Roulette's Joey Dee, who's been twisting up a nation-wide sales storm with his smash "Peppermint Twist" single, swings freely to the music pouring forth from the new 1962 Wurlitzer Model 2600 juke box which is being introduced to operators across the U.S. this week. The youngster's single smash, Roulette reports, has already topped the million mark and his album "Doin' The Twist At The Peppermint Lounge" is also one of the nation's best selling LP's. Roulette has just issued a new Dee LP, the sound track from the Paramount flick "Hey, Let's Twist." Joey is scheduled to make a European tour in March of this year.
Out 1 Week . . . Already a Breakout!!!

ADAM WADE

IT'S GOOD TO HAVE YOU BACK

and

HOW ARE THINGS IN LOVERS LANE

COED 565

Breaking Big In All Markets!

FLYING BLUE ANGELS

GEORGE JOHNNY & THE PILOTS

COED 555
While the Twist continues to dominate the music scene and win laurels for having sparked the business when it needed it most, one group of important hit makers, in its own quiet way, continues to produce more and more of the biggest hit records—"the beautiful people of Nashville."

New names, new styles, new sounds and specific titles frequently distract our attention from the area of country music, a field which continues to produce hits with amazing consistency. During some periods, country music and artists with country music backgrounds seem to run hotter than during others. But you can almost count on the country field being represented strongly every week of the year.

The biggest hero out of the country area during recent months is, of course, Jimmy Dean. After having recorded for a number of years without any major success, the Columbia songster now is definitely one of the hottest names on the disk scene. His inventive "Big Bad John" million seller is completing a phenomenal run while both "Dear Ivan" and "To A Sleeping Beauty" (two separate singles) jump by leaps and bounds on the charts.

Little Brenda Lee continues to hit without a miss, this time with both sides of her Decca newbie "Break It To Me Gently" and "So Deep." Another talent, successful in the country field, but long dormant in the pop market, came through big during the past few months in the person of Mercury's Leroy Van Dyke, whose "Walk On By" is still going strong.

Another country boy who continues as a backbone for the entire industry is Elvis. Both his singles and albums continue to sell in astronomical figures, "Blue Hawaii" the number one album in the nation.

Another big success story from the distaff side of the country vocalists is Sue Thompson's. Currently one of the nation's strongest disk sellers with her "Norman" smash, Sue seems to be destined for a long, long run on the charts.

Along with all of the above names are a host of others of country origin who are riding the charts with hits, many of which may be the top teners of the coming weeks: Jimmy Elledge with "Funny How Time Slips Away"; Johnny Tillotson—"Dreamy Eyes"; Patti Page (from Oklahoma) with "Go On Home"; Sheb Wooley—"That's My Pa"; the Everly Bros.—"Crying In The Rain"; Floyd Cramer "Chattanooga Choo Choo"; Patsy Cline—"Crazy"; and Marty Robbins with "I Told The Brook."

No rage or temporary fad will ever produce in the short span of its success what the country dynamo's give the industry year in and year out.
Best Selling Tunes on Records Compiled by Cash Box from Leading Retail Outlets—January 20, 1962

1. **THE TWIST**
   - Chubby Checker—Parkway-811
   - Bobby Freeman—Capitol-5793
   - Hank Ballard & Midnighters—King-3717
   - Billy Wade—Odeon-2005

2. **THE LION SLEEPS TONIGHT**
   - Tōkōs—a-Chis-7954
   - Ernie Wills—Scepter-S-4508

3. **THE PEPPERMINT TWIST**
   - Joey Dee & Starlusters—Roulette-441

4. **I KNOW**
   - Barbara George—A.F.O.-302

5. **CAN'T HELP FALLING IN LOVE**
   - Elvis Presley— RCA-Victor-7964
   - Keely Smith—Dot-16799

6. **NORMAN**
   - Sue Thompson—Hickory-1159

7. **A LITTLE BITTEER**
   - Burl Ives—Decca-41330
   - Wanda Jackson—Capitol-4681
   - Croby Bros.—Dot-16390
   - Ray Sanders—Liberty-53267

8. **THE WANDERER**
   - Dion—Laurie-3115

9. **UNCHAIN MY HEART**
   - Ray Charles—ABC-10266

10. **BABY IT'S YOU**
    - Shirelles—Stax-1227

11. **RUN TO HIM**
    - Bobby Vee—Liberty-53188

12. **TOWN WITHOUT PITY**
    - Gene Pitney—Musicor-1009

13. **WHEN THE BOY IN YOUR ARMS**
    - Connie Francis—Jah-13051

14. **I WALK ON IN**
    - Leroi Van Dyke—Mercury-78384

15. **DEAR LADY TWIST**
    - Gary U.S. Bonds—Legend-1015

16. **PLEASE MR. POSTMAN**
    - Marvelettes—Tamla-54046

17. **LET THERE BE DRUMS**
    - The Isley Brothers—Vogue-1802

18. **IF YOU GOTTA MAKE A FOOL OF SOMEBODY**
    - James Ray—Capitol-110

19. **COTTONFIELDS**
    - Highwaymen—United Artists-370

20. **HAPPY BIRTHDAY, SWEET SIXTEEN**
    - Neil Sedaka—RCA-7757

21. **MOON RIVER**
    - Henry Mancini—RCA-7916
    - Jerry Butler—Vee-Jay-405

22. **ASS TOP 100**

23. **BETTIE BROWN**
    - Bobby and The Greats—Chess-7100

24. **PROOF POOL**
    - The Isley Bros.—Kent-619

25. **LETTER FULL OF TEARS**
    - Gladys Knight & Pips—Fur-1064

26. **GOODBYE CRUEL WORLD**
    - Jimmy Carr—Capitol-915

27. **REVENGE**
    - Brook Benton—Mercury-79103

28. **DUKE OF EARL**
    - Gene Chandler—Vee Jay-416

29. **DEAR IVAN**
    - Jimmy Dean—Columbia-42259

30. **TURN ON YOUR LOVE LIGHT**
    - Bobby & Carol—Saul-344

31. **THERE'S NO OTHER (LIKE MY BABY)**
    - Crystal Philles—Philles-100

32. **SMALL SAD SAM**
    - Phil McQua—Veer-107

33. **GYPSY WOMAN**
    - Impressions—ABC-10241

34. **SHE'S EVERYTHING**
    - Linda Scott—Contemporary-131

35. **I DON'T KNOW WHY**
    - Linda Scott—Contemporary-131

36. **ROCK-A-HULA BABY**
    - Elly Preble—Dot-2100

37. **POCKETFUL OF MIRACLES**
    - Frank Sinatra—Reprise-20,440

38. **TWIST-HER**
    - Brook Benton—Mercury-7912

39. **DO-RE-MI**
    - Marilyn—Dot-1056

40. **FUNNY HOW TIME SLIPS AWAY**
    - Jimmy Liddle—RCA—7964

41. **LET'S TWIST AGAIN**
    - Chubby Checker—Parkway-824

42. **TIL**
    - Angels—Capitol-107

43. **BIG BAD JOHN**
    - Jimmy Dean—Columbia-42175

44. **JAMALAYA**
    - Fats Domino—Imperial-3798

45. **DREAMY EYES**
    - Johnny Tillotson—Coventry-1409

46. **LUCIA**
    - Maria Williams—Kepp-437

47. **TEN SOUTH TEACHER**
    - Eddie Fisher—A's-219

48. **BAG OF DREAMS**
    - Bette Davis—United Artists-372

49. **FIND YOURSELF**
    - Johnnie Mathis—Coventry-41684

50. **REPRESENTING MERCY**
    - Cleo Henry—Mercy-7905

51. **SALES**
    - Epic-9480

52. **FAVORITE LOVE**
    - Puerto Rico—Warner-1042

53. **TOM-TOM**
    - David Whitfield—London-9506

54. **TOM-TOM**
    - Dionne Warwick—Columbia-42250

55. **LIVE IN YOUR LOVE**
    - Brenda Lee—Decca-31348

56. **LET'S TWIST AGAIN**
    - Chubby Checker—Parkway-824

57. **ANGEL**
    - Bette Davis—United Artists-372

58. **LUCY**
    - Fats Domino—Imperial-3798

59. **JOEY**
    - Johnny Mathis—Coventry-41684

60. **LUCY**
    - Cleo Henry—Mercy-7905

61. **LETTIE**
    - Brenda Lee—Decca-31348

62. **SABRACK**
    - Brook Benton—Mercury-7912

63. **LITTLE ALTAR BOY**
    - Bobby Darin—Dot-452

64. **LET ME IN**
    - Sensations—Argo-3450

65. **HEY! LITTLE GIRL**
    - De. Shannon—Bopth-3091

66. **THAT'S MY PA**
    - Shub Mosley—Dot-3046

67. **JUST GOT TO KNOW**
    - Jimmy McCracklin—Art-Tone-825

68. **CRAY**
    - Critics—Decca-31117

69. **I COULD HAVE LOVED YOU SO WELL**
    - Ray Peterson—Dot-16229

70. **LET'S GO TRIPPING**
    - Milt Rogers—Dot-16229

71. **I'M BLUE (GONG-GONG SONG)**
    - Keftes-6212

72. **HAPPY JOE**
    - Jack—Dot-16230

73. **TO A SLEEPING BEAUTY**
    - Jimmy Dean—Columbia-42282

74. **SOOTHE ME**
    - Sims—Twm-Sur-117

75. **CRIING IN THE RAIN**
    - Beverly Sisters—Wand-5230

76. **GYPSY ROVER**
    - Highwaymen—United Artists-370

77. **WHAT'S SO GOOD ABOUT GOODBYE**
    - Miracles—Tamla-5403

78. **SURFER'S STOMP**
    - Mar-Kay—Liberty-5403

79. **IMAGINATION**
    - Quotations—Verve-10245

80. **CHANGOO CHOO CHOO**
    - Floyd Cramer—RCA—Vicer-7978

81. **THERE'LL BE NO NEXT TIME**
    - Jackie Wilson—RCA—3223

82. **BUT ON THE OTHER HAND, BABY**
    - Ray Charles—ABC-10266

83. **SEARCHIN'**
    - Jack Eubanks—Monument-451

84. **I TOLD THE BROOK**
    - Jimmy McCracklin—Art-Tone-3450

85. **MIDNIGHT IN MOSCOW**
    - Kenny Ball—Kepp-442

86. **A LITTLE TOO MUCH**
    - Clarence Henry—RCA—1476

87. **WHERE HAVE ALL THE FLOWERS GONE**
    - Kingston Trio—Capitol-4671

88. **TEARS FROM AN ANGEL**
    - Troy Shondells—Liberty-5539

89. **PERCOLATOR**
    - Joey & Checkmates—Dot-420

90. **CHIP CHIP**
    - Gene McDaniels—Liberty-5540

91. **THE DOOR IS OPEN**
    - Jimmy Dean—Scraper-1226

92. **OLIVER TWIST**
    - Rod McKuen—Scribb-1407

93. **MY BOOMERANG WON'T COME BACK**
    - Charlie Drake—United Artists-398

94. **BLUE WATER LINE**
    - Brook Benton—Four-Records-42256

95. **PICTURES IN THE FIRE**
    - Pat Boone—Dot-16312

96. **THE LOST PENNY**
    - Brook Benton—Mercury-79112

97. **WHAT'S THE REASON**
    - Bobby Edwards—Capitol-4674

98. **I'LL SEE YOU IN MY DREAMS**
    - Pat Boone—Dot-16312

99. **BANDIT OF MY DREAMS**
    - Eddie Hodges—Coventry-1410

100. **HEY, BABY!**
    - Bruce Channel—Smash-1711

* Sharp Upward Move * Best Selling Records * Other Versions Strongly Reported * Publisher List—International Section
NO ONE PLAYS MUSIC FOR TWISTING LIKE BILL BLACK

Bill Black's Combo

TWIST-HER

2042

No. 44 Cash Box (Going Up)  No. 41 Billboard (Going Up)

Hi RECORDS

NO. 1 IN SOUTH AND SOUTHWEST—NOW BREAKING NATIONALLY

Ace Cannon

TUFF

2040

No. 61 Cash Box (Going Up)  No. 61 Billboard (Going Up)

Hi RECORDS

ANOTHER GREAT SMASH PRODUCED BY FRANK GUIDA

Jimmy Soul

TWISTIN' MATILDA

3300

Other hits produced by Frank Guida: "High School USA"; "New Orleans"; "Quarter To Three"; "School Is Out"; "Dear Lady Twist."

