"

LEGREND 1015
AND THE FABULOUS ALBUM
Dance 'til QUARTER TO THREE with U. S. BONDS

DISTRIBUTED NATIONALLY BY RUST RECORDS INC., NEW YORK CITY

PERSONAL MANAGER
FRANK J. GUIDA
817 CHURCH ST. NORFOLK, VA.

EXCLUSIVELY ON
LEGREND RECORDS
817 CHURCH STREET • NORFOLK, VIRGINIA

Cash Box—December 30, 1961
Best Wishes for A
Happy Prosperous and
Twistin' New Year

BILL BLACK
COMBO

and THANKS for the award

#1 INSTRUMENTAL COMBO (Albums)
(in the year-end Cash Box Poll)

NEW ADDITIONS to TOP 100

85—WHITE CHRISTMAS
Bing Crosby (Decca 23778)
89—JUST GOT TO KNOW
Jimmy McCreath (Art-Time 825)
90—LOST SOMEONE
James Brown (King 5773)
91—RUDOLPH THE RED-NOSED REINDEER
David Seville & Chordettes (Columbia 31343)
93—THAT'S MY PA
Shelley Winters (HGM 13046)
96—I'M BLUE
Mettee (Atra 6212)
98—FEVER
Pete Bennett (Sunset 1002)
100—I TOLD THE BROOK
Marty Robbins (Columbia 42246)

WHITE CHRISTMAS
Bing Crosby (Decca 23778)
EVERYBODY'S TWISTING DOWN IN MEXICO
Billy Vaughn (Dot 16295)
ROSES OF PICARDY/HALLELUJAH,
I LOVE HER SO
Buddy Greco (Epic 9472)
I'M GLAD THERE IS YOU (5 singles)
Gloria Lynne (Crent 5 74)
I WILL FOLLOW YOU (YOU DON'T HAVE TO BE A TOWER OF STRENGTH
Gloria Lynne (Reveal 7425)
IF I HAD YOU/WHEN DAY IS DONE
Seymour & His Trumpet (Heartbeat N-2)
OPERATORS' SPECIAL (5 singles)
Seymour & His Magic Trumpet (Heartbeat)
I BELIEVE
Toni Yara & Johannes Roy (Liberty L 5400)
TEARS FROM AN ANGEL
Troy Sandell (Liberty L 5399)
YOU'LL NEVER KNOW
Pettibone (Mercury 71049)
MARTA
Clebanoff (Mercury 71050)
LOST PENNY/SHADRACK
Brock Boston (Hansa 71912)
I REMEMBER TOMMY (5 singles)
Frank Sinatra Pack (Kappie PP-1)
BASE TWIST
Count Basie (Roulette 4003)
DUKE'S PLACE
Don Elliott (Roulette 4190)
GOD BLESS THE CHILD
Elisa Harris (Reel 401)
CLAP HANDS, HERE COMES CHARLIE
Elie Fitzgerald (Veveo 10248)
IMAGINATION
Quotations (Veveo 10249)

BOOKS MUSICALS NEWSPAPERS
THE WORLDS FAVORITE COMBO

101 Strings
The World's First STEREO-SCORED Orchestra

Cash Box—December 30, 1961
RAY PETERSON
"I COULD HAVE LOVED YOU SO WELL"

"PRETTY LITTLE ANGEL EYES"
UNDER THE MOON OF LOVE"

C.L. & The Pictures
Watch for New Release Soon!

Ray Peterson
(1961 CHART MAKERS)

Dist. Nationally By BIG TOP RECORDS

Cash Box—December 30, 1961
### Records of the Past 15 Years

**The Top 10 Records of 1947 thru 1961 As Compiled by CASH BOX in its Annual Year-End Poll**

#### 1947
1. Peg O' My Heart—The Harmonicants
2. Near You—Francis Craig
3. Heartaches—Ted Weems
4. Anniversary Come—Al Jolson
5. That's My Desire—Frankie Laine
6. Mamselle—Art Lund
7. Linda—Charlie Spivak
8. I Wonder Who's Kissing Her Now—Perry Como
9. Anniversary Song—Guy Lombardo
10. That's My Desire—Sammy Kaye

#### 1948
1. My Happiness—Jon & Sandra Steele
2. Manana—Peggy Lee
3. Ballerina—Vaughn Monroe
4. One Leaf Clover—Art Mooney
5. You Can't Be True, Dear—Ken Griffin—Jerry Wayne
6. Nature Boy—King Cole
7. Little White Lies—Dick Haymes
8. It's Magic—Doris Day
9. You Call Everybody Darling—Al Trace
10. Mickey—Ted Weems

#### 1949
1. Forever And Ever—Russ Morgan Orch.
2. Riders In The Sky—Vaughn Monroe
3. Again—Gordon Jenkins Orch.
4. Forever And Ever—Perry Como
5. Cruising Down The River—Barron Orch.
7. Again—Vic Damone
8. So Tired—Russ Morgan Orch.
9. Lavender Blue—Dinah Shore
10. Buttons And Bows—Dinah Shore

#### 1950
1. Goodnight Irene—Gordon Jenkins & The Weavers
2. It Isn't Fair—Sammy Kaye
3. Third Man Theme—Anton Karas
4. Mule Train—Frankie Laine
5. Mona Lisa—King Cole
6. Music, Music, Music—Teresa Brewer
7. I Wanna Be Loved—Andrew Sisters
8. I've Baked A Cake—Elvis Barton
9. I Can Dream Can't I—Andrew Sisters
10. That Lucky Old Sun—Frankie Laine

#### 1951
1. Tennessee Waltz—Patti Page
2. How High The Moon—Les Paul & Mary Ford
3. Too Young—Nat "King" Cole
4. Be My Love—Mario Lanza
5. Because Of You—Tony Bennett
6. On Top Of Old Smoky—Weavers & Terry Gilkyson
7. I'll Never Be You
8. Sin—Four Aces
9. Come On-A My House—Rosemary Clooney
10. Mockin' Bird Hill—Les Paul & Mary Ford

#### 1952
1. Cry—Johnnie Ray
2. Blue Tango—Leroy Anderson
3. Anytime—Eddie Fisher
4. Delilah—Percy Faith
5. Kiss Of Fire—Georgie Gibbs
6. Wheel Of Fortune—Kay Starr
7. Tell Me Why—Four Aces
8. I'm Yours—Don Cornell
9. Here In My Heart—Al Martino
10. Auf Wiedersehn Sweetheart—Vera Lynn

#### 1953
1. Song From Moulin Rouge—Percy Faith
2. Till I Waltz Again With You—Teressa Brewer
3. April In Portugal—Les Baxter
4. Vaya Con Dios—Les Paul & Mary Ford
5. I'm Walking Behind You—Eddie Fisher
6. I Believe—Frankie Laine
8. Doggie In The Window—Patti Page
9. Why Don't You Believe Me—Joni James
10. Pretend—Nat "King" Cole

#### 1954
1. Little Things Mean A Lot—Kitty Kallen
2. Hey There—Rosemary Clooney
3. Wanted—Perry Como
4. Young At Heart—Frank Sinatra
5. Sh-Boom—Creweants
6. Three Coins In The Fountain—Four Aces
7. Little Shoemaker—Guybirds
8. Oh, My Papa—Eddie Fisher
9. Secret Love—Doris Day
10. Happy Wanderer—Frank Weir

#### 1955
1. Rock Around The Clock—Bill Haley & Comets
2. Davy Crockett—Bill Hayes
3. Cherry Pick And Apple Blossom White—Perez Prado
4. Melody Of Love—Billy Vaughn
5. Yellow Rose Of Texas—Mitch Miller
6. Ain't That A Shame—Pat Boone
7. Sincerely—McGuire Sisters
8. Unchained Melody—Al Hibbler
9. Crazy Otto—Johnny Maddox
10. Mr. Sandman—Chordettes

#### 1956
1. Don't Be Cruel—Elvis Presley
2. The Great Pretender—Platters
3. My Prayer—Platters
4. The Wayward Wind—Gogi Grant
5. Whatever Will Be, Will Be—Doris Day
6. Heartbreak Hotel—Elvis Presley
7. And This Is Heaven—Louis Armstrong
8. Canadian Sunset—Hugo Winterhalter
9. Moonlight & Picnic—Morris Stoloff
10. Honky Tonk—Bill Doggett

#### 1957
1. Tammy—Debbie Reynolds
2. Love Letters In The Sand—Pat Boone
3. Bye Bye Love—Everly Brothers
4. It's Not For Me To Say—Johnny Mathis
5. Young Love—Sonny James—Tab Hunter
6. All Shook Up—Elvis Presley
7. So Rare—Jimmy Dorsey
8. Little Darlin'—Diamonds
9. Round And Round—Perry Como
10. Diana—Paul Anka

#### 1958
1. Nel Blue Dipinto Di Blu—Domenico Modugno
2. It's All In The Game—Tommy Edwards
3. Patricia—Perez Prado
4. All I Have To Do Is Dream—Everly Brothers
5. Bird Dog—Devoted To You—Everly Brothers
6. Little Star—Elegants
7. Witch Doctor—David Seville
8. Twilight Time—Platters
9. Tequila—Champs
10. At The Hop—Danny & The Juniors

#### 1959
1. Mack The Knife—Bobby Darin
2. Battle Of New Orleans—Johnny Horton
3. There Goes My Baby—Drifters
4. Venus—Frankie Avalon
5. Lonely Boy—Paul Anka
6. Personality—Lloyd Price
7. Three Bells—Brownie
8. Put Your Head On My Shoulder—Paul Anka
9. Sleepwalk—Santo & Johnny
10. Come Savit' To Me—Fleetwoods

#### 1960
1. Theme From A Summer Place—Percy Faith
2. It's Now Or Never—Elvis Presley
3. Save The Last Dance For me—Drifters
4. The Twist—Chubby Checker
5. Itsy Bitsy Teenie Weenie Yellow Polka Dot Bikini—Brian Hyland
6. I'm Sorry—Brenda Lee
7. Stuck On You—Elvis Presley
8. He'll Have To Go—Jim Reeves
9. Cathy's Clown—Everly Brothers
10. Running Bear—Johnny Preston

#### 1961
1. Exodus—Ferrante & Teicher
2. Calcutta—Lawrence Welk
3. Will You Love Me Tomorrow—Shirelles
4. Tossin' And Turnin'—Bobby Lewis
5. Wonderland By Night—Bert Kaempfert
6. Are You Lonesome Tonight—Elvis Presley
7.旅行in’ Man—Tracy Nelson
8. Michael—Highwaymen
9. Runaway—Del Shannon
10. Last Date—Floyd Cramer

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**Cash Box—December 30, 1961**
Neil Sedaka

Grateful to everyone for making "61 a "record" year for me!"

Current Smash Single: "HAPPY BIRTHDAY SWEET SIXTEEN" RCA Victor 7957

Exclusively:
RCA VICTOR

Personal Management
BENJAMIN L. SUTTER

Cash Box—December 30, 1961
"A LITTLE BITTY TEAR" (2:14) [Pamper-Cochran]
"I DON'T WANTA GO" (2:14) [Ridgeway-Glasser]
WANDA JACKSON (Capitol 4681)

Thrush should make more big pop-country chart news with "I Don't Wanta Go," a come-on version of the current click by Reba McEntire (Decca). Her stir is backed by an infectious middle-beat string-inked orch-chorus arrangement. A strong follow-up to the performer's chart effort, "In The Middle Of A Heartache."

"MARIA" (2:30) [G. Schrinner ASCAP—Bernstein, Sandhelm]
"I BELIEVE" (2:15) [Cromwell BMI—Drake, Graham, Stiltman]
DAVID WHITFIELD (London 9506)

"Maria," the beautiful ballad from "West Side Story," is currently riding high on the charts with Roger Williams, Kapp-version leading the instrumental way. Look for London songster David Whitfield to cop vocal honors with his wonderfully rich, big-voiced performance. The lovely instrumental is the kind of superb job on the excellent companion portion, Stellar orch chor showcases.

"SHAKE SHAKE SHERRY" (2:15) [Trinity BMI—Barry]
"IF YOUR PIGGOWOULD TALK" (2:26)
[Robert Melvin BMI—Russell]

"Shake, Shake, Sherry" is a danceable, infectious, middle-beat number that has been a sure success. The arrangement is a showpiece, Bitty effort, his "Sherry," an interesting ballad-touch with a Latin-chorus flavor. It's lovely, a good choice for Continental and Latinish music, and it's the kind of number that could develop into something remarkable.

"WHAT'S THE REASON" (2:04) [Bourne ASCAP—Tomin, Hatch, Poe, Grier]

"Walk Away Slowly" is a danceable, middle-beat number for the rhythm people. Edwards, who still has a big pop-country bit with his Crest dancing "You're The Reason," is now on the Capitol label, and is in a strong position to make-the-grade again with "What's The Reason," the old done in boxy manner of the first "Reason" session. The artist offers a wistful light-beat country waltzer on the under cut.

"SOMEBODY'S SMILING (WHILE I'M CRYING)" (2:14)
[Elkins BMI—Romero—Liddell]
"JUST TO BE LOVED" (2:00) [Combine BMI—Walker]
CURTIS & DEL (Monument 455)

Curris & Del could be up among the front runners in the weeks to come with their Monument bow, "Somebody's Smiling (While I'm Crying)." Side features a most attractive medium-beat ballad blend (with a catchy background thump) by the songwriters, who have an Everly Bros.-like approach. Spirited programming item that surely pleases the teeners. The feelingone pose, on the other hand, sports a soft-spoken survey by the boys.

"NO WORD FROM BETTY" (2:20) [Lohr BMI—Simmons]
"WE GONNA" (2:20)
[Thob-Arm BMI—Burton, Simmons]
JIMMY PARKER (Diamond 104)

Newcomer Jimmy Parker is a good bet to score with either end, or both, of his debut on the N.Y.-based Diamond label. One half, "No Word From Betty," is a heartfelt rock-a-cha-cha about a gal, who didn't show for the wedding. The infectious, string-backed tune, sports a flashy flavoring of two while-back hits, "My Baby" and "Little Betty Pretty One." Potent orch-chorus support on both ends.

"WALKING CANE" (2:10)
[Russ Will ASCAP—Terez, Romano, Catrombome]
"AMEN" (2:11) [Kell BMI—Levy, Eden, Schoen]
BILLY DUKE (30th-Fox 296)

Duke can head into the new year with his first big one on the 20th-Fox label. It's the oldie, "Walking Cane," that's due for a bright new treatment, and the familiar melody line via Bobbie Darin's "Mack The Knife." Sock support from Jimmy Winder's crew. The spiritual, on the flip, is taken for an inviting handclapping ride.

"AARON NEVILLE" (Minit 639)
(B+) "HOW MANY TIMES" (2:40) [Minit BMI—Neville] An appealing middle-beat Latin-influenced ballad sound from the songwriter and his masterful accompainment. Track that could develop into something.

(B) "I'M WAITIN' AT THE STATION" (2:21) [Minit BMI—Neville] Catchy easy-beat rock-a-cha-aflectionate.

TONI ARDEN (Mercury 71885)
(B+) "YOU FOOL" (2:45) [Rags BMI—Elus, Reid] Longtime thru is backed by an interesting tenor-directed orch-chorus rhythm. She adapts a head a bit " Twist, rockin'- style idios. Can get action.

(B) "SIGNS OF THE TIMES" (3:00) [Vogue BMI—Kaufman, mis] Funky sound, including an harmonica, supports the performer's fine wistful singing.

TONY TOMMY B.O. (RCA Victor 7975)
(B+) "YOU LOOK SO LONELY" (1:50) [Coyboy BMI—Boyce] Boyce, a writer of teen ditties, bows as a songwriter on Victor with a rock-a-cha-love-dovey, Ray Ellis directs the solid tenor-beat setting. Can make.

(B+) "ALONG CAME LINDA" (2:10) [Coyboy BMI—Boyce] A love-found affair with a bright, catchy way. Can also be very big.

JACK COLLIER ORCH-CHORUS/ JOHN VAN HORN ORCH.
(Moonglow 297)
(B+) "HAPPY JOSE" (Ching-Malcolm ASCAP—Malin, Gonzales] The hot instrumental is presented with a pro sum of rock beat, the by the Collin-orch-chorus. A worthy entry in the race for Top 100 honors for the tune. Label is backed in Hollywood.

(B) "OCOTUS TANGO" (2:23) [Ray Maxwell BMI—Max-
well] The John Van Horn orch is heard in a lush tango arrangement. Attrac- tive programming.

CLAY COLE (Imperial 5894)
(B+) "TWIST AROUND THE SPOTLIGHT" (2:20) [Landers ASCAP—Kaye, Springer, Cole] The deepy, happy TWIST, which opens the main-title from the Twist Pic. Pie exposure can get this end around.

(B) "DON'T TWIST (With Any)" (2:27) [Post ASCAP—Kaye, Springer, Cole] Another Twist number included in the flick.

LULU REED (Federal 12440)
(B) "WHAT MAKES YOU SO COLD" (2:02) [Sono BMI — Reed, Thompson] Blues rhythm and chorus make the infectious music mostly for the R&B market, which should take to it. One of the first

(B) "AIN'T NO COTTON PICK- IN' CHICKEN" (Gonna Beak This Chicken Heart of Mine)" (2:20) [Sono BMI—Thornton, Williams] More upbeat blues with a good-natured way.

THE IMPRESSIONS (Swirl 107)
(B+) "DON'T LEAVE ME" (1:46) [West BMI—Brooks] Effective blues-parliment from the lead and his charting companions. Combo has a good sound touch, a distinctive sound from the New York-based wax- ery.

(B) "I NEED YOUR LOVE" (1:56) [Wernam BMI—Brooks] Somewhat of a low-down blues approach here.

THE CRAZY KATS (Deaville 1005)
(B+) "MAKIN' WHOOPEE" (2:20) [BVC ASCAP—Kahn, Dan- aldson] "Adair—Progressive" in this combo go, which features a growing twist-sounding session for the Twist crowd, Label headquarters in Miami Beach, Fl.

(B+) "THE CANDY STICK TWIST" (2:28) [Carnival BMI—Lil- gers] Guitars sound round here.

BERNA-DEAN (Imperial 5792)
(B) "LITTLE WILLIE" (2:45) [Davis BMI—Bartholomew, King] Infusously decorated blues novelty about Little Willie and his gal friend flirt. The fine lark talent is supported by a choice combo-male chorus sound.

(B) "I WALK IN MY SLEEP" (2:32) [Commodore BMI — Bartholomew, King] Nice intimate love.

TEDDY RANDAZZO (ABC-Paramount 16287)
(B+) "MOTHER GOOSE TWIST" (2:35) [South Mountain BMI — Randazzo, Barbers, Weinstein] Vet songwriters top a wild Twist date that's included the Twist flick, "Hey, Let's Twist," which includes the performer. Good Twist punch.

(B) "IT'S A PITY TO SAY GOODNIGHT" (2:30) [Leeds ASCAP—Reid] The fine oldie is also done in the Randazzo version does a pliable stunt against a bash, moody full orch backdrop.

CATHY MOORE (Majesty 302)
(B) "DREAM LOVER" (2:29) [Hollywood BMI—Darin] The old Darin classic is revved with a bunny sound. A swaggers' organ is part of the setting for the lark. Diskery is cut搞好 in Hollywood.

(C+) "I'LL WAIT" (2:38) [Trinity BMI—Klein, Ebb] Slow-best plaintive.

DONNIE ELBERT (Jalynne 110)
(B) "WHAT YOU'RE DOING TO ME" (2:45) [Dot BMI—El- bert] This catchy bluesier features songwriting a distinctive falsetto-type voice. Muted trumpet is part of the backdrop proceedings.

(B) "LILCILE (I'm Doing You)" [Dot BMI—El- bert] Deliberately-paced, sometimes waiting blues cut.
Once in a great while, a new performer will come along who is special. He will be endowed with talent, presence, youth and a rare, elusive factor that can only be called “star quality.” Today, such a performer is proudly spotlighted by Columbia Records. His name is Kenny Karen. His first record, produced by Nevins-Kirshner, is “Oh Susie Forgive Me” coupled with “The Light in Your Window” (4-42264). It is a great record.
LITTLE RICHARD (Mercy 71911)
(B-+) "RIDE ON KING JESUS" (2:53) [Woodman BMI, Donnington] The bio has recently again culled a single from the performer's Gospel LP, "It's Real," which was the source of his recent chart-maker, "He's Not Just A Soldier," The dynamic Richard delivery is heard against a bright Quincy Jones-directed jazz combo. Surprise awaits the listener.

DOUG "DOUGIE" WATSON (B F C)
(B+) "DO YOU LOVE ME" (2:15) [B Licensed BMG] A sensitive side from the album.

JOE FUMA & THE AUDIOPHON ALL-STARs (Columbia 42354)
(B+) "NOAH'S ARK" (Remodeled Blockhead) (2:15) [Jama BMI—Punta, Hall, Sher] Here's an original-sounding, catchy, jazz-rock stink from the Punta that could take off. It's from an LP tagged "Like Tweet " and should be eyed closely.

PANIC IN THE BIRD-CAGE (B F C)
(B+) "PUT EM DOWN" (2:18) [B Licensed BMG] An interesting gospel stink about losing-the-blues. Also worth attention.

DONNIE CHARLES (Smash 2725)
(B+) "JUMPVILLE, U.S.A." (2:20) [Fame BMI—Thomas- son] Here's an effective Twister from the songster and his busy-beat, axed, combo-beat chorus backing. Dick's right in the current upbeat teen groove and could go places.

STAY WITH ME (B F C)
(B+) "THEY CALL ME THE BOMB" (2:50) [B Licensed BMG] "The bomb," an exciting soul-stink with a beat that rocks.

DEL RICHARDSON (Stellar 1729)
(B+) "LOVER MINE" (2:20) [Marlene ASCAP—Buchanan, Gottfried] The track, acquired by Mercury's Smash affiliate, could develop into a club sensation.

DON'T CRY LINDA (B F C)
(B+) "ARCH & WILLOW ASCAP—Buchanan, Gottfried) A folkie with quality to this good-sounding romantic bopper.

TEXAS-RAY (Kaydee 3061)
(B+) "MARY ANN" (2:17) [Progressive BMI—Charles] Ray has number one done with a busy blues-beat sound from the songster and combo. Mostly R&B-marketed doughy. Dickery works well (N.Y.)

WHAT'S COME OVER YOU? (3:30) [ Savoy BMI—Brown] Some unusual wailing from the performer.

JULES BLATTNER (Norman 512)
(B+) "ST. JAMES INFERNY" (2:13) [Dixielandish] The familiar PD gets a partytime blues-rock attack, including Cab Calloway-like boogie bits. Teeners will be interested in the sound.

DO YOU LOVE ME? (B F C)
(c+) "DO YOU LOVE ME" (2:15) [B Licensed BMG] Blattner) Easy-beat wistful essay.

VAUGHN MONROE (Dot 16368)
(B+) "IF YOU GOTTA MAKE A CHOICE" (2:13) [Good Songs BMI—Clark] The longtime songster-maestro offers a teen-centered version of the Blues and here by James Ray on the Caprice label.

MR. MOTTO (1:36) [Arvee BMI—Johnson (Davidon BMI—Macera) This selection from the LP is clever jazz swinging.

JOHNNY (Guitar) WATSON (King 5579)
(B+) "BROKE AND LONELY" (2:50) [Cal BMI—Oliver Watson] Strong R&B-directed pop by the blues songster, who is backed by a potent band-styled sound. Could also get pop action.

CUTTIN' IN (3:03) [Vallo BMI—Watson] Strings are included in this touching blues.

COMO (Hit 787)
(B+) "YOU CAN'T GET KISSED TOO" [Savoy BMI—Spence] The Twist-mart ket novelty is presented with tons of teen spirit. By the songster and his rompin', sax-led combo support. London handles this very reliable Twist Rafael.

I'M A LITTLE MIXED UP (B F C)
(B+) "I'M A LITTLE MIXED UP" (2:44) [Sunflower & Garnet ASCAP—James, Johnson] Funky up beat vocal by the talent.

FRANK VERNA (Jubilee 5414)
(B+) "EACME LA TWIST" (2:11) [Remick BMI—Como, Vernon Baker) "I Sole Me" becomes a cheerful Italian-styled Twist novelty. Verna's likeable vocal is supported by a busy combo-chorus crew.

TWISTIN' BABY (B F C)
(B+) "TWISTIN' BABY" (2:20) [Southern ASCAP—Baker, Verna] Made-in-U.S.A. Twistin ' here.

THE WOBBLEWERS (King 5585)
(B+) "THE WORLLE" (2:08) [Call—Brianchill BMI—Stykray, Holia) A "bubbly" gimmick is in- culated in this infectious teen-beat out ing by the combo. Sax and keyboard are rockin' highlights. Deserves teen programming.

BLOW OUT (2:15) [Pro Industries BMI—Stewart, King] Soft-sounding stuff from the crew.

ROBIN WILSON (Monogram 452)
(B+) "THE, BLACK EYED GYPSY" (2:13) [Acuff-Rose BMI—Bryan] Happy country-styled stink by the songster and combo-chord on an engaging number. A contagious cut that can move.

WANTA HANG MY HAT IN HEAVEN (2:42) [Target BMI—Woodman] Happy item mostly for the country trade.

CHARLESLYNTON/KEITHDAVIS (Broadway 123)
(c+) "I'M DISILLUSIONED" [ASCAP—Pinkard] Old-fashioned teen crooning hero.

SWEET SUBURBAN SUE (B F C)
(c+) "SWEET SUBURBAN SUE" By the performer, heads another years-back sound.

THE JAGS (London 5907)
(B+) "CREE WOLF" (2:12) [Hollis BMI—Vandyke] Musicians put across an exciting Latin-styled opening to this sound-getting opening cut that has a Top 100 career.

THE HUNCH (2:12) [Hollis BMI—Vandyke) Cute and original-sounding rock-a-chord stink.

BILL REEDER (Hi 2041)
(B+) "SECRET LOVE" (2:13) [Homick ASCAP—Fain, Webber] Country-styled songster does an almost reading of the oldie against a bouncy rock beat from the combo. Off-beat reading of the opus that could get solid exposure.

JUDY (2:20) [Progressive BMI—Roberts) Another bouncy sound backs the performer's portrayal of the lovery-dovey doit.

THE GAY JAYS (Josie 8015)
(B+) "CHICKEN BACK"—Part 1 (2:25) [Straight Ahead BMI—Dickens, Grace, Rice, Gamble] & R&B songsters perform the dance novelty with a pro blend, while the Dales and deejay supply a highly Twist-able sound.

"CHICKEN BACK"—Part 2 (2:20) [Straight Ahead BMI—Dickens, Grace, Rice, Gamble] The solid-sounding session is continued.

JIMMY SOUL (S.P.Q.I. 7300)
(B+) "TWISTIN' MATILD A " (2:33) [Pepe BMI—Old calypso favorite is done as a Twist in an original-sounding R&B-flavored manner. Soul's survey is backed by solid remark by the combo-femme chorus. London distributes the cut, Could score.


BRYAN JOHNSON (London 5950)
(B+) "LOVE THEME FROM "EL CID" " (2:25) [Robbins AS C -Hayes, English singer offers a vocal version of the main-theme from the just-re leased epic flick. A lush orchestral arrangement back-ups.

"TENNESSEE WALTZ " (2:15) [Acuff-Rose BMI—Stewart, King] Soft-sounding stuff from the crew.

Cash Box—December 30, 1961
best
wishes
for a
happy
holiday
season!
perry
LESLIE UGGAMS (Columbia 42255)

(B+) “GET HAPPY” (2:53) [Rem. ASCAP–Kohler, Allen] Talented thrust, featured on the Milt Miller sin-sing-on-the-TVR, is backed by the Miller’s male chorus in this solid jazzy-sounding survey of the singer’s talents from an LP, “Leslie Uggs on TV.”

(B) “BIRTH OF THE BLUES” (2:33) [Harms ASCAP–DeSylva, Brown, Henderson] Relaxed reading of another evergreen. Also from the LP.

JOHNNY COOPER (Emprise 37)


(Ch) “RIVAILY” (2:28) [BMI–Cooker, Blair] Brighter teen-market approach.

THE NOBLES (Stacy 292)

(B+) “SERENADE” (2:12) [Harms ASCAP–Romberg] The gem from “Student Prince” goes in for a soft-beat teen reading, with the lead mostly turning into teen-market-off-the-run-phase. Lots of teeners will dig the approach.

(B) “YOU AIN’T RIGHT” (1:41) [Lucky Eight BMI–Jones] Rich Louis Jordan, Twistable touch to this rhymic upbeat entry. From Memphis.

WAILING BETHEA (Hawkeye 4030)

(B) “ANVIE PENGUIN” (1:55) [Chalbore BMI–Bethea, Chalbore] The novelty ditty gets a Countryish touch from Bethea and The Captains. Good lilt stuff.


MARGARITA “CHA-CHA” SIERRA (Warner Bros. 2248)

(B) “CHA-CHA TWIST” (2:20) [American BMI –Fayne, Bowen, Falmouth] The performer, fea-
tured as Cha-Cha-O’Brien in the TVer, “Surfside 6,” heads a lively Latin angle to the Twist.

(B) “PRETTY BABY” (2:50) [Remick ASCAP–Kahn, Jack-
on, VanAlystne] Cute easy-beat turn for the oldie.

ROSS TALBOT (Bobbie 222)

(B) “(Calypso Twist) Short SHERRY & PUMPKIN PANTS” (2:26) [BMI–Talbot] Calypso performer reads his own calypso novelty against a calypso combo chord that, true to its title, can be easily Twist’d to, Different sentence.

(C) “TEN MILLION STARS” (2:24) [BMI–Talbot, Joel] Artist goes strictly teen-beat in this softie display.

THE PASTEL SIX (Downey 101)

(B) “WIMO STOMP” (2:13) [Label (Downey BMI–Wimmer) “Wima-
mooch,” the source of The Tokens smash, “The Lion Sleeps Tonight,” displays the same gung-ho, funky, mon- horaica-fashioned by the instrumentales, lovely teen girls on the LP, Original Sound handles the diskery.

(B) “TWITCHIN’” (1:57) [Down-


PAUL DE NOLA (Kenco 5020)

(B) “DEAR ARLEY” (2:36) [Kenco Enterprises ASCAP–Durante, Dunant] Songster and combo-chorus off this date about a teen who breaks out time that ties-in with the popular let-
ter-to-the-lovelorn columnist.

(C+) “MAUREEN” (1:46) [Kenco Enterprises ASCAP–Durante] Name-song affectionate for the kids.

THE TRAVELERS (Don Ray 5055)

(B) “TRAVELER” (1:54) [Don Bennett BMI–Seek] Good, sounding combo rockin’, headed by sound-wise guitarist Alvie Self. Chor-
sing is tight with a few horns on.

(Ch) “SEVEN MINUTES TILL PHILLY” (2:24) [Boo BMI–Self, Wilcox] Latinish way to another colorful affair headed by Self.

THE FORTUNES (Queen 24010)

(B) “UGLY DUCKLING” (1:48) [Scepter BMI – Crawford, Surr, Smith, Pleasant] Easy rock-a

Bobby Sherrill, back in 1962.

(B) “MOTHER NINETY-AN

MORE” (2:44) [Lois BMI – Ashcroft, Spoke] Nicely worked teent-beat tale of a disenchanted love affair.

FRIEDEL WENDE (Cadence 1413)

(B+) “LIEBERCHEN” (2:25) [E. Morris ASCAP–Wendle] Attractive import instrumental display, with chorded-up, a gail of Signer vocals, pleasing, chordal backed vocal stuff by Maris.

(B) “GONNA BE LOVED BY YOU” (2:07) [Dorn BMI–Burnette] Complete change-of-taste songster note that the dance has won favor with all age groups. Early choral, colorful rockin’ in an English narrative. Off-beat affair.

THE DEL-PHIS (Check-Mate 1005)

(B+) “I’LL LET YOU KNOW” (2:36) [Dorn BMI–Burnette] Sweet, Latin beat romantic weeper has an ear-appealing quality that should work well as a good of airplay. Pleasent, chordal backed vocal stuff by Maris.

(B) “MOTHER NINETY-AN

MORE” (2:44) [Lois BMI – Ashcroft, Spoke] Nicely worked teent-beat tale of a disenchanted love affair.

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MORE” (2:44) [Lois BMI – Ashcroft, Spoke] Nicely worked teent-beat tale of a disenchanted love affair.

MARK MURPHY (Riverside 4511)

(B+) “ANGEL EYES” (2:58) [Bradhaw BMI–Brent, Den-

nis] Take this jazz sensation’s latest as a distinctive account of the great Matt Dennis standby, There’s a haunting combo backdrop. Should be included in jazz jukebox programming.

(B) “STOPPIN’ THE CLOCK” (1:16) [Dorn BMI–Burnette] Landesman, Krall, Lighter, swingin’ blues-flavored entry, both sides stem from an LP by “B-Ball, Mark Murphy.”

CARMEN MCRAE (Columbia 42245)

(B) “I CRIED FOR YOU” (2:52) [Miller ASCAP–Freed, Armi-

son, Lyman] Stylist does a bright, fast-paced reading of the oldie against a classy jazz rum from the combo, Swingin’ stuff that will be played by the hi-fi. Backed for commercial use.

(B) “MISS BROWN TO YOU” (2:38) [Famous ASCAP–Robin, Whiting, Rapoport] Easier swingin’ on another oldie.

THE MARC-ANTONIOS (Dot 1108)

(B+) “CLEOPATRA’S THEME” (2:24) [Campbell-Connelly ASCAP–Mannes] Musicians supply an interesting rock-inclined boogy- cooey sound to capture the ditty’s exotic title. Off-beat issue.

(B) “MOSHI, MOSHI, ANONE” (2:12) [Campbell–Connelly ASCAP–Mannes, Watson] This is a rockin’ Japanese-lyric version of “Lon-

don Bridge Is Falling Down” that we met in the hi-fi. Colorful combo, good, fast-playing, commercial sounds in the setting.

(B) “JUST FOR TONIGHT” (2:38) [Talent Town BMI–Corbin, Corbin] Strings included in this country waltz wishful.

JOE MARINO (Electro-Vox 2173)

(C) “SOMETHING I’LL FIND YOUNG” (2:12) [Thelma Hester Jones BMI–Jones] Bobby Bell takes the vocal spotlite as he critics over a romantic sentiment. Joe Marino & his group lend a soft swing musical backcground.

(C) “DO YOU REALLY WANT TO FORGET YOU” (2:38) [Thel-

ma Hester Jones BMI–Jones] Here the artist performs with a fresh faced lover’s lament. Label’s based in Full-
erton, Calif.

POLKA

LIL WALLY (Jay Kay 254)

“Lil’ Wally Polka ‘Twist’/’Twistin’ And Turning Polka”

PAUL WEINGARDT (Cuba 1657)

“Sweet Mariguerite”/“Sweet Potato Polka”

JAZZ

DAVE BAILIE TRIO (Jazz Line 4505)

“Just Friends”/“Should Support”

DADDY GOODLIVE (Veyn 421)

“Jamil—which Parts I & II”

RELIGIOUS

DIXIE HUMMINGBIRDS (Peacock 2172)

“Have A Talk With Jesus”/“In the Morning”

WANDERING TRAVELERS (Personal 209)

“Jesus Is The HeavyWeight Champ”/“I Would Like To Have Been With Him”

Cash Box—December 30, 1961
THANKS
DJ'S, DEALERS AND OPS
For The Award of
NO. 1 NEW VOCAL GROUP
(In The CASH BOX Year-End Poll)

THE HIGHWAYMEN

Exclusively: UNITED ARTISTS RECORDS
Personal Management: KEN GREENGRASS
Public Relations: MARVIN DRAGER

Cash Box—December 30, 1961
Looking Ahead

A compilation, in order of strength, of up and coming records showing signs of breaking into The Cash Box Top 10. List is compiled from retail outlets.

1. DEAR IVAN
   Jimmy Dean (Columbia 42259)
2. ROOM FULL OF TEARS
   Drifters (Atlantic 23157)
3. HAPPY JOE
   Jack Bass (Dot 14502)
   Dave Appoll (Comets 207
4. Bells At My Wedding/Loveland
   Paul Anka (ABC Paramount 10279)
5. IMAGINATION
   Quotations (Verve 10245)
6. CAN'T TAKE THE HEARTACHES
   Mary Ann Fisher (Sway Way 1037)
7. MY BOOMERANG WON'T COME BACK
   Charles Drake (United Artists 394)
8. THE DOOR IS OPEN
   Tammy Hunt (Scepter 1226)
9. UNSQUARE DANCE
   Dave Brubeck (Columbia 42238)
10. FREE ME
    Johnny Preston (Mercury 23017)
11. A KISS FOR CHRISTMAS
    IQ Tanzenbaum
    Jon Dowell (Smash 1720)
12. WALKIN' BACK TO HAPPINESS
    Nolen Shapiro (Capital 4642)
13. GREETINGS (This Is Uncle Sam)
    Valadars (Miracle 6)
14. YOU DON'T HAVE TO BE A TOWER OF STRENGTH
    Gloria Lynne (Everest 19428)
15. JINGLE BELL TWIST U.S.A.
    Johnny Mendell (Jammie 1708)
16. LOSING YOUR LOVE/WHAT I FEEL IN MY HEART
    Jim Reeves (RCA Victor 7950)
17. LOST PENNY SHADRACK
    Brook Benton (Mercury 71912)
18. TWISTIN' ALL NIGHT LONG
    Danny & Junior (Sway 4972)
19. HOLLER HEY
    Jimmy James (Cub 9102)
20. I HEAR YOU KNOCKIN'
    Pat Dambino (Imperial 5794)
21. TEARS FROM AN ANGEL/ISLAND IN THE SKY
    Tray Shannon (Liberty 55398)
22. MOTOCYCLE
    Jack & Trumpets
    Amy 815
23. SANTA & THE TOUCHABLES
    Bickie Gowman (Rari 707)
24. DREAMIN' ABOUT YOU
    Annette (Vista 388)
25. DEAR GESU BAMBINO
    Christian Marcelli (Decca 31343)
26. FLYING BLUE ANGELS
    George, Johnny & Pilots (Cord 555)
27. THE THINGS I WANT TO HEAR
    Shadelas (Scepter 1227)
28. OLD ENOUGH TO KNOW BETTER
    Cricets (Liberty 53392)
29. A SUNDAY KIND OF LOVE
    Jan & Dean (Liberty 53397)
30. LET ME IN
    Sensations (Argo 5405)
31. SMOKY PLACES
    Casinos (Tuff 1848)
32. NEIN NEIN FRAULEIN
    Cathy Carson (Scepter 7766)
33. EVERYBODY'S CRYIN'
    Jimmy Beaumont (May 713)
34. IN THE SAME OLD WAY
    Tommy Ridgley (Ric 984)
35. EVERYBODY'S TWISTIN' DOWN IN MEXICO
    Billy Vaughn (Dot 16295)
36. PLEASE COME HOME FOR CHRISTMAS
    Charlie Brown (King 5405)
37. SWEETWATER
    Shears (Cub 9103)
38. SOMETHING YOU GOT
    Chris Kinnet (Instant 3237)
39. SHIMMY SHIMMY WALK
    Meoppers (Dodge 808)
40. YOU DON'T HAVE TO BE A BABY TO CRY
    Jan Barry (Smash 1727)
41. ONE DEGREE NORTH
    Max-Rays (Stax 115)
42. PLAY THE THING
    Harehine Morris Quintet
    (Columbia 42218)
43. PORTRAIT OF A FOOL
    Conway Twisty (MGM 13050)
44. DUKE OF EARL
    Gene Chandler (Vee Jay 416)
45. BABY DON'T LEAVE ME
    Joe Henderson (Todd 1066)
46. JAMIE
    Eddie Holland (Matown 1021)
47. SITTIN' AND DRINKIN'
    Christine Kittrell (Vee Jay 399)
48. BOMBAY
    Mike Clifford (Columbia 42216)
49. WHAT'S SO GOOD ABOUT GOODBYE
    Miranda (Tamla 54053)
50. TWISTIN' BELLS/CHRISTMAS DAY
    Spice & Johnson/Loide Scott
    (Canadian American 152)

The Big 2 for '62

Erma Franklin
IT'S OVER
and HELLO AGAIN

The Eventuals
Charlie Chan

THE EVENTUALS

Cash Box—December 30, 1961
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<td>&quot;THE TWIST&quot; Chubby Checker (Parkway P 7001)</td>
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<td>&quot;YOUR TWIST PARTY&quot; Chubby Checker (Parkway P 7001)</td>
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<td>&quot;CAMELOT&quot; Orly, B'way Cast () (Columbia KDL-6240; KOS-8001)</td>
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ALBUM REVIEWS

POPULAR PICKS OF THE WEEK

“TWIST WITH BOBBY DARIN”—Atco 33 138
Cashing in on the twist craze, Atco has come up with an album of some big Darin hits delivered with an effective singing beat. Bobby Darin’s performance is professional and mature as he reads “Early In The Morning,” “Queen Of The Hop,” and “You Must Have Been A Beautiful Baby.” It reads Steroddities in Duane Fort Coming $1,000,000 Cashing seller.—Dot

“WOODY WOODBURY’S SALONATICS”—Stardaydies MV 4
Laughman Woodbury offers more of his usual gags and stories in this disk recorded live in Fort Lauderdale’s Bahamas Hotel. Comic’s risque humor has had a large audience in the past and this new edition should prove equally successful. A plus factor here are the sounds of Woodbury’s admirable audience. LP looms as a top-drawer seller.

“THE ANDREWS SISTERS GREATEST HITS”—Dot DLP 4696
The Andrews Sisters offer a package of studies that were the biggest hits of their career. These are the tunes that one automatically associates with them. Their clear, bell-like voices are top form as they record “Talled Folks,” “Holidng Tight,” and “Bein Mir Dust Du Scho Schoon.” Billy Vaughn has added modern instrumental backdrops to the old, familiar vocal arrangements. Set should attract the trio’s fans in droves.

“THE COLORFUL PERCUSSIONS OF ARTHUR LYMAN”—Hillwoodcords H 1065
Arthur Lyman shows his stuff in this potent fol- low-up of “Disk Jimma” and “Bali Hula” his recent hits combine to a dramatic version of “Exodus” and move quickly into other favorites such as “Bali Hula” and “Never On Sunday.” An interesting band contains the group’s jazz version of “Moana.” Disk should score on the charts.

“COMEDY NIGHT AT THE APOLLO”—Moms
dubley and George Kirby—Vanguard VIG 9693
The Mabey humor is beautifully showcased in this album recorded live at New York’s Apollo Theatre. Mabey display superior material and a first-rate delivery. George Kirby is also on hand as are the Keynotes, a group of singers who interpret the theatre the night this disk was cut. Kirby’s hits are filled with yocks and a per- fect match to the Mabey wit. Unfortunately, much of the humor here is visual and lost on the record. However, the infectious spirit this Vanguard offering makes it a sure noise-maker.

“TRIBUTE TO 6”—Ray Allen—Blat BLP 6804
Ray Allen and the Upbeats have come up with a musical tribute to six late R&B stars in this attractive package from Blat. The boys write as they render superb interpretations of Ritchie Valens’s “La Bamba” and “Donna.” Their form is tops as they read Johnny Horton’s “Battle Of New Orleans” and “North To Alaska.” Other artists given well-done renditions are Bobby Helms, Jesse Belvin, Big Bopper and Eddie Condon. LP has plenty of built-in sales appeal and should score in the coin department.

“BALLET WITH A BEAT”—Hal Mooney—Mer- cury PPM 6017
The swinging sounds of Hal Mooney skillfully at- tack a group of classical, semi-classical and popular ballet themes. Mooney and his orchestra put an exciting, electric flavor into the standard pieces that they read. Orkster turns in excellent rendi- tions of “American In Paris,” “March Of The Toys” and “Sleeping Beauty Waltz.” LP’s original arrangements make it first-rate listening fare.

“DON’ THE TWIST WITH LOUIS PRIMA”— Dot DLP 25410
Jamping feet first on the twist bandwagon Louis Prima teams up with Sam Butera and the Wit- nesses for a swinging disk geared for dancing pleasure. The Prima sound is as distinctive as ever as he reads “The Twist,” “Marie,” and “By Side.” The Homey Ott arrangements seem made for the rockin’ Prima voice. LP should score with both teens and their parents.

“SWAMINA”—Original Cast Capitol W 1645
Cut by Capitol after the show failed, African- based “Kwamina” had many Richard Adler num- bers well-worth an original-cast LP. The most noteworthy are the lovely, folksish “Nothing More To Look Forward To.” “The Sun Is Beginning To Crow,” the comic “One Wife” and the strictly Schubert New ballad, “What’s Wrong With Me.” Cast is topped by Sony Ann Howards.”

“BEI MIR BISTU SCHONE”—Original Cast— Deca 79116
The sound of Second Avenue refuse to give in to the hard-boiled economics of today’s theatre. One of the latest Yiddish successes of re- cent years is “Bei Mir Bistu Schone,” whose original-caster will delight many a Yiddish mu- sical fan whose heart is still in the right senti- mental and nostalgic place. Sholom Secunda, the vet, drill band at Yiddish musical scores, has writ- ten a number of varied, tuneful numbers (mostly sung in Yiddish)—and included, of course, in Secunda’s title favorite. Leo Fuchs, Jacob Jacob, Secunda also wrote the lyrics, Miriam Kressyn and Leon Liebhold head the reliable cast.

“ENCING THE BIG TWIST”—Ray Bryant and His Combo—Columbia CL 744
Ray Bryant has come up with an unusual LP that combines both jazz and music for twist- ers. The 88'er plays with everything as does his accom- plished crew. The boys turn in rousing ver- sions of “Twist City,” “Big Susie” and “Twist On.” There’s enough here to attract both twist- ers and jazz buffs.

“SING SING SING-ALONG”—Al Jacobs Jubilee JGM 2840
Jubilee dishes up an extremely funny collection of evergreen melodies with new antilical lyrics. The whole thing is a take-off on sing-along disks. All artists and the writers Chorus read primitive oriented lyrics with style and charm. Half the fun, is the absurdity of the words set to tune of standard melodies. Many laughs to be had here.

“STRING BAND STRUM-ALONG”—Tony Mot- tola—Command RS 828 SD
Tony Mottola, on the electric guitar, heads up a hand-picked group of string musicians in this excellent collection of evergreens from Command That Inc. The same old, exciting, and very vibrant. The band starts things off with a rousing version of “Happy Days,” and launches into most exciting renditions of “Carolina In The Morning” and “Twelfth Street Rag.” Disk pro- vides first-rate listening pleasure.
THANKS

To All of You
From All of Us
For A Very Successful Year

LAWRENCE WELK
And The Champagne Music Makers

Current Albums:
“MOON RIVER”
Dot DLP 3412

“NORMA ZIMMER SINGS TRUE LOVE”
Dot DLP 25404
ALBUM REVIEWS

"HAVE A GOOD TIME WITH JOE WILLIAMS"—Roulette R 35971
Joe Williams is in his usual top form as he reads a group of Ernie Wilkins-arranged studies in this Birdland series LP from Roulette. The relaxed, easy Williams style perfectly captures the mood of "Old Folks," "A Blues Serenade," and "Moonlight In Vermont." Harry "Sweets" Edison and his orch provide a well-molded musical background. Disk should attract attention with Williams' fans.

"MARTYN GREEN SIGNS THE GILBERT & SULLIVAN SONG BOOK"—MGM E 3998
The magnificent impass quality of Martyn Green brings a touch of genius to this fine collection of melodies from the light operas of Gilbert & Sullivan. Perhaps no other singer in the world today is more closely associated with G & S than Green. His steadfast devotion to his craft has earned him an endless string of laurels and this disk must rank as still another honor for the talented Britisher. The Green reading of "I Am The Very Modern Of Men - Major General" in the key point of the album and must be classed as superlative lung work. Jane Fromholt and Andrew Gold assist in other selections. Disk should attract mobs of Green and Gilbert & Sullivan fans.

"15 COUNTRY GREATS BY 8 GREAT ARTISTS"—Hickory LP M 105
Hickory has in this album, a first-rate group of favorite tunes that should appeal to all appreciators of country music. The cast is all-star including Margie Lowe, Roy Acuff, and Rusty & Doug. The tunes are studies with proven records of public acceptance. LP should draw attention in country circles.

"THE SOUND OF FOLK MUSIC"—Various Artists—SRY 125
Vanguard has produced a splendid album that will delight all folk tune fans. Disk offers a taste of the top folk stars including Odetta, the Weavers, Leon Bibb, Joan Baez and Ronnie Gilbert. The songs come from a worldwide catalog of folk favorites with "Michael Row The Boat," "East Virginia," and "Down On Me," standing out as highlights. LP could become hot item with folk music followers.

"JUSTIN TUBB"—Starday SLP 160
Justin Tubb comes through on this Starday offering with a fine collection of his past hits. The Grand Ole Opry chanter displays an original style and the man really sings as he reads "I Know You Anywhere," and "One For You—One For Me." Songster has more than enough country authority and sincerely to attract a slew of his fans to the LP.

"THE GOLDEN COUNTRY HITS"—Warner Mack—Rapp R 125
For his first Rapp album Warner Mack offers a fine collection of country winners tastefully arranged and read. The sincere Mack voice has plenty of hillbilly authority as he delivers "A Sat- isfied Mind," "Don't Worry," and "Room Full Of Roses." LP should catch on with all of Mack's admirers and win him a new flock of devotees.

"PLAY AND SING ALONG TOO!"—Clyde Sehler—Ad Lib A 221
Ad Lib has a clever idea in this kiddie album that is being released with three tinfoil hand instruments for the children to play along as well as sing. Clyde Sehler leads a children's chorus through the paces of some popular folk songs including "Who Put The Farmer In The Dell?" and "I've Been Working On The Railroad." Set seems a perfect way to introduce kids to music.

JAZZ PICK OF THE WEEK

"SETTIN' THE PACE"—John Coltrane—Pres- tige 7315
During his exclusive days with Prestige, this disk provides a superb portrait of the swinging brand of jazz associated with John Coltrane. The selections here are extremely varied including "I See Your Face Before Me," "Little Melonie," and "Rise And Shine." Kudos also go to Red Garland, who turns in a first rate job on the piano. Disk has strong sales potential.

"BASH"—Dave Bailey Sextet—Jazz Line JAZ 33-07
Starting off with an impressive version of Sonny Rollins' "Grand Street" Dave Bailey and his boys state their positive intentions as to how the group plans to approach the music. The band turns in admirable jobs on "Like Someone In Love" and "Just Friends." This Rudy Stevenson-arranged disk could make some noise with Bailey devotees.

"LET ME TELL YOU 'BOUT IT!"—Leo Parker—Blue Note 4897
For his first Blue Note disk Leo Parker's baritone sax is toned up, coupled with his trumpet and piano arrangements with Stan Getz, Warne Marsh, and Red Garland. All the tunes here are originals and delivered with professional jazz ideas. Noteworthy numbers are "Give Daddy, Give Daddy," "Cherry" and "Litty Litty Lady," a catchy up-tempo number with Parker taking his solo. The fact that it is a swinging, free-flowing thing with the group turning in a top-notch performance. LP rates as excellent jazz listening.

"WHITE GARDENIA"—Johnny Griffin—Riverside SLP 387
Johnny Griffin offers his personal tribute to Billy Holiday in this album of tunes that the late throat made famous. There is one Griffin original in "White Gardenia," a Holiday-like tune that could well have been one of the lady's songs. An accomplished group of jazz musicians accompany the Griffin tenor sax in readings of "Gloomy Sunday," "No More," and "Don't Explain." Top-flight arrangements by Melba Liston and Norman Simmons give the set a polished free-flowing touch.

CLASSICAL PICK OF THE WEEK

Gustavo Espinosa teams the music of Artur Rubinstein treat Chopin as an old friend in this brilliant disk from Victor. Pianist has put exactly the right amount of expression into the "Furcal March" to appeal to even the most discriminating audiences. The Rubinstein approach to the "Sonata In B-Minor" comes from a firm understanding of the music coupled with superb artistry and skill. Set should make some noise with classical collectors.

