JANUARY 13, 1962

JANUARY 13, 1962

Cash Box

JANUARY 13, 1962

Cash Box

Vinyl Records: Dave Brubeck takes time out to play the beautiful new 1962 Seeburg Model DS-160H juke box, featuring "Stereo Directional Sound" being introduced to operators across the country this week. During recent months, Brubeck has been riding the crest of a wave which has seen general acceptance of his work than ever before, thanks in great part to the juke box. His "Take Five" single won strong pop acceptance when it was last year and from there went on to become a pop hit. As a result, his "Time Out" LP, which includes the hit single, is soaring in sales. His sequel "Further Out," is following suit. And ops are giving a strong boost to the virtuoso's latest release, "Unsquare Dance."
Just for the Record!

THE BIG 3

Starts The New Year With Another BIG Song!

"TENDER IS THE NIGHT"

Lyric by PAUL FRANCIS WEBSTER  Music by SAMMY FAIN

Recorded by

TONY BENNETT.................Columbia
CLEBANOFF ORCH..............Mercury
VIC DAMONE....................Capitol
EARL GRANT.....................Decca
GOGI GRANT.....................20th Fox
GEORGE GREELEY..............Warner Bros.

Artists Listed Alphabetically

Song From the 20TH CENTURY-FOX CinemaScope Production "TENDER IS THE NIGHT"
Published by MILLER MUSIC CORPORATION
At a time when most luxury industry takes an involuntary post-Christmas rest, the record industry swings into its strongest season.

Hot new singles by top-name artists, which were being held back for fear of being caught up in the programming confusion which confronts the record industry during the holiday season, are now coming out in full strength. As a result, air play has a refreshing quality to it, Jocks who had to play some of the worn titles by the top names only because there was nothing new available, are now substituting the new titles—a factor which should result in heavy store traffic.

In the area of album product, almost all of the important disceries have already unleashed their big guns including once again some magnificent new commercial material which no doubt will be climbing the best seller list in shortest order.

Along with the strong new merchandise in the LP field, companies are now offering some mighty tempting discount deals including dated billing as well as a number of other excellent incentives to buy... all of which should result in a tremendous buying period during the rest of this month.

Another important factor which keeps the industry swinging during the early months of the year is the huge number of phonographs which were sold during the Christmas season. Many people across the country are now sitting at home with lovely new phonographs and perhaps very few records for them. The coming months will probably see these people investing a good deal of their income and allowing, for both in both singles and albums.

Also lending a timely hand is Nature Mother, who, with the aid of Jack Frost forces most people throughout the country to spend more time indoors, and, as a result, to spend more time with records.

Now is the time to make haste. Consumers buy more records during the first three months of the year than any other quarterly period. Now is the time when a manufacturer, distributor, dealer or rack jobber can get maximum mileage out a good hit item.

In addition to all the above mentioned factors which contributed to a big sales season, there are a number of other characteristics which could make this winter one of the biggest ever.

Economists are predicting a tremendous business year, for on top of the other they feel the public will be spending more and saving less during '61. Then there is the “Twist” which has developed into a much bigger boost to the record industry than anyone had anticipated. As we believe that the Twist has only scratched the surface of its potential. Thirdly, during the past few weeks, we have heard a great many encouraging remarks about sales total for both hot albums and singles—including word that a few recent singles have gone over the million mark. It’s encouraging news considering how rare such an event was last year.

It should be a very big winter, with a little extra initiative and a little-bit-o’ luck, it could be downright great.
The Hottest Independent In The Country . . .

CAMEO
ALBUMS

1st ANNIVERSARY
Over 2,000,000

...and my how your
MONO or STEREO

20%
cash discount
013 NOT INCLUDED

Cash Box—January 13, 1962
For Years A Leader In Singles!!

PARKWAY
ALBUMS
RY SALE
JANUARY 8th to
FEBRUARY 9th
sold in 1st Year!

inventory turns!!!

BOTH SAME PRICE

10%
cash discount

P7002
P7003
P7004
P7005
P7006
P7007
C1013
THE NEW STAR OF 1961 REACHING GREATER HEIGHTS IN 1962

TONY ORLANDO
“TALKIN’ ABOUT YOU”
B/W “MY BABY’S A STRANGER”
PRODUCED BY NEVINS-KIRSHNER

THE NEW STAR OF 1961 REACHING GREATER HEIGHTS IN 1962

TONY ORLANDO
“TALKIN’ ABOUT YOU”
B/W “MY BABY’S A STRANGER”
PRODUCED BY NEVINS-KIRSHNER

EPIC RECORDS

Pick of the Week
Newcomers

“HELLO AGAIN” (2:12) [Aldon BMI—Arthur, Shayne] “IT’S OVER” (2:15) [Spanka BMI—Kasha, Weatherspoon]

ERMA FRANKLIN (Epic 5-9488)

Erma’s exciting new female vocalist, Erma Franklin, can bust thru the hit barrier with either end here. “Hello Again” is an emotion-packed beat-ballad affair that the lark, and the ok-chorus, puts across with telling effect. On the “It’s Over” end Erma (and her great accompaniment) shouts out with a gospel spirit on a fantastic twist'er. Solid sales duo.

From Cash Box January 6, 1962

Looking Ahead

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

1 CRYING IN THE RAIN 2 A LITTLE TOO MUCH 3 MY BOOMERANG WON’T COME BACK 4 BABY DON’T LEAVE ME 5 MOTORCYCLE

16 MIDNIGHT 17 UNSQUARE DANCE 18 AFRIKAAN BEAT 19 PORTRAIT OF A FOOL 20 SHIMMY SHIMMY WALK
Johnny Gibson (Bigtop 3048) Dave Brubeck (Columbia 42248) Bert Kaempfert (Decca 31350) Conway Twitty ( MGM 13050) Magatans (Dodge 858)

21 JAMIE 22 FOXY ONE DEGREE NORTH 23 PERCOLATOR 24 THE THINGS I WANT TO HEAR 25 HEY! BABY
Eddie Holland (Motown 1037) Near Keys (Sack 115) Billy Joe & Checkmates (Dare 620) Shirelles (Scepter 1237) Bruce Channel (Smokey 730)

26 SOMETHING YOU GOT 27 THE TWIST 28 MOMENTS TO REMEMBER 29 GOODBYE TO TOKLAND 30 MOM AND DAD WERE
Chris Kenner (Instant 3237) Ernie Freeman (Imperial 5793) Smokey Robinson (Motown 1003) Kenny & Sisters (Vista 390) Susan Summers (Diamond 106)

SURE SHOTS

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

“TUFF”
ACE CANNON (Hi 2040)

“DUKE OF EARL”
GENE CHANDLER (Vee Jay 416)

“BREAK IT TO ME GENTLY”
BRENDA LEE (Decca 31348)

“SO DEEP”
BRENDA LEE (Decca 31348) Pick of the Week—1/6

“THE GREATEST HURT”
“THERE’LL BE NO NEXT TIME”
JACKIE WILSON (Brunswick 55241)

“SHADRACK”
BROOK BENTON (Mercury 71912)

Cash Box—January 13, 1962
THE TOKENS' SMASH HIT, TOPPING THE CHARTS AS A SINGLE (7954), NOW STEPS OUT AS A RED HOT ALBUM! LPM/LSP-2514 LIVING STEREO OR MONAURAL HI-FI STOCK UP... TODAY! @RCA VICTOR

The most trusted name in sound

The Lion Sleeps Tonight

The Tokens

RCA VICTOR
LENNA CALHOUN (Flip 358)

B+ "I CAN TELL (I'm Losing Your Love)" (2:00) [Linnax BMI—Vega, Kevin]=A very catchy upbeat number with a fast-paced rhythm and infectious upbeat vocal by a very catchy vocalist. The band is very good and the vocals are great.

B+ "BEEN LOOKIN' YOUR WAY" (3:00) [Linnax BMI—Wells]=A great tune with a good beat and a catchy chorus.

HERB ZANE (30th Fox 89)

B+ "DIGGA-DIGGA DUM DUM" (1:45) [Paul-Eve ASCAP—Zane]=A great light-hearted tune with a good beat. The vocals are very catchy and the production is top-notch.

THE HOT TOMALES (Pac 5501)

B+ "HUM DUBBLE BUBBLE" (2:20) [September BMI—Sumner, Hill, Thompson]=A great pop tune with a catchy beat and good vocals. The arrangement is very well done.

JERRY FULLER (Challenge 9132)

B+ "WAKE UP SLEEPING BEAUTY" (2:24) [4-Star BMI—Pulcipher]=A great pop tune with a catchy beat and good vocals. The arrangement is very well done.

DEAN JONES (ABC-Polmar 10283)

B+ "OLD JOE CLARK" (2:29) [2:40] [4-Star BMI—Burgess, Fuller]=A very catchy tune with a good beat. The vocals are very good and the production is top-notch.

THE BELAIRES (Arrive 50034)

B+ "MR. MOTO" (2:04) [4:04] [4-Star BMI—Johnson, Delay]=A great pop tune with a catchy beat and good vocals. The arrangement is very well done.

B+ "LITTLE BROWN JUG" (2:00) [4:00] [4-Star BMI—Winner]=A great pop tune with a catchy beat and good vocals. The arrangement is very well done.

FORD EAGLIN (Imperial 5802)

B+ "GOING TO THE RIVER" (2:46) [4:46] [4-Star BMI—Domino, Bartholomew]=A great pop tune with a catchy beat and good vocals. The arrangement is very well done.

B+ "I'M SLIPPIN' IN" (2:25) [4:25] [4-Star BMI—Bartholomew]=A great pop tune with a catchy beat and good vocals. The arrangement is very well done.

NICOLA FIDENO (RCA Victor International 2)

B+ "TIED TO A GRAIN OF SAND (A Torre di Subba)" (3:22) [Shapiro, Bernstein ASCAP—Marchetti, Fideno]=A great pop tune with a catchy beat and good vocals. The arrangement is very well done.

BRUCE JOHNSTON (Donna 1354)

B+ "DO THE SURFER STOMP PART ONE" (2:10) [Maravilla BMI—Johnston, Hartnett]=A great pop tune with a catchy beat and good vocals. The arrangement is very well done.

B+ "DO THE SURFER STOMP PART TWO" (2:20) [Maravilla BMI—Johnston, Hartnett]=A great pop tune with a catchy beat and good vocals. The arrangement is very well done.

RAY ALLEN & THE UBEATS (Blust 204)

B+ "LA BAMBA" (2:10) [Kemo BMI—Valena]=A great pop tune with a catchy beat and good vocals. The arrangement is very well done.

B+ "FOUR DAYS—FOUR NIGHTS" (2:10) [Kemo BMI—Collay]=A great pop tune with a catchy beat and good vocals. The arrangement is very well done.

B+ "GOOD TIME" (2:40) [4-Star BMI—Collay]=A great pop tune with a catchy beat and good vocals. The arrangement is very well done.

B+ "BEY ME BLACKBIRD" (2:04) [4:04] [Remick ASCAP]=A great pop tune with a catchy beat and good vocals. The arrangement is very well done.

THE DEVOUTS (Roulette 4406)

"ZIP VAN WINKLE" (2:20) [Sidmore BMI—Sanchez]=A great pop tune with a catchy beat and good vocals. The arrangement is very well done.

GABRIEL & HIS TRUMPET (Norman 154)

B+ "MISS YOU SO" (2:45) [Ex- cello BMI—Babb]=A great pop tune with a catchy beat and good vocals. The arrangement is very well done.

B+ "CC RIDER" (2:50) [4-Star BMI—Cannon]=A great pop tune with a catchy beat and good vocals. The arrangement is very well done.
The record that just wouldn’t die!

Thunder Road was originally released June 2, 1962. For more than three years it has been a steady seller in the Capitol singles catalog. Two weeks ago the record began to register strong airplay and sales in Seattle and then in Portland. Thunder Road is now No. 1 in Seattle. It is a hit there and it is beginning to sweep the country. Capitol has moved into high gear promotion of the record. Because Thunder Road, obviously, is a winner. Because Thunder Road, obviously, just wouldn’t die.

No. 1 in Seattle

Thunder Road #398

Sung by ROBERT MITCHUM

No. 1 in Seattle
And Sweeping Across the Country!

Immediate smash response, 5000 letters. Thunder Road No. 30 first week on charts. No. 1 seller last three days retail. Seattle. No. 1 request on KJR past week. No. 1 on my chart next week. It is doing it all over again. Bigger than ever. A positive smash.

Lee Perkins
KJR Radio
Seattle, Wash.

Order now from your Capitol records distributor.
Pick of the Week

"DO THE NEW CONTINENTAL" (2:37)
Kalman ASCAP—Mann, Appell

"MOPE-ITTY MOPE STOMP" (2:06)
[Wand-Angel BMI—Boos-tone, Chatman]

THE DOVELLS (Parkway 833)
The Do-vals are a good bet to follow their "Bristol Stomp" smasheroo with another chart triumph in "Do The New Continental." It’s a solid package that features a dandy set of teen dance instructions. There’s a deep, raspy-voiced lead on the incessant beat "Mope-itty Mope Stomp" stanza.

"I GOT A FUNNY KIND OF "WHAT I DON’T KNOW (WON’T FEELING" (2:09)
[Willey BMI—Medley, Thayer]

Sylvia BMI—E[rin, Rogers, Farrell]

MAXINE BROWN (ABC-Paramount 10930)
Take your pick here. The thrash has a sensation and now ABC duo that has those money-making ingredients noted by everyone. For the initial action it’s the "This Little Girl Of Mine"—flavored rock-a-twister, "I Got A Funny Kind Of Feeling." For the long haul it’s the extremely pretty, ballad-with-a-beat weeper, "What I Don’t Know." Top notch assists supplied by Roy Glover’s outfit.

"CRY TO ME" (2:33) [Mellin-Progressive BMI—Russell]
"I ALMOST LOST MY MIND" (2:19) [St. Louis BMI—Hunter]

SOLOMON BURKE (Atlantic 2151)
Burke, who crashed thru the hit barrier in a big pop-r&b hit way with "Just Out Of Reach," can repeat with his newest Atlantic session. It’s a tantalizing rock-a-chah-a-chop opus, tagged "Cry To Me," that Solomon and the Klaus Ogerman or-ch-changin’ out with telling effect. There’s an ear-pleasing beat-ballad revival of "I Almost Lost My Mind" on the other end. Watch it too.

"HE KNOWS I LOVE HIM TOO MUCH" (2:20) [Aldon BMI—Goffin, King]

A LONESOME GIRL’S PRAYER" (2:35) [Darcy BMI—Spector, Sands]

THE PARIS SISTERS (Gregmark 10)
Women, who scored heavily with their reading of "I Love How You Love Me," can make it two in-a-row with their newest on the Era-distributed Gregmark label. It’s another tender ballad, dubbed "He Knows I Love Him Too Much," that the Sisters deliver pretty, soft-spoken manner. More war, ear-arresting sounds on the touching coupler.

"PATTI ANN" (2:06) [Maravilla, Escort BMI—Smith, Goldsmith]

"DONNA" (2:50) [Kemo BMI—Valenz

JOHNNY CRAWFORD (Del-Fi 1472)
Crawford, who plays Mark McGinn on the popular "Riffman" TV’er, can latch onto another chart-rider in his newest Del-Fi issue. It’s an inviting soft beat cha cha romancer, titled "Patti Ann," that has an attention-getting echo chamber sound. Coupler’s a warm beat-ballad up-dating of the late Richie Valens classic. Both ends are included in his "Captive" LP.

"THE WHITE ROSE OF ATHENS" (2:28) [Peter Schaaf’s ASCAP—Hadjidakis]

"SLAUGHTER ON TENTH AVENUE" (2:06) [Chappell ASCAP—Rodgers]

DAVID CARROLL (Mercury 71917)
Ork leader Carroll can have a big deck this side of the Atlantic with his wonderful version of "The White Rose Of Athens," the current German chart-topper penned by Manos “Never On Sunday” Hadjidakis. Tune, from the “Dreamland Of Desire” flick, is an enchanting, sweet sax spot-lit lilt that the jocks’l love. Backing’s an engaging beat-ballad (with sans lyrics choral chants) of the Richard Rodgers classic.

A GOOD MAN IS HARD TO FIND" (3:17) [Mayfair ASCAP—Green]

"FLOAT EARED MULE" (1:49) [Andick BMI—Traditional; Adapt. by Griffith]

ANDY GRIFFITH (Capitol 6584)
The next big comedy single may well be Griffith’s deacon-like “sermon” which makes very humorous use of the lyrics (and sometimes the tune) to the standard, “A Good Man Is Hard To Find.” A “live” audience sometimes participates in the whacky proceedings. Flip is an authentic-sounding folk novelty date.

TONY MARTIN (Dot 16013)

(2:46) [Reprise—Pietro, Web- ster, For a Fool]—this guitar-driven hot gets a sensitive, English-sung portrayal from the vet warbler. An effective cover version.

B HORIZONS OF JOY (Oriz- zonti Di Gioia) (2:31)
[BIEM—Carlo Giovanni, Modoro- n] Brightly instrumented Italian.

JOHANNY HALO/CINDIE PRINCE [Southern Sound 109]

(2:15) [Arlie BMI—Galbrelth] Cindi Prince sings this live pop opus, about a gal who bemoans the fact that she has to baby-sit.

EDDIE CANO (GNP 172)

(2:40) [Czar BMI—Fletcher, Bunch, Dabbs, Kissel, Montgomery] Solid-sounding juvenile pop. Top sounds are out of a growing swell and steady percussion. A top one instrument for the youngsters.

B BIRDING BY (2:06) [Car BMI—Fletcher, Bunch, Dabbs, Kissel, Montgomery] Solid-sounding pop a-gain lead-the-way in a romp date.

DAKOTA STATON (Capitol 4073)

(3:35) [Robbins ASCAP—Faison] From an LP cut “live” at Storyville, the famed jazz nite, the performer offers a bright swing rundown of the sentimental oldie, she’s backed by a high energy combo. Never before in an LP. Can come up with strong station time.

B MEAN AND EVIL BLUES" (2:41) [Pic ASCAP—Metrus] Down-home sound from the album.

PAUL LONDON (Check Mate 1006)

(2:15) [Chevy BMI—Davis] The stature of this disc is rooted in a good rock sound from the warbler and his combo-chorus companions. Deserves Twist time programming.

B SUGAR BABY" (2:58)
[Kata & Bridgport BMI— Davis] Delicious novelty is included in this effective bounce-hearty heat.

KING CURTIS (Tri-Sound 406)

(2:45) [Curtis BMI] The tenor saxist is spotlighted on a relaxed blues jumper from an LP, "Trouble In Mind."

B I HAVE TO WORRY" (2:41) [Curtis BMI] Curtis sings this blues moody. Also from the album.

LEROY TAYLOR (Columbia 42558)

(2:37) [Ben Ghashi & BMI— Floyd] Similar blues rockin’ here.

ARTHUR ALEXANDER (Dot 16399)

A SHOT OF RHYTHM AND BLUES" (1:44) [Fame BMI—Thompson] Singer and gal chorus off MVPM—do some o-ute to the R&B sound. Catchy cut that could get some action.

B YOU BETTER MOVE ON" (2:40) [Sparrows & Reva BMI—Alexander] A softie stinger that re-calls dates by The Drifters and Ben E. King.

LES McCANN (Pacific Jazz 335)

WONDER WHY" (2:58) [Robbins ASCAP—Brodsky, Cahen] McCann does it again, here with his band at warbling and acquires him self in this easy swinger on the old rock tune. band on his own’s smart band crew back-ups. Side is from an LP of McCann vocals.

B NEXT BAND" (2:45) [Ste- len BMI—Jenkins] More relaxed vocal-ork swingin.”

JOYCE DAVIS (United Artists 413)

MEAN TO ME" (2:20) [Fred Ahlert & Cromwell ASCAP—Ahlert, Turk] Lark invigoratingly reads the great oldie against a big sounding rock-a-string setting. Can make noise with enough exposure.

B CHANCES ARE" (2:30) [Korwin BMI—Allen, Still- man] Rich Latinish backup backs the performer’s stent on the early Johnny Mathis hit.

THE FOUR AMIGOS (Capitol 4680)

LOVE THEME FROM "EL CID" (2:51) [Robbins ASCAP—Bosha] Spanish-flavored guitarists offer an English reading of the pretty item from the recent film, "El Cid," Spanish-flavored guitars support. A different ballad sound to program.

B AMOR EN ABRIL" (2:50) [Friendship BMI—Monge] Appealing softie sung in Spanish. Team has a fine legt sound.

BILLY JOSEY COMBO (On The Ball 109)

(They’re) TWISTIN’ IN HONG KONG" (2:35) [Draxon BMI—Dixon] Oriental-flavored touches in this good-sounding organ- ized novelty on an LP. Chappy vocal comments are included. This worth-while Twist date is from a label based in Hong Kong.

C DO THE CHICKEN WIRE" (2:00) [Draxon BMI—Dixon] Bouncy blueser.

JAZZ

HORACE SILVER QUINTET (Note 4075)

"Doin’ The Thing..." parts 1 & 2

HORACE PARLAN (Blue Note 4074)
"Ray’s/C" On The Swing Of The Moment.

LOU DONALDSON (Blue Note 4066)
"Here Til' parts 1 & 2"
On the way in '61...
Busting big in '62!
A great artist,
With a great hit

'REVENGE'

Brook Benton

Mercury 71903
ANDY & THE BEY SISTERS (RCA Victor 70720)

(B+) “BIG MAMOU” (2:10) [Peer Int’l, BMI—Davies]
(Singing trio, a popular novelty act abroad (now at the Majestic, Rockville Centre, N.Y.) offer an interesting swinging sound in this warble in both French and English. Their accompaniment seems too familiar, too. Can get a solid deja vu reaction.

(B) “CHASSON D’AMOUR” (2:10) [Meadowlark ASCAP—Shanklin] Nice light-beat Fillmore type of the old hit by Art & Dotty Todd.

DON PETRONE & CATHY PRESTO (MDC 1004)

(B) “TIL VOGLIO BENE (I Love You)” (2:08) [Music Panels—DeClary, Vineis] Vocalists offer a live Italian love duet against a Latinish backdrop. Arrangement is from the old hit by Art & Dotty Todd.

BILLY ROME (Sultan 5501)

(B+) “YOU RUNAROUND” (2:37) [Atlantic BMI—Valens] Singer Rome, who has been dubbed as the rock-a-twister, offers a light-beat reading of this old hit by the teen group, Eugene. Romance backdrop, but there’s still a Nashville touch. London distribution.

JOHNNIE RAY (Liberty 55404)

(B+) “A LOVER’S QUESTION” (2:10) [Emden BMI—Bentley & Williams] Vet songster effectively portrays the blues-rock sound. His voice, emotion and phrasing are a tough take-off on western themes. Very distinctive, a nice light-beat arrangement.

(B) “THING GOES UP WITH THE SUN” (2:20) [Emden BMI—Williams, O.J.] Touching plaintive vocal by the performer.

THE VENTURAS (Donna 1552)


(B) “THE CORRIDOS TWIST” (2:15) Guitar heads this all out Twist showing the instrumentalists. Lots of rock punch here.