S.P.Q.R. RECORDS

BOSTON AND CHICAGO SAY: TOP TEN FOR SURE

The By Liners

ARCHIE'S MELODY

8631

EXCITING NEW VOCAL SOUND

Curtis & Del

JUST TO BE LOVED

455

S.R.M. RECORDS

AN AMAZING NEW VOICE

Kari Lynn

LONESOME AND SORRY

3800

Auburn RECORDS

HOTTEST TWIST INSTRUMENTAL LP

FEATURING THE TWIST AND THE NEW DANCE CRAZE "THE HULLY GULLY"

Hot Chart Instrumental

Mexico; South of the Border; La Paloma; La Colina Linda; Nuevo Laredo; El Picador; Mi Hermanita; Blue Tango; Gas; Yaya Car Goes; Yaya Con bossa; Stereo SHL-1300; Mono M4005

FOOT STOMPERS: The Fandango, The Stomp, Do- ing The Hully Gully; The Party; Fish and Tulips; Going Down the Wastage; Jum and Bump; Jack, High Truck, and Dradder; Shake; Shandy and the Thriller; Sierra SHL3006; Mono ML7006

Press records

LET'S TWIST AGAIN! Slippin' & Slidin' (Twist); My Girl Jacqueline; Twisted; Royal Twist; Johnny B. Goode; Twist With Me Baby; Shuckie Back Twist; Shake Part II Twist; Right Franks; Twist; Twelfth Century; Sierra SHL3006; Mono ML7006

Hi RECORDS

Cash Box—January 20, 1962
"THE BRIDE" LOU RAWLS
THE SMASH AMERICAN VERSION OF THE WORLD-WIDE HIT "LA NOVIA" #4695
B/W "THE BIGGEST LOVER IN TOWN"
BOBBY EDWARDS' FOLLOW-UP HIT IS "WHAT’S THE REASON?" #4674
IT’S ON CAPITOL. ORDER NOW!
ED COREY (Mala 144)

(B+) "DINGY DONG (Background Music)" (2:10) [F. B. Marks BMI — Wiles] Zany bounce-beat novelty in which Corey offers various vocal interjections, including dialog in "background music." Might get attention.

(B) "LINDY HOP" (2:05) [Ro-Jo BMI — Wiles] The Lindy brought up-to-date by the musicians.

LOU RAWLS (Capitol 4695)

(B+) "THE BRIDE" (2:54) [Regent — Preto, Webster, Fein] Yet another strong, English, of the big international number, originally known as "La Novia." Rawls is a saucy, folksy vehicle for this charmingly bizarre opus. Orch-chorus backdrop is appropriately big-sounding.

(B) "THE BIGGEST LOVER IN TOWN" (2:33) [American — Capehart] There's a hard rock beat supporting the songwriter's semi-emotional essay.

THE IVY LEAGUE TRIO (Coral 62501)

(B+) "HURT BENEATH YOUR WILD LOVE" (2:29) [Northern ASCAP — Adapt. & Arr. O'Neil, Galway, Hider] Polished crew display finesse for the delicate, sad, and introspective ballad. Choral-orch vehicle is a thoughtful number.

(B) "TAKE ME FOR A RIDE IN THE CAR OF LOVE" (1:58) [Foykows BMI — Guthrie] Charming outing with a kiddy theme.

CARL DOBKNIS, JR. (Decca 31535)

(B+) "FORMIDE ME" (2:06) Albert BMI — Moan, Tildison The songwriter, known for the teemers for the "Heart's All Open Book," reads a cheerful lov-ey-dovey against a bright-beat setting from the ork-chorus. Could cement chart coin.

(B+) "ASK ME NO QUESTIONS" (2:57) [Alkon BMI — Hunter, Keller] Pleasing country-styled plaintive issue. Can also step out.

GARY PAXTON (Liberty 55407)

(B+) "IT'S SO FUNNY I COULDN'T CRY" (2:41) [Central Songs BMI — Williams] The vocalist gives an understandable account of the attractive country-styled waltz. Plenty of soul and a copy-cat shrug, that's been seen before, it is heard on the second side.

(B) "TEEN AGE CRUSH" (2:20) [Central Songs BMI — Allison, Allison] Teenage vocalist is especially good at the songwriter against a generally striking ork-chorus display.

NANCY SINATRA (Reprise 20,045)

(B+) "TO KNOW HOW TO LOVE HIM" (2:33) [Warren BMI — Speaker] Young man is against the songwriter with a generally striking ork-chorus display.

(B) "LIKE I DO" (2:09) [Dickson ASCAP — Manning] Cute rock-a-cha-cha adaptation of a familiar classical theme.

BILL GIANI (MGM 13054)

(B+) "TOMORROW'S CLO N W" (2:18) [Leeds ASCAP — Wills] Falla tells the girl her love won't last in this strong Latin rock-a-string-supported outing by the orchestra. A big-sounding ballad that could chart business.

(B+) "POOF!!" (2:08) [Aberbach BMI — Giant, Baum, Kaya] More in the same dramatic, dire theme that love that went-up-in-smoke (or poof!!). Trends in a couple of bits, but the rest is a nice one.

THE JOHNSTON SISTERS (Swan 998)

(B+) "TAKE MY HEART" (2:15) [R.F.D. ASCAP — Deane, Weinstein] Young vocal crew and their Latinish rock-a-string come-up with an original-sounding upbeat ballad. Rhythm will appreciate the different approach here.

(B) "I DO BELIEVE HIM" (2:28) [R.F.D. ASCAP — Deane, Weinstein] Nice rock-a-cha-cha romancer.

KETTY LESTER (Era 3068)

(B+) "LOVE LETTERS" (2:27) [Famous — Young, Heyman] A striking, complete, and romancer that supports the fine lark's reading of the lovely and durable. With sufficient exposure, this end can have a Top 10 career.

(B) "I'M A FOOL TO WANT YOU" (2:30) [Hartman — Hor- ron, Wolf, Sinatra] Cozy handling of another standby. Strings are included in the silken rock arrangement. Lester is a sensitive stylist.

JACKIE FORREST (Hitville 1138)

(B+) "BREAKIN' YOUR HEART FOR FUN" (1:47) [Hitville BMI — Moore, Vincent] Forrest can stir up loads of attention with this satirical debut. It's a catch, easy rock-a-twister that is sweeping the long-board as well.

(B) "MAMA DON'T SIT UP AND WAIT FOR ME" (2:15) [Hitville BMI — McKenna, Vincent] On this end the artists flavor-up look out from the tender beat chart cha-cha school.

TRACY PEN DARVIS (DesCant 1223)

(B+) "FIRST LOV" (2:22) [Cook BMI — Pen Darvis] Well-done semi-dramatic Latinistic romance with a good effect that will catch the eye. Which includes effective male champs, kids ought to have a chance to hear this one.

(B) "I FEEL A TEARDROP ON YOUR CHEEK" (2:50) [Pen Darvis BMI] This is a down-and-moody.

BILLY JOEL (Columbia 1203)

(B+) "ROMANTIC LITTLE THING" (2:08) [Columbia BMI — Smothers] Good departure from earlier songwriting. The song is still a hit, but this time it is not a copy-cat ringer. We'll be hearing more.

(B) "LOOKING FOR SOMEONE" (2:37) [Columbia BMI — Albert, Smothers] Good departure from earlier songwriting. The song is still a hit, but this time it is not a copy-cat ringer. We'll be hearing more.
COLUMBIA'S BAG OF HITS

JIMMY DEAN
Big Bad John 4-42175
Dear Ivan 4-42269
The Cajun Queen
To a Sleeping Beauty 4-42282

ARETHA FRANKLIN
I Surrender, Dear 4-42266

ANITA BRYANT
Step by Step,
Little by Little 4-42257

MARTY ROBBINS
I Told the Brook 4-42246

Also available on single
“B+ very good  B good  C fair  C- mediocre

Alonzo Tucker (Cub 9104)
(3:57) “RAMONA" [Leo Feist] "angry, rootsy-blues approach to the evergreen, with a soulful singer doing a sassy, sassy-lessons. Interesting sound that can get around.’

(2:30) “THAT'S THE WAY" [John T. Toland] "Bouncy novelty-romantic blues.""}

Roland Stone (Ace 643)
(4:03) “I WAS A FOOIL” [Ace BMI] "Fairchild, Angel" Confession (you now knows she should have never left the gal is handled with a lot of feeling by the songster, who is backed by nice steady-beat combo-chorus sentiments. Kids will appreciate the message.

(4:24) “EVERYBODY'S LONE-SOME FOR SOMEBODY ELSE” [Acuff-Rose BMI—Williams] "Dancers can do the twist to this catchy reading of a Hank Williams number.

Bill Butler (Epic 9493)
(4:08) “THREE FROM CHAIKOV- 

(2:50) “COME ON HOME” [Sabrina BMI—Introducer] Lead does a good teen-directed vocal on the tender-beat plaintive. Other warblers and musicians have a soft, yet busily-remarkable sound.


Loe & Joe (Harvey 112)
(3:40) “LITTLE LEO—LITTLE LEO GIRL” (2:45) [Puqa BMI—Fugua, James, Benton] Musical duet displays deft blues-ballad wares here. Their stint is supported by a good-sounding percussion-spotlighted combo choral. The R&B-market will dig the performance.

(3:12) “THAT'S HOW I AM WITHOUT YOU” (2:02) [Tri-Phi BMI—Adams, Fugua, Davis] Amiable bouncy blues.

Sammy Salvo (Hickory 1161)
(2:50) “BILLY BILLY" B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B-B
THE SWEET SMELL OF SUCCESS!

'HEY! BABY'

S-1731

BRUCE CHANNEL

(PRONOUNCED CHANEL)

SMASH RECORDS

Division of Mercury Record Corporation
TWIN ANGEL (B) "ONE Had solid "DAWNING" "CRAZY" WELL an polished "YOUR gospel-flavored "GARDEN taken haunting," ABBY Up their Dog." tastefully cently jump eye the blueser beautifully "Doctor swinger, Storm, "MISTER ROLL" tasteful the session to Top humorous future. "DOCTOR FEELGOOD" catch-on the future. "SHE FEELGOOD" the the the the the "SCAL-DOG" "THEY LET'S DOCTOR FEELGOOD" "FEEL-GOOD" "TAKE THEI" "THEIR LOVE"

THE SECRETS (Swan 6007) (B+) "HOT TODDY" (2:10) [Val- ley Entertainment Ascap—Flanagan, Hendler] The old instru- mental is heard for the teen-market in effective shuffle-beat fashion. Top sounds from saxs and guitars. Ex- citing." (B) "TWIN EXHAUST" (1:55) [Claridge Ascap — Burt, Moehr, Gentile] Guitarists have racy Oriental-like sounds in this busy rocker.

HANK MARR (Federal 13451) (B+) "THE TWIST SERENADE" (2:49) [Lois Ascap—Bridge] Familiar chart song made is taken for a deaf Twist ride from the Marr combo, a solid R&B-pop attraction. Strong hempin' danceable with racy Indian- like sounds to catch on in this busy rocker.

RAY RUFF (Norman 513) (B) "WELL . . . ALL RIGHT" (1:40) [Nov-Val Ascap—Buckley, Hiner] Beat- y take over the do-vey with a snappy portrayal by the Marr combo. The record is finished off in a very catchy way. Sound grows-on-you.

ANGEL BLUE" (2:25) [Miss-ouri Ascap—Thornton, Rufus] Intimate rock-a-cha ballad sound.