Maurice Abravanel and the Utah Symphony Orchestra have turned in an adroit, beautifully-read performance of the complete "Nutcracker" Ballet in this two-record set from Vanguard. Conductor has captured the bright, lyrical spirit of the important interwoven rhythms of this most difficult piece. All the color and festiveness that the music demands is reproduced. The Chorus of Utah adds an extra charming touch. Disk ranks as a superb rendition of "The Nutcracker."
Dot Records

is proud to congratulate

LAWRENCE WELK

THE NATION'S NUMBER 1 ORCHESTRA (SINGLES)

and

THE NATION'S NUMBER 1 ORCHESTRA (LP'S)

(from the CASH BOX Year-End Survey)
BIOs of 1961's Leading Artists

Bill Anderson—Decca

Born in Columbia, S.C., and best known as Decca's most consistent country crooner, Bill Anderson is the professional of the year. His mature delivery and choice of material have earned him a loyal following and a spot among the label's leading artists. Anderson, who is a discouraged World War II veteran, was raised in the fields of his native Tennessee. He was discovered by Decca producers while vacationing at his home town of Ashland City and signed to a recording contract. While always in demand on the road, he has earned all-around respect as a recording artist who ranks with Boudleaux Bryant and the Everly Brothers.

Johnny Burnette—Liberty

The performers, who are 26 and hails from Muncie, Ind., are Liberty's current No. 1 act. They are the exponents of the rock ’n roll sound with a signature sound that is near and dear to the ears of America's youth. The singer and guitarist were discovered by Liberty's promotion manager, Jack Rencher, who saw them perform at a high school function. He was so impressed that he signed them to a contract. Since then, they have been featured on television and radio shows and have appeared in several films. They are currently working on their second album, which is due out in the spring of 1962.

Henry Belafonte—Columbia

Harry Belafonte, who has become one of the world's best known black artists, is Columbia's top recording artist. He has been with the label for the past five years, and his success has been due in part to his versatility. Belafonte is not only a singer, but also a composer, arranger, and producer. He has recorded such hits as “Bongo Blues,” “Golden City,” and “Mama Africa.” Belafonte is originally from Jamaica, where he was born in 1927. He moved to the United States in 1948 and began his career as a folk singer. He has won several Grammy Awards for his recordings.

Columbia, was scoring singer. Bill 1961 contract spiritual friendship become host songwriter, painting. Workshop 1960, *42, 1932, high happened many A WLAC A&R Miami C&W and he played "Annie The Village. Ernest Bollard, known Decca Let's have发生 Workshop a field has has in age RCA was crank his same Connie. In 1917, he had been known at Decca and Columbia forever. In 1932, he moved to BMI and became a permanent member of the staff. In 1934, he formed his own publishing company, Bollard Publishing, and became a leading force in the music business. He is currently the owner and president of the company, which is one of the largest independent publishers in the world.

Hank Ballard & Midnight—King

The Midnighters, featuring Hank Ballard in the lead, are currently one of the hottest rhythm and blues groups in the country. They have scored several hits on the rhythm and blues charts and are working hard to keep pace with the rapid changes in the music industry. They have a powerful sound and are known for their dynamic stage presence. Their hits include "Tell Me Why," "There She Goes Again," and "Midnight Special." Ballard, who is the lead singer, has been with the group since its inception in 1956.

Patsy Cline—Decca

A 1961 America's favorite almost ended the career, and life, of Patsy Cline, who had been losing traction over the past couple of years. In 1961, she was at the peak of her career and had become one of the most popular female country singers in the world. She had scored several hit records and was performing in front of packed audiences every night. On March 5, 1963, she was killed in a plane crash while flying to a concert in Montgomery, Ala. Her death was a shock to the country music world and left fans mourning the loss of one of its greatest talents.

Ray Charles—ABC-Paramount

Dividing his dates between ABC-Paramount and Imperial, Ray Charles has been one of the most successful and popular artists in the rhythm and blues field. He has sold over 100 million records and has won several Grammy Awards for his music. Charles, who is blind, has been famous since the age of five. He started singing in church choirs and later formed his own band, the Crests. He is known for his soulful singing and his ability to play the piano with his feet.

Johnny Cash—Columbia

Cash was born on May 26, 1932, in Celina, Tenn., and grew up in the rural areas of Tennessee. He began playing guitar at age 10 and formed his first band, the Tennessee Three, in 1955. Cash signed his first recording contract with Columbia Records in 1957 and released his first single, "I Walk the Line," which became a hit. He went on to release several albums, including "The Man in Black," which helped define his signature sound. Cash's music often dealt with themes of redemption and spirituality, and he was inspired by the music of his Southern roots. He was inducted into the Country Music Hall of Fame in 2009.

Waylon Jennings—ABC-Paramount

Jennings, who is known as the "Outlaw" singer, had a successful career in the 1950s and 1960s before turning to country music in the late 1970s. He had several hit songs, including "RSQ," "The Letter," "I Don't Want You to Know," and "I Don't Want You to Know." Jennings was known for his distinctive singing style and his use of a guitar picked with his foot. In 2000, Jennings was inducted into the Country Music Hall of Fame.

Loretta Lynn—ABC-Paramount

Loretta Lynn, who was born in a one-room wooden house in Butcher's Branch, Kentucky, was discovered by Jack Clement, who convinced her to record a song called "I'm Dying." The song became a hit, and Lynn went on to release several albums and become one of the most successful female country singers of all time. She has won multiple Grammy Awards and has been inducted into the Country Music Hall of Fame.
SEASON'S GREETINGS
THANK YOU EVERY ONE FOR
MAKING US THE NO. 1 VOCAL
GROUP IN THE COUNTRY

The Shirelles

OUR LATEST CHARTMAKER "BABY IT'S YOU" SCEPTER 1227
LOOK FOR TOMMY HUNT'S NEWEST HIT WHICH
WILL BRING HIM TO THE TOP "THE DOOR IS OPEN" SCEPTER 1226

BOOKING BY: EXCLUSIVELY ON SCEPTER
SHAW ARTISTS 1650 BROADWAY
PERSONAL
MANAGEMENT: ROY RIFKIND
N.Y.C., N.Y.
Joni James—Joni James is the daughter of entertainer Dixie Lee Jones. Joni is one of a few American entertainers who has been able to break into both the musical and acting fields.

Dana's new song, "Three Days," is a continued effort to reach young audiences with her message of love and peace. She has written numerous songs that have become hits on the Billboard charts.

Dana's recent hit, "Love Will Go on Forever," has been described as a sensitive and heartfelt ballad that showcases her emotional range and vocal power.

In the upcoming months, Dana plans to release a new album and embark on a national tour. She hopes to continue to inspire and connect with her fans through her music.

Throughout her career, Dana has been recognized for her powerful vocals and her ability to connect with listeners. Her dedication to her craft and her passion for sharing her music with the world have earned her a loyal fan base and critical acclaim.

With each new release, Dana continues to evolve as an artist, experimenting with different sounds and styles. Her latest work promises to be a standout addition to her already impressive discography, and fans can look forward to her upcoming projects with great anticipation.
Bobby Bland
“TURNS ON HIS LOVE LIGHT” with thanks, thanks!!

To The D.J.s Who Made Possible My Selection as No. 1 R&B Male Vocalist.

THANKS To The Many TV Stations All Over The Country For Helping Make It Possible!

THANKS To The Record Distributors, Their Clerks And Promotion Personnel, Who Also Helped Make It Possible.

THANKS To DUKE RECORDS For Contributions By Their Promotion Men: DAVE CLARK, DAVE FOX, FLOYD HAY, BOB GARNER And JOE BALKIN, And, Thanks also to DUKE’S A And R Men for Their Top Arrangements.

Thanks To The Trade and Trade Magazines.
A Special Thanks To CASH BOX For Selecting Me No. 1 R&B VOCALIST.

THANKS TO BUFFALO BOOKING AGENCY For 23 Years of Successful Personal Appearance Dates Throughout The Country.

Again—thanks, thanks, thanks!!” Bobby Bland.
**BIO of 1961's Leading Artists**

**Don Gibson — RCA Victor**

Don Gibson's recording of "Oh, Lonesome George" and "I Can't Help Myself" helped to launch his career. He was born in Shelby, North Carolina, and at the age of 14 he was forced to leave school and begin working in tobacco fields. By the age of 20, he was managing a local dance band. In 1955, he released his first single, "I Can't Help Myself," which became a hit. His career took off when he signed with RCA Victor in 1958, and he went on to have multiple hits, including "Oh, Lonesome George" and "I Can't Stop Loving You." He was known for his smooth, soulful voice and his ability to bridge the gap between country and rock and roll. His success continued throughout the 1960s and beyond.

**The Highwaymen — United Artists**

The Highwaymen was a group of four country music stars: Johnny Cash, Waylon Jennings, Kris Kristofferson, and Willie Nelson. Formed in 1986, the group's aim was to resist the ever-expanding commercialization of country music and to explore its roots in folk and bluegrass. The group's first album, *The Highwayman*, was released in 1986 and went on to sell over a million copies. The group's members were all established artists in their own right, but their collaboration provided a fresh perspective on country music. The group disbanded in 1998, but they remain a beloved part of the country music scene.

**Cash Joe & The Roommates — Valens**

Cash Joe, born in Shreveport, Louisiana, was a country music singer and songwriter. He was known for his smooth, soulful voice and his ability to write and perform heart-wrenching love songs. His career took off in the early 1960s, with hits like "I Don't Want to Settle" and "You Don't Know the Kind of Girl I'm In Love With." Cash Joe passed away in a plane crash in 1961, but his music has continued to resonate with fans of country and pop music.

**The Jive Five — Bell**

The Jive Five was a group of five young men from Brooklyn, New York, who were known for their infectious rhythm and blues sound. Their first hit, "At Last," was released in 1961 and became a massive hit, selling over a million copies. The group's second hit, "Please Please Me," was released in 1962 and was also a huge success. The Jive Five's music was known for its upbeat tempo and catchy melodies, making them a popular choice for teenage fans.

**Clare King — Columbia**

Clare King was a two-pronged appeal—pop and country. His career took off in the early 1960s, with hits like "The Tears of a Clown" and "You Don't Know Me." He was known for his smooth, soulful voice and his ability to bridge the gap between pop and country music. His success continued throughout the 1960s and beyond, and he remains a beloved part of the American music scene.

**Johnny Horton — Columbia**

Johnny Horton was a country music singer and songwriter. He was born in Baton Rouge, Louisiana, and began his career in the early 1960s with hits like "The Ballad of Les Brown" and "The Battle of New Orleans." His music was known for its storytelling ability, and he remains a beloved part of the country music scene.

**George Jones — Mercury**

George Jones was a country music singer and songwriter. He was born in Mount Pleasant, Texas, and began his career in the early 1960s with hits like "White Limozeen" and "Takin' These Blues Away." His music was known for its storytelling ability, and he remains a beloved part of the country music scene.

**Joni James — Columbia**

Joni James was a country music singer and songwriter. She was born in Chicago, Illinois, and began her career in the early 1960s with hits like "It's All in the Game" and "You Look Real Good Tonight." Her music was known for its storytelling ability, and she remains a beloved part of the country music scene.

**Ben E. King — Atco**

Before he decided to go solo, Ben E. King had played a major role in the successful careers of groups like the Drifters and theOh, Lonesome George ("I Can't Help Myself") and "I Can't Stop Loving You." His powerful vocals and smooth style have made him a beloved part of the American music scene.

**Steve Lawrence — Columbia**

One of the most successful nite club acts in the world, Steve Lawrence was originally a team with Eydie Gorme. However, they parted ways after Eydie Gorme had already established herself as a successful solo artist. Steve Lawrence continued to perform and has had a successful career on his own.

**Bert Kaempfert — Decca**

Bert Kaempfert was a German musician known for his work with the orchestra that recorded his music. He was born in Hamburg, Germany, and began his career as a musician in the early 1950s. He was known for his ability to create music that was both catchy and sophisticated, and he remains a beloved part of the American music scene.

**Brenda Lee — Decca**

Brenda Lee was a singer and songwriter who was born in Atlanta, Georgia. She was one of the first female country music stars to achieve success in the male-dominated country music industry. She was known for her catchy, upbeat songs and her ability to connect with fans. She remains a beloved part of the American music scene.
A Sleeper
Opening Big Everywhere!
“DUKE OF EARL”
GENE CHANDLER
VeeJay #416

A CHARTBUSTER!
“MOON RIVER”
JERRY BUTLER
VeeJay #405

A NATURAL HIT!
“What’d I Say”
CALVIN CARTER
VeeJay #419

A HOT NEW SINGLE!
“A W SHUCKS,
HUSH YOUR MOUTH”
b/w
“BABY, WHAT’S WRONG”
JIMMY REED
VeeJay #425

GREAT JAZZ VERSION!
EDDIE HARRIS’
“MOON RIVER”
VeeJay #420

Another Jerry Butler Smash!
“ISLE OF SIRENS”
JERRY BUTLER
VeeJay #426

VeeJay
1449 S. MICHIGAN AVE., CHICAGO 5, ILL.
The Miracles—Tamla

The Mar-Keys—Satellite

The Mar-Kays

One group that achieved widespread success throughout the late 1960s was the Mar-Kays. Formed in 1966, the group consisted of lead vocalist Jimmy Hunter, lead guitarist Keech Rouse, bassist Paul sponge, and drummer Felix Taylor. They are best known for their hit single "I'll Be There," which reached #2 on the Billboard Hot 100 in 1967. The Mar-Kays were signed to the Satellite label and are remembered as one of the key groups that contributed to the Motown sound of the time.
Happiness and peace through the coming year... 

Pat Boone

Starring in the forthcoming 20th Century-Fox production "STATE FAIR"

Current Single
"JOHNNY WILL"
and
"JUST LET ME DREAM"
Dot 16284

Personal Mgt.
RANDY WOOD-JACK SPINA, INC.
9033 Wilshire Blvd., Beverly Hills, Calif.

Exclusively
Dot Records
Bios of 1961's Leading Artists

Buck Owens—Capitol

Stayed at No. 1 for the entire year, Buck Owens is definitely the outstanding country artist of 1961. He's the most consistent country artist in recent years, having scored hit after hit on the national charts. This year, he established a new standard in the fields of country music and popular music with a song that was considered a country hit, but also sold well in the pop field. "I've Got a Bag Full of Roses," was a hit and a crossover chart success.

Ray Peterson—Dunes

Singer Ray Peterson is one of the most successful country artists. He has been very successful at the box office, and has also been very successful in the recording business. This year, he scored a hit with the song "Lost in the Stars," which became a crossover chart success, reaching No. 5 on the national charts.

Paul Anka

Anka is one of the most successful country artists in recent years. He has been very successful at the box office, and has also been very successful in the recording business. This year, he scored a hit with the song "Love Me Tender," which became a crossover chart success, reaching No. 5 on the national charts.

Johnny Halonka

Evelyn Presley—Capitol

Evelyn Presley is the most successful country artist in recent years. She has been very successful at the box office, and has also been very successful in the recording business. This year, she scored a hit with the song "Love Me Tender," which became a crossover chart success, reaching No. 5 on the national charts.

Harry Apostoleris

The Platters—Mercury

The Platters are one of the most successful groups in recent years. They have been very successful at the box office, and have also been very successful in the recording business. This year, they scored a hit with the song "The Great Pretender," which became a crossover chart success, reaching No. 5 on the national charts.

Halan, Harry Apostoleris

Alpha Distributors

457 W. 45th St.
New York, N. Y.
(Circle 5-7933)

Cash Box—December 30, 1961

Ray Price—Columbia

Ray Price has been one of the most successful country artists in recent years. He has been very successful at the box office, and has also been very successful in the recording business. This year, he scored a hit with the song "Love Me Tender," which became a crossover chart success, reaching No. 5 on the national charts.

Tex Ritter—Capitol

Tex Ritter is one of the most successful country artists in recent years. He has been very successful at the box office, and has also been very successful in the recording business. This year, he scored a hit with the song "Love Me Tender," which became a crossover chart success, reaching No. 5 on the national charts.

Johnny Halonka

Harry Apostoleris

Alpha Distributors

457 W. 45th St.
New York, N. Y.
(Circle 5-7933)
Season's Greetings
FROM
FERRANTE & TEICHER

to DISC JOCKEYS... OPERATORS... DEALERS and
UNITED ARTISTS DISTRIBUTORS Everywhere!

MANY THANKS
FOR CHOOSING OUR VERSION OF "EXODUS"
THE NO. 1 SINGLE OF THE YEAR
AND FOR AWARDING US THE
#2 SPOT AMONG ALL THE INSTRUMENTALISTS
AND COMBOS IN THE COUNTRY!

Top Selling
Album
WEST SIDE STORY
AND OTHER
BROADWAY
AND MOTION
PICTURE HITS

Top Selling
Single
"TONIGHT"

Direction:
William Morris
Agency
Season’s Greetings and
Best Wishes To All for
A Merry Christmas and
A New Year
Full of Happiness
Good Health and Prosperity from all at
EXXESS RECORD DISTRIBUTORS
10 FEN Wick ST.
NEWARK, N. J.
"New Jersey’s Loading Independent Distributor"

Season’s Greetings
to All Our Friends

RICHIE
Current Hit Single:
“DREAM LOVER”
Kip 240

LITTLE NAT
Brand new release on Pik Records
“DO THIS DO THAT”
b/w “Tally Wally”
Pik 242

TOMY DARYLL
Best Wishes for the Holiday Season from Everyone on KIP/PIK Records

Personal Mtg.
HARRIET KAUFMAN
45 W. 39th St., N. Y.
(3488-9452)

The Shirelles—Scepter
The Shirelles, comprised of Shirley Owens, Addie Jones, and Carol Thrash, have recorded some of their musical activities as yeast producers at the National Bureau of Standards. They have been in the musical and recording business since 1938, and have released over 75 records since 1955. They are currently signed with Scepter Records. Their hit "Hush, Baby" reached #1 in 1961.

Frank Sinatra—Reprise
There are no "comeback" awards in show business, but if there were, Frank Sinatra would surely have been the recipient of the award. As Sinatra has been a star for many years, he has continued to release new music. In 1957, he released "Come Fly With Me" on Reprise Records.

Bios of 1961’s Leading Artists

Neil Sedaka—RCA Victor
Neil Sedaka, the hit-making song writer, has released five new singles this year: "Breaking Up Is Hard To Do," "Love Letters," "Calendar Girl," "Stardust," and "For All We Know." His success is due in part to his ability to write pop songs that are both catchy and meaningful. Sedaka has been hailed as one of the finest songwriters of his generation.

Del Shannon—Big Top
Del Shannon, the singer of "Apache," has released several albums since his initial success in 1961. His latest album, "The Big Top," was released in 1963. Shannon has continued to write and perform his own material, and has been praised for his unique style and musical talent.

This issue of Billboard magazine contains a special section dedicated to the hit-making artists of 1961. It includes a comprehensive list of the year’s top recordings, as well as interviews with the artists themselves. The section also features articles on the hit songs of the year, as well as the events and trends that shaped the music industry in 1961. Whether you’re a music fan or a music industry insider, this issue is a must-read for anyone interested in the history of popular music.
Carla Thomas—Atlantic

Carla Thomas, who sang "How Blue Can You Get?" on Sun Records with a group known as the Cardinals, was born on March 2, 1939, in Memphis, Tennessee. She was discovered by Sam Phillips while she was a junior at Central High School. Phillips signed her to a recording contract in 1955.

Johnnie Tillotson—Capitol

Johnnie Tillotson, who sang "Blueberry Hill," was born on December 30, 1937, in Palatka, Florida. He began his career as a singer and dancer at the age of 15. His first record, "Blueberry Hill," was released in 1958.

Leroy Van Dyke—Mercury

Leroy Van Dyke, who sang "Walk On By" and "You Light My World," was born on November 12, 1936, in Winter Haven, Florida. He began his career in the mid-1950s and has had many hit songs over the years.

Billy Vaughn—Dot

Billy Vaughn, who played piano for the famous Big Bopper, was born on April 11, 1931, in Cincinnati, Ohio. He was a member of the group the Jolly Rogers, and he was a member of the group the Cadets.

Kitty Wells—Decca

Kitty Wells, who had many hit songs in the 1950s, was born on December 12, 1926, in Owensboro, Kentucky. She began singing in her family's church choir, and she was signed by Decca Records in 1952.

Adam Wade—Coed

Adam Wade, who recorded the hit song "Who Put the B in Baby?," was born on July 8, 1940, in Nashville, Tennessee. He began his career in the late 1950s and had several hit songs in the 1960s.

Maurice Williams—Herald

Maurice Williams, who recorded the hit song "The Moon Is Blue," was born on November 27, 1928, in Mobile, Alabama. He began his career in the early 1950s and had several hit songs in the 1960s.

Forty Years—Capitol

Forty Years, who recorded the hit song "I'm a Wheel in a Merry-Go-Round," was born on November 10, 1940, in New York City. He began his career in the late 1960s and had several hit songs in the 1970s.

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# FM Programming Survey

A survey of the nation's leading FM stations conducted by Cash Box to determine the type of music these outlets offer listeners. Chart lists stations, number of hours each is on air as well as the percentage of the various types of music each broadcast.

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**WASHINGTON, D.C.**

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**MAINE**

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**PROGRAM DIRECTOR**

- Hamilton Williams
- Pearl Jacobson
- R. P. Adames
- Howard Rhines
- Bob Scott
- Al Davis
- Arnold Scher
- Mark Phillips
- Charles M. Ferguson
- Felton Mailes
- Dick Claw
- Paul Thompson
- Dorothy Rebell
- Godd Edwards
- Clifton H. Kirk
- Bill Browning
- Orville C. Schmacher
- Marty Martin
- Jim Harrison
- Roger A. Clarke
- Roy Golden
- Bill Jones
- C. M. Edmonds
- Harry Gift
- John B. Reynolds Jr.
- Dee Griffith
- M. A. Garrison
- Ted Work
- Miss Barbara Bins
- Robert B. Martin
- John B. Cash
- Dan Valentine
- Elmo Ellis
- J. L. Salomon
- Faye Scarborough
- Jack D. Verner
- T. R. Ive
- Helen Moore
- Miss Violet Kmet
- Rex Maples
- Dick Stern
- Dawney Newery
- Doris Peterson
- Norma Slaten
- William Fromm
- John A. Engels
- John R. Harrell
- Shaldon Fisher
- Robert N. Gifford
- Bill Thomas
- Paul R. Benson
- W. F. Russell
- Miss Dorothy L. Day
- S. A. Clift
- Lew Lewis
- Ken Whistley
- Don Moore
- Jack D. Nelson
- Robert E. Smith
- Raymond G. Hard
- Norma Peiman
- Bill Linne

Cash Box—December 30, 1961
THANKS
For The Award
#1 INSTRUMENTALIST
in the CASH BOX year-end survey

WARMEST HOLIDAY GREETINGS

A great new single out this week . . .
"CHATTANOOGA CHOO CHOO"
and
"LET'S GO"
#7978

Current HIT Album:
"FLOYD CRAMER
AMERICA'S BIGGEST SELLING PIANIST"
LPM/LSP-2466

Cash Box—December 30, 1961
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Our Sincere Thanks for
VOTING US THE NO. 1
NEW R & B VOCAL TEAM
IKE & TINA
Current Hit Single:
"POOR FOOL"
Sue 753

THE DUALS
VOTED ONE OF THE
TOP 5 NEW R & B
INSTRUMENTAL GROUPS

The Big Artists on A.F.O. Records
BARBARA GEORGE
"I KNOW" (You Don’t Love Me No More)"
AFO #302

PRINCE LA LA
"SHE PUT THE HURT ON ME"
AFO #101
Best Wishes For Holiday Season From All Of Us

JUGGY MURRAY (Pres.)

725 Riverside Dr. N.Y., WA 6-8800
SINCEREST CHRISTMAS GREETINGS & BEST WISHES
FOR A PROSPEROUS & HAPPY NEW YEAR TO ALL
OUR MANUFACTURERS—AND TO DISK JOCKEYS,
DEALERS, OPERATORS & OUR FRIENDS EVERYWHERE
— LENNIE GARMISA & STAFF

WE EXTEND
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DISTRIBUTING CO., Inc.
INC OF WISCONSIN
Phone: 922-7455
Chicaco 5, Illinois
**Columbia 1961 Sales 25% Over 1960**

NEW YORK—Goldmark Lieberson, president of Columbia Records, last week summarized the label's 1961 business year with the following statement:

"In 1961, Columbia increased its sales by more than 25% over 1960, and thus achieved the greatest dollar volume in its history, strengthening further its consumer sales leadership of the phonograph recording industry. During the past year, Columbia also finalized a long range program to extend its future international operations. In 1962, Columbia will launch CBS Records in Europe, Africa, Australia and The Middle East and Far East, an unprecedented move to broaden the Company's distribution and recording activities in all major foreign markets.

"Competed in 1961 was a large scale program for greatly expanding Columbia's manufacturing facilities. In May, at Pitman, New Jersey, Columbia opened its fourth production facility, housing the world's largest LP production capacity. In November, Columbia completed a $4,000,000 expansion of its Terre Haute, Indiana facility, which also serves as the fulfillment center of the Columbia Record Club.

"POPS "The original Broadway Cast recording of the hit, 'The Sound of Music,' by Rodgers and Hammerstein, became the third Columbia show album to attain sales of more than one million copies. Other Broadway Show successes were 'Cameo,' by Leonard Bernstein and Kean,' and by Forrest and Wright.

"Mitch Miller's 'Sing-Along,' album serves to the musical world as an example for albums, as a LP volume in the industry. Also a best-selling album of 1961 was Johnny Mathis 'Portrait Of Johnny,' an album packaged with a framed reproduction of the cover painting.

"Also the year's outstanding motion picture 'West Side Story,' with score by Leonard Bernstein and Stephen Sondheim, provided another Columbia best-seller with the Original Sound track recording.

"Big Bad John' written and sung by Jimmy Dean became one of the year's biggest single record hits, selling over one million copies in more than one month on the market. "Dave Brubeck and his Jazztet enjoyed best-seller status on both the pop singles and Album charts as 'TV and record star, Andy Williams joined the Columbia artist roster and promptly won a place on best-seller lists with his first release, 'Andy Boy.'

"Noteworthy sales were achieved by such fast rising Columbia artists as Streisand, Frank and Buzz Clifford.

Brilliant soprano Eileen Farrell maintained best-seller status in her unique dual roles as opera star and blues singer.

"Also introduced in 1961 was an unique series of modern language courses on Columbia Records, prepared in conjunction with Dr. Howard Harvey of Rochester University, a pioneer in language laboratory techniques.

**EPIC RECORDS**

"Columbia's second label, Epic Records, achieved a series of best selling records, including several singles and an album with rising, young singer Tony Orlando. Society bandleader Lester Lanin and vocalist Buddy Greco and Tony Bennett continued to amass large album sales. Epic Records also entered the Country and Western field for the first time in 1961 and the label has received re-activated as an outlet for its rhythm and blues artists.

"In the classical market, Epic Records won wide esteem for a series of recordings with conductor George Szell and the Cleveland Orchestra, including the complete Beethoven concertos with pianist Leon Fleisher.

**Descant Label**

**NEW YORK**—Dave Cook has formed his own label, Descant Records, in 1961, and with the release of 'Johnny On A Slippery Road,' on January 13, and featuring songstress Tracy Pendavis, formerly managed by Cook, with 'First Love' and 'I Feel A Teardrop.'

**SAN FRANCISCO**—Bob Conrad, star of the Warner Bros. TV'er 'Hawaiian Eye' recently launched a wax career. These photographs were taken during a whirlwind promo tour of San Francisco. The top photo shows Conrad with record buyer Helen Choliss and Warner promom Don Graham. Perry, Flin. The bottom photo show's Conrad signing autographs for his fans on Dick Stewart's EPX TV show.

**Shep and the Limelites**

James Sheppard, Clarence Bassett Jr., and Charles Baskerville

**Season's Greetings & Thanks to all the Dealers and Deejays who voted us**

**#4 new VOCAL GROUP and #4 new R & B VOCAL GROUP**

in the CASH BOX year-end survey

Exclusively:

HULL Records

Bookings:

Shaw Artists
1961—The U.S. Record Industry Year

JANUARY

The importance of international artists is strikingly displayed on the Top 100 for the January 1961 issue of Billboard. The Beatles' "She Loves You" and "I Want To Hold Your Hand" are in the top five, with the latter reaching the top spot for the first time. The Beach Boys' "Surfin' USA" debuts at number 19, showcasing the growing popularity of beach music.

FEBRUARY

The Record Industry Association of America (RIAA) reports that factory sales of phonograph records increased by 21.1% in the first quarter of 1960. Sales of 78 rpm records showed a decline, with 10-inch records becoming less popular.

MARCH

Record Sales of America announces its decision to discontinue the production and distribution of discs in the U.S. RCA Victor's soundtrack LP of "South Pacific," on the Cash Box LP charts for almost three years, reaches the million mark in sales.

APRIL

Viver's specially priced 2-LP set, "60 Years of Music in America's Best" (Vol. 1), goes over the million mark in sales. Lawrence Welk signs a contract with the Hollywood Palladium. Capitol signs songwriter Buddy Holly and his group, The Crickets.

JUNE

Three men receive prison sentences, the first case of disk bootlegging in a California bootlegging trial.

JULY

Phillips Records of Holland buys the Mercury label and included in the deal was the exclusive exchange of disc libraries between the two firms. Move is part of the consolidation of Mercury with Consolidated Records and other labels. RCA Victor buys the Disc jockey club (D.J.C.).

AUGUST

The 19th anniversary edition of Cash Box is published, featuring an in-depth look at the record industry's growth and evolution in the past 19 years. The magazine also highlights the importance of the record industry in shaping the music landscape.

SEPTEMBER

Mike Mailinad named vice president of A&M Records. Warner Bros. and Cash Box are integrated into its operations. RCA Victor buys the Rolling Stones' contract.

OCTOBER

The Twist takes New York by storm, and starts spreading around the country, as the society sets up with rock 'n' roll promotion. Mercury enters field with own "Compact 6" series. E. B. Marks obtains rights to "Kicks & Co." score. Cash Box publishes a new "Charts Section" of the "Billboard Chart Guide," designed to offer additional information to help program managers profitably.

NOVEMBER

The Twist fever continues, with records like "Yakety Yak" and "The Twist" dominating the charts. Cash Box highlights the impact of the "Golden Age" of music on the industry's future.
named A&R head of Impulse. . . .

King Records topper Syd Nathan inks a deal with Ember Records Int'l for the English distribution of the label.

Len Levy named Epic's national sales manager of Epic. . . . Joe Kolsky forms his own Diamond label.

Frank Walker, veep at MGM pics, honored on his 72nd birthday for his 42 years in the music biz. . . . Seven Arts intros $1.25 adult-type single line. . . . Alden Music sets new BMI mark with 9 tunes in the Top 10 for one year. . . . Kapp names Paul Cohen to head up new country dept., Bobby Johnston to pop A&R. Peter Tripp sentenced on payola charges: $500 fine and a six months suspended sentence.

NOVEMBER


December


Columbia acquires original-cast rights to "We Take The Town," the up-coming musical starring Robert Preston. . . . Martin Hogan, ex-Chi deejay, passes away. . . . Chubby "The Twister" Checker makes unprecedented appearance on charts with 4 singles and 4 LP's, some old, some new. . . . Atlantic and United Artists note '61 as biggest year in their history of singles and album sales. . . . Moss Hart dies. . . . L.A. bootleggers sentenced, receive fines; two put on probation, another gets 180 days.

Electronics Products get entire building at NAMM show. . . . WMGM-N.Y. sold by Loew's to Storer Broadcasting for record $10,000,000. . . . NARAS set to host disk bashes at N.Y.U. beginning Jan. 24, '62. . . . Joe Reisman, vet dance band maestro, dies.

In Review

current album

"AL (He's The King)"

HIRT"

LPM/LSP-2354

Watch for new
Release for January

"Al Hirt
HORN A-PLENTY"

LPM/LSP-2446

RCA VICTOR

personal manager

GERARD PURCELL

One Big Family

CHICAGO—All four of the individual distributorships headed by Leonard Gar- missa—Garmissa Distributing Company, Incorporated; Garden Distributors, Incorporated; Mid-Mercury; and Garmissa Incorporated of Wisconsin—were recently combined under one roof in Garmissa’s large, new headquarters at 1865 South Michigan Avenue, in the heart of this City’s record marketing area. Garmissa conducted a photographer on a "cook’s tour" of his plant facilities, and the following pics are the result: (top left) a typical Garmissa executive conference; (top right) Garmissa and staff with several staffers missing from the photo; (bottom left) a lens-eye view of the front display area; (bottom right) a part of the plant’s record order section.
TOP R&B RECORDS & ARTISTS of 1961

A TABULATION OF RECORDS & ARTISTS WHO ACHIEVED GREATEST SUCCESS IN THE R&B FIELD ACCORDING TO THE WEEKLY CASH BOX TOP 50 R&B CHART. NAMES LISTED BELOW ARE IN ORDER OF STRENGTH IN THEIR VARIOUS CATEGORIES BASED ON A WEIGHTED POINT SYSTEM WHICH GIVES CREDIT FOR LONGEVITY ON THE CHART AS WELL AS HEIGHT ATTAINED ON CHART. ONLY TITLES WHICH WERE TOP 30 OR BETTER WERE USED FOR AN ARTIST'S TOTAL. SURVEY COVERS 12 MOS. ENDING NOV. 1961.

TOP 50 R&B RECORDS

1. TOSSIN' & TURNIN'—BOBBY LEWIS (Beltone)
2. WILL YOU LOVE ME TOMORROW—SHIRELLES (Scepter)
3. MOTHER IN-LAW—ERNIE K-DOE (Minit)
4. LAST NIGHT—MIDNIGHTERS (Atco)
5. IT'S GONNA WORK OUT FINE—IKE & TINA TURNER (Sue)
6. SHOP AROUND—MIRACLES (Tamla)
7. DON'T CRY NO MORE—BOBBY BLAND (Duke)
8. RAINDROPS—DEE CLARK (Vee Jay)
9. I LIKE IT LIKE THAT—CHRIS KENNER (Instant)
10. ALL IN MY MIND—MAXINE BROWN (Nomar)

11. PONY TIME—CHUBBY CHECKER (Parkway)
12. BOLL WEEVIL SONG—BROOK BENTON (Mercury)
13. QUARTER TO THREE—U.S. BONDS (Legrand)
14. BUT I DO—CLARENCE HENRY (Argo)
15. STAND BY ME—BEN E. King (Atco)
16. RAINFOREST IN MY HEART—SLIM HARPO (Excello)
17. MY TRUE STORY—JIVE FIVE (Beltone)
18. DADDY'S HOME—SHEP & LIMELITERS (Hull)
19. ONE MINT JULEP—RAY CHARLES (Impulse)
20. I PITY THE FOOL—IKE & TINA TURNER (Sue)

21. BLUE MOON—MARCELS (Colpix)
22. ANGEL BABY—ROSE & ORIGINAL (Highland)
23. GEE WHIZ (LOOK AT HIS EYES)—CARLA THOMAS (Atco)
24. YOU CAN HAVE HER—ROY HAMILTON (Epic)
25. HE WILL BREAK YOUR HEART—JERRY BUTLER (Vee Jay)
26. AT LAST—ETTA JAMES (Argo)
27. FOR MY BABY—BROOK BENTON (Mercury)
28. WATUSI—VIBRATIONS (Checker)
29. DEDICATED TO THE ONE I LOVE—SHIRELLES (Scepter)
30. LET'S TWIST AGAIN—CHUBBY CHECKER (Parkway)

31. HOOCHIE COOCHIE COO—H. BALLARD & MIDNIGHTERS (King)
32. 100 LB. OF CLAY—GENE McDANIELS (Liberty)
33. THERE'S A MOON OUT TONIGHT—CAPRIS (Old Town)
34. DON'T CRY BABY—Etta James (Argo)
35. MAMA SAID—SHIRELLES (Scepter)
36. SOME KIND OF WONDERFUL—DRIFTERS (Atlantic)
37. EVERY BEAT OF MY HEART—G. KNIGHT & PIPS (Vee Jay/Fury)
38. YA YA—LEE DORSEY (Fury)
39. FIND ANOTHER GIRL—JERRY BUTLER (Vee Jay)
40. SCHOOL IS OUT—U.S. BONDS (Legrand)

41. RUNAWAY—DEL SHANNON (Big Top)
42. LET'S GO, LET'S GO—H. BALLARD & MIDNIGHTERS (King)
43. HIT THE ROAD JACK—RAY CHARLES (ABC Paramount)
44. I COUNT THE TEARS—DRIFTERS (Atlantic)
45. SPANISH HARLEM—BEN E. KING (Atco)
46. A LITTLE BIT OF SOAP—JARMELS (Laurie)
47. CUPID—SAM COOKE (RCA Victor)
48. I IDOLIZE YOU—IKE & TINA TURNER (Sue)
49. THINK TWICE—BROOK BENTON (Mercury)
50. TRUST IN ME—ETTA JAMES (Argo)

BEST MALE VOCALISTS

1. BOBBY BLAND
2. BROOK BENTON
3. CHUBBY CHECKER
4. RAY CHARLES
5. JERRY BUTLER
6. FATS DOMINO
7. CLARENCE HENRY
8. JACKIE WILSON
9. DEE CLARK
10. JIMMY REED

BEST NEW MALE VOCALISTS

1. BEN E. KING
2. U.S. BONDS
3. BOBBY LEWIS
4. ERNIE K-DOE
5. CHRIS KENNER
6. CHUCK JACKSON
7. DEL SHANNON
8. GENE McDANIELS
9. LEE DORSEY
10. CURTIS LEE
11. JOE BARRY
12. FREDDY KING
13. PRINCE LA LA
14. SOLOMON BURKE
15. TORY SHONDELL

BEST INSTRUMENTALISTS, COMBOS AND BANDS

1. MAR-KEYS
2. RAY CHARLES
3. FREDDY KING
4. JAMES BOOKER
5. BERT KAEMPFERT
6. PHIL UPCHURCH
7. FERRANTE & TEICHER
8. JORGEN INGEMAN
9. FLOYD CRAMER
10. BILL BLACK'S COMBO
11. LAWRENCE WELK
12. KOKOMO
13. BILLY VAUGHN
14. CANNONBALL ADDERLEY
15. B. BUMBLE & STINGERS
16. STRING-A-LONGS
17. JOHNNY DANKWORTH

BEST FEMALE VOCALISTS

1. ETTA JAMES
2. ETTA JONES
3. LAVERN SAYER
4. DINAH WASHINGTON
5. NINA SIMONE
6. DAMITA JO

BEST NEW FEMALE VOCALISTS

1. MAXINE BROWN
2. ROSE
3. CARLA THOMAS
4. MARY WELLS
5. GLADYS KNIGHT
6. TIMI YURO
7. ARETHA FRANKLIN
8. KATHY YOUNG
9. CATHY JEAN

BEST VOCAL GROUPS

1. SHIRELLES
2. DRIFTERS
3. HANK BALLARD & MIDNIGHTERS
4. CHANTELS
5. COASTERS

BEST NEW VOCAL GROUPS

1. IKE & TINA TURNER
2. MIRACLES
3. JIVE FIVE
4. SHEP & LIMELITERS
5. MARCELS
6. VIBRATIONS
7. CAPRIS
8. JARMELS
9. CAESAR & ROMANS
10. DOVELLS
11. SHELLS
12. REGENTS
13. MARVELETTES
14. ETTA & HARVEY
15. DREAMLOVERS
16. FLARES
17. CLEFTONES
18. PIPS
19. JAN & DEAN
20. ROCHELLE & CANDLES
21. OLYMPICS
22. SIMS TWINS
23. TOKENS
24. SENSATIONS
25. SPINNERS
26. EMBERS
27. STEREOS
28. BELMONTs
29. HALOS
ALBUM PLANS

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

ARGO

"Stacking Plan"—Pay for six albums, receive seven.

CHECKER

Dealers and distributors can get the label's LP "Twist with Steve Alaimo" at a 25% discount. Expires: Dec. 31.

CONCERT-DISC

Complete catalog including new releases by Bob Nichols and Frank Hamilton offered on a one-free-for-every-five-purchased basis. Label's "Success In Life" series and The管theinsman's Record Club series available at additional 10% discount. No termination date has been set.

DEL-FI

5 of the label's LP's, $ by the late Richie Valens, Carmen & The Romans' "Memories of Those Oldies" and "Harvest of Oldies," are being offered to dealers on a buy-10-get-2-free basis. 100% guarantee, with product returnable for full credit anytime after Dec. 15, 1962. No termination date announced.

DOOTO

"Holiday 16 Flou 1"—Label's catalog is available to dealers on a buy-16-get-1-free basis. Expires: Dec. 31.

LIBERTY

"A-Day"—Tie-in with the new TV series featuring The Chipmunks, label is offering its entire Chipmunks catalog to dealers on a 100% guaranteed sale, returnable for credit by Feb. 22, 1963. Deferred Payments: % on Nov. 10, Dec. 10, Jan. 10 and Feb. 10. No termination date has been set. A deal on the label's Xmas product, including two Rhino LP's, and Felix Slatkin's "Season's Greetings." 100% guaranteed sale, merchandise returnable for full credit by Feb. 1, 1963. 10% cash discount of the face of the invoice. Full payment due Jan. 10, 1963. Expires: Nov. 25. Special deal on the LP catalogs of Bobby Vee, St. Centary, and The Ventures (on the label's Delton sublabels) and "20 Guitar Go South Of The Border," "Ballad Of The King" by the Johnny Mann Singers, and "Drumsville" by Earl Palmer. 10% cash discount, to be taken off the face of the invoice, on the dealer's entire order of merchandise on this program. 1963 guarantee date, returnable for full credit anytime after Mar. 1, 1963. Deferred payments: 5% Jan. 10, 15, Feb. 10. Expires: Dec. 31.

MERCURY

"Operation Gold Rush"—Xmas season plan on the entire catalog: 15% merchandise bonus (10 free LP's for every 100 purchased); 100% exchange privilege on the Nov. 1 LP release, and a 15% exchange privilege on the rest of the catalog; dating payments on Dec. 21, Jan. 21 and Feb. 20 (to be eligible, dealer must place initial orders by Nov. 25). Expires: Dec. 31.

PRESTIGE

All LP's, mono and stereo, in the label's 7000 series is being offered on a buy-7-get-1-free basis. Expires: Jan. 31.

ROULETTE

"Holiday Sale Plan"—The entire Roulette, Roost, and Tie catalogues are available to dealers at a 25% cash discount off the face of the invoice. Expires: Dec. 31.

VESUVIUS

The label, dealing mostly in Italian recordings, is making its Series 1000 catalog available on a buy-3-get-1-free basis. No termination date has been set.

Sydney Welcomes Dorothy

Sydney—Ray Ball, promo manager of Australian Record Company, greets Dorothy Provine on her arrival at Mascot Airport in Sydney during a recent surprise visit with Frank Sinatra and party. Thrush-thespian is widely known in Australia as a result of her TV'er "The Roaring 20's." Her records are issued in Australia by ABC.

Cash Box—December 30, 1961
DEE JAYS...  "MY GIRL" WILL ADD ROMANCE TO YOUR SPINNING

A NATURAL NATION-WIDE SMASH!
"MY GIRL"
Charles McCullough
Dooto 462

Send for your copy now!

A LITTLE BITTY TEAR...............  34
(Pammy BMI)
A WOLF IN A SHEEP'S SHEEP ..........  78
(Alamo BMI)
BABY IT'S YOU .....................  30
(Stargard BMI)
BABY'S FIRST CHRISTMAS .........  60
(Stargard BMI)
BIG BAD JOHN ....................  20
(Capitol BMI)
BRISTOL STOMP ...................  49
(Kinman ASCAP)
BUT ON THE OTHER HAND, BABY ....  99
(Tom & Jerry BMI)
CAN'T HELP FALLING IN LOVE ........  6
(Hello ASCAP)
'CHIMPMUNK SONG' .................  93
(Monarch ASCAP)
COME cleaningfield ................  84
(Richie Road ASCAP)
COTTONFIELDS ......................  39
(West Side BMI)
CRAZY ....................  28
(Pumper BMI)
DEAR LADY TWIST ..................  62
(Stargard BMI)
DO-RE-MI ........................  73
(Fast BMI)
DREAMY EYES .................  50
(Southern Belle BMI)
'FEVER' ........................  98
(Clyde BMI)
FLY ................................  63
(Wonderful, Marvel BMI)
FLYING CIRCLE ........................  53
(Claridge ASCAP)
FOOL #1 ........................  10
(Pumper BMI)
FOOT STOMPIN' (Port I) ...........  72
(Pumper BMI)
FUNNY HOW TIME SLIPS AWAY .......  37
(Pumper BMI)
GO ON HOME ....................  80
(Aldon BMI)
GOODBYE CRUEL WORLD ............ 11
(Aldon BMI)
GYPSY ROVER ..................  69
(Emerson Co ASCAP)
GYPSY WOMAN ..................  21
(Cartoon BMI)
HAPPY BIRTHDAY, SWEET SIXTEEN ........  9
HEARTACHES ..................  65
(Nice BMI)
HEY, LITTLE GIRL ...............  66
(McLaughlin BMI)
I COULD HAVE LOVED YOU .........  83
(Aldon BMI)
I DON'T KNOW WHY ................. 14
(Alden-Crawley ASCAP)
'I'M BLUE' ........................  96
(Pregiseng, Placed ASCAP)
I NEED SOMEONE ..................  67
(Franklind BMI)
I KNOW ......................  12
(Alden BMI)
IRRESISTIBLE YOU .................  61
(Lloyd & Logan BMI)
'I TOLD THE BOOK' ................ 100
(Marty BMI)
I UNDERSTAND (Just How You Feel) 48
(Jubilant BMI)
IN THE MIDDLE OF A HEARTACHE ....  57
(Central BMI)
IF YOU GOTTA MAKE A FOOL OF SOMEBODY .......  25
(Gold Sound BMI)
IT WILL STAND ...............  64
(Nice BMI)
IT'S ALL BECAUSE ............... 100
(Alden BMI)
IT'S TOO SOON TO KNOW ...........  81
(E. H. Harris ASCAP)
JAMBLAYA ..................  45
(Ajafly BMI)
JINGLE BELL ROCK ..................  47
(Central ASCAP)
JOHNNY WILL ....................  36
(Lee & Murphy ASCAP)
'JUST GOT TO KNOW' ..............  89
(R & B BMI)
JUST OUT OF REACH ..........  27
(Stargard BMI)
LANGUAGE OF LOVE .................  59
(Ajafly Road BMI)
LETTER FULL OF TEARS ...............  58
(Bobbin BMI)
LET THERE BE DRUMS ...............  18
(Travis BMI)
LET'S BE TYPING ...............  88
(Macarone BMI)
LET'S TWIST AGAIN ...............  33
(Ligotting Founding)

LION SLEEPS TONIGHT, THE .......  1
(Alond BMI)
LITTLE BITTY TEAR ...............  34
(Pammy BMI)
LITTLE DRUMMER BOY ..........  46
(Moon of Sabel BMI)
LITTLE DRUMMER BOY ..........  74
(Starday BMI)
LONGSOME NUMBER ONE ...........  87
(Acuff-Rose BMI)
'LOST' ......................  90
(Light BMI)
MAJESTIC ....................  43
(Shelby BMI)
MARIA ................................  44
(Tomato & Chipollet BMI)
MOON RIVER ......................  8
(Tonk BMI)
MULTIPLICATION .................  70
(Tonk BMI)
NORMAL .....................  38
(Coco BMI)
PEPPERMINT TWIST .................  7
(Pump BMI)
PERSUE, MR. POSTMAN ..........  5
(Shelby BMI)
POCKETFUL OF MEMORIES .........  76
(Meridith BMI)
POOR POOL ........................  40
(Sabino BMI)
POP 'THE HUSTLE' ...............  92
(Tab BMI)
PUSHIN' YOUR LUCK ...............  94
(Dream BMI)
REVENGE ........................  17
(Rever BMI)
'SO-E-YE MY BABY .......  66
(Marvel BMI)
'SO-E-YE MY BABY ..........  29
(Stargard BMI)
ROCKIN' AROUND THE CHRISTMAS TREE ....  75
(St Nicholas BMI)
RUNAROUND SUE ................  24
(Merry BMI)
RUN TO HIM ..................  4
'ROUDLOP THE RED-NOSED REINDEER ....  91
(Tonk BMI)
SEARCHIN' .....................  82
(Tonk BMI)
SEPTEMBER IN THE RAIN ...........  55
(Reck BMI)
'SHE'S EVERYTHING' ............  38
(Alan BMI)
'SOMEONE YOU TAUGHT TO BE' ....  68
(Alden BMI)
SMALL SAD SAM ...............  23
(Alton BMI)
SOOTHE ME ..................  56
(Stargard BMI)
'THAT'S MY PA' ................  95
(Chapel ASCAP)
'THERE'S NO OTHER' .......  19
(Rever BMI)
'TIL ................................  16
(Chappell ASCAP)
TONIGHT .....................  22
(C. Schlem BMI)
TOWER OF STRENGTH ..........  77
(Tomah BMI)
TOWN WITHOUT PITY ..........  26
(United BMI)
TUFT .....................  79
(Nice BMI)
TURN ARROUND, LOOK AT ME .......  51
(Meridith BMI)
TURN ON YOUR LOVE LIGHT .......  52
(Rever BMI)
TWIST, THE ..................  2
TWIST-MER ..................  54
(Stargard BMI)
UNCHAIN MY HEART ...............  15
(Alden BMI)
UP A LAZY RIVER ...............  71
(Lee BMI)
WALK ON BY ..................  3
(Lee BMI)
WALKIN' WITH MY ANGEL ....... 100
(Alden BMI)
WANDERER ....................  32
(Schwartz BMI)
WELL I TOLD YOU ...............  31
(Alton BMI)
WHEN I FALL IN LOVE .........  13
(Nord BMI)
WHEN THE BOY IN YOUR ARMS .....  10
(Premedy BMI)
'WHITE CHRISTMAS' ..........  85
(Starday ASCAP)
YOUR MA SAID YOU CRIED IN ........  42
(York BMI)
YOUR SLEEP LAST NIGHT ..........  42
(Shelby BMI)
YOU'RE RUNNING OUT ............  87
(Shelby BMI)
OF KISSES ..................  41
(Shelby BMI)
YOU'RE THE SONG .............  41
(Shelby BMI)

* Asterisk indicates first appearance on Top 100
Moss Hart Helped Musicals Grow Up

NEW YORK—Moss Hart, who died last week (20) of a heart-attack in Palm Springs, Calif., was mainly noted for his book success as a Broadway and film critic, but his contributions to the musical theatre, both as a writer and director, went far and wide in the late 30's. Among the musicals he wrote (or directed or had a hand in) were "Lady in the Dark" (music by Kurt Weill, lyrics by Ira Gershwin) in 1941, the first musical to use Freudian psychology for the account of the actions of its star, Gertrude Lawrence.

Prior to "Lady in the Dark," 1937 saw a libretto by Hart and George S. Kaufman, the latter of the写作 and directing collaborations on such enduring straight comedies as "You Can't Take It With You," the Pulitzer Prize winning play of the 1936-37 season. In "The Man Who Came to Dinner," for "I'd Rather Be Right" (music by Richard Rodgers, lyrics by Loren Hart), a dashing take-off on the Roosevelt administration, starring George M. Cohan as Roosevelt, which used the actual names of people in Roosevelt's cabinet.

Atlantic Takes Over Distribution of Montel Deck

NEW YORK—Atlantic Records has taken over the distribution of "Lonely Man" by Dale Houston on the Montel label—and has set an "all-out" national promotion campaign for the deck, which Atlantic says is breaking-out in the southwest.

Though the deal only involves the Houston sessions, which will still carry the Montel logo, the label may take on other Montel efforts. Label is based in Baton Rouge.

Under the direction of Bob Kornheiser, national sales and promotion director, the full Atlantic promotion staff is being used to work on the deck to reach every deck market as quickly as possible.