JACK BUTLER (Roulette 4405)

(B+) “I’LL GET ALONG SONG” [RCA Victor ASCAP—Bourne & Sherwin ASCAP—Fields, Marks] The pretty plaintive oldie, appealingly warbled by the songster, who’s supported by an attractive, solid-triplet-included, ork-chord sound, is really romantic out-well-worth the dance spins.

BILLY ’WAYNE-KIN’ PAGE [RCA Victor ASCAP—Fields, Marks] This feature has Butler doing a dance basic on the lost-old theme.

ROGER WAYNE (Musidore 1014)

(B+) ONE FOR THE WALTZ (2:21) [United Artists ASCAP—Previn] Andre Previn has clefted a lovely waltzer for this hit comedy flick of the same name. Portrayal here is by a Wayne-Kin sounding sax and easy rhythm accompaniment. Merits mood-directed appeal.

(B) YES, WE HAVE NO BANANAS (1:49) [Sherry Bernstein ASCAP—Silver, Cohen] Happy 20’s-sounding German duo are reading the novelty favorite, done in a foreign accent.

---

Pick of the Week

Newcomers

“NUT ROCKER” (2:07) [Jim Fowlwy BMI—Fowlwy]

“NEVER ON SUNDAY” (2:15) [Town, Hadjidakis]

JACK B. NIMBLE (Del-Rio 2305)

Jack B. Nimble & the Quips can do for “NUT ROCKER” what Kokomo did for “Asian Minor” and what B. Bumble did for “Bumble Boogie.” Nimble’s Boy is the L.A.-based “Big B.” An adaptation of Tchaikovsky’s “Nutcracker Suite” that the twisters ought to go wild for. Coupler’s a bright rock-a-chata version of the off-cut pic smash.

“EARLY SUNDAY” (2:56) [Joy ASCAP—Garson]

“HONEY SUCKLE ROSE” (2:86) [Joy ASCAP—Razaf, Waller]

MORT GARSON (Joy 259)

Maestro Garson leads his orchestra thru a sparkling instrumental twister that could be the opening-chorus display. It has a spirited flavor of Reg Owens’ wholesome back-up, “Manhattan Spiritual.” The sturdy’s reviving in sock rock-a-twist manner on the flip stand.

Best Bets

WALKIN’ WILLIE (RSVP 113)

(B+) “IF YOU JUST WOULD FOLLOW ME” (2:53) [Mitre-Work & RVP BMI—McMillin] Strong R&B playing done by the songster and his choral companions can add-up to a chart affair. Besides the vocal finesse from the performer and a gral chorus, the combo has a solid solo stick about midway. Date to watch closely.

(B) “IT SOUNDS SO FUNNY” (2:40) [Mitre-Work & RVP BMI—Price] Generally striking minor-key blues display.

CARLA THOMAS (Atlantic 2192)

“KINDA THINK HE’S DOYS” (2:36) [Cedarwood BMI—Evette, Burch, Thomas] Lari. Of “Georgia,” does a distinctive, sensitive stomp on an appealing number about a gal who, as the title indicates, still has some lingering doubts as to whether the guy really cares. A fine soft-beat or-khosrcord backdrop. Can step-out.

(B) “THE MASQUERADE” (2:57) [ASCAP—Whitely, Magdison] An inviting reading of the great oldie. Solid cut is from the performer’s “Griz HP.”

JOE BRAGG (Arallas 1013)

(B+) “IT’S A LOVELY THING” (2:46) [Shaunessy ASCAP—Piano] Being one of the most attractive wistful is backed by an off-beat string quartet rock sound. Something sensitive, different that could make the Top 100 grade.

(B) “PRETTY PLEASE” (2:16) [Shaunessy Press ASCAP—Piano] Lively rhythm outing, again including the small string section.

FREDDY KING (Federal 23450)

(B+) “THE STUMBLE” (2:15) [Stump BMI—King, Thomp-son] Exciting blues shuffle-beat sound. Nothing in the combo, which more in a big way in the latter area.

(B+) “TAKIN’ CARE OF BUSINESS” (2:44) [R-T BMI—Toombs, King sings in this cheerful blues.

BIG BOY MYLES (V-Tone 232)

(B+) “SHE’S SO FINE” (2:30) [Caldwell BMI—Myles] R&B songwriter pays tribute to a gal against a first-rate infectious rhythm sound that the songster will please audiences on both the R&B and pop areas. Watch it.

(B) “THE FLAME” (2:06) (Caldwell BMI—Caldwell) Sax is spotlighted in this bright blues-rock blues-
MR. D. J.-
IF, UNFORTUNATELY, YOU HAVEN'T HEARD THIS GREAT FREDDY GARDNER ALBUM, WRITE FOR A FREE COPY TO: CAPITOL RECORDS, ADVERTISING DEPARTMENT, 1750 NO. VINE ST., HOLLYWOOD 28, CALIF.

FREDDY GARDNER

These eight brilliant, unforgettable solo sides are presented exactly as Freddy Gardner recorded them in London. All eight have become classics.

Side one: I'm in the Mood for Love / Valse Vanite / These Foolish Things / Smoke Gets in Your Eyes
Side Two: Roses of Picardy / Body and Soul / I Only Have Eyes for You / Stardust

The eight tracks in this album are probably the most popular and renowned ever recorded featuring the alto saxophone.

THE LATE FREDDY GARDNER IS EVEN BETTER KNOWN TODAY AS A SAX SOLOIST THAN HE WAS AT HIS DEATH ON JULY 26, 1950.

THIS COLLECTOR'S ALBUM IS A HIT IN BOSTON AND IT IS BEGINNING TO MOVE ACROSS THE NATION!

2120

682.0x966.0

Jan Burgens

MIDNIGHT

IN MOSCOW

10503

*Also breaking big in Minneapolis,
St. Paul and Washington, D.C.

LONDON

RECORD RAMBLINGS

NEW YORK:

VeeJay's Red Schwartz dropped by to tell us that it looks like the label has the first million seller of '62 in Gene Chandler's "Duke Of Earl."... Jubilee vein and national promo director. Murray Deutsch and indie promo man Carle Deane, are quite excited over the star prospects of Dick Ruedebusch and his debut LP, "Meet Mr. Trumpet." Dick's been booked for a 1/21 Ed Sullivan show and a stint at the upcoming Dinah Shore spec. He also opens at the Metropole here on 1/5. Kaybee's B. Layson info's that Texas Ray's "What's Come Over You" has been up to no 1 on the B.C. list, and the met area. Michael Allen to head the bill for 2 weeks, starting 1/5, at the opening of the Living Room's new intimate niterie, Room At The Top. Lyricist-post-author Gladys Shelley, who is currently clogging a B.Way musical with Anita's Loos, is in town on the press for the new release of her Spiral chart-maker, "Oliver Twist."... Publicity credits on Jules Blattner's Norman version of "St. James Infirmary" belong to Mills ASAP.

... Tommy Hunt's "The Door Is Open" (Scepter) is the latest hit on Mickie Wallach's label, and Anita Bryant, whose latest for Columbia is "Stop By Step," is to do the 3/18 Ed Sullivan TV show from the Bob Hope Island jaunt. Felicitations to Lee Feartree, who recently announced her engagement to taller-than-a-tree Ken- neth Bantu, a Purpled artist and conductor of the trio at Lexington's Hawaiian Room. Sam Moon, who became a grandpappy when the stork delivered a boy named, Eriko, to his mistress who manages the Hawaiian Room.

Herald-Ember's Al Sliver and Hal Percher expect to start off the new year with the "Pot Of Golden Goodness" LP, Jay Dee Bryant's "I Could Have Cried" and Johnny B. Good's "I Feel Your Love Growing Cold," ditto for Kansans' top Bobby Poe, who figures on a biggie in "Big Al Dow- ing's show on the "Story Of My Life," and 'I'd Love To Be Loved.'... Epic has just released "When You're Alone" by Donny & The Del-Chords produced by the indie

BURL IVES

WANDERERS

WANDA JACKSON

CHICAGO:

CRDC's John Doumanian could hardly wait to hit the local circuit with the Wanda Jackson version of "Little Bitty Tear" (Capitol) and from what he tells us reaction, so far, indicates another big chart item for the talented Miss Jackson. Her "In The Middle Of A Heartache" is still very much in the national spotlight. A couple of more chart destined follow-ups from the Capitol stable are "Shake Shake Sherry" by The Edsels and "That's The Reason" by Bobby Edwards, who's currently playing the charts with his C.F. offering "You're The Reason." Mike Duane is expected in Chi the latter part of next week and will probably make the deca- y ray during his visit. Singer Harold Ward, very active on the local nitty scene for the past few years, has been signed to Century rec- ording pact by Vee-Jay Records. Artist will wax his first sides upon his return from a two week personal appearance tour throughout Canada.

Conni Ed Walker tells us he's been enjoying a terrific sales rush on a Blast album tagged "Jim Louarn's Charity Blast," which contains original hit dixies from various labels and features a color photo of deejay Jim Louarn on the cover. Seems local teenagers are really going for it... Aside from being a very lovely and talented performer, Mike Thomas, of the "Oklahoma Jukebox," is currently doing his thing at the Starlight堪称 Georgia Drake, recently signed by Herbert Ross, has been working on the "Beau- gis.--prancing in eight different languages! Her debut pairing with Heartbeat is in the works in Greek) b/w "Paradise."... Lennea Garfias and Ed Valencia (Lincoln Dist.) herald the New Year with a batch of potential chart favorites topped by Enoch Light's follow-up to his current number one album Stereo Storm (Command), tagged "Endless Lights At Cabin." Vol. 1"... the singles picture. It's "Mother Goose"

IT'S NEW!!!

IT'S SENSATIONAL!

IT'S A CHECKER SMASH!

SHIMMY SHAMMY WALK

(PART 1)

THE MEGATONS

CHECKER-1005

CHESS PRODUCING CORP.

2120 Michigan Ave.,
Chicago 16, Ill.
Warner Bros. new albums for '62 have SALESPOWER—fourteen new LP’s POWERfully designed to attract customers...POWERfully packaged to lure store traffic...and tied together in a POWERful sales program geared to bring you more profits! (Albums listed above available in both mono and stereo.)

see your distributor for complete details about special terms and conditions
GEORGIA BROWN
her first record...her first hit
ROLL OVER
LONDON

THANKS TO
MARNEL OF MARYLAND
Stan Hoffman & Bernie Block
and
All The Disc Jockeys That Broke
RONNIE MARTIN’S
“LONELY SOUL”
Caldwell 409

DISTRIBUTED NATIONALLY BY:

1330 W. GIRARD AVE.
PHILADELPHIA 23, PA.
Center 2-8383

KATHY PRESTON
PALMER SENDRA
AL SERINO

RECORD RAMBLINGS

...a born swinger

Tony The Moving Stan
1330 and With You spent out Harry
juries molished unlimited clip

It The Evans’ batteries southland by
which

Amanda Ambrose began an unlimited engagement at the Southen-
erly of Horn last week. Her bow LP on the label will be ready for release next

Kent Beauchamp (Garlen Direct) is on a list of sales ers . . . The Wan-

Vee-Jay’s Jerry Butler is recuperating in a Houston, Texas hospital from a very serious auto accident over the

Midwest Mercury’s Harry Beckerman points with pride to

a pair of hot Benton singles, namely “Reveng” and “Lost Penny”,

which are making plenty of noise across the country. Also in the fore is

Johnny Preston with his fast rising “Free Me.” Harry made heated men-

tion of a new portable phonograph put out by Mercury, running on six flash-

light batteries and equipped with a familiar sound. Moving items over at M. S. Dist., include “Chip Chip” by Gene McDaniels (Liberty); “Do The New Continental” by the Dovells; “Teen Queen Of The Week” by Freedy Cannon and “I’m In Love With My Car” by Frankie Francis by Allen Chase (Cinema).

HOLLYWOOD:

RCA Victor singer, Timothy Hay, spent a week in Atlanta, Georgia for
record promotion and personal ap-

pearances. Hay’s record, “Breakaway”,

has been reportedly among the top ten

in the southland for the past two months. He will also spend some time in New

York for additional promotional ac-
tivities. . . . Plaza Record’s debut platter “You Are In My Arms” bw “I Didn’t

Know” is ready for national dis-

tribution. The man and lyrics of both

numbers are by Lance, backed by a chorus of feminine vocalists and or-

chestra.

Plaza Record president, Billy Wel-
don, has signed Lance to a three year
contract. ... Tony Brent, and Ken
Wyatt have written a new song to be

picted “Do You” which Brent will introduce
on his new program over KHJ-AM. . . . Dec. 20 was the deadline date set
by NARAS for recording companies to mail in their recommendations for
the 1961 “Grammy” Awards, which will cover recordings released in the
Tone, one of Precision Recording In-
struments’ labels, has hit the jingle scene with a rash of on-air spots for Stan

Girand and his Party Toppers on “Come On Everybody Let’s Twist.” A four-

selling program moved 160,000 al-

bums in 72 hours of duplicate pressings in the New York and Los Angeles

earlys of P.R.I. ... Jimmie Haskell conducted and arranged on

Soul Sales’ new single “White Fang” bw “The Soupy Shuffle” for

After eight years of sponsorship

by the L. A. Examiner for his “Strictly
Informal” TV program on KTLA,

Larry Finley has tendered his resigna-

tion to the Examiner. . . . Lan.

He is now a Vice-Pres., and mem-

er of the Board of Directors of the

Records, and will be devoting full
time to the organization. . . . Lester

Sills, producer of Gramercy locale, an-

nounced that the Paris Sisters’ re-

ording “I Love How You Love Me,”

has hit the million mark in sales.

Presentation of a gold record was

made to the singing trio last week.

They will be in New York soon to film their first movie, “Trad ... Dad,” a

Columbia release.

KJQ Radio, Los Angeles, in response to overwhelming listener acceptance, is

expanding its Sunday morning “Snufi” and “String” discount program an extra hour.

The station claims to be first in Los Angeles A.M. radio history to devote three hours to
every one vocal artist. . . . The Dukes of

Discland will be opening in the Blue

Room of the Roosevelt Hotel in New

Orleans, February 1st. Their new Co-

lumbia LP Album will be available around the first of the year. . . . Dodie

Stevens could not make the trip to

his overseas tour, because the Stu-

Welfare Department ruled she was

too young. The 15-year-old singer is

currently co-starring in “Reprieve,”

for Allied Artists. . . . Verve has three

new singles being released, “Chip

Hands, Here Comes Charlie,” Ella

Fitzgerald, “Imagination,” and “Quo-

tions, and “Dick Tracy,” the Chants.

. . . For the second week in a row At-

lantic Records dominated the top 10

best-selling LP list issued by Wallichs

Music City. Seven Ray Charles albums

plus John Coltrane’s "Out Of This

World" are included in the Southern

California hit list of 12/11.

HERE AND THERE:

PHILADELPHIA — A.A.L. distribu-

tors in this city have reported that they’ve taken on the Bing Crosby Enter-

prise, which includes . . . the initial LP, ‘Justin Wilson’s Music.”
DISTRIBUTED NATIONALLY THRU THE COSNAT CORPORATION

315 West 47th Street, New York 26, N.Y. Ph 7-8140
PHILADELPHIA (Cont’d.)

On-Tea,” on the singles side, its Fay Simmons’ “A Sinner Kissed An Angel” (on Riverside’s Pop-Side label), ... Cambridge’s Don Wright items that the outfit’s starting off the new year right with Eddie Holland’s “Jamie” (Motown), Ral Donner’s “She’s Everything” (Glen), the Miller Sisters’ “Walk One” (Rayna) and Rusty West & the Five Keys’ “Out Of Sight, Out Of Mind” (Seg-Way). . . . With Mainline’s Buzz Curtis it’s Gene Chandler’s “Duke Of Earl” (VJ), Charles McCullough’s “My Girl” (DoDo), Buster Brown’s “I’m Going, But I’ll Be Back” (Fire) and the Miracles’ “That’s So Good About Goodbye” (Tamla) among others. . . . At Ted Kellem’s Columbia post word is out that Ken Karen has a big bow in his “Susie Forgive Me,” that the Brothers Four’s “Blue Water Line” and Anita Bryant’s “Step By Step” are building and that Jimmy Dean’s “Dear Ivan” is already smashville. . . . Saul Lampert sez that Pete Bennett’s “Fever” (Sunset) is breaking wide open. . . . Fran Murphy, at Ed S. Barsky’s place, infos that Liberty artists Johnny Ray’s opening at Sci-olla’s on 2/7 and Gene McDaniel’s is skedded for a 2/19 date at Pop’s. . . . Hot newies at Bob Heller’s Flying distribs include Mike Cahill’s “Angel” (Foxie), the Bollaires’ “Mr. Moto” (Arvee), Bobby Bare’s “Brooklyn Bridge” (Fraternity), Jennell Hawkins’ “Moments To Remember” (Amazon) and Jimmy Strickland’s “Ring In My Pocket” (Dacco) among others.

DETROIT — Claudette Robinson, charming female vocalist of the Miracles vocal group is confined in Colum- bia Medical Hospital in town where she will undergo surgery. The remaining four male members of the group, including Ronald White, Robert Rodgers, Warren Moore, and Bill “Smokie” Robinson, Claudette’s husband, will stay in Detroit to be by her side until the operation is over. . . . Artists Inc.’s Jan Smith types that Jamie Cee, formerly with ABC, has just signed a pact with Harry Balk and Irving Miechnik; that Warner Bros. has moved over to Cadet distribs; that noisemakers in the Motor City include the Visions’ “Tell Me You’re Mine,” Jan & Dean’s “Sunday Kind Of Love,” Frank Sinatra’s “Pocketful Of Miracles” and Jamie Cee’s “How High Is High.”

that Bobby Bare’s “Brooklyn Bridge” is the big one the label’s been looking to get back into smashville with.

MEMPHIS — Holiday Inn’s Wayside Foster and Charles Ackers telegraphed that they expect to start off the New Year with a biggie in the Rockin’ Coasters’ “My Fraulein Cries For Me.”

CLEVELAND — Mary Helfer, in- house man hereabouts for Pri-Mus Prods., recopied nicely now from an operation that had him hospitalized since mid-Nov.

BALTIMORE — Marshall Ent.’s “The Bearded” Kalicka says that Cen- dence is hot with Johnny Tillotson’s “Dreamy Eyes,” Don Shirley’s “Drown In My Own Tears,” the Chordettes’ “Goodbye Again” and Eddie Hodge’s “Bandit Of My Dreams.” Ed’s to sellers are Joe Thompson’s “No Man” (Hickory) and the Showmen’s “It Will Stand” (Minit).

ASHLAND, OHIO — Hilltop Rec- ords has given a new “twist” to the Mother Goose rhymes in Fred Mike- waxing of “Daddy-O-Goose And The Three Little Piggies.”

Cash Box—January 13, 1966

Philips, Tenn.—James Brown, topper of the Chanson label, reports that orders are pouring in on the Majesties’ “Safari” and that he has set the group on a national deejay tour.

HOUSTON — Everybody at the Duke-Peacock outfit quite happy with Bobby Bland being tagged the top R&B vocalist in Cash Box’s year end survey. Bob Garner adds that Peacock newcomer, Kenneth Deal, should be one of ‘65’s top new artists as a re- sult of his “Tell Me Where”—“A Little Love” duo.

NEW ORLEANS — Ace Records Joe Caronna, who heads up the N.O. office for Joe Vincent’s label, infers that Roland Stone’s “I Was A Fool” is being released for hitsville and that should soon be followed by Glen Hall’s “I’m The One.”

SEATTLE — Northwest Record Cen- ter’s Dan Niles sez that Nacio Brown Jr.’s label has come up with a big one in Steve Barris’ “Story Of A Ring.”