BUDDY CLINTON (Imperial 5794) (B+) "IT HURTS" (2:41) [Post Ascap—Ballard, Alfred] Ex- dient display of the singer and the combo-chorus set- ting. Gals' vehicle is strong teen-market material. Can move.

BOW TO WALL HEART"" (2:56) [Post Ascap—Ballard, Alfred] Bouncy rock-a-billy stint.

JUNIOR WELLS (Chief 7055) (B+) "IT HURTS ME TOO" [Mel- va Ascap—London] Wells puts his heart on the line for this pulsating beat-ballad blueser. Strong side that could latch onto loads of R&B.

CHA CHA CHA IN BLUE" [Melva Ascap—Dixon, Wells] Also keen on this infectious, all-instrumental ditty. It can also make big noise.

TOMMY THOMPSON (Bird 1001) (B) "I CAN'T BE YOUR SWEET-HEART" (2:30) [Tide Ascap—Clark, Alfred] A hit that has that sleeper look. It's a haunting, slow moving beat-ballad romantic weeper. It's 13-year-old boy in love in Cas- per and the Saints. Was. (C+) "SHIELA" (2:00) [Tide Ascap—Clark, Alfred] Shielas' power and Thompson is just about a rock-a-cha-cha stand to the gal in the title.

HELEN LA CROIX (Centaur 101) (B) "ABBY (Dear Abby)" (2:56) [Neptune Ascap—Pitoni] A mother's love is heard on this lovely ballad. The love, the lover, and the mother have an "ABBY" version that is solidly distributed. Lyrically advises Dear Abby of the fact. Thrush does a nice and solidly easy against an attractive full ork sound. "MERRY G-O ROUND"

"WALTZ" (2:33) [Neptune Ascap—Pitoni] Inviting walls pleasant. THE PATTERNS (ABC-Paramount 10284) (B) "IT'S SO NICE (I Had To Do It Up Twice)" (2:51) [Dominion Ascap—Turner] Cuts a solid blues rhythm from the song crew, backed by an interesting-sounding string section.

(A) "AIN'T DOIN' THAT NO MORE" (2:42) [Dominion Ascap—Turner] This infectious blueser tells of a girl old love, but has decided to live again.

KENNETH DEAL (Peacock 1929) (B+) "GIVE A LITTLE LOVE" (2:15) [Lion Ascap—Malone] Deal's vocal carries over with pe- emo-sional natury, belying his with the fin- Latein full solid backdrop, which near the end includes a trumpet sound. Polished teen-market goods.

(T) "TELL ME WHERE" (2:12) [Lion Ascap—Malone] Some- what similar to the one given by the vocalist and his backing.

GARY CLARKE (RCA Victor 8792) (B+) "TOMORROW MAY NEVER" (2:07) [RCA Victor Ascap—Shelley, deShannon, Songster] has been the one song. Smith development vs. teen attention with this infectious record in which he displays a rhythm and rock sense. Drum should be included in teen programming.

ONE WAY TICKET" (2:23) [Film and TV Music Unltd. Ascap—Richman] Interesting funky-styled ballad here.

THE SYNDICATE (Ebb Tide 415) (B) "THE VIOLENT YEARS" (2:35) [Easy-Goin Ascap—] After a good "percolator" gimmick opening, musicians go into a steady- beat upbeat rock arrangement. Worth- while to the audience.

(CRAZY) (3:30) [Easy-Goin Ascap—] Slow-to-beat blues display by the combo. Tune is not the Patsey Cline hit.

CHET MCINTYRE (Pitoni 219) (B) "CHET'S TWIST" (3:00) [Evenbrokers Ascap—McIntyre] Solid Twistin' with a gospel-flavored approach. Keyboard leads this rock into the instrumental showing. Dictory is located in San Antonio.

"YOU BROUGHT A NEW KIND OF LOVE TO ME" (2:40) [Famous Ascap—Fain, Norris, Kalas] A nice easy-swing jazz reading of the story that has the pianist sounding cool.

"GARDEN IN THE RAIN" (2:17) [Melrose Ascap—Dyreborn, Gibbons] Protracted easy-chant opening for this teen song of the evening.

THE FOUR YOUNG MEN (Dore 621) (B) "THAT MAN PAUL" (2:49) [American Artists Ascap—Aflam, Moore] Paul Reever's famed title is told in cheerful rock-ner alley by the vocals and steady- rockable beat and rhythm. Good-sounding stuff for the kids.

"GARDEN IN THE RAIN" (2:17) [Melrose Ascap—Dyreborn, Gibbons] Protracted easy-chant opening for this teen song of the evening.

Cash Box, January 20, 1960
Don't fall to pieces but you'll be crazy about

Patsy Cline's
Newest 2 sided Smash

Strange
c/w

She's Got You

31354

Decca Records
BILLY JOE ROYAL (Fairoaks 2011)

(B+) "DARK GLASSES" (2:30) [Lovey BMI—South] Vocalist can do cast business with his first-rate Latinish rhythm with a last-love theme. He's supported by a first-rate Latin sound from the orch-chorus. Should be eyed closely.

(B) "PERHAPS" (2:05) [Wonder BMI—South] Inviting ballad, sometimes sounding like "Rings To Riches," is nicely read by the performer.

BOB LUMAN (Warner Bros. 5255)

(B+) "LUCITIANA MAN" (2:10) [Acuff-Rose BMI—Kershaw] Ditty, recent pop-country click for Rusty & Bucky, is hard to infectious advantage in this case by the reliable teen-market warbler and guitar-led combo. This version can mean action anew for the item.

(B) "ROCKS OF RENO" (2:30) [Acuff-Rose BMI — Leader-milk] Pretty country-styled romance is invitingly performed.

THE ISLEY BROS. (Wand 118)

(B+) "THE SNAKE" (2:33) [Steyr BMI—Jasper] The existing thatbans has been sent a solid dance-lesson to the teenagers. Deck has a strong build-up quality from both the vocal crew and its combo setting. Could happen.

(B) "RIGHT NOW" (2:30) [Steyr BMI—Jasper] Land has interesting wailing chants in this low-blues blue.

RONNIE GALLANT (Warner 2255)

(B+) "IN THE NIGHT" (2:05) [Selborn BMI—Gallant] Vocalist gives a strong lonely-man account of the solid tale of a lost-love. Male chorus and Latinish niche nicely back-up. Worthy teen-romantic entry.

(B+) "THE HOLE IN THE WALL" (2:07) [Selborn BMI—Myles] Wild partytime rocker has Gallant doing a shout.

BILLY DANNA (Kapp 443)

(B+) "JOSE JIMENEZ IN ORBIT" (2:58) [Bill Dana ASCAP] Dana, Hinklely More congartful that has Jose Jimenez, as an astronaut, answering the queries of an inter-\ viewor, could repeat al his “Astro-\ naut" deck.

(B+) "PRESS CONFERENCE WITH JOSE JIMENEZ IN ORBIT" (2:47) [Bill Dana ASCAP] Questions from the floor in another humorous track. Both sides are fun.

BOBBY PEDRICK (Dual 504)

(B+) "THAT GIRL IS YOU" (2:05) [Steyr BMI—Jasper] White's newest character, Professor Ludwig Von Drake (the voice of Paul Press), leads the Twist in this rib-tickling sizzler. Kick big band support with a fast bop thru. Ops'll love the 1:35 stand.

(B) "IT GETS YOU" (2:07) [Wonderland BMI—Sherman] Corman's like Samba much on this ballad.

"BOSS" COMBO (Coral 2650)

(B+) "BIG TWIST" (1:50) [Northland BMI—Sherman] The Twist crowd has a potent instrumental here. Top sounds come from the nice efforts of a sax, with a buff, gills, organs, and guitars. Could be another Twist entry on the charts.

MORGAN GRINNERS "S' TWIST" (Organ Grinder's Swing) (1:47) [American Academy of Motion Pictures & Sciences] The oldie is up to Twist date with teen excitement.

ROLLEW COASTERS (Holiday Inn 107)

(B+) "MY FRAULEIN CRIES FOR ME" (2:32) [Painted Desert BMI—Kilgore] Pretty ballad told in the Berlin cliché is presented in an inviting light-beat sound from the string combo-chorus. Could get places with enough exposure.

(B) "YOU'VE Gotta RUN ME DOWN" (1:41) [Rock BMI — Roller Coasters] Speedily rocking in here.

JOHNNY MAR MATTHEWS (Sue 755)

(B+) "MY LITTLE ANGEL" (2:32) [Saturn BMI—Matthews, Ben- net] Here's a Latinish blue s blues that can grab big Top 100 coin. The Wild-strings are the first-rate (multi- tracked) on the solid wistful in front of an intriguing sound from the orch-chorus. Keep close tabs on this track.

(B) "THE HEADSHRINKER" (2:08) [Atlantic BMI—Zober, Salinas, Anthony] Wild affair that includes string work.

FRANK CHEVEL (Ace 647)

(B+) "MAMA LOVES PAPA" [Joe Feist ASCAP—Friend, Baker] Old ditty is done with sunny rock ar- rangement with the addition in a pro-teen beat belt against a Latin schtick-rock-a-string setting. Can get around.


K N I G H T SISTERS (Tempo 1003)

(B+) "CONFESS" (2:46) [Cedarwood BMI—Nashville, Stollingsworth] Does display ballad finesse in this minor-key theme, sung by the group as a triangle-like set. Merit exposure to the kids. Label is based in Starkville, Miss.

(B) "WOODEN HEAD WILLIE" (2:32) [Cedarwood BMI—James] Cheerful teen-novelty from the team.

G E R R Y HUGHELY (Fairlane 21012)

(B+) "WHAT DID I DO" (2:20) [Matthews BMI — Hayde, Haykin] Blues performers head a wild blues combo and a harmony chorus support with sure-handed zest. Good R&B-teen romp.

(G) "IT HURTS ME TOO" (2:43) [Wendy Whose—Hayde, Hay- kin] Slow-paced, down-hearted blues.

S I D K I N G (Dot 16295)

(B+) "HELLO THERE ROCKIN'" (Joker 2102) [Matthews BMI — King] Quick-beat countrystyle ap- pears as a kind of answer to kid's sing-along of Faron Young's recent hit, "Hello Waltz." Catchy cut.

(B) "ONCE UPON A TIME" (2:06) [Cedarwood BMI—King] Light-beat wistful from the vocalist.

R E L I G I O U S

S O N S OF JEHOVAH (Nashboro 708)

"Let My People Go!" A Servant Of The Lord.

A N G E L I C G O S P E L S I N G E R S (Nashboro 769)

"God's Woodwind"/"Everybody Ought To Pray"

B R I G H T S T A R S (Nashboro 719)

"Somebody's Watchin' For Me"/"Family Prayer"

P R A Y E R S (Choice 25)

"I've Got To See Jesus"/"How They Done My Lord"

R A Y M O N D R A T H E R R Y (Choice 27)

"We've Come This Far By Faith!"/"Pray When Everything Goes Bad"

I N G R A M G O S P E L S I N G E R S (Choice 28)

"God's Ready To Answer"/"Jesus Lifted Me"

D R I N K S T A R K S (Choice 24)

"My Faith Looks Up"/"You Can't Make Me Doubt Him"

S O N S OF FAITH (Nashboro 711)

"Mother, Had I!"/"I Know You've Seen My Friends Again"

S W A N N E E Q U E N T I N (Nashboro 712)

"One More River To Cross"/"I Need You Jesus"
The "Sad Movies" Girl

SUE THOMPSON
Does it Again!
Selling in All Markets
Her New Smash
NORMAN
c/w
NEVER LOVE AGAIN
HICKORY 1159

JUST RELEASED
AND HEADED FOR THE TOP IN ALBUM SELLERS LPM 104

Including THE HIT VERSION of "Sad Movies" and "Norman"
NEW YORK:

Mike Collier jumping for joy over the initial reaction to Georgie Brown's "Roll Him Over," cut in England by Tony D'Amato, the man who played a major role in the success of London's Phase 4 Series. Mike just left on an extensive road trip in behalf of the Brown lid and Jan Burgess' "Midnight In Moscow."...Rock Liberty's N.Y.R. rep, sees the label has 3 hot newies in Gene McDaniels' "Chip Chip," Si Zentner's "Hollywood Twist" and Timi Yuro's "Let Me Call You Sweetheart." Nice to see label exec Don Blocker and Bob Staff, who dropped in from L.A. for a CB visit.