Promotion man Larry Maxwell has just flown to New Orleans to kick-off the campaign with a swing through six states to work with dealers and distributors on the deck's Virginia Reel, Moe Shulman and Red Baldwin in New Orleans, and Bob Galkin in following with trips to other parts of the country.

Moss Hart—"Lady in the Dark" (left) and "Look on Yonder Wall" (right)
Miller’s “Holiday” LP Tops 500,000 Sales Mark After 2 months

NEW YORK—Less than two months on the market, Mitch Miller’s Xmas sing-along offering, “Holiday Sing Along With Mitch,” has sold over 500,000 copies, according to an announcement last week by Columbia Records.

According to the label’s current sales estimates, remarkably successful Miller sing-along series, 15 LP’s in all will have sold over 5 million LP’s in stores in 1961 alone.

The first Miller sing-along album, “Sing Along With Mitch,” was re-released by Columbia in May, 1960—and its millionth copy was sold this year, as was the millionth copy of More Sing Along With Mitch.1

BECAUSE OF THE EARLY PRINTING DEADLINE FOR THIS SPECIAL ISSUE, SOME FOREIGN COLUMNS COULD NOT BE INCLUDED

7-33-6

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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119 West 57th Street, New York 19, N.Y.

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THE STAR OF PORTOFINO WISHES
MERRY CHRISTMAS TO EVERYONE WITH THE LATEST RELEASE LP-150 OF REGARD RECORDS A New Great Songs—It Has in a New Version Interpreted in English—French—Spanish—Italian

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Lee’s Million

NEW YORK—RCA Victor Records and The Nestle Company, Inc, the parent company of the Haagen-Dasz Ice Cream Company, have announced arrangements for a joint promotion of a limited edition LP disc, to be released in Jan., a strong disk premium offer, consisting of William I. Alexander, Victor’s advertising and promotion manager.

Details of the offer (below) will be given to distributors of multi-millions of Nestle chocolate bars sold throughout the United States.

The offer will go on sale to appeal to the musical tastes of all age groups, and will provide a choice of three Victor Highlighted records—“Headline Hits For Teens,” “Headline Hits For Singing Stars” and “Headline Hits By Big Bands”—at a premium price with wrappers from any of Nestle’s chocolate bars. Each Highlighter will contain four selections of this current Victor album merchandise, and be made available in complete sets 33 and 45.

“Headline Hits For Teens” will feature Sam Cooke, The Browns, Neil Sedaka and Ann-Margaret; “Headline Hits From Singing Stars” will offer Mario Lanza, Norman Luboff, Della Reese and The Limeliters and The Mancinis, Al Hirt, Melanchino and Victor’s Sea Four; “Headline Hits By Big Bands” will include consumer who mail three Nestle chocolate bar labels and $15 to the address printed on each wrapper can get one. Highlighter will be at their choice. All three records may be obtained for a dollar plus seven wrappers from any 5¢, 10¢, economy or kids size Nestle bars.

Highlighting Victor’s advertising and promotion campaign to stimulate interest in the joint program will be the addition of the record in the full-color commercial on Walt Disney’s “Wonderful World of Color” show, which will be seen by millions of viewers on NBC’s network. Further, nationwide exposure will be given the promotion via ads in consumer publications, specially created mailings to the nation’s disk jockeys and unique presentations to Victor field men.

Simultaneously, Nestle will build interest in this promotion with retailers and its own sales force through a national in-store display contest with prizes ranging from stereo phone players with built-in radios to Victor album collections, and points of sale sweepstakes with pool of brand names of banners, display stands, shelf talkers, sales aids, mailers and gift packages to radio stations.

ITALY ADDED TO ORY TOUR

NEW YORK—It has been added to the tours of the Grand Ole Opry package now in Europe under the sponsorship of the Deutsche-American Book Agency, headed by Hank Snow, Jolly Joyce and Major George Adamson.

The package, now touring U.S. Army and Air Force bases in France and Germany, will cover the cities of Rome, Florence, Vicenza and Verona.

It was also learned that GA had just opened two new offices in Frankfurt and Hamburg, both in Germany.

Leo Reisman Dies; Led Major Dance Band

NEW YORK—Leo Reisman, whose dance-band was one of RCA Victor Records toy attractions in the 1930’s, died last week (18) after a short illness at his Manhattan home.

Reisman, who was 60-years-old, led an orchestra that had thronged dancing fans and audiences in such plish New York spots as the now-defunct Central Park Casino and the Waldorf-Astoria, where he performed from 1934 to 1947.

He was credited with discovering Eddie Duchin, his onetime pianist, and songstress Dinah Shore.

Born in Boston, Reisman studied violin at the New England Conservatory of Music, and began his professional career as a violinist with the Balinese Symphony in 1927.

Surviving are his wife, a son, a daughter and three sisters.

Sheb in Seattle

SEATTLE—MGM recording star Sheb Wooley is playing the grand opening of one of Seattle’s largest shopping centers. Chanter’s current release “That’s My F,” is riding the charts and looks as a dual-market biggie. Wooley flew up especially to make several personal appearances. With Wooley are promo man Dan Niles and his hand Gary Todd of KOL-Seattle.

Cash Box—December 30, 1961
LONDON—Chubby “the twister” Checker demonstrates the twist to (left to right) Harry Walkers, European rep of Cameo Records, Norrie Paramor, A&R manager of E.M.I., and Neville Martin of Cash Box at a recent party hosted by E.M.I. in his honor.

Rosemont To Produce MGM’s Chevalier Lerner & Loewe LP

NEW YORK—Norman Rosemont, general manager of the Lerner and Loewe Enterprises, will produce for MGM Records, a Maurice Chevalier album of 12 tunes penned by the famed composing duo. Chevalier, who recently taped the Feb. 11 TV special, “The Broadway of Lerner and Loewe,” of which Rosemont is executive producer, will record the album in London in mid-January, when he will be temporarily free of film commitments.

Pincus’ Maxime Music Acquires Malmax Catalog

NEW YORK—Maxime Music, an affiliate of the George Pincus publishing group, including Gil Music, has acquired the catalog of Malmax Music, highlighted by R&B numbers by Sammy Taylor, Fred Johnson, Maxine Brown, Bob Elgin and Kay Rogers. Songstress Maxine Brown and Mal Williams, principals of Maxima, will continue to be actively associated with the firm as officers of Maxime Music, which plans to expand in the R&B and pop fields. Gil Music is the sole selling agent for Maxime Music.

Shapiro, Bernstein Buys “Cry” Copyright, Renewal

NEW YORK—Shapiro, Bernstein has just purchased the copyright and renewal of “Cry,” the old Johhnie Ray hit, from its writer, Churchill Kohlman, according to SEL’S A1 Galileo. Galileo added that the firm was also dickerking for “many more important renewals.” Recent dishings of “Cry” include performances by Brenda Lee, Gene McDaniels, Jackie Wilson, Timi Yuro, Paul Anka, Roy Orbison, Bib Maybelle and Dick Jacobs.

Rack-Jobber Opens Retail Store In Md.

NEW YORK—Bill Gerhardi, a wholesale rack-jobber in Bradshaw, Md., has just opened a retail disk outlet, B&D Record Shop, 2342 E. Monument St. in Bradshaw.
NEW YORK:
The merriest of Christmases and the happiest of New Year's to all our readers! Dick Do-Fly's and Earl Glick's long-distance from Chicago that the diskjockey's flippin' over "The Captivating Johnny Crawford's" LP and the single (from the set: "Your Baby's Gonna Have a Baby" and "Queen Bee of Diamonds") and Bruce Johnson's "Do The Surfer's Stomp Part I" (Donna). Earl adds that the "Surfer's of Love's" LP is red-hot in the sales dept. ... Musi- con's Kenyte直销er is predicting a hit that he'll be doin' his "Your Mama Said" click on the 12/27 Dick Clark's and that his mgm, Al Dankoff, has signed him to a GAC pact. ... Sue toepper just turned down a sound bite offer from Columbia Records. For their Bob Rosen elated with the soaring sales figures on Ike & Tina Turner's "Poor Fool" and Barbara George's "I Know" (AFQ). ... Mar- vin Kobyly, over at Diamond Records, is a lotsa action in the met area, N.Y., N.J. and Con. on Susan Summers' "Mommy And Daddy We're Parting" and Jimmy Parker's "We Gonna." ... Bobby Rydell, and mgm, Frankie Day, out on a 1/9-12/3 world tour. The sensational singer just finished a Sands stint in Vegas.

Robert Kingsburg Kravitz back on the wax scene, up at Eddie White's want a copy of the new Cal Carper personal mgm's RCA Victor's Tom- my Boyce, see that he is staring a host of pick-hits on his latest outing, "Along Came Linda." Tom's currently on a coast-to-coast tour, today, in a Morty Wax's holiday plug sheet in- cludes Donnie & The Delcohers' "When You're Alone" (Taurus), "Velvet Night" (Patelte), "Dear Lord" (New York City's "Tell Me, Love"), "The Eyes Of Santa Claus" (Cresc), "Just Peace And Love Will Do" (Legend) and "Please Mr. K." (GOW). ... Puberry credits on Ed- ders' "It's Like Being In A Lullaby" with Barbara "The Blissful Child" belong to E. B. Hersh, and an Atlantic Records deal. ... Wink Recording artists, the Ko- dos, open 12/23 at the Savannah Club in the Village. ... William Jerome Sr. of Tru-Eko Records in- forms that three Tru-Eko artists, the Cupids, The Boulevards and The Java- sons, appeared, along with such other teen names as Eddie Hodges and Dianne Donahue, at a Christmas-90 Show here at the Youth House for Girls on Dec. 20 and at Goldwater Hospital on Welfare Island Dec. 22.

CHICAGO:
Center of attention over at Smash headquarters, accordin' to top Smash sources, is Jack Trimble, who gals recently picked up by the label. First off is "Lover Mine" waxed by Del Richardson on the Stellar label, being distributed nationally by Smash and clickin' big in the Denver area; secondly, "Hey Baby" by Bruce Chan- nel, available on Smash, and to quote Charlie "is a big hit in Dallas." ... Anthony, who recently bowed on his own, Ala label, with religious item "The Seventh Day," was a Chi visi- tor last week, making the scene with p. rep Pete Wright before headin' for the Wisconsin area. ... Prexy Leonne Garmissa and cohort Ed Yalowitz (Cenla) was in town last week. ... Tommy Motella's newest Command pack- age andc "Loved" has put out a swing on the airwaves, and the "rightful" alert us on the upcoming Stereo 55mm Vol. II by Enoch Light, fol- low up to his current release. ... Lib- erty's Bob Schaff covered a lot of ground during his one day visit here exposing Troy Shondell's new pair "Two Feet From An Angel" b/w "Island In The Sky."

Cosmat Dist., hot with Joe Henderson's "Baby Don't Leave Me" (Todd), recently added the Dyno label to its lineup; current album is "The Best Of Joe Henderson," taken from the local TV show. ... Hot items out of United Record Dist. in- clude "Shiny Shiny Walk" by The Metagons (Dodge), "My Girl" by Zorro (Dow) and "Love Like My Love" by McHenry Mitchell (One- derful). ... Harvey Goldstein, a sight to behold in his Joe Dee Peppermint Twist hat, covered radio new week (last and all) with new single "Bandit Of My Dreams" by Eddie Hodges (Cadence); "A Little Too Much" by Clarence Henry (Argo).

Cash Box—December 30, 1961
George Sherlock reporting London Records have two big Juke Box items in "Twist Her" by Bill Black's Combo and "Myron's Tear" by the Ace Cannon. A Red Baldwin back from San Francisco and hangs that Ray Charles has six top-selling LPs on Music City's top 40 listings. Julie London getting more action on "Valentine" and "Man" by the Mark Three on ABC. It is said that Joe Ismael has recorded two new sides for RCA Victor, his own composition "The Jewish Twist" and the Hebrew song "Hava Nagila" both to the rhythm of Prado's new dance, the Change-Twist. The red-nosed reindeer, Rudolph, is back again!! There is a new record out called, "Rudolph the Red-Nosed Reindeer Twist." To date, more than $10,000,000 records of "Rudolph" have been sold. The sound track album of the film, "Judgment At Nuremberg," will be released by United Artists Records and they are negotiating with top American Lyricists, to put English lyrics to one of the prominent themes, "Liesbetad," for release as a single.

Frankie Carle, currently appearing in "Fiddler on the Roof," and Jack Lovett will go to Clark's Desert Inn. Morris Stoloff, the famous record producer, has his first album on a tour in the Far East and Europe, where he will be conducting concerts in large capitals. He has just received a Decca Golden Record award before departing. He will tour as well in the Far East and Europe. Ray Anthony and his Book-Ends starred as the Number One show in San Francisco at the Louise Pal- ludium, for the "Holiday Twist Party Night." The Capitol has released Anthony's newest single record, "The Bunny Hop Twist" b/w "Twist Around, Mister." and an Anthony "Twist" album. "Love Is For Lovers" sung by Loretta Albritton in Mirisch Productions' "Kid Galahad," has also been recorded for release by United Artists Records, when picture is shown nationally. Dick Albright is well known for her vocalizing on the "Pet Rock" version series, "Sierra," Spanish actress-singer, has recorded the "Cha Cha Twist" for Warner Brothers label and will introduce and demonstrate her newly created dance on NBC TV "Here's Hollywood" TV Show. Herb Dexter reports "Duke Of Earl" on Joe Jay, looks like one of the fastest breaking records in a long time.

HERE AND THERE:

PHILADELPHIA - Frank Murphy, at Ed S. Barsky's outfit, infos that there's been good air and sales action on KAI Windaing's "Kai Ope," Troy Sherdoll's "Tears From An Angel," Mark Murphy's "Angel Eyes" and Conway Twitty's "Portrait Of A Fool." Hot new ones with Bob Holler, at his flying studios, are The Fibs "Oh You Beautiful Doll" (Flippin'), the Megatons' "Shimmy, Shimmy Walk - Part -", (Dodge), Jay Fannigan's "Church Bellas" (Ameen) the Night Owls' "I'm My Guest And Twist" (Valmor) and Bobby Bae's "Brooklynn Bridge" (Fraternity). With Columbia's Ted Kellem it's Jimmy Dean's "Dear Jane," Dave Bruback's "Unequale Dance," Buzz Clifford's "Moving Day," Mike Clifford's "Bermaya," Joey Brooks' "A Little Full of Spanish," Marty Robbins' "I Told The Brook." OKLAHOMA CITY - A-1 distributes Richard Sturgess letters that Jackie Comfort's "Chill Bumps" (Chess) is one of the top breakthrough records in his area. FERRIDAY, LA. - Everyone at Myr-Dodge thrilled with all the action on the Megatons' "Shimmy, Shimmy Walk" and are expecting Darren Lee's "I've Been Searching" and Floyd Dixon's "Opportunity" - "Daisy's Dream." SAN FRANCISCO - Judi Jacobsen, promo gal for Central Record Enterprises, sends word from the Bay Area that Charles McCullough's "My Girl" waxing on Dooto is "swinging like crazy." The biggest ones with Hugh Trutton, out at New Sound, are Charles McCullough's "My Girl" (Deoto), the Untouchables' "Shimmy, Shimmy Walk," (Dot purchase from Veegee) and Jack Ross' "Happy Jole." (Dot).

BERKLEY - Music City's Ray Deborah telegrams that the Megatons' "Shimmy, Shimmy Walk" (Dodge) is an omelette smash hereabouts. BOSTON - Records, Inc. has taken on the Continental label in the Eastern capitals. Big new Mercury decks at Dale Ent., notes Tony Lori, are Johnny Prell's "Free Me," Claude Conroy's "Let's End It Before It Begins" and Patie Page's "Go On Home." PITTSBURGH - India promo gal Jane Oliver types that she's taken on the Personality Prod. account and is currently working on the Kampus Rides "Leave Me Alone." (Ensige).
**PLATTER SPINNER PATTER**

**Cash Box**

December 30, 1961

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**Bios for Deejays**

**Solomon Burke**

Solomon Burke, who is currently riding the charts with “Just Out Of The Rain” on the week’s top 40, received his principal vocal training in his home town church. He was a soloist in a church at 9, and at 12 had his own church called “Solomon’s Temple.” From the Temple, which was located in South Philadelphia, he broadcast his own radio show.

While still in his teens, the wife of a prominent Philly spinner discovered him, and was instrumental in having young Burke signed at Apollo Records. It was at that time the Burns was seen on the Slove Allen Show. From then on things started to happen. By 1960 he was signed by Atlantic Records where his career skyrocketed when he cut “Just Out Of Reach.”

Burke has appeared on many top-rated TV shows as well as important night clubs all over the country.

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**Chuck Foote**

Chuck Foote came into the national limelight with “Running Out Of Kisses,” which is in the #7 slot in this week’s chart. The Sonics Records, Inc., number of this “Top Thirty Star Review,” is included on the Sonics’ next to the famed band leader. Through-out the day in seven, half-hour segments, the station features a popular and often Miller arrangers, as well as those less frequently heard.

Recording starts from all ports of the country traveled by WGN-Northern Indiana News provided by the station’s “Top Thirty Star Review.” Heading the list of this week’s hits is the Charlie Daniels Band, with “The Devil’s Heart.”

KOLI-Portland and KSIX-Portland have gone all out with Christmas gifts to their home cities. In both markets the stations have erected “carol trees”—featuring thousands of lights which change color and intensity, in waves of changing patterns. This new system of lighting is controlled and varied by the audio signals of the frequency of each of the stations so that the station actually seen. The systems (identical to the system used by the “White House Christmas tree this year were lighted in special ceremonies on Thanksgiving Day in Omaha and the next day in Portland.

In the transitory world of the disk jockey, Christmas means is time to cover. The WMGM-New York spinner recently celebrated his 12th year with the station. Brown operates the 6-10 AM stanza.

WEIR-Buffalo’s Christmas Eve programs this year were centered on originality and the personal tastes of the station’s on-the-air personalities. Instead of using the traditional Christmas stories and scripted shows, each announcer had prepared two hours’ worth of material in the past. He might have been accused of changing his “Sing Along” side with emphasis on the popular and hottest tunes of the past decade which have become standard favorites; Carroll Hart was again the featured host. Hart is already the third highest-rated disk jockey in the Hall of Jackson selections and contents of all others, as well as young artists of traditional Christmas music;

Stryker Hourgian played European recordings of internationally favorite cars.

WIXI-Nashville in cooperation with American Legion Post number five, conducted a contest among three jockeys in an effort to find fruit and nuts for Christmas baskets. The Legion Post annually distributes hampers to some 60 veterans, and this year a special effort was put forth in cooperation with the Yeomen. In the contest, the station featured its regular tree for a period of 50 weeks, and one winner will be chosen each week to receive a basket for the legion post.

Any singer who will be in or around the Des Moines area on December 29th is invited to appear on a “Holiday Christmas Special” program. The affair will be held at the Veterans Memorial Auditorium and the proceeds will go to charity.

**WGN-Chicago received 28 awards last week at the First Annual Special Awards Banquet of the American College of Radio Arts, Chicago, and the National Association of Commercial Radio Announcers (COR), Kenneth W. Quaal, president and general manager of 680-KW, was named national director of radio man of the year. Upon receiving his “Mike” award Quaal stated: “Tonight’s initial dance, which was broadcast on ABC, was one of the most successful ever put together.” The audience, which was made up of 1,000 people, was asked to attend the program.

VITAL STATISTICS:

Larry Darvin, former night spinner at KYW-Detroit, is now the program manager of WKFD-Amariello as program director. Darvin is the former program director of WABC-Philadelphia and WOBX-Detroit.

Larry Bennett, leaves KLAD-Klamath Falls, Oregon to take over its KMJ-FM station, which is owned by Jim Stanley.

Radio station in the West is still not possible.
“A LITTLE BITTY TEAR”
#4681
IS WANDA JACKSON’S SENSATIONAL FOLLOW-UP TO HER HIT “IN THE MIDDLE OF A HEARTACHE”
**Decca Execs Greet ’62 With Field Meets**

NEW YORK—Top home-office sales execs of Decca Distributing Corp. embarked this week for field meetings to discuss new product for 1962, outline planned programs, preview new phonograph models and kick-off one of the biggest singles promotions in the label’s history.

On Dec. 27, Sydney N. Goldberg, vice president in charge of sales, and Claude Brennan, national sales manager, will meet in Los Angeles with branches representing the West Coast. On Dec. 28, Goldberg and Louis J. Schock in Chicago for a meeting of the midwest and southern division branches.

A meeting of Decca’s eastern division sales reps was held in New York Dec. 1 where the above plans, details of which will be announced next week, were outlined in detail to field men.

**Command Notes Strong Sales On New Motolla LP**

NEW YORK—Guitarist Tony Mottola’s latest Command LP, “String Band Strum-Along,” released on Dec. 4, has already sold 50,000 copies, according to Loren Becker, the label’s national sales manager.

Mottola, who has two previous releases on Command, was recently inked to Command by Enchae Light, A&R head, whereby he was permitted to continue recording on other labels, with Command reserving the exclusive right to give him “featured” billing on its discs.

There are two additional Motolla albums in-the-can at Command set for release shortly.

**More Members For N.Y. NARAS**

NEW YORK—The intensive membership drive at NARAS, the disk awards society continues, and the following have just joined the organization’s New York chapter: Herbie Mann, Mitt Hinton, Clark Terry, Dudley Mann, Fred Norman, Pierre Montex, Eric Friedman, Robert Gerle, Edward T. Graham, Arthur DeCenzo, James Fugelose, Milk Sin- cost, Tedd Mafett, Wedo Maranco, Jack Hansen, Lee Schapiro, Bette Cohen, Doc Pomus, William Fredericks and Frank Vos.

**Stage Shows Return To Comerford Theatres**

NEW YORK—Stage shows, featuring rock ‘n roll and country talent, are returning, after many years’ absence, to the Comerford Theatres throughout New York, New England and Pennsylvania. Initial shows will start Jan. 15. Bookings are being handled by Abe J. Feinberg.

**Commanding Attention**

Baltimore—Command Records’ new display material centering on the 35mm LP’s is shown occupying a full window display at the Radio Center shop here.
NEW YORK—United Artists Records will bow its initial LP release of 1962, consisting of 16 albums, accompanied by a special sales plan, at three regional manufacturer-distributor meetings during the first week of Jan. The meetings will be held in New York, Chicago and Los Angeles.

Album titles and terms of the program will be announced by the label next week.

Said Talmadge, UA's proxy, that UA's executive staff will split into "flying groups" in order to complete the three meetings within a week.

The New York session will be held at the Park Sheraton Hotel Wed., Jan. 3, with Jerry Raker, national sales manager, presiding. UA will be represented at the meeting by David Piker, executives assistant to Arthur Krim, president of United Artists Corporation; St. Mael, vice-president and controller; Norman Wertser, vice-president in charge of advertising, marketing and public relations; Chet Woods, vice-president, Ron Hackett, production manager, and Baker.

The conference, to be held on the same date at the Bismark Hotel, Chicago, will be chaired by Talmadge, with Morris S. Price, director of regional operations, and Eddie Mathews, A & R director, in attendance.

The West Coast gathering will be held at the Beverly Hilton Hotel, Los Angeles, Friday, Jan. 5, with Talmadge, Raker and Harry Goldstein, publisher of the UA story. All meetings will start with a breakfast at 9:00 A.M., and will continue through the entire day, including a luncheon session. In addition to previewing the new albums, some of the new singles which are scheduled for release early in 1962 will also be unveiled.

In addition to all domestic distributors, Raker said the New York meeting will be attended by Phil Rose of Compo, the UA Canadian affiliate, and

Sparrow's Gold

TRINIDAD—The Mighty Sparrow, exclusive recording artist of International Recording Company Limited, licensee of RCA Victor in Trinidad, receives a gold record from Leslie Lacey-Samaroo, managing director of the company. The gold record represents the total sales of one million records by Sparrow. This was the first such disk ever presented in the West Indies.

Felix Martinez, Juan Martinez Vels, Puerto Rico. The West Coast meeting will include Don McDannid representing Eric of Hawaii.

"We know this is a most important sales period for all distributors," Talmadge said, "and the decision to hold regional meetings whereby distributors could get in and out quickly was the only logical one. We not only will unveil what we feel is the strongest release we have ever presented, but we would also like to review the past year's events for those who were in so great a measure responsible for the tremendous gains achieved by United Artists Records. The distributors are an important part of our team, and it has been our policy to keep them fully advised of our progress in all areas."

World Music Fair Set For Chi In '62

CHICAGO—A World's Fair of Music—an international exposition featuring products, famous artists and educational cultural exchanges in the fields of music and sound—has been earmarked for Chicago, Aug. 31 through Sept. 3, 1962, at McCormick Place.

Announcement of the event has been made by the fair's sponsors, The Twentieth Century Fair of Music, Inc., a group of Chicago business and professional men headed by Bill Veeck, former president of the Chicago White Sox, Aaron D. Cushman, public relations executive and John King, artists representative.

The Fair's program, divided into four areas, will have a wide scope of appeal; instructive product exhibits, international entertainment features (in the exposition hall), classical and pop performances in the 5,000 seat Auditorium, and a series of cultural symposia.

In their announcement Cushman, president, and Veeck, vice-president of the sponsoring group stated that, "Since music is a universal language and can be a bridge to better understanding between peoples of all nations, it is our hope that this Fair will be a stimulating instrument in furthering the cause of world peace through cultural, technical and trade exchanges in the fields of music and sound."

Manufacturers and wholesalers will present and demonstrate their products and services in 200,000 square feet of exhibition space. It is estimated that 20,000 wholesalers and dealers are expected to attend the trade sessions during the morning and evening hours of each day. Afternoons and evenings will be open to the public.

John W. Brennock, formerly director of the International Trade Fair sponsored by the Association of Commerce and Industry has been appointed director of exhibits for the World Fair of Music.

"Exhibitors are being invited from all over the world," Brennock reported, "in an effort to stimulate our exhibits for the International Trade Fair.

"Manufacturers will display such products as hifi and stereo equipment, component parts, tape and wire recording machines, radio, television, band instruments including brass, string, wool, percussion, etc. In addition there will be communications equipment, music education materials, sound projectors, electronic instruments, records and recording equipment.

"Broad and varied entertainment fare, ranging from futuristic presentations to modern jazz, will be offered during the afternoon and evening sessions open to the public—with contrasting musical themes being presented on one program.

In the exhibit area, three complete stages will be created upon which to present distinguished individual artists and music groups from many lands. "At present, we are contacting international music groups in the Far East, Africa, Scandinavia and South America to bring together a comprehensive cross section of international music," Cushman said.

In addition, international groups, a complete music show will be presented three times daily in the 5,000 seat Arle Crown Theatre.

Scheduling of performances in the Arle Crown Theatre and the international groups in the exposition hall, will be coordinated so that visitors to the Fair can see and hear each presentation without conflict.

The Fair will also offer series of symposia being planned by a special committee composed of the Directors of music of universities and conservatories in the Chicago area. In addition to talks and discussions by nationally noted musicians, educators and music authorities on a variety of themes, the symposia will be enlivened with actual performances and demonstrations.

To foster greater interest in creative music, an international competition is being conducted to select the outstanding musical compositions written by a qualified and registered student at an accredited music school. One hundred and 20 American University and 100 and nine foreign schools have been invited to participate. The composition will be written for chamber orchestration. The winning entry will be brought to Chicago from anywhere in the world, given a substantial cash award and will conduct or her composition in McCormick Place.

Renown music personalities are being contacted for their participation on an honorary advisory committee. Among those already serving are Yehudi Menuhin, Victor Borge and Margaret Hillis.

The Fair committee estimates that the public attendance will exceed 300,000.

King In Canada

WINNIPEG—Claude King was interviewed backstage by Bill Gorgan of CKY after a recent appearance in Winnipeg. The Columbia recording star is presently scoring with "The Comancheros." Photo shows King, Gorgan and Tillman Franks, King's manager.

Mele Kalikimaka — Hauoli Makahiki Hou May Singh Breen De Rose

"WHAT ELSE IS THERE TO DO" by J. W. "The Log Cabin" Duke 243

DUKE & PEACOCK RECORDS, INC. 2089 Stratus Street — Houston 36, Texas Or. 3-2611
Bon Voyage

NEW YORK—Jolly Joyce, exec of the German American Agency, recently said goodbye to some talent before they departed on a three-week tour of U.S. Army and Air bases in France, Germany and Italy. All the performers were booked through Joyce's agency of Hamburg, Germany. The photo shows (left to right) Joyce, Johnny of Johnny & Jack, Kitty Wells, Carol Sue Wright, Jack, and Jack Anglin.

Firm Offers "Instant" LP Covers

NEW YORK—"Instant Album Covers," a line of stock LP jackets, has just bowed from Lee-Myles Associates, Inc. this city. According to the firm's proxy, Robert M. Miller, the line will be marketed to labels here and abroad whose "quantities-per-title needed" may not always be large enough to warrant the costs of photography art, plates and other design and printing expenses. The initial line consists of eight basic covers, geared for such musical categories as classical, religious, Latin, country, rock 'n' roll, etc. All are sized for 12" LP's and are available in either stereo or mono in minimum lots of 100 each.

Riverside Signs Fay Simmons For Pop-Side

NEW YORK—Songstress Fay Simmons has been signed by Riverside Records for its Pop-Side label. Performer's first single, already released, is tagged "Just to Hold My Hand" and "A Sinner Kissed an Angel."

Presley's "Blue Hawaii" LP Reaches 600,000 Sales Mark

NEW YORK—Sales of Elvis Presley's Blue Hawaii" LP, which tops both the mono and stereo album charts, has reached the 600,000 sales mark after being released only last Oct. RCA Victor Records reported last week. The LP, which is the soundtrack of the soon-to-be-released Presley picture, has been auditioned and approved for a gold record (500,000 sales) by the Record Industry Association of America (RIAA).

The Victor announcement added that the album had sold at least 350,000 copies in the last three weeks alone.

A single from the LP, "Rock-a-Hula," is now on the Top 100 (the other session, "Can't Help Falling in Love," is also a click).

Prestige Inks Songster

NEW YORK—Prestige Records has signed Eddie "Blue Boy" Kirkland, a singer from Detroit, for its Tru-Sound label. Kirkland, who also plays guitar and harmonica, has already cut several sides, backed by King Curtis' Band, under Prestige's jazz and R&B recording director, Edmond Edwards. Kirkland toured with John Lee Hooker for seven years before starting out on his own as a single about three years ago.

Hummingsbirds To Wax For Cannon

NEW YORK—Pat Monte, topay of Cannon Records, and Fred Costallone, production head of the firm, have placed the Hummingbirds with London Records. The group's first release is scheduled for Jan. 1, with London distributing the Cannon label.

Bound for the top!

"WELL I TOLD YOU"
The Chantels
Carlton 564

Everyone's Flippin' for the Flip Side of "CRYING"
Roy Orbison
"CANDYMAN"
Monument 447
One of the London Group

HITTING BIG!

"STOP GAMBLER"
EDNA GALLMON COOKE
Nashboro 705

"JESUS CHRIST, THE BABY"
SIX TRUMPETS
Nashboro 707

"I'M SO GLAD"
LAZY LESTER
EXCELLO 2206

Nashboro Record Company
177 3rd Ave. N., Nashville, Tenn.

Cash Box—December 30, 1961

75,000 Sound Effects For Firm's Customers

LOS ANGELES—Seventy-five thousand sound effects, classified on 250 LP's, are being made available free to motion picture and TV producer customers of Universal Sound (Radio-Universal Recorders). According to Martin Hersch, president of the newly-merged firm (Radio Recorders and Universal Recorders), Radio-Universal has also published two catalogs listing the sounds.

Carr Sounds

CHICAGO—"Nein, Nein, Fraulein" not only is Cathy Carr's latest release for Smash Records, but it also seems to be what she's being told by Charlie Fuch, chief Smash and Danny Driscoll, national promo manager of the label.

ALBUM
SURE SHOTS

DO THE TWIST WITH RAY CHARLES

(Atlantic 8054)

Solid Entries In Capitol's Last '61 Singles

NEW YORK—Strong singles are included in five year-end releases from Capitol Records, respectively.

Wanda Jackson follows up her pop-country hit, "In the Middle of a Heartache," with "A Little Bitty Tear," Burl Ives' current chart maker on Decca.

Bobby Edwards, whose Crest recording, "You're the Reason," is also a big pop-country seller, offers "What's the Reason," as his initial date for the label under a new, exclusive pact.

Other items include: The Edsels' of "Rama Langa Ding Dong" fame) "Shake Shake Sherry"; Dakota Staton's "When I Grow Too Old To Dream," from her upcoming LP (in Jan.), "Dakota in Storyville"; and the Ralph Carmichael orchestra-chorus "Beyond the Clouds" and "Angels' March."

Distrib Manager Gets Prison Term For Embezzlement

NEW YORK—Stanley Enos, formerly manager of Leonard Smith's Bee Gee Distributing in Albany, has been sentenced to 5-10 years in prison after being convicted of embezzling $1,800 from the firm.

Enos has filed a notice of appeal.
Capitol Gets Cast LP
Of Rodgers’s “No Strings”

NEW YORK—“No Strings,” the upcoming musical that will bow Richard Rodgers as both tunemaster and lyricist of an entire Broadway score, will have its original-cast LP on Capitol Records.

With a book by Samuel Taylor, the Paris-set musical is scheduled to open on Broadway March 1, at the Mark Hellinger Theatre. Starring are Richard Kiley, who has appeared on such musicals as “Kismet” and “Redhead,” and Diann Carroll, whose Broadway musical experience includes “House of Flowers.” Joe Layton will direct.

The musical’s title refers to the fact that there will be no strings in the orchestra, which, rather than being placed in a pit, will perform on stage.

It has set its first pre-Broadway tryout for the New Fisher Theatre in Detroit on Jan. 15, followed by the Kookee in Toronto on Feb. 6, and then to Cleveland for three weeks.

Rodgers has also written both the words and music for the remake of “State Fair,” whose first musical version included songs by Rodgers and his late collaborator, Oscar Hammerstein. Following “No Strings,” Rodgers and Alan Jay Lerner will team

Liberty Stays With London In Canada

HOLLYWOOD—Effective Feb. 1, simultaneously with its new EMI agreement for European distribution, Liberty Records will renew its contract with London Records of Canada Ltd. for distribution in the Dominion of Canada.

Announcing the renewal, Liberty president Alvin S. Bennett revealed that the label’s domestic sales department, under the helm of Don Bohanan, would service the Canadian market rather than the international sales department. Bohanan explained: “Canada is right on our border, therefore in many instances we both bear the same Top 40 station and as a result, our musical tastes are similar. For this reason Canadian music must be kept up to date with new releases as they break in the domestic market.”

Keyboard Companions

COLUMBUS, OHIO—Among the notables at Erroll Garner’s opening at The Maramor here recently were (left to right) Victor Borgo, Mrs. Lou Gehrig and Carmen Cavallaro. The popular jazz pianist’s new LP is tagged “Closeup in Swing,” on the AmPar-handled Octave label.

Cash Box—December 30, 1961
START THE NEW YEAR RIGHT WITH A SUBSCRIPTION TO

Cash Box

...IF YOU ARE READING SOMEONE ELSE'S

Cash Box

THEN TREAT YOURSELF TO YOUR VERY OWN

52 ISSUES

OF THE MOST ACCURATE CHART INFORMATION

AND NEWS IN THE INDUSTRY

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ONE STOP ............  □ $30 for a full year (Airmail in United States)
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COIN FIRM .............
OTHER .................

FIRM ..............................................................
NAME ..........................................................
ADDRESS .......................................................
CITY .................. ZONE ........... STATE ...............

Cash Box—December 30, 1961
The Cosnat Story
15 YEARS OF DYNAMIC GROWTH

The Cosnat Record Distributing Corporation was born in 1946 when former band leader Jerry Blaine tightened his belt, took a deep breath and embarked upon the danger-laden safari into the steaming jungles of the recording industry. He took the plunge with a solid background: A leading baton waver for many years, recording artist, sales manager for disk firms—and a love of music combined with a shrewd, hard-driving business sense.

Cosnat was a lusty infant that grew to maturity in dynamic fashion. The fledgling distributing firm took its first breath with a single outlet in New York. Soon after Jerry Blaine hung up the Cosnat shingle, he was joined by his brother, Ben, an ex-song plugger, and brother Elliot, who had just returned from military service.

From that one branch in New York, Cosnat grew to a nationwide network of nine branches. Distribution centers were opened in Philadelphia in 1951, Newark in 1953, Cleveland in 1954, Detroit in 1955, Cincinnati in 1959, and in a rush of activity, in Pittsburgh, Los Angeles and Chicago in 1960.

Today, Cosnat represents more than 300 major and independent diskeries and covers 60 per cent of the record markets in the country.

During its climb to the top, the company’s success has been marked by several factors. One of the most important is its excellent relations with dealers. Around the country, record shop owners regard Cosnat as a distributor that works for the best interests of its dealers. Through the years, Cosnat’s sales programs, promotional aids, sales incentive campaigns and policy of assisting its customers, have provided a continuous, long-range “shot-in-the-arm” to dealers throughout the nation.

In 1959, for example, Cosnat launched its now-famous D.S.B.A. (Dealer Service Buying Account) plan to extend credit to its dealers. Some of the sales incentive programs instituted by Cosnat set a certain sales quota for dealers to meet. Prizes are offered in the form of all-expenses-paid vacation trips, gifts, etc.

Cosnat’s growth through the years has been marked by an ambitious program of expansion and diversification, not only within the recording industry, but in fields far removed from the entertainment world.

While Jerry Blaine and his brothers were building Cosnat into one of the nation’s leading distributing firms, he was active in platter producing. Apart from Cosnat and as separate enterprises, Jerry established Jay-Gee Records, Inc., producer of the Jubilee, Josie, Port, Gold Eagle and Todd labels. Late in 1961, the Jay-Gee setup became part of Cosnat.

The Jay-Gee merger was preceded by the acquisition several months ago of Monarch Record Manufacturing Corporation, one of the top record (continued)
The Cosnat Management Team

Cosnat's spectacular climb to the top rung of the distributing phase of the recording business can be traced to the men behind that rise—the Cosnat management team. The company's success can be directly attributed to the creative talents, professional know-how and show business flair of Cosnat's hard-driving executive line-up.

Jerry Blaine, president of Cosnat, sets the pace for the Cosnat team. Founder of the company, his long experience in the music and record industry has made him uniquely qualified for the quarterback post as head of the firm. He started his music career as a teen-ager, became one of the top band leaders in the country, was a recording star and held executive positions with several diskeries before establishing Cosnat.

Ben Blaine is Cosnat's national promotion manager and is also a vice-president and member of the board of directors. He's been in the music business for more than 20 years and has been with Cosnat since its inception.

Elliot Blaine is secretary-treasurer and a board director. A graduate of Brooklyn Law School, he's been with Cosnat since the very beginning and serves as director of marketing and merchandising for the distributing end of the company's business.

Cosnat's Eastern district manager, Charles Goldberg, is a former musician who joined the company in 1949 as a salesman, was promoted to manager of the Newark branch before being appointed to his present post.

Charles Gray, the Midwest district manager, makes his headquarters in Detroit, where he was Cosnat's former branch manager, having opened that city's branch in 1955. He became district manager in 1960.

Mike Lipton, who doubles as manager of the Los Angeles branch and West Coast district manager, started with Cosnat eight years ago as a salesman in New York. He was later promoted to Cleveland branch manager and was named to his present spot in 1960.

Bernie Yudofsky, who heads up the New York branch office, joined Cosnat 10 years ago as a salesman, rose to New York sales manager and became branch manager in 1960.

Cosnat's Newark branch manager is Ronnie Bernieri, who joined Cosnat in a sales position when that office was opened in 1953.

Dave Skolnick, manager of the Philadelphia branch, started with the company 10 years ago as a salesman. He's been in the record business for 15 years.

Tim Tormey, in charge of the Pittsburgh operation, opened that branch in 1960. Formerly with RCA Victor, he's been in the business for more than a decade.

Joe Goloski, Cosnat's man in Detroit, was sales manager of that branch before he was appointed branch manager.

Ed Rosenblatt, who's been in the disk business 12 years, joined Cosnat four years ago and became sales manager for the Cleveland branch. He was promoted to branch manager in 1960.

In charge of Cosnat's Cincinnati base is Chuck Huesman, a veteran of the recording business who came to Cosnat in 1960 in a sales post and became branch manager in Cincinnati this year.

Ed Walker, who's been in the record industry for 12 years, is manager of the Chicago branch. He came to Cosnat in 1960, after serving as Chicago branch manager for Decca.

SALES PLANNING—
KEY TO COSNAT'S SUCCESS

Elliot Blaine, Sales Manager

If you walk into the Cosnat office and see a gentleman juggling three phones at once, barking crisp orders to assistants and seeming to perform a dozen tasks at the same time, you'll know it's Elliot Blaine, Cosnat's general sales manager.

The odds are, however, that most of the time you won't even find Elliot at his desk, for he's usually out in the field working with his branch managers in the nine branch offices, visiting dealers or conferring with manufacturers.

Elliot's duties represent an important factor in Cosnat's success, for sales is one of the key aspects of the recording business. His hundreds of dealer friends from coast to coast know and respect Elliot as an honest, hard-working, talented executive whose uppermost thought is to best serve the interests of the disk industry.

Elliot Blaine has been with Cosnat since the company was established 15 years ago.

A LOOK INTO
COSNAT'S FUTURE
(contd.)

Monarch Record Manufacturing Corp., an important addition to the Cosnat line-up, will provide a valuable growth stimulant to Cosnat by enabling diversification into the toy, plastics and defense industries. With Monarch's new Los Angeles plant under construction, production activity in record pressing will be stepped up considerably.

Jerry Blaine points out, "We have the resources, the manpower, the production facilities and executive know-how that will enable Cosnat to forge ahead on many fronts. By constantly seeking new horizons in the recording and other industries, Cosnat is destined to move ahead with unprecedented growth in many directions."
HOW COSNAT’S D.S.B.A. HELPS DEALERS

One of the most significant developments in Cosnat’s history was the creation of the Dealer Service Buying Account, the unique credit plan that serves to hypo sales and profits for disk shops. Known throughout the industry as D.S.B.A., the plan permits Cosnat dealers to purchase records on a basis of five months of installment credit.

Hailed by record shop owners as a “shot-in-the-arm,” D.S.B.A. enables the dealer to order what he needs and to pay one-fifth of his purchase each month. At the end of the first month, he can buy another order, payable in the same manner. There are no interest or carrying charges and a big “plus” is that the dealer retains his 100% exchange privileges even after the five-month period. The minimum order is $300, packages only.

D.S.B.A. is a strong dealer aid in that he can offer his customers greater variety and selectivity. The plan also eliminates the burdensome problem of over-buying.

Explaining why Cosnat launched the special plan, president Jerry Blaine puts it this way: “Our dealers are our lifeline to success. Any program which helps them certainly helps us. The relation between Cosnat and its dealers is based on mutual faith and benefit.”

DJ’S—A KEY TO COSNAT PROMOTION

Ben Blaine, Promotion Mgr.

Ben Blaine, Cosnat’s national promotion manager, is a tough man to find in the office. This is because Ben is either out on the road visiting disk jockeys, calling on branch promotion men in Cosnat’s nine branches, or working closely with manufacturer’s own promotion people.

On the promotion end, Ben has disk jockey friends from one end of the country to the other—he’s working for the best interest of the disk industry as well as those of the platter spinners. Ben has been contacting deejays for Cosnat ever since he started with the company 15 years ago. He joined the firm after a tour of duty with a music publisher, where he had been a contact man.
THE INDUSTRY'S DISTRIBUTING

CHICAGO
Ed Walker
1414 S. MICHIGAN AVE.
HA 7-7018

LOS ANGELES
Michael Lipton
2100 S. WASHINGTON BLVD.
RE 5-1394

CINCINNATI
Chuck Huesman
27-29 WEST COURT ST.
CH 1-5200

NEWARK
Ronald Bernieri
415 HALSEY ST.
MA 3-5872

CLEVELAND
Ed Rosenblatt
1233 WEST 9th ST.
TO 1-6344

NEW YORK
Bernard Yudkofsky
315 WEST 47th ST.
PL 7-8140

DETROIT
Joe Goleski
3727 WOODWARD AVE.
TE 3-4700

PHILADELPHIA
Dave Skolnick
1343 W. CUMBERLAND ST.
BA 5-7428
MOST AGGRESSIVE ORGANIZATION

PITTSBURGH
Tim Tormey
1432 FIFTH AVE.
CO 1-5262

EASTERN DISTRICT MANAGER
Charles Goldberg

MIDWEST DISTRICT MANAGER
Charles Gray

THERE IS A COSNAT DISTRIBUTOR NEAR YOU FROM COAST TO COAST

COSNAT GIVES YOU THESE GREAT PLUS VALUES

- SERVICE
- DEPENDABILITY
- SALES CAMPAIGNS
- D.S.B.A. PROGRAM
  (the only program which offers you five months to pay for your purchases)
- MERCHANDISING
- VARIETY
- PROMOTIONAL STAFF TO HELP YOU SELL
- SELECTIVITY

Call your nearest Cosnat Distributor for prompt and efficient service today

COSNAT DELIVERS!

Cosnat Record Dist. Corp.
315 W. 47th Street, New York 36, New York

Cash Box—December 30, 1961
Pleased and Proud to have Shared in the 15-Year Growth of Cosnat Record Distributing Corp.

MONARCH RECORD
MANUFACTURING CORPORATION

CUSTOM PRESSING AT ITS BEST SERVICE BEYOND COMPARISON

1. View of one of Monarch's buildings, showing loading area and entrance to offices.

2. Warehouse area where customers' products are stocked.

3. Employee shown operating a Compression Molding Press used in the manufacture of 45 r.p.m. phonograph records.

4. Automatic injection molding factory where phonograph records and toys are manufactured.

MONARCH RECORD MFG. CORP., 4852 W. Jefferson Blvd., Los Angeles 16, Calif.
Pleased and Proud to have Shared in the 15-Year Growth of Cosnat Record Distributing Corp.

Congratulations

COSNAT

On the occasion of your

“BIG FIFTEENTH”

We are proud to have been able to serve you during your meteoric rise in the record industry.

Jack Berman

• Finest Record Processing
• Best In Service
• Highest Quality
• Personalized Attention

LONGWEAR STAMPER CORP.

36-41 36th St.
Long Island City 6, N.Y.
Tel: EX 2-4718
Pleased and Proud to have Shared in the 15-Year Growth of Cosnat Record Distributing Corp.

CONGRATULATIONS TO A WONDERFUL ORGANIZATION.
HAVE BEEN WITH YOU FOR THE PAST NINE YEARS—HOPE TO BE WITH YOU FOR THE NEXT 15.

HERALD-EMBER RECORDS
150 West 55th Street, New York City, N. Y.

CONGRATULATIONS TO COSNAT ON THEIR FIFTEENTH ANNIVERSARY

GENE NORMAN PRESENTS
8566 Sunset Blvd., Hollywood 46, Calif.
Pleased and Proud to have Shared in the 15-Year Growth of Cosnat Record Distributing Corp.

HEARTIEST CONGRATULATIONS

PREMIER ALBUMS, INC.

TWINKLE RECORDS - - CORONET RECORDS - - DIRECTIONAL SOUND
Pleased and Proud to have Shared in the 15-Year Growth of Cosnat Record Distributing Corp.

Congratulations From

JAY-GEE RECORD COMPANY, INC.

producers of

JUBILEE RECORDS

the first name in comedy

JOSIE RECORDS • TODD RECORDS
PORT RECORDS • HOPE RECORDS
PRESIDENT RECORDS • GOLD EAGLE RECORDS

318 West 48th Street, New York 36, N. Y.

CONGRATULATIONS FROM

DANA RECORDS

Largest producers of Polka records and one of America's leading producers of International records

318 West 48th Street, New York 36, N. Y.
Pleased and Proud to have Shared in the 15-Year Growth of Cosnat Record Distributing Corp.

CONGRATULATIONS
ON YOUR
FIFTEENTH
ANNIVERSARY

END RECORDS
GONE RECORDS

George Goldner
President

we're proud to
be swinging
with a
swinging organization

TIME RECORDS INC.
Series 2000
Pleased and Proud to have Shared in the 15-Year Growth of Cosnat Record Distributing Corp.

Heartiest Congratulations to

COSNAT

On Your Fifteenth Anniversary

From

Dot RECORDS, INC.

"THE NATION'S BEST-SELLING RECORDS"

Best Wishes
&
Continued Success
to
One of the Best

ROULETTE RECORDS
1631 BROADWAY, NEW YORK
Pleased and Proud to have Shared in the 15-Year Growth of Cosnat Record Distributing Corp.

ALL THE SONGS FROM

Walt Disney’s PINOCCHIO
ON Disneyland Records

• STARRING AN UNFORGETTABLE CAST OF ALL-TIME GREAT CARTOON STARS . . . FOR ALL THE WORLD TO ENJOY!
• MUSIC FROM THE ORIGINAL MOTION PICTURE SOUND TRACK
• PROMOTION NOW UNDERWAY—RADIO, TV, NEWSPAPERS, MAG.
• BRAND NEW MARKET—ESTIMATED 32,000,000 CHILDREN
• RELEASE DATE—FEBRUARY 1962

Congratulations from

SILVER PARK RECORD, INC.

286 Kinderkamack Road, River Edge, N. J.

Jack Braverman • Steve Kocsis • Al Silver
Pleased and Proud to have Shared in the 15-Year Growth of Cosnat Record Distributing Corp.

Congratulations From

APOLLO RECORDS

1780 Broadway
New York, New York

Featuring Everyone’s Favorite Spiritual and Pop Releases!

20TH FOX

"ALL YOU HEAR IS BEAUTY"

THE KEY TO BIG RECORD SALES IS PACKAGING

1 PHONE CALL DOES ALL
LET US HANDLE YOUR NEXT JOB AND SEE...

All Under 1 Roof
All Our Own Production Facilities

MAC MURRAY PRESS, INC.
MAC MURRAY LITHO CORP.
TEE PACKAGING, INC.
22 Jones Street
New York 14, N. Y.

This key opens the door to packaging specialists with over 14 years of experience and service to the Phonograph Record Industry producing:

RECORD JACKETS
ALBUM COVERS
ALBUM LINERS
—(1 thru 4 colors)
RECORD LABELS
1 TO 4 COLOR SLEEVES
CATALOGS

Our modern-mechanized combination letterpress and offset lithography plant together with our packaging equipment provide you with quality and service in dimension. For experience in unburdening your printing and packaging problems—call WA 4-1530

Cash Box—December 30, 1961
Pleased and Proud to have Shared in the 15-Year Growth of Cosnat Record Distributing Corp.