CINCINNATI — Harry Carlso, Fraternity topper, happily predicts
### Cash Box Best Selling Albums

**Compiled by Cash Box from leading retail outlets—Jan. 13, 1962**

#### MONOURAL

<table>
<thead>
<tr>
<th>Pos</th>
<th>Last Week</th>
<th>Album</th>
<th>Artist(s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>1</td>
<td>Blue Hawaii</td>
<td>Elvis Presley (RCA Victor LPM 2426; LSP 2406)</td>
</tr>
<tr>
<td>2</td>
<td>2</td>
<td>Breakfast at Tiffany's</td>
<td>Henry Mancini (RCA Victor LPM 2362; LSP 2362)</td>
</tr>
<tr>
<td>3</td>
<td>3</td>
<td>The Twist</td>
<td>Chubby Checker (Parkway P 7004)</td>
</tr>
<tr>
<td>4</td>
<td>4</td>
<td>Your Twist Party</td>
<td>Chubby Checker (Parkway 7007)</td>
</tr>
<tr>
<td>5</td>
<td>5</td>
<td>West Side Story</td>
<td>Film Soundtrack (Columbia CL 5975, CS 6446)</td>
</tr>
<tr>
<td>6</td>
<td>6</td>
<td>I Remember Tommy</td>
<td>Frank Sinatra (Reprise R-1003; RN-1003)</td>
</tr>
<tr>
<td>7</td>
<td>7</td>
<td>Chubby Checker &amp; Bobby Rydell</td>
<td>(Carnes C 1013)</td>
</tr>
<tr>
<td>8</td>
<td>8</td>
<td>Don't the Twist at the Peppermint Lounge</td>
<td>Jerry Lee &amp; Stella (United Artists UA 4070; UA 5706)</td>
</tr>
<tr>
<td>9</td>
<td>9</td>
<td>Judy at Carnegie Hall</td>
<td>Judy Garland (Capitol BO 1569; SWBO 1969)</td>
</tr>
<tr>
<td>10</td>
<td>10</td>
<td>Camelot</td>
<td>Orry G. Cary (Columbia KOL-5820; KOS-3027)</td>
</tr>
<tr>
<td>11</td>
<td>11</td>
<td>Time Out</td>
<td>Dave Brubeck (Columbia CL 1997; CS 8192)</td>
</tr>
<tr>
<td>12</td>
<td>12</td>
<td>Portrait of Johnny</td>
<td>Johnny Mathis (Columbia CL 1644; CS 8446)</td>
</tr>
<tr>
<td>13</td>
<td>13</td>
<td>Holiday Sing Along with Mitch</td>
<td>(Columbia CL 797; CS 8501)</td>
</tr>
<tr>
<td>14</td>
<td>14</td>
<td>Close-Up</td>
<td>Kingston Trio (Capital T 1642; ST 1642)</td>
</tr>
<tr>
<td>15</td>
<td>15</td>
<td>West Side Story</td>
<td>Original Broadway Cast (Columbia CL 3350; CS 2001)</td>
</tr>
<tr>
<td>16</td>
<td>16</td>
<td>Runaround Sue</td>
<td>Dion (Lavvie 2089)</td>
</tr>
<tr>
<td>17</td>
<td>17</td>
<td>Behind the Button-Down Mind</td>
<td>Bob Newhart (Warner Bros. W 1417; CS 1417)</td>
</tr>
<tr>
<td>18</td>
<td>18</td>
<td>Never on Sunday</td>
<td>Cornett (A&amp;M E 3965; SE 3965)</td>
</tr>
<tr>
<td>19</td>
<td>19</td>
<td>The Sound of Music</td>
<td>Original Cast (Columbia KOL 4550; KOS-2020)</td>
</tr>
<tr>
<td>20</td>
<td>20</td>
<td>West Side Story</td>
<td>forearm &amp; Teller (United Artists UA 3164; UA 6166)</td>
</tr>
<tr>
<td>21</td>
<td>21</td>
<td>King of Kings</td>
<td>Soundtrack (A&amp;M EG 182; E 182)</td>
</tr>
<tr>
<td>22</td>
<td>22</td>
<td>Milk &amp; Honey</td>
<td>B'Coast (RCA Victor LOP 1065; LSO 1065)</td>
</tr>
<tr>
<td>23</td>
<td>23</td>
<td>Your Request Sing Along with Mitch</td>
<td>Mitch Miller &amp; the Group (Columbia CL 1671; CS 8401)</td>
</tr>
<tr>
<td>24</td>
<td>24</td>
<td>Rusty Warren Bounces</td>
<td>Bob (Julie 2093)</td>
</tr>
<tr>
<td>25</td>
<td>25</td>
<td>Let There Be Drums</td>
<td>Sidney Nathan (Imperial 9159)</td>
</tr>
</tbody>
</table>

#### STEREO

<table>
<thead>
<tr>
<th>Pos</th>
<th>Last Week</th>
<th>Album</th>
<th>Artist(s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>1</td>
<td>Stereo 25/min</td>
<td>Frank Light &amp; Orche. (Command KS 826 50)</td>
</tr>
<tr>
<td>2</td>
<td>2</td>
<td>Breakfast at Tiffany's</td>
<td>Henry Mancini (RCA Victor LSP 2362)</td>
</tr>
<tr>
<td>3</td>
<td>3</td>
<td>Blue Hawaii</td>
<td>Elviolopes (RCA Victor LSP 2476)</td>
</tr>
<tr>
<td>4</td>
<td>4</td>
<td>Judy at Carnegie Hall</td>
<td>Judy Garland (Columbia SWBO 1569)</td>
</tr>
<tr>
<td>5</td>
<td>5</td>
<td>West Side Story</td>
<td>Sound Track (Columbia CS-2076)</td>
</tr>
<tr>
<td>6</td>
<td>6</td>
<td>Camelot</td>
<td>Original Broadway Cast (KOS-3021)</td>
</tr>
<tr>
<td>7</td>
<td>7</td>
<td>The Sound of Music</td>
<td>Original Cast (Columbia KOS-2030)</td>
</tr>
<tr>
<td>8</td>
<td>8</td>
<td>King of Kings</td>
<td>Tommy (Columbia CS 8444)</td>
</tr>
<tr>
<td>9</td>
<td>9</td>
<td>Holiday Sing Along with Mitch</td>
<td>Mitch Miller (Columbia CS 8501)</td>
</tr>
<tr>
<td>10</td>
<td>10</td>
<td>Time Out</td>
<td>Dave Brubeck (Columbia CS 3192)</td>
</tr>
<tr>
<td>11</td>
<td>11</td>
<td>Portrait of Johnny</td>
<td>Johnny Mathis (Columbia CS 8444)</td>
</tr>
<tr>
<td>12</td>
<td>12</td>
<td>Milk &amp; Honey</td>
<td>B'Coast (RCA Victor LSO 1065)</td>
</tr>
<tr>
<td>13</td>
<td>13</td>
<td>West Side Story</td>
<td>Original Broadway Cast (Columbia CS 0051)</td>
</tr>
<tr>
<td>14</td>
<td>14</td>
<td>Great Motion Picture Themes</td>
<td>Various Artists (United Artists UA 61200)</td>
</tr>
<tr>
<td>15</td>
<td>15</td>
<td>Your Request Sing Along with Mitch</td>
<td>Mitch Miller &amp; The Group (Columbia CS 8477)</td>
</tr>
<tr>
<td>16</td>
<td>16</td>
<td>Ebb Tide</td>
<td>Earl Grant (Columbia DL 74165)</td>
</tr>
<tr>
<td>17</td>
<td>17</td>
<td>Kennedy Review</td>
<td>Bobby Vee (Liberty LSP 3121; LST 7201)</td>
</tr>
<tr>
<td>18</td>
<td>18</td>
<td>The Lion Sleeps Tonight</td>
<td>Take Five (LM 2514; LSP 2514)</td>
</tr>
<tr>
<td>19</td>
<td>19</td>
<td>Oldies But Goodies Vol. III</td>
<td>Various Artists (Original Sound LSP 5004)</td>
</tr>
<tr>
<td>20</td>
<td>20</td>
<td>For Twisters Only</td>
<td>Chubby Checker (Parkway 7002)</td>
</tr>
<tr>
<td>21</td>
<td>21</td>
<td>Moon River</td>
<td>Lawrence Welk (Dot DLP 3243; 25412)</td>
</tr>
<tr>
<td>22</td>
<td>22</td>
<td>Merry Christmas</td>
<td>Johnny Mathis (Columbia CL 1979; CS 8021)</td>
</tr>
<tr>
<td>23</td>
<td>23</td>
<td>Messiah</td>
<td>Mormon Tabernacle Choir (Columbia MLS 364; MNS 607)</td>
</tr>
<tr>
<td>24</td>
<td>24</td>
<td>Time Further Out</td>
<td>Dave Brubeck (Columbia CS 8490)</td>
</tr>
</tbody>
</table>

© Also available in Stereo  ★ Also available in EP
"Dakota at Storyville"—Dakota Stanton—Capitol ST 1649

Boston's famed jazz night club Storyville provides the background for Dakota Stanton's first onstage recording. Thrush completely capacitates her and more as she and the group re-create songs such as "The Show Must Go On," "Mean and Evil Blues," and "Easy to Love." The Stanton style is, as always, top-drawer. Set should make noise with the legions of the lark's admirers.

"Greek Songs"—Four Coins—MGM SE 3944

The four own backgrounds to deliver this top-flight collection of Greek folk songs. The only tune not of a folk origin is "Never On Sunday," which seemed so appropriate to the spirit of the album that it was included. The selections, which are mostly in English, capture all the joy of the Greek people. Disk could score with the group's fans as well as folk tune buffs.

"Twisting with the Cadillacs"—Jubilee JGM 5009

The free-flowing, hard-driving sound of the Cadillacs give forth with a hot group of tunes geared for teens and oldsters alike. The beat is rocking and twist is fast as the group re-creates songs such as "It's Love" and "Sugar Sugar." Disk has an infectious spirit that should make it favorite with the entire twisters' set.

"One for My Baby"—Eddie Heywood—Mercury SR 10632

Eddie Heywood dishes up a tasteful collection of standards and two original compositions from his third offering from Mercury. Pianist, who is ably assisted by Albert Lucas on bass and Donald Lamonlt, on drums, demonstrates a first-rate swivin', soft sound on all the tunes essayed. The likeable Heywood's touch is superb as he reads "Body and Soul," "It's All Right With Me," and "Don't Take Your Love From Me." Excellent set. Should score with all the Steer's fans.

"Les Brown and His Band of Renown Play the Gershwin Bandwalk"—Columbia 2012

All Gershwin fans should find this attractive, swinging album from Brown a welcome asset. Orkster Brown leads his boys through the pieces of "Somebody Loves Me," "Love Walked In," and "Fever," etc. In a "This Is My Country," and "Swe, Marnie," the melody that the music demands. The band has a polished, compelling sound that puts new life into the Gershwin standards. Ray Hill has supplied some excellent arrangements for the Brown group.

"Guy Lombardo and the Royal Canadians Go Dixie"—Capitol ST 1645

Guy Lombardo has cast aside his familiar sweet sounds to come up with a lively bag of Dixie favorites. Orkster proves his versatility as he reads "I'm Roof Blues," "Down Home Rag," and "Mulemat Bat Bumble," Lombardo directs his attention to the band in the offering, giving the tunes rendered here a fast-moving, swinging flavor that is completely enjoyable. All the arrangements are first-rate on this Capitol LP.

"Norma Zimmer Sings True Love"—Dot DLP 25404

Norma Zimmer, who has a national audience from her featured spot on the Lawrence Welk TV show, showcases her vocal talents in this first LP effort. Thrush beautifully reads a group of inspirational standards including "Battle Hymn Of The Republic," "This Is My Country," and "Ave Maria." On four selections she is teamed up with Jim Roberts for duets. Disk should score with all champagne fans.
**JAZZ PICKS OF THE WEEK (Cont'd)**

"Hazy in Dixie"—Hazy Osterwald—Dot DLP 3390

Hazy Osterwald and his sextet are a new group, but their sound is polished, effective and mature as they read a collection of newies and Dixieland favorites. The breakdown of four standard pieces and four originals offers enough to satisfy the traditionalist as well as the avant-garde listener. The group shines as they read "Muskrat Ramble," "At The Jazz Band Ball," and "The Jazz Me Blues." Sextet ranks as a promising group.

"Songs of Broken Love Affairs"—Claude Gray—Mercury MG 28635

Newcomer Claude Gray shows his stuff in fine form on his first LP. Claude possesses a deep, natural voice with enough sincerity and country authenticity to make him a force in the ranks of country stardom. Disk includes "Tell Me A Love Of Coffee" and "My Ears Should Burn," two of Gray's LP's, Sung with ten other tunes with professional pace and style. LP is top-notch showcase of the Gray talents and should make some noise with fans as well as winning him a posse of new followers.

"More Songs Father Taught Me"—Father Joseph Dustin—Riverside 7517

Father Joseph Dustin comes on strong on this second collection of lively banjo favorites from Riverside. Father Dustin's zestful approach is part of his charm in this varied group of rock-bottom tunes including "Tell Me A Love Of Coffee," "I Love My Baby" and "Cookin'." Father Dustin accompanies himself in song, which does much to give this LP a warm, human flavor.

"6 Million Accuse"—United Artists—UAL 8963

United Artists has produced a memorable spoken-word offering of the recent trial of Adolph Eichmann. Disk gives perspective insight into Eichmann the man. Yehuda Lev reads an impressive English narration, giving a factual account of the courtroom activities. LP preserves a page of history that should not be forgotten and ranks as top-tier, enthralling listening.

"America's Favorite Organ Hits"—Don George—Reprise R 6068

Don George offers a superior collection of mood music in this new Reprise album. Although George plays the organ with a theatrical flair, all of the tunes that he reads are superbly arranged and skillfully rendered. Disk provides the first-string of American evergreens with such favorites as "Tenderly," "Fascination," and "Always." Excellent listening fare.

"Rejoice"—Shmuel Fershtor—Heritage CHS 501

Here's an exceptional record of Jewish music that is sure to delight anyone who enjoys the pathos-filled strains of inspirational music. The disk is divided into two parts: "Tarah In Song" and "Wedding In The Old Country." The first part is concerned with the hope and faith that is contained in the first five Books of the Bible. The latter selection is centered on the happy, spiritual occasion of marriage. Singers Adele Margolin and Maria Freeman are featured, as is Shmuel Fershtor, who conducts an orchestra especially for this disk.

"ENGLISH BALLET OF THE 20TH CENTURY"—Sir Malcolm Sargent—Angelo's Caprice

Sir Malcolm Sargent and the Royal Philharmonic Orchestra offers three modern pieces with ballet affluences in this Angel release. Selecting the lighthearted strains of Holst's "The Planets," Sargent juggles with Wallen's "Parade" and Britten's "Simple Symphony." Although the music is classical, much of the themes rendered here have become popular with the general public. The excellence of the conductor's approach gives the disk a sturdy path.

"Tchaikovsky: Symphony No. 4 in F Minor Opus 36; London Symphony Orchestra conducted by Antal Dorati—Mercury SR 60927

From the dazzling sounds of the andante section through to all the chromatic themes that lead to the finale, Antal Dorati has strictly adhered to the intricacies of the development and exposition that make up the symphony. This charm and simplicity come off as superbly entertaining. All the various melodic variations and rhythm are colored for the sensitive Tchaikovsky devotee. Magnificent fidelity throughout this memorable disk is an added plus.

"Nightfall"—Carmen Dragon—Capitol SP 5074

Carmen Dragon shows skill and sensitivity in his conducting of the Capitol Symphony orchestra in the collection of classical mood pieces. The setting is wide and runs from Brahms' "Lullaby" to Ravel's "Pavane For A Dead Princess." All the selections have been chosen by Carmen Dragon for his special promo on the album by releasing it three dollars under list price in both mono and stereo versions.

"Erroll Garner Plays Mishi"—Mercury SR 60936

Erroll Garner has tagged this new Mercury outing after "Misty," one of his own compositions that his fans request more than any other Garner offering. The entire album seems geared for the Savoy's admirers as it includes a group of sturdies that have long been associated with Garner. The swinging jazz sounds evidenced in "Again" and "When The Sun Goes Down" are fine examples of the pianist's artistry and technical excellence. LP ranks as a sure-fire hit.

"Weaver of Dreams"—Kenny Burrell—Columbia CL 1763

Kenny Burrell, who has achieved success as a jazz guitarist, now expands his wings as a full-featured vocalist. Burrell's voice is warm, sincere and emotional as he reads an interesting group of chordal and moods. His vocal style is a perfect complement to the melodic strains of his sensitive guitar. This boy could really score as a pop songster. Disk should attract both pop and jazz fans.

"Meet Mr. Trumpet"—Dick Ruedebusch—Jubilee JGM 5008

The hard-driving jazz trumpet of Dick Ruedebusch's beautifully showcased in this premier LP offering from Jubilee. Ruedebusch is teamed up with another jazz musician called the Underprivileged Five for this album. Ruedebusch must be significant to swing music and the artist on the basis of the fine disk. The group's renditions of "Stovin's Change," "Vulcan," and "Tiger Rag" are first-rate. Ruedebusch stands out as an important newcomer in the ranks of jazz trumpeters.

"Swingin' With Humes"—Helen Humes—Contemporary M 3598

With magnificent control and an inventiveness a hero, Helen Humes goes off her third contemporary LP with a powerful rendition of "When Day Is Done." Thrush has the surest delivery of a major artist as she delivers "Some Day My Prince Will Come" and "I Surrender Dear." Joe Gordon's trumpet is an added attraction.

**CLASSICAL PICKS OF THE WEEK**

**JAZZ PICKS OF THE WEEK**

"The Trio"—Oscar Peterson, Ray Brown and Ed Thigpen—Verve VS 1420

The name of Oscar Peterson stands out as one of the foremost jazz 88's around today. The Peterson trio, with Ray Brown on bass and Ed Thigpen on drums, has earned many laurels for their original approach and musical excellence and this LP must rate as still another honor for the talented group. The trio breathes new life into the melody harmonies of "Billy Boy," "Chicago," and "Sometimes I'm Happy" by taking off on the complexities of improvisation. Disk should be a big seller.

**JAZZ PICKS OF THE WEEK**

"The Trio"—Oscar Peterson, Ray Brown and Ed Thigpen—Verve VS 1420

The name of Oscar Peterson stands out as one of the foremost jazz 88's around today. The Peterson trio, with Ray Brown on bass and Ed Thigpen on drums, has earned many laurels for their original approach and musical excellence and this LP must rate as still another honor for the talented group. The trio breathes new life into the melody harmonies of "Billy Boy," "Chicago," and "Sometimes I'm Happy" by taking off on the complexities of improvisation. Disk should be a big seller.
The Impressions say

"DON’T LEAVE ME"

(Swirl 107)

we’re following in the footsteps of

"SMALL SAD SAM"

(Versatile 107)

VERSATILE RECORDS

1674 Broadway, N. Y. 19

© Reprinted by permission of E. F. O. Music Publishing Co., Inc.

GOWEN RECORDS

Sincerely Thanks . . . . .

PORTEM RECORD DIST. — N.Y.
APEX MARTIN DIST. — NEWARK
MAINLINE DIST. — PHILADELPHIA
GENERAL RECORD DIST. — BALTIMORE

For Breaking . . . . .

"COME HOME SOON"

by

The Intruders
Gowen 1401

GOWEN RECORDS 923 McPherson St., Phil., Pa.
(Tel: CH 7-7261)

NEW ADDITIONS to TOP 100

65—BREAK IT TO ME GENTLY
Brenda Lee (Decca 31348)

66—SO DEEP
Brenda Lee (Decca 31348)

76—THE GREATEST HURT
Jackie Wilson (Brunswick 53221)

78—SHADRACK
Brook Benton (Mercury 71912)

85—IMAGINATION
Quotations (Verve 161045)

87—THERE’LL BE NO NEXT TIME
Jacque Wilson (Brunswick 53221)

88—SURFER’S STOMP
Mar-Kets (Liberty 53040)

95—WHERE HAVE ALL THE FLOWERS GONE
Kingston Trio (Capitol 46177)

99—THE DOOR IS OPEN
Tammy Hunt (Crest 12124)

100—WHAT’S SO GOOD ABOUT GOODBYE
Marcella (Tamla 54053)

"DANCE PARTY"

by

The Tabs

# 418

# 46

1449 S. Michigan Ave
Chicago 16, Ill.

Heading for top!

SHE’S EVERYTHING
(I Wanted You To Be)

Ral Donner

Gonc 5121

Cash Box—January 13, 1962
THE RECORDS
DISK JOCKEYS
PLAYED MOST

Last Week
1  THE TWIST
    Chubby Checker (Parlsey)
2  THE LION SLEEPS TONIGHT
    Take Five (RCA Victor)
3  CAN'T HELP FALLING
    In Love
    Elvis Presley (RCA Victor)
4  PEPPERMINT TWIST
    Jody Dee & Starliters (Roulette)
5  I KNOW
    Barbara Gage (Ake)
6  WALK ON BY
    Latoya Van Dyke (Mercury)
7  WHEN THE BOY IN
    Your Arms
    Connie Francis (MGM)
8  RUN TO HIM
    Bobby Vee (Liberty)
9  A LITTLE BITTY TEAR
    Bert Isaac (Dacca)
10 HAPPY BIRTHDAY,
    SWEET SIXTEEN
    Neil Sedaka (RCA Victor)
11 MOON RIVER
    Jerry Butler (Vee Jay)/Henry Manzema (RCA Victor)
12 BABY, IT'S YOU
    Shirelles (Scriptex)
13 UNCHAIN MY HEART
    Ray Charles (ABC Paramount)
14 PLEASE, MR. POSTMAN
    Marvinlettes (Tamla)
15 TOWN WITHOUT
    PITY
    Gene Pitney (Musicor)
16 IF YOU GOTTA MAKE
    A FOOL OF SOMEBODY
    James Ray (Caprices)
17 WHEN I FALL IN LOVE
    Lettesances (Capital)
18 NORMAN
    Sue Thompson (Hickory)
19 THE WANDERER
    Don (Laurie)
20 GOODBYE CRUEL WORLD
    Jimmy Darren (Caplox)

Last Week
21 LET THERE BE DRUMS
    Sandy Nelson (Imperial)
22 IRRESISTIBLE YOU
    Bobby Darin (Acos)
23 COTTONFIELDS
    Highwaymen (United Artists)
24 POOR FOOL
    Ike & Tina Turner (Su)
25 REVENGE
    Brook Benton (Mercury)
26 SMALL SAD SAM
    Phil McLean (Versatile)
27 LET'S TWIST AGAIN
    Chubby Checker (Parlsey)
28 DEAR LADY TWIST
    Gary (U.S.) Bonds (Lyraprand)
29 TURN ON YOUR
    LOVE LIGHT
    Bobby Blue (Bakus)
30 THERE'S NO OTHER
    Crystal (Phillips)
31 DEAR IVAN
    Jimmy Dean (Columbus)
32 FUNNY HOW TIME
    SLIPS AWAY
    Jimmy Elledge (RCA Victor)
33 I DON'T KNOW WHY
    Linda Scott (Canadian-American)
34 LITTLE ALTAR BOY
    Vic Dana (Defton)
35 LETTER FULL OF TEARS
    Gladys Knight & Pips (Faw)
36 JAMALAYA
    Fats Domino (Imperial)
37 DO-R-I-ME
    Lee Dorsey (Faw)
38 TWIST HER
    Bill Black's Combo (Hi)
39 "TIL
    Angels (Caprices)
40 MARIA
    Sugar Williams (Kapa)/Chickaflav (Mer-
    cury)/Johnny Mathil (Columbia)

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!

JANUARY RELEASES
From the hit album—Redd Foxx At Jazzville U.S.A. DTL 820

RED HOT SINGLE!!
Xmas Hard Times
Redd Foxx 464
Specially edited for broadcasting
and juke boxes
RED HOT SINGLE
My Girl
Chas. McCullough 462

NEW RELEASES
Redd Foxx At Jazzville U.S.A.
Redd Foxx 820
Laugh of the Party, Vol. 9
Billy Allyn 824

BEST SELLING ALBUMS
He's funny that way... Redd Foxx 815
The whole of hattie noel... Hattie Noel 823

Redd Foxx 214-219, 220, 227, 234, 236 & 265
Redd Foxx 275
Redd Foxx 815
Redd Foxx 820
Redd Foxx 824
Redd Foxx 825
Redd Foxx 827
Redd Foxx 829
Redd Foxx 823

For a piece... Rosco Holland 812
Wild party... Redd Foxx 804
Laffarama... Redd Foxx 801
Have one on me... Redd Foxx 298
Pillow party fun... Barnard Harris 294
Down by the River... Zion Travelers 807
Blame it on the Blues... Willie Hayden 293
Laff of the Party... Redd Foxx 214-219, 220, 227, 234, 236 & 265
Racy tales... Redd Foxx 275
Songs thru a keyhole... Joel Cowan 285
Redd Foxx Funn... Redd Foxx 290
Sly sex... Redd Foxx 295
Laff of the Party, Vol. 5... Redd Foxx 232-270
Party record party... Gene & Freddy 279
The sideslippers, Vols. 1 & 2... Redd Foxx 232-270
Night in Hollywood... George Kirby 250

DEER LAY
Redd Foxx At Jazzville
Pt. 1—821
Redd Foxx At Jazzville
Pt. 2—822

DOOTDO
9512 So. Central Avenue
Los Angeles 7, California
Phone: Loma 7-2466

Cash Box—January 13, 1962

41) She's Everything
42) Packet Of Memories
44) Fighting Letter
44) Penny Woman
45) Big Bad John
46) Tighten Up
47) Johnny Will
48) Last Supper
49) Rock-A-Hula Baby
50) Go On Home
51) Mathematics
52) I Need Someone
53) Why
54) Break It To Me Gently
55) Hey! Little Girl
56) Tell
57) Your Man Said You Cried
58) Now I'll Tell You
59) Duke Of Earl
60) I Could Have Loved You
61) So Will
62) The Magic
63) So Deep
64) Just Got Love
65) I'll Stand
66) The Greatest Hurt
67) Shake
68) Let's Go Trippin'
69) Surfer's Stump
70) Just Out Of Reach
71) September In The Rain
72) Let Me Call You
73) Ram around Sue
74)3 That's My Pa
75) I Understand
76) Somewhere
77) Imagination
78) I'm Blue
79) Happy Joe
80) Thats' So No Next Time
81) Smoky Fingers
82)
The Vonnair Sisters
"GOODBYE TO TOYLAND" and "I Don't Wanna Play In Your Yard"
F-390

Jimmy Dean, whose runaway Columbia all-market best-selling recording of "Big Bad John," followed up by "Sleeping Beauty," has been singing in the Caribbean. After this tour, Dean has worked on local radio and TV stations in Washington. In April 1957, he auditioned for a Projected Television Network show— and won. After that, he was heard on his weekly Saturday afternoon show.