...Miami distrib Sandy Strobach in town recently meeting with the labels he handles....As a result of the success of the Billy Mare-penned smash in England, "Toy Balloons," Russ Conway will get his own TV show over there....Epic brass hosting a 11/2 party at the Penthouse Club to celebrate the intro release of Paul Taubman's "Big Brass Band."

Cameo-Parkway's rep Steve Harris, just back from a Paris visit with his lovely wife Nichole, reports smashers in Dave Appley's "Happy Joe" (Cameo), the Dooves' "The New Continental" (Parkway) and the Meyer Davis Twist" Big Band LP. ... Mickey Wallach's hot on the "Hey Let's Twist" Roulette soundtracker and Little Jimmy Rivera's "Puppy Love" (Swan)....Jerry Telefer telephoned from L.A. that Ronnie Brown's "I Got A Funny Kind Of Feeling" (ABC) is busting out in the east, mid-west and the south....

Reggie Tabin, the Every Bros. rep, types from L.A. that he's on a cross-country junket in behalf of the duo's Warner Bros. smash, "Crying In The Rain." He's also out to dispel the rumor that the two U.S. Marines have retired from the biz....Pete Bennett to perform his "Fever" Sun- set chart-maker on the V.I.P. Dick Clark'er....We hear Atlantic's Bob Be-Bop will have his wax bow, "Bien Amour" and "Ernestine," out in late January....

Decca's Brenda Lee, whose latest smash duo is "Break It To Me Gent- ly" and "So Deep," up to Canada for 3 one-nites and then to the Concord Hotel in the Catskills for a weekend stand....Cab Calloway, currently touring with the Harlem Globetrotters (Cab was once a top basketball tool), out with his 1st Coral LP....Arcadia newcomer Matt Cord will have his wax bow, "Bien Amour" and "Ernestine," out in late January....

Columbia's Frank Campana info's that Doris Day's latest, "Should I Surrender," is getting great reaction hereabouts. Likewise from Bob Crystal's out in L.A., Bill Downs letters that his new East Coast release, "A Special Love," by Don Dell & The Upstarts will be handled by Portem here and by Trinity in Hartford....From Kip topper Lonnie Kaufman comes word that Little Nat's "Do This Do That" has broken loose in a host of major markets....Jab (All Baba) Vance, who owns the newly-formed Reba diskery, has signed rock 'n roller Ted Spikyda to launch the label's initial outing....The Irving Fields Trio, currently at the Latin Quarter, played at the private screening party for Otto Preminger's "Ad- vice And Consent."...Belle Barth opens at the Miami Beach Cono City nightspot for one month, beginning 1/27. Her newest package, "Belle Barth In Person," waxed during her recent smash run at the Roundtable here, is set for release on Roulette's new Laughtime label....B-Atlas A&R director Tony someone at the own radio show, tagged "Tony And Duchess." His partner for the show will be Vivian Wallace....

There'll be an Afternoon With Babes Gonzales—"The B-Bop Story" 1/21 at Small's Cabaret. Babes will be supported by the Horace Parlan Trio, Johnny Griffin and Clark Torri....Mercury's Tina Robin, notes Joyce Becker, to do a one-nite stand at the Zanzo Mosque in Harrisburg, Pa. Sorry to hear about the passing of Joyce's grandmother.

CHICAGO:

Erwin Barg, who's been making much headway in our town will sicker theme "Tender Is The Night" (from the 20th Century Fox film), will be exposing the deck in the Minneapolis-St. Paul-Milwaukee area this week. Tune is well represented on wax by Tony Bennett (Columbia); Clebanoff Strings (Mercury); Vic Damone (Cap-itol); Earl Grant (Decca); Geji Grant (20th Fox) and George Green (VJW)...A reminder from Sir Ascher that Jeanne Thomas opened at the Cafe Club in Springfield, Ill, 1/9 for two weeks. Her latest album "Jeanne Thomas Sings H N' Here's Reliable" will be released 1/15. RCA-Victor's Stan Pat predicts a healthy sales run for a couple of brand new single releases, namely "Twistin' The Night Away" by Sam Cooke and "Tomorrow May Never Come" by recent pactee Gary Clarke....UA thru' Joyce Davis is set to do her "Mean To Me" (UA) click on Jack Hilton's "Spin Time" TV's (WGN) for Henry's "Trip-Tone Trio" "Tintarella," clipped from their cur- rent Garnet LP, has been reading sales in several large markets, ac- cording to Garlen Dist's Kent Beau champ who anticipates a continuous flow of action with this fast rising deck. Also moving up steadily are "Hey Baby" by Bruno Cronie (Smash) and Reprise album "Twist- ing The Night Away" by Allie Alceon.

Crystal Records' topper John Ho- gian info's that his firm, based in Morton Grove, III, is concentrating heavily on record promo throughout the midwest area and invites record firms to send releases to his attention for exposure....Brook Benton headlines the current Regal Thea- ter, opening 1/12 along with The Coasters, the Vashonettes and Red Saunders ork....Bob Spenlove (J. H. Martin) boasts a trio of hot sin- gles in Jan Burgess' "Midnight In Moscow" (London); "Archie's 21s"...
When will the big hit-maker start to twist?

Right now!
SAM COOKE
“TWISTIN’ THE NIGHT AWAY” (7983)

When will the top pop pianist give us a new hit?

It’s done!
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CHICAGO (con't)

...and "All Through the Night," were being heard in various states, the New York Times reported. These songs are from the new NBC television series, "The Shadow," which has been a hit all season. "The Shadow" is produced by Jack_offsets, and "Roll Him Over" by newcomer Georgiana Brown. London, one of the most successful record companies, has released a new 12" EP record, "Songs of the Shadow," which features the voices of Howard Thurston, Carole King, and Paul Newman. The EP has sold over 100,000 copies in its first week of release. -

Gene Chandler, recently signed by Vee-Jay and hitting big across the country with "Do You Love Me," is certainly making a splash on the West Coast. His latest record, "I'm Gonna Be There," is currently number one in hot records in his hometown of Los Angeles. Also important in this area is the release of Don's album, "My Baby's Gone," which has reached the Top Ten in many markets. The album features original compositions by Darrell Royal, who is currently a member of the University of Texas football team.

The Four Lads and their manager, Jack Stewart, will be in New York this week for a brief visit. Harvey Geller, now handling the Doris Day promotion on the West Coast, reports that her new single, "I Should Have Known Better," sold over 50,000 copies in its first week of release. -

Microsoft has released a new LP, "The New Kids," featuring young artists such as Frankie Avalon, Bobby Rydell, and Bobby Darin. The album has sold over 100,000 copies in its first week of release. -

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From the motion picture "Town Without Pity" with Gene Pitney singing the title song

**GENE PITNEY**
MUSICOR RECORD MU 1009

"Cotton Fields" and "Gypsy Rover" included in the new HIGHWAYMEN album "STANDING ROOM ONLY"...

...Now Available UAL 3168 UAS 6168(Stereo)

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CHARLIE DRAKE

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Cash Box—January 20, 1967

3 NEW ATLANTIC HITS!

CRY TO ME
Solomon Burke
2131

I KINDA THINK HE DOES
Carla Thomas
2132

DRINKING WINE
SPO-DEE-O-DEE
Larry Dale
2133

ATLANTIC RECORDS
1641 Broadway, New York 23, N. Y.
1. **BREAKFAST AT TIFFANY'S**
   - Henry Mancini (RCA Victor LPM 2362)
   - **Blue Hawaii**
   - Henry Mancini (RCA Victor LPM 2365)
   - **Stereo 35**
   - (Record 2555; SD)
   - **West Side Story**
   - Sound Track (Columbia KS-2070)
   - Judy Garland (Capitol SWRD 1549)
   - **CAMELOT**
   - (RCA Victor KOS-2020)
   - **I Remember Tommy**
   - Frank Sinatra (RCA Victor RVH-1903)
   - **King of Sounds**
   - Sound Track (MGM ST 82)
   - **Your Ebb**
   - (RCA Victor LSO 1065)
   - **Time Out**
   - (RCA Victor LSO 1166)
   - **West Side Story**
   - (RCA Victor LSO 2001)
   - **Portrait of Johnny**
   - Johnny Mathis (Columbia CS 8444)
   - **Sweet Side Story**
   - Ferrante & Teicher (United Artists OAS 6166)
   - **Your Request Sing Along with Mitch**
   - Mitch Miller & Yvonne Castle (Columbia CS 8477)
   - **Great Motion Picture Themes**
   - Various Artists (United Artists UCLA 3132; UAS 61230)
   - **Jump Up Calypso**
   - Harry J. Smith (RCA Victor LPM 2388; LSP 2388)
   - **The Slightly Fabulous Limeliters**
   - (RCA Victor LPM 2393; LSP 2393)
   - **Never on Sunday**
   - (United Artists OAL 4070; UAS 5070)
   - **Time Further Out**
   - Dave Brubeck (Columbia CL 1699; CS 8490)
   - **Ebb Tide**
   - Earl Grant (Decca DL 4165; DL 4165)
   - **Take Good Care of My Baby**
   - Bobby Van (Liberty LSP 3211; LST 7211)
   - **The Astronaut**
   - Earl Grant (Kapp KL 1238; KS 3328)
   - **Moon River**
   - Lawrence Welk (Dot DLP 3412; VS 7424)
   - **The Lion Sleeps Tonight**
   - Tanya Donelly (LM 5514; LSP 2514)
   - **For Twisters Only**
   - Chubby Checker (Parkway 7002)
   - **Flower Drum Song**
   - Sound Track (Decca DL 9098; DL 9098)
   - **Christmas Sing Along with Mitch**
   - (Columbia CL 1059; CS 8827)
   - **Soupys Showales**
   - (RCA Victor LSP 2364)
   - **Mexico**
   - (RCA Victor LOC 1065; LSO 1065)
   - **Let's Twist Again**
   - Chubby Checker (Parkway 7084)
   - **Do the Twist with Ray Charles**
   - (Atlantic 8594)
   - **Knockers Up**
   - (RCA Victor LOC 1065; LSO 1065)
   - **Great Motion Picture Themes**
   - Various Artists (United Artists UCLA 3132; UAS 61230)
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Hirt—sincere, Pete StjgraJ.

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"Hey, Let's Twist!"—Original Sound Track—

Joey Dee—RCA Victor

Joey Dee and the Starlitters have done much to make the twist a popular craze. New Roulette releases the sound track taken from the full-length Paramount flick about some headlineers of the twist. Set offers enough top-notch dance music to satisfy the entire twirlin' set. Additionally, superior vocals are offered by Joey Dee, Kay Allen, and Teddy Randazzo. LP ranks as a sure-fire chart item.

"Sing Out!"—Limeliters—LP 2145

The professional sounds of the Limeliters ring out in this third waxing from Victor. The group's good humor, sense of timing, and robust flavor beautifully put across the pop-folk tunes that they deliver. The boys' original technique is evidenced in their readings of "Pretty Far Out," "Marvin," and "Golden Ball." Sure chart entry.

"Horn a-plenty"—Al Hirt—RCA Victor

LP 2146

Al Hirt has another hot one. The talented trumpet star comes through on this Victor offering with his free-flowing brand of magic that has scored so successfully in the past. With excellent arrangements and backing by orchestrator Billy May, Hirt renders a top-flight group of studies including "Easy Street," "Margie," and "I'll Take Romance." Session looms as top scorer.

"Combo"—Henry Mancini—RCA Victor

LP 2258

The sales-laden strains of Henry Mancini and crew deliver some jazz oldies with enough artistry and skill to become a hot item. The boys include such prominent musicians as Art Pepper, Bob Bain and Shelly Manne. The album is vehicle for the small group and Mancini gets the most from his personnel. The combo shines as they read "Moanin," "Dream Of You," and "Tequila." Set should reach the upper reaches of chartdom.