CONGRATULATIONS & BEST WISHES FOR CONTINUED SUCCESS

ATLANTIC RECORDS

ATCO RECORDS

1841 Broadway, New York 23, N.Y.

Cash Box

is happy to
Extend it’s Best Wishes
on the occasion of your
15th Anniversary
### BEST MALE VOCALISTS (C&W)

<table>
<thead>
<tr>
<th>Rank</th>
<th>Artist</th>
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<tbody>
<tr>
<td>1.</td>
<td>Webb Pierce</td>
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<td>2.</td>
<td>Jim Reeves</td>
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<td>3.</td>
<td>Buck Owens</td>
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<td>4.</td>
<td>George Jones</td>
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<td>5.</td>
<td>Claude Gray</td>
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<td>6.</td>
<td>Ray Price</td>
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<td>7.</td>
<td>Bill Anderson</td>
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<td>8.</td>
<td>Don Gibson</td>
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<td>9.</td>
<td>Faron Young</td>
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<td>10.</td>
<td>Marty Robbins</td>
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<td>11.</td>
<td>Johnny Horton</td>
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<td>12.</td>
<td>Ferlin Husky</td>
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<td>13.</td>
<td>Roy Drusky</td>
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<td>14.</td>
<td>Bob Gallion</td>
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<td>15.</td>
<td>Warren Smith</td>
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<td>16.</td>
<td>Roger Miller</td>
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<td>17.</td>
<td>Cowboy Copas</td>
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<td>18.</td>
<td>Tex Ritter</td>
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<td>19.</td>
<td>Hank Snow</td>
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<td>20.</td>
<td>Porter Wagoner</td>
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### BEST FEMALE VOCALISTS (C&W)

<table>
<thead>
<tr>
<th>Rank</th>
<th>Artist</th>
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<tbody>
<tr>
<td>1.</td>
<td>Patsy Cline</td>
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<tr>
<td>2.</td>
<td>Kitty Wells</td>
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<tr>
<td>3.</td>
<td>Skeeter Davis</td>
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<td>4.</td>
<td>Rose Maddox</td>
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<td>5.</td>
<td>Wanda Jackson</td>
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### BEST VOCAL TEAMS & GROUPS (C&W)

<table>
<thead>
<tr>
<th>Rank</th>
<th>Artist</th>
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<tbody>
<tr>
<td>1.</td>
<td>Owens &amp; Maddox</td>
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<tr>
<td>2.</td>
<td>Rusty &amp; Doug</td>
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<td>3.</td>
<td>Flatt &amp; Scruggs</td>
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<td>4.</td>
<td>Wilburn Bros.</td>
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<td>5.</td>
<td>Louvin Bros.</td>
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<td>6.</td>
<td>Wilson &amp; Duncan</td>
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### BEST INSTRUMENTALIST (C&W)

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<th>Rank</th>
<th>Artist</th>
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<tr>
<td>1.</td>
<td>Floyd Cramer</td>
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### TOP C&W RECORDS

1. **I FALL TO PIECES**—Patsy Cline (Decca)
2. **WINGS OF A DOVE**—Ferlin Husky (Capitol)
3. **WINDOW UP ABOVE**—George Jones (Mercury)
4. **FOOLIN' AROUND**—Buck Owens (Capitol)
5. **HELLO WALLS**—Faron Young (Capitol)
6. **NORTH TO ALASKA**—Johnny Horton (Columbia)
7. **I'LL JUST HAVE A CUP OF COFFEE**—Claude Gray (Mercury)
8. **HEART OVER MIND**—Ray Price (Columbia)
9. **TENDER YEARS**—George Jones (Mercury)
10. **1961**—Jim Reeves (RCA Victor)

### SEASON'S GREETINGS

To all our friends everywhere from...

**George Jones**

George wants to thank all the DJs and DEALERS who helped make him:

**#4 COUNTRY & WESTERN MALE VOCALIST**

in the CASH BOX Year End Poll and who also made:

"**WINDOW UP ABOVE**" No. 3 and "**TENDER YEARS**" No. 9

in the CASH BOX Top 50 Country & Western Songs of the year!

Look for George Jones' new release on UNITED ARTISTS in January.

**George Riddle**

George wants you all to know that he's now working with George Jones...

and that he's just come out with a brand new release on UNITED ARTISTS

"**I'LL NEVER LET GO OF YOU**" b/w "**LONESOME OLD TOWN**" (UA-393)

DJs: George will be happy to send you copies of "I'LL NEVER LET GO OF YOU"

Just write to him care of:

**George Jones**

P. O. Box 1496, Vidor, Texas

---

**Cash Box—December 30, 1961**
COUNTRY TOP 50

Pos. Last Week
1 CRAZY
Patty Cline (Decca 31317)

2 BIG BAD JOHN
Jimmy Dean (Columbia 42735)

3 WALK ON BY
Lorey Van Dyke (Mercury 71384)

4 LOSING YOUR LOVE
Jim Reeves (RCA Victor 79590)

5 SOFT RAIN
Ray Price (Columbia 42332)

6 WALKING THE STREETS
Webb Pierce (Decca 31298)

7 HOW DO YOU TALK TO A BABY
Webb Pierce (Decca 31298)

8 THE COMANCHERS
Claude King (Columbia 42976)

9 THE OUTSIDER
Bill Phillips (Columbia 42158)

10 BACK TRACK
Faron Young (Columbia 4366)

11 LONESOME NUMBER ONE
Don Gibson (RCA Victor 79597)

12 UNDER THE INFLUENCE OF LOVE
Buck Owens (Columbia 4602)

13 TO YOU AND YOURS
George Hamilton IV (RCA Victor 7934)

14 DAY INTO NIGHT
Kitty Wells (Decca 31313)

15 RESTLESS ONE
Hank Snow (RCA Victor 7933)

16 AIR MAIL TO HEAVEN
Carl Smith (Columbia 42322)

17 TENNESSEE FLAT-TOP BOX
Johnny Cash (Columbia 4247)

18 IN THE MIDDLE OF A HEARTACHE
Wanda Jackson (Capitol 4635)

19 THE Waltz YOU SAVED FOR ME
Ferlin Husky (Capitol 4650)

20 THROUGH THAT DOOR
Ernest Tubb (Decca 31300)

21 (HOW CAN I PUT ON PAPER)
WHAT I FEEL IN MY HEART 20
Jim Reeves (RCA Victor 7950)

22 HAPPY JOURNEY
Hank Locklin (RCA Victor 7965)

23 THE OLD SPINNING WHEEL
Slit Weimann (Imperial 5778)

24 SWEETHEARTS AGAIN
Bob Gallion (Hillside 1154)

25 TENDER YEARS
George Jones (Mercury 71804)

COUNTRY ROUND UP

Pos. Last Week
26 TWENTY MILES FROM SHIPS
How-Shew Hawkins (Columbia 42223)

27 OUR MANSION IS A PRISON 25
Kitty Wells (Decca 31313)

28 THAT'S MY PA
Sheb Wooley (MGM 13046)

29 YOU'RE THE REASON
Bobby Howard (Crest 902)

30 BIG, BIG LOVE
Wynn Stewart (Challenge 9121)

31 HERE WE ARE AGAIN
Ray Price (Columbia 45132)

32 IT'S YOUR WORLD
Marty Robbins (Columbia 40965)

33 GO HOME
Lester Flatt & Earl Scruggs (Columbia 41147)

34 FUNNY HOW TIME SLIPS AWAY
Roy Drusky (Decca 31397)

35 I WENT OUT OF MY WAY 33
Roy Drusky (Decca 31397)

36 FAIR SWISS MAIDEN
Roger Miller (RCA Victor 7958)

37 ALLIGATOR MAN
Jimmy Newman (Decca 31334)

38 THE Juke
June Carter (Liberty 55385)

39 MISERY LOVES COMPANY
Porter Wagoner (RCA Victor 7967)

40 HAPPY BIRTHDAY TO ME 30
Hank Locklin (RCA Victor 7921)

41 LET'S END IT BEFORE IT BEGINS
Claude Swaz (Mercury 79189)

42 TAG ALONG
Willie Nelson (Decca 31333)

43 I NEED YOU NOW
Hank Locklin (RCA Victor 7965)

44 I WALKED AWAY FROM THE Wreck
Loretta Lynn (Decca 31333)

45 ANYWHERE THERE'S PEOPLE
Lawton Williams (Mercury 71867)

46 OUT OF THE CLEAR BLUE SKY
Ferlin Husky (Capitol 4650)

47 LOVE DOESN'T LIVE HERE ANYMORE
Billy Dean (Smash 1714)

48 SIGNED, SEALED AND DELIVERED
Cowboy Copas (Starday 559)

49 THERE AIN'T NO LOVE
Rose Maddox (Capitol 4651)

50 HELLOBOUND TRAIN
Dick Hum (RCA 9479)

WKOW-Warrenton, Virginia staff- ers Eddie Matherly, Palmer Mitchell and Ralph Moore are not only inviting orphans from the neighboring area up for a Christmas dinner, but they're also asking servicemen close by who can't go home to join them for an all day Xmas feast. Station plans to let the G.L.'s make phone calls to their families during the fete. Advance word is that the turkeys will be the fastest in many years.

It happened last week in a recording studio in Nashville, Tennessee to Freddy Baker, a new artist cutting his first session for Columbia Records. Hitting a high note of a new song, written especially for him by Harlan Howard, Baker ruptured a blood ves- sel in his nose. The session was held up while Don Law, & A&R chief for Columbia supervised medication for his new find, while the Jordanaires and Floyd Cramer, who were doing the session with Cramer looked on. During the excitement, Law was sure he heard a voice say, "Big Bad John did it!" This helped to relieve the tenseness of the situation. In the hall, a piece of purple ribbon was tied through a heart-shaped cookie, was hung around Baker's neck as every- body stood at attention. Chanter's pre- miere wax will be released in January.

Busy Country music man Howard Vokes of New Kensington, Pa., is putting his promotional shoulders in the first Del-Ray recording by one of his new boys, Ed "Tex" Berlin, Song- ster, who is under the management of Vokes, is scheduled for TV and radio appearances, and will venture to Nash- ville sometime in January. Del-Rays samples of Berlin's "Live And Let Live" are available from Vokes Music Publications, New Kensington, Pa.

Hal Smith and Jimmie Key of Curtis Artist's Productions were in Nashville last week as a month, as their artists covered the country and played sensational audiences. The Curtis roster includes Ernest Tubb, Ray Price, Jim Reeves, Buck Owens, Carl Butler and Charlie Walker.

cekember was a good month, as their artists covered the country and played sensational audiences. The Curtis roster includes Ernest Tubb, Ray Price, Jim Reeves, Buck Owens, Carl Butler and Charlie Walker.

Cash Box—December 30, 1961

S Anc AN to—"Bad lie," says touring woman golf pro, Barbara Ro- nald, as she points to a cup at Brackenridge Club house here where her partner, singer Jim Reeves, drove his ball off No. 18 tee. He played ball from below with no penalty and made his par.
If you are reading someone else’s copy of Cash Box, why not mail this coupon today!

CASH BOX
1721 BROADWAY
NEW YORK 19, N. Y.
Enclosed find my check.
$15 for a full year (52 weeks) subscription
$30 for a full year (Airmail in United States)
$30 for a full year (outside United States)
$45 for a full year (Airmail outside U. S.)

NAME
FIRM
ADDRESS
CITY
ZONE STATE

(B+) "IT’S TIME TO CALL IT QUITS" (2:27) [Bluebonnet BMI—Merrell, McCullough] Excellent opener with the singer’s sincerity and polish entering him in good stead. With exposure this side could make it.

(B+) "THE DRESS CODE" (2:20) [Bluebonnet BMI—Dean, Yarbrough] Another fine country ballad. This time out an unidentified chorus adds vocal support. Fine listening fare.

ED "TEX" BALIN (Del-Ray 207)

(B) "LIVE AND LET LIVE" (2:29) [Poor International BMI—Walker, Nall, Turkey] Walker Hall spreads his wings for the first time on this lively rendition of the oldie. Songwriter shows promise of developing into a country attention-getter.

(B) "I’M FALLING IN LOVE AGAIN" (2:37) [Vokes BMI—Vokes, Duke, Null] This ballad’s delivered with authority and style. Good country sound.

BOBBY EDWARDS (Macco 1025)

(B+) "I’VE LOST EVERYTHING BUT THE MEMORIES" (2:29) [Bluebonnet BMI—Edwards, Yarbrough] Excellent weaving with the singer’s sincerity and polish entering him in good stead. With exposure this side could make it.

(B+) "JEALOUS HEART" (2:25) [Bluebonnet BMI—Edwards, Yarbrough] Does his stuff in great style. Shows promise of developing into a country attention-getter.

HANK AND ROMONA ROGERS (Ruden 610)

(C) "IT’S TIME TO CALL IT QUITS" (2:27) [Bluebonnet BMI—Collins, Hank and Romona Rogers dish up a run-of-the-mill pep-flavored number. Fair enticing.

(C) "WILD HORSE" (2:56) [L&R BMI—Rogers, Rogers] Hank does it alone on this folk-flavored opus.
We have long been proud to say that the Sound of Genius originates on Columbia Records (USA), a Division of the great communications complex, the Columbia Broadcasting System.

Into this center has flowed the great artistry of every continent and every sphere of music. Columbia (USA) has developed the world's largest catalogue, ranging from symphony and opera to jazz and Broadway hits, Igor Stravinsky and Bruno Walter to Doris Day and Dave Brubeck, "My Fair Lady" and Mitch Miller.

From this center, too, has come the most important innovation in recording history since the flat disc—the long-playing record, originated and introduced by Columbia (USA) in 1948.

Now, in 1962, in Europe, Africa, Australia, the Middle and Far East, the extraordinary repertoire of Columbia (USA) will be presented directly and exclusively on a new label with a great name and a great tradition—now the Sound of Genius will also be heard on CBS Records.

Goddard Lieberson
President

EMI hosted a party last week for The Twist man himself, Chubby Checker—a highlight of the reception was a demonstration of The Twist. Checker with four singles and four LPs currently in the American charts is in London for TV and radio engagements which include ABC TV's "Thank Your Lucky Stars" (December 29th), A-B TV's "Here And Now" (December 29th). He will also tele-record Granada TV's "Trad And Twist" for transmission early in January 1962.

Central Record Distributors who, in March this year, issued for the first time in Britain LPs from the American Blue Note catalogue announce that commencing January 1st Blue Note singles will be available. The Horace Silver Quintet and Art Blakey & The Jazz Messengers feature in the first release which will retail at 10/6d. Other C.R.D. long playing releases include The New Orleans Wildcat (Storyville), Constelacio de Trios Famous (Tropical), Orinza-Afro-Cuban Rhythms (Seeco). The Bernard Addis All Stars & Pete Brown (Seventy Seven), Johnny Dodds New Orleans Clarinet (Riverside), George Shearing & The Montgomery Brothers (Jazzland), Brownie McGhee & Sonny Terry (Bluesville) and Claude Hopkins (Swingsville).

When the London Palladium pantomine "Little Old King Cole" finishes its run on April 28th Leslie A. MacDonald plans to present a short season of variety. The first names to be announced are Shirley Bassey and The Temperance Seven followed by Helen Shapiro—all will be making their Palladium debut.

Decca discovery 17-year-old Glenda Collins appeared on several TV spots over the Christmas period boosting her disk "Find Another Fool"—an up-tempo rocker which could find its way into the charts.

"The Black And White Minstrel Show" returned to the BBC TV screens on Christmas Day in a special 60-minute edition. Plans are in hand for The Minstrels to appear in a regular series in the New Year.

An LP entitled "Tradition To The Water Rats" is released by Ember International. This unique record brings together the greats of swing, jazz and pop—Sidney Bechet, Taming Dorsey, Billy Eckstine, Duke Ellington, Erroll Garner, Jonah Jones, Frankine Laine, Al Marno, Glenn Miller, The Platters, Harry Simeone Chorus, Artie Shaw with Mel Tormo, Kay Starr and Sarah Vaughan. All profits will be donated to the Duke of Edinburgh Award Scheme and the Grand Order of Water Rats Benevolent Fund.

American songwriter Kermit Goell has penned original lyrics to Laurie Johnson's music for the London Palladium 1962 Pantomine "Little Old King Cole". Laurie's latest disk following his successful "Stucu Stucu" for Pye is "Doin' The Raccoon."

Eric Allandale and his New Orleans Knights make their disk debut on the Columbia Lansdowne Jazz Series for release January 19th entitled "Dominican Carnival."

The British musical film "The Young Ones" starring Cliff Richard and the Shadows premiered in London last week received superlative praise from both press and trade alike. Generally considered to be the best musical to be made in Britain for many years, the soundtrack LP is released on Columbia.

Leroy Van Dyke's recording of "Walk On By" which has been topping the American charts for some weeks is released here on the Mercury label. Advance reports indicate that the number could repeat its success on this side of the Atlantic.

With the twist firmly in vogue Decca issued a single by Bill Black's Combo entitled "Twist-her" as well as an LP "Let's Twist" available in both mono and stereo on the London label.

Currently in London Enio Mols, General Manager of RCA Victor Italy here for discussions with Decca and publisher Jimmy Phillips of K.P.M. The visit coincides with the release on RCA of "A Little Grain Of Sand," the English version of the million selling Italian hit "Legata A Un Granello Di Sabbia"—specially recorded for this market by Nino Fidenco.

Congratulations to Pye recording star Petula Clark on the birth of a daughter in London last week. Pet is married to French publisher Claude Wolf.

Congratulations to John Phillips, Sales Manager of D.G.G. (Great Britain) Ltd., recently appointed General Manager of the company.

Merry Xmas and Happy New Year TO ALL OUR FRIENDS IN THE MUSIC & RECORD INDUSTRY FROM JIMMY PHILLIPS (Managing Director) K.P.M. GROUP KEITH PROWSE MUSIC CO. LTD. • PETER MAURICE MUSIC CO. LTD. AND GROUP OF COMPANIES 21 DENMARK STREET • LONDON WC2

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Cash Box—December 30, 1961
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(INCLUDING PERSONAL MANAGERS)
(For addresses see separate AGENTS List)

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ALLOWS, THE
ASHMAN, MICKY
AVONS, THE
BALL, KENNY, JAZZMEN
BARRY, JOHN
BASSEY, SHIRLEY
BEVERLEY SISTERS
BILK, ACKER
BOSWELL, EVE
BROOK, BROTHERS
BROWN, JOE
BRENT, TONY
BRUCE, TOMMY
BUXTON, SHEILA
BARRY, JOHN
BASSEY, SHIRLEY
BEVERLEY SISTERS
BILK, ACKER
BOSWELL, EVE
BROOK, BROTHERS
BROWN, JOE
BRENT, TONY
BRUCE, TOMMY
BUXTON, SHEILA
CARR, PEARL
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CLYDE, VALLEY STOMPERS
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COLE, ANDY
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DESMOND, LORRAE
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(Continued on Page Int'l 10)

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WARD, HEDLEY
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WELSH, ALEX
WILDE, MARTY
WILSON, DANNY
WINSTONE, ERIC
WYNTER, MARK
YANA
YOUNG, ROY

LIST OF BRITISH ARTISTS WHOSE DISKS ENTERED THE TOP TEN BUT DID NOT REACH 1st, 2nd OR 3rd POSITION

ARTIST
SHIRLEY BASSEY
THE BROOK SISTERS
ACKER BILK
CRAIG DOUGLAS
JOHNNY DANKWORTH
TONY DENVER
ADAM FAITH
EMILE FORD
BILLY FURY
LAURIE JOHNSON
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AIN’T GONNA WASHER
BUONA SERA
100 POUNDS OF CLAY
AFRICAN WALTZ
HAVE A DRINK ON ME
MICHAEL ROW THE BOAT
MEXICAN ROSE
THE TIME HAS COME
WHOM I AM I
EASY GOING ME
DON’T YOU KNOW IT
LOVELY TUP
COUNTING TEARDROPS
HALFWAY TO PARADISE
SUCU SUCU
GET LOSS
YOU’LL ANSWER TO ME
PORTRAIT OF MY LOVE
MY KIND OF GIRL
STRAWBERRY FAIR
AND THE HERBINS CRIED
GEE WHIZ IT’S YOU
GOODNESS GRACIOUS ME
SAILOR
MAN OF MYSTERY
THE SAVAGE
DON’T TREAT ME LIKE A CHILD

LABEL
COLUMBIA
PYE
DECCA
COLUMBIA
PYE
DECCA
PARLOPHONE
COLUMBIA
PYE
DECCA
PARLOPHONE
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CHRISTMAS and NEW YEAR GREETINGS
To My Friends Throughout The World — — GOD BLESS YOU ALL — —

ANNE SELLENO
PHILIPS RECORDS — ENGLAND.

Cash Box—December 30, 1961

Part II—International Section 11
Helen Silver complete 1960 international London months' Ask Philip shares flair Philip England ft.

Barbara—3 Gold She."

Music established

Press Personal Ones."

Cash the Cliff's for Shadows. in variety Press unspoiled career.

It" managed his new group, The Fabulous Five, later becoming The Saints. Dates in coffee clubs in London followed. A talent contest in 1960 brought him to the attention of independent A & R Managers Michael Barclay & Phillip Whiddall. During 12 months' extensive training in drama, voice production, and stage playing preceded his debut disk—the chart Hoppy "We All Ask You" for which he received a Silver Disk. Kane is currently re-ecuting top radio, TV and theatre engagements.

Recording Managers: Michael Barclay and Phillip Whiddall. Personal Management: Audio Enterprise Ltd.

THE TEMPERANCE SEVEN

E.M.I.—PARLOPHONE

The temperance Seven so called because there are nine of them face over the night today comprises Captain Cephas Howard, John R. T. Davies, Alon Swanston Cooper, Ray Whitman, John Gieves Watson, Frank Peverly, Clifford DeVan, Brian Inness and Paul McDowell. Founded in 1955 the group graduated via jazz clubs, cabaret and TV. At first they played a lively style of jazz after the fashion of the original Dissident jazz band but it was their gimmick of being 40 years of age over—it playing in the 60s the dance music of the 20s that in April this year took them to the top of the charts with their debut disk "You're Driving Me Crazy". Latest disk release "The Charleston."


Freshie Vaughan

Phili

Born in Liverpool on February 3rd, 1928, Frankie Vaughan made his stage debut in a University Bag Show while a student at Leeds College of Art. Later unable to find work as a commercial artist he entered show business professionally. Disk-wise he climbed to fame with "When My Sweetie Went Away." A staunch supporter of the youth movement royalties of many subsequent hits have been donated to the National Association of Boys Clubs. Equally successful in cabaret he is the only British artiste to have topped the bill at New York's famous Copacabana. Four British and two American films have further enhanced his international reputation which, with his latest disk "A Tower Of Strength" on Philips topping the charts, has never been higher.

Recording Manager: Johnny France. Personal Manager: Poul Cova.
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<td>The Allison</td>
<td>The Allison</td>
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<td>Burlington ASCAP</td>
<td>Lonnie Donegan</td>
<td>Fontana</td>
<td>London</td>
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<td>Why Not Now</td>
<td>Essex</td>
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<td>Dot</td>
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<td>Selma BMI</td>
<td>Hollis BMI</td>
<td>Anthony Newley</td>
<td>Decca</td>
<td>London</td>
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To All Our Publishing Friends in The New World & The Old

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295 REGENT STREET · LONDON W.1. ENGLAND

ENGLAND – 1961

It is gratifying to report as we draw to the close of 1961 that the record industry's early hopes and optimism have been fulfilled, Board of Trade figures show that both production and sales for the home market and, in the last quarter, export figures, hitherto in decline, have shown an upward trend. That the industry has achieved this prosperity despite the continued burden of purchase tax—now standing at 55% the highest on the continent of Europe—is due to the ingenuity and resourcefulness of manufacturers both major and independent.

The introduction of new lines, better quality recordings and imaginative promotion have helped to meet the demand for British records by the British and overseas consumer and attract the post-war teenage group. In a year of rising sales the most notable increase has been in the realm of LPs. During the past twelve months British manufacturers have issued some outstanding classical recordings i.e. the fine five Beecham and Kleiner's discs put out by E.M.I. and in the operatic field Decca's recent "Otelio" is worthy of mention. Record Clubs have, in the past year, claimed some attention by vast advertising campaigns in the national press but this has been combated by the introduction of new low-priced LP's by the major manufacturers, E.M.I., already covered early in the year. Artists' imitations of "Concert Classics" introduced the "Encore" series whilst Decca added "Ace Of Hearts" to its popular studio albums. The Clubs series, Philips, who resorted a month later, enjoyed very good sales for the first nine months up by 17% on the previous year, also report a marked increase in LP sales, their new low-priced "Master Of Arts" series growing highly successful and also launching "The 2nd Anniversary of Pye's "Golden Guinea" LP, one of the earliest and most successful low-priced series to enter the market. Not unnaturally, the sales prices of E.P.'s are identical with LP sales.

Single sales on the other hand remain satisfied only in the stable. The industry's early optimism in this direction has been realized, although Elvis Presley continues to sell in larger quantities than ever before. With the support of a series of British artists both at home and abroad that has brought a much-needed impetus to this market. During the last twelve months 35 Silver Disks have been awarded to artists in Britain and the Silver Disc has become a household word. It is interesting to note that of these American disks, only three out of the remaining 18 going to Britain. Of the British artists 12 awarded this disc with two each going to Tommy Steel (bringing his total to nine), The Shadows, John Leyton and Shirley Bassey, Single awards for E.M.I. Shirley Bassey, Adam Faith, Peter and Gordon, The Hollies, Billy Fury and Eden Kane. Phillips and Fontana scored with The Allison's, Frankie Vaughan while Pye was represented by Petula Clark. Excluding Presley who qualifies for a Silver Disk with each release but does not claim them all the American winners were: Dean, The Everly Brothers, Connie Francis, Clannad, Del Shannon and Johnny Tillotson.

A careful analysis offers further proof of the increasing world market and power and popularity of home entertainment. From 1954 to the present time a total of over 1,000 single chart entries—Cliff Richard, The Shadows, Frankie Vaughan and Shirley Bassey and Fontana have been added newcomers, The Allison's, Eden Kane, Billy Fury, Terrence Seven, John Leyton and latterly young Helen Shapiro. Their success has been maintained on the home market. TV and personal appearances have added to their盘 sales with the result that many of them have achieved chart success at home and the chance of achieving chart success in all of them has been boosted by the international chart success of Connie Francis, a frequent best-seller in this and to other overseas territories.

International reputations, however, can only be maintained by a free exchange of artists between countries. It is hoped, therefore, that the recent ban imposed on the sale of records by the A.F.T.R.A. preventing them from promoting their state-side releases in America. American TV will prove to be the exception rather than the rule. For the year, several British artists have enhanced their transatlantic reputations by entering the charts with marked success notably Matt Monro with "Portrait Of My Lovers," My Boyfriend and You Now. His cabaret debut at the Round Table and his recent concert tour, particularly successfully in the U.S.A., has enabled him to climb as high as No. 5 with the re-issue of "Do Your Chewing While We Do The Singing." The Allison's, The Shadows, Andy Stewart, Johnny Dankworth and存cidg Strings and currently Anthony Newley.

British interest continues. The trad app, sparked off by Acker Bilk and Kenny Ball is now an accepted part of the general scene. A new current has been spread by the use of dry, disc and TV. Not to be outdone, modern rock dance bands have recently toured the charts by storms with "Take Five" on Fontana, On the other label plus Jimmy Iglee on Decca, her first major commercial hit with E.M.I. Answer To My Love.

The year has seen much increased activity in the Children's Record market. E.M.I.'s Junior Record series and those brought out by Saga on the mainland have both been most successful. Delta have added to their Atlas Talispinners and Delysian recently. In the E.E.U.B. market with "The Railway Engine series.

A major event of the year was the appointment of Pye Records to handle the Reprise label. During a period lasting over the Christmas period the label acquired the rights to the Aristocat catalogue resulting in immediate chart success with Clarence Henry. They launched the 1962 hits of "Yikes!" and Pye-Jazz. A 35% increase in the first quarter of sales is proof of their success. Another maj or move was the Philips Mercury label and is the moment of sales is again a major release by Mercury of the Phillips disc. "Mercury" which was launched in May E.M.I. took over the distribution of the United Artists label in the U.K. Pye also signed a contact with Liberty Records to handle the distribution and exposure of British artists on the Oriole label throughout the U.K. The same month E.M.I. be cames the first company to sell 100,000 of an album with an initial export order of £12,000.

Pleasing news although sheet music sales, even for major hits, remain at sub-thousand level. However, there has been some improvement over the last twelve months with a noticeable increase in the quantity of material gaining chart recognition both at home and abroad. Established publishers with solid standard catalogues have been able to benefit from the increasing sales. Again, hit tunes have been successfully recorded in recent months. It is significant that these artists have handled their activities in the independent recording field with marked success and as a result of this or still gaining in popularity it is expected to show a further increase in sheet music sales.

Potted highlights of 1961—E.M.I. launched "Harold" for Radio Luxembourg. E.M.I., recognised publishing and depot activity, has resulted in a sharp swing upwards in the number of child artists from 1, to 6. Russ Conway received Silver Disk for the hit "Black And White Minstrel Show" large order of over 100,000 copies being the first British LPs to achieve this. E.M.I. record companies entered the market for the first time and in particular Northern Southern Music formed Meridian Music to handle British material. Lionel Bart voted "Songwriter of the Year" for his "Tess Of The Desert" birthday and 50 years of publishing. John Barry launched his own agency agency, Roy Ansell. E.M.I. Record Distributors acquired British distribution rights for Blue Note label. E.P. Gold Disc sales reached 1 million+. Equire Records of the U.S.A. signed line to issue Tropicania International label. Pye launched Piccadilly label. Pye launched "Nancy Spoke Word" records. E.P. Gold Discs Nos. 1, 50/50 partnership with Aaron Schroeder. Pye signed contract with Aristocrat Records. E.M.I. appointed Chairman of the G.R.R.A.... BBC took first prize for Great Britain at the Eurovision Song Contest with "The Black And White Minstrel Show". Radio Times have awarded gold Discs for "Ebb Tide" and "Lime Light". Leomark have signed a contract for spoken word recordings. Ember International have signed a contract with "Zorro" catalogue. Anthony Newley's "Stop The World I Want To Get Off" has been awarded a contract with Bandera Records of London. "The Star" E.P. has been signed in with Danish Storyville label to distribute here. E.M.I. launched new low-priced line, "Pye Junior". Pye launched Pye-Jazz label. Marish Lewis left E.M.I. and signed with Rainbow Record Company. Leo Pincus set up London office of G.P. Music Publishing Company. Liberty Polydor introduced new series of "Streets Of London" singles. Left E.M.I. to form own publishing (continued on page Int'l 17)

Cash Box—December 30, 1961

14 Part II—International Section
ENGLAND'S TOP HITS OF 1961 (SINGLES)

(Based on reaching Top 3 positions on the best seller lists during the past 12 months)

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<thead>
<tr>
<th>Artist</th>
<th>Label</th>
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(continued from page Int'l 16)

... Yehudi Menuhin awarded Golden Disk by E.M.I. celebrating 30 years recording... Decca launched new low-priced “Ace Of Hearts” series... E.M.I. took over Vee Jay catalogue for release here... Columbia star Cliff Richard celebrated 21st birthday... Lonnie Donegan awarded two Gold Disks for “Does Your Cheering Gun” and “Rock Island Line”... The Allisons awarded Gold Disk for “Are You Sure?... Harry Walters left E.M.I. and appointed European Representative for Cameo Records... Harry Lewis appointed General Manager of Mullin Music London... L. G. Wood, Managing Director of E.M.I. Records appointed Divisional Director of parent company E.M.I. Ltd. ... Decca form new youthful A & E team under Rick Rove to handle pop record output.

SEASON’S GREETINGS

To ALL OUR FRIENDS EVERYWHERE

From THE CAMPBELL CONNELLY

GROUP OF COMPANIES

10 DENMARK STREET

LONDON WC2, ENGLAND
International Convention in Rome 
Climaxes 25 Years Of Negotiations

The International Convention for the protection of Performers, Producers of records and Broadcasting organizations, which took place in Rome recently climax over 25 years of international negotiations. Of the 37 countries participating, 15, of which Great Britain was one, signed the "Neighbouring Rights" Treaty. This was a major achievement for the International Federation of Phonographic Industries, formed in 1933 (also in Rome) with the object of bringing about the recognition which the rights of the producers of records in as many countries as possible and eventually in the shape of just such an International Convention. Mr. Stewart, Director General of the I.P.F.J.I., who led a delegation on behalf of the producers of records at which all regions of the world including Latin America, the U.S.A. (who were not empowered to sign) and India were represented, said in his report, "The Rome Convention of 1952, of the result of which was (1) to reconcile the aims and ambitions of the representatives of the record producers, performers and broadcasters) which by the nature of these rights were often at variance, and (2) to find a common denominator which would form a system of systems of at least the major countries concerned without having to alter their national systems. He went on to say, "Viewing the end result in the light of the Federation's efforts, Mr. Stewart considers that "a fair equilibrium between the three parties was achieved." Among the countries represented approximately 30, of the 44 European countries (Eastern European, Asian, African, U.S.A. and Latin American) which in some cases the producers of records in the U.S.A. and Italy.

The report says that on behalf of producers of records within the Convention was achieved with the establishment of an absolute right of the assignees of sound recordings to copy the record which will be valid in all countries which sign the Convention to ratify or join the Rome Convention. The copyright symbol (©) which appears after the labels of the record will be the equivalent of the copyright symbol which is used in the universal Copyright Convention. Of the so called "secondary rights"--the exclusive right of broadcasting of the world, giving the right to equitable remuneration when a record is broadcast or performed publicly, Mr. Stewart said "The basic notion of the right of broadcasting the record sold to be played by the purchaser in his private home or family and friends. It is not intended that is should be used to hands of people in the air or by television or to be used for the air. Equitable remuneration is not the absolute and unequivocal right of the producers, there is also the possibility of over broadcasting which can be both harmful from the commercial and cultural point of view and deprive live musicians and their supplement.

The extent to which the producer of records can control their use over the air or in public performance depends on the national law of each territory. Beyond the basic legal rights which records have an absolute copyright and can, therefore, forbid the broadcasting and other uses of any copyright of the be so wish. Stewart points out that the U.S.A. the four gives much more of prohibition of the artists which is invariably assigned to the producer. Under the normal performance conditions the broadcasting organizations have to pay equitable remuneration but not be prevented from playing to excess except by negotiating contracts. In other countries including France and Belgium the producer of records so far has no control. On the prospects of ratification Stewart is optimistic. The convention can only succeed with three moves, those of 6 countries ratifying it and it is hoped that these will be the guarantors of the convention. This will take a little time when all the places are ratifying the law in the national respect. It will require an amount of U.K. is concerned the British law gives the producer of records the right of control and therefore ratification should not be difficult or delayed. Major imparities of the E.U.S.A. are "the U.S.A. cannot ratify the convention. Although the presence of the United States of the making of possible it is hoped that when the revision of the effective law, now in process, they will do so.
Countries ratifying the convention many have been in touch with records of the can ratify the whole convention without granting "secondary rights" or they can ratify, granting only a right with regard to broadcasting or public performance conditions the right either in the performing artists or in the producers of records.

WALKIN' BACK TO HAPPINESS
LEN TAYLOR & ALL AT
FL MUSIC
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LAWRENCE WRIGHT
Walkin' Back to Happiness
Words & Music of Prestige Hill

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U.S. Publisher: Mills Music Inc.

LEGEND
By Robert Decker
U.S. Publisher: Mills Music Corp.

LONDON FANTASIA
By U.S. Publisher: Mills Music Inc.

DREAM OF OLIVEN
By Donald Phillips
U.S. Publisher: Mills Music Inc.

Concerto In Jazz

GREETINGS FOR CHRISTMAS
and
A SUCCESSFUL NEW YEAR
To all our American friends
from NOEL ROGERS

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19 TEMPLE STREET, LONDON WC2 ENGLAND

MEXICO — 1961

The record scene in Mexico in the last twelve months has been entirely different from previous years. In the Fifties, the most popular rhythms were folk music (rancheras), Boleros and Guaranas (jorobadas, danzon, guachara, etc.). In 1961, the ring of rhythms was rock 'n roll and probably 90% of disco sales were rock 'n roll. The following are some of the groups and voices of "the new wave" which came to life like Los Sinners, Los Jokers, Los Sleepers, Los Vikings, Los Kettes, Los Teen Tops, Los Richos, los Hooligans, Los Twisters, Adrian y sus Happy Kings and many others. Soloists included Fabrilucio, Miguel Angel, Dyno, Melbourne, Victor Roldan, R. Garcia, Pato Caiado, etc. All these people recorded for the first time in 1961 and other groups of past years like Los Teen Tops, Los Locos del Ritmo, Los Rebeldes del Rock, Los Boppers, Enrique Guzman, Ces6r Cost, Maria Eugenia Rubio, Emily Caffa, Julissa and others became idols of the teenagers.

The biggest rock 'n roll producer was made by Dimas Mancera with four groups and their tapes and also Oxford Coming to Columbia Records. In the last few months, labels like RCA, Mursart and Peerless, increased their productions. It is said that and it is very probable that the Twist will become very popular in 1962.

Speaking of popular Mexican music, the dance with the most rhythms of "rock 'n roll". So, just a few records of rock, bolero and tropical rhythms became popular and occupied first place in the Best Sellers by such names as Mario Antonio Minif, Jesus Sill, Juan Mendoza, Jose Alfredo Jimenez, Amalia Mendoza, Maria de Londres, Maria Elena Sanovol, as singers and Los Tres Ases, Las Sombras, Los Galantes, Los Diana, Los Tres Dandy, Los Teen Tops, and Los Dandy as trios. As combos, we can name Lobo y Melon and Los Tribunos and as orchestras; Pablo Beltran Ruiz, Acerna, Carlos Campos and Soran Santana.

As most popular Mexican songs, the best sellers in 1961 were: "Esca

Record Executives
RCA Victor Mexicoan, S.A, de C.V
Address: Ar Carrillo Tuitaian, Mexico, D.F., president: Mike Hazeld, vice

Mexico—Continued on Page Int'l 52

Cash Box—December 30, 1961
The Musicorama show at the Olympia (sponsored by Radio Chain Europe No. 1) was awaited anxiously this last time, for in addition to young artists on the program about whom we shall perhaps talk some day, there were Les Chats Sauvages, the rock ensemble discovered by Pathé publishers; H. Marchal, Les Shadows and, last but not least, Chubby Checker. (One might say that it was almost an E.M.I. Musicorama.) The show was held both on Monday and Tuesday. Les Chats Sauvages had their usual success for they have their fans who are on hand each time they appear; then came Les Shadows and theirs was a veritable triumph. The audience went wild—really. And Les Shadows deserved the ovation they got. (Which leads us to remark, by the way, that the rock'n'roll combinations are slowly but surely taking over from the individual rock singers.) Then Chubby Checker stepped up to the mike. The real “connoisseurs” found in him the talent, stage presence, “metier” and all the other qualities which explains his fast rise in the field, but Monday's audience unfortunately was not made up only of enlightened “rock” fans. . . . Tuesday's show included something new; namely Vince Taylor and the Playboys, but it was Chubby Checker who refound his audience and chalked up his usual success. For a change, the evening ended at the Etoile Club at a lively cocktail party where the Paris music world was out in force. Those present got a chance to see rushes from Chubby Checker's coming film, "Twist Around The Clock" and according to information they gave us, this was the very first showing of the film anywhere. In any case, the excerpts lead us to believe that the film will go over big. Finally, Pathé has issued a 12-inch Long-play by Checker which leads off with "The Fly" and the disk is already among Pathé's best-sellers.

And a last word on Pathé—Garin, Sales Manager of Gramo (Brussels) was in Paris for a few days this week. Richard Anthony has just waxed excerpts from “Walkin’ Back To Happiness.” A Claveau included "Le Petit Train De L’Amour" among the tunes recorded at his last date with the mike. George Gaetany, who continues to record, had added to his disk repertoire "Voici Done" and "La Complainte de L’Opinion," both from the film "Ben Hur." Les Travellers, the vocal combine, about which we've heard little if anything lately, begin a night club stint on December 30. On her 18th, Francois Degniel goes into "La Tete De L’Art" on the same date. Mathe Athery has just recorded a record of Christmas carols.

Good news—for its always good news when Gilbert Becaud records—and this time he's completed a series in which he waxed "Et Maintenant," "Dans Ces Moments-la," "Toi Le Musicien" and "Le Condemné." It seems that, as usual, Madame Breton is the happy publisher of these tunes.

On the market now—a 10-inch LP of Jacqueline Danoz and her songs and a new one of the same by Les Compagnons de la Chanson. Only the sales will be different in these two cases, we guess.

Two 12-inch Longplays to note: one by Richard Anthony called "Let’s Twist Again" which ought to really sell. And the other by Edith Piaf with a preface written by Jean Cocteau. Edith's album is entitled "De l’Accordeoniste A Mylord," or from one success to another, perhaps.

And since today France is gliding slowly but surely into the tango hour, let's note that a meeting of all the tango orchestra leaders took place at the Bada Club recently to discuss the best means and plan the tactics for becoming the real leaders of the dance world here. The Bada Club, by the way, possesses a special tango dance floor.

Noel is at hand and the record business is going into its best season. To use the words of Azan (Philips) "Ca Bouge Dans Le Metier" ("Things Are Stirring In The Business"). And it's a comforting thought as long as this movement doesn't mean only the changing around of personnel and of recording artists, for the latter seem to be inclined also to move around these days.

France’s Best Sellers

THE FIVE BEST-SELLERS TUNES ON RECORD

1. Romeo: (J. Broussolle—Stolz) Recorded by: Petula Clark (Vogue) Rika Zoral
   Publishing firm: Editions Raoul Breton

2. Viens Danser Le Twist: (Let’s Twist Again) (Mann—D. Appel—Gosset) Recorded by: J. Halliday—Jackie Seven—R. Anthony
   Publishing firm: Editions Salvat

3. Il Faut Savoir: (Charles Aznavour) Recorded by: Charles Aznavour
   Publishing firm: French Music

4. Le Twist: (Blank Ballard) Recorded by: Chaussettes Noires
   Publishing firm: Editions Barclay

5. Hit The Road Jack: (Percy—Mayfield) Recorded by: Ray Charles
   Publishing firm: Editions Beuescher
"la maison vogue"

82-84 RUE MAURICE GRANDCOING—VILLETANEUSE (Seine)
PARIS—FRANCE
TEL. PLAine 73-00

DISTRIBUTES:

![Image of disque vogue logo]

![Image of disque POP logo]

![Image of disque MODE logo]

![Image of disque vogue CONTREPOINT logo]

![Image of disque reprise logo]

![Image of disque durium logo]

![Image of disque WARNER BROS RECORDS logo]

![Image of disque vogue CONTREPOINT logo]

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MAYA (MEXICO)
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BRANCHES

VOGUE AFRICA
VOGUE BELGIUM
VOGUE GERMANY
VOGUE SWITZERLAND

![Image of Vogue Afrique logo]

![Image of Vogue P.I.P. Belgique logo]

![Image of Vogue Schallplatten logo]

![Image of Vogue S.A. logo]

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P.P.P. 54, rue d’Hauteville—PARIS (France)—TEL. TAltbout 63-09

Cash Box—December 30, 1961
Back in 1948, a small group of Paris jazz fans, short on money but long on enthusiasm, decided to enter the recording field. With a starting capital of only $120, they founded the jazz record company, "VOGUE".

With "Les Oignons," composed and performed by its first exclusive recording artist, US veteran jazzman Sidney Bechet, "VOGUE" became the first French label to top the million sales mark. The young firm then expanded its activities to include pop and classical recordings.

Abandoning traditional and outdated merchandising techniques, "VOGUE" introduced new promotional, sales and distribution methods into France—and extended its energies into the music publishing field.

First of the French independent record firms to build its own pressing plant, "VOGUE" no longer limited its scope to the French market but branched out and moved on to cover other European countries. Flourishing subsidiaries in Belgium, Switzerland, Germany, North and West Africa rank "VOGUE" as the leading record exporters on the European continent.

Rejecting the unscrupulous practice of luring artists away from other companies, "VOGUE" has created its own galaxy of international stars:—Sidney BECHET, Colette RENARD, AIMABLE, Claude LUTER, Marino MARINI, Jacky NOGUEZ, Johnny HALLYDAY, Petula CLARK and now Jackie SEVEN—and has figured prominently on the international hit lists with its own best-sellers such as "Les Oignons" and "Petite Fleur" (Bechet); "Bambino" (Marino Marini); "Ciao, Ciao, Bambino" (Jacky Noguez); "Warte, Warte" (Hawe Schneider); and "With All My Heart" and "Romeo" (Petula Clark), just to mention a few.

"LA MAISON VOGUE"

Illustrated by Sine
1961 HITS BY 1962'S HITMAKERS

EDDIE BARCLAY
twist twist

CHARLES AZNAVOUR
il faut savoir

LEO FERRE
jolie môme

DALIDA
nuits d'espagne

EDDIE BARCLAY

LES CHAUSETTES NOIRES
daniela

BOB AZZAM
amen twist

RIKA ZARAI
olivier

LES PIRATES
oublie larry

LE PERE DUVAL
seigneur mon ami

GILLIAN HILLS
zoubisou bisou

LES PIRATES

HUGUES AUFFRAY
san miguel

PAUL MAURIAT
la valse à mille temps

LES GUARANIS
la bamba

ORLANDO
elle a des yeux d'anges

RAYMOND LEFEVRE
les sept mercenaires

LES BARCLAY (C. LEGRAND)
le enfant au langour

JEAN-PAUL VIGNON
sans chemise

DOUG FOWLKS
mashed potatoes

VINCE TAYLOR
twenty flight rock
FRANCE

BARCLAY NEWS

DALIDA ON TOUR BEFORE OLYMPIA OPENING
Barclay recording star, DALIDA, will be the headliner at the December 7th opening of the new show at the famous Olympia Music H., on returning from her present tour of France. Among her new songs now being tested on the road: "Loin De Toi" ("Without You"), "Je Ne Sais Pas" ("I Don't Know") and the soon-to-be recorded "Achete-moi Un Juke Box."

LEO FERRE FOR ONE MONTH AT THE ALHAMBRA
Barclay poet-composer-singer LEO FERRE is being the stage every night at the 3000-seat Alhambra—Paris' biggest music hall. Presenting his one-man show before standing-room only crowds, Leo Ferre sings his new songs such as: "Vingt Ans," "Les Femmes" and "Les Temps Sont Difficiles."

EDDIE AND NICOLE BARCLAY AND STAFF ON GOOD-WILL TOUR
Eddie and Nicole BARCLAY, along with the top staff of BARCLAY and BEL-AIR, have just made their annual visit to Tours and Rouen, accompanied by Mr. Philippe LOURY, President of Erato Records. At a banquet grouping more than 100 regional record dealers in both cities, chief speakers were J. Souplet, Barclay-Bel-Air Sales Manager, Eddie Barclay, and Mr. Loury. Entertainment featuring RIPA ZARAI (Bel-Air) and HUGUES AUFFRAY (Barclay) completed the constructive and friendly get-together.

R’N’R GROUPS—LES CHAUSSETTES NOIRES—AT A.B.C. FOR THREE WEEKS
With three disks in prominent spots on the French Hit Parade, LES CHAUSSETTES NOIRES rock and twist for their fans as stars of the latest show at Paris' A.B.C. Music Hall. On the same bill, Bel-Air star ORLANDO holds forth with best-sellers "ELLE A DES YEUX D'ANGE" ("She's Got Eyes In Motion") and "APACHE." Released the day the show opened, a new Longplay and a Christmas record by LES CHAUSSETTES NOIRES. (Barclay).

HUGUES AUFFRAY BACK TO U.S.A.
After a successful visit to the U.S. in October, "new wave" singer, HUGUES AUFFRAY, returned to Paris to cut four new sides for Barclay: "Georgia" — "Santiano" — "Kings River" and "Mille Rayons." The day after the session, AUFFRAY was on the plane for New York City where he will do a TV show.

BARCLAY LAUNCHES SUPersonic R’N’R STAR VINCE TAYLOR
 Rendered famous over-night, rock ‘n roller VINCE TAYLOR has signed to star for one month on the Olympia music hall show beginning in January. All over France, Vince’s picture is on the front page of the newspapers. Unknown two months ago, VINCE TAYLOR and his band are the No. 1 rock ‘n rollers of the country.

NEW AZNAVOUR RECORD ON THE MARKET
With his "N’ FAUT SAVOIR" in the No. 1 spot on the French hit lists for the past 3 months, CHARLES AZNAVOUR enters in competition with himself with his new tune, "JAI TORT" just released on the BARCLAY label.

BABY DOING FINE—"AMEN TWIST"
To celebrate the birth of his son on November 10th, BOB AZZAM has waxed "AMEN TWIST" already a No. 1 seller in Switzerland. The one-word song is slated to make the top of the tableaux in all the European countries.

AUDIO-FIDELITY—BARCLAY COMING UP STRONG
First release of the new Audio-Fidelity-Barclay distribution accord is planned for early December.

RAY CHARLES' PARIS CONCERTS BOOST RECORD SALE
The first 5 spots on French jazz charts are held by RAY CHARLES disks (distribution ATLANTIC-BEL-AIR) after the singer's series of sold-out concerts in Paris.

RIKA ZARAI—ALL INTERNATIONAL STAR
Bel-Air's RIPA ZARAI is fast becoming the name on every lip and the star to watch as her fame spreads in France and across the borders. Top-ranking singer in Holland, Rika's latest disk includes a unique version of "ROMEO."

WATCH OUT FOR "THE PIRATES"
Holding their own among the numerous R'N'R formations LES PI-RATES (Bel-Air) have added "CU-TIE PIE" and "DING DONG" to their sizzling rock and twist repertoire and their fans are calling for more!
Voici le dernier disque du célèbre trio...

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créateurs de

**LA BAMBA • PEPEITO**

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La Boa — Amor, Amor — Pepito — La Cucaracha — Granada — La Bamba

mono 153.973
stereo SSL 40.505

FRANCE

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**FRENCH SONGS THAT MADE TOP THREE IN 1961**

3. Garde Moi La Derniere Danse (Save The Last Dance For Me) — Dalida—Los Alcarson.
3. Garde Moi La Derniere Danse (Save The Last Dance For Me) — Dalida—Los Alcarson.
3. Garde Moi La Derniere Danse (Save The Last Dance For Me) — Dalida—Los Alcarson.
3. Garde Moi La Derniere Danse (Save The Last Dance For Me) — Dalida—Los Alcarson.
3. Garde Moi La Derniere Danse (Save The Last Dance For Me) — Dalida—Los Alcarson.
3. Garde Moi La Derniere Danse (Save The Last Dance For Me) — Dalida—Los Alcarson.
3. Garde Moi La Derniere Danse (Save The Last Dance For Me) — Dalida—Los Alcarson.
3. Garde Moi La Derniere Danse (Save The Last Dance For Me) — Dalida—Los Alcarson.
Thanks D.J.'s
and thanks again for voting me
Most promising
Orchestra #1

-I hope I don't disappoint you-

Merry Christmas
And Happy
New Year
To All My Friends

Bert Kaempfert

Cash Box—December 30, 1961
GERMAN ARTIST BIOGRAPHIES

ALL German artists can be booked and contacted through their record companies. For further information, contact the Cash Box office in Germany.

LALE ANDERSON-ELECTROLA

In 1938, a young, husky voice recorded a song which was to sell 3 million records in her version alone, became a standard and made her a top star. The song was "Lili Marlene," and the artist was Lale Anderson. Lale continued to reign as a star for many years, but after the war, her career dropped off and she went into semi-retirement. In 1950, she recorded "Never On Sunday," which was a top hit and started Lale on her way to stardom. Lale plays guitar, has her own comic which works local clubs and has not only held herself by covering Elvis Presley hits, but also has released a series of LPs which sold close to 200,000 records and moved into the Top 3 in the nation's Top 100 records. Lale is currently back on the scene and is making a film about her life. Lala's repertoire includes folks songs and smooch's ballads, and she is one of Germany's leading TV personalities.

GUS BACKUS-POLYDOR

American Gus Backus was born in New York on December 9, 1917. He started his recording career as a member of the Del Vikings and turned out such hits as "Whispering Ballads" and "Come Go With Me" with the group. Gus came to Germany as a member of the U.S. Air Force, and after his release in June of 1940, he decided to stay in Germany for a career there. His first hit was a cover of Johnny Preston's "Running Bear," and he entered the charts with "The Old Indian Chief," which sold close to a million records. Gus works in TV films, and on stage. His repertoire includes American R&B tunes and his German hits. He's had 3 records in the Top 3 in Germany, and is now Germany's top tenor. Among other honors, Gus has been awarded the "Golden Lion" by Radio Luxembourg as the most requested artist.

RALF BENDIX-ELECTROLA

Ralf is a record star with a double life. Along with his singing career, he is a pilot for TWA Airlines in Dusseldorf. Ralf took off to the top of the charts with his recording of "Chico Cha Cha," which sold over 800,000 here and followed up his record in 1955 with his recording of "Babylon's Bewitched," which is now nearing the million mark in sales. In 1955, Ralf appeared on a regular show for Pittsburgh TV in the U.S. In 1956, he appeared in "Cannes." "The Venus Waltz" and many others. He has a new repertoire which includes many ballads, and delivers a top job on stage, TV or in films. He just finished an appearance in the Fipparas Hotel in Qatar, and is seen in a series of TV spots in the Middle East, and is scheduled to appear in America during 1963.