Jimmy is married to the former Sue Witt of Savannah, Washington, D. C., and they have three children: Gary, Connie and Robert.

Webb Pierce was Happy New Year and Happy Birthday recently on KDKA—Pittsburgh's "Party Line" program. Ed and4 his wife, the former Frances McCollum, were the guest hosts of the New Year and "Party Line" program, which broadcast from 2:00 to 5:00 AM.

Co: Arthur Sheets, director of Oregon State's Department of Communications, is working with Jack S. L. at Portland civil defense director, presented a special award entertainment to KEX-PDX and the recognition of the "Operation Survival" program of the station which includes a blast shelter test. The shelter test, which was conducted in November with a KEX personality and his wife, actually living in the shelter under simulated attack conditions, was announced by Mr. Lowe and Col. Sheets as, "greatly adding to the public understanding and gratitude under which those in fallout shelters must exist."

In spite of a busy commercial schedule, the Christmas and New Year's Day announcements between December 1st and Christmas Day. According to operations manager Bob Saidler, the station aired a daily schedule of announcements for a large variety of local and national sponsors. Included: Christmas Seals, CARE, Holiday Safe Driving, The Post Office, The Salvation Army, The National AACP, The Social Security Administrations, and many more. All announcements were aired at the rate of about five per day in addition to the station's regularly scheduled public service programs.

KUBE-Oceanside, California, really had the Christmas spirit, and programmed accordingly. During Christmas Eve night, and during the entire day and night of Christmas Day, KUBE presented "KUBE's Christmas Countdown," normally heavy on current rock music, but light on the usual rock, pop, R&B, and Country hits. The one-hour show featured the KUBE Christmas hit list, along with some original Christmas-themed songs, and traditional carols, and some Christmas-themed songs, and traditional carols, along with some Christmas-themed songs, and traditional carols, and some Christmas-themed songs, and traditional carols, and some Christmas-themed songs, and traditional carols, and some Christmas-themed songs, and traditional carols, and some Christmas-themed songs, and traditional carols, and some Christmas-themed songs, and traditional carols, and some Christmas-themed songs, and traditional carols, and some Christmas-themed songs, and traditional carols, and some Christmas-themed songs, and traditional carols.

The New York State Bar Association, and the Bronx County Bar Association, are sponsoring a series of one-hour television programs titled "The Constitution In Action" over WNYF-TV-Binghamton. The series will be prepared by National Educational Television, and presented by the Center for Mass Communication of the Columbia University Press to discuss number of the country's constitutional decisions of the Supreme Court of the United States in major public affairs.

WLCY-St. Petersburg recently announced the winner of its "White Christmas in Sunny Florida," 20,000 lbs. of snow contest. The winner was Mrs. Mary Kaye, of St. Petersburg Beach, Florida. The mayor of St. Petersburg Beach, Mrs. Anthony Thomas, said on his winning entry: "I would like to have the snow.... because it is going to give us a big party for all the children and us to try to provide a lot of fun to build snowmen and have snowball games."

WLCY awarded the 20,000 lbs. of snow and delivered it to the home of mayor Crisswell in St. Petersburg Beach, so that all the children in the city could have a gigantic snow party with snowballs, snowmen, etc. While kids from all over Long Island have placed the calls, heard daily messages received by Santa Claus.

These were played-back on automatic answering devices installed by the Telephone Co.

Christmas has come and gone, but not before Santa with his big bag of presents took time to answer 174,676 phone calls, especially in Whic-Long Island's annual "Messages From Santa's" promotion. Kids from all over Long Island placed the calls, heard daily messages received by Santa Claus.

These were played-back on automatic answering devices installed by the Telephone Co.

Starting with the New Year, WNYF's "Consumer Report" is in a new segment, the length of some of its hourly 5-minute programs to a full 15-minute run. The 6:30-6:15 PM period, according to news director Bob Robinson, will highlight "Washington and the State." This will include local, national and world news, and feature the actual voices of the day's top newsmakers. Stock market news and business reports, a detailed weather summary, and a preview of the next day's headlines will also be incorporated.

VITAL STATISTICS:
Don Brink now the all-night perch of WNYF will be the New Year's Day morning, as Joseph M. Hoppell given the red light as a basis in charging for programming for WNYF. He is succeeded by an unnamed new director for WKQF.

KUBE-Knoxville... Dick Young, formerly with WNYF-Newark, now the 10-11 AM shift. Young will also do a Wednesday night remote from the Bamboo Lounge in Brooklyn, New York.
NEW YORK—Tommy Boyce (left), new Victor artist, goes over some music with A & R man Ray Ellis and drummer Gary Keller during the session that produced Tommy’s current single “Along Came Linda.”
NEW YORK—Fourteen albums including the label's bow in the "sound" field, mark the initial '62 product from Warner Bros. Records.

The new albums were introduced to all 32 WB distributors recently via a series of audio-visual presentations throughout the country. WB district sales managers staged meetings in all distributor markets for its distributor personnel, in addition to a series of dealer meetings in 11 key markets.

The dickery's new "sound" line, debuting with three LP's, is a project more than six months in development. Listing at $9.48 mono, $8.98 stereo, each album has a self-identifying design and the sleeve consists of aluminum foil.

Effective immediately, and through June, 1962, qualifying dealers may stock a free copy of "The First Phase," in the Workshop Series on a 100% guaranteed exchange basis.

The label will embark on a heavy schedule of trade and consumer advertising on the new albums, with specific attention being paid to the Workshop Series. Window display pieces and other store display material are available from WB distributors.

The three Workshop LP's are: "New Perspectives in Piano Sound," David Steinberg; "Chamber Music," Hal Copley and Ted bench; and "The Fourth Dimension in Sound."

New Plant For Col.'s Teitelman

NEW YORK—Robert Teitelman has been promoted to the position of general plant manager for Columbia Records, according to an announcement by William Grady, manufacturing veep. Teitelman will be responsible to Grady for the general supervision of all Columbia's managers.

Teitelman began his career with Columbia in 1941. Most recently he has been plant manager at Los Angeles.

Teitelman succeeding Teitelman as plant manager in Los Angeles will be Martin Paulson. Since May, 1961 Paulson has been manager of order service and production control at Columbia's plant in Terre Haute, Indiana. Paulson will report directly to Teitelman.

John Rehorst has been promoted to succeed Paulson as manager of order service and production control. Since April, 1950, Rehorst has been operation manager of the Terre Haute fulfillment operations, Columbia Records Club.

For All Press

Pep Talk

THE PROGRAM

SESSION I THE ROLE OF ARTISTS & REPertoire: POPULAR & JAZZ
January 24th Instrumental Pop & Jazz George Avakian
Pop Singles Chet Olsen
Reissues John Hammond
Jazz Recording Today Nessuh Ertugan

SESSION II THE ROLE OF ARTISTS & REPertoire: CLASSICAL
January 31st Symphonic & Instrumental Seymour Solomon
Opera & Vocal Alan Kaye
Chamber Music Is Horowitz

SESSION III SALES & MERCHANDISING—RETAILING
February 7th Single Records Al Bennett
Packaging Goods Bill Gilhagha

SESSION IV SALES & MERCHANDISING—ADDITIONAL SALES OUTLETS
February 14th Record Clubs & Direct Mail John Stevenson
One Stop & Stacks Marty Zweilng
Premiums & Varied Methods Hal Cook

SESSION V THE PROMOTION OF RECORDS
February 21st Publicity John Andrek
Advertising Rob Altshuler
Radio, Television & Disc Jockeys Norman Weizer

SESSION VI RECORD PACKAGING
February 28th Art Production Dave Kapralik
Announcement

SESSION VII ROLE OF THE RECORDING ENGINEER
March 7th Studio & Live Recording Tom Dawd
Development of Equipment William Bachman

SESSION VIII THE FUTURE OF THE RECORD BUSINESS: (PANEL DISCUSSION)
March 14th Topics to be considered by the Panel: The Recording of Broadway Shows; The Impact of Clubs; Price Cutting; Speeds; Sizes; Increase of Foreign Sales; and Topes? Joe Calvo
Clyde Cook
Ted Wellenstein

Bruckboll Calls For Singles To Challenge Public, Musicians

NEW YORK—Music that's a challenge to the public (and the musicians who play it) has an important place in the singles field, according to jazz pianist Dave Bruckboll, whose "Take Five" and "Unsquare Dance" jazz deck were a recent click in both juke boxes and on the radio.

Citing the acceptance of "Take Five," Bruckboll believes that the public can meet the challenge of such music.

He termed a "serious offense," the music industry's underestimation of the public's taste. This "lack of duty," the performer added, is present at all levels of the music field, including musicians, labels, disk jockeys and others who bring disks before the public.

Bruckboll is particularly displeased with the material found on today's juke boxes, and would like to see the jukebox return to the importance it had when it was a kid growing-up, with its heavy reliance on programming of singles by the likes of Benny Goodman, Duke Ellington and other masters of past jazz era.

"When the music industry doesn't realize its duty to the public, this country will be in trouble," Bruckboll feels.

"All persons involved in the presentation of music," Bruckboll concludes, "should take their most important work more seriously."

2 New LP Lines From Synthetic Plastics

NEW YORK—Two new low-priced album label have been added to the roster from Synthetic Plastic Record Corp., Ira L. Moss, exec veep, has announced.

One of the lines, called Diplomat, will, Moss stated, "gradually replace" the firm's two other low-priced labels, Promenade and Procentole, for a "streamlined and more efficient operation."

The Diplomat label will debut this month with a $5.99 Twist LP and other albums by such artists as Kenny dancers, Light, Jesse Mills and Enzo Stull.

The other new label, Guest Star, retailing at 99c (mono or stereo), will also bow this month with 10 albums the feature of which will be the "visiting" of "guest stars" on records. The first 10 LPs will include stints by Erroll Garner, Pearl Bailey, Count Basie, the Dukes of Dixieland, Jimmie Rogers, Timo Puente, Julius La Rossa and others.
Dear Offers New Portable Phonos

W YORK—Deca Records has just introduced seven new portable phonograph systems. These include the DP-400, a high-fidelity portable with AM radio and built-in speakers; the DP-550, a deluxe speaker system; and the DP-650, named The Monarch. The Monarch is suggested to list at $34.95, the Charles, Rickenbacker, $24.95. These systems are available at major department and music stores.

Butler Injured in Auto Crash

NEW YORK—For the second time in a two-month period, song writer Joe Butler has been involved in a fatal auto accident.

As New Year's Eve, about 14 miles north of New York, Butler of Beaumont, Texas, was completely demolished when his car hit a head by the side of the road. The accident occurred on a T-shaped intersection requiring hospitalization for treatment of lacerations and bruises, and it was feared that the 25-year-old performer had suffered several injuries.

At New Year's, Butler narrowly escaped an injury when his car hit by another car in Atlanta, Ga.

The Voodoo artist is currently hit with "Moon River."
Mercury Sets Promo For F:35d Intro

NEW YORK—David Kapralik has been promoted to the post of east coast director of pop A&R for Columbia, according to an announcement by Goddard Lieberson, president of Columbia Records.

Kapralik will be responsible to Lieberson for supervision of the activities of producers and other persons assigned to the pop A&R department of both the Columbia and Epic labels.

Since April, 1961, Kapralik has been co-ordinator of pop A&R. He joined Columbia in 1956 as a sales staff in the sales corporation. Subsequent appointments included manager of dealer's sales, merchandise manager of single records and director of artist relations and sales promotion.

Chicagofe-Mercury Records, which last week announced the inauguration of its F:35d magnetic recording seals at the consumers in the next 45 days. Besides a 2-color gold and black advertising campaign scheduled to run in Playboy, Esquire, Holiday and New Yorker, nearly half a million F:35d consumer folders will be dispensed on dealer's counters from the new Mercury display container. The folder will also be one of four items which will be mailed to all record dealers, deejays, reviewers, and station librarians.

In addition, the seal will go into 25,000 individual point of sale pieces ranging from 17" x 40" 5-dimensional window displays to regular counter cards.

The seal will also appear on everything from dealer's certificates to buttons which clerks will wear on the record shop floors. Also, a half a million LP's are expected to move to consumers with nearly as much product in retail, with the F:35d being exposed to consumers during this 45-day period and shortly thereafter. This is in addition to the nearly 250,000 previously released Perfect Presence Sound LP's also expected to move.

They're Not Twistin' In Tampa

NEW YORK—The song 'Twistin' U.S.A.' has limited application in Tampa, Fla., where the city has just banned the Twist step in community centers.

Info Brochure On Int'l Sound Fair

NEW YORK—Seven hundred potential exhibitors at the 1st International Sound Fair, set for July 24-29 at Cobo Hall in Detroit, are receiving a brochure announcing the Fair.

The brochure carries a complete rundown of all events, including a floor-plan plan of Cobo Hall, costs for exhibit areas. Space costs range from $500 for a 10' by 10' booth to $3,500 for a 20' by 50' booth.

An exhibit space application, on a postage paid card, is attached to the brochure.

The brochure notes that the Fair is "being projected to bring together all facets of the record business, with special emphasis on the retailer."

A "sound" feature of the Fair will be the use of stereophonic earphones for demonstrations of records and sound equipment, thus, the brochure says, "enabling you to reach your audience in the Exposition Center with minimum sound disturbance from other exhibitors."

A criticism of other flii shows has been the din from various disk and/or equipment manufacturers who exhibit their wares at the same time.

There have been two additions to the Fair's advisory board since the Juneure was printed. They are Jack Burgess of RCA Victor Records and Marty Ostrow, editor of Cash Box.

According to Mary E. McDonnell, newly-appointed public relations director for the Fair, "many major companies have already reserved sizeable exhibit space" and "exhibitors from all parts of the world have expressed interest in participating in the Fair."

In addition, she stated that the chief trade associations in the field have endorsed the Fair.

Winner's Of Epic's Lamin LP Window Contest

NEW YORK—Epic Records has announced the winners of its Larget Leap—"Madison Avenue Beat" window display contest.

Lamin LP, featured arrangements of the music from 50 nationally-known advertising jingles. Twenty-six sets were communciating 1,500 units of their product for use in the contest, which ran from Sept. 18 through Nov. 1.

Twenty prizes were presented, including four first prizes of $100 each. They were awarded to: Minute Man Radio, Boston; Benson's Music Show, Camden, Ark.; Ken-Mac Radio, Chicago; and Wilcox Record Shop in Oklahoma City.

All prizes were presented by Citizens Service Oil Company, the Bon Ami Company, Post Cereals, Pillsbury Market Research, The Everедин Company, Chase & Sanborn Coffee, Hamilton-Skotch.

In addition, Dutch Masters sent boxes of cigars to twenty runners-up and Robert Hall Clothes issued 50 gift certificates to four Epic distributors for their extensive co-operation on the contest: Dunlop Record Dist. Distributing Company, Boston; Marnel Distributing Company, Philadelphia; Summit Distributing Company, Chi-

They're Not Twistin' In Tampa

Bert Kaempfert plays "AFRIKAAN BEAT"

Rec 31350

MGM Records

CONNIE FRANCIS

"WHEN THE BOY IN YOUR ARMS (Is The Boy In Your Heart)"

K-13051

BOSTON—Allan Chase, Cinema recording artist, presents a bouquet of roses to Connie Francis, Chase's new release. "The one that I dance with is Connie Francis," has received a stamp of approval for its presentation by herself. Chase and Cinema's A&R director Dan Terry presented the bouquet to Connie on the Bob Clayton Show. The photo shows (left to right) Bob Clayton, Connie Francis, Allan Chase and Dan Terry.

Cash Box—January 13, 1962
**Chic Prom Men Fete Trade**

CHICAGO—A group of record promotion men in this area feted record people and personnel of local radio and television stations at a holiday buffet lunch and cocktail party, Thursday evening, first in the Magnificent Room of the St. Clair Hotel.

The soiree, which was conceived and directed by Ray, (RCA Victor, Dot Records), was heavily attended by local deejays and other guests despite a blustery cold wave which enveloped the Windy City.

Hosts of the gala affair were: Ed Walker and Paul Baio, Cosmos Record Discs.; Ewart Abner, president of Vee Jay Records; Russ Buch, Music Distributors; Harvey Goldstein, M.S. Distributors; Ernie Leener, United Records Distributors; Bob Spencehouse, James H. Martin Distributors; Danny Guy, Decca; Barney Fields, Mercury's national promotion director; Charlie Fasch, Smash topers; Sam Cerami, Potter Record Discs.; Lou Reiner, Stacey Records.

A partial list of the guests who attended includes: Guy Harris, program director of WCMA; Gene Tenner, program director of WLS; Sue Sakowicz, WGN-WTAQ; Larry Wynn and Bill Lee, WBEE; Mike Bies, director of Top 40 list for Livingston & Associates, Inc.; Mr. and Mrs. Art Roberts, WLS; Joel Sebastian, WIND; Maxine Brannigan, WAJD; Thom Sherwood and Maurice Streimeter, WIND; Mr. and Mrs. Bernice Allen, WIND, and Linn Burton and his wife Bianca.

Entertainment was furnished by the Viercuses with Ross Vevera vocals.

**Cameo And Parkway Bow LP Plans**

NEW YORK—The Cameo and Parkway label is offering an anniversary sale LP program. The plan, which runs from Jan. 8 to Feb. 9, makes available 10 Cameo albums at a 25% cash discount, and eight Parkway albums at a 20% cash discount.

Offered at a 20% cash discount are the following Cameo LPs: "Bobby Rydell LP," "Bobby Rydell," "Booby Rydell," "Bobby Rydell—at the Copa." Others under the 20% deal are: "Stairway To The Stars" by organist Joey DeSerranno.

**Glazberg’s Responsibilities Increased At WB**

NEW YORK—Additional exec responsibilities have been delegated to Mon- roe Glazberg, manager of order service operations for Warner Bros. Records, it was announced last week by Mike Maidland, president.

Glazberg will now be responsible for all order service functions throughout the country, with Matt Gilligan, New York, and Gene Son- burk, Burbank, Calif., reporting to him.

Move is to better facilitate inventory control and manufacturing operations of the label and to service all WB distributors more effectively.

Glazberg, based in New York, will continue to report directly to Maidland.

**Restum From Stax, Bryson At RCA**

ALLENTOWN—The latest Willie Restum record released by Roulette, "Willie Restum And His Trio Recorded Live At The Dream Bar, Miami Beach," was launched at Hess' department store here as Willie's brother, George Restum, recently presented the first personally inscribed record to the store's record buyer, Gladys Hafer.

**Jack Weingard, "Meyer Davis Plays The Twist," "The International Pop Orchestra's 15 Greatest Songs Ever Written" by The International Pop Orchestra" and "The Burlesque Show."**

Offered at a 10% cash discount are these Chubby Checker LP's on Parkway: "Twist;" "For Twisters Only;" "Let's Twist Again" and "Yours Twist Party" and "It's Pasy Time.

The other Parkway albums under the deal are: "Music Of The Strip" by The Cousins and "Bristol Stomp" by The Dovells.

Not included in the program is the "Bobby Rydell-Chubby Checker" LP on Cameo.

**Cameo, Parkway LP Plans**

NEW YORK—Cameo and Parkway label is offering an anniversary sale LP program. The plan, which runs from Jan. 8 to Feb. 9, makes available 10 Cameo albums at a 25% cash discount, and eight Parkway albums at a 20% cash discount.

Offered at a 20% cash discount are the following Cameo LPs: "Bobby Rydell LP," "Bobby Rydell," "Booby Rydell," "Bobby Rydell—at the Copa." Others under the 20% deal are: "Stairway To The Stars" by organist Joey DeSerranno.

**Glazberg’s Responsibilities Increased At WB**

NEW YORK—Additional exec responsibilities have been delegated to Mon- roe Glazberg, manager of order service operations for Warner Bros. Records, it was announced last week by Mike Maidland, president.

Glazberg will now be responsible for all order service functions throughout the country, with Matt Gilligan, New York, and Gene Son- burk, Burbank, Calif., reporting to him.

Move is to better facilitate inventory control and manufacturing operations of the label and to service all WB distributors more effectively.

Glazberg, based in New York, will continue to report directly to Maidland.

**Restum From Stax, Bryson At RCA**

ALLENTOWN—The latest Willie Restum record released by Roulette, "Willie Restum And His Trio Recorded Live At The Dream Bar, Miami Beach," was launched at Hess' department store here as Willie's brother, George Restum, recently presented the first personally inscribed record to the store's record buyer, Gladys Hafer.

Jack Weingard, "Meyer Davis Plays The Twist," "The International Pop Orchestra's 15 Greatest Songs Ever Written" by The International Pop Orchestra" and "The Burlesque Show."**

Offered at a 10% cash discount are these Chubby Checker LP's on Parkway: "Twist;" "For Twisters Only;" "Let's Twist Again" and "Yours Twist Party" and "It's Pasy Time.

The other Parkway albums under the deal are: "Music Of The Strip" by The Cousins and "Bristol Stomp" by The Dovells.

Not included in the program is the "Bobby Rydell-Chubby Checker" LP on Cameo.
Prado Signs New Victor Pact

Free Dance Lesson
With Valmor Twist LP

NEW YORK—Valmor Records has just released an LP, "Twisting the Oldies," which entitles the purchaser to a free lesson on the Twist or any other dance at any of the 150 Fred Astaire Dance Studios throughout the country.

The LP contains Twist versions of 12 big hits over the past few years. Back of the album illustrates basic instructions on the Twist prepared by John Monti, the Astaire studios' national dance instructor.

Local promotions on the LP are being planned with department stores and radio and newspaper advertising according to Valmor topper Gene Malis. In many cities, arrangements have already been made with department stores for Twist party demonstrations and local Astaire studio instructors will appear to give professional demonstrations.

The label has also released a single from the LP, "Be My Guest (Twist)," a Twist version of a Fats Domino success.

A second volume of "Twisting the Oldies" will be released shortly.

Chess Buys "Shimmy" Master

NEW YORK—Leonard Chess has purchased for his Checker label a master, "Shimmy, Shimmy Walk" by the Megatones, previously on Dodge Records of Ferrida, La. Two recent master purchases by the Chess-Checker-Argo set-up are showing Top 100 action, "Smokey Places" by The Corsairs on the Tuff label and "Let Me In" by The Sensations on Argo.

Lelan Rogers Named To So. Promo Post At Epic

NEW YORK—Lelan Rogers has been appointed manager of southern regional promotion, national sales, for the Epic and Okeh labels, according to an announcement by Len Levy, national sales manager.