"Tower of Strength"—Gene McDaniels—

Liberty LST 7213

Here's a sure noise-maker for Gene McDaniels. Songster takes advantage of his previous triumph in "Tower of Strength" to tag this Liberty album. McDaniels shows poise and artistry as he reads "He," "Funny," and "A Tear." Things could start to happen sales-wise on this first-rate disk.

"Tears and Laughter"—Dinah Washington—

Rocky Television—Mercury MG 20061

The inimitable Dinah Washington dishes up a potent collection of evergreens in this wax teeming up with okster Quincy Jones. Dinah starts things off by taking them all steam into "Be-witched." Thrush goes on to create a class of the latest moving renditions of "Am I Blue" and the title song "Tears And Laughter." The Jones sound is a perfect match for the lady's talents. Session ranks as a hot noise-maker.

"Song for the Lonely"—Platters—Mercury

NG 20069

The Platters come up with an attractive package of varied tunes in this new Mercury outing. The group reads both evergreens and newies, ballads and boozey items in this LP which is perfect for either dancing or listening pleasure. Wax contains superior readings of "Love Is," "All the Things You Are," and the current item's theme tune for the album "Song For The Lonely." Set should become a favorite with the group's fans.

"The Civil War: Its Music and Its Sounds"—Fennell and the Eastman Wind Ensemble; Martin Gabel, narrator—Mercury LP 2301

Mercury comes through with a magnificent package of the music and sounds of the Civil War. The album is being touted as a "Centennial Observed," and is divided into four sections. The first three parts are centered on the band and field music of the troops with kudos going to Frederick Fennell for his realistic, impressive rendering. The last part is tagged "The Sound Of Conflict" and covers the war from Fort Sumter to Gettysburg. Martin Gabel turns in a first-rate job on narration. LP should attract Civil War buffs as well as music historians.

"Rocket to the STARS"—Various Artists—

Willy 651

Some of the top teen favorites render some of their biggest hits in this all-star collection from Vocalion. Spinners in fine voice as he renders heady first-rate package and he's also on hand to render two of his own tunes. Among the biggies on the wax are the Shirelles' "Tonight's The Night," Maxine Brown's "All In My Mind," and Wilburn Harrison's "Kansas City." Set looms as a significant scorer in the coin department.

"Bristol Stomp"—The Dovellis—Parkway

P 7006

The solid, rockin' sounds of the Dovellis are showcased in this initial LP. The boys read a collection of lively, fast-moving favorites including "I'm A Fool," a hit first on the Eastman disc and tag of this album. Other terpsichorean delights are "Mope-ity Mope" and "No, No, No!" Disk includes a few newies as he reads "Young Lady" on the up-tempo items. LP should make it big.

"COMO'S GOLDEN RECORDS"—Perry Como—

RCA Victor LSP 1881

Perry Como's staging power can be equaled by only a few top names in the industry. This album of his big-sellers delightfully recalls his previous hits. Como is in his element as he reads tunes from "Don't Let The Stars Get In Your Eyes" of ten years ago, to his 11 smash in "Catch A Falling Star." Disk could click for Como.

"Blues Make Me Happy"—Cab Calloway—

Coral CRL 757408

Coral showcases a new side of the Calloway coin in this album of blues studies. The finger-snapping, hard-boiled leader of the band, dedicated artist who sings the blues from a deep understanding in the music. Chanter's relaxed treatment of "I Got The Blues," "Blue Monday," and "Cry Me A River" carries him in good stead. Dick Jacobs has supplied imaginative arrangements and Henry Jerome has the orchestra under control at all times. Disk should win Calloway a host of new admirers.

"Sing It's Good For You"—Norman Luboff

Choir—RCA Victor LP 2175

Norman Luboff offers another completely listenable wax in this group of deftly-arranged studies. Album is tip-top in all respects of the sing-along trade and it's a cinch that its good spirits will help it reach the mark. Choir renders "I Got The Blues," "In The Mood," "Side By Side," and "A Good Day" with verve and punch. Plenty of potential here.

"On and Off the Campus"—Ivy League

Trio—Coral CRL 757399

The Ivy League Trio is a new pop-favored folk group and if by any indication of how they're destined for stardom. The boys are set apart from majority of new folk talent by their fresh, direct approach. Their style is completely their own. Album contains a group of superbly arranged folk songs. The boys break through, "Dee's Gone," "Eeny Meeny Beneath The Willow," and "Polverita" with polish and style. Disk could score.

Popular Picks of the Week (Cont.')
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GO LIBERTY IN '62!
**FOR THOSE WHO THINK YOUNG**—Joanie Sommers—Warner Brothers W 1336

For her third LP outing Joanie Sommers' electric vitality and superior vocalizing carry her in good stead. Thrush has a warm, sincere style and the polished delivery is in complete pro. Album is divided into two sections. The first part is a big band side where Joanie reads such favorites as "Blues In The Night" to the excellent back-stopping of Marty Paich and his orch. The second side is taken from a concert that the lark did last year in California. Her rendition of "My Ship" is one of the finest on wax. Disk should be a welcome asset to any Sommers fan.

**SONGS OF THE WEST**—Burl Ives—Decca DL 7907

Once again Burl Ives offers proof of his stature as a significant balladier. Songster focuses his talents on western folk tunes and achieves a memorable portrait of cowboy life. From the kick off with "Home On The Range," to a roasting finish with "Jingle Jangle Jingle" (one of two pop hits that have included) Ives is magnificent. LP should excite all folk fans.

**THE STORY TELLER: A SESSION WITH CHARLES LAUGHTON**—Capitol STB 1045

The rich, powerful voice of Charles Laughton is superbly displayed in the all spoken-word two-disc album on Capitol. Captured performer reads a variety of literary material including Shaw's "Major Barbara," The Bible, and Shakespeare's "Julius Caesar." A live audience helps give the session a "live" spontaneous effect. Package presents strong sales possibilities.

**GENTLEMEN PREFER BLONDES**—Carol Channing—Columbia TC 1114

Wild and zany Carol Channing comes on strong with her unique comic delivery in a reading of Anita Loos' "Gentlemen Prefer Blondes." It's the same story of Lorelei in which the star scored on Broadway a few seasons ago. The Channing touch is ever present as she breezes through this memorable album. Pop tunes of the 20's arranged in a jazz tempo, provide catchy musical excursions.

**THE CAPTIVATING JOHNNY CRAWFORD**—Del Fi DL 661

The captivating, impression sound of Johnny Crawford is put to good use in this LP outing from Del Fi. The young chanter, who has national audience via his weekly "The Rifleman" TV show, delivers his recent hits "Daydreams" and "Your Love Is Growing on Me," and "Happy Birthday To Me." This completely pleasing set should appeal to the tastes of the songster's country fans.

**HAPPY JOURNEY HANK LOCKLIN**—RCA Victor LP 2182

Cashing in on the success of his current chart-rider in "Happy Journey," Hank Locklin tags this album after the hit. Chanter's fine tenor voice is in good form as he reads some of his best items including "Let Me Be The One" and "Happy Birthday To Me." This completely pleasing set should appeal to the tastes of the songster's country fans.

**FROM ME TO YOU**—Connie Stevens—Warner Brothers 1431


**10 FAVORITE SCOTTISH MELODIES**—James Campbell—Request RLP 10049

James Campbell and the Highland Symphonette have faithfully captured the flavor of Scotland in this Request package. Disk contains some of the most popular Scottish melodies in addition to some little known items. There's plenty of entertainment for all as for the orch reads "Loch Lomond," "Skye Boat Song," and "Bells Of Edinboro." Set should bring out a wide variety of music lovers.

**MANDOLINI DI SURRENTO**—Domenico Corti—La Sui Orchestra—Fiesta FLP 1384

Romantic Italian songs have long been world wide favorites and this LP provides some spirited renditions of some pop-folk tunes in Domenico and his orch display unusual artistry in injecting exactly the proper feelingful and uptempo beats to the tunes on the disk. Some excellent numbers are "La Sorella," "Quadrigi," and "Poldina Bella."

**JAZZ PICK OF THE WEEK**

**NICE AN' EASY**—Gene Ammons—Prestige PY 11418

With an excellent bag of standards and newies Gene Ammons comes up with a superb disk of his fine balled style. The Ammons tenor is matched with Richard Wyands on piano, Doug Watkins on bass, and J. C. Heard on drums in this combo. The boys kick things off with a professional swingin' arrangement of "Til There Was You," They launch into "Little Girl Blue," and "Someone To Watch Over Me" with equal skill and artistry. Set should attract jazz philes in droves.

**WE FREE KINGS**—Roland Kirk—Mercury SR 60179

Roland Kirk unleashes his instrumental talents full blast in this fine collection of mostly blue pieces. Kirk has the ability to inject such arresting melodic themes that blend with the broader statements from the rhythm section. The multi-talented musician delivers flute, maracas, and tenor sax with professional dexterity. In the title song, "We Free Kings," he has transformed a traditional Christmas carol into a 4-8 group number for the flute and maracas with an entirely pleasing effect. Other highlights of the album are "Moon Song," "Blues For Alice," and "My Delight."

**A LAZY VERSION OF SUBWAYS ARE FOR SLEEPING**—Dave Grusin—Epic LN 3029

Newcomer Dave Grusin takes off on a fast-moving train for his premiere outing on Epic. The disk displays an exciting, vibrant style as he reads nine selections from the hit Broadway musical. Highlights of the disk are the Grusin rendition of "I Just Want My Time," "The Fraying," and "Comes One In A Lifetime." Mired by a professional brightness and clarity in his approach, Grusin should go a long way to scoring as a jazz pianist. Fine set.

**CLASSICAL PICK OF THE WEEK**

**VICTORIA DE LOS ANGELES/FISCHER-DIESKAU IN DUETS**—Angel 20562

The wax marriage of De Los Angeles and Fischer-Dieskau comes off as a rare treat that should appeal to all classical fans. With Gerald Moore turning in a fine job on piano, the opera duet render selections from Purcell, Beethoven, Bach, Dvorak and others. Both singers demonstrate beautiful control and pitch on all the numbers heard. Disk ranks as top-rung listening enjoyment.
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TIME RECORDS INC. 2 West 45 Street, New York
Mercury Records Completes Philips Ties; Initial LP-Singles; Product Due Feb. 1

CHICAGO—Mercury Records announced last week it had completed negotiations for a world-wide licensing agreement with its American product with Philips Phonographische Industrie of the Netherlands.

A new label, Philips Records, has been formed for distribution of recordings which will be manufactured in this country from the Philips Phonographische Industrie’s International library of recorded music. The latter musical library contains performances by many internationally famous classical and popular artists. In addition, Philips will also record with American artists to give balance to its musical catalog.

The formal announcement culminates six months of negotiations between Irving B. Green, president of Mercury and Pieter Van Den Berg, president of Consolidated Electronic Industries Corporation, (NYSE), which Mercury became a subsidiary of with last summer. Negotiations were concluded in Holland with Willem Langenberg, president of Philips Phonographische Industrie of the Netherlands.

Philips Phonographische Industrie, currently operating in 32 countries throughout the world, has one of the world’s most extensive libraries of classical and popular music with hundreds of internationally known artists on its roster, actively recording in such countries as England, Germany, France and many other smaller areas.

Newly formed Philips Records is currently setting up nationwide distribution for its new label and is seeking to acquire recording talent both in the United States and abroad. An effective advertising, sales promotion and publicity program has been designed utilizing the theme, “Now . . . One World Of Music . . . On One Great Label.”

The firm will release its first group of four LP’s under the new label, Feb. 1. It will release 96 LP albums and 100 seven inch 45 pop singles in its first year of operation.

Headquartered with Mercury in Chicago, Philips will record, principally, in New York, Chicago, Los Angeles, and Nashville. Philips U.S.A. will also record throughout the world using its American recording staff to record talent under contract to Philips Phonographische of the Netherlands.