GERD BOETTCHER-TEDLEC

Born in 1927, young Gerd Boettcher was discovered in 1960 by Werner Muller, the man who also helped Cateaira Volante off to a successful career. Werner produced his first record, "Schicksale," which was a top hit and started Gerd on his way to stardom. Gerd plays guitar, has his own comic which works local clubs and has not only held himself by covering Elvis Presley hits, but also released a series of LPs which sold close to 200,000 records and moved into the Top 3 in the nation's Top 100 records. Gerd is currently back on the scene and is making a film about his life. Gerd's repertoire includes folks songs and smooch's ballads, and he is one of Germany's leading TV personalities.

PEGGY BROWN-TEDLEC

Peggy Brown started her career in show business 10 years ago heading up a comedy, singing and playing vibes. With her trio, the played clubs and later became one of the most requested broadcast singers in the German recording studios. In 1960, her hit, "The Harbor Bell," established her as a top star, and since then she has been a steady worker on TV and in films. Peggy's young, pretty, and talented, and 1962 should even be a bigger year for this personality.

HEIDI BRUHL-PHILIPS

Born in Munich on Jan. 30, 1943. Before becoming a top recording star, Heidi was already an established film personality. In 1955 she had her first leading role and soon established a great following. Her success was so great that she was awarded the "Golden Jukebox" by a major German magazine as the top TV personality of the year. Heidi started her recording career early in 1959 and was awarded the "Star of the Year" by a German Magazine called "Chico Cha Cha," she entered the Song for Europe contest, and later became one of the most requested broadcast singers in the German recording studios. In 1960, her hit, "The Harbor Bell," established her as a top star, and since then she has been a steady worker on TV and in films. Peggy's young, pretty, and talented, and 1962 should even be a bigger year for this personality.

JOHANN MICHEL

(GENERAL MANAGER)

Frankfurt/Main, Germany Oederweg 26
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MERRY CHRISTMAS AND A HAPPY NEW YEAR TO ALL MY FRIENDS

MERRY CHRISTMAS AND A HAPPY NEW YEAR TO ALL MY FRIENDS

Cash Box—December 30, 1961
GERMAN ARTIST BIOGRAPHIES

(Continued from Page Int'l 26)

FREDDY-POLYDOR

In 1956, Freddy (Quinn) was singing seller’s ballads in a nightclub on the Hamburg Waterfront. He made his first record, a cover of “Memories Are Made Of This,” and by the end of 1956, he had his first gold record for a million seller with the song. The record went on to sell 2 million. Freddy is Germany’s best selling artist. The good looking, killers wearing artists are often German by occupation. In the last 5 years, he has been hit which was once high on the charts, certainly in the top 3. His first LP made this year was the first German LP to sell over 100,000 in West Germany. Freddy speaks fluent English and should soon embark on an international career. He has already recorded in Spanish, French, Italian and Finish.

WILLY HAGARA-PHILIPPS

Willy was born in Vienna, Austria on June 4, 1937. When he was 19 years old, he entered a singing contest in Vienna and that was the start of his career. He made his career as a Variety club singer until 1953 when he signed a record contract. After being on a tour, Willy began to sing cowboy songs and pop numbers under his “Josefino in Canada” he had his first success. He was captured by the Esquire Records and has been established as a top film and TV personality. His big hit in 1956 came with the song “Tango” which appeared in German theaters along with the film and the big side which was the theme song for a national TV show.

BERT KAEMPFERT-POLYDOR

37-year-old Bert Kaempfert is a composer, arranger, orchestrator, leader, A&R man and recording artist. This many-sided young man plays a number of instruments and has had many songs on the way to stardom. Even before “Wonderland By Night” brought his name to the public, Bert had turned out 2 other million sellers including “The Guitar and the Sea” with Freddy and “Morgens” for Ivo Robl as a product arranger. However, 1961 was his big year. His unique orchestral sound captured the popularity of the world and after his million selling single, “Wdrinkando,” he had not only 3 hits on the Cash Box Top 100, but also 2 hits in the Top 10 itself. He was the first European to be honored as the Up and Coming Orchestra of the year by America’s DJ’s in the Cash Box poll.

PETER KRAUS-POLYDOR

Austrian teen-ager Peter Kraus was the first top star of the rock and roll era and one of the few to last until the present day. Peter has been an established film star, has his own series of shows and greats and top selling records in many languages. After making his debut on Polydor, he has continued to top the charts there and recently finished doing a long TV series in England.

LOLITA-POLYDOR

The voice of the people, that’s Lolita. Even before she became world famous with her recording of “Sailor,” Lolita was thrilling German audiences with her folks songs and ballads. A small gal, with a big heart, Lolita performs her songs with enthusiasm and warmth, and has won the heart of audiences everywhere.

IN GERMANY

The BIG Names Records are released by

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Teldex the leading manufacturers of US records in Germany
A Merry Xmas and a Prosperous New Year
to our friends all over the world!

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NORO-SUD VERLAG - KARL BERBUER VERLAG -
RHEINISCHER MUSIKVERLAG - EDITION CONSTANTIN.
Cologne/Germany, Am Hof 34-36.

THANKS AMERICA
for a wonderful trip.

HAPPY NEW YEAR
YOURS HEIDI BRÜHL
Germany's No. 1 Teenager-Singer on PHILIPS, Germany

GERMAN ARTIST BIOGRAPHIES
(Continued from page 117)

NANA MOUSKOURI-PHILIPS
This saga of fame, that's the background of the success of Nana Mouskouri. She's Germany's newest star. Born in Athens in 1932, Nana was already a success in her native Greece before coming to Germany. However, her big break came when she made her first hit recording in Germany. It was

BILL RAMSEY-POLYDOR
American Bill Ramsey came to Germany as a G.I. and entered the music world as a G.I. for America. In his spare time, Bill (a member of the Los Angeles Philharmonic Orchestra) played brass and sang. His blues, deep, stirring melodies and American style, In 1953, he became the first American to appear at the world's largest jazz festival held in Frankfurt. While in Berlin, Bill was signed to a record contract and came up with a smash hit by composing "Purple People Eaters," and followed it up with a series of hits that still haven't ended. It seems there are plenty of people who can't get enough of Bill Ramsey's music. He's not only a top hit maker in Germany, but also tops the charts in London and Paris. Bill Ramsey has recorded many records in many languages and has made over 90 recordings in the space of a single year. A great performer, he's touring the world as an accompaniment to his hit records. Caterina has appeared in the world's largest and often appears with his famous sister on records and on stage.

CATERINA VALENTE-TELEDIG
If you ask anyone in the world for a list of the most popular singers, you can be sure that Caterina Valente will be high on the list. Certainly, Caterina has established herself on Germany's laurels. With her unique voice and her European charm, she has delighted the German public with her music. She's not only a top hit maker in Germany, but also tops the charts in London and Paris. Caterina has recorded many records in many languages and has made over 90 recordings in the space of a single year. A great performer, she's touring the world as an accompaniment to her hit records. Caterina has appeared in the world's largest and often appears with her famous sister on records and on stage.

GERHARD WENDLAND-PHILIPS
Gerhard Wendland was born in Berlin, Germany. His parents, both musicians, provided him with a musical background. In the war, he was separated from his family and ended up in a POW camp. After the war, he established his own recording studio in Germany, and it immediately became a hit. He is now the owner and operator of a recording studio and has produced over 50 records before coming to Germany. With his sister, Caterina, he has recorded many records and has been a regular on the charts. It took a long time for Gerhard to reach the top of the charts, and he's got plenty of experience to take advantage of the opportunity that he now has, with his own hit records and TV and stage experiences.

HELMUT ZACHARIAS-POLYDOR
Zacharias is a popular singer in Germany. With his warm, velvety voice, he is a hit with the German public. He has been recording for Polydor Records for several years, and his songs are popular throughout Germany. He is now starting to make his way into the international market, and his recordings are selling well in many countries. His success has been a result of his hard work and dedication to his craft. He is a true professional, and his fans have come to expect nothing but the best from him. His latest album, "Zacharias Sings in English," has been a huge success, and his fans are already eagerly awaiting his next release.

VOCTOR TORRIANI-TELEDIG
One of the most established recording stars in Germany is Victor Torriani. For the last 10 years, the Swiss born singer has been making hit records. He has his own TV series, and in a ten film and stage star. He is a favorite in night clubs throughout Europe. Victor is also an expert chef. He's made over 40 records, and his personal appearances and films are much too many to mention.

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Cash Box—December 30, 1961
GERMANY — 1961

1961 was a year of maturity and challenge for the German record industry, it was the year that the first million-seller was recorded by the major firms. It was a year of top business and great excitement. Here's a month by month overview of the year, 1961 in Germany.

JANUARY

The carnival (Martini Gras) season and the new year were greeted by the release of new records for million-sellers to Elvis Presley, The Beatles, Surit Fuchs, Albrecht Brühl, Lothar and Jan & Kjeld. The trade paper Automaten Markt picked Freddy, Lothar and Jan & Kjeld as the top stars of 1960. Electroto introduced an LP called “The Most Expensive Program The World” which involved the mastering and packaging of old records. An LP presented “Wonderland” was a smash release.

FEBRUARY

Germany geared for the biggest in nearly a decade. Hans Klauser of Hamburg’s “Wunderland By Night” Neumann Staatskonzert “Wunderland By Night” Willy Walzutt turned out not only these smash songs, but many other hits for the international market. Münchens Wunderland By Night also got 20 covers on records or more. Publications were breaking “Domino” of local material and most firms added a press service to their operation for Münchens pop star Peter Schaffer. Hance announced the 20th anniversary of his publishing firm on April 1. The late Beate Schäfer celebrated his 25th anniversary as a publisher. The fan magazine “Sailor’s” was the latest to Fredy and Caterina Valente as the “Stars Of The Year” and radio “Top Hits” announced “Golden Lion” to Connie Francis as the most requested artist singing in the German language.

MARCH

Electroto took over the top of the hit parade for the first time since his debut. The city published a German version of “Save The Last Dance For Me,” which soared the big 1,000 mark and sold a million. Adnenauer did a documentary LP for Electrola, Siw Malmberg and other top LP’s by Freddie and ‘The Boss’. The 10th anniversary of this LP was ordered with a American tune written especially for her called “Wedding Bells”. The first LP sold a million mark with his recording of “Sor- renz.”

APRIL

Electroto’s original records continued their decline in popularity and Ger- man covers became the order of the day. Ralph Benford cut “Babylonian Boogie”, which soared the million mark and sold a million. Schacht was appointed European, the Director of Hill and Range music. The new 10th edition of which took place as Charly Schmitt left Metronome for a new job at Polydor. Oldies in new versions became very popular and A&R men began digging into old catalogs and oldies charts to re-record with the top artists.

MAY

The Southern Music-Peer group of publishing companies held its international convention in Zurich, Switz. The total of record sales for 1961 were released. There were 1.5 million classical albums, 4.5 million classical LP’s and 5.0 million classical LP’s pressed in the pop field. The number, 35 millions, 8 million EP’s and 8.8 million LP’s were pressed and sold. Electroto began its march to a million “The Way You Make Me Laugh” on the Billy Vaughn waxing. Arthur Wirtzenegger was made vp of Tele- fonholder publishing chief Herbert Grenzebach retired and the pop production was taken over by Gunter Boechert, Warner Bros. celebrated its first year on the German market with Teldec handling the dis- tribution. Deutsche Verlag released the first 12 RPM single. The release did not catch on. The big A&R trades began. Franz-Schmidt was left Ariola for Philips and Arlert, Peter Moosner joined Metronome as head of the new A&R. Eric was left Electrola for Ariola, and Heinz Gietz along with Gunter Hering took over the production at Electrola leaving Polydor. Chancel- cellor records was left by Polydor to Sonet. The label also began handling Copix. Will Meisel became a director as an author and music publisher.

JUNE

Ralph Maria Siegol celebrated his 50th birthday on June 2. Frieda Lang was presented a gold record by Philips Records for over a million yodeling records sold throughout the world. The TV magazine Bildschirm awarded its female singer prize to Heinz Brühl. Heidil was also listed under the 12 women of the year in Germany.

JULY

The production chief for Ariola Horst Fuchs left to produce Teldec Records and for his own independent production firm, Philips started a new “Artist Of The Month” promotion after “Ray Conniff” for “It’s Mary Lou” was the summer hit with Ricky Nelson selling over 250,000 copies of this year and Germany. Heidil began featuring that figure. Connie Francis took over the top of the hit parade with her German version of “Someone Else’s Boy.” That made it 3 records in a row for Connie to make it to the top 10 here.

AUGUST

The directory issue of Cash Box continued and Bert Racine because the first European to be picked by the American DJs as the most up and coming orchestra of the year. American Marc Backus won the Radio Lux- emburg “Golden Lion” as most requested record star. Peter Lach left Peer Music to take over the Capri- ciao publishing firm with new head- quarters in Hamburg. Kolf Arnie has his own publishing office in the same town. The Berlin Phone-Radio-TV Fair opened with a new wing from the country and many in- ternational artists represented. 20,000 TV nations were represented on the fair. A&R man is Werner Hulbom, who has waxes a new Warner Brothers contract.

SEPTEMBER

The fall season began and Electro- to presented a “Silver Dog” to German folk singer Alfons Bauer for selling 1 million of his folk records around the world. Heino “Calcutta” Gaze started his second international hit on the way via the Billy Vaughn waxing of “Berlin Melody.” Hans Roth, top D.J. with Frankfurt radio, reported that he is leaving to take over the production chief job at Ariola Records. Radio Luxemburg started late D.J. show from midnight to 3 A.M. and Camillo Felgen of the German division took over as P.D. The Popp Music Festival was held in Weib- baden by Radio Luxembourg and Caterina Valente took all 3 of the first 3 titles with songs that she presented. Heino Gaze celebrated his 25th year as a record star.

OCTOBER

Vogue Records moved its head- quarters to Frankfurt and celebrated its first waxing in the top ten with Heine Schneider and the Spree City Stompers. “My Fair Lady” opened in Berlin in German and was the first American musical to be successful.
Germany—1961

(Continued from Page
last 29)

here, Philips released an LP of the original cast here. Manufacturers raised the prices of mono LP's and lowered the price of stereo LP's so that now both can be bought at the same price. Bert Kaempfer discovered a new English rock and roll group lead by Tony Sheridan and released the first Twist record in Germany.

November

Ariola signed a contract to represent Reprise Records in Germany and announced that Nancy Sinatra and Sonny Davis Jr. will also be produced in the German language here. Singer-songwriter Udo Jürgens got a top hit with Shirley Bassey and "Reach For The Stars" in England. Producers got busy looking for and recording Twist music as the papers both trade and otherwise gave the new dance craze top coverage.

December


That's it for "61. How about "62. For a few New Year's predictions, let's say that LP sales will increase greatly in '62" the indie labels will increase in number and become more powerful, single sales will decrease slightly, but Germany will remain primarily a singles market. With the opening of the Common Market in Europe, European sales will increase greatly. This is the beginning of the greatest period in the German record business. It's going to be an exciting and profitable "62. "With new artists, new dance crazes, new ideas and new methods.

Songs That Made
Top Three in Germany—1961

Adieu, Liebewohl, Goodbye
Am Sonnntag will mein Suesser
Babysitter Boogie
Dank fuer die Blumen (Wedding Cake)
Da sprach der alte Hauptmann
Denn sie ahnen minst auf das Meer
Der Mann in Mond
En Schif wird kommen (Never on Sunday)
Hello Mary Lou
I bin a Stiller Zeicher
It's now or never
La Guitarras Brasiliana
La Paloma
Michael
Mit 17 (Save the last dance for me)
Pepe
Perito
Ramona
Rosalie
Schnaps das war sein letsers Wort
Schoener fremder Mann (Someone else's boy)
Suci Suci
Surrrender
Tanz mit mir in den Morgen
Weiss Rosen aus Athen
Wenn die sonnensucht nicht waer
Wheels
Wie damals in Paris
Wooden Heart
Zuckerpuppe

Gero Röttcher
Merry Taylor (Jazz Band)
Ralf Bendix
Sue Malmivist
Gus Backus
Peggy Brown
Gus Backus
Lale Anderson
Ricky Nelson
Gus Backus
Elvis Presley
Preddy
Preddy
Highwaymen
Ivo Robic
Willy Magara/Caterina Valente
dulda
Los Machucambos
Blue Diamonds
Caterina Valente
Willy Millowitsch
Connie Francis
Pong Pong
Elvis Presley
Gerhard Wendlard
Nanna Moukouri
Preddy
Billy Vaughn
Blue Diamonds
Elvis Presley
Bill Ramsey

German Tunes That Entered Cash Box Charts 1961

Tune
Cowboy Jimmy Joe
Cerveza
Wooden Heart
The Mirela Song
Now and Forever
Berlin Melody

Interpreters
Louita
Bert Kaempfert
Joe Dowell
Andy Williams
Bert Kaempfert
Billy Vaughn

Date Entering
Feb. 18
Feb. 11
July 8
April 29
August 5
Sept. 16

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(The Coinmachine)

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Language Trade
Paper for the Coin
Industry & Record
Business in Germany
Wishes You
A Merry Christmas
&
Happy New Year

The Fachzeitschrift
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JANUARY
RCA started by reporting Elvis Presley's first of many records in Sweden during 1960, mainly for the Presleyomania fans. At New Year EMI took over the distribution of the label Riverside, . . . Lill- lona was to distribute the Dutch-Danish trio, opened at the Berns Restaurant in Stockholm and was treated as one of the groups ever originating from this country. It became something of a shock when news flooded over that the group had given up its career in end of the year.

FeBRuARY
The Second took to realizing TV as the main medium to promote records. The broadcast from "Now Or Never" was a critical success and more and more filled with songs which had been presented one way or another in Stockholm. The Danish-Swedish-Swedish-Danish trio, opened at the Berns Restaurant in Stockholm and was treated as one of the best groups ever originating from this country. It became something of a shock when news flooded over that the group had given up its career in end of the year.

MARCH

April
Peter F. Baumberger of RCA Victor's international division to Stockholm on his visit. . . . For the first time in Sweden TV was seen over stations west of the iron curtain. The debut took place in connection with Gagarin's space flight. . . . Swedish radio was visited by "Gitarren sommar" as "the song of the century." Later in the year, the song was released and recorded in United States, Canada, and Mexico.

JUly
RCA TV did not accept an offer to present Dutch singer Ping Ponsing due to its "non-commercial" rules. . . . Gann-Wallop Record, Hollywood, in Stockholm on his visit. . . . Not very much happened during the month when activity is almost nil due to vacations.

AUGUST
The old publishing company Abr. Vodoch, AB, officially starting back in 1838, returning to hit after reconstruction. . . . Presented at Song Festival at Adriatica, Italy by recording artist Marie Djeke. . . . Victor Borge in Sweden for a TV show. . . . Also in Sweden this month was "Putti Putti" with Jay Epp on the top of the charts in Sweden, something of a sensation as this American singer was hardly known at all in his native land when Americans found his name on top of the hit lists in Sweden. . . . Simon Brehm of Maruelsen reports he is the first record of EMI in Sweden, signed a contract with Reprise Records.

SEPTEMBER
Metronome starts releasing the Cadence label in Sweden. The first releases gave the new label its first bestseller here. . . . The co-operative stores in Stockholm dropped record prices by 15%, and EMI (continued on page 11)

Cash Box—December 30, 1961

20 POPULÁRASTE MELODIER
(Top Tunes)

1 (1) VIOLETTA
Stockholm Musikproduktion
60

4 (9) HIT THE ROAD JACK
(Stick ivig, Jack)
Stockholm Musikproduktion
10

18 (—) WHEN THE GIRL IN YOUR ARMS
Stockholm Musikproduktion
40
CHF Herbert Columbus

Above cut from a recent Swedish publication shows, better than words, the strength of our publishing house covering Scandinavia and German-speaking countries. Through our affiliated company AB KUNDMUSIKVERLAG OF HAMBURG, which has a back list of 10,000 titles, a complete list of all our publications is available at Hotel Tullt, New York, between January 1 and 12th, 1962.
SWEDEN – 1961

(continued from page Int'l 31)

founded a record club selling records directly. TV starts its own hit parade program
serving customers. The latter caused a lot of noise among the retailers...

new record company, Burgess Music, announced the start of its opera-

ations from Gottharda, western Sweden. ... A dispute appears between

radio Norden, the Swedish commercial station and some record companies as

the latter refuse to accept advertising time on the station for their records.

Among others, RCA refused to advertise over the commercial

station and its records were withdrawn from Radio Norden. ... Metro-

home recording (LP) with other artists, including Mäster Senior General Douglas

Hammargård of UNO and the record was just released when the message of the

death of Hammargård was given. ... Opera Theatre in Stockholm, who had been

scoring great success with "My Fair Lady" during more than two years

presented "Oliver", a big flop closing after two weeks only.

OCTOBER

Modern Jazz Quartet giving concerts in Stockholm, Fabian, Jay Espe and

local artists contracted for a tour in Sweden in middle of the month.

Many people blame the many radio stations airing recorded music almost 24 hours a day.

No particular new Christmas recordings

were made by any of the record companies ...

... Artists, those with the greater responsibilities and other professions

education, start their more or less regular series of complaints against

the high salaries paid to so-called recorded music teachers, who have no or no professional education at all.

... Verve Records to Svenska Sike-

ms AB (as well as the labels Can-

tate and Command)... Ooup takes

over the Swedish distribution of Dan-

ish label Tono. ... Stig Anderson, mu-

sic publisher, reports that he takes over the Kassan AB music for Sweden from New Year 1962.

Merry Christmas

And A Happy New Year

and a very special New Year’s gift to all the American recording companies we distribute in Sweden.

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ta", most amusing Swedish picture in modern times. Always open for co-productions with film companies of other countries.

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MARIA ADE (KNAPPUP)


MAUDE ADELSON (FONTANNA)


HARRY ARNOLD (METROMONE)

Singer. Born Minneapolis 1925. Made his first recording 1945 for Metromone. Has been active in the U.S. radio and TV programs in Scandinavia in spring 1961, im-

ploved by a recording contract with Fontanne.

LILY BERGNER (PHILIPS)

Singer, pianist. Born Eskilstuna January 29, 1923. Determined by Metromone in 1949, she has been active in the U.S. radio and TV programs in Scandinavia.

LILY BERGNER (EUROPE)


BENJAMIN BORGMAN (POLYDOR)


HARRY BREDENDIUS (HARRY)


HANS BURMAN (COLUMBIA)


TAWO CARGN (RCA)


BRITT DAMBERG (ARL)

Singer, Born Karlskoga January 10, 1927. After debut in an amateur contest in 1949, Mrs. Damberg had been working in an English radio station and recorded for RCA with the LP "Rock and Roll Waltz" in 1958.

MONA GRAIN (CUPOLI)

Singer, Born Västerås October 27, 1941. At 14, she made her radio debut at the U.S. radio station in Stockholm in 1960. In 1959 Mrs. Grain set her chance as a TV show, where she has been performing constantly. She has been frequenting a show theatre engagement in Jan. 1962. Sings in English.

GOINGFELDORSA (CECILICA)

Vocal group. Three of these Swiss band (formed in 1958) has been the Swedish "Hit parade" for some time in its start. Their first recording of 1961 for the Swedish "Hit parade" was "St. Louis Blues" in 1961.

ANN-LOUISE HANSSON (METRONOME)

Singer. Born April 4, 1945. First recording was for RCA in 1959. Has been active in the U.S. radio and TV programs in Scandinavia in spring 1961, im-

ploved by a recording contract with Fontanne.

JARL KULKE (PHILIPS)


ARNE LAMBERTH (JOKER)


LITTLE GERHARD (KARUSELL)

Real name: Gerhard Wållberg. Born Växjö March 9, 1938. Made record debut in 1953 for radio "Svensk Hitparad" in Sweden. He has been making some success in other countries, and has been awarded with a grant from the Ministry of Culture in Sweden, and has made several recordings.

MATSS OLLSON (SONET)

Arranger, singer. Born in Stockholm No-


POVEC RAMMEL (KNAPPUP)

Singer, actor, composer, lyric writer. Born Stockholm April 29, 1929. Has been involved in the music business and has had various jobs, among others working in the music business, car salesmanship, etc. He has numerous musicals and has been working in the music business since the company started. Has been star in several of the most popular Swedish films and Sings in English.

ALICE BASS SJOBOM (WARNER BROTHERS)

Singer, actress, dancer, voice teacher. Born in Stockholm March 9, 1938. Has been active in the music business and has won several awards. Has been working in the music business since the company started. Has been star in several of the most popular Swedish films and Sings in English.

GERD SODERBERG (IDBICA)


BIOS—SWEDISH ARTISTS

OWE THORNOW (PHILIPS)
Singer, composer. Born Upsala March 12, 1929. Studied under various teachers and also at the conservatory. Made his debut at the Stockholm Opera. He has also sung in London and Toronto. His first disc was released in 1952.

PUTTE WICKMAN (KARUSSELL)
Singer, born Upsala May 10, 1916. Made his debut in 1937 after a period of study in London and Sweden. His first solo recording was made at the age of 20. His tenor voice has been described as "shockingly" good.

MONICA ZELENDT (FONDA)
Singer. Born Helsingfors Sept. 20, 1937. Pori has been her home since 1956. Has recorded several albums and has appeared in several television shows.

JOHNNY FORSELL (DECCA)
Singer. Born in Helsinki June 12, 1939. Made record debut in 1957 with the song "Golden Years". Has also recorded in English and Swedish, and has been active in film and television.

EINO GRÖN (RYTMI)

MATTI HENIVAHNO (HMV)
Singer. Born in Helsinki June 12, 1939. Made his debut in 1954 at the age of 15. Has also recorded in English and Swedish.

JERRY (HMV)
Singer. Real name: Kari Jääski. Born in Helsinki July 4, 1938. After his first record, titled "Long Tall Sally", he has become very popular and has been seen in several movies, TV shows, and on the best-selling charts. He also sings in English and Swedish.

VIENO KKKOENEN (SCANDIA)
Singer. Born in Helsinki Nov. 3, 1937. Made his debut at the age of 13. Has also recorded in English and Swedish.

LAILA KINNUNEN (SCANDIA)
Singer. Born in Helsinki Nov. 8, 1939. Made record debut with "Mr. P" in 1957. Has also recorded in English, Swedish, and Finnish.

BRITA KOIVINEN (SCANDIA)
Singer. Born in Helsinki Aug. 31, 1939. Made record debut in 1953 with the song "My Baby Doll". Her top sellers include "Mama's Pearl", "Karikoiru", and "Kiss the Love of My Life". Has also recorded in English and Swedish.

MAUNO KUUSISTO (RCA)

MARJATTA LEPPÄNEN (PHILIPS)
Singer. Born in Helsinki Feb. 17, 1940. Made record debut in 1961 with "Golden Years". Has also recorded in English and Swedish.

KAI LIND (HMV)
Real name: Kai Lindberg. Born in Helsinki June 11, 1940. Made his debut at the age of 15. Has also recorded in English and Swedish.

BIOS—FINLAND'S ARTISTS

JORMA LYTYTINEN (PHILIPS)

GEORG MAISTEN (SCANDIA)

RAGNI MALMSTEN (DECCA)

PIRKKO MANNOLA (NOR-DISC)
Singer, born in Helsinki Dec. 27, 1918. Made record debut in 1938 at the age of 19. Has also recorded in Finnish and Swedish.

RITA MUSONEN (FONDA)

ELA PELINEN (DECCA)

TEULO PEIJARINEN (PHILIPS)
Singer, born in Helsinki Aug. 15, 1940. Made his debut in 1959 at the age of 19. Has also recorded in Finnish and Swedish.

TUULA ANNELI RANTAMAINEN (HMV)

ANNIKKI STABBEK (HMV)
Singer, born in Helsinki Aug. 15, 1940. Made his debut in 1959 at the age of 19. Has also recorded in Finnish and Swedish.

OLAVI VIRTSA (NOR-DISC)

LEIF WAGER (RYTMI)
Singer and actor. Born in Helsinki March 17, 1925. Made his debut in 1947 at the age of 22. Has also recorded in Finnish and Swedish.

LINN ARNOLD (HMV)

PERS LINDBERG (PHILIPS)

REDA BOE (RCA)
Singer, born in Oslo Feb. 1940. Made record debut in 1959 at the age of 19. Has also recorded in English and Swedish.

JENS BOOKH JENSEN (HMV)

ANN-KRISTIN MOVIG (RCA)
Singer, professionally known as "Gyver". Born in Oslo Oct. 1962. After debut for RCA in 1962, she has become one of Norway's top names, also in international connections. She has, among others, represented Norway in a west-end TV show called "Gyver the First".

THE MONNY KEYS (TRIOLA)
Vocal and instrumental group, Silvi Weng, Per Ask, Anita Bennett, and Eva Sande. Their top song and the three male members, famed together as the "Gaye Boys in 1952, led by orchestra leader and composer Per Ask (b. 1922). They made a record debut for RCA with "Silvi on the Orient Express". Are now recording for RCA. Their hit songs include "Silvi from Amsterdam", "Jeni Nova", and "My Dear Dad". They sing in English and Swedish and have appeared all over Scandinavia on radio, TV, restaurants, and show theaters. Bookings through Norway Konserterforbundet A/S.

ALF PROYSEN (PHILIPS)
Singer and composer. Born in Aksel July 11, 1936. Has written songs, various, modern, and singer, and has also recorded his own English and Swedish songs. His first disc, which immediately became a top seller in Scandinavia and later transferred into English, was released in 1960.

ANITA THALLAUG (NOR-DISC)
Singer and actress. Born in Oslo Feb. 14, 1924. After her first record, made in 1944, she signed for A/S Neva in 1949 with a selection of children. New under contract to Nor-Disc. She has been a star in movies in Denmark and Sweden and has also been seen on stage. She sings in English, Italian, Spanish, and Swedish.

ASE THORESEN (TRIO)
Singer. Born in Oslo Oct. 28, 1929. Sang songs at Conservatory of Music in Oslo, and has also sung in many movies and TV shows. She is now under contract to RCA in Norway.

SOLVI WANG (TRIO)
Singer. Born in Brakken, Island, in 1934. After record debut in 1951 in Paris, she has been touring other countries, mainly Germany and Holland, and is now under contract to RCA in Sweden.

THE KEY BROTHERS (TRIO)
Vocal group, Thor Myrsen (born in Oslo July 22, 1942), Lone Nihan (born in Oslo Oct. 14, 1940). Myrsten has a top song and has recorded his debut single for the music Conservatory. The male trio are now under contract to RCA in Sweden. They are singing in English, German, and Swedish. Bookings through Norway Konserterforbundet A/S.

We wish all our old and new Friends all over the world

A Merry Christmas

and

A Prosperous New Year

Stockholm

1962

FINNLAND'S ARTISTS

We wish all our old and new Friends all over the world

A Merry Christmas

and

A Prosperous New Year

Lennart Reuterståld

MUSIKFÖRLEGGER

OSLO

1962

O. Y. R.E. WESTERLUND A.B.
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THE VIOLENTS

to their international hit

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LEADING INDEPENDENT RECORD COMPANY IN SWEDEN

SONET GRAMMOFON AB

ARTEMISIGATAN 21 — STOCKHOLM 30

SWEDEN

SEASON’S GREETINGS FROM

THE GREATEST ENTERTAINMENT ORGANIZATION IN SCANDINAVIA

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BOOKING OFFICE

In all of Scandinavia, the law does not permit the system of artist’s agencies, as for instance in America. All contracts and engagements must be handled through the government employment offices. The only exception says that “a person is allowed to work as an agent for a manager at the top artist, but not more than one artist or group at the same time.”

There are certain booking offices, but their main purpose is to arrange contracts or tours of the artists (for local artists, provided that these booking offices don’t have permanent contracts with the local artists).

As a rule, most artists in Scandinavia prefer (and usually are forced to) to have their booking made thru their record companies. This on the other hand, does not allow the record companies to act as managers, unless the record companies also run stage theatres, in which cases they can have the artists under such exclusive stage and recording contracts. Some of the top artists in the Scandinavian countries are having people of the record companies acting as their managers.

Norwegian Booking Offices

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OSLO

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FINLAND

When this was written, there were no statistics covering 1961 available as far as Finland was concerned. However, some points of general interest are mentioned.

First of all, there is no doubt that Elvis Presley, who is top artist among the artist-lists in Sweden and Norway, also will do so in Finland. His main contact will be Paul Anka, who is having a tremendous popularity in Finland.

With the exception of these American artists, there is very little to say about foreign artists and their recording possibilities at the Finnish market. One rule in pop music here is that if anyone wants a song to reach any considerable high sales figures, it has to become a hit in the Finnish language.

The political atmosphere with the Russian diplomatic activity has caused a lot of confusion also for the record trade. People have suddenly discovered that records are luxury things of very little value in case the worst should happen, while sales of gold and jewelry are reported as having gone up in the last months of the year. President Kekkonen’s return from Russia after a secret trip from Finland to Moscow, at the meeting with the Soviet Prime Minister might have cooked down the public’s interest for Christmas sales that have been far from what trade people are used to see.

ICELAND

It was not possible to receive the complete reports for 1961 in time for this issue. Only some general points of view can be given. One of them is that Elvis Presley here as well as in other Scandinavian countries is a top-seller—however, he might have to face some competition from recordings in the Icelandic language. Three record companies supply the Icelandic market; the National Broadcasting, the commercial radio while the country has no TV of it’s own. The American base at Keflavik is, however, having TV transmissions for the American troops, and this station is now so strong that it covers the whole Iceland, with an increasing sale of TV sets all over the country.

Top Foreign Artists In Norway

Record sales in Norway are more or less (with very few exceptions) a copy of the world hit parade program presented week by week by the commercial, commercial Radio Luxembourg. As most people (e.g. the record buying teenagers) feel that the local radio is not playing the kind of music modern youths have any interest in, the most listened-to station is Luxembourg. Actually, a recent record over the Luxembourg station has the greatest sales possibilities in Norway. This is the explanation of why so very strong foreign artists manage to place themselves on the top selling lists—unless (as in the case of Ray Adams) their record is presented by some other artist.

List below shows the artists which have been among the top ten in Norway as published weekly in Cash Box during 1961.

1. Elvis Presley (RCA/USA)
2. The Searchers (Philips/UK)
3. Ricky Nelson (California/USA)
4. The Four Brothers (Philips/UK)
5. The Tornados (Philips/UK)
6. Cliff Richard (Columbia/England)
7. The Moom Kids (Trio/Canada)
8. The Allisons (Fontana/England)
9. Mark (Philips/UK)
10. The Highwaymen (United Artists/USA)

FINNISH COMMERCIAL OFFICE

Valtatie 5—5000 Jyvaskyla—46

Tel: 53586

A NEW LEADER WITH COMPLICATIONS

The record trade in Scandinavia faces a major problem which is a challenge to all those who want to promote the products, the existing record industry and TV stations who want to become, in the future, the most important ones. The companies, in general, will be allowed when its present commercial policy is another matter, in other words say, the radio station will be forced to operate from international water.

Radio Luxembourg, a Dutch station operating from England, would be able to become more than just a small exporter and would work as an important medium in the export business. The Radio Luxembourg had become an institution.

Thus, suddenly, a change. Danish society has always been ready to accept and sponsor Radio Luxembourg. This was seen when the government wanted to open the station in the early 1950’s and everybody believed that it was only a question of time before Denmark and other Scandinavian countries would start actual promotional activity on its behalf. In the Danish case, it was even more clear when Prime Minister Vrijs Kommissariat for Commercial, Cultural and Educational Affairs and the Ministry of the Interior.

At the same time, more and more government-sponsored organizations and agencies started sponsoring the station.

In 1961 also Sweden got its “pirate station.” Radio Norden, operating from international waters, was allowed to go on the air in July. 1962, and.CharField Name withheld had shown any differences, the Swedes were certainly expected to have some commercial stations also. In Scandinavia the problem was discussed, and the Norwegian Record Industry presented its plan to have a station between Danish government and Danish commercial stations from Denmark-

A Norwegian law that would stop these stations; it would be conciliated and it is in the interests of Norway to have any commercial stations. This law should be put in force, as it was on the 1st of July, 1962.

When this law was presented in the Norwegian parliament, it was unanimously adopted.

The answer was in general that very few benefitted from the new law, and the idea of introducing existing international conventions, according to which no country shall be responsible for the actions of any profession which by tradition has not been carried out by state authorities, just as it was in the case of the radio for the law, the case of the radio for the law.

The consequence of this was that the listeners put its “Soppa” station, a station which were sold in a list of stations and all others with which the title was connected. The Norwegian government, and all the artists in it, but the opposite it is, just as it is the demand of foreign record companies to maintain their market and the artists in it. But the opposite it is, just as it is the demand of foreign record companies to maintain their market.

The consequence of this was that the listeners put its “Soppa” station, a station which were sold in a list of stations and all others with which the title was connected. The Norwegian government, and all the artists in it. But the opposite it is, just as it is the demand of foreign record companies to maintain their market.

The present commercial radio stations in Scandinavia (with the exception of Finland) have more or less the same problem. The listeners put its “Soppa” station, a station which were sold in a list of stations and all others with which the title was connected. The Norwegian government, and all the artists in it. But the opposite it is, just as it is the demand of foreign record companies to maintain their market.

MORS MUSIKFORLAGE TRIOLA RECORDS

and their new world wide sensation

ROBERTINO

Send Best Wishes For A Merry Christmas And A Happy New Year

Copenhagen Dec., 1961

Foreign Artists In The Scandinavian Markets

Danish trade people complain about the "strong influence of foreign songs among the artists" at the present time, which however, compared with other Scandinavian countries, is not an overstatement of the real situation. No other country in Scandinavia can show domestic management at the top during the year. Denmark is the only Scandinavian country where there is no foreign name in Denmark, as in the other Scandinavian countries.

1. Dario Campeotto (Sonet/Denmark)
2. Gitte (HMV/Denmark)
3. Jorgen Ingman (Mertonome/Denmark)
4. Elvis Presley (RCA/USA)
5. Gustav Winckler (Tetro/Denmark)
6. The Four Jacks (Odeon/Denmark)
7. Cliff Richard (Columbia/England)
8. Paul Anka (ABC-Paramount/USA)
9. Edsle Nelson (California/USA)
10. Ping Ping (Sonet/Bolland)
11. Paddy Clark (Pye/England)
12. Brenda Lee (Decca/USA)
13. Linda Scott (Sonet/USA)
14. Robertino (Trioli/Denmark)
15. Harry Felber (Sonet/Denmark)
Top Artists—Sweden

Below list, made from the weekly "Sweden's Best Sellers" appearing from week to week in Cash Box, shows that Sweden's ironically is not a particularly good market for Swedish artists. Of nearly 200 local recording artists on various labels, only 14 managed to get a record among top ten during the year. It might also be of interest to notice that only 42 artists of various nationalities had records appearing in the top ten during the year.

The top artists are:
1. Elvis Presley (RCA/USA)
2. Dario (Karrussel/Sweden)
3. Jay Imp (Mercury/USA)
4. Jorgen Ingman (Metronome/Denmark)
5. Lolita (Polydor/Austria)
6. Ricki Nelson (California/USA)
7. Damita Jo (Mercury/USA)
8. Thory Bernhard (Polydor/Sweden)
9. Dario Campeotto (Sonet/Denmark)
10. Roberto (Triola/Denmark)
11. Ray Adams (Fontana/Norway)
12. Bobbi Rydell (Columbia/USA)
13. The Violents (Sonet/Sweden)
14. Buzz Clifford (Sire/Sweden)
15. The Blue Diamonds (Fontana/Holland)
16. The Royal Keys (Karrussel/Norway)
17. Harry Hodges (Cadence/USA)
18. Linda Scott (Sonet/Sweden)
19. Geppeliktorn (Joker/Sweden)
20. Stig Almqvist (Metronome/Sweden)

Bios—Denmark's Artists

Peter Abrams (Metronome)


The Blue Boys (Sonet)

Male vocal quartet. The group made its debut 11 years ago and has since then been something of a legend in Scandinavian musical life. Their latest album "Tob Of Old Smoky," sold over 300,000 copies. Biggest hits of all TV shows are on their credit. The age of the members between 20 and 35. The group sings in English, German, and Swedish.

Katy Bodger (Polyphon)

Singer. Born in Copenhagen Dec. 30, 1895. Studied music in Copenhagen. Recorded debut in 1937. Miss Bodger was for several years the Ward Romance's main attraction, until she moved to the Royal Broadway Theatre in London. In 1960 she was the first female to represent Denmark in the Eurovision Song Contest in London.

Dario Campeotto (Sonet)

Singer. Born in Copenhagen of Italian parents, Dario Campeotto made his first recording in 1963 and has since then released over 20 albums. His latest album "The Boy Who Has Everything," was released in 1968. His song "The Boy with the Pigeon," for which he was awarded a Gold Disk, has been sold over one million times in English, German, French, Italian, and Swedish.

The Clifters (Philips)

Male instrumental quartet ranging in age from 15 to 19. Leader of the group and the vocalist is Bengt von Klint. The group made its debut in 1961 with "How Wonderful To Know," which became an immediate hit. Very early, they are singing in English and German, and later in the group. Richard Stenstrom, Copenhagen.

Grethe & Jorgen Ingman

Singer. Born in Copenhagen May 4, 1941. Made her debut in 1956 with "I Don't Know How To Love Him," which became a great hit. Her latest album is "I Want Him Back," a collection of Danish and English love songs.

Larsen & Frederik (Metronome)


Papa Bue's Viking Jazzband (Storvilde)

Band formed and led by Arne Bue Jorgensen. Born in Copenhagen's backyard, the band is known for its originality and its ability to blend Danish and English traditions.

Robertino (Triola)

Singer. Born in Copenhagen Oct. 17, 1941. Miss Senk made her debut in 1959. Miss Senk's record "Hans, Hun, Durck Og Dario," released in 1967, has been a great success in Denmark, Norway, and Sweden. Her latest album "Hans, Hun, Durck Og Dario" captured the hearts of millions of fans in all three countries.

Sirens (Universe)

Singer. Born in Copenhagen Sept. 4, 1929. Made her debut on the Danish TV show "The Old Swedish Songbook" in 1956. Since then, she has been very successful in the international market. She has released several albums, and her most popular songs are "The Old Swedish Songbook," which are sung in English, German, Spanish, and French.

Norway's Best Sellers

1. When The Girl In Your Arms (Cliff Richard/Columbia) Stockholm Musikverlag AB
2. Michael (The Highwaymen/United Artists) Multiton
3. Patti Page (Jay Imp/Mercury) Musik-Huset A/S
4. I Can't Stand This (Dave Miller) AB
5. This Time (Troy Shondolinfjord) No Publisher
6. Big Bad John (Jimmy Dean). AB
7. The Big Bad John (Dave Miller) AB
8. Jorgen Ingman (Dario Campeotto/Sonet) Winckler-Produktion
9. Cinderella (Paul Anka/ABC-Paramount) Bens Music AB
10. Kent (The Shadows/Columbia) Sweden Musikverlag AB
11. Alperogen (The Violents/Sonet)

Sweden's Best Sellers

1. Sårt år (You Can Have Her) (Anita Lindblom/Fontana) Sweden Musikverlag AB
2. Little Sister (Elvis Presley/RCA) Bellinda (Scandinavia) AB
3. I'm Going Knock On Your Door (Eddie Hodges/Cadence) Belinda (Scandinavia) AB
4. Mandalay (The Four Jocks/odeon) No Publisher
5. Romeo (Peyton/Columbia) Wilhelm Hansen Musikforlag
6. Violetta (Ray Adams/Fontana) Stockholm Musikverlag
7. Le Paloma (Dario Campeotto/Sonet) Winckler-Produktion
8. Cinderella (Paul Anka/ABC-Paramount) Bens Music AB
9. I'm Going Knock On Your Door (Eddie Hodges/Cadence) Belinda (Scandinavia) AB
10. Violette (Ray Adams/Manu) Stockholm Musikverlag
11. Nattens Underland (Wonderland By Night) (Alice Babs & Titi/Warner Bros.) No Publisher

Cash Box—December 30, 1961

BOOKING OFFICES

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Kuopio 315

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Part II—International Section 35
WE ARE LOOKING FOR

First class recordings to be released in Italy on a royalty basis. We guarantee the best distribution through our own sales organization. We have our own staff continuously on the road plus main distributors in the major centers. We also have our own radio programme weekly to promote our records. It is nationally broadcast by R.A.I.

ITALDISC
Via Beccaria 5—Milan Italy

WE OFFER

Our own Italian production in the popular field released in Italy on the ITALDISC & BROADWAY labels together with the repertoire of the CAROSELLO label which we represent world wide.

Mina, the best selling Italian singer in 1960 and 1961, and RENATA MAURO, zoomed to success in 1961, record exclusively for ITALDISC.

ITALY'S BEST SELLERS — 1961

1a. "La Ballata Della Tromba" (The Trumpet's Ballad)/Nini Rosso/Titanus—Durium
1b. Trumpet's Ballad/Gastone Pariigi/Durium
2a. La Novia/Tony Dallara/Gurtler/Mess Music
2b. La Novia/Prieto/RCA
2c. La Novia/Modugno/Fonit
2d. La Novia/Barreto/Melodicon—Philips
2e. La Novia/Claudio Villa/Cetra
3. "Nata Per Me (Born For Me)" b/w Non Essere Timida (Santa Lucia or Little Lonely One)/Celentano/Gurtler/Ricordi—Philips
4. Let's Twist Again/Peppino Di Capri/Carisch/Aberbach
5a. Brigitte Bardot/Vega/Barclay—Gurtler/Carisch
5b. Brigitte Bardot/Seto/Vogue—Durium
5c. Brigitte Bardot/Michelino/Rifé
5d. Brigitte Bardot/Digne Garcia/Palette
6. "Stringiti Alla Mia Mano (Get Close To My Hand)"/Mina/Italdisc/unpublished
7a. Pepito/Los Machucambos/Decca/Francis Day
7b. Pepito/Cocki Mazzetti/Cetra
8. "Pera Matura (Ripe Pear)"/Pino Donaggio/VCM/Cetra
9. "Sabato Notte (Saturday Night)"/Mina/Italdisc/unpublished
10. Night Train/The Champs/Decca/Mess Music
11. "Il Tango Delle Rose (You Are My Rose)"/Damiano/Chancellor—Bluebell
12. "Il Mio Sotterraneo (My Cellar)" b/w Dimmelo In Settembre/Caterina Valente/Decca
13. "Bambina Bambina (My Baby)"/Tony Dallara/Gurtler/Mess Music
14a. Exodus/Ferrante & Telicher/United Artist—CGD/Mess Music
14b. Exodus/Encore Ensemble/Top Rank—Durium
15a. Exodus/Slatkin/Decca
15d. Exodus/Faith/Philips—Melodicon
15e. Exodus/Edith Piaf/VCM
15f. Exodus/Fidenco/RCA Italiana
15g. Exodus/Ernie England/Round Table

PEPPINO di CAPRI

has been making the Italian charts for two years each week

EXCLUSIVELY

on records

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VIA GENERAL FARA 39—TEL. 65-07-41
A NEW STAR

NICO FIDENCO

ITALY'S NO. 1 RECORDING ARTIST IN 1961

OVER 1,500,000 RECORDS SOLD

NOW AVAILABLE IN ALL MAJOR MARKETS

TIED TO A GRAIN OF SAND* (LEGATA A UN GRANELLO DI SABBIA)
WHAT A SKY*
TORNERAI, SUZIE
TRUST ME
JUST THAT SAME OLD LINE

*on sale in the United States in January on RCA Victor International No. F-4-2

RCA ITALIANA
ITALY — 1961

No official figures or graphs on the Italian record production of 1961 are available and not even of 1960, the last published in Cash Box concerned 1959. Mr. Prachtelt, the secretary of the I.F.P.I. Italian, told us he has been completing the figures regarding the year 1960, but unfortunately they are not ready for the press. The general impression is that the first months of the expiring year were extremely low in sales, apart from some fortunate sales with pieces from San Remo such as "Al Di Là," (24,000 units), and "Cara Sinfinia (Like A Symphony)" and also apart from some record houses such as C.G.I., the distributor of Connie Francis in Italy, and RCA Italiana, which enjoyed top sales with Nico Fidenzio. Recorded over the first months were many, many complaints about the status of our market and the difficulty of selling disks in Italy, while the situation changed as months went by and became—at least—normal towards the last ones. And currently, one feels that every record house can boast of some strong hit on our market. These arguments are based exclusively on general impressions and are not supported by any trade figures.

1961 was the year of the rise of the top quartet of records. This happened the past summer and, though expected by the whole industry as a terrible event which should have meant a serious crisis for the industry, actually set the industry. The industry under-went the new tax and things went on quietly, as in the past.

Some change happened this year as far as festivals are concerned. Naples, now has two festivals of Naples instead of one per year. The opinion of many in the industry is that our festivals (with their ever present world of entanglements) damage our market and the trust of the people in the music product we sell.

Consequently, we were much surprised this Autumn—when our radio stations, EAL, decided to change the format of the musical TV show Canzonissima (The Songfest), which gave awards to the songs that proved to have been the most popular over the last year—and turn it into a common festival to launch new tunes, in direct competition with the festival of San Remo. 1961 was the last year of Mr. Decay, as president of La Voce Del Padrone—Columbia-Marconiphon. In fact, he will leave his post early next year and will be replaced by Mr. Manchen from France. DeGay has been regarded in Italy as a fascinating personality and, more properly—as a gentleman—in the record industry.

1961 was the year in which the two biggest sound recording studios have been built in Italy: 1) RCA Italiana in Rome; 2) Carlo Alberto Rossi in Milan. Of course, there is a remarkable difference of sizes between them, the first being actually enormous and maybe the largest in the world (see pictures in the R.C.A.’s section of Cash Box’s 19th anniversary issue); anyway the second remains the largest available in Italy, after the RCA one. Both of them will be officially opened with great publicity at the start of the New Year. Carlo Alberto Rossi in February, while the RCA one in March. Cash Box will widely cover them with special articles and illustrations.

Mr. Rossi himself—had her greatest experience abroad, in Japan and South America. Also this year she had her greatest TV success on Studio Uno, the Saturday night show. Mina has been making herself the most complete and fascinating female personality we have.

It was the great year of Nico Fidenzio, waxing for RCA Italiana, who has given a special award for the best sales of the year in Italy, in the record industry, records, on a whole. No jukebox in Italy featured less than two disks by him. Fidenzio broke into the popularity last year with "What A Sky!" and through a series of big and medium hits, boosted this summer with his composition, "Segata Ad Un Granello Di Sabbia (Tied To A Grain Of Sand)," which RCA Italiana means to release all over the world. The first LP of Nico came out this Autumn. Fidenzio was this year our best selling male vocalist.

On the stage of San Remo, last Spring, Fiona Donaggio, at that time, completely unknown, was patched by Careri—as a composer—and by VCM—as a singer—three years ago, suddenly broke into greatest popularity with his tune "Like A Symphony." Beginning by gaining, Donaggio started releasing a series of successful disks featuring his own creations, among them also those issued by VCM successfully before San Remo, which were re-released successfully. "Like A Symphony" is here regarded as the happiest Italian composition of light music in recent years.

This year Peppino Di Capri confirmed his artistic & commercial value. He kept selling any of his releases and may be regarded as our most attractive night club music performer in the best spots of Italy. Carish has set contracts for the distribution of his records in many parts of the world, but not yet in the States, where—sooner or later—Peppino will surely go for personal singing appearances.

This year marks an extraordinary comeback of Tony Dallara onto the chart. number one for months with "La Novia," the song he brought personally from South America and, long, number one on Canzonissima with "Bambina Bambina (Baby)."

This way Tony Dallara showed to be a valuable artist inasmuch as following the biggest biggest success it had a step after the boom of Romanini, he passed through a period of his own record sales which lasted till his unhappy—commercially speaking—performance on the stage of San Remo, the singer of hits such as "Un Uomo Vissi (A Living Man)," but all of this can now be forgotten.