In this position, Rogers will be responsible to Levy for the promotion of Epic and Okeh, with southern radio stations, distributors and key retailers. Rogers was formerly associated with the United Artists, Top Rank and Carlton labels.

Garr Named ABC-Paramount's Operations Veep On Coast

NEW YORK—In a move to strengthen the entire coast operations of ABC-Paramount Records, Sam H. Clark, president, last week announced the appointment of Irwin Garr as vice president in charge of west coast operations for the diskery.

Garr has been a member of Clark's staff for four and one-half years, when he joined the firm to head up its two music publishers, Ampco Music (ASCAP) and Pamco Music (BMI). Later, he was appointed to the post of national director of promotion, retaining his position with the music firms as well, and was subsequently made vice president of the music firms.

For the past year, Garr has also served as a special field representative in the Midwest, dividing his time between these duties and his general schedule with the publishing and promotional positions.

Garr will assume his new office at the American Broadcasting Company headquarters in Hollywood about the beginning of February, and will report to Larry Newton, ABC-Paramount's veep in charge of sales.

CMA Board To Meet At Las Vegas Hotel

NASHVILLE—The Country Music Association will have its first board of directors meeting of the new year Jan. 17-18 at the Hotel Showboat in Las Vegas.

According to Jo Walker, CMA secretary, the agenda outlined by CMA officers is the "heaviest" one to face the board in the three year history of the organization. Among the topics for discussion will be a kit for radio stations and an extension of the already completed broadcasting survey.

Ken Nelson, president, expects 100% attendance at the meeting.

It's Hamilton's Hit

NEW YORK—In the list of Top Country Records of 1961, in Cash Box year end survey, Bill Anderson's name was incorrectly listed as the performer of the tune. Actually, it was Victor's George Hamilton IV who had the hit.

CHANGE OF ADDRESS NOTICES SHOULD BE SENT TO CASH BOX 2 WEEKS BEFORE YOUR FIRM MOVES. THE FEDERAL POST OFFICE HAS NOTIFIED ALL PUBLICATIONS THAT IT WILL NO LONGER FORWARD COPIES OF MAGAZINES TO THEIR NEW ADDRESSES.
London Sales Up 25%  
NEW YORK—London Records' net sales for the nine month period ending Dec. 31 exceeded the same period of 1960 by 25%, the firm has reported through Leon C. Hartstone, v.p. and general manager.
London, a wholly owned American subsid of the Decca Record Co. Ltd., of England, has had success in the pop singles field here via its distributing

In 9 Mos. Period  
Col. Ups Deans To Business Affairs  
VWD  
WALTER DEAN

Victor Bows Red Seal Program  
Designed To Boost Classical Sales  
NEW YORK—RCA Victor Records, in cooperation with its distributors, is launching a major "Red Seal Merchandising Program," beginning with this month's Red Seal releases (see below), to help boost the sales of classical disks.
In all its aspects, this program is designed to meet the needs of all dealers, especially those who are genuinely concerned with the future of their classical business," an announcement of RCA Victor, noted.

"It is no secret that sales of classical recordings have not increased as fast as other types of music," George Marek, v-p and general sales manager of RCA Victor, noted.

"Nor have they grown to the same extent to which the public's appetite for such music has grown in recent years," he continued.

"For many months, RCA Victor has conducted an intensive study of the classical market. The results showed that the predictions for unprecedented opportunities in the Sixties are entirely sound. However, there is one fundamental problem. 'New' customers frequently look for a type of dealer-service which is hard to find nowadays. They need courtesy, inducements, and what experts, the personal attention which self-service by itself cannot provide.

In addition, new customers as well as old-timers are quick to become discouraged when they can not find the records which they came to buy. This is especially true in the case of new releases, which they advertised or reviewed."

" Dealers with an established classical business, it was learned, have become increasingly aware of this problem, and they have already begun to re-introduce services which few stores have provided in recent years— including listening facilities, personal attention by knowledgeable and courteous sales people, etc.

The program involves an obligation on the part of the dealer to:
1. provide new Red Seal releases, in agreed on minimum quantities and for a specified period of time; 2. provide efficient service on the entire Red Seal catalog, utilizing the new "Dealer Special Order Service" for any albums not carried in stock. This service is designed to augment the dealers' sales from the complete Red Seal catalog by direct shipment either to him or his customers. The dealer must display at all special events material in the Red Seal line which describe this service, include an identification decal for use in the window, and show-cards, for use in the window and inside the store. (See separate story)
3. participate in Red Seal merchandising, promotion and advertising, including local newspaper or radio advertising on all new releases, window displays, etc.

"The merchandising and promotional support which will be available to augment this dealer effort is "unprecedented in the history of the recording business," Veede, this announcement said.

"In addition to the usual national advertising, Victor has established an entirely new basis for the most effective advertising on a local basis. In 1962 alone, a special and substantial fund will be available for local exploitation of the new Red Seal albums— including newspaper and In-store advertising, dealer sales-aids, displays, etc.

"Designed to publicize the new releases as well as the stores where they can be sure to find them, all ads will be uniform in size and content.

Veede's first Red Seal issue of '62, consisting of six tracks by top keyboard artists, bows Victor's policy of limiting Red Seal releases to a quantity which "dealers and classical collectors can treat with full justice, under present conditions."

"As the market for recordings of serious music develops further, in recording, and in listening, the dealer who is with us, while we are with him, will keep pace in the programming of its new releases."

The six albums:

Arthur Rubinstein is heard in performance with conductor Alfred Wallenfels in the Grieg Piano Concerto in E minor. Van Cliburn plays Brahms' Second with Fritz Reiner and the Chicago Symphony; the Beethoven Piano Concerto No. 1 is heard in performance by Sviatoslav Richter and the Boston Symphony Orchestra conducted by Charles Munch; the Boston Pops Orchestra, conducted by Arthur Fiedler, plays Gershwin—the Piano Concerto in F, with Earl Wild, and the Cuban Overture as well as the first LP recording of Gershwin's Variations on "I Got Rhythm"; two albums of re-issued performances are included in the release: "The Great Rachmaninoff!" is heard in a program which includes Chopin, Mendelssohn, Bach, Schubert as well as Rachmaninoff, and "The Unforgettable William Kapell!" performs the Khachaturian Piano Concerto with the Boston Sym-phony and Koussevitzky.

As a bonus to the consumer, each album in the Jan. release will be packaged back to back with "Key-boards Giants of The Past," which was sent for review in December. The recording, which includes performances by Paderevski, Bauer, Lhevine, and many other pianistic titans, will be available in regular edition with a manufacturer's nationally advertised price of $4.98.

Cash Box—January 13, 1962

BOSTON, MASS.  
Thursday, Jan. 17, 1963  
Budding Talent Lineup  
Balt.-Washington  
Phil., St. Louis  
& Detroit

"SHE'S SOME GOOD NEWS  
BILLY BOY  
MY GURL  
V-Tone Records  
(Ps. 4, 7-8)

The Jolly  
V-Tone Records  
Formerly Vox  
The Original Hoppin'  
Mule  
"IRRISISTIBLE  
YO-YO  
Bobby Parker  
V-Tone Records  
(Ps. 16, 43)

"BOBBY BLAND"  
V-TONE NO. 1  
R&B VOCALIST  
IN CASHBOX ANNOUNCEMENT

ZOOMING TO THE TOP CHARTS WITH HIS BIGGEST RECORD!  
"TURN ON YOUR LOVE LIGHT"  
Duke 344

NEW RELEASES  
KENNETH DEAL'S  
"TELL ME WHERE"  
BY/W

"GIVE A LITTLE LOVE"  
Peacock 1915

THE VERSATILES  
"JUST WORDS"  
BY/W

THE WHITE CLIFFS OF DOVER  
Pioneer 1910

NATE WILLIAMS  
"TEXAS GONNA BE MY HOME"  
BY/W

"SMILE"  
Rackenf 536

DUKE & PEACOCK RECORDS, INC.  
2809 Euston Street—Houston 26, Texas  
Ph. 3-2323

D'Jy, if you hate your copies

V-Tone Records  
1024 Ridge Ave., Philadelphia 21, Pa.  
Ph. 210-1243

"SHE'S SOME GOOD NEWS"  
BILLY BOY  
MY GURL

BOSTON, MASS.  
Thursday, Jan. 17, 1963  
Budding Talent Lineup  
Balt.-Washington  
Phil., St. Louis  
& Detroit

"SHE'S SOME GOOD NEWS  
BILLY BOY  
MY GURL  
V-Tone Records  
(Ps. 4, 7-8)

The Jolly  
V-Tone Records  
Formerly Vox  
The Original Hoppin'  
Mule  
"IRRISISTIBLE  
YO-YO  
Bobby Parker  
V-Tone Records  
(Ps. 16, 43)

"BOBBY BLAND"  
V-TONE NO. 1  
R&B VOCALIST  
IN CASHBOX ANNOUNCEMENT

ZOOMING TO THE TOP CHARTS WITH HIS BIGGEST RECORD!  
"TURN ON YOUR LOVE LIGHT"  
Duke 344

NEW RELEASES  
KENNETH DEAL'S  
"TELL ME WHERE"  
BY/W

"GIVE A LITTLE LOVE"  
Peacock 1915

THE VERSATILES  
"JUST WORDS"  
BY/W

THE WHITE CLIFFS OF DOVER  
Pioneer 1910

NATE WILLIAMS  
"TEXAS GONNA BE MY HOME"  
BY/W

"SMILE"  
Rackenf 536

DUKE & PEACOCK RECORDS, INC.  
2809 Euston Street—Houston 26, Texas  
Ph. 3-2323

D'Jy, if you hate your copies

V-Tone Records  
1024 Ridge Ave., Philadelphia 21, Pa.  
Ph. 210-1243

"BOBBY BLAND"  
V-TONE NO. 1  
R&B VOCALIST  
IN CASHBOX ANNOUNCEMENT

ZOOMING TO THE TOP CHARTS WITH HIS BIGGEST RECORD!  
"TURN ON YOUR LOVE LIGHT"  
Duke 344

NEW RELEASES  
KENNETH DEAL'S  
"TELL ME WHERE"  
BY/W

"GIVE A LITTLE LOVE"  
Peacock 1915

THE VERSATILES  
"JUST WORDS"  
BY/W

THE WHITE CLIFFS OF DOVER  
Pioneer 1910

NATE WILLIAMS  
"TEXAS GONNA BE MY HOME"  
BY/W

"SMILE"  
Rackenf 536

DUKE & PEACOCK RECORDS, INC.  
2809 Euston Street—Houston 26, Texas  
Ph. 3-2323

D'Jy, if you hate your copies

V-Tone Records  
1024 Ridge Ave., Philadelphia 21, Pa.  
Ph. 210-1243
NEW YORK—Laurie Records and its associate labels last week reported a strong sales year in 1961, with gross sales increased by over 50% and net profits by over 50%.

The year saw the establishment of Dion as top teen attraction, with such smash hits as “Runaround Sue” and the current “The Wanderers.”

Other big successes scored by the label were included hits by Gary Bonds, “Quarter to Three,” “School Is Out,” “School Is In” and his current “Dear Lady Trixie” on the Laurie-handled Legrand label, and The Jarmels’ “A Little Bit of Soap,” on the Rusk label, also handled by Laurie.

Recognizing the increased importance of the world disk market, the label’s Bob Schwartz spent four weeks in Europe visiting most of the countries in which changes were made in a number of countries in order to get the most up-to-date information on the “The Wanderers” and other signings along this line have been set for release in 1962.

1961 also showed increased activity by the Laurie publishing operations, due to the promotion of their and Schwartz music.

In the coming year, Laurie expects to continue the development of labels, and the first such attraction to be a duo, Dean and Jean, to be followed by a new young singles’ artist.

Victor Ups Stereo Sales
For Xmas; Other ’61 Successes

NEW YORK—In a year-end survey of its ’61 business year, RCA Victor Records noted last week that its stepped-up sales of records during the Christmas buying season were 25 to 30% higher than the previous year.

The label also reported other highlights of the year which resulted in sales increases.

In 1961, the diskery released 130 new albums, compared with 156 in 1960, but despite the release of fewer albums, Victor sold in excess of one million more units of new products over the previous year.

7 New Angel LP’s
Have Int’l Touch

LOS ANGELES—For its initial release of the new year, Angel Records offers an “International Music Festival” composed of seven new albums presenting music from as many different lands.

The album entitled “Maria Callas Sings Great Arias from French Opera” presents the diva in a number of roles with which she has not previously been identified—many of them for the first time. Accompanying Miss. Callas is the Orchestra National de la Radiodiffusion Française, conducted by Gerard Souzay and Pierre Prêtre.

From Germany comes the first complete stereo recording of Wagner’s “Tannhauser,” in the original “Titurel” version (as opposed to the Paris version), featuring Dietrich Fischer-Dieskau, Waltraud Meier, Gottlob Frick, Helmut Krebs, and Elsbeth Granner and Hans Hof. The Chorus and Orchestra of the German State Opera, Berlin, are conducted by Franz Konwitschny.

“Treasures Of Vienna” presents waltzes and polkas of Johann Strauss II and Joseph Strauss. Rudolf Kempe conducts the Vienna Philharmonic Orchestra.

Pianist Jose Iturbi returns to the Angel label after an absence of several years to present “Spanish Piano Music,” nine pieces by Albizzi and Granados.

“English Ballets Of The 20th Century” were given by Warsaw National Ballet Holst, Benjamin Britten and Sir William Walton. Sir Malcolm Sargent conducts the Royal Philharmonic Orchestra.

The music of Italy is represented in Angel’s new album “Franco Corelli Sings Neapolitan Songs,” with orchestra conducted by Mario Maria Perti.

The young Metropolitan Opera tenor offers 10 popular Neapolitan melodies.

The final album on Angel’s January release is “Los Angeles & Dietrich Fischer-Dieskau In Duets,” and presents these artists in songs of Purrell, Beechov, J. C. Bach, Schubert, Haydn, Berlioz, Dvorak, Tchaikovsky, Saint-Saens and Faure. Gerald Moore provides piano accompaniment.

Broadway original-cast album-wise, the label came-up with two strong items, “How to Succeed in Business Without Really Trying” and “Milk and Honey.”

Victor’s success in the classical field was exemplified by the sale of one million copies of Van Cliburn’s recording of Tchaikovsky’s Piano Concerto No. 1.

In singles, Elvis Presley kept rolling along with his latest hit “Surrender” and “Can’t Help Falling in Love” two best-selling albums, “Blue Hawaii” and “G.I. Blues.”

One of the top singles of the year was The Tokens’ “The Lion Sleeps Tonight.” There were other singles successes by New Seoda, Ann-Margaret and various other country artists.

The label reported that its record club had increased its membership since it was taken-over last year by Reader’s Digest.

Victor Appoints Ginn & Co.
Sales Agents To Schools

NEW YORK—George R. Marek, v.p. and general manager of RCA Victor, recently announced the appointment of Ginn and Company, Boston, an educational publisher, as exclusive sales agents for the company’s products to schools and colleges for RCA Victor records.

This affiliation is designed to further stimulate interest in music through the American education system, by giving young school children an early opportunity to gain an appreciation of music that will increase their wide selection of recordings.

Jack Gold Forms Firm
For Pic Production

NEW YORK—The formation of Row Productions, Inc., the company set up by producer Jack Gold, the producer-publisher-disk manufacturer, two film producers are the names, titles and shooting dates to be announced in the near future.

Richard Arnhem, Albany Dealer, Dies

NEW YORK—Richard Van Arnhem, a record retailer well-known in the trade and owner of the Ten-Eyck retail disk outlet in Albany, died last week in an Albany hospital after being confined there for many months. He was 38-years-old. He is survived by a wife and daughter.

Cash Box—January 13, 1962
JA Debuts New LP's & Discount Plans At Distrib Conclaves in N.Y., Chi., LA.

NEW YORK—The most complete program in its history, covering not one but five single-product lines, 349 Universal Artists distrib- utors this week in a series of three regional meetings held in Chicago, New York and Los Angeles. As in previous years, Broken down in three different cate- gories, the initial phases of the program are: A plan is called "Special 16" for '62 and covers a total of 16 new packages, ten in the Universal Artists line, four in Ultra Audio, which are available by the middle of July, as well as 500 Series, the initial release in the new Wide World Series, and two new comedy packages.

The second phase of the over-all program covers the complete United Artists catalog, more than 160 packages. Each of the packaged goods sales, it was stressed to the distrib- utors, is sold separately, with distrib- utors receiving an itemized break- down of the details for both phases.

Distributors were also shown the new 20th Century-Fox, including special browse box, complete, heavy- weight, divider cards, and the initial catalog of 60 releases which are available in the program.

In unveiling the initial 1962 pro- gram, Art Talmadge, president of United Artists Records, told the distrib- utors that the special discount structure had been set up for this plan, with the discounts so designed as to be passed on to the dealers. In order to qualify for the discounts, it was the plan that the dealer invoices must be submitted as proof of the comple- tion of the sale, with the additional discount.

On the Silver Spotlight Series, dis- tributors were advised that initial orders would be accepted on a special pre-pack consisting of 120 records, 45 being sold at a cost of $5.98, and 78 would be sold on a one- on-five basis. An additional, nominal charge, will be made to cover a small portion of the cost of the browse box. A complete set of divider cards would be included with each order. On all subsequent re-orders, distributors and dealers will be able to purchase the complete cata- logue rather than by pre-pack only.

A special album, which is not a part of the "Special 16" for '62 Plan, "6 Million American" was also intro- duced to the distributors. This album, which was recorded in an Israeli court during the actual trial of Adolph Elbehar, was to carry a $5.50 sug- gested retail price, but will be subject to a special discount structure at both the distributor and dealer levels it was announced.

Talmadge, who presided at the Chi- cago and Los Angeles meetings, and Jerry Raker, National Sales Man- ager, who handled the New York ses- sion, were most enthusiastic follow- ing the meetings.

"We will close out the most suc- cessful program in our history," Tal- madge said, "and we are especially pleased with the reception given our new product, as well as the distrib- utor enthusiasm expressed for our overall catalog program. The Plan will go well over the half-million dollar mark, surpassing our initial quota."

RCA's Bob Nossett Dies

CHICAGO—Robert Edward (Bob) Nossett, manager for several years of RCA Distributing Corporation's Chicago record operation, died last week, according to a report in his Downers Grove home.

Nossett, who was 51, has been asso- ciated with RCA Distributing Corp. for the past 11 years. He joined the firm shortly after he left the military service in World War II (1946). Prior to that he was employed by the Tom P. Berry Music Company in Fort Wayne, Indiana, since 1953, just after his graduation from the Uni- versity.

Nossett is survived by his wife, Dorothy, a son, Robert Edward Nos- sett, Jr., and a sister, Mrs. Mercedes Curtis. Funeral services were held at St. Patrick's Church, Downers Grove, Ill., on Thursday, January 6, at the Adams Funeral Home, 5434 Main Street, Downers Grove, Ill. Interment was in Downers Grove Cemetery, Hinsdale, Ill.

Galligan-Davie Buy Stock In Caprice

NEW YORK—Jerry Granahan, Presi- dent of Caprice Records, has an- nounced the sale of an undisclosed amount of stock to Neil Galligan and Hutch Davis.

Both Galligan and Davis recently signed their contracts at the Amer- ican Records, Galligan as general man- ager, Davis as A&H director.

Granahan also announced that in the future, Caprice will distribute its own product.

In the past, Caprice product was distributed by Canadian-American, Ltd. Product received under this announcement will continue to be dis- tributed by Canadian-American.

The first release under the new Caprice set-up will be a new release of Pony Angel's release. They are currently hot on the charts with "Tell." 

Joan Berg rounds-out Caprice's exec staff.

Caprice is temporarily located at the Forest Hotel, 244 W. 49th St., Suite 411.

Joe Lubin Forms Denny Label On Coat Island

HOLLYWOOD—Joe Lubin, former vice president of Martye Marcher and Doris Day's Arwin Records and head of Daywin, Publishing, has formed Denny Records here for singles and album releases.

Lubin, whose background includes writing songs for some of Doris Day's film efforts, including "Pillow Talk," "Teacher's Pet" and "Please Don't Eat the Daisies," is presently lining up talent and personnel for the dink.

Already completed is an album, "Something To Sing About," featuring pianist George Wyle and the Gus Norman Singers. Negotiations are also on for a regular distributor outlet to handle Denny's product.

Lubin prior to his association with Arwin spent a short tenure at Liberty Records as aor director.

Finfer Nixes "Surfer's Stomp"

NEW YORK—Harry Finfer has an- nounced that he has changed the title of the Linda deck "Surfer's Stomp" by the String-busters to "Water To Four Stomp," to avoid confusion with rec- ord of other companies.

Glenda LoVett

RECE-RAWSON

"NOBODY WANTS ME"

Hottest Novelty Of The Year

"MY BOOMERANG WON'T COME BACK"

Hottest Novelty Of The Year

Charlie Drake

UNITED ARTISTS

7277WAVEL- N.Y.,15,N.Y.
Here's a report of Brazilian hits and authors in 1961, beginning with Chantelle through the year and our most important companies. The "Cochorel" label as it is known, was responsible for the two greatest Brazilian hits of the year, with "A Noiva de Angelina" and "Todo Meu Amor." The two singers involved, specifically, "Faz-Me Rir"—Portuguese version of "Me Da Risa," and "Toque Sabes," a Brazilian boleiro. Those two records reached the top of the charts several weeks. Besides that, Chantelle had a lot of other good hits, including "Coracao De Luto" with Teixeirinha, "Teu Desprezo," with Claudio de Barros, "Nao Sabemos," with Leila Silve, and many others.

RCA VICTOR did a great job, too. The Brazilian version of the "Bat Master," theme from the TV series with Carlos Gonzagas, was the most important followed by Nelson Goncalves' "Flor Do Meu Barro" and Carlos Galhardo's "Orgulo." Among the LP's, once more Nelson Goncalves with "Noite De 60" and "Da Lado."

Odron (Brazilian E.M.I. subsidiary) was present on the charts with another version of an American hit, "The Green Leaves Of Summer," under the braz.

Brazillian representative of Dot Records, pressed a few hits with Billy Vaughn among them "Wheels"—one of the best selling singles of the year, and the LP "Billy Vaughan Noel" "Ouro Brilhante." Under Capitol label, "Amandia," by Nat "King" Cole. Two records of Brazilian singer Orlando Dias had enormous popularity, "Patience" and "Tenho Cilume De Tudo." And under the London label, also represented by Odron, Del Shannon's "Runaway." Two of the best-selling LP's, also by RGE, "Brazilian Vamos Ficar" and the film sound-track of "Can Can" from the Capitol label.

Continental Records had some hits, too. The most important was "A Noiva" by Angela Maria, followed by Consina, Corina, with the teenage single Demetridus, and "Blue Moon," under Colpix label with The Marzels. RGE, Brazillian representative of Dot Records, pressed a few hits with Billy Vaughn among them "Wheels"—one of the best selling singles of the year, and the LP "Billy Vaughan Noel" "Ouro Brilhante." Under Capitol label, "Amandia," by Nat "King" Cole. Two records of Brazilian singer Orlando Dias had enormous popularity, "Patience" and "Tenho Cilume De Tudo." And under the London label, also represented by Odron, Del Shannon's "Runaway." Two of the best-selling LP's, also by RGE, "Brazilian Vamos Ficar" and the film sound-track of "Can Can" from the Capitol label.