Luc Simon was named sales manager for the newly formed label. Simon and his sales staff have been negotiating with major distributors throughout the U.S. to handle the sale of the new label.

The “Premiere 12,” the firm’s first American LP releases, representing a balance between American and International artist, typifies the diversity, calibre, and stature of the artist and music to be presented under the Philips label in this country. Included in the first release will be artists of such world renown as the famous Russian pianist, Sviatoslav Richter, performing the Liszt Concerto No. 1 & 2, conducted by Karl Kondrashin and supported by the London Symphony Orchestra; Woody Herman doing “Swing Low, Sweet Chariot”; the French arranger and conductor Michel Legrand and his orchestra; and “The World’s Favorite Piano Classics” by Frankie Vaught, also an artist with Swingin’ Happy; Vienna concert orchestra in “Great Strauss Waltzes”; Holland’s Malanda on “El Templo”; Belgium’s Francès Bay in “Swinging The Latin Beat!”, and France Jackson’s “Jazz, Jazz, Jazz.”

In the future, among a vast array of artists from across the sea, Philips of the U.S.A. will introduce such artists and orchestral groups as the concertgebouw Orchestra, the Dutch Swing College Band, The Netherlands Chamber Orchestra, The Marine Band Of The Royal Netherlands Navy and The Amsterdam Opera Choir, all from Holland; Johnny and Tocho, London; Jane McDaniels and her Orchestra, London; McJugger, Amsterdam; and several others.

The inaugural release includes material performed by American musicians, including Gene McDaniels, the band of Johnnie Ray, Chuck Berry, Little Richard and an overall of material on the Chelsea label. In addition, the first releases will include the first American recording of the music of Liadov, Poulenc, and Rodrigo.

Intro Capital Gains Bill For Artists

NEW YORK—A bill whereby creative artists would pay taxes on their earnings on a capital gains basis rather than by regular income taxes was introduced last week by Rep. John V. Lindsay (Rep.-N.Y.).

This would cut their taxes at least a half, since capital gains rates are half that of regular rates in lower brackets and less than half in higher income brackets.

Rep. Lindsay said he believed such a bill was necessary to stimulate literary, musical and artistic compositions. He also noted that such benefits are given to the owner of a patent as an incentive to inventive activity.

Mag Has Article On Bookkeeping Accounting


Written by Joseph Fenton who heads the N.Y. State Society of CPA’s committee on entertainment and sports accounting, the 13-page article deals with such topics as advances the writers, copyright cost amortization, control and reporting of royalties payable, royalty statements foreign advances received and other matters.

Award For Juggy

NEW YORK—Juggy Murray (left) examines a gold record presented from United Record Pressing Corp. for “I Know” by Barbara George. Looking on are Melvin Lasite and Harold Bittiste of A.F.O. Records.
KAPP RECORDS

has

the Original Recording of England’s newest hit

MIDNIGHT IN MOSCOW

by Kenny Ball . . . K-442

Number 3 in England
Number 2 in Ireland
Now a hit in America

KAPP RECORDS
NICK PERITO
AND HIS ORCHESTRA
PLAY A DOUBLE SIDED HIT FROM
THE "HAPPY THIEVES"

"HAPPY THIEVES"

AND

"EVE'S THEME"

UA-416

RITA

HAYWORTH

AND

REX

HARRISON

IN THE

HAPPY

THIEVES

THE PROUDEST
NAME IN
ENTERTAINMENT

29 SEVENTH AVENUE • NEW YORK 19, NEW YORK
Liberty Bows 13 LP's In Jan. Discount Plan

NEW YORK—Liberty figures it has 13 "lucky" LP's—featuring some of the label's biggest guns—in its Jan. LP program.

The program, now underway and continuing through Feb. 15, is a 10% discount, taken off the face of the invoice, on the new LP's as well as catalog product, including Dolton LP's. Also included is a large merchandising privilege, merchandise exchange after June 1. Deferred payments are: 1/3 March, 1/3 April, 1/3 May.

The 13 albums are: "Johnnie Ray," "Heidi Heywood Plays the Greatest" (Liberty bow for the pianist), the late Eddie Cochran's "Never to Be Forgotten," volumes 1 & 2, "Travis" (In Concert), and volume two of St Zentner's "Big Band Plays the Big Hits," Timi Yuro's "Soul," Johnny Burnette's "Hits and Other Favorites," two square dance LP's, one "With Calls," the other "Without Calls" (performed by violinst Gordon Terry, caller Homer Garrett), Gene McDaniels' "Towner of Strength," "Fabulous Favorites," various artists, a "Ballads of the Kings, Vol. 2," a salute to Frank Sinatra by the Johnny Mann Singers, "The Blue Grass Gentlemen," "De Ferias," "Twist," "Soul," "Soul," "Soul."

Atlantic & Atco LP Program

NEW YORK—The Atlantic and Atco labels are offering a special incentive album program on their catalogs. Dealers should check with their distributors for full details. Plan terminates Jan. 31.

Levi Promoted At Synthetic Plastics

NEW YORK—Fred Levi has been named to national field sales manager at Synthetic Plastics Record Corp., the low-priced LP firm. Levi, who has been sales chief of the Peter Pan, Pionette and Promenade labels in the South, will also handle sales of the firm's two new labels, Guest Star and Diplomatic. The label also reported that its 50th "Twist" LP had sold over 300,000 copies since its release Dec. 20.

Int'l Sound Fair Opens N.Y. Offices

NEW YORK—International Sound Industry Fair, set for a debut in Detroit next July (25-29), has opened executive offices in New York, at 333 East 48th St. Heading the New York operation is Hal B. Cook, the fair's executive director.

A Girl For Alberts

NEW YORK—George Albert, vice president and treasurer of Cash Box, and his wife Edna, last week became the proud parents of a 6 lb, 9 oz, baby girl named Nadeen. The baby was born in Passac Valley Hospital, Westwood, New Jersey.

Cosnat Appoints Pitts. Branch Head

NEW YORK—Charles Feldman has been appointed branch manager of the Pittsburgh branch of Cosnat Distributing. He has been in the music business for over 25 years.
NARM Convention Dates: Apr 8-13
NEW YORK—Dates have been set for the fourth annual convention of the National Association of Record Merchandisers (NARM): April 8-13. Site is the Eden Roc Hotel in Miami Beach, Fla.
Registration will be on Sunday, April 8, and the convention opens officially on Sunday evening with the Presidential Welcoming Cocktail Party.
Business sessions will begin Monday (9) at 9:00 AM.
Further details on the convention will be forthcoming immediately after the meeting of NARM’s board of directors, to be held during the last week in Jan.

WARNER SALES MEETING

Burbank—A Warner Brothers district sales managers meeting here brought out (left to right) the following execs: Joe Friedman, Poncie Ponce, Don Graham, Len Grant, Bud Dashill, D. Kilpatrick, Fran Howell, Stu Woodruff, Bob Summers, Monroe Glasberg, Hugh Hilliard, Jimmy Hilliard, Mike Maitland, Lowell Frank, Ken Kim and Gene Benson.

KAPP ISSUES 20 LP’S;
10% DISCOUNT PROGRAM

NEW YORK—Kapp Records’ first album product of ’62 consists of 20 albums, which are taking part in an overall LP program (see below).

The releases were previewed recently to distributors’ managers and salesmen at three regional sales meetings in New York, Los Angeles and Chicago.

Under an LP deal, which runs until Mar. 15, the new LP’s plus all others in the Kapp catalog, including the Medallion series, are available with a 10% discount, with dating to qualified dealers.

Among the new albums is the Kapp debut of folk-singer Miriam Makeba, who was recently inked to the label in a deal with Belafonte Enterprises, Harry Belafonte’s management firm.

The performer’s first LP for Kapp is “The Many Voices Of Miriam Makeba,” for which Belafonte contributed most of the arrangements and supervision plus the liner notes.


New Medallion product includes: “Great Movie Hits Of The Thirties,” Vardi and His Orch.; “Great Movie Hits Of The Forties,” Jack Elliot and His Orch.; “The Greatest Sax In The World,” Mr. Phil B. (Bolter); “The Dixie Minstrels Greatest Hits,” with the Medallion Minstrel and Banjo Band, and “New York, New York” with Dave Terry’s Orch.

Classical releases include the final two LP’s in the label’s series on the entire keyboard works of Debussy performed by Daniel Erichour; a musical fun album by Emanuel Vardi with the Kapp Sinfonietta; stereo readings of “Faust” and “La Boheme” in the label’s “Opera Without Words” series.

COED EXEC’S ON ROAD FOR SINGLES

NEW YORK—Coed Record execs are covering a wide area in the promotion of two decks, Adam Wade’s “It’s Good To Have You Back” and George Johnny & The Pilot’s “Flying Blue Angels.”

George Paxton, Marvin Cane and Wally Shuster will hit Chicago, Minneapolis, Dallas, St. Louis, Detroit, Cleveland, Pittsburgh, Boston, Buffalo, Hartford, Philadelphia, Nashville and Atlanta.

WE HAVE 4 IN STEREODDITIES SMASH HIT WOODY SERIES

WOODY WOODBURY’S SALOON TICS

1962’s BIG COMEDY ALBUM

Dealers:
Get with this one clinking fast from coast to coast

STEREODDITIES INC. • P.O. BOX 9115 • FORT LAUDERDALE, FLORIDA

LAUGH-ALONG WITH WOODY’S ALL NEW PARTY GAGS AND SAUCY SONGS
Twist Gives Roulette Top-Year-End Gross

NEW YORK—Although 1961 began mildly for Roulette, the colorful, dishkey picked momentum with a few faltering singles and sales which were heavily supported by the Twist dance craze and which more business was written at the company over the last six months of the year and finally capped the year with the biggest Nov.-Dec. release in the history of the company. According to Morris Levy, president of Roulette, a duo of singles, "Doin’ The Twist At The Peppermint Twist" and the album, "Doin’ The Twist At The Peppermint Twist," has already gone over the million mark and the album is well over $350,000.

Compounding its success with the Twist disc, Roulette also closed the year with the release of the Paramount Pictures soundtrack "Hey Let’s Twist" which stars Joey Dee and the Starlighters. Eureka's chosen one with the picture firm, Roulette has reported heavy re-orders on the soundtrack, with sales management predicting that it has gone over 100,000.

Roulette’s success with the Twist disc has sparked additional sales action with the label’s current country LP, "The Atlantic Edition: Joey Dee single, "The Peppermint Twist" and the album, "Doin’ The Twist At The Peppermint Twist," has already gone over the million mark and the album is well over $350,000.

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PRESTIGE Records, Inc.
203 So. Washington Ave., Bergenfield, N. J.

We were first!

HAPPY JOSE
Dave Appell
& his orch.
Camco 207

NEW YORK—Connie Francis has been signed to a new exclusive five year pact by MGM Records. In addition, the parent company, Metro-Goldwyn-Mayer, has inked the star songstress for starring roles in three flicks.

The performer, who has been with MGM since she started her disk career in 1956, is today one of the top disk-personal appearance artists in both the U.S. and on the international scene.

She hit stardom soon after her first hit, "Who’s Sorry Now?" in 1957, which has been followed by well over a dozen hits, including "Lipstick On Your Collar," "I'm Sorry I Made You Cry," "My Happiness," "Mama," "Together," "Stupid Cupid," "Where The Boys Are," and her current hit, "When You're In A Movie." (backed by a Xmas click, "Baby's First Christmas"). In addition, she has made a number of best-selling LP's.

One of the reasons for her international success is undoubtedly due to the fact that she records most of her English hits in the languages of the countries where her disks appear, including French, German, Spanish, Italian and Japanese.

She made her flick debut last year in MGM's "Where The Boys Are." George Sheehan, who has guided the artist's career for the past 12 years, negotiated the contract.

Above, the vocalist is shown at the signing ceremonies with Robert H. O'Brien, executive vice president of Metro-Goldwyn-Mayer, Inc. (right) and with Arnold Maxem, president of MGM Records (center).