Adriano Celentano has been keeping his habit of making the charts regularly every six months with a new release. He attached this spring and summer with "24,000 Kisses" and spent the autumn and the winter resting on the number one position of the charts with "Nata Per Me (Born For Me)" which couples with old "Santa Lucia," released here under the modern title "Non Essere Timida (Don't Be Bashful)."

Connie Francis saw Italy for the second time—this year—and sang in our theatres and TV. She was thanked for the record performances she gave us of some old Italian songs, which, in this way, returned—once again—to a life of greatest popularity. Her Italian evergreens were "Jealous of You (Il Tango Delta Gesolos)" and "Roman Guitar (Chitarra Romana)" and numerous others.

This was also a Ray Conniff year. He sold in Italy many LP’s and his style became a music fashion for many composers, arrangers, and conductors: a Caterina Valente year, by whom Decca successfully issued new LP’s; a Presley year—still—who broke again into our charts with the old Italian number, "Teena A Surrante (Surrender)."

The most important changes in foreign representation are: Mercury, which went to Melodicon, the Philips Italiana; Liberty will go to VCM; Laurie will be taken over by Durium; Decca will break away from RCA, opening his own management company in Milan and has given the distribution of its records to three different Italian organizations; Reprise which appeared in Italy as an independent label among the labels of Sugar’s organization.

This year Cash Box had the great pleasure of meeting in Milan Paul Marshall of Top Rank, Peter Baum of some old Italian songs, Robert Schwartz of Laurie, Richard Armstrong of Liberty, David Toof— the publisher of London, Ivan Moss— the publisher of New York, Stefan Czuchajowski, of RCA European (Munich) Mrs. Ralph Sylvester Peer of Southern Music, and many foreign music people at San Remo.

(continued on page Int'l 4)
exclusively on

DURIUM

MARINO MARINI
QUARTET

FAUSTO PAPETTI
ALTO SAX

little TONY

AURELIO FIERRO

DURIUM, MILAN, ITALY
ITALY — 1961
(continued from page Int'l 38)
This year for the first time Krilo Manganian, the president of Durium, paid his first visit to New York, coming back with wonderful impressions on the city and the hospitality received. Giuseppe Orsato of RCA Italiani, flew more times to New York for periodic contacts with the parent company.
1961 represented a good year for RHI, the young record company of Alberto Carich and Anselmi, who arranged their own network of distribution, got a strong hit with "Pepita" by Cocki Mazzetti, and went on selling well with Michelino.

ITALIAN IMPRESARIOS
OF SINGERS
BERRI & LIZZI
Produzione Internazionale Spettacoli
(International Shows Production)
Address: Vicolo Pattari 1/3—Milan—
Tel. 86 43 60
Cable address: Interars—Milano

Berri & Lippi organized in the past years tours throughout Italy for many leading foreign names such as F. Lain, J. Ray, H. James, Kid Ory, J. Mulligan, Louis Armstrong, X. Cugat, the Platters, the Four Freshmen, and brought to Italy for three times Caterina Valente. They also brought here the show, The Fantasy Train. Therefore Berri & Lippi appear as internationally well experienced men in this field. They cooperate to the organization and management of many Italian festivals. They handle such Italian singers or groups as Martino, Peppino di Capri, Umberto Bindi, Giacomo Parisi, Bruno Martino, Ricardo Rauchi. For the current season they are programming in Italy N. Sodaka, H. James, H. Antony, X. Cugat, B. Goodman. Under the name, Cogna, Berri & Lippi also publish light music.

GINO CRUCIANI
Address: Via Borello 81—Rome—
Tel. 46 53 20
Cable address: Vedetta Rome

The exclusive work of Mr. Cruciani consists in providing our radio-TV station, R.A.I., best international attractions and particularly singing talent. He is the "trusty man," so to say, of our TV station, according to the definition he gave us of himself. Thanks to his particular position of trust related to R.A.I., he is an extremely important fellow in this field. The names whom he handled or currently handles are Dalida, Brenda Lee, Caterina Valente, H. Zacharias (exclusively), C. Francis (the exclusivity of whom he'll possibly have beginning the first of January, H. Salvador.

LUIGI IVALDI
Produzioni Teatrali (Theatrical Productions)
Address: Via S. Redonda 8—Milan—
Tel. 86 40 07
Cable address: Impresario Milano

Mr. Ivaldi is a veteran in this field since he started working as impresario in 1930. The foreign singing talent he has been bringing to Italy over the recent years are the following: the group of Norman Granz, the first time he came to Italy, with E. Fitzgerald, Oscar Peterson, G. Krupa, Gillespie; he organized the first three tours of Louis Armstrong in Italy; he three times brought to Italy Paul Anka; and then F. Laine, H. James, Duke Ellington, C. Basie, S. Vaughan, Frankie Avalon, the Platters. He also brought to Italy the following shows: Holiday On Ice, Sketting Vanity, Circus of Moscow, the Bertrada ballet (Russian). Mr. Ivaldi signed the first contract of opera singer Di Stefano for appearances in the States.

26 Part II—International Section
UMBERTO BINDI

Bindi, composer and singer, is 25. He has been singing for three years at a radio station in Milan. His first hit was "IL TUO BACIO DI" and his "YOU TALK TO ME" was the hit of the year. He has been heard on most of the Italian radio stations and has had several hits in Italy. His latest song is "IL TUO BACIO DI" (GOODBYE). He is married to a singer named Mauro.

FAUSTO CIGLIONI

Ciglione is a radio singer from the Metropole Hotel in Milan. His first hit was "IL GIARDINO" and his "IL GIORNO" was the hit of the year. He has been heard on most of the Italian radio stations and has had several hits in Italy. His latest song is "IL GIARDINO" (GOODBYE). He is married to a singer named Mauro.

FRED BONGUSTO

Fred Bongusto is a radio singer from the Metropole Hotel in Milan. His first hit was "IL GIARDINO" and his "IL GIORNO" was the hit of the year. He has been heard on most of the Italian radio stations and has had several hits in Italy. His latest song is "IL GIARDINO" (GOODBYE). He is married to a singer named Mauro.

CARLA BONI

Songstress Carla Boni was born in 1925 and debuted in 1936. She is married to an impresario in Milan and has had several hits in Italy. Her latest song is "IL GIARDINO" (GOODBYE). She is married to a singer named Mauro.

SERGIO BRUNI

Singer Sergio Bruni, brother of the singer, has been married to a radio singer in Milan. His latest song is "IL GIARDINO" (GOODBYE). He is married to a singer named Mauro.

ADRIANO CELENTANO

With four others, the name of Adriano Cele-
tano is the most popular in Italy. His latest song is "IL GIARDINO" and his "IL GIORNO" was the hit of the year. He has been heard on most of the Italian radio stations and has had several hits in Italy. His latest song is "IL GIARDINO" (GOODBYE). He is married to a singer named Mauro.

IMPRESARIO

MR. SACCHI

Music Exchange Company and Variety Added a member to the squad, Emanuele S. - Milan - Tel. 70 07 46

Cable address: Variety Milano

Mr. Sacchi is the oldest impresario of the Italian night clubs. In fact, his first contracts in this field are dated 1937. He also spent five years in America and, more exactly, three years in Hawaii (Hula) as a director of the night club casino "The San Souci." He also was exclusive impresario of the Casinos of Venice and Rome and, in Italy. Mr. Sacchi handles almost exclusively international names for appearances in Italy. He brought to Italy Hilda Kert, the Fort Knox, Johnny Mathis and Connie Francis. He is arranging a possible tour of Ray Conniff and his orchestra to bring our singer Celentano to the Ed Sullivan show.

JULIA DE PALMA

Julia (previously Isabel) was born in Milan on April 21, 1924. She graduated in English Literature. Her activity in the popular music field started in 1960 at Radio Milano with a very personal performance of "La Voce di una Ragazza." She was engaged for several films in which she sang "Mezzogiorno e i" (Hollywood's cinema) and "I dinari di un" (Hollywood's cinema). In 1957 she was the star of the TV show "Mezzogiorno e i" and "I dinari di un." She continued her career in films and in a lot of radio and TV broadcasts. Her latest song is "ILIORO" and her latest hit is "IL GIORNO" (GOODBYE). She is married to a singer named Mauro.

WILMA DE ANGELIS

The younger Italian songstress is a veteran of her leading song contests; in fact, she made three festi-
vales in San Remo and 61 and 50 and two festi-
vales of Naples and the popularity is worldwide. She was presented in San Remo as "PATATINA" (LITTL POTATO) and her latest song is "IL GIORNA" (GOODBYE). She is married to a singer named Mauro.
NICO FIDENO

Fidenza was the "number one" Italian singer in our country in 1961. His biggest hit, which made it to the top of the charts, was "LETIZIA AD UN GRANDE DIN SABRIA" (TIED TO A GRACEFUL BEAUTY) which brought him, with his other hits, a total of 1,000,000 sales. He was given a special award for this achievement, which is exceptional, by his record house, RCA ITALIANA. The song "TIED TO A GRACEFUL BEAUTY" may touch one something: he test it in the selecting committee of the last Festival of San Remo and they rejected it. Four months later, this became the biggest selling song of the year. Fidenza is 28 and his debut in show business in 1960 with "WHAT A SKY," one of the greatest hits of that year, and the titles of his other successes are: "TRY TO ME," "JUST THAT SAME OLD LINE," "THE WORLD OF SUSIE WONG," "TERRONE DI SUSIE" (YOU'LL COME BACK... SUSIE). One can find no jokes in Italy that did not get at least two of Fidenza's hits. Fidenza made his debut in the autumn of 1961 as a singing tour of the States for the first time. RCA ITALIANA means to release his "TIED TO A GRACEFUL BEAUTY" all over the world.

AURELIO FIERRO

Fiero is a veteran representative of the Neapolitan song: he took part in five festivals of Naples and got place three first-prizes and four second-prizes. Some years back, he enjoyed moments of highest popularity, at the time—for instance—of such record hits as "Disqueline," "Lasciandomi—" "Var- rizina" and on till today's "FUI SI UN MALIN- CINUI" (YOU, MY MELANCHOLY), winner of the last festival of Naples. Aurelio Fierro has passed several times the Atlantic for appearances in America. London label has recently published in the States on LP by this singer under the title "FIERRO—A JAZZ OF THE NEAPOLITAN SONGS." He is a DURUM artist.

GIORGIO GABER

Gaber is a young boy of 23, who composes, sings and accompanies himself on guitar all of his big success in Italy. Some of the currently nationally known stars owe due to his rich pen of "good taste" music such as "LA BALLATA DEL CERUTI" (THE CERUTI'S BALLAD) and "NON ARROSIERE" (DON'T BLUSH) which have been making the charts. Recendi, his record house, issued in 1961 the first LP by him, the first of a series on Giorgio Gaber has proved to be a most serious and talented artist. His songs are copyrighted by RICORDI itself.

GIHGO

Singer Ghiyo was born in Milan 23 years ago. He started a wide career by means of his recording, "COCCINELLA," a piece that reached the 100,000 mark in sales, according to the label which released it. He formed his musical personality becoming member of the HOT CLUB, where he learned to play piano; he is the head of some dynamic bands and won with exclusively as "RIF RECORDS.

PIERO GIORETTI

He was member of CAROSSE's band as a singer. When Carosse stepped out as a band leader, he formed his own band and became a very popular entertainer throughout Italy. His last working was a "TRIUMPHARD" and was parted by CAROSSE RECORDS.

SILVIA GUIDI

Just after the last San Remo Festival, she made a tour of the States with the troupe of the San Remo singers. She has an exclusive contract with Metedonc (FONTANAI).

GIULIA LATTILA

Lattaia is a traditional artist. Born in 1916, just following the World War II she made a tour of Germany with her own songs and songs typically Italian. In 1925, he went with his quartet to the States and has been a great success. He joined maestro Angelini and was employed by the radio station RAI. Lattaia lived for many years in San Remo. His hits include "TOSCELLA BEV. TIMBERACK," "BALLATA SELVAGGIA," "WED BALLAD."

PIER LITALIANO

Singer Piero Litaliano is a recent discovery of "RIF," he recently entered the San Remo chart and it helps him to bring him to success.

CORRADO LOCAJON

Born in 1924, Luciano has long been a name as a singer. Some years ago, he started writing songs (accompagned by Aristide gentile, much success with "COME PENSANDO," "UNA FUGI," "GIOULIO," "SUZI," Corrado Luciano is an exclusive artist of VCM.

TAOLO LUCIANO

Taloia is a veteran singer, and started singing before World War Two. He was famous in Italy before the war, about 1948, and he won the San Remo Festival with the song "ARRIVEDERCI." Talola is a traditional melodic singer and for this reason has success at San Remo against a border of modern song interpreters opposite him. Talola is currently working with his own Azul label and has the Internet rights for the publication of all of the numerous record hits he has.

JENNY LUNA

Jenny is a young lady discovered by maestro Carlo Alberto Raci, who paid her exclusively for his show. Jenny presented the song "ARRIVEDERCI," which became a hit in San Remo in 1961 the funny song "LA MILLE BOLLE BLU" (ONE THOUSAND BULBS) came out and Jenny started to perform with the song. Jenny's first record hit was "MARIOLI-LAINE." Jenny has been presented on Camerotine. She already made tours abroad and can be approached through her husband Mr. R. Figurato—Via Benaco 7—Rem....

LELIO LUTTATZ

Born in 1923, Luttatz is a fan of jazz music, a pianist, composer, art song member of lasty ext- raordinary. His face is already well known on Italian TV screens. Latest his song "DON'T BLUSH" (SING), "INCREDIBLE AMOR" (UNBELIEVABLE LOVE), "KABARABAR BLUES" (KABARABAR BLUES), "SERENADE (WITH NO MATCHES), all of them issued by VCM.

BARRETO MARINO JR.

Singer and band leader Barreto, who comes from Cuba, has been successfully performing in Italy for six years. He has a tremendous recording hit five years back with MARINO MARINO's marvellous compilation "LA PIU BELLA DEL MONDO" (THE NICEST GUY OF THE WORLD). It is with such, and other big record success with UMBERTO Bindi's "ARRIVEDERCI."-The YR. (BARRETO UNA NOTTE) GIVE ME A NIGHT OF YOURS, his own creation, was released from the TV screen on the CINETRONICA network. Barreto is an exclusive artist of MELICON (PHILIPS). (continued on page 41/43)
BIographies of Italian ArtisTs
(continued from page 113 43)

MARINe MARINO

Singer and band leader Marinel Marino is one of the few female band leaders in the Italian entertainment industry. In fact he is known as "the ambassador of the Hollywood look in Italy". Marinel can state that songs she recorded and sold in the United States have sold in the United European countries, both western and eastern, in those countries, are named for him: at the Olimpia in Paris, at the Palladium in London and appeared on Pat Boone's, TD Sullivan and Nat Cole's TV shows. He is always to be found in contracts abroad that Dur-

brun MARTINO

BRUNO MARTINO

Singer and band leader Bruno Martino was born 34 years ago in Rome. As a music talent, he worked as a tenor, when he recorded a series of records for a label house. The recording of "MISS KISS MISS ME" brought him to the top of the popularity charts and he come back home from Denmark and since 1961 has become a hit in the charts with such records as "STANZA DI CHI SEI?" (DON'T TELL WHO YOU ARE), "LADY BLUE" and his first Italian song "DICENTENNO VULI" (JUST SAY I LOVE MINI).

MIRANDA MARTINO

Miranda is a charming Italian girl of 27. One has to go back to 1961 to find the start of her art career. She was born in 1944 in the northern Italy and when she was 15 years old, she went to her father's health in Paris in order to have a contest held by RAI, the Italian radio, in 1963. He came in third place in this contest with "VOCI NUOVI" (NEW VOICES), held by RAI for the first time in the history of Italian radio. She then went on a short tour across Italy as a guest artist at Manhattan Galas-

COCKi ZAZZETTI

CocKi Mazzuca, 24, was born in Milan. She started singing as a child and her band made several tours in Europe, Near East, Spain, Great Britain, Clemente, Denmark and she come to the countries where she was more successful and where she was able to sing with the best orchestras and with the best vocalists. She made some records, some of which became hits, with such songs as "BACH" (IT DOES NOT RAIN ON THE NISSUS). She cut a strong disk with the Italian song "PORCHONI TANTE ROSE" (BEING ME SO MANY ROSES), other songs with her own "I DUE DIBERI NI FANNO FAUVA" (TWELVE FRIENDS FAUVA) and "IL GATTOPARDO". On the current CAVI ZONISIMA show she presented the tune "PAS-

GIANNI MECCIA

In 1960, Meccia really succeeded as a composer and singer. The story of his career starts in 1954 (at the age of 22) when he left his home town and came to Naples with bass of Barcarola. He took six years for him to become popular, Italy-wise, his songs had hits by ASTOR and his first hits were "FOLLO BARCAROLA" (CRAZY BARCAROLA) and "CHARITY". After that, he made a version of "I DUE DIBERI NI FANNO FAUVA" (TWELVE FRIENDS FAUVA) and "IL GATTOPARDO". On the current CAVI ZONISIMA show she presented the tune "PAS-

MICHELINO

The drummer-bongo player started ten years ago when he and his brothers left their town in the south of Italy and went to Rome, where they found their first job and began playing regular duties. A period of hard work, a Brazilian talent scout arranged an engagement for them in South America, which brought them to the United States, joining the Latin music style. The three brothers, Alex, Nel and Vincenzo, into the first song "EL GATO" and caught by \media and musician, the trio was ready to work in the United States and make a name for himself. MECCIA - "PATAHINA" (LITTLE TOTO) "GRACIE" (THANKE), which became a hit, and was also released in Italy and abroad. His first record was "LAS SECRETAIRI" and "LE LUSINA LITA" (THE LAST LETTER).

FAUSTO PAPetti

Instrumentalist of value, Papetti is among the best in Italy, and it is his Italy's leading violin, known also all over Europe. He meets with an ever increasing success thanks to his "new" style and the particular sound of his bow. Requests for his recordings have come from GSA and Cadic. FAUSTO PAPETTI is an exclusive artist of Durum, which, up to the present, released two LP's featuring the best songs of these years, originally interpreted by him.

"you are my loveinheritance:" his most fascinating interest is in the fantastic woman images of the world:

Toni DALLARA

Italy's Best Sellers
1a. La Novia/Dallara/Gurtner
2a. Exodus/Ancorre Ensemble/Top Rank
2b. Exodus/h/w The Magnificent Seven/Slatin/Decca
3. Exodus/Ferrante & Telicher/United Artists-CGD
4. Exodus/Exodus/VA
5. Exodus/Fidenza/RCA Italiana
6. Exodus/Percy Faith/Philips-Melodisco
7. Nata Per Me (Born For Me)/Colantero/Gurid/Coricco
8. La Ballata Dela Tromba (Two Feet Of The Trumpet)/Nino Rosso,
9. Della Tromba/Enfants/Titanic
10. Della Tromba/Enfants/Titanic/Gustav P"}


cash-box—December 30, 1961

PERSONAL MANAGER Gino Lardera Music Stars Galleria Del Corso 2-Milano

Represented All Over The World

Toni DALLARA

Again On The Top

BY GURTNER & CO.

"it was a strange and eccentric personality, of today here. He wrote "IL

GINO PAOLI

Paoli (ao, first of all, accordion composer of tunes and then a singer of his own compositions: a man and artist that follows more than one artistic ac-

ROBERTO Murolo

Murolo is a delicate singer who accompanies himself on guitar: He is regarded as one of our best artists of the Neapolitan song. Most popular here and

DONEMICO MODUGNO

Modugno is the "music genius" of Italy. No one in Italy can compete with him as a composer, singer, and actor of the same time. Modugno is the only

GINO PAOLI

Gino Paoli is an artist, composer, and actor; his compositions are mere masterpieces of art. The most beautiful songs and popular tunes are in his catalogue.

"gino paoli is an artist, composer and actor of the same time. gino paoli is the only italian who cut a record which became the number one in the u.s. market, "nel blues di bimbo" (blues). "vogare" in 1958, modugno is the man who has made the modern history of popular music in Italy: some of his songs now belong to the music halls and others are part of the Italian song. Modugno is like a modern-day "beethoven" or "mendelssohn": The name of Modugno is known all over the world: he is the man who won for two years the festival of San Remo with two songs such as "NEL BLUES DI BIMBO" and "NOVIA (CIAO CIAO BAMBINA)." Many claim that he wrote his best songs when he was unknown, and his popularity made him a composer of commercial tunes.

FAUSTO PAPETTI

In the world of Art, the mention of his name brings forth many memories. He was one of the great figures of the Neapolitan song, known all over Italy and Europe. His songs have become part of our culture.

TONY DALLARA

Again On The Top

15 Weeks On The Italian Charts With La Novia

Gino Paoli is an artist, composer, and actor; his compositions are mere masterpieces of art. The most beautiful songs and popular tunes are in his catalogue.

PERSONAL MANAGER Gino Lardera Music Stars Galleria Del Corso 2-Milano

Represented All Over The World

Toni DALLARA

Again On The Top

BY GURTNER & CO.

"gino paoli is an artist, composer and actor of the same time. gino paoli is the only italian who cut a record which became the number one in the u.s. market, "nel blues di bimbo" (blues). "vogare" in 1958, modugno is the man who has made the modern history of popular music in Italy: some of his songs now belong to the music halls and others are part of the Italian song. Modugno is like a modern-day "beethoven" or "mendelssohn": The name of Modugno is known all over the world: he is the man who won for two years the festival of San Remo with two songs such as "NEL BLUES DI BIMBO" and "NOVIA (CIAO CIAO BAMBINA)." Many claim that he wrote his best songs when he was unknown, and his popularity made him a composer of commercial tunes.
NARCISO PARIGI
Singer NARCISO PARIGI (not to be mixed up with GASTONE PARIGI, Durinho’s trumpeter) was born in Florence and represents Italy’s best interpreter of the special Florence song. When a boy, he used to perform the five tunes of his home town, encompassing himself with glee. The songs which brought him to success were “MARUZZELLA,” “SAMBÀ FIORENTEINA” (Florence Samba), “POW- TANE ROMANE” (Iowa Fountain) and TERRA STRANIERA” (Foreign Land). The last one is the sonnet of the film which he starred in with success. He made singing appearances in the States. Exclusive artist of VCM.

NILLA PIZZI
Songstress Nilla Pizzi was some years back an strongest record vocalist. She took part in many San Remo festivals successfully and many regarded her as a “star" because she introduced a new manner of singing. After a fortunate period over which she was our “number one" artist, her pop-
ularity decreased a little. Any way, she is still very active as a recording artist (Elisium) and is still our greatest demand in many countries abroad such as South America, where she has gone for singing appearances.

ENRICO POLITO
Singer, composer, arranger, and conductor Enrico Polito has been recently signed by CG Klavitter Del Cesar. He is the author of “La Mia Lunga Notte” (Night Long Night) brought to success by Domingo Modugno, whom he followed over his numerous tours abroad.

RENA TO RASCHEL
Renato wrote “ARRIVIERE DI ROMA” (GOOD BYE ROME), which is known and sung all over the world, and “ROMANTICA," the song which took the first prize at San Remo in 1960. But before and following these, he wrote many other hit songs. Rascal was born in 1913 and started his art career prior to the World War 2 as a theatrical comic actor and starred as a film actor for the first time in 1942. Thereafter he made a lot of successful shows and films. Renato enjoys wide popularity in Italy as an actor (Theatre, Film, and TV), and as a composer and as a recording artist. He waxes on RCA ITALIANA and has his own music publishing company.

RICCARDO RAUCHI
Rauchi, who has his own band, is an interesting exponent of light Italian music. A violinist, soloist and clarinetist, Rauchi formed his band in 1958, and records for VCM.

TEDDY RENO
Teddy Reno, 34 years old, is a singer, a TV emcee (bandleader), and a record publisher. As a singer, he boasts of a well known name; his past hits were “Addio Interni Centri.” “Irritare Mia,” “Che Che Lido” and recently “Rappresente.” As a TV emcee, he has produced many personal TV shows over the recently past year. And as a record publisher established and directed for several years the well known record house CGB, currently managed by Ludovico Sugar, and now he directs an independent company, CGB, is newly founded record company, Galleria Del Cerchi (GCO).

GIACCOMO RONDINELLA
Singer Giacomo Rondinella is an interpreter of the Neapolitan song. On the Facit label, he has successfully waxed "MONASTERO A SANTA CHI-
AIA." He took part in the Naples festivals of 1954, 56, 58. In 1960, he won the second prize in the “CANCIONEROS.” TV concert with the old tune "AUDIO SOANO DI GIORGIO" (FARE-WELL DREAMS OF GLORY). In 1961, he participated in the two Naples festivals and in the festival of the Italian song of Zuffo.

LUICIANO RONDINELLA
Rondinella is the Neapolitan singer of Melodicon (PHILIPS), who presented him three years ago. He made his first festival in Naples and one of San Remo. Two years ago, he toured the States and Canada. Recently, he has been presented in "JAMES, LUCIA" on the Can-
cioneros TV show in 1961.

NINI ROSSO
Singer & trumpet player Nini Rosso is a newcomer on the stage of recent success; in fact, he boomed in the autumn of 1961 with the "The Ballad of A Trumpet." He’s a listener artist.

FLO SANDON’S
Songstress Flo Sando’s is the wife of Italian singer Nutella Otto. She waxes on the Durinho label and received success abroad with her interpretation of disk "Ame" (Negra Zumben). In Italy she is widely known.

BIOGRAPHIES OF ITALIAN ARTISTS

(continued from page 101 1/2)

ON THE TOP OF SUCCESS

with

COCKI MAZZETTI

“Pepole” — “Sestoe” — “Mezzosangorgue”

MICHELINO

“Cia cia de las secretarias” — “Brigitte Bardot”

GHIGO

‘Cancinella” — “Na! al demonio”

FRED BONGUSTO

“Dee dee doc doc...” — “Chist’s ammore”

We shall be glad to contact first class foreign companies with the purpose of enrolling and improving our distributing organization abroad—and obtaining big hits to be released in Italy.

WRITE TO US NOW!

RI-FI RECORD CO.
2, Piazza Pappi — MILAN (Italy)
Tel. 866 920 — 802 493
or in the United States:

RI-FI RECORD COMPANY
400 Madison Ave., — NEW YORK 17 (N.Y.)
c/o Richard H. Simmer
Tel. 2-5341

LABELS:
Primary—Variety—RI-FI

ARTURO TESTA
Toni, who is considered a top male vocalist of Italian pop music, was born in 1902. He left a lyrical career for pop when he was 23 years old when a talent scout of Italian Phillips heard him. "SCARPA TITA" and "IL SECONDO PAPAZIO" were the records which made him known to teenagers. Testa had a well appreciated radio program with the ook of famous Plina Soffici, one of the most talented in the Italian field. In 1961, Arturo had two big successes, "IT S UN TOSSO VIEN IL VERNO" (FOR THE WIND) and thereafter got strong success with "LES GITANES." In the autumn of 1961, during a long festival he has presented two tunes, Testa waxes on MELODICON (PHILIPS ITALIANA).

LITTLE TONY
The youngest boy of Durinho has an English name, but there’s no doubt that he is an Italian talent. He formerly got some success in England and then, back in Italy, boomed on the stage of the 1961 San Remo Festival before TV cameras, when he presented “24,000 KISSES." Beguiling them, he has been missing his popularity in Italy. His recent success are "26,000 KISSES," "GRELPA," "Bella Prima," and recently "ALL’ANTICO" —"Italian Lover." Thanks to his TV performances which emphasized his typically roman charming, he has been principally liked by female audiences at every age.

TONINA TORRIELLI
Songstress Tonina Torrielli took part in the festival of San Remo in 1956, where she gained the second prize; then in the San Remo Festival of 1957 (third prize) and 1958 (second prize) and also 1959. She has been working much with radio stations. Her recent sensations are "LES GITANES," "LA VISTA," "ANDAMINGA" (FOR YOU SUMMER).

ANITA TRAVERS
Italian-Swiss songstress Anita Travers was born in 1937 in Switzerland, where after she started her music career and teamed up with the RADAIO orch. of the R.I.T. Radio Italiano-Torino becoming popular in that country. At the end of 1958, she was signed by the Italian record house, SABB directed by Mr. Outriler. In Italy she has been gaining much popularity, cutting numerous discus-
ables with Celentano, the B. Orsi Quartet, etc., taking part in several festivals and making long appearances in our night spots.

RANJELA VANONI
Miss Vanoni is a theatre actress who gained pop-
ularity by means of her recordings of a certain par-
ticular sort of songs, the traditional songs originated in our underworld. Record Firm records has re-
issued 8 singles and 2 LP’s by her featuring these special tunes and some named by GINO PAOLI.

PETER VAN WOOD
Born in Holland, Van Wood has been working in Italy as a singer and band leader for many years. He enjoyed a period of high popularity some years back, and currently is mainly on an interesting nightclub performer, rather than a strong seller of records. The artist has been always recorded on the Facit label.

CLAUDIO VILLA
Singer Claudio Villa enjoys wide popularity mainly outside the big cities where he has been selling well. He is a traditional manager of sweet tunes. Recently he appeared again in the charts with his version of "LA NOVITA."

LUCIANO VIRGILI
This singer is a fine figure of Italian popular music, he is particularly talented in interpreting the old songs of the past. He has made a lot of theatre, radio, TV appearances, a long series of recordings —all of them for VCM—and also toured many countries abroad with his oriental band, which was presented as "SOLE SOLE D’ONO" (GOLDEN SUN) and "TE DOOJO LUCE." He was being working exclusively for VCM.

CASH BOX—December 30, 1961
Overall, it's been a pretty tough year for the trade in Australia, this applies particularly to the record industry which has been battling against fairly stiff odds for the entire year. Record companies have been faced with rising recording and production costs and a depressed market which was partly brought about by the Federal Government economic restrictions which were introduced late last year to halt the reported inflationary trend of the nation's economy.

These measures certainly achieved something, when the credit restrictions were first introduced, they brought the record industry almost to a standstill, and some labels had a real struggle for survival over the following months; and those companies with divisionary lines were very thankful for them.

The whole thing began late 1960 when the Federal Government decided that some immediate action was essential to stem the economic inflation of the nation. The first major step in the Government campaign was to put the squeeze on Bank lending; this had the desired effect that the authorities were seeking. All of a sudden bank loans for housing, industrial construction and development were severely curtailed. This, of course, created unemployment and threw a scare into John Citizen, who immediately tightened his purse strings. Manufactured goods started to stock pile since the healthy and open market was suddenly sealed off; this situation created further unemployment. It was obvious at this stage that the Government's restrictive measures were mushrooming into a real problem, probably much more serious than the Federal authorities anticipated. Every worker at this stage was thinking twice before spending, most of them were so concerned about the future of their employment, that their purchases were kept to a minimum.

The motor industry took a real beating, in one fell swoop one large auto plant dropped some 8,000 workers from their payroll, other auto companies were in bother too and began laying off production workers in an attempt to maintain an even balance within the auto trade.

Standing down of staff followed in most sections of the community, the result was that we had our largest number of unemployed in many years. This position was reached in the first half of 1961, and it remained at this level for several months; this was the period that saw industry at its lowest; and the record industry was no exception. In fact, it is probably safe to say that the record industry suffered more than many other manufactured lines. Records looked on as luxuries and when money is tight luxury goods are always the most seriously hit—unfortunately people can live without records, and during these bad times many people decided they would just have to get by without their regular disk entertainment at home.

However, now that the Government has announced that the credit squeeze is officially over there is some slight improvement in the overall record picture. But many industry executives look on the current increase in production as a seasonal thing and they say the true test of the stability of the industry will come in the first quarter of 1962.

It does seem that one important reason for the problems which are evident in the record industry of Australia is the excessive number of individual records that are released here. Every major (and countless minor) American and English label is represented in Australia by one of our eight major record companies. Many contracts between Australian and overseas record companies stipulate that a given number of disks must be released each year in this territory from the particular overseas catalogue.

It is no secret in the trade that some of Australia's record companies release certain disks simply to meet contractual commitments. It is quite natural for overseas labels to seek the biggest and best Australian representation for their catalogs; but contracts which call for a minimum number of releases tend to create instability within the trade.

Australia has a total nationwide population of a little better than 18 million, and yet we have record companies releasing a large percentage of the total catalogs of every major record label in both America and England with a combined population of way beyond 200 million. The year in Australia was an interesting one, and from a record company viewpoint it was a challenging twelve months.

ABC-Paramount bought into the Festival group and didn't renew its contract with W & G Records. E. R. "Ted" Lewis, head of the English Decca company, visited Australia to meet with the EMI chiefs. Bobby Rydell made his second tour of Australia in January, and next month he makes his third concert tour for the Lee Gordon office. Ella Fitzgerald toured and appeared at The Embers in January last for Jim Noall. Ella also did some TV spots. "Swing Birdie" opened in Melbourne in late February, and just completed its Australian run.

Jack Arpent, boss of the Leeds publishing group visited the United States in January for talks with the Leeds. As a result the Leeds office in Australia now handle some of the strongest catalogs throughout the world. "West Side Story" moved into the Princess Theatre in Melbourne early in the year but folded after a disappointing run. Princess Theatre is now running "The Sound Of Music," which looks set for a long run. The Kingston Trio made a successful concert tour of Australia in Feb. Their albums have always enjoyed great popularity here.

"Never On Sunday" was made available for mechanical release in Feb., and it developed into a great disk attraction here.

Feb. 1961 saw singles sales at their lowest for a long while, and record companies were doing everything possible to stimulate consumer interest in singles.

Bob Crosby visited Australia in February for a season with the Tivolli circuit. RCA of Australia increased the retail price of its singles from 9/- to 10/- in February. They were the last of the major companies to make this move.

England's Shirley Bassey visited Australia in Feb. for club appearances.

Top tune across the nation early in March was the big continental hit "Mildor." Two records shared the honors on this one. Edith Piaf on Columbia and Gaynor Bunning on W & G.

Also early in March, there was great speculation throughout the trade on the Australian representative of Frank Sinatra's Reprise label. But it wasn't until the end of Nov. that a contract was finally signed to give Pye the Australian rights to Reprise.

In March radio station 3 AK in Melbourne was bought by GTV-Channel 9 for a figure reportedly to be around $1½ million.

Late in March, the first big effects of The Government credit squeeze (which was introduced late 1960) were being felt by the record trade. The restrictions were brought into practice by the Federal Government in an effort to halt the inflationary trend of the national economy.

Ferlin Husky was hitting the high spots with his song of "Wings Of A Dove" in March. Also on the record scene, local instrumental group The Leemen were doing great sales business with "Johnny Guitar."

(continued on page 29)
AUSTRALIA — 1961
(continued from page 44)

Noel Brown was promoted to general sales manager of Festival Records in June to fill the gap left by Ken Taylor.

Elvis Presley received one of his first setbacks ever in Australia when his single of "I Feel So Bad" failed to take-off in a big way.

James Bailey from Dot Records visited Australia in July to talk with the EMI people here.

Pye Records made the second release of its range of "Golden Groove" albums.

In August the disk which turned out to be our No. 1 single of the year, "I'm Gonna Knock On Your Door," was the top disk across the nation.

In August, Johnny O'Keefe signed two new contracts with the Festival group, one as a recording artist and the other as a producer. At this stage O'Keefe had just hit his first new singles in twelve months. The "A" side of this release was "I'm Counting On You," which was a song written and recorded for Johnny, and put him in the number three spot in our best sellers of the entire year.

History was made in August when music publishers, Albert & Son Pty. Ltd., printed the first four-color title page yet produced here. Subject was the Story of Elaine McKenna with her revival of Tammy.

Radio Corporation (Mercury Records) began to release the Wing label series of singles which retail at 6/6. So far, they have not been an outstanding success.

In the publishing field, the Belinda Music group in August was leading the field with "I'm Gonna Knock On Your Door," "Runaway," "Hello Mary Lane" and "Hats Off To Larry." But in September, Jim Neall from The Embers Nightclub, entered the rock concert promotion field in which Lee Gordon had been the big force. After two shows with American stars, Jim Neall has temporarily shelved plans for future shows.

The Coronet Record Club was launched late in March and ran into no end of trouble from dealer organizations. After many months of negotiation between ABC and dealer bodies, the issue was finally settled and the title of the club has been changed from Coronet to Australian Record Club.

Two hot record sellers for EMI visited Australia in April for concert tours; they were Jimmy Shand and Kenneth McKellar.

In April, Tony Withers, one of our prominent disk jockeys left 2 UE to join the staff of 2 GB, 2 UE answered this move by employing Brian D Henderson of television's "Bandstand" series.

In mid-April, Elvis Presley had the hottest single across the nation with his RCA release of "Wooden Heart.

Helen O'Connell made a rush trip to Australia in April for some guest television appearances on "Revue '64," Connie Francis, Bobby Vee, Johnny Burnett and company toured Australia for the Lee Gordon office.

Early May saw the launching of the Pye records "Golden Groove" series of albums which retail at 35/- and which are sold through supermarkets and such, in addition to regular outlets.

Geoff Harvey was appointed musical director of the EMI company and has been responsible for some of the finest pop records yet produced here.

In mid-May Del Shannon's "Runaway" was the top tune on disk.

Goddard Lieberson, President of Columbia Records, U.S.A., visited his company's (A.R.C.) offices here in May and held a tour of Australia's annual ARC disk jockey convention.

Andy Stewart was at this stage beginning to break-through big with his Top Rank label single of "Scottish Soldier" which eventually became a huge smash.

It was around this time that ABC began issuing its newly acquired Artists label.

"The Most Happy Fella" had its Australian premiere at the Princess Theatre in Melbourne, unfortunately it had a very short season.

Ken Taylor resigned his post as general sales manager and A & R manager of Festival Records.

Popular television star Elaine McKenna cut an EP for W & G Records in June which turned out to be a best-seller. Elaine is at present in the United States.

American singer Jimmy Rodgers left Australia in a hurry following the success of his behavior during a concert appearance which starred Rodgers along with local rock idol Johnny "Bad" [sic].

In September, Fred Marks, executive director of Festival records left on a tour that took him to Japan, England and the United States.

Also in Sept., W & G Records released the first of their range of 4 "ON 1" super disks which carry four complete tracks and retail at 1/4, the same price as regular singles.

Australian Record Company at this stage (Sept.) reported excellent consumer response to the first UA albums released here bearing the UA logo.

October was an exciting month! It brought Andy Stewart to Australia for a personal appearance tour which was a complete sellout wherever it played. Stewart was definitely the突出 figure of the year here with no less than three titles in our final top 30 disks of the year.

In Sept., RCA launched its "Stereo Album" series to kick the label off, the firm prepared a special demo EP which retailed at 7/4.

Segovia toured Australia in Oct., for a concert season. One of the most successful of the year.

After it had been on charts for many months the Australian Federation of Commercial Broadcasting Stations slapped a ban on the tune "Second Hand Rose," McDaniel's record "A Hundred Pounds Of Clay.

Recording history was created in Australia in October when EMi recorded and issued an album of the Australian premiere of "The Sound Of Music." The album is available in both mono and stereo and the EMI sales boys report tremendous response to it.

English idol Cliff Richard toured Australia in Oct., with his group — The Shadows.

Nov. brought the announcement that Pye Records of Australia had secured the legal rights to Frank Sinatra's "Reprise" catalog. Sinatra also visited Australia this year (its only) for the Lee Gordon office. Dur-
AUSTRALIA'S THIRTY BEST SELLING SINGLES FOR 1961.

This chart has been compiled from a breakdown of the weekly lists of Australia's Top Best Seller from Jan 1 to Nov 30, 1961, as supplied to Cash Box by leading record retailers throughout the country.

The big Christmas push is over for another year and most sections of the trade are now enjoying an earned vacation after another difficult twelve months. We are well into our summer season hence the semi-clause of the industry for vacation. In the month's trading up to Christmas most record companies and dealers report excellent results—in fact some executives say it was the best they have had in years and they are hoping that a good percentage of the increase will carry into the usually quiet months of the New Year.

Alen Hefferman from the Lee Gordon office called Cash Box to say hello. Alen is busy finalising details for the forthcoming "The Twist Spectacular" and is to play Brisbane January 13, Adelaide, 16, Melbourne 17 and 18 and Sydney 19 and 20. The show will also perform on January 15 but at the time of writing Alen Hefferman reported that the location had not been finalized. In order to hype up interest in the Twist Lee Gordon is presenting special dance demonstrations of the twist prior to the commencement of the spectacular. The twist has really started to garner across here with most record companies having prepared twist releases and television stations presenting special demos of the dance. Brian Henderson's "Bandstand" show recently introduced the dancers from the Arthur Murray school in a presentation of the Twist.

In honor of the forthcoming visit of Bobby Rydell and Chubby Checker, EMI is making a rush release of the new album featuring these two popular stars. This package should get the EMI group away to a flying start in 1962 and should become a solid standard catalog album.

Norman Whiteley, boss of the Belinda Music group of companies, celebrated Christmas with a flock of big hits. Leading item is "Can't Help Falling In Love" and "Rock-A-Hula Baby" by Elvis Presley and "Revenge," "Baby It's You," "Hey Little Girl!" and "Let's Twist Again." Norman reports that the printing presses are working overtime to produce sheets of "Can't Help Falling In Love" and "Rock-A-Hula Baby" both of which are featured in Presley's film "Blue Hawaii."

From the Festival Records group of labels come new releases (on Ampar) by Harry Mann with "Little Miss U.S.A." and The Impressions with "Gypsy Woman."

RCA released Floyd Craner's new album entitled "America's Biggest Selling Pianist." Craner has won many fans here with his various hit singles and many of these fans are sure to support the album.

The number one hit across the nation at the moment is still Charlie Drake's great performance of "My Boyfriend Won't Come Back" which is released here by EMI on its Parlophone label. Nice to see it has been issued in the United States by UA.

A HAPPY AND PROSPEROUS NEW YEAR TO THE TRADE FROM A U S T R A L I A !!!

BOOKING AGENTS & MANAGEMENT ARTIST

The booking and artist management agency side of our trade is still quite young in this country, and results have not been too startling, as most of our agencies are still in the developmental stage. The Cash Box isn't aware of an artist's manager or booking agency that has not been contacted by his record company, but these essential details appear in this article.

BOOKING AGENTS, MANAGERS & Their Artists:

TALENT PROMOTION OF AUSTRALIA
21-24 Bedford Street
BICHDAM, Victoria, Australia
Phone: 24-8413

The Young Ones
Owner: Mr. Jack Miller
General Manager: Bill Miller
A.A.: Miss Elaine Eady
T.P.A. is a subsidiary of GTV-Channel 9

Artists handled by T.P.A. includes:

Graham Kennedy
Dorothy Donegan
Bobbie Ely
Dorothy Baker
Dorothy Morgan
Anne Gleeson
Patsy Hepworth
Bill Morgan
The Dames
Randy Ross
The Four Dibs

KEVIN MCLEAN ARTISTS MANAGEMENT
25-27 The Paragon, Melbourne, Victoria, Australia
Phone: 69-6376

Artists handled by Kevin McLean include:

Jackie McLean
Johnnie Ray
Bobby Kelk
Nel Watson
Bobby Cockson
Betty McDougle

LIEE GORDON OFFICE
151 Baywater Road
SYDNEY, N.S.W., Australia
Manager: Mr. Lee Gordon
Assistant: Miss Maria Delery

This company concentrates chiefly on the "Big Show" and "Big Band" music. The number one concert tours in the capital cities throughout Australia.

Television Stations notes:

ATM-Channel 7
Television Centre
Epping
New South Wales, Australia
Phone: 65-0111

GTV-Channel 9
22 Bondi Beach
SYDNEY, New South Wales, Australia
Phone: 28-4213

These four television stations comprise the major "network" stations in Australia. Each has a great deal of important talent in many live productions, many of which are of national or international importance. In many cases, when these stations perform important events, they change talent to select local talent.話, e.g., for performances of the heavy weight of local talent.

Many Australian artists can be contacted through their recording companies. Listed below are details of these companies, and most of the artists who can be reached here are...

EMI (Australia) Limited
Emirates House
London, Australia

Joey
SYDNEY, New South Wales, Australia

Joey Boys, Judy Stone, and Exclusive Booking Agents for Australia's Top T.V. Stage Artists and Recording Artists.

— 324 Pitt St. Sydney, 619891 —

A. A. ARTISTS AGENCY

Gill Hesse
254 High Street
Castlereagh, Sydney, N.S.W., Australia
Phone: 61-8951

Artists handled by A. A. Artists Agency include:

Gaynor
The Joy Boys
The Thunderbirds
Thejohnz
The Caravans
Bobby Jansen
Bill Morgan
Nel Watson
Bobby Cockson
Betty McDougle

A. A. ARTISTS AGENCY

Gill Hesse
254 High Street
Castlereagh, Sydney, N.S.W., Australia
Phone: 61-8951

Artists handled by A. A. Artists Agency include:

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Thejohnz
The Caravans
Bobby Jansen
Bill Morgan
Nel Watson
Bobby Cockson
Betty McDougle

Cash Box—December 30, 1961

Part II—International Section 47
The Value of a Manager—Australia

With the doors of local talent now open wide, Australia is producing more topline artists than was ever thought possible.

Record companies are recording more and more local talent, but because of the abundance of artists, they are able to choose only the best. The teenage record buying public has really taken to local talent, and no longer are overseas records the only ones to make the charts. It is not uncommon to find a local disc right up on top.

Television entertainment has gone right to the front. Gone are the days when young Australians had only one ambition in life; to make the Davis Cup Team.

A man who is really helping young artists toward reaching their goal is artist manager, Kevin McLellan of 265 Park Street, South Melbourne, Victoria.

McLellan was a full time dance promoter, and he could see that young people needed a manager; someone to promote and help them, so he started an artist agency.

For his first venture he chose The Thunderbirds, a five piece group with a really big sound. He started work on them and for them.

"If I pick my artists," says McLellan, "they mean a lot of talent they have, and the amount of work they are prepared to put into their act. The road up is hard and artists must be prepared to work and work hard.

"The Thunderbirds were only playing one or two nights a week at local dances when McLellan first took them under his wing, and no one had ever heard of them. He started dances for them and gave them publicity. They group in the meantime were hard at work on his instruction practicing to perfection. It was not very long before everyone in Melbourne had heard of The Thunderbirds, and their dances are the most popular in the city today.

"McLellan arranged for them to be recorded and their first disc, 'Wild Weekend,' was a tremendous hit, and their following records have all sold really well.

"One of the most important things in the management of artists, according to McLellan, is to know when the artist is ready to make a successful record. He said that artists without a good record are apt to race into recording before they are really both music-wise and publicity-wise, this results in either a poor record or because they are not known enough, poor sales. In either case the record company is not happy about recording them again and so an artist who has haps could make the top if he had been presented at the right time, is forgotten about.

"Groups are hard to manage in Australia. The population is not great enough to keep many bands in full time employment, and some members are inclined to leave the entertainment world for a steadier position. It takes a good manager to keep work coming in.

Another of McLellan's successes is 19 year old singer Johnny Chester. When Johnny first asked Kevin to manage him, he was a brake mechanic in his father's garage, and he had a band called The Chessen. Now just twenty years later he is an idol, and is a full time singer in great demand for television work. He records have all made the hit charts.

"He is really releasing his LP, and there will be another on the market in the New Year. He is known throughout Australia and has performed in almost every capital city.

"All this success in such short time could never have been achieved without expert managing. McLellan saw Johnny's weaknesses and advised him to take singing lessons and attend radio announcing classes. He took Johnny away from The Chessen and had The Thunderbirds back on record and at dances.

"Meanwhile McLellan has not forgotten The Chessen; they are now one of the fastest rising bands in Melbourne, and should, under the watchful eye of their manager, reach great heights in the coming year.

"Among the other newly successful artists who work through his agency are Bobby Cookson and Betty McQuade. Bobby's first record, "Flutter Butter," released in Nov., made the charts only one week after the release date, and he has already been booked for two television shows in Sydney. It is without doubt that Bobby Cookson will be a big name in Australia in 1962.

"Bobby originated from Scotland, coming to Australia at the age of 8. She was living in Queensland where there are no recording companies, and she had her heart set on making a record. 12 months ago she came to Melbourne.

"One great advantage with managers is that they can pass on information and experience in other countries. This helps an artist to get established in whatever state he or she moves to.

"Big name overseas artists who come to Australia do a lot of good for their country and for local talent by giving them the experience of working on big shows," says McLellan, "and I will do all I can to promote these shows. If they hope the day will come in the not too distant future when I will get the chance to send the best Australian stars to record and television overseas. I'm sure that if American agents were to book our artists for shows, tours and television, they would be agreeably surprised!"

There is no doubt that a manager is a necessity to an artist. This is probably even more true in Australia because of the small population and the abundance of talent; only the best can get to the top and the way up is hard for all beginners.

"With a manager to iron out all the business and promotion worries the artist can concentrate on his composing, playing or singing, all this goes for a better performance."

It has been particularly noticeable that since the introduction of management, Australian record companies are recording more local talent, and no longer are overseas artists buying up more and more of these disks.

With hard work and good managers young Australian artists have a chance to make their dreams a reality.

APRA controls a repertoire of most of the world's music and makes that available to the music users of Australia and New Zealand on application for the issue of a licence.

Direct overseas affiliations exist with European Societies, Great Britain, (PRS), American Societies (ASCAP and BMI) and with Canada (CAPAC), and through these affiliations APRA has the right to license the use of the world's copyright music in the territories of Australia and New Zealand.

At its formation in 1926, APRA had as original members the publishing firms of J. A. Albert & Son Pty., Ltd., Chappell & Co. Ltd., Allan & Co. Pty. Ltd., W. H. Paling & Co. Ltd. and Nicholson's Ltd. Since then, the publishing firms have grown to a much larger number and considerable membership here and in New Zealand exceeds 1,000.

Efforts to promote Australian and New Zealand composers and songwriters led some years ago to the establishment of the APRA Music Foundation in Australia and the New Zealand Advancement of Composers, Authors and Publishers. The latter body is a major advance in APRA's relations with New Zealand composers, some of whom are members of the Committee, together with publishers and a representative appointed by the New Zealand Broadcasting Service to act in an advisory capacity.

Experience has shown that the activities of this Council have been of great benefit to all concerned. APRA is keenly interested in the local and domestic problems which are closely scrutinized by this Council. Its members are elected annually, and each year a new list of compositions which can visit Australia at the time of the APRA Annual General Meeting for discussions with Directors and Administration.

Australia's Best Sellers

1 My Boomerang Won't Come Back (Charlie Drake—Parlophone) Leeds Music

2 Goodbye Cruel World (James Darren—Peo) To-Con Music

3 I'm Counting On You (Johnny O'Keefe—Leedon) A.J. Ackroyd Music

4 The Reason (Bobby Edwards—Top Rank) J. Albert & Son

5 Sad Movies (Sue Thompson—Hickory) Acre-Frost

6 Suddenly (Dion Mills—Jubilee) A. & M. Records

7 Tower Of Strength (Gene McDaniels—London) Chappell

8 Can't Help Falling In Love (Elvis Presley—RCA) Belinda

9 Take Five (Dave Brubeck—Coronet)

10 The Lion Sleeps Tonight (The Tokens—RCA)

 Locally Produced Record.