Columbia Records, with Ray Conniff's "Sue Music," "Sue Love" and "Sue Different," made the greatest LP's of 1961. Besides, the label was responsible for the first Compact hits with Connif's "Aquarela Do Brasil" and "Beaume Misch." Johnny Mathis too was on the charts with his LP, "My Love For You." Companhia Brasileira De Discos—(Phillips) released last year an LP series entitled "Mao Em Brasa," with Henry Jerome's Orchestra, with unexpected success. The five albums with this orchestra appeared on the charts and the LP "Metis Em Brasa No.1," was the best selling 7 inch of the year. Feramta Records pressed, under the Hoxio-Velox label, several LP's with the voice and singing of Silvia Monte. Two of the best-selling: "Meu Ultimo Tango" and "La Violeta." At the end of the year, Feramta waxed two single Compacts with Chubby Checker: "The Twist" and "Let's Twist Again," and the two are doing very well and no doubt will be among this year's charts.

And finally, Copacabana Records, with two important hits this year: "Nai Sei Explicar" with Morgana and "Its Bitsy Teenie Weenie Yellow Polka Dot Bikini" with Ronnie Cord.

Brazili's Best Sellers

Top Ten LPs

1. S Different—Billy Butterfield & Ray Conniff (Columbia)
2. A Harpa E A Cristandade—Luiz Gonzaga (Decca)
3. S Love—Ray Conniff—(Columbia)
4. A Noiva De Angelina—Nelson Goncalves (Decca)
5. Recordando Carnaval—Luiz Bordon—(Chantelle)
6. Metas Em Brasao No.1—Hector Jerome—(Deca)
7. Metas Em Brasao No.4—Hector Jerome—(Deca)
8. Os Grandes Sucessos De Billy Vaughn—(Billy Vaughn—(RGE)
9. Sáo Paulo—Em Brasao No.2—Hector Jerome—(Deca)
10. S Music—Ray Conniff—(Chantelle)
Belgium

Philips Records reports that Johnny Hallyday's "Let's Twist Again" makes the presses white-heat as it is selling at a rate of 1,000 a day.

The Dutch entertainer, composer, talent-scout and publisher Johnny Hoes ("Och Was Ik Maar": over 300,000 sold) will be on tour in Belgium during the coming weeks. Johnny will present on his trip some of his discoveries, become as famous as John himself: "Die Regenpfeifer", "De Zangeres Zonder Naam.

Holland

Half a million people have visited the Dutch production of "My Fair Lady"! The original version, British and Dutch version are all on the Philips label (L. C. Phonogram).

Teenage star Anneke Grönloh recorded Dutch-sung versions of two songs that reached first position in America and England: "Runaround Sue" and "Walking Back To Happiness" on Philips. Miss Grönloh will be on tour to supportive audiences in a few weeks.

The popular Blue Diamonds are touring the Far East, including Japan, by this time. Their most recent hit on Decca: "Little Ship".

Just released by Artoine Gramophone are: Eddie Hodges' second single "Mugames" (Cadence), Paul ank's new hit "The Bells At My Wedding" (ABC Paramount), The Wright Sisters' debut recording "That's Okay" also on Cadence and Ray Charles: "Unchain My Heart."

Eddie Hodges' "I'm Gonna Knock On Your Door" reached the top of Holland's Best Sellers. Released by Artoine on the Cadence label Hodges' hit is one of the company's biggest sellers ever.

Artoine's artist, Willy Schobben, one of Holland's most prominent trumpet players, is on his way to Denmark to fulfill TV and radio commitments. Schobben made headline-news with his outstanding "Mexico"-version, which broke through unusually fast during the past week.

Artoine now has its own printing facilities. The first offset press has already been installed to make a faster supply of promotional material required by the company's sales & publicity organizations possible, whereas Artoine is also going to manufacture its own sleeves.

Artoine's Finance and Distribution Department started off the new year in grand style by releasing the Joseph Armstrong-Duke Ellington etching Duke's Place (Roulez). The single release shows many indications to make this album one of the most spectacular in real smashers: "Peppermint Twist" with Joe Dee & The Starlitters. The disk is getting strong support from the Paramount flierer: "Hey, Let's Twist", which features Joe's "Peppermint" platter in prominent manner.

Holland's Best Sellers

1. I'm Gonna Knock On Your Door (Eddie Hodges/Cadence) (Belinda/Amsterdam).
2. Little Ship (The Blue Diamonds/Decca) (Belinda/Amsterdam).
6. Och Was Ik Maar (Johnny Hayes/Philips) (Belinex Music/Weert).
7. Batle Vier (Cocktail Trio/Omega) (Belinda/Amsterdam).
8. Little Sister (Elvis Presley/KCA) (Belinda/Amsterdam).
9. La Paloma (Freddy/Polydor).
10. Sneeuwvitte Boezem (Jukebox Johnny/Decca) (Belinex Music/Weert).

Belgium's Best Sellers

(FLEMISH)

1. Little Sister (Elvis Presley/RCA) (Belinex Music/Weert).
2. La Paloma (Freddy/Polydor).
4. Och Was Ik Maar (Johnny Hayes/Philips) (Belinex Music/Weert).
5. Je Was Jij Maar (Paula Dennis/Bloon Glo) (Class Music/antwerpen).
7. Let's Twist Again (Chubby Checker) (Belinex Music/Weert).
8. I'm Gonna Knock On Your Door (Eddie Hodges/Cadence) (Belinda/Brussels).
9. You Don't Know (Helen Shapiro/Columbia) (World Music/Bussels).

(WALLOON)

1. Vien Danser Le Twist (Let's Twist Again) (Johnny Halliday) (Philips, Chubby Checkers, Columbia) (Belinda/Brussels).
6. If Faut Savoir (Charles Arnauville) (Barely) (French Music/Brussels).
7. Michael (The Highwaymen/London). (Belinda/Amsterdam).
8. Little Sister (Elvis Presley/RCA) (Belinda/Amsterdam).

Rio De Janeiro's Top Ten LP's

1. 'S Different — Billy Butterfield & Ray Conniff — (Columbia).
4. O Fabuloso Harold Nicholas — Harold Nicholas — (Philips).
5. Metas Em Brasa No. 2 — Henry Jerome — (Decca).
7. Metas Em Brasa No. 1 — Henry Jerome — (Decca).
FINLAND

Annikki Tiikka has been contracted to RCA. Miss Tiikka has for several years been recording for Scania, and is also considered as the Finnish recording artist who has the sales record in Finland. Her recording of "Melankolinen Monen" attracts a lot of attention in Mercury and RCA, and is also published by the Association of Record Retailers. de Rougemont informed that the production of the Scania factory in Fyborg, Aare changed, 40% in 1961, and that the label expected to have more or less the same increase in 1962, too. Regarding the size of the domestic market, he said that "Argentino is a potentially very big market", and that the label is going to release two foreign record buyer, and this must be made in part, by the retailer, who must improve the sales organization and sell more with less people, as modern operating system.

When asked about the influence of the recent price increase, he said that "it is something over the US market", and that the retail price was said to increase at a comparatively low price.

With the holiday season, the activity of the Argentine music world decreases. However, many have put their holiday plans on hold to work on their records.

Peter de Rougemont, vice president for South American operations of Columbia Records, and head of Columbia Argentina, has recently answered some of the questions asked by the Association of Record Retailers. de Rougemont informed that the production of the Scania factory in Fyborg, Aare increased 40% in 1961, and that the label expected to have more or less the same increase in 1962, too. Regarding the size of the domestic market, he said that "Argentino is a potentially very big market", and that the label is going to release two foreign record buyer, and this must be made in part, by the retailer, who must improve the sales organization and sell more with less people, as modern operating system.

When asked about the influence of the recent price increase, he said that "it is something over the US market", and that the retail price was said to increase at a comparatively low price.

With the holiday season, the activity of the Argentine music world decreases. However, many have put their holiday plans on hold to work on their records.

Peter de Rougemont, vice president for South American operations of Columbia Records, and head of Columbia Argentina, has recently answered some of the questions asked by the Association of Record Retailers. de Rougemont informed that the production of the Scania factory in Fyborg, Aare increased 40% in 1961, and that the label expected to have more or less the same increase in 1962, too. Regarding the size of the domestic market, he said that "Argentino is a potentially very big market", and that the label is going to release two foreign record buyer, and this must be made in part, by the retailer, who must improve the sales organization and sell more with less people, as modern operating system.

When asked about the influence of the recent price increase, he said that "it is something over the US market", and that the retail price was said to increase at a comparatively low price.

With the holiday season, the activity of the Argentine music world decreases. However, many have put their holiday plans on hold to work on their records.

Peter de Rougemont, vice president for South American operations of Columbia Records, and head of Columbia Argentina, has recently answered some of the questions asked by the Association of Record Retailers. de Rougemont informed that the production of the Scania factory in Fyborg, Aare increased 40% in 1961, and that the label expected to have more or less the same increase in 1962, too. Regarding the size of the domestic market, he said that "Argentino is a potentially very big market", and that the label is going to release two foreign record buyer, and this must be made in part, by the retailer, who must improve the sales organization and sell more with less people, as modern operating system.

When asked about the influence of the recent price increase, he said that "it is something over the US market", and that the retail price was said to increase at a comparatively low price.

With the holiday season, the activity of the Argentine music world decreases. However, many have put their holiday plans on hold to work on their records.
TV station in Tokyo did do video-taped programming Dec. 23 and 24, all feature art hits this year. In this country, they were: the Italian director, Carlo Zecchi. He conducted the Japanese Philharmonic Orch. in Tchaikovsky's Symphony #25 and was telecast again later on another station with the same orch doing Rossini's "Italiana In Algeri Overture" and Mozart's Symphony #23. The Harmonica Rascals, the American harmonica sextet, was on the stage the same afternoon) with local singers Atsuo Nakami, Yoshio Taki and Misao Nakamura. Meanwhile, American jazz singer June Christy was also for a few moments in the evening, including "How High The Moon," "Misty," "Something Cool." Completing this TV presentation of visiting musicians for holiday enjoyment was Francisco Canoiro y su Gran Orquesta (also as Quinto). The Young Police for a couple of days did a video-tape session at some TV station's studio before leaving this country.

Yuzo Kanno was recently advertising dept.'s topper while still handling his present post, vice-chief of the firm's disk division.

Asahi Sonorama entered into the record business with the establishment of a complete recording studio, "Shinsuke Saito. The firm is one of the pioneering firms in the film-record business here, but not specialized in music. First release will come around mid-Jan., and some quarters say that they will be supplied with European masters.

All film releases by the member disceries to Japan Phonograph Records Association (JFRA) have passed before 80th gathering of its standard committee. These include 970 of local originals and 1,600 of foreign originals, making the annual total for the year 5,737 titles.

Columbia just issued 3 releases. One is a 10" LP, "Minyo Kokyu" by Kenji Hikita, a local folk songs collection, it has a roll versions. The other two are on singles: Qatara Nakao's "Yasaburo Taiko" and the sensational new voice of Shisakiko Iida in "You Don't Know.""}

---

George Struth of Quality Records in Toronto informed Cash Box that Quality is the distributors of the "There's No Other (Like My Baby)" by The Crystals.

Jim Corbett of Spartan Records wrote that the firm is currently hot with "Uenai My Heart" by Ray Charles, "Gypsy Woman" by The Impressions, "Pocketful Of Rainbows" by Frank Sinatra on Reprise, and the new Paul Anka entry, "Loverland."

"Quality Records going all out on two Canadian recordings. "Little Miss Twist" is the pick of the new Beardski's disk. The record has already started to break.

The boys are currently at the Peppermint Lounge in New York. "Twisting At The World's Fair" by The W座椅s, is the second item that is being given the big promotion by Quality. This disk is already on the Toronto charts. Incidentally, Moe Kauffman, who had a hit with "Swinging Shepherd Boy," is now out in Canada on his session playing flute.

Big sales for Phil Rose and Hal Rose at Compo with "Rockin' Around The Christmas Tree" by Brenda Lee on Decca, "Peppermint Twist" by Joee Dee on Roulette, "Little Bitty Tear" by Burl Ives, "Jingle Bell Rock" by Bobby Vee, "Tears Without A Pity" by Gene Pitney on United Artists, and "Cotton-Ha Charlie's Juke Box Hit!"

Vyan DuFresne of Apex Records left for a quick jaunt to Paris on Dec. 27, he was back on Jan. 2.

It looks like RCA will release the "Journey To The Center Of The Earth" Dec. 1961," which took place on Dec. 28 at Paul Sauve Arena, proved to be a failure. The program which was filled with the top French films was presented by the Quebec Symphony Orchestra under the baton of Raymond Walter, the French conductor. The film was released in France with "Par Delu" on the Panorama label. Trans Canada Record presents a screening for him. He is booked for Lou Black's Living Room and Le Palais Club.

Bill Fisher of Phonodisc reports great on "I Know" by Barbara George and "O Little Town," for Belpacks. "Well I Cold You" by The Chantels on Carlton and "Maria" by Roger Williams on Rapp.

Gilles Aubin of London Records reports good initial reaction on "One Degree North" by The Markleys on Stax. Gilles reports big sales on "Multiplica- tion," "Irresistible," "No Man's Land," on "Isle of Song," "I'll Be Your Billy Black Guitars, In His Run To Him" by Bobby Vee on Liberty, "Jambalaya" by Fats Domino on Imperial, and "The Chippmunk Song" by The Chipmunks.

Jim Yaetman of RCA Victor is really hot with three big titles in the top

---

Seems everyone is off on a Twist kick here. It's being featured on television, at dances and dancing schools and of course on radio, although it is noticeable that some of our leading commercial stations are a little reluctant to go overboard with it. This is true of the top 40 stations in Montreal, Toronto and Vancouver, which play local radio stations adopted policies of programming "sweeter" sounds; and now that the Twist is coming on it would mean a reversal of that policy.

The forthcoming Bobby Rydell-Chubby Checker-Del Shannon tour (see Australia column of Dec. 5, 1961) is sure to give a tremendous boost to the Twist in Australia. In association with the Lee Gordon "Twist Spectacular" (featuring Checker) concert set to kick-off in mid-Jan., Diana Hilton and The Twisters head the bill here.

One of the most successful albums (saw salewise) of 1961 was the EMI local Australia package of "The Sound Of Music." This must be the most costly recording project ever undertaken in this country, but it also looks like becoming one of the most commercially successful features. Bill Gordon, publicity man for Carmel H. Carroll, reports that "The Sound Of Music" is drawing big houses at The Queensland Theatre in Melbourne, and it looks set to be seen for many months. EMI Japan notes that its Australian album is in strongest demand in Melbourne, but it’s sure to catch equally big sales in other cities as well.

Jim Sutton, general sales manager of Australian Record Company, advises that following on the overseas visit by A.W.T. (Bill) Smith, ARC's managing director, the company has received the total for the first quarter of 1962, the amount has not been released.

Ron Gilliespie of W & C Records is very happy over the fact that Oriole Records in England is releasing Frank Tragor Jazz Pressers' single of "Who'll Be There" which is from the movie "Blue Hawaii." Within a couple of weeks of release, it is already in the second number two spot of our best-sellers and looks certain to reach the top position before long. Another single making a good showing over here is Sandy Nelson's "Let There Be Drums," which is selling well right across the nation. The Chief Richard release of "When The Girl In Your Arms," which had a long start on the Connie Francis version, a dollar and a half in price it is giving excellent sales. A new entry into our current singles list is "Tonight" by Ferrante & Teicher on RCA Victor. This is a softie and is doing good business. Also on London is "The Peppermint Twist" by Danny Pepperstein & The Jumping Jacks from the Carlton label.

Elvis Presley is going like a house-a-fire with his current RCA single of "Carlton," which is from the movie "Blue Hawaii." Within a couple of weeks of release, it is already in the second number two spot of our best-sellers and looks certain to reach the top position before long. Another single making a good showing over here is Sandy Nelson's "Let There Be Drums," which is selling well right across the nation. The Chief Richard release of "When The Girl In Your Arms," which had a long start on the Connie Francis version, a dollar and a half in price it is giving excellent sales. A new entry into our current singles list is "Tonight" by Ferrante & Teicher on RCA Victor. This is a softie and is doing good business. Also on London is "The Peppermint Twist" by Danny Pepperstein & The Jumping Jacks from the Carlton label.

Elvis Presley is going like a house-a-fire with his current RCA single of "Carlton," which is from the movie "Blue Hawaii." Within a couple of weeks of release, it is already in the second number two spot of our best-sellers and looks certain to reach the top position before long. Another single making a good showing over here is Sandy Nelson's "Let There Be Drums," which is selling well right across the nation. The Chief Richard release of "When The Girl In Your Arms," which had a long start on the Connie Francis version, a dollar and a half in price it is giving excellent sales. A new entry into our current singles list is "Tonight" by Ferrante & Teicher on RCA Victor. This is a softie and is doing good business. Also on London is "The Peppermint Twist" by Danny Pepperstein & The Jumping Jacks from the Carlton label.

Elvis Presley is going like a house-a-fire with his current RCA single of "Carlton," which is from the movie "Blue Hawaii." Within a couple of weeks of release, it is already in the second number two spot of our best-sellers and looks certain to reach the top position before long. Another single making a good showing over here is Sandy Nelson's "Let There Be Drums," which is selling well right across the nation. The Chief Richard release of "When The Girl In Your Arms," which had a long start on the Connie Francis version, a dollar and a half in price it is giving excellent sales. A new entry into our current singles list is "Tonight" by Ferrante & Teicher on RCA Victor. This is a softie and is doing good business. Also on London is "The Peppermint Twist" by Danny Pepperstein & The Jumping Jacks from the Carlton label.
### COUNTRY TOP 50

<table>
<thead>
<tr>
<th>No.</th>
<th>Artist</th>
<th>Song</th>
<th>Week</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Crazy</td>
<td>&quot;Crazy&quot;</td>
<td>1</td>
</tr>
<tr>
<td>2</td>
<td>Walk On By</td>
<td>&quot;Walk On By&quot;</td>
<td>2</td>
</tr>
<tr>
<td>3</td>
<td>Losing Your Love</td>
<td>&quot;Losing Your Love&quot;</td>
<td>4</td>
</tr>
<tr>
<td>4</td>
<td>Big Bad John</td>
<td>&quot;Big Bad John&quot;</td>
<td>3</td>
</tr>
<tr>
<td>5</td>
<td>Lonesome Number One</td>
<td>&quot;Lonesome Number One&quot;</td>
<td>7</td>
</tr>
<tr>
<td>6</td>
<td>Soft Rain</td>
<td>&quot;Soft Rain&quot;</td>
<td>5</td>
</tr>
<tr>
<td>7</td>
<td>The Comancheros</td>
<td>&quot;The Comancheros&quot;</td>
<td>6</td>
</tr>
<tr>
<td>8</td>
<td>The Waltz You Saved For Me</td>
<td>&quot;The Waltz You Saved For Me&quot;</td>
<td>10</td>
</tr>
<tr>
<td>10</td>
<td>Tennessee Flat-Top Box</td>
<td>&quot;Tennessee Flat-Top Box&quot;</td>
<td>12</td>
</tr>
<tr>
<td>11</td>
<td>Walking The Streets</td>
<td>&quot;Walking The Streets&quot;</td>
<td>8</td>
</tr>
<tr>
<td>12</td>
<td>The Outsider</td>
<td>&quot;The Outsider&quot;</td>
<td>9</td>
</tr>
<tr>
<td>13</td>
<td>A Little Bitty Tear</td>
<td>&quot;A Little Bitty Tear&quot;</td>
<td>29</td>
</tr>
<tr>
<td>15</td>
<td>How Do You Talk To A Baby</td>
<td>&quot;How Do You Talk To A Baby&quot;</td>
<td>11</td>
</tr>
<tr>
<td>16</td>
<td>Misery Loves Company</td>
<td>&quot;Misery Loves Company&quot;</td>
<td>23</td>
</tr>
<tr>
<td>17</td>
<td>Back Track</td>
<td>&quot;Back Track&quot;</td>
<td>16</td>
</tr>
<tr>
<td>18</td>
<td>Restless One</td>
<td>&quot;Restless One&quot;</td>
<td>17</td>
</tr>
<tr>
<td>19</td>
<td>Day Into Night</td>
<td>&quot;Day Into Night&quot;</td>
<td>18</td>
</tr>
<tr>
<td>20</td>
<td>Air Mail To Heaven</td>
<td>&quot;Air Mail To Heaven&quot;</td>
<td>19</td>
</tr>
<tr>
<td>21</td>
<td>Under The Influence Of Love</td>
<td>&quot;Under The Influence Of Love&quot;</td>
<td>14</td>
</tr>
<tr>
<td>22</td>
<td>Alligator Man</td>
<td>&quot;Alligator Man&quot;</td>
<td>27</td>
</tr>
<tr>
<td>23</td>
<td>Big, Big Love</td>
<td>&quot;Big, Big Love&quot;</td>
<td>28</td>
</tr>
<tr>
<td>24</td>
<td>Twenty Miles From Shore</td>
<td>&quot;Twenty Miles From Shore&quot;</td>
<td>25</td>
</tr>
<tr>
<td>25</td>
<td>Dear Ivan</td>
<td>&quot;Dear Ivan&quot;</td>
<td>50</td>
</tr>
<tr>
<td>26</td>
<td>Let's End It Before It Begins</td>
<td>&quot;Let's End It Before It Begins&quot;</td>
<td>39</td>
</tr>
<tr>
<td>27</td>
<td>Through That Door</td>
<td>&quot;Through That Door&quot;</td>
<td>21</td>
</tr>
<tr>
<td>28</td>
<td>Happy Journey</td>
<td>&quot;Happy Journey&quot;</td>
<td>22</td>
</tr>
<tr>
<td>29</td>
<td>Sal</td>
<td>&quot;Sal&quot;</td>
<td>34</td>
</tr>
<tr>
<td>30</td>
<td>To You And Yours</td>
<td>&quot;To You And Yours&quot;</td>
<td>20</td>
</tr>
<tr>
<td>31</td>
<td>Tender Years</td>
<td>&quot;Tender Years&quot;</td>
<td>26</td>
</tr>
<tr>
<td>32</td>
<td>You're The Reason</td>
<td>&quot;You're The Reason&quot;</td>
<td>30</td>
</tr>
<tr>
<td>33</td>
<td>In The Middle Of A Heartache</td>
<td>&quot;In The Middle Of A Heartache&quot;</td>
<td>24</td>
</tr>
<tr>
<td>34</td>
<td>Love Doesn't Live Here Anymore</td>
<td>&quot;Love Doesn't Live Here Anymore&quot;</td>
<td>44</td>
</tr>
<tr>
<td>35</td>
<td>Fair Swiss Maiden</td>
<td>&quot;Fair Swiss Maiden&quot;</td>
<td>35</td>
</tr>
<tr>
<td>36</td>
<td>Go On Home</td>
<td>&quot;Go On Home&quot;</td>
<td>46</td>
</tr>
<tr>
<td>37</td>
<td>Anywhere There's People</td>
<td>&quot;Anywhere There's People&quot;</td>
<td>43</td>
</tr>
<tr>
<td>38</td>
<td>Go Home</td>
<td>&quot;Go Home&quot;</td>
<td>33</td>
</tr>
<tr>
<td>39</td>
<td>I Told The Brook</td>
<td>&quot;I Told The Brook&quot;</td>
<td></td>
</tr>
<tr>
<td>40</td>
<td>Our Mansion Is A Prison</td>
<td>&quot;Our Mansion Is A Prison&quot;</td>
<td>31</td>
</tr>
<tr>
<td>41</td>
<td>It's Your World</td>
<td>&quot;It's Your World&quot;</td>
<td>36</td>
</tr>
<tr>
<td>42</td>
<td>Hellbound Train</td>
<td>&quot;Hellbound Train&quot;</td>
<td>49</td>
</tr>
<tr>
<td>43</td>
<td>The Old Spinning Wheel</td>
<td>&quot;The Old Spinning Wheel&quot;</td>
<td>32</td>
</tr>
<tr>
<td>44</td>
<td>Out Of The Clear Blue Sky</td>
<td>&quot;Out Of The Clear Blue Sky&quot;</td>
<td>45</td>
</tr>
<tr>
<td>45</td>
<td>Unloved, Unwanted</td>
<td>&quot;Unloved, Unwanted&quot;</td>
<td></td>
</tr>
<tr>
<td>46</td>
<td>Mr. Record Man</td>
<td>&quot;Mr. Record Man&quot;</td>
<td></td>
</tr>
<tr>
<td>47</td>
<td>Here We Are Again</td>
<td>&quot;Here We Are Again&quot;</td>
<td>37</td>
</tr>
<tr>
<td>48</td>
<td>I Went Out Of My Way</td>
<td>&quot;I Went Out Of My Way&quot;</td>
<td>38</td>
</tr>
<tr>
<td>49</td>
<td>There Ain't No Love</td>
<td>&quot;There Ain't No Love&quot;</td>
<td>47</td>
</tr>
<tr>
<td>50</td>
<td>I Walked Away From The Wreck</td>
<td>&quot;I Walked Away From The Wreck&quot;</td>
<td>42</td>
</tr>
</tbody>
</table>

### COUNTRY ROUND UP

The past year has been a big year for country music everywhere, but it was the biggest for country fans in Texas, according to director of KSRK-Oklahoma, writes that during the past year his team have been responsible for providing a TV show of country music and a live stage show broadcast over KSBK, in addition to increasing sales of country records in local shops and Air Force Exchange Services. Al, who is a regular Air Force sergeant, has done all his promo and deejay work during night and weekends. This dedicated country worker thinks that this year is going to be even bigger in his Eastern outlet. He passes on his hope that his friends in the States will enjoy a prosperous year.