Pickwick Increases Sales
84.7% In 6-Month Period

NEW YORK—Pickwick International had an 84.7% sales increase in its line of low-priced promotional, kiddie and instructional disks, topper Cy Leshe has announced in a six-month report to stockholders.

Net income rose to $60,280 from the previous total of $55,939. Sales for the six-month period ended Oct. 31, 1961 were $1,354,052, an increase of 84.7% over the previous period. In addition, earnings per share during the period were 26c, which compares with 17.16c (adjusted) per share for the same period a year before.

In predicting another "banner year" for low-priced disks during 1962, Leshe said: "We have deals pending which could account for several million records, to be made to sell under various labels on which we stand to make a substantial profit."
ALBUM PLANS
Deals, discounts and programs being offered to dealers and distributors by record manufacturers.

ATLANTIC & ATLANTIC
Innovative plan on both labels, full details of which are available from local district. Expires: Jan. 31.

BLUE NOTE
10% discount on all LP's. Expires: Jan. 31.

CAMEO & PARKWAY
All Cameo LP's are offered at a 20% cash discount, 7 Parkway LP's at a 10% discount. Expires: Feb. 5.

CONCERT-DISC
Complete catalog including new releases by Red Nichols and Frank Hamilton offered on a one- or 2LP purchase allows 15 in a like category to be stripped at no charge. All LP's purchased is 10% exchangeable during the last 15 days in May. Deferred payments Feb. 10, Mar. 10 and April 15, New D flip will product will be exchangeable on a dollar basis for any LP in the catalog. Expires: Feb. 15.

DECCA
The entire Decca, Coral and Brunswick catalogs are available under an incentive plan, details of which are available from local Decca distributors. No termination date has been set.

JAY JAY
Dealers get 2 LP's free with the purchase of 10 LP's of Lili Wallfisch's "Polly Twist." LP. Expires: Feb. 16.

KAPP
10% discount on the entire catalog, including the Mc-ballion series, with dating to qualified dealers, Expires: Mar. 15.

LIBERTY
10% discount, taken off the face of the invoice, on the entire catalog, including Delton product, 100% exchange privilege, merchandise exchangeable after June 1. Deferred payments are: 1/1 March, 1/1 April, 1/1 May. Expires: Feb. 16.

MERCURY
"Operation Gold Seal!" On general catalog items (exclusive of Wing merchandise), 100 LP's or EP's purchased allows 15 in a like category to be stripped at no charge. All LP's purchased is 10% exchangeable during the last 15 days in May. Deferred payments Feb. 10, Mar. 15 and April 15, New D flip will product will be exchangeable on a dollar basis for any LP in the catalog. Expires: Feb. 15.

PRESTIGE
All LP's, menus and stereo, in the label's 7000 series are being offered on a buy-5-get-l-free basis. Expires: Feb. 15.

UNITED ARTISTS
"Sweet 16 for '67"-10% discount on all LP's. Expires: Feb. 15.

VESUVIUS
The label, dealing mostly in Italian recordings, is making its Series 1300 catalog available on a buy-5-get-l-free basis. No termination date has been set.

WARNER BROS.
Qualifying dealers may stock each of the three initial volumes in the label's Workshop Series on a 100% guaranteed exchange basis. Plan is in effect through June, 1962.

"Live" Pic Music

NEW YORK — The musical score to United Artists flick, "Jessica," was "smoked" "live" last week in the lobby of the RKO 50th Street Theatre here immediately following a special preview of the flick, which stars Maurice Chevalier, Angie Dickinson and Noel-Noel. For the preview, musical director of United Artists Records, led the trio consisting of an accordion, bass, and for 待つを辞退しているレジデントmusic to patrons as they left the theatre. The musicians were part of the orchestra which recorded the forthcoming single record of "Jessica" for UA, which also will release a "Jessica" sound-track album. On hand for the "live" music presentation were Jean Negulesco, producer of "Jessica," and Dusty Negu

The film's musical score was composed and arranged by Marius Nascim-
How Instructional Disk Dept.
Can Meet Needs of A Growing Market
by Cy Leslie, President, Pickwick Sales, Manufacturer of Instructional Disks

Instructional records were one of the fastest growing sectors of the record business during 1961. They got another boost recently when Macy’s Department Store here opened an Instructional Record Center, featuring recorded typing, language, speech and steno courses. The department is the first to be opened in a major record store. The course, if successful, is expected to have a profound effect on the marketing structure of educational discs.

Sales in education records of one type or another represent a business of $50 million a year with the figure climbing steadily. In addition to the language discs of five years ago the public is now asking for French, Spanish, Italian, or German, spelling, Morse code, hynotism, golfing, even flying and skeet shooting. One company has even produced a five-disc course on the stock market; another features language courses for children.

Educational records of all types have been favored with interest in some time; they are not carried by record clubs, and are not impulse items. They are not rack jobbed in supermarkets, variety stores and drug chains. Generally speaking, they average $9.95 and the dealer can keep his full markup on them because he does not have to cut price. There are a number of reasons listed by John Reeves, Macy’s record department manager, for that store’s pioneering a special “Education Record Section” in its record department and staffing it with a specialist to guide Macy’s customers in choosing the proper courses to fit their needs. Because they enable department stores to make traditional markups, the nation’s department stores will be interested in the sales volume the new department can shirk up. If sales are impressive enough, industry leaders say, most department stores will be installing similar sections in the near future.

Concluded, Macy’s Reeves, “We’ve handled educational records as part of the regular record department for seven years, but it’s only been in the past few months that we’ve really put this thing in terms of sales. When we looked over the figures earlier this year, we discovered that their growth was so phenomenal that it was necessary to form a separate record business. It was, in a word, phenomenal. It was then that we decided to get behind them with a real promotional approach.

Although there have always been educational recordings, the post-war teaching shortage has given instructional recordings their current sales. Most educators and school officials are aware that the trend is upward, and that today’s educational recording market is probably the largest in the world. This trend is due in large part to the development of the L.P. record which is not only more durable, but which also allows educational programs to be recorded in a variety of formats including language, speech and steno courses.

Educational records are now being produced for use in schools, colleges, universities, and libraries. They are also being used in the home for personal study and reference. Educational records are available in a variety of formats, including long-playing records, cassette tapes, and compact discs.

Educational records are not just for students; they are also used by teachers, parents, and anyone who wants to learn something new. They can be used to teach languages, music, math, science, history, and more.

In conclusion, educational records are an important part of the record industry. They are becoming more popular every year, and they will continue to be an important part of the record business for many years to come.
BIOS FOR DEEJAYS

Ray Conniff

For himself, Conniff has achieved international recognition for a series of LP's, "Wonderful" in 1956, that mostly made use of mixed choruses as instruments of an orchestra.

For other performers, Conniff has arranged such hit duets as "Lonnie Ray's "Walking In The Rain," Guy Mitchell's "Singing The Blues" and three smash by Johnny Mathis "Wonderful, Wonderful," "(Mathis' first hit! It's Not For Me To Say" and "Chances Are.

By the time he began his junior year in high school, in his hometown of Attleboro,
Mass., Ray was an accomplished trombone player, as well as the 1st in the 1st, mail-order, "big band" of the area. His first sales effort was for a magazine which he sold door-to-door.

May 28-

Maxine Brown

In an effort to bring a little Christmas cheer in to the otherwise drab lives of the patients at the Variety Club Heart Hospital at the University of Minnesota, KDWB-St. Paul held a huge Christmas Party at the hospital. All of KDWB's spinners were present to add to the merriment. Le-Roy DeWitt Byke appeared in person and sang a number of his hit recordings for the assembled patients. Topping off the festivities was a visit by Santa Claus himself, who distributed presents amounting to $185.47 brought with money raised through the station's annual Christmas Dance. Following the visit by Santa Claus, the patients sat back in their seats to enjoy the movie "Hansel and Gretel," also purchased from funds raised at the KDWB Christmas Dance.

WSIX-Nashville recently celebrated its 35th Anniversary of broadcasting. Music, popular in 1927 was featured throughout the broadcast day and a special 25 minute program was broadcast at 9:30 and again at 5:30 PM saluting the event.

WERE-Cleveland recently kicked off an S & H Green Stamp Bonanza. WERE is the first radio station in the Cleveland Area to give away trading stamps. The musical context will be based on magic numbers to be announced hourly throughout our daily day. Listeners having the magic number as the last digit in their telephone number will be asked to call the station. The first person who calls will then choose a page and a letter on that page from the S & H Idea Book. If he answers a musical question correctly, he can win $50,000 (three-hundred thousand) green stamps in one day. The S & H Green Stamp Idea Book contains more than 1700 items. Contestants will have the chance to win any one of these items by winning the number of books necessary for the item.

Exactly 6,300 post cards and letters were received in the first five days of a WIBG-Philadelphia contest in which the station awarded "surprise bouquets of flowers to 50 listeners who correctly identified two "lower" songs--My Wild Irish Rose" and "Tip Toe Through The Tulips." Although the contest is over, mail continues to come in heavily. The WIBG "Twister" pen appears as popular as its nameake dance. More than 1,000 pens have been mailed as a result of listener requests.

WEBR-Buffalo's 6-10 AM man, Al Melzer, has invited his listeners to redesign the New York State license plate. Deadline is midnight, December 31, 1962. Prize is a 1963 auto license plate fee paid by WEBR. Winning design will be submitted to the New York State Commissioner of Motor Vehicles. A chance remark by Melzer that he thought the New York state license plate could stand a new look, evoked a 2,500 phone-in suggestion from a listener that be, Al Melzer, make it over. Al, in turn, threw the ball to his listeners to join in the competition.

In response to numerous listener requests, WNJR-Newark is broadcasting its specially produced series of Civil Defense programs Saturday evenings at 7 PM. The programs, called "Operation Survival," cover all phases of Newark's Civil Defense and disaster control systems. According to operations manager Bob Leonard, the series covers such topics as "Construction of Fallout Shelters," "Chemical and Biological Warfare," "Function of Warden," "Radioactive Fallout," and a general question and answer session. There are ten programs in the pre-recorded series of public service shows.

WIL-St. Louis received some 10,000 cards and letters in its "Santa's Mailbox" department. The station advertised the name of a toy they wanted the Wood's WILS in St. Louis.

Santa to bring them for Christmas, and names were then selected at random by WIL itself for the first 5,000. Marion the Jockey's choice for the remaining 5,000 personal messages from WIL's Santa Claus promoted the event on the air. What's more, WIL donations of $1,600,000 came from the city in the form of personal messages from the station's WIL's Santa Claus promoted the event on the air. What's more, WIL donations of $1,600,000 came from the city of St. Louis City Hospital requesting blood for a seriously ill patient. The station will match any blood donated by WIL's listeners.

KBOX-Dallas and the Eleven Stores recently staged a giant "twist-a-thon. A turnout of thousands of enthusiastic young listeners were on hand to respond to the promotion. Hosts for the dance craze contest included KBOX personalities Jerry Clemmons, Gary Mack, Danny Preston, and Bill Holley.

WXZ-Detroit presented a live broadcast of the orchestra's performance at the inaugu-
ral ceremonies of the City of Detroit's new mayor, Jem-
dee, and other city officials who were among the orchestra's audience of more than 1,000 people who showed up to watch and listen to the orchestra's performance.

TIDAL STATISTICS:

Paul Patterson, formerly with WQOP-Des Moines, now doing the 6-9 AM show on WPTF-Albany.

Now, a new program for the region is launching. KROX-Des Moines, the KROX program director, Ben Rinaldi, announced the launch of a new program.

"Twistin' All Night Long" on S-4092.

ABC-Paramount artist Maxine Brown, who is currently putting her hopes in the chart-contending duo of "I Gotta A Funky Kinda Feeling" and "What I Don't Know (Won't Hurt Me)," was born in Kingsport, Tennessee.

Thrash's late mother, Tilla Brown, a noted gospel singer, inspired her to begin her career as a singer. However, it was some time before fortune shone on Maxine.

Maxine and her sister, Lillie, spent the early part of their lives in Baltimore before moving to New York. The determined singer kept improving her voice range with the assistance of Mabel Horay. Her first professional appearance was in Philadelphia at a local theater. Her big break finally came when she cut "All In My Mind" on the Novar label. The disk, and the follow-up, "Funny," became chart-makers.