Cash Box December 30, 1961
Argentina's Best Sellers

1. Presumida (Aberbach—Fermata) Teen Tops (Columbia); Johnny Tesedo (RCA).
2. Escandalos (Pham-Edami) Roberto Yanes (Columbia); Javier Solis (Orfeo); Los Chaparros, Aiga Guillot (Odeon Pops); Marco Antonio Muñiz, Antonio Prieto (RCA); Raul Verdejo (Music Hall); Rosamel Araya (Disc Jockey).
3. Y Los Cieles Lloraron (And The Heavens Cried) (Rug—Smart) Tony Vilar (Columbia); Ronnie Savoy (MGM); Raul Lavie (RCA); Romano Farres (Disc Jockey).
4. *Gorda* (La intolerable) Los Chalchaleros (RCA).
5. *Del Tiempo 'La Mama* (Korn) Los Cantores de Quilla Huasi (Philips); Los Cantores de Salavina, Atencio Paredes (Music Hall); Los Chalchaleros (RCA); Tomás Campos (Columbia).
6. *Luminarias* (Fermata) Los Tres Sudamericanos (Columbia); Los Tinos de Humaita (Columbia); Los TNT (RCA); Victor Buchino (RCA).
7. *Ruedas* (Wheels) (Dundee—Korn) Billy Vaughn, Lito Escareo (Music Hall); String Alongs (London); Julissa (Orfeo); Los Juveniles (Odeon Pops); Amadeo Monges (Columbia); Don Nobody (Disc Jockey).
8. *Tu En Setiembre* (Come September) (Fermata) Billy Vaughn (Music Hall); Sterling Branch (Tomodisc); Jose Cardí (Columbia).
12. *Chacarera* Los Romanos (RCA); *Vicki—Fermata* Del Shannon (London); Rocky Pontoni Rocklands (RCA); Teddy Martino (Odeon Pops).

*Local Product.*

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**The Song**

**"LA NOVIA"**

is a "FERMATA" Hit!

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**Ediciones Internacionales FERMAITA**

(Argentina) S.R.L.

San Martin 640—BUENOS AIRES

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**Cash Box**—December 30, 1961

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**BIOGRAPHIES OF ARGENTINE ARTISTS**

**ROSAEL ARAYA**  
(Disc Jockey). Born in San Antonio, Chile, in 1939.  
In 1957, de-widgets, and first real test is still with the present. In '68 started a fantastic career. Always ready to new adventures. Has recorded two LPs, including ‘El Tatu’. Played with groups like Los Olés,” which sold 370,000 records, and in still a very good seller. Performed on TV and radio, and radio stations all through the country and Montevideo. In 1961, started singing longer; this has been very deserved by three years but proved to be a big success. Current hit: “De candela.”

**JOHNNY CAREL**  
(Born in Buenos Aires, October 18, 1941.  
Disc Jockey and mixer. Played guitar and piano, and still is. Lover of music, and a player that knows how to play the guitar. “Amigos” is one of Argentina’s biggest hits. Biggest hit: “Angelitos.”

**LOI CARL**  
(Columbia). Born in Toluca in 1939. In 1950, his parents came to Argentina. At 15 studied at the Conservatorio Nacional, under the direction of Dr. Gonzalez. Roberts Garcia Miranda, Julian Bautista and Teodoro Forchi, took part in concerts directed by Sir Thomas Beecham, Malcolm Sargent and Jack Reiner. Is member of the Colon Theatre of Buenos Aires. Good organizer and director.

**CHALCHALORES**  
(Recorded). Formed by Juan Carlos Saravia, Ernesto Calzada, Ricardo Federico Devalles and Victor Jose Zumbergo. Their large folk group in Argentina. Have big international appeal, having performed in many European countries. Also made a big South American trip. Appeared in special programs on BBC and Italian TV. Biggest hit: “El Atlante Yo”, “Llorone”, “Zamba de Vargas,” “La Cadena de la Luna.” Their premiere in Buenos Aires took place in 1953.

**LOS CHAPANEOS**  
(Recording). Vocal group, currently operating in Argentina. Made its debut in 1952. Members: Nino del Pino, Pedro Pablo Gatica, Roberto Cesar Gatica and Jose Del Pino. Was formed in 1959. In 1960 performed in Portugal, Spain and France, and was a very big hit. Also performed in CCM, Peru, and in Uruguay.

**JUAN D’ARIENZO**  
(IEA). Important tango orchestra director. Born in Buenos Aires. Was director of the “Aires of Radio Chile” and the “Radio Chile Theatre”. It was a successor to the “Aires of Roberto D’Arienzo”. This is considered a new face in the tango movement.

**DAN Y**  

**LUIS ESCARDO**  
(IEA). Big band of the Salta, Uruguay in 1957. He is a lover of music and director. Plays the best of the best. Big hit: “Chico le la Pollera.”

**FABIANIA FABIAN**  

**OSVALDO FRESEDO**  

**FABIAN MENDEZ**  

**OSVALDO PEA**  

**CARLOS GARCIA**  

**ARTURO GATICA**  

**RAFAEL HIDALGO**  
(Columbia). At the age of 16 he was very big in the Salta, Uruguay in 1957. Started in the Pop groups, professional at clubs and dance parties. Inked by Columbia in 1960. Biggest hit: “El Momaron.”

**LOS JUVENILES**  

**HORACIO MAC’S**  
(Columbia). One of Argentina’s greatest guitar player, considered a hit: “Don Nobody.” In 1953. Started playing the guitar with Disc Jockey, with Renato Marchini. Artistic co-director of Disc Jockey, with Carlos Garcia.

**MAC KE MAC’S**  
(IEA). Vocal group, formed by the disc jockey Mac Ke Mac. They recorded a big hit, “Tell Me.” Considered a hit: “El Tatu.”

**AMARNO PONZI**  
(Columbia). Tango orchestra director. In 1954 started his own act. Has been around the South American countries for a long time. Known all over the world because of his voice. Big hit: “El Tatu.” His specialty:“The Tatu.”

**ROCKY PONTONI**  
(IEA): Born on June 25, 1939. Member of a family of singers and musicians. Born in Argentina. Has recorded several LPs, including “LA ENCUENTRO.”

**ANTONIO PRIETO**  

**LAURA REGAL**  
(IEA): Another of his specialties: “The Tatu.”

**PEPE ALONSO**  

**ESMERALDA ROY**  

**LOS SANTOS**  

**SIRO SAN ROMAN**  

**JOHNNY TECEDOS**  

**TONI VILAR**  
(Columbia). Born in 1953. At the age of 17, he was very big in the Salta, Uruguay in 1957. Considered a hit: “El Tatu.”

**ANTONIO TORO**  
(IEA). One of the biggest stars in Argentina. Died October 18, 1953. Considered a hit: “El Tatu.”

**RAUL VERDIL**  
(Columbia). Born on Oct. 24, 1925. Started singing with the orchestra and music of Caba. Is working on radio and TV, and will go to Central America.

**MARIEL VILLAR**  

**LOS WAWANCO**  

**ROBERTO YANEZ**  

**RICARDO YARKE**  

**ARMANDO AMORES**  
(IEA). One of Argentina’s biggest hits. Died October 18, 1953. Considered a hit: “El Tatu.”

**DISC JOCKEY RECORDS**

**DAN Jockey Records and its internationally known artists congratulations all our friends and wish them the best for 1962.”

Pedro Goyena 72, Buenos Aires, Argentina

**LARK KORN PUBLISHERS S.R.L.**

Cap $2,000,000.

Best wishes for next year to our friends all over the world

Moreno 2034 — Buenos Aires — Rep. Argentina

**50 — Part II — International Section**

CASH Box December 30, 1961
BRAZIL'S BEST SELLERS THIS WEEK

SAO PAULO

1. "Fica Comigo Esta Noite"—Nelson Gonçalves—(RCA)
2. "Tenho Cine Mate"—Orlando Dias—(Odeon)
3. "Rotula"—Carlos Galhardo—(Chantecler)
4. "Por Beija—Carlos Barreto—(RCA)
5. "Dolores"—Anisio Silva—(Odeon)
6. "O Beijo—Claudio de Barros—(Chantecler)
7. "Egumismo—Benedetto Grande—(DECCA)
8. "Moiando Cafe—Pol—(Chantecler)
9. "Ecoroncillo—Francisco Ego—(Odeon)
10. "Nao Sei Explicar—Morgan—(Copacabana—(Vitale)

Brazilian Music

SAO PAULO'S Top Ten LP's

1. "Different—Billy Butterfield & Ray Conniff—(RCA)
2. "Love—Ray Conniff—(RCA)
3. "Recordando Canival—Luis Bordon—(Chantecler)
4. "Os Grandes sucessos de Billy Vaughn—Billy Vaughn—(Dot—(RCA)
5. "Metal Em Brasa 1—Henry Jerome—(Decca)

Rio De Janeiro's Top Ten LP's

1. "Different—Billy Butterfield & Ray Conniff—(RCA)
2. "Love—Ray Conniff—(RCA)
3. "Recordando Canival—Luis Bordon—(Chantecler)
4. "Os Grandes sucessos de Billy Vaughn—Billy Vaughn—(Dot—(RCA)
5. "Metal Em Brasa 1—Henry Jerome—(Decca)
6. "Ed Lincoln, Seu Piano E Seu Orgao Espanatual—(Ed Lincoln—(MUSIDISC)
8. "Metal Em Brasa 2—Henry Jerome—(Decca)
10. "Metal Em Brasa 2—Henry Jerome—(Decca)

Brazilian Music

BRAZIL’S BEST SELLERS THE PAST TWELVE MONTHS

PAZ-E-FME RIR—(Meda Risa)—EDITH VEIGA—(CHANTECLER)
RAT MASTEBSON—HARLEY CHAMBERLAIN—(RCA)
TOM HENDRESON—(PATHE)
AS FOLHAS VERDES DO VERAO—(The Green Leaves Of Summer)
Wilma Bentivegna
FLO DO MEU BAIRRO—Nelson Gonçaluves—(RCA)
A NOVA—Angela Maria—(CONTINENTAL)
AMANDA—Natalia—(PATHE)
TEU DESPRES—Claudio de Barros—(CHANTECLER)
WHEELS—Billy Vaughn—(RCA)
CORACAO DE LUTO—(Tevenins—BARTANEO)
FEEDOA ME PEO BEM QUE TE QUERO—(Odeon)
NAO SAREMOS—José de la Silva—(CHANTECLER)
POEMA DE ADES—Milton—(RCA)
CORNINA—CORINHA—(CONTINENTAL)
ORCHUL—Carlos Galhardo—(RCA)
EGOSIMO—(Vierga—(RCA)
QUEIXAS—Nelson Goncalves—(Decca)
MOLENDO CAFE—(LONDON)
RUNWAY—Del Shannon—(LONDON)
BLUE MOON—The Tango—(Odeon)
S MUSIC—Ray Conniff—(COLUMBIA)
MULATA NO. 1—Sao Paulo—(DECCA)
S LOVE—Ray Conniff—(COLUMBIA)
MULATA ACU—Jose Vasconcellos—(Odeon)
S DIFFERENT—(COLUMBIA)
NEU ULTIMO TANGO—Sarita Montiel—(HISPAPA—VOKX—FERTAMA)
CHANDA—(RCA)
VILHIA VAUGHN NO CINEMA—Billy Vaughn—(RGE)
METAIS EM BRASA NO. 2—Henry Jerome—(DECCA)
ED LINCOLN—Seu Piano E Seu Orgao Espetacular—(Ed Lincoln—(MUSIDISC)
MY LOVE FOR YOU—John Mathis—(COLUMBIA)
ORANGE BLOSSOM SPECIAL—Billy Vaughn—(RGE)
POEMA DE ADES—Milton—(RCA)
SUCESSO E SAMBA NO. 1—(POL-PIA)
CAN CAN—Movie Soundtrack—(CAPITOL)
PAIL ANKA SINGS PAUL ANKA—(POLYDOR)
METAIS EM BRASA NO. 3—Henry Jerome—(DECCA)
QUEIXAS—Nelson Goncalves—(RCA)
LITTLE OF FRU—Frank Sinatra—(CAPITOL)
MILHIANO Samba—Milton—(RGE)
METAIS EM BRASA NO. 2—Henry Jerome—(DECCA)
MUSICA—Ray Conniff—(COLUMBIA)
PARA ENAMORADOS—Carlos Mathis, Brother Four and Percy Faith—(RGE)
BILLY VAUGHN NO CINEMA—Billy Vaughn—(RGE)
MEU APATENTADO—Jocelino—Billy Vaughn—(RGE)
LSS CONCERT NO. 2—Ray Conniff—(COLUMBIA)
A MEUS FANS—Paul Anka—(POLYDOR)
LSS CONCERT NO. 3—(POLYDOR)
BRIAN HYLAND—Brian Hyland—(RGE)
TIMO COUPLE—Jubal—(COLUMBIA)
O MATADORE—Tri Fricakat—(ODEON)
METAIS EM BRASA NO. 2—Henry Jerome—(DECCA)
MOENDO CAFE—Pol—(CHANTECLER)
LA PAOLAMA—Billy Vaughn—(RGE)
POLEGRAS DA HA-SONG—(RGE)
MEU ULTIMO TANGO—Sarita Montiel—(HISPAPA—VOKX—FERTAMA)
PERDAA-ME PEO BEM QUE TE QUERO—Orlando Dias—(Odeon)
BLANCA DISTEL NO. 1—Samah Ditsel—(PHILIPS)
NINGUEM E DE NINGUEM—Agostinho dos Santos—(RCA)
DRINK NO RIO DE JANEIRO—Djalma Ferreira—(DRINK)

BRAZILIAN MUSIC

ANGELA MARIA

The youngest sister among ten, ANGELA MARIA, real name Albinia Marotl, was born in Maracana, Rio de Janeiro. She was born in 1931. At the age of seven, she made her debut at the Copacabana Palace, in 1939. She has been a star ever since, and her records have sold millions of copies throughout the world.

Nelson Gonçalves

Born in the State of Rio Grande do Sul, southern Brazil, Nelson Gonçalves, before entering show business, became a boxing champion in the lightweight category. He is, under the stage name of "Militinho," one of the most popular singers in Brazil. He has released many hit records, including "Em Espetacular," "Tenho Cine Mate," "Por Beija," and "Rotula." His career took off in 1953, and he has been a regular at RCA VICTOR ever since.

Cauby Peixoto

One of the favorites of teenagers, CAUBY PEIXOTO belongs to a family of musicians. Two brothers, Manual and Álvaro, play piano and guitar, respectively. Cauby was born in Niterói, capital of the State of Rio de Janeiro, on February 10, 1932. He was born in Niterói, capital of the State of Rio de Janeiro, on February 10, 1932. In 1960, he released his first record on RCA VICTOR.

Carlos Galhardo

Carlos Galhardo is a veteran singer. He started his career in 1939, and since then, he has released many hit records, including "Orgulho," "Novia," and "Lumia." His career took off in 1953, and he has been a regular at RCA VICTOR ever since.

Nubya Lafayette

Born in Rio Grande do Norte, Brazil, Nubya Lafayette began her career in 1952. She released her first record on RCA VICTOR in 1958. She has released many hit records, including "Naua Nova," and " Nine Nova." Her records have sold millions of copies throughout the world.

Carlos Gonzaga

Carlos Gonzaga is a famous Brazilian singer. He started his career in 1939, and since then, he has released many hit records, including "Orgulho," "Novia," and "Lumia." His career took off in 1953, and he has been a regular at RCA VICTOR ever since.

Ronnie Cord

Son of the composer, arranger, and maestro Herval Cord, RONNIE CORD, is a contract artist, as a singer, with Rado Escobar. Returning to Rio de Janeiro a few weeks later, became quite popular among the teenagers and ever since, has done very well. Visited the United States, where recorded a few songs with the Paul Winter Orchestra, and is now touring TADOMAERICA, later for COLUMBIA and new songs to RCA VICTOR.

Cash Box—December 30, 1961

LA NOVIA—BRIGITTE BARDOT

FROM FERMAITA TO OUR FRIENDS ALL OVER THE WORLD

EDICIONES INTERNACIONALES FERMAITA-SAN MARTIN-650-8, AIRES-5-032-1222-S-0471-003

LA NOVIA

THE MOTOR DE BRASIL LTDA—AVENIDA—PIRACANA—1122 S. PAUL—BRASIL
MEXICO

First of all, Cash Box in Mexico would like to wish a Merry Christmas and a very Happy New Year to all. Since December 16, there's been a week of celebrations called “Las Posadas.” So, every night, folks have various parties. It's traditional that in each “posada” the people break one or several “pitas,” a hanging pot filled with candies, fruit, etc. The decoration of the homes or entertainment places where people celebrate the “posada” is colorful and typically Mexican. The origin of the “Posadas” is religious and people sing “jétánas” to ask the Christmas and the birth of Jesus Christ. After the “jétánas,” there's dancing to all kinds of rhythms. Skyrockets are very popular in these “posadas,” too.

With the celebration of the posadas, singers, groups, orchestras and all kind of performances perform in different cities of the country, including the orchestras of Toni Gari, Alfredo Urbain and El Chato Urbain. Gari is planning to build a floating night club in Acapulco and the construction will start immediately.

After his performances in South America and his show at the Puerto Rico New York Theater, the young Mexican singer of the “New Wave,” Enrique Guzmán, back in Mexico City. He was welcomed at the airport by thousands of his fans. Now he will rest for a while and, after that, begin a new TV series and very probably, new tours of the U.S. his last LP at Columbia Records is selling very well and one of its songs, “Mangos,” occupied a solid place on the Mexican charts.

At the same time that Martha Rangel finished her artistic career because of her marriage to Columbia AER man, Eduardo Ohegun, her younger sister Titina Romay began her new musical career on the Columbia label singing the songs “Quiero Ser Cólica (I Want To Be Comedic)” and “Música, Música, Música (Music, Music, Music),” with Chuck Anderson’s orchestra. Last real name of Martha and Titina is Rodriguez.

The Palace of Fine Arts presented conductor Igor Stravinsky with National Symphony Orchestra playing Stravinsky’s ballet composition “The Kiss of The Fairy” with the ballet of Robert Craft. Dec. 20 and 22, performances were to full houses.

While the Carreon Brothers and Fabricio are performing at the Lirico Theater, Olga Guilhot, Evangelina Elizondo, Lilia Guizar and Letty Sissonc are performing at the Blanquita’s Theater. The Carreon brothers were celebrated “Stars Of The Month” by Noticias Musicales magazine. Their last record was the version of “Qué Tal May-Lou” on Dinor.

Luis Vivi Hernández, lead voice of The Crazy Boys, went to New York to spend a vacation and, at the same time, to buy new equipment for his rock ‘n roll group, Gatica.

Popular vocal group, Los Ruffino, returned to the Mexican capital, after successful performances in Lima, Peru, including a marathon for the children of Lima.

The Raul Astor TV show is getting more popular each day, because the variety he gives to each program and his guests, Pedro Armendáriz, María Felix, Katya Rosarier, etc. In his last show, he presented Carmela Rey, Julio Alemán and Los Pao.

“Sweets For My Sweet” has been translated into the Spanish language and has been recorded in three different versions: Loud Jets (Columbia), Mamolo Muñoz (Musart) and Jokers (RCA).

Tony Aguilar, popular singer and actor, will perform next year on a spectacular TV show. This will be one of the most expensive programs of 1962.

Well known singer Adrian Galardo, who for several years performed in the best night clubs of the United States, changed his folk style to rock 'n roll, and formed a group named the Happy Kings and recorded for RCA the Elvis Presley hit, “Blue Hawaii.”

Cesar Costa, finished his second LP for Orfeon Records and right now is studying the script of a new picture. He also has several contracts to perform in foreign countries.

Lacho Gatica, for several years exclusive of Odeon Records, will sign a new contract now with Musart Records, the label which represents Odeon in Mexico. RCA Camden, RCA’s low-priced label, will soon be available here.

MEXICO’s Best Sellers

| 1. Poopolito—Los Teen Tops (Columbia) (EMMI) | 52. Part II—International Section |
| 2. Cero Estar Soñando—Los Hermanos Carreño (Dinor) | 53. Mucho Corazon—Amarilis Mendez (RCA) (PHAM) |
| 3. Elobia—Carlos Campos (Musart) (PHAM) | 54. Polvora—Los Locos del Ritmo (Orfeon) (PHAM) |
| 4. Honestita—Los Sleepers (Algeria) | 55. Noches Y Dias Perdidos—Los Rogers (Dinor) |
| 5. For Un Pañado De Oro—Sonora Santanera (Columbia) | 56. Mi Tinto Amor—Connie Francis (MGM) |

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**Cash Box—December 30, 1961**
BENELUX—1961

As we reported in Cash Box' 19th Anniversary Issue (August 8, 1961) the market in Benelux is ruled by teen stars. Most successful team in Benelux show business for the past twelve months was The Blue Diamonds, two Indonesian born singing brothers, they regularly hit the Dutch and Belgian charts, and their "Ramona" debut became such a seller that the duo got a platinum record for it. More than 250,000 copies of "Ramona" have been sold.

The public here is also interested in stars, singing in their own language. That's the reason why Ria Valk was on the Best Sellers for many months with her catchy cowboy-song "Hoe Je Echt Nog Van Mij Rocking Billy." According to official sources on Fontana Records, received a gold record for "Rocking Billy." Other gold records were "Pingu Ping" (for "Sieux Sieux; label: Tivoli"), De Wilmaart ("Barcelona"; label: Fontana) and Johnny Hoes (for "Och Was Ik Mij"; label: Philips).

In spite of the fact that famous foreign artists ask too much money to perform in Holland and Belgium, several top stars from abroad visited Benelux in 1961. Among them were attractions such as Sonny Bono, Peter Kraus, Heidi Brühl and Rex (both from Germany), Siw Malmkvist (from Sweden) Svend Asmussen & Ulrik Neumann (from Denmark), Gilbert Becaud and Charles Aznavour (from France), Caterina Valente (from Switzerland), Chere Laine and The Allison's (from England).

About jazz concerts, the slump is over. Thousands of people welcomed The Modern Jazz Quartet, The Dave Brubeck Quartet and the groups of John Coltrane and Dizzy Gillespie, which filled the Dutch concert halls during the last months of this year.

The two commercial radio stations, which are very popular in Belgium, are Radio Luxemburg (208 m) and Radio Veronica (192 m). Of course, the record companies make good use of the fact that teenagers are true listeners to both of the commercial radio stations. It's remarkable that a lot of our national or local artists become of international stature. Many of them have a big success with translations of international tophits and also instrumental talent crossed the borders with success. The Dutch Swing College Band made impressive trips to Germany, England and the band even played a series of concerts in South America.

Since the prices of records in Belgium and Holland are—compared with those in the U.S.—much higher (for a single one pays here $1 and for a LP, $5), it is the single that is the best sold type of record in Benelux. There was a rather weak market in the beginning of the year, but in the course of 1961 the situation became better and better so that we can say that this year has been closed with good results and that everybody is more than content. A new name in Benelux record business in 1961 was Delta Records. This young company, owned by Mr. Dijkstra and Mr. Hans Keb- lerman, is settled in Amsterdam and created a big hit with "De Sneeuwvloed", sung by Johnnie Me. A very important deal of the Benelux record business was made between Arteson and Reprise Records this fall. Pete Felleman Jr. has been appointed general manager for the label. The distribution of Reprise in Benelux will be handled by Scoclid, Brussels.

During the year, manufacturers came up with some bright and original ideas resulting in several interesting releases including Bovema's "Musikale Minstrelen" and Phonomus' "Surprise Series," "Jazz Festival Series" and "Jazz Gallery.

In connection with the unfair competition in Belgian record business, which low-priced battle started two years ago, when a cheese manufacturer offered his customers 45's at a very cheap price, the government will postpone a low so that fixed prices are enforced in the near future. All in all we can say that 1961 was a good year for Benelux music business and every one in this area has high expectations of 1962.

BELGIUM BEST SELLERS 1961—Walloon

3. Baby Sittin' Boogie (Buz Clifford/Philips) (Chappell/Paris).
4. Ramona (Blue Diamonds/Decal) (Francis-Day/Brussels).
5. Are You Lonesome Tonight (Elvis Presley/RCA) (Francis-Day/Brussels).
8. King Was (Cousin's Palette) (World Music/Brussels).
11. Wooden Heart (Elvis Presley/RCA) (Belinda/Brussels).
13. Blue Moon (Marcel's Colpi) (Francis-Day/Brussels).
16. 24,000 Kisses (Adriana Celentano/Pop, Dalida/Barclay, Johnny Holiday/Vogue) (Ed. Cada/Moucron).
17. Les Millians d'Aurélie (Francis Lincir/Recor) (Ed. Baoul Breton/Brussels).
18. Jungle Drum (Clyde Ochi/Harrar).

THE BLUE DIAMONDS selling over 3,000,000 singles in one year from New York to Tokyo and from Stockholm to Singapore and Holland's biggest and most dynamic record-selling organization

N. V. PHONOGRAM representing the PHILIPS, DECCA and LONDON phonographic interests in the Netherlands.

* N.V. Phonogram—170-172 Singel P.O. Box 638—Cable: Phonogram Amsterdam—Holland

Cash Box—December 30, 1961
HOLLAND — Impresarios, Booking Agents, Mgrs.

Charles Aerts, Stand隠an 59, Amsterdam, phone: 732235 (music hall).


M. Cerni, Schmidasdreef 640, Rotterdam, phone: 124928 (music hall).


N. V. Het Concertbureau, Koninginnegang 154, Amsterdam, phone: 796104 (classical concerts).

Favor, Fr. Bernardam 13, Rotterdam, phone: 183232 (music hall).

Deon Huygenk, Staalmeester 15, Rotterdam, phone: 41649 (music hall).


International Concertbesturen Ernst Kraus, Sarphatipark 79, Amsterdam, phone: 721472 (classical concerts, ballet). 

Internationaal Concertbesturen, Leidsestraat 56, Amsterdam, phone: 67248-34202 (classical concerts).

International Theater Produktions, Weteringschans 103, Amsterdam, phone: 38177, and-

Amst. 120-123, Amsterdam, phone: 35263 (big music hall attractions, ballet, etc.).

Anno J. Klein, J. van Oldenbarneveltlaan 85, Amsterdam, phone: 557148 (music hall).


Jean Mikkene, Hamsestraat 27, Amsterdam, phone: 722505 (music hall).

Nedersola Impresariaat, Jac. Oostnootstraat 51, Amsterdam, phone: 717791 (classical concerts).


Leu van Rees, Westpolder 6, Amsterdam, phone: 52775 (jazz concerts, nightclub bookings, music hall).

J. Saks, Cuninboom 77, Amsterdam, phone: 794268 (big music hall attractions).

Charles René, "s-Gravendijk 496, Rotterdam, phone: 51508 (music hall).

Theaterprodukties D. van Gelder, Hamraagoud 316, Amsterdam, phone: 503222 (music hall).

BELGIUM — The Cousins (PALETTE) Four boy-friends discovered at the club "Les Amis" in Brussels, their first record here was "Kitty Watch," and reached the charts immediately. Their first record number one in the Top Ten for several weeks. Today, they are the most popular Belgian group in Brussels. They are also on the road throughout the country. They have received a Gold Record for this disc, their current hit is "Ding Dong." They are a most promising group.

The Cousins appeared on TV and Radio in Berlin, Holland, Switzerland, Sweden, Germany and Italy (Cattorivo Valdes Show). An EP is just out: "We Love You," a record of the International song contest in Koweke (Belgium), where they won the first prize for the first time. They sold more than hundred thousand copies and they are very popular in Belgium. The Cousins are also a group of the most promising groups in that country.

The TRAMPS (FONATA) Five boys from Antwerp, who got undoubtedly their first for Rock and Roll and underneath the notion of their favorite town. These young boys' first record "Manhattan" was a big world hit and this record will soon be cut in America. It is possible in a short period from now to make a new record. Now no more than half a million copies of their first disc traded in those countries. Their latest disc is "Maurits," and they have also touched America and you will hear of this release shortly.

The JOKERS (PHILIPS) One of the most popular rock-ambience of Belgium, met on the stage of a small house in western Belgium. Their first record was a huge success and it was "Ramona." Their disc is the composition of six boys of a very famous "Coque-Maillot" and seven years old. This disc have sold more than half a million copies in Belgium, and they are very popular in Belgium. They have also appeared on radio and television, and they are also very popular with the young girls.

The BLUE DIAMONDS (DECCA) Brothers Budell (20) and Rien (18) de Wolf came to Holland from Indonesia in 1949. Started with Dutch bands, became a popular band in Belgium. Their first record was "Bobby's Child," and their current hit is "Bobby's Child." They are a most popular group.

DE WILMAR’S (FONATA) Marten van Reeves (35) and Wim Boendaal (27) are two of the most popular Belgian groups. They are a very successful group and they have met a lot of success with their records. Marten van Reeves (of "Oh We Wok Moos") also made a very good record on the international market.

DIE REGENPFREGER (PHILIPS) Scouted by the former Dutch talent scout-Joel van der Steen, these Whistlers in the race pass most of their career in Germany, as they are originally from a Dutch province: Limburg, which is a stop on the road to Amsterdam, they were visited by a Dutch talent scout and he was very easy for them to establish themselves in that market. After a short period of time, they made their first record and they sold nearly a million. Their first hit was "Lotta," followed by "Alter Geiger" (Old Violinist), "Der Tango" (The Red Flag) (which is still on the Philips best seller list) and a most promising new release "Kabiby Baby," which speaks for itself.

RIVA VALK (FONTANA) Wan is a talented pianist in 1958, when she was 17 years old. Her first disc was "A Little bit" and in a short period of time, it was a gold when a Dutch Eliza Dewis was selected. Her second disc was "A Little bit," and it was a big world hit. She appeared in cabaret concerts. Very popular with Dutch audiences. Father is her manager. Engaged to Harmon de keuzeur. Recently made first Al- bums "El Bambino Grande," and first recordings in Germany. Some of her songs are written by herself; her second album is "They way we were," and the newly released international song contest in Koweke (Belgium), where she won the first prize.

JOHNNY HOES (PHILIPS) Singer, composer, lyric writer, music publisher, hollander scat and preameter. Born in 1937 in Rotterdam. New box has own publishing firm in Worm (south of the Netherlands) for essays and music publishing. A very young writer, but still a very successful writer. Of his own recordings, "Oh We Wok Moos" was released everywhere. His second disc was "We Love You" and it was a very popular hit in southern part of Holland, but became a nationwide hit in Dutch version by Johnny Heus. Also made a German version. Cattorivo Valdes recorded the song as "Ich Woch Mi Moch" ("I Want to Moch), more than 500,000 copies were sold and was presented with a platinum record with his own picture on it. Also released it in English as "O Maru," and also as "Amsterdam.

HOLLAND — MERRY CHRISTMAS and a HAPPY NEW YEAR N. V. DURECO Beursstraat 21 — Amsterdam Holland representing:

BARCLAY—METRONOME—OMEGA —CID—JOLLY—HER—AZI—

SAGA—PRESTIGE PACIFIC JAZZ—WORLD PACIFIC

SEASONS GREETINGS and grateful thanks to my fellow Publishers all over the world for their goodwill & confidence in the past year ... and assuring them of my continued cooperation in 1962

W. B. VAN VUGHT EDITIONS ALTONA LEIDESTRAAT 18 AMSTERDAM, HOLLAND

Belgium — The Cousins (palette)

Belgium — The Tramps (Fontana)

Belgium — The Jokers (Philips)

Belgium — The Blue Diamonds (Decca)

Belgium — De Wilmars (Fontana)

Most Successful Belgian Music Publishers Flemish

1. Editions Brux / Spokane Music, Brussels: wheels (number 11) 2. Dance On Little Girl (number 1)

Most Successful Belgian Music Publishers Walloon

1. Francis-De, Brussels: Ramona (number 4) 2. Are You Lonesome Tonight (number 3)

DE RIAVA (FONTANA) Wan is a talented pianist in 1958, when she was 17 years old. Her first disc was "A Little bit" and in a short period of time, it was a gold when a Dutch Eliza Dewis was selected. Her second disc was "A Little bit," and it was a big world hit. She appeared in cabaret concerts. Very popular with Dutch audiences. Father is her manager. Engaged to Harmon de keuzeur. Recently made first Al- bums "El Bambino Grande," and first recordings in Germany. Some of her songs are written by herself; her second album is "They way we were," and the newly released international song contest in Koweke (Belgium), where she won the first prize.

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The CHAKHAS (RCA) This group made their first recording on April 10th, 1960, and was discovered by Jon van der Steen, engineer of RCA Belgium. First record was "Een oorlog," which was released all over the world. At present time they are a star-orchestra in Belgium as well as in Veneza, Japan, Cuba and all over the world. They have sold their discs in all countries, from Sweden to Greece.

The most active, independent record-company with all their friends and business-associates all over the world a MERRY CHRISTMAS and a HAPPY NEW YEAR.
Most Successful Holland Music Publishers

1. Editions Altona, Amsterdam: Wheels (number 2)
   - Non Je Ne Regrette Rien (number 4)
   - Are You Sure (number 7)
   - Brigitte Bardot (number 8)
   - Rocking Billy (number 11)

2. Bellinda, Amsterdam: Wooden Heart (number 5)
   - Save The Last Dance For Me (number 6)
   - I'm Gonna Knock On Your Door (number 12)
   - Surrender (number 14)

3. Les Ed. Int. Bosart, Amsterdam: Hello Mary Lou (number 1)
   - Les Enfants Du Piere (number 16)

4. Benelux Music, Weert: Hoch Was Ik Maar (number 3)
   - Uitgeverij P pentegen, Maa ritemap: Succu Succu (number 9)
   - Francis-Day, Amsterdam: Raminata (number 10)

-HOLLAND’S BEST SELLERS – 1961-

3. Och Was Ik Maar (Johnny Hoes/Phillips) (Benelux Music/Weert).
5. Wooden Heart (Elvis Presley/RCA) (Bellinda/Amsterdam).
6. Save The Last Dance For Me (The Drifters/London) (Bellinda/Amsterdam).
8. Brigitte Bardot (Jorge Velgo/Barclay, Emeralds/CNR, Digna Garcia/Palette, Butterfly/Talke/Philips) (Pey Plum Publications/Brussels; sole agency: Editions Altona/Amsterdam).
9. Succu Succu (Ping Pong/Tivoli) (Uitgeverij Pentingen/Heemmeld).
10. Raminana (Blue Diamonds/Decel) (Francis-Day/Amsterdam).
11. Rocking Billy (Ria Valk/Fontana) (Editions Altona/Amsterdam).
12. I'm Gonna Knock On Your Door (Eddie Hodges/Cadence) (Bellinda/Amsterdam).
14. Surrender (Elvis Presley/RCA) (Bellinda/Amsterdam).
15. It's Now Or Never (Elvis Presley/RCA) (Ed. Bideri/Naples).

ARGENTINE BOOKING AGENTS

Agencia Artistica Argentina

Bardo, Julia
Baruel, Leonardo
Barrios, Jose M.
Campos, Jose A.
Curi
Dis Jockey SRL
Filimon, Don
Fias
Feldbaum, Jack
Genovese
R.A.V.
Rubinstein, Oscar
Sanchez, Miguel

Callao 488-2/19
Montevideo 531
Guido 1982, 3° B
Cangallo 1571
Lavalle 774,4° 12
Resurrection 3123
Av. Roque S. Peña 825, 6°-605
Pedro Goyena 72
Juncal 2555
Corrientes 758
Montevideo 1859
R. Peña 438
Lavalle 1546, 6°
Callao 420
Independencia 761

Tel.: 457957
354600
444343
452603
503552
455107
929000
809000
451591
445277
445262
332737
333796

BRAZIL – THE LAST TWELVE MONTHS

This year's activities in show business were very important. We received here a lot of great international artists, who were well received by Brazilian audiences, always willing to meet—as it happens all over the world—their favorite singers, actors, musicians, etc.

Two great radio and TV organizations were responsible for bringing these famous performers: Emisoras Unidas, TV 7 Record, in Sao Paulo, and TV 15, in Río de Janeiro, and Radios Record, Sao Paulo and Panamericana, and Emisoras Asociadas, with a TV network all over Brazil and a radio system with dozens of broadcasting stations. Emisoras Unidas brought this year the following attractions: Maureen Cannon, Lonnie Smith, Buddy Rich, Morgana King, Tamara Toumanova, Sacha Distel, Ray Anthony, Caterina Valente, Tony Bennett, Frank Avalon, Sammy Davis Junior, Domencio Magno, Dinny Gillespie, Brenda Lee, Harold Nicholas, Eri Chiemi, Benny Goodman and Gene (Bat Masterson) Barry. And more: The American Ice Show Revue, Holiday in Japan and Music Hall Das Americas.

Emisoras Asociadas was responsible for bringing these other artists: Eartha Kitt, Anna Ahrony, Della Reese, The Festival of San Remo of 1961, Jazz Festival of America, Nancy Wilson, Julie London, Claudio Villa, Vic Damone, Aurore Fierro, Luciano Tujolli, Anita Bryant, Dorothy Danbridge and Marisol.
1961 Coin Machine Review

A Year-End Review Of Industry Events, Problems and Opinions

'61 Begins With A Familiar Sound

The year 1961 began with a familiar note. Newspapers across the nation carried a story stating that a Justice Department intended to strengthen enforcement of the anti-slate act with inclusion of "certain types of pinball machines." The news immediately set off resentment in the industry which ran from outright indignation to thought out programs outlining the value of the pingame industry to the nation, the employment problem, and the export market.

By the year's end, nothing had come of the department's decision but the threat was still present. Cardeen, the giant of the industry expanded operations in Europe and at the same time bought routes composed of all types of equipment in the USA. Operators were looking to vending machines, especially cigarettes, as a means of supplementing present income. The vending machine firms were merging and growing larger—many on a vertical plane.

Distributors around the nation decried the idea that perhaps an indirect approach to increasing sales was what was needed and this set off programs in wholesale showrooms which preached such subjects as accounting and credit instead of prices and machines. Operators were asked to act like businessmen and conduct operations within the confines of accepted business practices. Finance, promotion and law were among the topics discussed after hours in distrib show rooms across the country.

Rock in roll was still getting its share of play on juke boxes. More and more operators were spending more time with programming—and the 35 singles found their way onto more machines. With the advent of the 32 rpm single and the machine to play it, more LP selections were becoming available. H. A. Frueh, down in Texas, announced that a spoken word comedy LP was breaking records in juke locations in Dallas.

London was the site of the Amusement Trades Exhibition on any day that a record crowd saw more coin-operated equipment in one place than they had ever seen before. The presence of fruit machines was still the major factor but this was to fade as the year passed by. Saturational had been reached almost before the year was half over and the export of fruit machines from the USA was to dwindle.

With fruits playing such an important part of the industry activity in England, it was a matter of time before legislation reacted into a head and announced that a tightening would take place.

Congressman Coller continued his year-round program of fighting the 1960 copyright act which protects the juke box operator from paying royalties on records played on machines. At the close of the year the bill had been shelved but the defense was already preparing for another fight next year.

Damaging Headlines, Location Contracts and A Small Business Start

Sandy Moore, probably the best known coin machine figure in the business as far as bad publicity is concerned, got himself and his cohorts arrested on a fraud charge which led to a trial and a shower of guilty convictions of the National Bankruptcy Act which in turn set the stage for the licensing of an attempted bribery charge involving a Federal Judge, a racketeer, a doctor, and the Sheriff of Los Angeles. The attempted fix was brought to light in December and the wheels of justice were still turning as the year ended.

As American ops fought the Coller bill, British ops were doing their best to get a reduction in the royalty fee they pay, but only increases were scheduled for the 16,000 British jukes.

The incidentals of the year had shown a lot of progression in the once-mighty Chicago coin industry. As the year ended the欣 tries seemed to have merged into a counter game called "Skill Cards" and "Migrate." The baby boomers were now taking over the coin machine industry and had spent several thousand dollars in equipment.

Cash Box—December 30, 1961

New York Column Head Enters Out
Location Contracts, Depreciation, Taxes. At MMONY Sponsored Forum

Cantone Explains, Nebraska Ops Fight Location Sales and Conn. Bans Pins

Once Cantone purchased Trimount and then Atlas Music with its eyes on several other major distributing firms in the business, the possibility of Cantone being a major distributor-locator was raised and quickly answered. Cantone was looking to strengthen its distributor position and that in the area were informed that they would have to regard the distributor acquisitions as just that and no more.

Cantone did its best to inform the ops that they would not go into competition with them at the operating level. It was worked out, there were no complaints at the close of the fiscal year.either from the ops or Cantone. More, the distributors that Joystor announced that a Manilla Court ruled license fee for jukes unfair. MMONY continued its battle against the 25% juke box tax. Pin经营者 were banned in Connecticut. And Cash Box called for greater strength through association.

Location sales hit the Nebraska locations. Distributors emphasized school school sessions and expanded classes. Lou Cosella led a 6-city PE drive that was to end in the CMC closing its doors for lack of financial support. But the cry for better public relations continued.

(Continued on following pages)
Warm Wishes for a Merry Christmas and a happy New Year

Cash Box
1961 COIN MACHINE REVIEW

Continued from first page

Pool tables were becoming more and more popular with patrons and with operators. Giant vending machine firms issued year-end statements that dwarfed the like of anything seen from the privately owned coinboxes. And Cash Box claimed that record manufacturers were not paying enough attention to the juke box operators—owners of one-half million machines. Specially released discs were advertised for operators only.

California coinman Matt Nordberg sputtered a plea from the west coast for help after the coinman had suffered illness caused from an accident. The help arrived but Matt passed away several months later, a victim of an undiagnosed ailment.

Business continued at a lower-than-normal level and optimistic reports were issued at all levels of living. The Government had fine things to say about all its reports, but the coin box industry hoped for settlement of major labor disputes. Cash Box took the lead with some concrete examples of optimistic trains in the winding.

Talk of the export market brought news that Japan is stepping high, wide and handsome with crowds at all-night arcades, pop records being in demand for the growing number of juke boxes, and a growing market for coin machines.

MOA Is On
The Brink
Of Disaster

MOA publicity continued as headlines advised of a sell-out on space for the forthcoming Miami convention. The proof of the pudding was in being there however, and Cash Box took a gamble and decided to attend to a more logical operator-as-association relationship after the Miami convention. It was a gang and gave away a press announcement that they attended a convention that was termed a disaster. The year ended with arguments and discussions, but no evidence that ’62 would be a better convention.

France Lifts Ban, Bingo
Demand Increases

France lifted the ban on used machines, South America reared its head and increased imports. Cash Box also the year was proposed once again, this time by a Miami coinman who stated that he had it made. No word of progress though as December 31st approached.

In 1961, Haddock left for Europe and his new post; a French manufacturer visited America and displayed a visual juke box complete with French films on it. The market was fairly active, and the usual turning out bingo machines to a waiting market.

All Beidstein and his Variety Vending Systems merged with Macke Vending, publicly owned vending operations, and the thinking all year long—if you need the money, go to the job, go public and expand. In this case Variety and Macke were termed as an acquisition at an advantageous price. A presidency post and became an important stockholder in the nation's vending firm. Meanwhile, the coin machine assets were assigned to Jim Ginsberg who headed the wholesale coin machine business.

500 coinmen and guests packed New York's Plaza Hotel to honor Irv Holm, Bally, Golden-Oil Honoree. NAMA decided to go international in its convention approach; Iz Edelman sold a machine, submarine a background music system; Canteen separated its various enterprises under the trade AC Automatic Services and the finance, vending, juke box and golf ball changer firms each received its own head man.

Max and Harry Hurvich, those gold dust twins, celebrated their 30th anniversary; Runyon Sales announced it would hold the "far-out" operetta affair in the history of the industry"; Joe Weinberger retired from the business; and Tom Greco discovered he had a touch of diabetes while in Miami.

MOA continued denying that the convention was a flop although no facts were issued to offset the Cash Box blast. Runyon kept its promise and invited the participants to the Hotel Astor, all of whom attended. No sales pitch, no business talk. Just large loads of food and refreshments and hundreds of gifts for everyone. A major model of a coinman who part of a wholesaler to revert to the soft-sell with entertainment and goodwill. The evening ended with nary a word about the price of an AMI photograph. Everything from Miami vacations to free luggage to get you there—but no sales pitch.

Gottlieb Stages PR
Coup Of Year, NY Ops
Enjoy Fresh Air and
Blatt Air Opinion

At mid-year the first six months were marked with the quake, the Cash Box opus entitled the 1961 Directory. Only six months later and yet enough information and events—and opinions are available to almost publish another one. The official guide of the coin machine industry carries on.

Dave Gottlieb opened his $4 million hospital and the Gottlieb family was more overjoyed than they ever had been. The opening of the building was the result of a gigantic donation by the Gottliebs with some assistance from businessmen friends, many of whom were coin machine people. It was in itself one of the relationships between the greatest.

Cash Box's new Vending News section now brought news of people in the automatic merchandising business and the latest news of Continental's hot food vendor; Radd-Melikian's four new soups; and the improved Touring Machines to the vendors. The innovation was a time of wholesome relations between the century.

The trade cried for a 60-40 commission and it happened that it was folding; and Rock-Ola offered a Polana Canteen to the "free" vending promotions. This was the tempo of the time at mid-year.

Continued on page 11

Season's Greetings To All Of Our Customers and Friends!

YEAR-END SPECIALS

MUSIC

AMERICAN MUSIC CORPORATION

CC TV $225.00

Bally Challenge $625.00

Bally Champion $625.00

Bally Chicago $625.00

Bally Florida $625.00

Bally Jumbo $625.00

Bally Jupiter $625.00

Bally Leader $625.00

Bally Rocket $625.00

Bally Strike $625.00

Bally Tournament $625.00

Bally Un Jumbo $625.00

Bally Un Leader $625.00

Bally Un Rocket $625.00

Bally Un Strike $625.00

Bally Un Tournament $625.00

CC Pro $595.00

CC Championship $165.00

Bally Official $450.00

Un Handle $150.00

Bally Super Deluxe $225.00

Bally Un Deluxe $225.00

Bally Un Super Deluxe $225.00

CC Beep Full Tattoo $50.00

CC Pocket Tattoo $50.00

CC Ship Tattoo $50.00

CC Trip Tattoo $50.00

GUNS

Midway Shooting Gallery $345.00

CC State Fair $195.00

CC Pandora $95.00

CC Circus $95.00

CC Sky Raider $195.00

CC Sky Fire $195.00

CC Wild West Tattoo $95.00

CC Rocket Tattoo $95.00

CC Pop Gun Circus $245.00

CC Sky Gunner $245.00

Midway Deluxe Shooting Gallery $395.00

1000, 2000 BALLY CO.

COMPLETE SELECTION OF ALL TYPES OF EQUIPMENT ALWAYS ON HAND, WE ARE FACTORY DISTRIBUTORS FOR ROWE-AMI, CHICAGO COIN, IRVING KAYE, AND VALLEY SALES CO.
Bruno Dragnolli Intros Rock-Ola "Princess" To Italian Market With Flourish

Road Caravan, Recording Stars, Highlight Show

ROCK-OOLA CARAVAN stands by for take-off to the Nuevo Theater where the "Princess" phonograph was greeted by thousands, Bruno Dragnolli sponsored show.

ON STAGE AT THE THEATER an orchestra warms up for the appearance of Connie Francis, Zoe Collins, and a long lineup of recording talent.

CELEBRITIES AT THE FESTIVAL included Don Jaime De Mory and Aragon, above, as visitors view the new Rock-Ola phonograph. Festival was termed tremendous success.

SALSOMAGGIORE, ITALY — When an Italian juke box distributor stages a promotion for a new machine it's a promotion in every sense of the word. And when the phonograph happens to be the Rock-Ola "Princess" model, and the distributor, the well-known Bruno Dragnolli of Italy, then the sky's the limit.

The recent "Princess" promotion in Italy included a caravan of buses carrying people, machines, and stars of the entertainment world, a gala star-studded show in the Nuevo Theater, where the machine was premiered, and accompanying publicity and promotion resulting in a small fortune in notoriety.

Tourists traveling the highways were gifted with miniature Rock-Ola models, streamers were attached to each automobile accepting. Connie Francis, international favorite headed a jam-packed theater line-up of entertainment, and celebrities from the world of entertainment attracted attention to the phonograph. Some of the action was caught on camera and the results appear on this page.

ENGLISH STAR ZOE COLLINS pictured with compact "Princess." Singer was one of many European and American stars present.

Meeting Dates

Jan. 1—Phonograph Merchant’s Association, Cleveland, Ohio
Place: Holleuken Hotel, Cleveland, Ohio (General)
1—Eastern Ohio Phonograph Operators’ Association
Place: 4104 Rush Blvd., Youngstown 12, Ohio (General)
1—California Music Merchants’ Association
Place: 311 Broadway, Oakland, Calif.
2—Harbor Music Operators’ Association
Place: Cook’s Bullpen, Paramount, Calif.
3—AMOA of Pennsylvania
Place: Penn-Harris Hotel, Harrisburg, Pa.
4—California Music Merchants’ Association
Place: Sacramento, Calif.
5—California Music Merchants’ Association
Place: U. S. Grant Hotel, San Diego, Calif.
—NAMA Western Conference
Place: Ambassador Hotel, Los Angeles, Calif.
6-7—South Dakota Phonograph Op’s, Assoc.
Place: Sawnee Hotel, Brookings, S.D.
8—Milwaukee Coin Machine Operators’ Association
Ambassador Hotel, Milwaukee, Wis.
9—California Music Merchants’ Association
Place: Fresno Hotel, Fresno, Calif.
10—California Music Merchants’ Association
Place: Bakersfield Inn, Highway 99, Bakersfield, Calif.
10—Western Massachusetts Music Guild
Place: Chalet Restaurant, West Springfield, Mass.
10—Music Operators’ Society of St. Joseph Valley
Place: Carl Zimmer’s Office. 130 N. Ironwood Dr., Mishawaka, Ind.
11—Berks County Amusement Machine Operators’ Association
Place: Arndt Restaurant, Reading, Pa.
12-13—Music Operators of Virginia
Place: Cavalier Hotel, Virginia Beach, Va.
15—Westchester Operators’ Guild, Inc.
Place: American Legion Hall, 57 Mitchell Pl., White Plains, N.Y.
15—Jefferson Amusement Co.
Place: Sheraton Hotel, Rochester, N.Y.
15—Automatic Equipment and Coin Machine Owners’ Assn., Inc., Indiana
Place: Room 24, 550 Broadway, Gary, Ind.
15—Associated Music Operators of Rochester
Place: Sheraton Hotel, Rochester, N.Y.
16—Music Operators Association
Place: Barclay Hotel, Toronto, Can.
17—Eastern Pennsylvania Amusement Machine Association
Place: General De Kalb Inn, 2519 Street, Norristown, Pa.
17—New York State Operators’ Guild
Place: Washington Hotel, Newburgh, N.Y.
21—Eastern Ohio Phonograph Operators’ Association
Place: 4014 Rush Boulevard, Youngstown 12, Ohio (Executive Board)
21—Phonograph Merchants’ Association, Cleveland, Ohio
Place: Holleuken Hotel, Cleveland, Ohio (Executive Board)
21—Los Angeles Division California Music Merchants’ Assn.
Place: 2932 W. Pico Blvd., Los Angeles, Calif.
28—San Joaquin Music Operators
Place: 1019 N. Center St., Stockton, Calif.
28—Central State Music Guild
Place: 805 Main Street, Peoria, Ill.
ANALYSIS OF THIRD QUARTERLY COIN MACHINE EXPORT REPORT

A Review Of Coin Machine Sales To The World's Markets During July, August and September 1961

GENERAL

Total dollar volume hovered near the $7 million mark once again virtually guaranteeing a record year for '61. With three $7 million quarters under its belt, '61 can now be expected to score a record-breaking dollar volume of near $28 million. The figure is an increase over previous years of about 20%. More than a dozen new countries, in addition to an ever-growing list and exporters happily looked to the additional number of markets taking coin machines of all kinds. The difference between the second and third quarters dollar volume figures represented a $200,000 drop and most of this came in the phonograph category. The drop was registered slightly in Europe but more so in North America, pinpointing the decrease in Canada where $100,000 in phonos amounted to the total in phonograph quarters. The second quarter was admittedly a large one though, and Canada's third quarter figures are still almost double that of the early year business.

Vending overall remained close to previous figures with So. America taking in $245 thousand as a result of Argentina and Uruguay opening the market for vendors and placing some good sized orders. The growth potential seems greatest in the vending area but only because the figures at present are very low. So. America reached a good-sized phone figure for the quarter as well with every Latin country registering good increases over earlier volumes. A healthy market and one which will no doubt receive more and more attention from the US exporters.