Andy Doll and his band, who are currently touring the mid-west send along word that he and his boys have run into 14 inches of snow and below zero weather, but haven't missed a job yet. During the rest of this month and Andy will play dates in Iowa and Wisconsin.

A recent pre-Christmas dance at the Long Horn Ranch in Dallas featured Claude Gray and Lawton Williams with Dewey Grooms' band, Ray Price, who was spending the holiday with his parents in Dallas, dropped by and was heavily applauded when he appeared on the bandstand with a few songs. As a follow-up to the Long Horn affair, Williams and Gray played a Saturday night on the Big D Jamboree. Both of these first-rate Mercury artists scored a big hit with the fans. Lawton currently has "Anywhere There's People," while Claude is putting his hopes in "Let's End It Before It Begins."

Mary Moore topper of the Buck Owens fan club mentions that the club dues are now $1.25 per year instead of $1.50. Anyone interested in joining should write to Mary at 4046–30th Street, San Diego 16, California.

On February 7, Buck, along with his fiddler, Don Rich and steel player, Jay McDonald, will start a tour through Texas, Arizona and New Mexico.

Things are looking very good for Johnny Cash. Chanter was recently in Dallas for the premiere of his movie, "Five Minutes To Live." The mayor, the press and a slew of his fans greeted him at the airport. KCUL featured a round-the-clock salute to Johnny by playing all of his disks. That Saturday night he headlined the Big D Jamboree at the Sportatorium, where he had an all-time record crowd of 5,000 people. This week Johnny will play a date at Ft. Hood in Killeen, Texas. After his Lone Star State appearance he'll team up with the Tennessee Two, Johnny Western, Gordon Terry, Patsy Cline, George Jones and Carl Perkins for a tour in Oklahoma, Missouri, Iowa, South Dakota, Nebraska and Kansas. In May Johnny will play a headline date at Carnegie Hall in New York.

Saturday, February 3rd, will be Webb Pierce Day in Monroe, Louisiana, it will be Webb's first homecoming in seven years. More details on the event will be reported here.

---

**CLIMBING!!**

**"Anywhere There's People"**

By **Lawton Williams**

*Mercury 71867*

**Henderson, Texas**—"Welcome Home Jim Reeves" was the theme. Henderson merchants carried out when honoring Jim Reeves last Dec. 14th. Every merchant in town displayed Jim's albums and had the welcome sign out on their windows. Press parties and social events were the order of the day. This gala event was climaxd by Reeves performing at the local high school for the benefit of the March of Dimes to an overflowing crowd which gave him a standing ovation. Photo shows Mayor C. H. Mathes giving Jim the key to the city.
Father Time bowed out last week and 1962 checked
in smack in the midst of an upsurge in business that has
brought about the natural reaction of optimistic predic-
tions from the nation's leading business people.

The reluctant consumer finally opened his pocket-
book and started cash registers ringing from one end of
the country to the other bringing the nation's total output
during the final quarter of '61 to an 8% increase over
the first three months of the year and the promise is that
this trend will continue right on through to at least mid-
year. This certainly gives every business firm the time to
capitalize on the continued increased spending.

The experts advise us to look for a temporary slow-
down in this quickened pace somewhere along mid-
summer due to several economic factors—the steel in-
dustry problems included. But another expected surge is
due in the final quarter winding up '62 with a bang and
sending the nation off onto a happier '63. If the econo-
mists are accurate in their predictions the coin machine
industry should expect to share in this prosperity—pro-
viding all avenues of opportunity are explored. In fact
1962 will undoubtedly be a year in which increased pro-
duction and sales will come about primarily due to rad-
ical changes in merchandising. Some evidence of these
new approaches to sales have already been offered by
the nation's business leaders and we outline several of them
here:

- Major appliances will experience major sales in-
creases via a completely new approach to sales namely dis-
play in giant super-market chains with a price discount
based on the housewife's monthly food purchase.
- European vacations for the masses sold through
Sears, Roebuck and J. C. Penney mail order catalogs, a
move which was heralded by all concerned as a success
almost before it started.
- Nationwide acceptance of trading stamps by retail
outlets as a means of bringing the customer back for
repeat sales. (Just last week the long list of users
increased by the addition of a major automobile dealer
network, a drive-in theater chain, and a super-market
chain who had previously spent two million dollars fight-
ing the trading stamp practice.)
- An almost frenzied atmosphere in swimming pool
manufacturer circles where sales predictions for this
coming summer season point to a waterhole in every
backyard.
- An already working-plan which will result in the
appearance of more and more automatic restaurants
completely equipped with vending machines. Early trials
in '61 have indicated this.

These are but a few of the changes which are taking
place in America's business world and they all have one
thing in common—they all represent a change in pre-
vious methods of merchandising a product or service.

Change is no doubt a prime reason for the increase
in this nation's productivity and consumption and we
point this out to all members of the coin machine in-
dustry because a change should be made in many of the
methods used today to sell music and amusement. There
are too many indications that the idea of a change is
fought rather than supported by many coinmen.

As to the actual changes which should take place, only
the individual operator can answer this. He knows best
what should be changed on a route. Perhaps the game
needs promotion, or the music needs a new program-
ing approach, or maybe he's in the wrong location to
begin with. If Phileo Corp. can sell freezers from food
stores, and Sears can sell 14-day trips to London by mail,
then perhaps the methods an operator uses can stand a
change. It might be for the better.

In any event, the old chestnut "there's nothing new
under the sun" can certainly stand some argument. After
all, who ever thought, after a bad business year, that we'd
"twist" right into a bright new year with record-breaking
sales figures on the horizon?
Bally ‘Bank Ball’ Updates Skee Ball; Has Competitive Play

CHICAGO—Announcing delivery this week of ‘Bank Ball,’ Bill O’Donnell, general sales manager of Bally Manufacturing Company in this city, described the game as an up-to-date version of the old favorite skee ball type of game with automatic scoring and specially designed to stimulate competitive play.

“This type of game has never lost its popularity,” O’Donnell said, “and some older models are still out on location and earning good money. Our object in building ‘Bank Ball’ is to give operators what they badly need—a low priced game that appeals to all types of people, men and women of all ages, as well as youngsters. The fact that the pockets (in ‘Bank Ball’ are replaceable) and the ball is a natural for tavern and similar locations, where competitive play is always to play ‘Bank Ball’—earning power. At the same time, no game in recent years has been better adapted to recreation centers, market playgrounds and other spots patronized by the whole family.”

“Distributors who saw ‘Bank Ball’ at the factory, during the recent vending convention, are enthusiastic about the game. One well known eastern distributor described ‘Bank Ball’ as ‘the game that is re-defining the industry.’ Another said, ‘Old timers will like ‘Bank Ball’ as it is a lost friend, and the younger generation will take to the game as a natural with a vengeance.’

“Each player gets 9 balls and can score from 10 to 50 per ball, depending on skill in shooting the ball into one of the 5 scoring rings. Fast ball return and high-speed totaling result in unusually high earnings per hour in any type of location. Game is 12 ft. long (easily adjustable to 11 ft. or 10 ft.), 2 ft. wide, and the brightly illuminated target and scoring back box is 5 ft. high. Cork-lined alley provides very smooth ball action and quiet operation.”

Gordon Claims Directional Speakers Will Bring Full Impact Of New Stereo Sound On Records

CHICAGO—Jack Gordon, Vice President-Chief Engineer of the Seeburg Corporation, has announced the unveiling of the company’s 1962 Directional Stereo Phonograph Line through the nationwide network of Seeburg Distributors.

Most national showings were held by Seeburg Distributors during the week and other letters, January 6 and 7, although a few will be held this coming weekend and other days. Seeburg executive, sales and service personnel were expected to be on hand to greet music operators and announce the new equipment features and merchandising program.

The key features of the SDS (Seeburg Directional Stereo) Line are the original cabinet design and compact high fidelity directional speakers—one mounted on each side of the familiar Seeburg Artist of the Week panel.

These new Directional Stereo Speakers” said Gordon “are designed to bring full impact of the new stereo sound to the phonograph itself.”

“My many of the record companies are now releasing what might be called super-stereo records. These new albums, many of which will become part of the Artist of the Week Package Program, have created a true stereophonic sound for the first time. Herefore, locations which do not use re-mote speakers could not really feature stereo since there is practically no feeling of separation possible from cabinet speakers. This new development with special stereo speakers brings full and dramatic separation to the phonograph at ear level and carries all the impact of hearing a new sound for the first time. Furthermore, these Directional Speakers will operate with a non-stereo 45 rpm record which will further highlight the superb quality of our 33-1/3 stereo album records.”

The new Seeburg continues with the Artist of the Week feature, now generally imitated by the industry, plus the characteristic “personalization” of the phonograph. Also, all Seeburg models will be stereo with standard half dollar coin equipment. The unique new cabinet sets the familiar Seeburg grill cloth in a shadowbox display, mounted on brilliant nickel plated panel. The upper grill which features an illuminated series of small crowns punched into a sturdy white panel creates a startling and beautiful effect.

“The new SDS phonograph” concluded Gordon “will create the kind of location demand that operators have been seeking for some time. We predict that it will stimulate a tremendous amount of interest at the location level and will complement our Artist of the Week program to the fullest extent.”

The company also has made available to its distributors a series of new promotional aids including an Artist of the Week flip-card presentation.

Midway Intros New 6-Player ‘Ski Fun;’ Features Added Ball

CHICAGO—Ralph Sheffield, general sales manager for Midway Manufacturing Company, Franklin Park, II., with great enthusiasm in the past week that he and Henry Ross and Marcine Wolverton, leaders of the firm, are extremely happy to announce the introduction to the coin machine trade everywhere of Midway’s new six player “Ski Fun” amusement game. The game is the highlight by what Sheffield refers to as the “fourth ball” feature for an added inducement to players.

He explained that the “fourth ball” feature thusly: “The normal player gets three balls to play the game. However, when he scores three balls across, vertically or diagonally with three corner pockets (five) pocket is open for additional scoring. Thus, the player gets an additional ball to play.”

“Ski Fun” has nine pockets in the obliquely raised rear of the lightbox (as in the previous “Skee Ball” model). All nine of the pockets rock constantly (individually) while the game is being played for added skill shoving.

Sheffield further explained that the rocking motion of all nine of the pockets in the “Ski Fun” (only five of the game pockets rocked) definitely offers more entertainment and added inducement for operators everywhere...

“We wish to point out an important improvement in the next model of the ‘Ski Fun’ cabinet, because of its unique compactness and streamlined design, is easily conducive to all types of locations, regardless of size. The game is played with three-inch rubber balls specifically constructed to avoid any unnecessary noise during play.

“Ski Fun” offers thrilling ‘Criss Cross’ scoring and exciting fast frame suspense. The overall size of the cabinet is ten feet long, 2 ft. by 2 ft. by 3 ft. in height and 2 by 2 by 3 feet in depth. The lightbox is three-dimensional in both for an added inducement to players.

All nine of the pockets, according to Sheffield, score ten points. The center (number five pocket) scores 30 extra points to 50 extra points when lit.

“Three-in-line” (making three pockets horizontally, vertically or diagonally) scores 30 to 50 points. Moving the corner pocket scores 100 to 200 points.

The previously mentioned “fourth ball” feature is further explained as an extra ball for the player when the player scores three pockets across, down or diagonally. The number five (center) pocket remains active. There are many additional extra points.

Ross and Wolverton were quick to point out that in “Ski Fun” Midway Mig offers, for the first time, a very exciting 6 player amusement game. The previous “Skee Fun” model produced at Midway was a two-player game.

Sheffield concluded by stating that “Ski Fun” Midway Mig will be designed to strive for the nation’s operators the highest possible earnings at the lowest possible investment. The game is a well designed and constructed amusement game at the lowest possible investment. The game is a well designed and constructed amusement game at the lowest possible investment.

“Naturally,” he said, “we are enjoying immediate very heavy sales activity with ‘Ski Fun.’ Of dropping schedules are keeping pace with our stepped up production.”
NEW FOR 1962!

New directional—and adjustable—speakers on each side of the display panel! Result: the true magnificence of stereo sound right at the phonograph—even when there are no remote speakers! Hear it at your Seeburg Distributor now.

SEEBURG
THE SEEBURG SALES CORPORATION, CHICAGO 22
NEW YORK—Cigarette operators serving large-scale vending machines in the nervous land of ours were even happier last week when the Dept. of Agriculture reported that Americans smoked more than ever during 1961.

For the information of ops with snack vending machines on location, the Dept. of Agriculture reported that they are chomping, so sell. Chewing tobacco is another thing—the sales are holding their own. No new buyers, but the old chewers aren’t switching to new flanged bats either. Taking the cig sales in single units the figure is an interesting $32.1 billion dollars sold during twelve months. The figure represents a 4% increase over last year, during a year which also showed a 4% increase. Anyone connected with the tobacco business can rest easy for another season. The Dept. of Agriculture says that the total amount expended. A good sized portion of these cutts went through vending machines, probably the single largest purveyor of cigarettes known to exist. Poet drinkers were happy with the figure, too.

There will undoubtedly be another increase in sales next year, barring scare headlines on cancer, disease and beauty secrets. The total total is not expected. In fact cigarette companies have increased sales for five consecutive years in the face of all types of competition.

Pall Mall led the pack again and remained the first cigarette sold per capita of the country today (so don’t laff at their commercials).

For the benefit of all cigarette figures, another figure increase for 1963 as well. T.R. vol. sold is not expected. This year’s sales is $32.1 billion dollars.

Pall Mall led the pack again and remained the first cigarette sold per capita of the country today (so don’t laff at their commercials).

Manufacturers’ prices have not increased since 1957, according to the Department of Commerce. Because of steady tax increases the retail price has necessarily increased. From July through October during ‘61 the cig tax averaged $0.15 per carton (47 states)—federal tax is 8¢ per pack. King-size and filters have been introduced at higher prices, too.

In 1961, George Allen, secretary, said in a year-end statement that new height will be reached in ‘63 by farmers raising tobacco crops. Allen said that the tobacco growers grew about 2.2 billion pounds of tobacco in 1 million acres and were paid approximately $1.3 billion for their efforts. Sounds even better than the vending machine business.

**Canada Dry Names Tunell**

**New Bono Mone Package Design**

**Cash Box**

**VENDING NEWS**

The Vending Machine Industry’s Only Newsweekly

**’61 Cig Sales Set Another Record For Fifth Straight Year**

**CHICAGO OPERATOR MERGES WITH CHI CATERING FIRM**

Commissary Inc. and O’Neil

Did $4.5 Million In ’61

CHICAGO—The merger of Commissary, Inc. and O’Neil Automatic Corp., was announced jointly last week by Lewis B. Regan, Commissary president, and Daniel O’Neil, president of the firm bearing his name. Regan becomes president and chief executive officer of the combined companies, which retain the Commissary name, and O’Neil becomes vice president.

This merger joins an established vending operation with a well-known volume industrial caterer. While we, for the first time, gives a locally owned and operated company complete range of feeding facilities, both manual and vended.

The two Chicago-based firms did a total of $4.5 million business this year in their separate capacities of manual and automatic vending. They expect to increase this by $1 million in 1962 through integrating the two functions.

Commissary, which now is the largest locally owned and operated food and vending service in the Chicago area, according to Regan, employs 400 and services 125 company restaurants and cafeterias with a total feeding capacity of 15,000 people a day.

“We have our two food, facility, personnel and knowledge, so we are the only Chicago company that can handle anything from box lunches and beverages for an industrial outfit to the finest hotel-type service for executive dining rooms,” Regan said. “We now have the most comprehensive beverage and vending program in the Chicago area—since we not only own and account executive of O’Neil Automatic, continue in their respective positions with the combined operation.

John F. Langdon, CPA, will be treasurer of the newly consolidated organization.

**New DASCIO President**

LA MESA, CALIF.—L. Raymond Fugel, former executive and co-owner of Fugel Marine Engine Co. in San Diego, has been elected president of DASCIO Vending, Co.

**SHIPPOINT OF FOX HEAD non-alcoholic beer leaves for Saudi Arabia**

WAUKESHA, WISC.—When Fox Head brewery shipped its first non-alcoholic" beer at the recent NAMA show in Chicago the product was reported strong brand name. Under the present liquor laws, such a brewery would be prohibited in the Moslem country, the Fox Head type beer is acceptable and a shipment left that week (picture).

Among the nations receiving the non-alcoholic beer are Algeria, Ghana, Morocco, Egypt and many countries in Europe and South America.

**Canteen Net Up 16%**

CHICAGO—Automatic Canteen Company of America last week reported preliminary figures for the fourth quarter and year ended, September 30, 1961.

Sales and operating revenues reached $185,625,700, up 12.8% over fiscal year 1960 of $175,690,022 and operating income reached $24,380,500 compared with $20,640,000 in 1960, 11.4% over net income of $18,560,000.

In the 1961 net income was $2,375,000 million after tax from the sale of its 50% interest in Commonwell Bottling & Soda Works, Inc. and $240,820 resulting from a future inventory valuation of a newly acquired bottling house. Net income after taxes in 1961 was $27,575 cents per share on the 6,706,344 shares outstanding at September 30, 1961, versus 76 cents per share for 1960 on the 5,090,029 shares then outstanding.

**New Bonomo Package Design**

NEW YORK—A large-scale package design program has marshaled the various products of a 67-year-old national chain of vending machines. The program, reportedly the largest producer of hard candy in the eastern U. S. —under a national promotion plan, taken by Dixon & Parcells Associates, Inc., New York industrial design and trademark consultant firm, the program has completely restyled the line of Bonomo Parcells Ass. lettering, cardboard and sharks container packages of the Bonomo Candy Division, Gold Medal Candy Company, which is part of R-M Industries.

The new Bonomo trademark, brand logo and package design program developed by the designers are aimed at giving the packages sales vitality in supermarkets, drug stores, theatre and counter and vending machines. They also provide appeal, instant recognition and a ready clue to the contents for hurried purchasers. Preliminary personal surveys of candy displays in various outlets conducted by Russell S. Dixon and J. Roy Parcells, principals of the design firm, with Tico Bonomo, the candy chain’s administrative vice president, supplied information that was utilized in creating both trademark and package designs.

**Pepsi Testing Carton Vendors, Several Mfrs.**

Making New Units

NEW YORK—Pepsi-Cola is marking test the sale of their cartons through vending machines. The machines being tested are used by several manufacturers but the purpose is the same—eventual sales of Pepsi-Cola cartons through vending machines. Previous tests conducted last year resulted in unfavorable problems.

The companies providing the vending machines are Vandiarator Inc., which has used several machines for this purpose in Kansas City earlier in ‘61 and Rowe Manufacturing Company who reportedly has tested the carton vending assets in locations in New Brunswick, New Jersey. International Beverage Supply is also reported to be developing new units which are expected to be completed shortly.

Mead Corp. has provided R. M. Linthicum with a contract to build up cartoon vending and they also have exhibited at the recent Pepsi bottling convention. A couple of R-M machines were due to go into test locations by the end of the fall ‘61.

In孤儿hood, and packages that would be most acceptable to theatre and drug store counters and vending machine is provided. Customized cartons were designed by the Bonomo design team which invites instant consumer action. Variety difference is conveyed by brightly colored backgrounds for each of the six products, on which are superimposed stylized illustrations of the candy cartons, and the candy name variety in white lettering. Bonomo trademark is presented against a white banding in white banding in whatever direction is most eye capable of one end of the cartons. Designed horizontally on one side and vertically on the other, the cartons can be displayed for the sake.

Included in this candy drop package design program are Bonomo’s five-cent packs of Wild Cherry Root Beer, Assorted Drops and Butterscotch, also ten-cent packs of Wild Cherry Root Beer, Sour Balls and Lemon Drops.

**NEW BONO MONE PACKAGE**
**POOL TABLES**

73" x 43"

**Specials**

- WRL. Vanguard...
- WRL. Crusader...
- R.C.C. Bowling League...
- CC Championship S/A...
- United Super Bonus S/A...
- United Regulation S/A...
- Keesee Hi Straight...
- Guys & Dolls...
- Sea Belle...
- Rainbow...
- Hurlice...
- World Champ...
- Keesee Touchdown (Current)... 125.00
- Keesee Little Buckaroo...
- Rock-Ola 147B...
- Rock-Ola 1461...
- Rock-Ola 1455...
- AMI M200...
- AMI F200...
- AMI D200...
- Seeburg V200...
- Seeburg K800...

**LOCALIZATION TESTED FOR PROFITS!**

**Center Target**

Scores 100,000 or "SPECIAL" when lit.

**Pool Tables by Valley**

333 Morton St., Bay City, Mich.

Cash Box—January 13, 1962

**Only One of Its KIND!**

New Continental 2 with STEREO ROUND needs no remote speakers... plays 33 1/2 and 45 RPM records interchangeably—a money-maker in any location. See your AMI distributor or write:

AMI sales office
5075 W. Lexinigton St.,
Chicago 44, Illinois

**ATLAS...**

Reconditioned—Guaranteed MUSIC & VENDING

**Vending**

STONER D-500 COFFEE... $295

**Chicago Coin**

- Rifle Gallery
- RED DOT
- TRIPLE GOLD PIN
- CONTINENTAL

**Chicago Dynamic Industries, Inc.**

1725 W. Diversey, Chicago 14
Coin-Operated Laundry Gains Greatest Response From Handbills Distributed Locally

NEW YORK—Handbills for delivery by boys or through the mails are among the most effective traffic builders for coin-operated laundry and dry-cleaning establishments, according to reports received by Jack A. Coleman, general manager, Small Equipment Sales department of American Laundry Machinery Industries, Cincinnati.

Opinions of Econ-O-Wash dealers have reported that Fall promotions have increased patronage as much as 30 per cent in some instances.

Econ-O-Wash stores regularly receive traffic-building promotions as part of the franchise package. These consist of window posters, in-store displays, handbills, newspaper ad mats and similar aids.

This Fall three contests were included among the promotions. These consisted of drawings with prizes for customers and non-customers.

Three types of giveaways were tried. The first, to promote Fall business, consisted of a wrist watch. The prize for each store was supplied by the franchise. The second was an inexpensive giveaway without a contest for Halloween, when lollipops, also provided by the franchise, were made available to children who came into the store. The third was a theme, with the franchise providing the drawing materials and with each store providing the turkey.

Responses from franchise holders are now being evaluated to determine what types of promotions will be used during 1962.

Foreign Circulation of Cash Box is almost twice that of ALL other trade publications combined.

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

Please check proper Classification Below
MY FIRM OPERATES THE FOLLOWING EQUIPMENT:
JUKE BOXES
EMULATION GAMES
CIGARETTES
VENDING MACHINES
OTHER

Be sure to check business classification above.

Cash Box, Jan. 19, 1962

50
Seeburg Elects O'Brien President; Colemain Remains Chairman

CHICAGO—Frank B. O'Brien was elected president of the Seeburg Corporation last week, succeeding Delbert Coleman who remains as chairman. O'Brien, 55 years old, was a partner in Arthur Anderson & Company, a Chicago auditing firm ranking with the top ten accounting houses in the country.

Coleman was reported to have relinquished the presidency in order to permit himself more time to broaden corporate matters inside the Seeburg organization and also to outside business interests. Coleman is also chairman of Pacific Coast Company in San Francisco, and of Bell Company in Cleveland. Just last month he was one of ten leading businessmen in Chicago to buy a part ownership in the Chicago White Sox baseball team.

O'Brien, a Notre Dame graduate, joined the Anderson firm in 1930 and has been a partner since 1955. Coleman joined Seeburg in 1956, became president that year and was elected chairman in 1959.

Location Contract Offer Brings Largest Response

NEW YORK—The Cash Box offer of free copies of the MONY Location Contract to operators has again brought more mail than any other service provided by our publication. An editorial outlining the advantages of such a contract, pointed out the American Arbitration Association clause and the supplemental forms which provide for loans, bonus pay-ments, and games, has resulted in a continuing demand for the contract copies.

Early last year Cash Box announced that the contract was available for operators, and the mail that followed was the largest response to a single announcement in the history of the publication. The free offer was repeated again three times during 1961 with similar results. Address all requests to: Cash Box, 1721 Broadway, NYC 19.

Happy Birthday This Week To:

Judging from the proceedings along Tenth Avenue this past week, New Year's eve hasn't even started yet—or at least the festivities haven't begun as yet. Several distrubjs joyously chanting the praises of new equipment and with Rock-Ola, Seeburg and Wurlitzer all breaking with new models it's really something.

Atlantic New York Corp., Seeburg's distrub here, was planning a week-long showing starting about the time you read this, in place of a weekend off. The new Seeburg machine, raving about a new feature called SDS was to be decked out in its finery and reports are that perhaps Del Coleman, president of the factory may visit several of the distrubjs during the showings. Coleman, incidentally, bought himself an interest in the Chicago White Sox last week, any Seeburg wholesalers and ops visiting the windy city can expect free tix at anytime (oh, yeh?). Well, it won't hurt to ask anyway!... Another Seeburg distrub breaking with the new machine on another date other than Christmas in Albany, Rochester and Syracuse, Bob Romig tells us all 3 showrooms will show the machine starting Sunday, January 14, and of course all upstate has been invited to attend.

Sherry Bledsoe didn't wait to sing the merits of the new phone, calling us via phone, to advise that he thinks it's the greatest machine available and that his factories (Seeburg of course) is the hottest machine in the biz right now. Sherry ought to know—he's one of Seeburg's top wholesalers.

More new equipment in the form of an "Empress" and this time it's Rock-Ola again following in the royalty steps of that famed "Princess" of earlier by year. The new phone, available in 120 and 200 models will serve as a companion piece to the 100-set, "Princess" and thus create a brand new line 3 Rock-Ola during '62. More promotions, more vacations and even more fabulous prizes, according to Rock-Ola's Ed Doris. Al Simon and his group are happy larks over the way things have been going since they took on the phone line two years ago. Al was due back from a Christmas vacation with the family. In addition, the ChiCoin "Long Range Rifle" gun game was hitting on all tars during the holiday business and ops told Simon that the taverns like the machine.

John Bilotta, upstate Wurlitzer distrub, busy prepping for still another showings—the Wurlitzer gala showing scheduled for next week. Teaser announcements have been made to the trade and no one is talking but Bilotta seems awfully pleased with the tuck box that Wurlitzer has reportedly spent lots of time on.

Bill Adair reported to us that Marvin Stein and Nat Solow, Bill's two partners, will be happy as can be in about one month when the Philly firm expands sideways (northbound) on Broad St. to just about double its present quarters. The threesome only started less than three years ago with the Seeburg line and when the official opening is held, you will see three proud coinmen standing watchful expansion, in the literal sense. We understand the vending machines division has been responsible for much of the reason behind the expansion and Bill didn't give any specifics away but did promise a big time for all when the doors open at Eastern Music Distrub in Philly some time next month.

Jimmy Gibson, Banner Specialty, parking along just as busy as all get-out, taking on as much help, filling the showrooms with incoming equipment, and setting up the new and old just as fast as it arrives. Trade-ins are moving well, and Jim promises a big '62 for Banner now well settled in their new Broad St. quarters. Ditto for Scott C rawe's Abe Witten and sons Billy and Barry. The boys have moved from the spot Banner now occupies and report that the export business is growing once again. In addition, Abe must be the Ball favorite around these parts. He's got more Bally equipment for sale that we've seen lately. The "Bank-Ball" skee-ball type game and the "Super Shufflehead" list of Bally-made machines that fill the showroom.

Mike Munves reports that many of the arcades in the area enjoyed bang up business over the holidays and if you ever wanted to be in the arcade business you'll settle for Max Schafer's on Broadway who served as buffer and purveyor of amusement for crowds totaling hundreds of thousands of people (largest in twenty years according to reports from merchants in the area) walking the sidewalks of the Great White Way during the holiday week.

Irv Hotsman looking good business on the United line promises some surprises from the factory for '62... The staff at Runyon busy as usual shipping Bally and AMI machines to the metropolitan area after enjoying a good year all around... Vic Haim, I.R. Belo Co., had a fine year and looks for the same for '62... Dave Stern expects bigger things this year after having successful '61 with Rock-Ola. Dave's associate-distrub, Bert Betti, expects have an even better year now that he has a phone line in addition to a big array of games and pool table supplies.
Chicago Chatter

The bright New Year started at a slow pace in many areas of Chicago's Coin Row. However, this temporary situation, which is generally consistent annually, is prevalent in several of the manufacturing and distributive sectors here. Heavy activity is noted at Seeburg Corp., where plans were excitedly being set to watch the firm's distributors hold gala showings of Seeburg's 1962 phonograph all over the United States commencing January 7.

Heaviest production ( chuckle) was clearly evident in the home of Don Moloney of Bally Mfg. (now site of the “assembly line” was Mercy Hospital) where Don's lovely wife, Nancy, presented him with twin sons. The hefty New Year's twins, Don Jr. and Patrick Moloney, seem that Adam was born in the morning and Pat in the afternoon—hence the initials AM and PM! ! ! ! Now how about that!

It's now business as usual at Rock-Ola Manufacturing, where sales execs are "being blown to the four winds." Edward G. Doris, exe vice prexy, is headed south and west during this week, Frank Mitchell will cover the eastern scene, and Ralph Wyckoff is bound for where the snows are highest. Leo Kiek will cover the midwestern states. Stellar attractions at Rock-Ola are the "Princess" compact and the "Empress" phonographs. . . Rock-Ola IVI vice president, Frank Doyle, is happily anticipating a great '62 with the line of vending machines.

Tom Sams, vice prexy of A C Automatic Services and head of the AMI Phonograph Division, is due back from his holiday vacation shortly. Don Landquist of A C Automatic's Background Division returned from their eastern business swing just before the holidays. We’re trying to visualize Dick playing Santa Claus last Christmas Day for his seven youngsters. It should be pointed out that Dick is a "powerful skyscraper" of a man who dabbles in Juda and Karate.

Herb Jones, Bill O'Connell and Art Garvey, Bally Mfg. took the time from putting "Daddy" Don Moloney on the back to advise that there's immediate healthy sales action of Bally's new "Bank-Hall" amusement game.

While Sam Stern, president of Williams Electronic Mfg. Co., and general sales manager, Jack Raigelman are keeping an eagle eye on production to keep the "Space Ships" and "Road Racers" flowing out to Williams' distributors Art Weinand, vice prexy, departed last weekend for Des Moines to take in the Grand Opening of Phil Moss' new building, January 7. From there Art enplanes for the deep south to call on Williams distribs.

The flu bug is very active among Joe Robbins' family. Joe is trying to keep on top of the heavy business activity at Empire Coin—while tending to the needs of his bedridden wife, Heleen, and the Robbins kiddies. . . While on the subject of the "flu" we may as well report that Paul Huesch, vice prexy of J. H. Keeney & Co., convalescing at home as this column is being whipped up. Clayton Nenroff planned to he in Des Moines to take in the Grand Opening at Philip Moss Distributing.

The first blush of '62 business at First Coin shows continued increase in export activity, according to Joe Kline. . . We deeply regret having lost a beloved friend last week in the untimely death of Vince Shay. Vince will be missed by many coinmen. He was never too busy to give us a kind word of advice when we first started to make the coin machine scene several years ago.

Jack C. Gordon, vice prexy of the music division of Seeburg Corp., was fairly ecstatic in discussing Seeburg's 1962 "Directional" stereo phoneline last week. He states that the new Directional stereo speakers are designed to bring the full impact of the new stereo sound to the phonograph itself. The new Seeburg phonograph continues with the "Artist of the Week" feature, plus the personalization of the phonograph.

It's business as usual at Chicago Dynamic Industries at the New Year with the emphasis on Chicago Coin's "Long Range Rifle Gallery." Well, coinvet Ed Levin cleaned out his desk last week, said his fond goodbyes to prexy Sam Wolsberg, Jerry Koci, Mort Secore, and to all of the other front liners at Chicago Dynamic Industries as he retired from active business. Ed, who has been associated with Sam Wolsberg for many, many years, will enter Louis A. Weiss Memorial Hospital for surgery. Then when he is well again he and his wife, Billie, will leave for their new home in Florida.

Operators will be converging on World Wide Distribs' showrooms this Sunday, Jan. 7, from all over this wide area to see and demonstrate Seeburg's "Directional" stereo phoneline. On hand to greet the faithful will be Joel Stern, Len Micon, Fred Skor, Harold Freeman, Howie Freer, Art Wood, "Red" Smith and lovely hostess Dorothy Cairns, . . . Atlas Music's Ivy Ovitz reports that '62 prospects are very bright indeed, with heavy emphasis on AVM's "snowbird" agreement and the Rowe line of vending machines. Export prospects are equally bright for the New Year, according to Irv.

Nate Gottlieb and Judd Weinberg, D. Gottlieb & Company, are happy to inform that Gottlieb's "Egg Head" is enjoying fantastic acceptance everywhere. That goes for all foreign markets, yes Judd. . . The big news about Chicago's International Trade Fair, during the summer, is that buyers-only hours have been extended to include the hours between 10:00 a.m. and 2:00 p.m. every weekday of the Fair's run from July 26-August 12, according to Ralph Bergsten, managing director.
Big Money

FOR WIDE-AWAKE OPERATORS... SMALL INVESTMENT

OLD FAVORITE "SKI-BALL" SKILL APPEAL
GETS BIG PLAY IN EVERY TYPE OF SPOT

1 OR 2 CAN PLAY
COMPETITIVE SCORING
KEEPS GAME BUSY HOUR AFTER HOUR

A GOLD MINE IN TAVERNS, BARS, PLAYLANDS, ARCADES, PARKS, LUNCHROOMS AND COUNTLESS OTHER TYPES OF LOCATIONS

LENGTH EASILY ADJUSTABLE TO 10 FT., 11 FT. OR 12 FT.
ONLY 29 IN. WIDE BACK SECTION 6½ FT. HIGH

SIMPLE, STURDY MECHANISM INSURES TROUBLE-FREE PROFITABLE PERFORMANCE

Be first in your area to cash in on the popularity, play-appeal and fast money-making action of BANK-BALL... welcome in every type of location, from neighborhood tavern to shopping center playland. Low price permits full coverage of your territory, quick return on investment.

Order BANK-BALL now.

Bally BANK-BALL

See your distributor... or write BALLY MANUFACTURING COMPANY • 2640 BELMONT AVENUE, CHICAGO 18, ILLINOIS
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" or "O"'s in "tic-tac-toe" panel.

New "Hard-Cote" Finish Extends Playboard Life to an All-Time High!

Gottlieb's Egg Head

"X"s and "O"s controlled & activated by skill play!

Completing horizontal, vertical or diagonal line of "X"s or "O"s scores special and lights rollovers for additional specials.

- Make specials with high score, too.
- Match feature
- Sparkling design

Revolutionary "tic-tac-toe" Panel Eliminates Confusion

Either "X" or "O" light in exactly the same place in each square! It's cute! It's new! See your Gottlieb Distributor for a demonstration today!

D. Gottlieb & Co.
1140-50 N. Kostner Avenue - Chicago 31, Illinois
It's Always Profitable to Operate Gottlieb Games!

NEW SEEBURG FOR '62 WITH EXCITING SDS

SEE IT THIS WEEK !!!!!!

DICKSON DIST. CO.
631 California Avenue
Oklahoma City, Oklahoma

California Clippings

Although business conditions in general seem to be a little slow at the time, all operators and distributors feel that the weeks ahead will show a sharp move forward. At Simon Distributing Co., Sonny Lomberg mentioned that Mr. & Mrs. Henry Levy of the Associated Coin Amusement in Oklahoma City, were visiting with Jack Simon and his wife. Nick and Vinny Lomber report that they are receiving good action on their complete line of kiddie rides at American Coin Machine. John Stavida of the Amusement Factory Branch stated that John Miller was in Long Beach, and Lloyd Crum and his partner Paul Taylor, were in from Sherman Oaks. Leo Simor announced that they planned an "Open House" on Jan. 7, from 12 to 7, to display the "SDS" Seeburg phonograph. It was expected to be received most enthusiastically at the Badger Sales Co. Jim Wilkins of Paul Laymon Inc., relates that they were unusually busy last week with used equipment, guns, pool tables, etc. Jim also said they are actively signing numerous accounts for the Calif. Music Association. Don Petersen from Denver, Colorado who had been visiting the wife's parents' golden wedding anniversary. Nick Beavers paid a visit from Lancaster, where he recently sold his music and game room. Jim also brought to attention the Rock-Ola Grand National Sweepstakes contest, which will be giving away 12 phonographs and a trip to Hawaii to two... Linda Lee, daughter of Jimmy Wadley, paid a visit to "Lomberg's Record Bar," to check on a new Shasta release, "Too Big to Twist," by Little Charlie Hodges. At California Music Co., Gabe Orland mentioned receiving a visit from Earl Horror, regional sales manager for Capitol Records, Al D. W. Price, formerly with Price Manufacturing, was seen on Pico Blvd. last week, which might mean that he has something new for the ops. Jim Duarte at Duarte's International Sales Co., reports business is still on the increase... Chuck Klein announced a big New Year's sale will be held at the R. F. Jones & Co. Special purchases in carload lots were made on 4% in bowling balls, cue sticks, and pool balls, which reduced the prices considerably. Also there will be a 20 & 50% cut on the list price of tables. A new test panel has been added to the shop which will completely check everything in the phonograph line. Elmer Glacken attended the "Little Red School House" Grand Rapids for maintenance and servicing of AMI equipment. Ed Wilke informed that new shipments have arrived, which include the new "Egg Head" pinball game, the "Riveria" Cigarette vendor, and the Bally "Bank-Ball"... Ed went on to say that his son Denny, in the U.S. Air Force, is home on visit and will be stationed at Gunther Field, in Alabama. Don Lundy and Ralph Phillips of the A. G. Automatic Service in Chicago, paid a visit, and Mel Kindig and Mrs. Williams of Long Beach stopped in to say hello. Also Borth, phonos mechanic for R. F. Jones, received a welcome visit from his sister & daughter from Bakersfield. Ralph Cragott out in the territory calling operators and Bill Gray, salesman, is in San Diego. At C. A. Robinson & Co., Hank Tromch, states that sales have been good and that from all indications business should remain on the increase... Visiting operators seen in Pico this week were: Mr. & Mrs. Lee French, San Diego; Bob Hathaway; Ventura; and Ray Barra, San Bernardino.
MFRS. NEW EQUIPMENT CURRENTLY IN PRODUCTION

Prices shown are list prices F.O.B. factory. Mfrs. have not authorized prices where no list is shown.

Dual Credit Unit Available for 20-P€.
5555 Dual W.B. for 120 or 200 Sel. Phono.
1745 Receiver unit.
THUNDER BORG CUP
AY010—Stereo 100 selection graph.
Half dollar, remote control.
AY010—Stereo 100 selection graph.
Half dollar, remote control optional.
WM100—Monaural 100 selection graph.
Half dollar, remote control optional.
SW100—Wall-Matic 100.
SW160—Wall-Matic 160.

TWIN DOMES—Stereo wall speakers.
TCL—Twin stereo corner speaker.
TCL-Twin stereo speaker.
EBT12—Twin stereo extended.

COIN-Ctounders.
PSEIZ—Power supply.
SBM1—Background music unit.
BMC—Background music unit.
BMCA—Background music compact audio.
EZXM—Cigarette lighter—brings anna—less match dispense.
AZ100—Battery operated portable.
AZC—Crushed ice.
SBF—Freeze coffee brew coffee.
SM50—Soluble coffee brewer.

UNITED—Bowling Alley.
Guppy Shingle Alley.

UNITED MUSIC CORP.
UPD-100 Monaural Upright.

VALLEY SALES CO.
DeLuxe 6 Pocket Models.
Model 390A—4x5x7x11.
Model 85A—4x7x11.
Model 75A—4x7x11.

BROWNING CUP.
Space Ship 2 Ply.
Kisem 4 Ply.
Rambler 6 Ply.
Reserve 1 Ply.

DELUXE 75 Pool Table.

DELUXE 90 Pool Table.

THE WURLITZER COMPANY
2500, 5000, 2000, 250, 1000, 500, 200, 100, 50.
2500, Mono. 200 Sel. Phono.
2504, Stereophonic 100 Sel.
2506, Mono. 100 Sel.
2510, Stereophonic 100 Sel.

WORLD BOWLING.
2500, Mono. 200 Sel. Phono.
2502, Mono. 100 Sel.
2506, Mono. 100 Sel.

Speakers.

Speakers.

Speakers.

Speakers.

Speakers.
Your Wurlitzer distributor will unveil the Wurlitzer 2600 during National Wurlitzer Week starting January 14th.

The Wurlitzer Company

Backed by 106 years of musical experience
North Tonawanda, New York
UNITED'S CAMEO BOWLING ALLEY

Pays For Itself in a Hurry...Keeps Right On Paying You!

7 REASONS WHY
* GREATER PROFITS
* PROVEN PLAYER APPEAL
* HIGHEST RESALE VALUE
* TROUBLE-FREE OPERATION
* ATTRACTIVE STYLING
* RUGGED CONSTRUCTION
* Designed by the Originator of BOWLING ALLEYS

7 WAYS TO PLAY
* 1. REGULATION SCORING
* 2. ADVANCE SCORING
* 3. FLASH SCORING
* 4. SPECIAL SCORING
* 5. ALL SPARES
* 6. ALL STRIKES
* 7. BONUS FEATURE

1 TO 6 CAN PLAY

Available in 13 FT. and 16 FT. Standard Lengths

4 FT. and 8 FT. Sections are available to increase lengths as desired

Make UNITED Your Headquarters for the best in SHUFFLE ALLEYS and BOWLING ALLEYS

13 Ft. Shipping Weight (Crated) 740 lbs.
16 Ft. Shipping Weight (Crated) 775 lbs.

ORDER FROM YOUR UNITED DISTRIBUTOR TODAY!
new classic design... incomparable features

ROCK-OLA PRESENTS the Empress

NEW DELUXE ALL-PURPOSE STEREOPHONIC-MONAURAL PHONOGRAPH FOR EVERY LOCATION REQUIREMENT

MODEL 1496...120 SELECTIONS
MODEL 1497...200 SELECTIONS

distinctive... graceful... elegant...

In sound and styling, the 1962 Rock-Ola Empress is truly futuristic. Its elegant, brilliant color, enhanced by gleaming metal appointments, helps to create a phonograph that deserves the prize of honor in any location. This styling, as well as its bigger-than-life tone quality, immediately catches the attention of patrons. The "drawing power" of the new 1962 Rock-Ola Empress is irresistible, making it one of the most frequently played and most profitable phonographs available today.

- LOCATION NAME PERSONALIZATION FEATURE
- TRI-FONIC FLEXIBILITY.
- 33½-45 RPM MECH-O-MATIC INTERMEDIATE MECHANISM.
- POSITIVE 2 BUTTON SELECTION SYSTEM
- FEATHER TOUCH TONE ARM PLUG-IN CARTRIDGE WITH SNAP-IN DIAMOND NEEDLE

look to ROCK-OLA for advanced products for present and future.

Rock-Ola Manufacturing Corporation • 800 N. Kedzie Ave., Chicago, Ill.