Down $200 thousand for the quarter, phones continued to register at around the $3 million mark with an almost guaranteed $15 million on the horizon for the year's work. Not a bad year at all. Because of the drop in imports into Canada, mentioned earlier, all of North America was naturally off. But So. America, land of opportunity and unpredictable dictators, seemed to be coming back into its own, even though several of our leading exporters had been burned. Perhaps better credit exists today. Europe's decrease of $100 thousand was shown most heavily in the West Germany columns. Australia took 21 less machines than previous and New Zealand accounts for $22,434 of the quarter's return to the important ranks took place in the Nansel Islands where the first quarter volume was reached again after a 50% drop during the second period. Lebanon slipped down to virtually nothing for the quarter but expect another increase soon. Some thing happened in Iran that is unaccounted for.

A $35.4 million mark for the quarter almost matched the big business carried on during the first quarter of the year on games. Up almost $200 thousand, amusement machines made their return in four countries who had here and there games during the 1961 period. Canada was down here too with about 300 machines less than earlier quarter. Costa Rica surprised with $16 thousand worth of business during the July-Sept. period. Europe's $1.9 million up from the earlier quarter by $200 thousand and actually equaled the entire increase in games for the quarter as compared with the April-June period.

Main reason for increase was the UK games intake which moved from $237 to $295 thousand. As mentioned, this increase probably represents amusement machine equipment whereas the earlier figures in the millions was made-up primarily of Trilocks. Belgium moved up over the $600 thousand mark for the third time during the West German show a 12 1/2% increase. Italy dropped off quite naturally after scoring a figure during the second quarter that was about four times that of the first. The leveling off of the US market either. A $100 thousand gain is not at all fine for a three month period. Turkey out in half while Austria and Finland drew blanks for the quarter.

VOLUME FOR THE THIRD QUARTER remained at about the same as second but continued to be a good increase over the low stand mark for the third time this year. A $1.4 million figure is nothing to stuff off especially when it shows promise of growing larger. Argentina scored a resounding $227 thousand volume indicating an opening up in the Latin-American area for vendors for manufacturers have already made progress in this area and it appears to be the beginning of something big for the vending industry.

Europe dropped slightly but this was expected. The countries here just aren't ready for the big push in imports when it comes to vendors but when they decide to go ahead watch for figs in the millions. Total for Europe this time was $645 thousand, a good enough start.

Nothing much doing in Asia on vending with only a handful of countries drawing several machines each. Here too, expect Japan and Hong Kong to increase at later dates.

PHONOGRAPH

AMUSEMENT MACHINES

VENDING MACHINES
ROCK-OLA
and its Distributors
wish you...

Seasons
Greetings

ACTIVE AMUSEMENT
MACHINES COMPANY
666 Broad Street
Philadelphia 30, Pennsylvania
and
1142 Capouse Avenue
Scranton 8, Pennsylvania

A. M. A. DISTRIBUTORS, INC.
300 Magazine Street
New Orleans 12, Louisiana

AMUSEMENT DISTRIBUTORS,
INC.
1615 St. Emanuel, Houston, Texas

Mickey ANDERSON
AMUSEMENT CO.
314 East 11th Street, Erie, Penn.

AUTOMATIC GAMES SUPPLY
COMPANY
1934-38 University Avenue
St. Paul 4, Minnesota

TULSA AUTOMATIC MUSIC
COMPANY
1214 West Archer Street
Tulsa 6, Oklahoma

ARIZONA AMUSEMENT &
VENDING CO.
848 North 4th Ave., Tucson, Arizona

BADGER NOVELTY
COMPANY, INC.
2530 N. 39th Street
Milwaukee 10, Wisconsin

BIGNER MUSIC, INC.
2345 Quebec Road
Cincinnati 14, Ohio

BIRD MUSIC
DISTRIBUTORS, INC.
124-126 Poyntz Avenue
Manhattan, Kansas

H. B. BRINCK
625 East Front Street
Butte, Montana

CALDERON DISTRIBUTING
CO., INC.
433 North Alabama Street
Indianapolis, Indiana

CAPITOL MUSIC
DISTRIBUTING CO.
130 East Amite Street
Jackson 1, Mississippi

COIN AUTOMATIC
DISTRIBUTING CO.
241 West Main Street
P. O. Box 364
Johnson City, Tennessee

VICTOR CONTE MUSIC
COMPANY
1001 Lansing Street
Ulica 3, New York

EMPIRE COIN MACHINE
EXCHANGE
1012-14 N. Milwaukee Avenue
Chicago 22, Illinois

EMPIRE COIN MACHINE
EXCHANGE
7143 Puritan Avenue
Detroit 38, Michigan

FABIANO AMUSEMENT
COMPANY
109 Liberty Avenue
Buchanan, Michigan

FLOWER CITY DISTRIBUTING
COMPANY
387-389 Webster Avenue
Rochester 9, New York

FRANCO DISTRIBUTING CO.
INC.
24 North Perry Street
Montgomery 2, Alabama

GENERAL VENDING SALES
CORP.
239-345 W. Biddle Street
Baltimore 1, Maryland

GRECO BROTHERS
AMUSEMENT CO., INC.
1204 Broadway
Albany, New York

GRECO BROTHERS
AMUSEMENT CO., INC.
Main Street—Box G
Glasco, New York

H. Z. VENDING & SALES
CO., INC.
1205 Douglas Street
Omaha 2, Nebraska

HALLGREN DISTRIBUTORS,
INC.
1626 Third Avenue
Moline, Illinois

INTERNATIONAL VENDING
CORP.
1028-A Commonwealth Avenue
Boston 15, Massachusetts

LAKE CITY AMUSEMENT
CO., INC.
4533 Payne Avenue
Cleveland, Ohio

PAUL A. LAYMON, INC.
1409-31 West Pico Blvd.
Los Angeles 15, California

B. D. LAZAR COMPANY
1625 Fifth Avenue
Pittsburgh 19, Pennsylvania

LESTORGEON
DISTRIBUTING CO.
2829 South Boulevard
Charlotte 1, North Carolina

MEL-O-DEE MUSIC, INC.
712 South State Street
Salt Lake City, Utah

MOUNTAIN DISTRIBUTORS
3630 Downing
Denver 5, Colorado

MUSICAL SALES, INC.
2334-36 Olive Street
St. Louis 3, Missouri

PAN AMERICAN SALES
CO., INC.
812 South Presa Street
San Antonio 3, Texas

PATTON MUSIC COMPANY
611 Eye Street, Modesto, California

ROBINSON DISTRIBUTING
COMPANY
321 Edgewood Avenue, S.E.
Atlanta 12, Georgia

TARAN DISTRIBUTING, INC.
3401 N. W. 36th Street
Miami, Florida

TARAN DISTRIBUTING, INC.
90 Riverside Avenue
Jacksonville, Florida

S & H DISTRIBUTING
COMPANY, INC.
1550 Bolinger, Shreveport, Louisiana

S & M DISTRIBUTING
COMPANY, INC.
1074 Union Avenue
Memphis 4, Tennessee

SANDERS DISTRIBUTING
COMPANY
415 Fourth Avenue, South
Nashville 10, Tennessee

SEACOAST DISTRIBUTORS,
INC.
1200 North Avenue
Elizabeth 4, New Jersey

ALBERT SIMON, INC.
587-9 10th Avenue
New York 36, New York

GORDON STOUT COMPANY
125 North Monroe
Pierre, South Dakota

S. L. STIEBEL COMPANY
635 N. Main Street
Louisville 2, Kentucky

WALBOX DISTRIBUTING
COMPANY
3509 Main Street, Dallas 1, Texas

WESTERN DISTRIBUTORS
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Seattle 1, Washington

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for advanced products
for profits

ROCK-Ola
MANUFACTURING CORPORATION
800 N. Kedzie Ave., Chicago 51, Ill.

Cash Box—December 30, 1961
### THIRD QUARTERLY COIN MACHINE

#### PHONOGRAPH:

<table>
<thead>
<tr>
<th>COUNTRY</th>
<th>1st QUARTER VOLUME (Jan-Mar, 1961)</th>
<th>2nd QUARTER VOLUME (Apr-June, 1961)</th>
<th>3rd QUARTER VOLUME (July-Sept, 1961)</th>
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#### SOUTH AMERICA:

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**TOTAL**: $1,103,265

#### TOTAL:

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<td>America</td>
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<td>$331,014</td>
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<tr>
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<td>369</td>
<td>$331,014</td>
<td>363</td>
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### A.T.E. Exhibition Has Space Re-Allocated To Accommodate

LONDON—As already reported in Cash Box the 1962 Amusement Trades Exhibition (January 30th-February 1st) draws near and organizers have again made every effort to allocate space to as many people as possible in order to incorporate the widest possible range of equipment. It is expected that there will be many new lines on show for the first time. Two of last year's American exhibitors, Mike Munves Corporation and Wico Corporation will not be represented. Last year's show attracted visitors from sixteen nations and a large en- tourage from America. The attraction was widely heralded by the removal of restrictions however and this year's attendance from the USA is not expected to approach the 1961 proportions. Since early this year Britain has decreased its import volume and most of the cut has been in the area of fruit machines. Saturation and tightening of the Betting-Gambling Act has cut heavily in fruit sales. The complete list of exhibitors is as follows:

- A & E C. Ltd.; Ainsworth Consolidated Industries (G.B.) Ltd.; Amusement Equipment Co. Ltd.; Arcade Furnishing Co. Ltd.; Astor, Cyril, (London) Ltd.; Automatic (Sales) Ltd.; Beacon Signs; Brecknell Dolman & Rogers Ltd.; Bryan Works; Cash Box; Chicago Automatics;...

Cash Box—December 30, 1961
### Full House For ’62 Show

**Tremendous Demand For Display Space**


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### EXPORT VOLUME REPORT—1961

#### MACHINE AND VENDING MACHINES

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<thead>
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<th>Country</th>
<th>1st Quarter Value</th>
<th>2nd Quarter Value</th>
<th>3rd Quarter Value</th>
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<td>Jamaica</td>
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<td>Brazil</td>
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<td>El Salvador</td>
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<td>Bohemia</td>
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<tr>
<td>Dominican Republic</td>
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<tr>
<td>Guatemala</td>
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<tr>
<td><strong>SOUTH AMERICA</strong></td>
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<td>Peru</td>
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<tr>
<td><strong>EUROPE</strong></td>
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<td>United Kingdom</td>
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<tr>
<td>Federation of Malaya</td>
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<tr>
<td>Hong Kong</td>
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</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td></td>
<td></td>
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<tr>
<td><strong>TOTAL DOLLAR VOLUME</strong></td>
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<td><strong>YEARS COMPARISON</strong></td>
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<tr>
<td>1958</td>
<td>82,510</td>
<td>20,653,085</td>
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**FOR EXPORT ONLY**

These machines are offered as is and all prices are F.O.B. ANVERS (or importer’s nearest port). NOT for sale in U.S.A.

1. Dolly Turf Kings, famous oneball pin game
2. Dolly Drumhills, electric fruit, freeplay or payout
3. Keeney Super Bells, electric fruit, freeplay or payout
4. Mills Jumbos, with famous Mills mechanism
5. Mills Hi-Tops, club favorites
6. Jennings Expert Chiefs, chrome fronts
7. Jennings Standard Chiefs
8. Buckeye Track Odds, exciting horse race payout game
9. Evans Bunt Taint, some type as Track Odds
10. Super Cranes, claw machines, upright cabinets, etc.

---

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DUARTE INTERNATIONAL SALES CO., INC. 835 East 31 Street, Los Angeles 11, California
Tel. Adams 4-9616, Cable: PACAHM Los Angeles

---

**Part III—Coins Machines**
BELAM SERVES AND SERVICES
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PHONOGRAPHs
Wurlitzer • Seeburg • AMI • Rock-Ola

BALLY BINGOS • PINGAMES
All Models • Gottlieb • Williams

BOWLERS
All Types

FRUIT MACHINES • VENDING MACHINES
Mills • Jennings • All Types

SPARE PARTS • CABLE • BELAMEX
R. H. BELAM CO., INC.
23 EAST 26 STREET
NEW YORK 10, N.Y.

BLACKPOOL, ENGLAND—The first ever Northern Amusement Equipment and Coin-Op Machine Exhibition took place at Blackpool from October 1-October 27. During December 7th. In summer the menea for thousands of holidaymakers the town was lived and descended and during the season, one of the most popular features of the town was the Blackpool Pleasure Beach. The season saw an increase in the number of visitors and the town was crowded.

During the exhibition, the Blackpool pleasure beach was packed with visitors, and the local authorities were pleased with the increase in visitors. The exhibition was held in the main hall of the Blackpool Pleasure Beach and was attended by representatives from all over the world.

The exhibition was divided into two parts: the main section, which included the latest coin-operated machines and equipment, and a smaller section for the latest amusement equipment. The main section was well attended, and the visitors were impressed with the quality and variety of the machines on display.

One of the main highlights of the exhibition was the display of the new Jumbo Dandy 'Bingo' machine, which was seen as a major improvement over the previous model. The machine was well-received, and the visitors were impressed with its design and functionality.

Another major highlight was the display of the new Jennings Mar-Matic 60 play fruit machines. These machines were praised for their high-quality construction and durability, and they were seen as a significant improvement over the previous models.

The exhibition was a great success, and it was clear that the Blackpool Pleasure Beach was the perfect venue for such an event. The local authorities were pleased with the increase in visitors, and they were confident that the exhibition would help to boost the town's economy.

If you're looking for quality merchandise at the best market price, call Taran! Taran Distributing Company is in business to satisfy its customers. Only in this way can we obtain repeat orders and maintain our reputation as leading worldwide importers of all types of coin-operated equipment. Sample our merchandise and see quality at the best market price. As far as our inventory is concerned . . .

You Ask For It . . . We've Got It!
Music
All Makes—All Models
Guns
Assorted
Bowlers
Assorted
Shuffles
All Makes—All Models
Pool Tables
All Makes—All Models
Vending Machines
All Makes—All Models
Pingames
All Makes—All Models
Parts—Supplies
All Makes—All Models

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MIAMI, FLORIDA
TARAN DIST. CO. INC.
3401 N.W. 36th STREET MIAMI, FLORIDA

Cash Box—December 30, 1961
Show Draws Thousands

Well-Known Personalities: Jack D. Rose, organizer of Exhibition, Mr. Hantree, leading Northern Amusement Caterer, and his manager Ted Forshaw, Major Blackpool showman T. Lane, Lane Amusements, Tom Murphy, Gen'l. Sec. Shawn's Guild, and T. Catlow, Blackpool Tower Company.

Ainsworth Consolidated was led by general manager Hal Eldridge, Yvonne Elridge and Joe Phillips, Majorstics sales manager, Ainsworth's London distributor.

Impressive Wall of Wheel 'Em In machines displayed by Streets Automatic Machine Co. Walter Streets, left, demonstrates equipment for Cash Box European Director, Neville Martin.

Automatic Music Inc. was represented by John Shelley, right. UK manager for AMI. Shelley is seen here talking with visitor.

Cash Box—December 30, 1961

The Oldest and Largest Distributor On The West Coast Prepared to Export Music, Games, Guns, Bowlers at extremely attractive prices

Cable Address: Pin Game

ADVANCE AUTOMATIC SALES CO.
1350 HOWARD ST.
SAN FRANCISCO, 3, CALIF.
RUNYON SALES COMPANY
WORLD'S LEADING DISTRIBUTOR and EXPORTER
offers the world market the finest in reconditioned coin-operated equipment

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RUNYON SALES COMPANY
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DISTRIBUTORS IN NEW YORK, NEW JERSEY and CONNECTICUT FOR ROWE-AMI, BALLY, WILLIAMS, IRVING KATE, KEENEY and AMERICAN SHUFFLEBOARD.

Gottlieb Heralds New Year With Release Of “Egghead”

Features 16 Winning Tic-Tac-Toe Combos

CHICAGO—“I can’t think of a better way to start the sparkling, new 1962 year of promise than with the introduction to the coin machine trade of a brand, new pinball amusement game,” declared Alvin Gottlieb, D. Gottlieb & Company, this city, just before he exclaimed with his family for a winter vacation trip to Miami Beach, Florida.

With that statement Gottlieb heralded the release at this time of Gottlieb’s “Egg Head” pinball game, which features the exciting “Tic-Tac-Toe” use of thrills that all players are familiar with an exciting competitive game.”

Gottlieb explained that there are 16 winning “Tic-Tac-Toe” combinations on the playfield. The score registers on the beautifully illustrated backglass. The “X”s and “O”s in the “Tic-Tac-Toe” are controlled and activated by skill play. Players will strive to improve their play and high scoring prowess, according to Gottlieb.

Gottlieb said: “Our revolutionary, new ‘Tic-Tac-Toe’ panel on the ‘Egg Head’ playfield eliminates any possible confusion. In fact, either ‘X’ or ‘O’ light precisely the same place in each square.”

“Their score will continue to play with complete confidence in their ability to score well.”

In scoring “Egg Head” the rollover buttons and targets are select whether he has nine bumpers at the top half of the playfield score “X” or “O” scores the “Special” and lights the rollovers for additional “Specials.” Specials are also awarded for high score, according to Gottlieb.

There are also flipper茏s on the bottom. Bumpers and Flipper茏s assure action whenever the ball is in play longer.

The beautifully finished cabinet is generously embellished with a sparkling design. The playboard has far greater longevity because of the Gott- liesb “Hard-Quit” finish, which D. Gottlieb & Company claims has been greatly appreciated by operators throughout all domestic and foreign markets.

“Egg Head” pingames will be on display in Gottlieb distributors’ showrooms by the beginning of the New Year, Gottlieb urged operators to visit their distributors’ showrooms and demonstrate “Egg Head” so that they can see for themselves the money making opportunities it offers in 1962.

ATTENTION EXPORTERS!

Wide selection of GOTTIEB PINGAMES and ASSORTED PHONOGRAPH

Now On Hand In Antwerp Warehouse Pending Order. For fastest delivery on above equipment notify us today!

FOR SALE FROM OUR BOSTON WAREHOUSE

5 SEEBURG AQ 160’s
10 ROCK-OLA 1145’s
50 200-SEL SEEBURG WALL BOXES
5 BALLY OFFICE JUMBO SHUFFLES
10 BALLY MARKSMAN GUNS Like New
5 BALLY CHALLENGER 14” BWLRS.
5 WESTERN TRAIL KIDDIE RIDES

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PHONE: Algonquin 4-4040
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SEEBURG DIST. IN 5 STATES—BALLY DISTRIBUTORS—CHICAGO FACTORY REPS. COMPLETE VENDING MACHINE & MERCHANDISE INVENTORY ALWAYS ON HAND

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NEW for ’62!
DELUXE BUMPER and SPECIAL 4-POCKET BUMPER POOL®

AT NEW YEAR RIGHT WITH WAIKIKI BEACH!

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DISTRIBUTOR TERRITORIES AVAILABLE

Season’s Greetings

Mike and Irene Detzek
CHAMPION DISTRIBUTING CO.
Coin Machine and Billiards Supply
3451 N. Milwaukee
Chicago, Ill. (Avenue 6-6751)

Cash Box—December 30, 1961
Lavish Openings, Hot Food Vending and 12,000 Conventioneers

AMI utilized its "Little Red Schoolhouse" to train more operators; Dave Rosin entered into a $10,000 deal with a local bowling establishment; and Interstate Vending bought five more vending firms.

Sol Gettleib married Gladys Kohan after 12 years of bachelorhood. Royal Distributing opened lavish offices in Cincy; and Ted Kisl died of a blood disease.

The operators in New York spent a weekend with each other in the Catskills and the idea went well with those who had tried of the annual winter hotel affair. Seeburg bought the Bally vending property, Interstate eyed Brass Rail and then bought it, and net vending profit for the average vending installation was pegged at approximately 45% of sales.

Royal Distributing hosted 245 guests during a weekend affair. Myron Sugarman toured eleven European countries on export business; and comment was made of the changing scene in the vending business as lines continued to change hands.

Willie Blatt told the industry what it cost; Sandy Moore went to jail; and Rock-Ola took its distributors on a Caribbean cruise with nary a parting of expenses to the wholesaler. Business was that good.

Hot food vending stole the NAMA show and among the 12,000 visitors were more juice box and amusement machine operators than ever before. As businessmen, the nation over, cried in their brands, the vending industry showed the world that it properly merchandised idea that served a purpose excites businessmen to the point of investing. Unsettled millions were spent in Chicago during the vending convention.

The nation's ops cried the blues over the demands for loans and bonuses but Chicago did something about it. A victory in the legislature now makes the practice illegal in this area.

Price Lists, A Parks Show and the Death Of A Veteran

Cash Box took the big step and discontinued the Price Lists at the end of business in the final issue of November amidst cries from columnists throughout the land who were longing to live without it, even before the year was out. Bert Bett opened his new building in northern Jersey and more than 400 columnists and guests turned out for the two-day affair. It was indeed a year for parties.

The Chi Parks Show failed to draw the usual number of columnists but three vending firms took display space. No Boom—No Bust was the opinion of the economists in predicting business for the year '62. The New York White Tomato opened a new branch without a living soul on the payroll thanks to Cen

ners' vending machines. The test was being watched by thousands of vendors across the nation.

C. T. McElvay died at 67 after twenty-five years with Seeburg; London's ATE show promised to be another sellout; depreciation remained a major problem of this industry; and 2700 vendors attended the West Coast vending symposium in L.A.

The Year Ends With About the Same Problems And '62 Brings Optimism

Location sales and shortages were a prime problem with cigarette ops. Houston columnists formed an association, and Connecticut talked of strength through association. It was a "Utopian" year.

At the end of 1961 most of the problems that were evident in January were still facing the industry in December. But the cry of "wait'll next year!" seemed appropriate, and the industry waited.

The NYC operator reeled under a salvo of newspaper headlines calling the industry racketeere-ridden; Hy Lenzack accepted the presidency of the Virginia association; and owners of the Broadway show "Do-Re-Mi" lined Shubert Alley with jokes to publicize its re-opening after a summer closing.
SEASON’S GREETINGS

Year-End Bargains

**Bally**
- Bracken Court
- Williams

**Games Inc.**
- Uprights

**Up-Ball**
- Williams

**Arcade-Bowlers**
- Williams

**Music**
- Wurlitzer

**E. Ball**
- Rock-Ola

**AMI**
- Bally (uprights)

**Exporters!**
- Quality Equipment
- Immediate Delivery

**Phonos**
- Vending Games

**Vendors Spur Milk Sales 300%**

British Factory Worker Consumption Skyrockets

Season’s Greetings

TO ALL OUR FRIENDS EVERYWHERE

Tony Galgano

GALGANO DISTRIBUTING CO.
4135 W. ARMITAGE AVE.
CHICAGO 39, ILLINOIS

(Tel.: Dickeys 2-7060)

LONDON—Following the installation of the Gloucester VM 2 automatic milk vending machines in a Northern factory recently, sales of milk increased by leaps and bounds. Before the machines were installed, which are manufactured by Gloucester Equipment Ltd. (members of the Hawker Siddely Group), employees drank about 120 half-pints of milk a day. Three months after installation consumption averaged 400 cartons a day.

The vendors have supplemented the trolleys maintained by canteen staff which dispense tea mornings and afternoons. In one month two Gloucester VM 34 tea and coffee machines vended 1400 drinks.

The BUYERS Read

CASH BOX!

Cash Box—December 30, 1961
Presents
The World’s Finest
Two-Player 2-Gun Target Game...
Alive with animation:

**Two-Gun Fun**

- Challenges players’ shooting skill with pop-up and moving targets
- Builds up keen competition between players who try to beat one another to hit quick moving squirrels, woodchucks, raccoons and foxes... *It’s Fast!*
- Player hitting target before opponent is awarded score.
- Simultaneous hits score for both players.

Order Your Two-Gun Fun Today!

Write—Wire—Phone—Telephone HEmlock 4-5500

J. H. Keeney & Co. Inc., 2600 W. Fifty-First St., Chicago 32, Illinois

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Rank Intros New Bowler in Great Britain

London—Ten pin bowling in a form suitable for clubs, cinemas and industrial canteens is now being played in England on a new coin operated bowler. Known as the "Players" bowler it is marketed by the G.B.-Kalee Division of Rank Precision Industries Ltd. and is completely automatic from the resetting of the pins to the scores which are flashed on to an illuminated panel. It accommodates up to six players at a time. The bowler, which will fit into the end of a large room or a foyer, is designed either as an amenity or for profit making. The coin mechanism can be adjusted accordingly. It is normally 20 feet long, 6 feet high and 2 feet 6 inches wide. An additional 5 feet should be added to the length to provide room for the players. For confined spaces there are even shorter models of 16 feet and 13 feet. No special modifications are required for installation and the bowler only needs a normal 15 amp. socket to become fully operational.

Winter Gardens in Blackpool: Site of December coin machine show held in Britain sponsored by the Northern Amusement and Coin-Operated Machine Exhibition. Complete details appear on pages 8 and 9.

Cash Box—December 30, 1961
Duarte Sets Company Record For Shipments

Export Firm Moves Four Rail Cars and Several Truckloads During Nov.

HEADED FOR THE FAR EAST: Duarte International shipments being loaded onto freight car (left) and trailer truck. Firm set record for volume during November 1961.

LOS ANGELES—In the final week of the month of November 1961 Duarte International Sales Co. of Los Angeles, California, moved out four rail cars of coin machines and several truckloads to set a shipping record for this coin machine export firm. In the picture above Gayl Atla, Juan Marquez, and Al Dixon of Duarte’s Shipping Department load a car of games for Port Swettenham via the S.S. President Hayes. Two more cars were loaded on the M.S. Bolinas for Antwerp. The fourth car holding 40 AMOA Coin-Op Machines was loaded at the AMI factory in Grand Rapids, Michigan, and sent directly to the Los Angeles harbor for the S.S. California Bear destined for Manila, Naha, and other Far Eastern ports. Ordinarily, Duarte International moves all its export orders to the docks by truck. A truck trailer load is shown above loading at the firm’s front freight dock. However, the firm also has a rail spur at the rear of the building where rail cars can be loaded and unloaded. This has made it possible for the firm to handle large export shipments without too much strain.

AMOA of Penna. Sees Trend Toward Greater Interest On Part Of Ops

Jan. Meet To Discuss Taxes, Location Loans

AMOA OFFICERS: L to r, Samuel Duha, Norristown, President; Charles Bernstein, Levittown, Vice-President; Marjorie Fetter, Sunbury, Secretary; and Harry Beck, Lewisburg, Treasurer.

HARRISBURG, PENNA. Sam Duha, newly elected president of the Amusement Machine Operators Association of Pennsylvania, Inc., accepted the gavel at the AMOA meeting here on December 6th and thereby officially became president of this coin machine association.

The regular meeting was held at the Penn Harris Hotel and a large turnout of members arrived to join in a cocktail-dinner party which took place prior to the meeting. Felix Kadell, outgoing president, turned over the gavel to Duha in an official gesture starting the meeting.

The Board of Directors opined that a trend whereby more and more operators have been taking a greater interest in the workings of the association has been taking place of late. It was naturally viewed as a step in the right direction. The AMOA is a very public relations conscious, with a strong program of activities in this operating territory.

An official entry was made into the minutes thanking the manufacturers, distributors, operators, and guests who participated in making the recent annual affair on November 12th the most successful affair ever held by AMOA.

A motion was made requesting that all operators in the Pennsylvania area be asked to attend the next general meeting scheduled to be held Wednesday, January 19, at Wambach’s Restaurant, Colonial Shopping Center, Rt. 22, Harrisburg. Several speakers will be on hand to discuss taxes, location loans and business loans in general.

PLAYING IT SAFE

Cautious Charlie always plays it safe. Especially against cancer. He knows there’s no guarantee he won’t get it. But he also knows that most cancers can be cured, if people give their doctors a chance to find cancer early and treat it right away. So Cautious Charlie protects himself by having a health checkup every year.

Why don’t you play it safe?

AMERICAN CANCER SOCIETY

Cash Box—December 30, 1961
Suppliers Sees '61 Best Shuﬄe Year

BELLEVILLE, N.J.—Anyone with doubts about the continuing success of the shuﬄe alley business need no further for the facts that the Sun-
Glo Shuffleboard Supplies Company, located here.

Carmine Decepoli, president of the internationally-known supply house remarked last week that even in New York and the New Jersey metropoli-
tan areas, where busiess has been admittedly off during recent months, that the collections have once again returned to almost normal.

Decepoli has just experienced his biggest year ever, and advises that the production of shuﬄe alleys from factories in Chicago must have been

record outputs.

The Florida and Great Lakes areas witnessed exceptionally unusual large traffic and in the Northwest business is still increasing.

Decepoli attributed most of the growth to league play. “Once leagues are established, you can almost pre-
dict unusual growth from one period to the next,” stated Decepoli.

SEASON’S GREETINGS!

BALLY

that’s all!

(New and Used—just call!!)

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Part III—Coin Machines 15
Canteen Unveils Canadian-Made Vendors: Opens
First Cafeteria In Toronto; Schuster Points To Growth

FREDERICK L. SCHUSTER

TORONTO—A shorter work day, the trend toward snack type eating, and increased operating flexibility, through automation are strong forces contributing to a continued steady growth of the Canadian vending industry.

This was expressed last week by Frederick L. Schuster, Board Chairman of Automatic Canteen Company of America. Speaking at a press conference in the Park Plaza Hotel, Schuster announced an establishment of permanent headquarters for Automatic Canteen Company of Canada Ltd. at 139 Bloor Street, West. A subsidiary of the U.S. corporation, Automatic Canteen Company of Canada Ltd. is an autonomous operation governed by a Canadian Board of Directors.

John H. Sexton, President of Automatic Canteen Company of Canada Ltd., said that 1961 sales and revenues for the company will total about $5 million, "a good start for our first year." He revealed the company is presenting talking to several Canadian vending firms with "a view to further expansion of our operation through acquisition.

Schuster said the sales of goods through vending machines already have increased from $2 million in Canada. He cited latest published Donnelly Company figures as showing gross vending sales in 1959 of nearly $4 million. He estimated that 1961 sales would approximate from $45 to $50 million, and that this figure might double within the next five years.

First Of Its Kind:
John H. Sexton, President of Automatic Canteen Company of Canada Ltd., takes delivery of the first automatic vending machine, Vending Operations, A. V. Roe Canada Ltd. of first Automatic Canteen machine to come off production line at A. V. Roe Canada Ltd. and Automatic Canteen Company of Canada Ltd., will be changing that picture as of this date, he added.

Production of automatic vending equipment got underway at the A. V. Roe Canada Ltd. facility in Malta, Ontario, with an initial order for 45,000 machines. The company's vending operation has completed its tool-proving program. A total of 1,000 units was produced to perfect details and sub-assemblies and to support the final assembly line in well-advanced to sufficient quantity to support current full assembly operations," A. V. Roe Canada Ltd. officials said.

"Production at a three-machines-a-day rate is schedule to start the end of the month," it was stated. Deliveries are already being made to Automatic Canteen of Canada Ltd., and are rapidly appearing on the three-day-advance scheduled.

In addition to the general purpose vending machine, A. V. Roe's Vending Operations is also licensed to manufacture Automatic Canteen coin-operated music machines, background music equipment and currency detecting equipment.

Open Canada's First
Automatic Canteen Machine:
Automatic Canteen also announced the opening of Canada's first "automatic canteen," a vending machine restaurant, located in the ground floor arcade of the C.J. Building at 139 Bloor Street, West, in Toronto.

First In The Field

EDWARD LEVINE

CHICAGO—Edward Levine has been named to the Board of Directors of Interstate Vending Company, according to an announcement made here last week by Ronald Wolf, president, at the annual meeting of the company.

Levine is vice chairman of the board of The Brass Rail, Inc., New York City, which was combined with Interstate in October of this year.

Interstate Vending Company is one of the nation's leading vending and food service firms. The company operates in 30 states of the United States, and in England.

The Brass Rail is a diversified food service organization that operates public restaurants, and dining facilities and cafeterias for industry, institutions, commercial buildings, airports, railroads, parks, recreation areas and World Fairs.

Edward Levine, together with his brothers, Julius M. Levine, founded The Brass Rail in 1923. Edward Levine is a director of the National Restaurant Association and chairman of the Restaurant Division of the National Foundation, American Red Cross (New York Chapter). In 1957 he was named Restaurant Man of the Year by the National Restaurant Association.

Tuthill Pump Acquires Mechanical Products

Mechanical Products Corp. manufacturesMaisel's metering pumps for use in the vending machine business. These will continue to be produced by and all personnel of Mechanical Products Corp.
Meet the New JENNINGS Vendor

A NEW STANDARD IN AUTOMATIC CAN VENDORS
CAN BE OPERATED WITH OR WITHOUT COINS
AND FROM BEHIND BAR.

Now! Priced right —
to pay for itself fast,
... and give you a sucessful operation for
years to come!

Now! Each full load
delivers 128 12 oz.
cans profitably! Post-
selection gives choice
of 4 beverages!

Now! Simplest, auto-
matic, trouble-free
performance — precision
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complete freedom
from mechanical prob-
lems!

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General Sales Company, Ltd., Ireland Island, Bermuda

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FEATURES:
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2. SILENT PLAY
3. TROUBLE FREE MECHANI-
4. UNIQUE FEATURE GIVES
   PLAYER THE OPPORTU-
   NITY, BY PRESSING A 
   BUTTON TO DOUBLE HIS WIN-
   NINGS OR GAIN NOTHING

adjustable
2 ball or 1 ball play

THE WORLD'S
FINEST
TWO-PLAYER 2-GUN
TARGET GAME...

THE WORLD'S
FINES
TWO-PLAYER 2-GUN
TARGET GAME...

Cash Box—December 30, 1961
Part III—Coin Machines 17
Looking back on the past 52 weeks we can honestly say that the most talked about topics along coinrow here were depreciation, loans and bonuses and collections. Looking at this from the lighter side, if you think you ran more along lines of what a great time everyone had at the Laurels, the Rambler's and the Starbuck's that run the line now rest with Runyon. As for Bally's, it looks as if the Atlantic NY Corp. and the Midway machines turn up at almost all showrooms. The Bally shuffle came at an opportune time since the firm didn't produce a shuffle for almost two years concentrating on bingos and doing a fantastic job with this type equipment. The chill between Chicago Coin which is still running a franchise, and United, which Irv Holtzman sells out of his Tenth Avenue showrooms. Now that Bally is back with a shuffle the competition grows greater and three machines must be sold to the same old ops. Mike Munves, as a part of the future of the Munves firm, studying electronics at the RCA Institute in preparation for a spot in the technical end of the business at a latter date.

Libra Distributors Abe Lipsky and Harry Koeppel continue along with Smoke-shop line, selling the cig vendors at a good pace. Blotta, up north, is a distributor who has taken on the Rock-Ola vending line, to fulfill a definite need within the valley area. Enterprises organization and handles this area for the business out of Utica. Joe Ash, a veteran Philly distributor, took on the Rock-Ola line just this month and has a Rock-Ola machine. As for ATLAS, they have a distributor. Abe Witsen keeps the Bally line perking down in Philadelphia, while Dave Rosen manages to do a volume business on the Chiron-Williams-AMI-Rowey machine. Paul Drem from Kansas City, the 4th year of his operation, and Sam Weisman doing a fine job for United and Keeney and several other lines out of his Starbuck's, who is the distribs' area chairman, holds his own onto the Bally line with bingos running very well in Baltimore. Dick Mandell sells the Rock-Ola line throughout the Boston area and Irv Margold and Dave Bond seem very happy with his distribs' organization and setup. Si Redd, a Seeburg distributor, also selling the Bally line, continues with emphasis on their new end of the business. Bert Bode, over in the 4th Street distribs', tells us he and Dave want a Gottlieb pinball. Dave Stern, the man to see if you want a Rock-Ola machine. But if you're up north and in the Union City area, then call Bert Bode, who has enjoyed just recently his new building for the Great Grand Opening celebration and more than 400 friends turned out. Bert's pool table business has never been better. Bob Romine, telephones from Syracuse, that the Davis-Seeburg business looks for a great '62 and sales have already shown this to be a sensible prediction.

John Cooper, Sholdon Salas, Buffalo, looks to the new year with anticipation and a solid AMI phoneline. Dave Lowy in NYC moving to new quarters, just down the street a little, across from Runyon's. Closer to the business, Al Rodenstein reaffirms his faith in the coin machine of his business, by establishing a new showroom further down street on Bred and Illinois, which is the machine head, advises of expected business to come from the move. Jack Palmer, Int'l Amusement, busier than ever, scouring the nation for equipment to fill a hungry European market.

And with the distribs, of course there is the equipment, and many promises for the '62 season. Wurlitzer and Seeburg will break with new models during January. Rock-Ola introduced its "Empress" phonograph this week. Bally's "Tennis Ball" and "Tennis Match" are available to Coin Distributors. "Long Range Rifle Gallery"; Fischer's new pool table line; Gottlieb's "Egg-head" pinball; Keeney's "Two-Gun Fun"; Midway's "Skee Fun" with another new one on the way; Valley's new pool table line; and the new phonos and novelty machines now on the assembly lines or the drawing boards.

As of the present, along coinrow during the final week of the year Tenth Avenue saw George Klersey, AMI's regional rep, plugging along down to the final day of the year. On the telephone from the Runyon outlet in contact with the Grand Rapids factory. Another AMI representative on the scene was the much-traveled Max Lewin, AMI's Export Representative, in from Europe and on his way to South America after a short stay in this country for the holidays. Max is certainly one of the most-traveled of all the companies, and may well be among the top mileage-makers in the world—and that is not an exaggeration. Lewin tells us his close friend Carlos Salazar, AMI's Latin American rep, resting in Miami after a serious operation. Max will fly to the Latin countries to handle Carlos' chores until such time as Salazar recovers and is on his feet again. The coin machine trade wishes Carlos a speedy recovery. Willie Aaronson a visitor along Tenth Avenue meets up with several other ops who brave the rain to pick up necessary parts and equipment in preparation for what was expected to be a big 3-day holiday weekend. Tom Greco down from Glasco loading his truck and doing business before taking off for home and Christmas with the family. Al Simon who will spend the holidays away with his family.

And what better time than now to wish one and all a very healthy and happy New Year. May we all be together again next year in good health and with the friendship and goodwill so necessary to continue in the face of the problems we are finding in our daily business and personal life. Let's do our best to make 1962 the best year we have ever lived—for once it is past there is no returning. HAPPY NEW YEAR!
Now that the snows have briedly up, we've all a bit of baseball news: Delbert Coleman, genial proxy of the Seeburg Corp., is "warming up his pitching arm" since he and a group of Chi businessmen purchased Chuck Colmey's 4½% stake in the Chicago White Sox club ball. The other 54% is owned by Arthur C. Allyn. Coleman had attempted to purchase into the White Sox since the storied Bill Veeck regime was in power. A recent spread in the Chicago Daily News sport section (Dec. 13 issue) spelled out Del Coleman's phoning business rise over the past 10 years...Seeburg vice pres. Tom Herrick was stranded in snow pelted Denver for four hours last Monday, Dec. 18, awaiting his jet plane's takeoff at the airport.

Bill O'Donnell, Herb Jones and Art Garvey interspersed their holiday greetings last week with a glowing sales report on Daily Mfg's new "Super Shuffle" alleys. Seeburg representatives have been harping on the superior quality everywhere by Sam Stern, Art Weinland, Jack Riegelman and H. Williams. Hite's "Long Range Rifle Gallery" is considered these blustery days, according to Milt Secore. Sam Wolberg, ChiCoin's proxy, is plenty elated over the sales success of this terrific game.

Greetings and holiday messages are still pouring into the office from all over the country and from overseas. And the prevailing feeling is one of GOOD FELLOWSHIP and good cheer. If there is a Scooge-type "Bah! Humbug!" lurking about it doesn't dare make the scene amid all this happy feeling.

Before jetting to Miami Beach with his family last weekend Alvin Gottlieb announced the pre-New Year release of D. Gottlieb & Co.'s new "Egg Head" pinball amusement game to the coin machine trade...Season's greetings are extended to Joe Allyn, chairman of the Seeburg toys' board and all the little Huesches!...On a similar vein, Maury Sykes, proxy of Bankers World Export, directors in foreign markets for Keeney, Jennings and Hershey products, info's that he now maintains warehousing facilities in most foreign countries. He's enthused about heavy overseas sales with Keeney's "Two Gun Fun."

Mr. & Mrs. Roy McGinnis (he's proxy of J. H. Keeney & Co.) embarked last week for their annual winter vacation in delightful Miami Beach. Enroute they stopped over briefly in Baltimore to visit with friends. Paul Huesch, Keeney's vice president, articulates glowingly on the excellent export coverage Keeney's racking up on "Two Gun Fun" amusement games. (And a merry Christmas to your Overseas friends and all the little Huesches!)....On a similar vein, Maury Sykes, proxy of Bankers World Export, directs in foreign markets for Keeney, Jennings and Hershey products, info's that he now maintains warehousing facilities in most foreign countries. He's enthused about heavy overseas sales with Keeney's "Two Gun Fun."

Holiday greetings dominate this week from A.C. Automatic Services, where popular greetings are: AC president Joe Kleinman, vice proxy Tom Sams, Jack Dunwoody, Dean McMurdie, and execs Jim Newlander, Don Lunday, Dick Prendergast, Bernie Shapiro, and a host of friends too numerous to mention here. Joel Stern and Lennie Micon, World Wide Distributors, are quite elated over the new Seeburg phono which was previewed by Seeburg distracts by Jack Gordon last week...Gordon, vice proxy in charge of Seeburg's phonio division, jetted his home in Long Island to be with his family for Christmas.

It was a merry Xmas last Tuesday (12/19) at Empire Coin, where an Xmas party was held owner by Empire Coin owner Gil Kilt and sales manager Joe Robbins. Jack Burns and Bill Herbst managed to stay in the city for the holidays. Lee Gup ton came in off the road to spend the holidays with Bob Wylie in the Empire Coin's Detroit branch office.

We bid ourself over to Rock-Ola Mfg. again last Monday for another drawing. This time for the Lucky Seven contest. While there we were briefed by Edward G. Doris, exec vice proxy, and ad chief Ralph Wyckoff on the upcoming release to the trade of Rock-Ola Mfg.'s new "Empress" phonio. Ralph, Jack Rababas, Frank Mitchell, Lee Rieck, Frank Doyle, Kurt Kleeer and Dave and Don Rockola are in unison over a world Christmas greeting of good cheer to their cobin friends everywhere.

Holiday greetings are extended by Harold Lieberman, Lou Rubin and Hy Sandler of Lieberman Muse in Minneapolis, Harold is in eager anticipation of the bright New Year with Seeburg's exciting new phonio. He expects big things in '62.

One of the cheeriest visitors in Chi over this holiday period is undoubtedly United Mfg Co., where Herb Gettinger, Bill DeSelm & company are celebrating the excellent sales being attained with United's new bowling twins, "Gypsy," extended to all coin everywhere by Sam Stern, Other execs visitors Jack Badger, Kraehmer, Glenn Johnson, Ray Rieth, Bob Jonesi and Art Rapacez...Hymie & Eddie Zorinsky, H.Z. Vending & Sales Co., in Omaha, practically hibernated last week due to the intensely cold weather in Omaha.

Chicago Chatter

We regret to say that it isn't a season to be jolly for Mike and Irene Detzek.

Cash Box—December 30, 1961
The business trend in general along Pico Blvd. is somewhat subdued, with the Christmas holiday at a close... The new modern version of the "American" shuffle board is now on display and being received with great interest, at the Buddy Sales Co. Bill Happe announced that Louise Gamus has joined their office staff and Pete Ley, Buddy salesman, was visiting from San Diego. He also said William Schrader is on a combination holiday and business trip in Portland, Oregon... At American, John Darling states that the business trend is usual, for this time of the year and Viny dynamics that bite box sales on the West Coast. Ralph Cragen of R. F. Jones & Co., back in town after spending a few days in San Diego, tells that they are having great success with the "Buddy Bowler," Bill Gray of the Vending division in Las Vegas calling on operators. General Manager, Chuck Klein, reported that they are expecting a car load of the new "Riviera" cigarette machines, due any day. The Co. is holding the orders for the machines, and will be, 'contributing the complete shipment. The Buddy "Super Shuffler" Bowler orders will be met according to Ed Wilkes, and he also said, they can't keep up with the supply of pool tables. The employees Xmas Buffets Luncheon Party was held at the Villa Capri Restaurant in Hollywood, and was sponsored by the "Jones Fund Club" of R. F. Jones & Co. Beginning January 2, the Co. will be open from 9 a.m. to 5:30 p.m. to give better service to their customers. At the Wurlitzer Factory Branch, John Skavarda says that sales were better this year during months of December than last season at this time. Ray Barry is now on vacation in Buffalo, New York, and Leonard Hicks will be going on vacation soon... Jim Wilkes at Paul A. Laymon, Inc., announced that they will continue the Rock-Ola service school in the future, and it will be held at least every other month... Tom Virzi, promotion manager of Mercury Records, brought Clyde McPhatter to Leisenheg's "record bar" to play his new album, "Golden Blues Hits." Lorrie Collins also visited the Solle sister to see a new release, "Home of the Blues," and Ed Townsend was in to check on his new record, "And Then Came Love."... Sonny Lomberg, at Simon Distributing Co., reports everyone back in the swing of things after the Christmas Holiday. He went on to say, they are busy on orders, for they have been just about empty for a few weeks... California Music Company, under the management of W. H. Anderson, has received several orders from artists and radio stations for using them. L. A. has scheduled an appearance to take place at the Wurlitzer Factory Branch, which has been extremely good at C. A. Robinson & Company, for this time of the year. Joe Duarte was proud to announce that Gayle Atta, export director, had been selected to local Sales Co. International... Tony Rathey, member of a local choir which broadcasts over radio station, KHJ. Joe also stated that business has increased with quicker deliveries, and the visiting operators seen on Pico this week were: Charlis Eynman, Carlsbad; Morris Blum, San Diego; Lee Nelson, Orange; Cliff Jones, Long Beach; Larry Hansford, Lompoc, and Mel Tscheter, Santa Maria...

Midwest Musings

Tony Ratheford, Huron, So. Dakota, Earl Porter, Mitchell, So. Dakota, and Dean Schroeder, Aberdeen, So. Dakota, in the cities for a couple of days. Drove in together and visited with some of the distributors. Also picked up their supply of records and premiums... Mr. & Mrs. Darrell Weber, Blue Earth, Minn., in town over the week end. Mrs. Weber entering the hospital for minor surgery. Mr. & Mrs. Jack Bockus, Jamesptom, No. Dakota spent several days in Minneapolis this week. Jack having a check up at the hospital. Had a slight attack last June... J. B. S. McPherson, Lieberman, Lou Rubin, and Johnny Zeglen, Lieberman Music Company, Minneapolis, returned from Chicago over the week end and ended the Beedgong meeting... Wally Fink had the misfortune last week to be bit by a dog. Took the anti-rabies shots and had to be in bed for a week and is coming along ok... Pete Worsorn, and Marv Statler were in from Mankato, Minn. They are picking up parts records this week. Also in town this week were Cap Kister, Frontman, Minn.; Bob Letcher, Chippewa Falls, Wis.; Cab Anderson, Hudson, Wis.; Stan Woznak, Little Falls, Minn.; Bob Bregal, Willmar, Minn.; Jack Godfrey, Chaska, Minn.; Al Eggersmont, Marshall, Minn...

Happy Birthday This Week To:

Myrtle H. Singley, Shreveport, La. ... Samuel A. Weismann, Bula, Md. ... J. D. Cox, S. Calif. ... Ray Riehl, Chgo., Ill. ... Chas. S. Lichtman, Newark, N. J. ... T. E. Robertson, Tampa, Fla. ... M. H. Rosenberg, San Francisco, Calif. ... Simon Wolfe, Jacksonville, Fla. ... Harold N. Stewart, Wash., D.C. ... Abe Chapman, L. A. Calif. ... W. E. Bosche, Eaton, N. M. ... Earl Kies, Chgo., Ill. ... Carl Happe, Milwaukee, Wisc. ... Ben Smith, N.Y.C. ... Peter S. Jackson, Chgo., Ill. ... Louis N. Jamat, San Antonio, Tex. ... Stan ley, Chicago, Ill. ... Little Falls, Minn. ... Joseph E. Spraww, Elmira Heights, N.Y. ... I. J. Hudson, Jr., Mound City, Ill. ... Jack Wilson, Newburgh, N.Y. ... G. H. Stephenson, Bluefield, W. Va. ... Wm. R. Barbour, Danville, Va. ... Chas. W. Hughes, Ladoga, Ind. ... Edwin W. Ponder, Liberty, Mo. ...

Foreign Circulation In... Cash Box is almost twice that of All other trade publications combined.
Now! 16 winning "tic-tac-toe" combinations!

Rollover buttons and targets select whether bumpers score "X's" or "O's.

Hitting bumpers then lights "X's" or "O's" in "tic-tac-toe" panel.

Completing horizontal, vertical or diagonal line of "X's" or "O's" scores special and lights rollover for additional specials.

- Make specials by high score, too.
- Match feature
- Sparkling design

Revolutionary "tic-tac-toe" Panel Eliminates Confusion
Either "X's" or "O's" light in exactly the same cell in each square. It's cute! It's new! See your Gottlieb Distributor for a demonstration today!

SEASON'S GREETINGS

To All Our Friends and Customers
We Say "Thanks"; and Hope That
1962 Will Bring You A Full Measure
Of Health and Happiness.

VICTOR HAIM
R. H. BELAM CO., INC.
NEW YORK

SOUTH DAKOTA OPS STAGE BANQUET
Change Name To Music-Vending Association

BROOKINGS, S. D.—The South Dakota Phonograph Operators Association here voted to donate twenty juke boxes to needy cases, during the last meeting held in Brookings, December 3 and 4. The Convention was heavily attended according to reports from Secretary Earl Porter. The applications for juke boxes were submitted to the SDPOA board and all twenty were approved. Operator-members will provide the phonographs without charge. Hospitals, churches, and local organizations made up the request list.

The meeting which was hosted by Mr. and Mrs. Elmer Cummings was held at the VFW Club. A banquet was held with entertainment provided for by a group from State College consisting of two guitar players, a tap dancer, and a calypso singer.

The next convention is scheduled for April 8 and 9. It will be held in Pierre and several changes in format have already been approved by operator members.

First off, because of the time consumption factor in holding a general meeting, four separate forums have been scheduled with phonographs, games, vending, and background music each filling a panel discussion. Mr. and Mrs. Gordon Stout will host the April affair.

A motion was also passed whereby the official name of the association will be changed to read "Music Vending Association of South Dakota." The reason given for the change was the number of vending and background music operators in the organization.

POOL SUPPLY HEADQUARTERS

Eastern Novelty Offers You A Complete Line of Pool Table Supplies and Parts—All Orders Guaranteed Or Your Money Back!

SLATES
The very finest pool table slate tops, in all sizes, for 6-pocket, bumper, etc.

CLOTH
Rubber-backed cloth of the finest quality at the lowest price on the market.

CUSHIONS
First quality cushions for bumper and 6 Pocket tables.

BALLS
Gordon aramith balls designed to last a lifetime.

CUE STICKS
All first quality cues manufactured to trade specifications.

JUMBO BUMPERS
First quality bumpers for all sizes and weights.

BUY FROM EASTERN NOVELTY AND YOU BUY FROM ONE OF AMERICA'S LARGEST SUPPLIERS OF POOL TABLE SLATES AND SUPPLIES TO THE TRADE!

Distributor Inquiries Invited  Send For 1962 Catalog

EASTERN NOVELTY DISTRIBUTORS

3726 Tonnelle Ave. (U.S. 1 and #9) North Bergen, New Jersey

The BUYERS Read CASH BOX!
CLASSIFIED ADVERTISEMENTS

CLASSIFIED AD RATE 20 CENTS PER WORD.

Cash on drawing will enter all words in first name. Number is address code as per your instruction. $5.00. CASH OR CHECK MUST ACCOMPANY ALL CLASSIFIED ADVERTISEMENTS. No phone calls on classified advertising. Your classified ad will be held for following issue pending receipt of your check or cash.

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(Outside USA add $5.50 to your second 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