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variables:

1. Fredy Cannon's "TEEN QUEEN OF THE WEEK"
   "PUPPY LOVE" "PUPPY LOVE" "PUPPY LOVE"
   S-4096

2. Jimmy Rivers' "PUPPY LOVE" "PUPPY LOVE" "PUPPY LOVE"
   S-4091

3. Danny And The Juniors' "TWISTIN' ALL NIGHT LONG"
   S-4092
Kahl Sells Roulette, Pubbery Interests To Levy

NEW YORK—Phil Kahl and Morris Levy last week jointly announced that Kahl had sold his interest in the Patricia, Kahl, Planetary Music organization, as well as in Roulette Records, to Levy, president of Roulette and the music publishing combines. The announcement marks the end of Kahl's eight year partnership with Levy in the music firms and Roulette, as well as the Manhattan east side supper club, The Roundtable.

Both Kahl and Levy indicated that the termination of their partnership was an amicable one and that a financial settlement called for Levy's purchase of Kahl's stocks in their various jointly owned enterprises. The sum paid for these stocks was not disclosed. The settlement becomes effective immediately and Kahl will relinquish his executive positions in Patricia-Kahl Music and Planetary Music and Roulette.

Kahl is a veteran music publisher who began his music career in 1944. He was with Santely-Joy Music and with Disney Music on the West Coast. In 1952, he was appointed general professional manager of Disney Music in the East Coast. In 1955, Kahl began his close association with Levy when he became a partner in Patricia Music and formed Patricia-Kahl Music and Planetary Music. Under Kahl's and Levy's aegis, the firms built a powerful catalog of well known copyrights, which includes "Lullaby Of Birdland," one of the top jazz copyrights, "Yellow Rose Of Texas," "Why Do Fools Fall In Love," "Oh! I'm Falling In Love Again," "Secretly," "The Swingin' Shepherd Blues," "The Late Late Show," "Put A Light In The Window," and "Bim Bam Bay" and a host of others. The music catalog includes jazz, pop and rock 'n roll as well as motion picture scores, such as "On The Beach." During Kahl's association with Levy, the music firm also established foreign affiliates with offices in England, Australia and South Africa.

In 1957, Kahl, in partnership with Levy, formed Roulette. He remained, from the beginning, one of the chief guiding mentors of the firm, playing a key role in its growth and development.

Just recently, Joe Kosky, Kahl's brother, left Roulette and sold his interest in the firm. Kosky has since gone on to form his own label, Diamond Records. Kahl, however, went on record as saying that his decision to terminate his partnership with Levy was in no way connected with his brother's recent move.

Kahl advised that he had no announcement to make at this time concerning his future plans, though he did say he would remain active in the music business. He said he was planning to take a brief holiday with his wife at their home in Palm Springs.

Infinity Inks Billy Storm

NEW YORK—Infinity Records has signed songwriter Billy Storm, formerly with the Hit "Go." Storm, who has sold songs to various labels, was also the head of A&R producer Curly Walter.

Lee Pincus Back In London

BEVERLY HILLS—Infinity Records, an affiliate of the C. G. label, has inked songwriter Billy Storm to a deal with the Columbia and Atlantic labels, to an exclusive pact. Storm's first outting is the love theme from the film, "El Cid." Above, Chuck Liebman, Jr., C.G.'s veep (left) and Steve Topley, C.G.'s manager, look over the pact with the performer.

NEW YORK—Lee Pincus, head of Gil-George Pincus & Sons European music operations, returned to his home base in London after a visit to New York. While here, he signed songs for England the Continent, and updated the firm's policy with foreign affiliates and labels. Currently re-released in Europe are the following Gil-George Pincus represented numbers: "A Hundred Pounds of Clay," "Big Cold Wind," "Girl After Girl," "Inland In The Sky," "God Country & My Baby," "Tears & Laughter," "Fortune Teller" and "For Sale."
NEW YORK—The Five Vibrations pose with spinner Murray Kaufman back stage during his recent Christmas Twist party at the Academy of Music. The group's current release on the Checker label is "Oh Cindy."

Atlantic & Atco Take-Over Masters

NEW YORK—The Atlantic and Atco labels have taken over the distribution of a master each, both of which will retain their original labels. Atlantic is handling "I Found Love" and "The Swim" by The Falcons on Bob West's Detroit-based LaPine dixiey, and Atco is distributing "Coming Home To You" and "Church Bells" by The Philadelphians on Steve Schuman's campus label, located in Philadelphia.

Both Atlantic and Atco will offer strong promotion on behalf of the decks.

Single From Regent Twist LP

NEW YORK—Reaction to a Twist LP from Regent Records, an affiliate of the Savoy label, has prompted the release of a single from the album, according to the label's Promotional Dept., Cumled from "Let's All Do The Twist" by Tony & The Twisters was "The Hucklebuck."

Vibrations & Murray

NEW YORK—Capitol Records is releasing three new LP's this week, including dates by The Four Preps, Noel Coward and Ted Strayer, the society orchestra maestro-pianist who makes his Capitol debut.

The Four Preps have "Campus Encore," a follow-up to another "love" LP, "On Campus" which produced the group's recent singles hit, "More Money For You And Me Medley;" Noel Coward sings songs from his new musical, "Sail Away," against the arrangements and accomplishment of Peter Matz, and Strayer sings his dance-band arrangements of songs from the "Sail Away" score.

Atlantic & Atco

REGENT RECORDS

NEW YORK—Norman Rosmont, general manager of Lerner & Loewe Enterprises and executive producer of the forthcoming TV special, "The Broadway Of Lerner & Loewe," flies to Detroit this week (15) for meetings on the salute.

Rosmont will meet with Richard E. Forbes, director of corporate advertising for the Chrysler Corp., the show's sponsor; Jack Barlow, corporate advertising manager for Chrysler; and Bob Leonhard, representing the Leo Burnett Co.

The show, which will be seen Feb. 11 (7:30–8:30 PM, EST) over the NBC network, stars Maurice Chevalier, Richard Burton, Julie Andrews, Robert Goulet and Stanley Holloway.

Ginn & Victor

NEW YORK—Appointment by RCA Victor of Ginn and Company as exclusive sales agents for direct representation to schools and colleges for Victor records, was recently announced by George R. Marek (right), vep and general manager of Victor and Homer C. Lucas, presy of Ginn and Company. At the signing ceremony in his office, Mr. Marek discussed several of Victor's recent innovations to further stimulate school children's appreciation of music, including the "Adventures In Music" series, which gives children in the first six grades a balanced assortment of the leading composers of many period and styles.

Magraw To Handle London's Foreign Product

NEW YORK—Jack Magraw has been appointed to be in charge of all pop music, 45's and LP's, coming from England and Europe for London Records, excepting decks from English Decca, London's parent company.

Joe Fields will continue to handle the material coming from English Decca, and will now be responsible for the release, promotion and sales of such material in LP's and singles.

Magraw will be responsible for material coming from European affiliates of English Decca, including Teldec, Fontana and DeSoto, and will be responsible for material arising from agreements with Durium in Italy, Olympia and Pye in England.

Magraw was previously on the promotion staff of the label.

Bob Crystal Named Vee Of Doris Day Firms

BEVERLY HILLS—In keeping with his previously announced expansion programs for his and Doris Day's music publishing firms, Martin Melcher has announced the appointment of Bob Crystal to the vice presidency of both Daywin and Artist Music Corporations. The latter is an ASCAP affiliate and the former, BMI.

Dorothy Melcher's husband is head of Daywin and's Artist's New York offices, and Harvey Geller, veteran music business executive, has been appointed west coast sales and exploitation head of the twin companies. He will be based in Beverly Hills.

Melcher also announced that he is seeking a top name publishing house representative for the Chicago offices from which the entire middle west will be handled. Meanwhile, Leslie Conn, long in charge of Artist's and Daywin's London offices, flew to Berlin this week to firm a deal with a German music house to become the firms' Middle Eastern publishing affiliate.

Cadence Talent Set For Balt. Auto Show

NEW YORK—A program of all-Cadence Records talent will be featured at the Baltimore Auto Show's "Amphitheater," at the Civic Center during the show.

The show, entitled "Cars And Stars," will see performances by Johnny Tillotson (29), Eddie Hodges (30), and The Chordettes (22-27).

Cadence will maintain a "Personality Booth" on the floor of the show, at the Fifth Regiment Armory, which will display several millions of dollars worth of domestic, imported and experimental cars.

Local deejay Buddy Deane will emcee the nightly entertainment, which will include two shows, at 7:30 and 9:00 PM.

Cash Box—January 20, 1962
Argentina's Best Sellers

1. "La Gordita" (Lagos) Los Chalchaleros ( RCA); Los Chilchotes (Odeon)
2. "El Tiempo I Mami" (Korn) Los Cantores de Quilla Huasi (Philips); Los Chalchaleros (RCA); Los Cantores de Quilla Huasi (Philips)
3. "Lamenta" (Blanco) Los卡通es de Quilla Huasi (Philips); Los Cantores de Quilla Huasi (Philips)
4. "Quilla" (Blancos) Los Cantores de Quilla Huasi (Philips); Los Cantores de Quilla Huasi (Philips)
5. "Fermata" (Argenit) Los Cantores de Quilla Huasi (Philips); Los Cantores de Quilla Huasi (Philips)

Trumpet Hit

MILAN—The photo shows the cover slick of "La Ballata Della Tromba" (RCA). According to reports, it has been #1 on the Italian charts for the past four weeks. It has been reported that the US record has already been sold in 300,000 copies, and the possibility of its reaching the million mark seems to be quite good. Singer and trumpeter Nino Rosso who cut the record was unknown a month ago. There have been many favorable comments in the Italian press on the record's success, and Titanus exerts much of the success of their promotion on the record to off-beat art work.

France's Best Sellers


Each year about this time, in addition to the optimistic statements from the various firms concerning the state of business affairs, there are always a series of predictions by trade experts. Two years ago, Aznavour left Ducrot to move to Barclay; last year Johnny Hallyday reached the American scene. Now there are two cases of important international class who, it seems, have denounced the contracts linking them to their recording labels: Jacques Brel with Philips and Les Compagnons de la Chanson with EMI. It must not, however, be concluded too rapidly that these denunciations mean necessarily that the artists in question plan to leave their original recording firms. It can be stated that they are the object of strong bids on the part of competing firms in France, especially in view of the millions of dollars in cash—promises and smiles. While waiting, any and every firm which feels that a successful singer has given itself all to themselves, but in the end there will be only one happy winner per artist and the business will go on as usual even for the losers, if there are any.

A few more words on the tango campaign: A Tango Round Table took place as a part of the series "Disco Round Table," and all the notables of the music world were present. In addition to the organizers, there were the general director of the SACEM (composers', authors' and editors' org.), the president of the SDRM (collective bargaining agency), Mr. Demartry, Guy Baret presented a press conference for the benefit of the journalists, film news and television. Georges Jovarin recorded the tango, "Plus il pleut, m'sieu Martin" for his new French label, recorded the same tune but added another, "Les Brus d'Antoine" by the same composer, namely, Guy Baret. Things seemed to get a little confused and some say the thing was an Operation Tango or Operation Beat... Let's see, however, that in the end, the first one to take an interest in the tango this season was Charles Aznavour, who wrote and recorded "Comme des étrangers," a tango which had quite some success in France. (At his latest session, by the way, Aznavour recorded "Jai Tort" and "Vola Que Ca Remcommence.")

Ricet Barrier back in the news and has completed a session in which he worked on a song called "La Chanson des Choristes," the title of which is "Ricet Barrier's Tenor." In the evening of Jan. 1st, the television chain gave Brigitte Bardot in person singing "Rendez-vous" along with Les Freres Jacques. At Titti party's all talks were about the tango and it's Georges Jovarin who has waxed their "Americano Tango."
## CASH BOX TOP 100's PUBLISHERS

(100 titles listed alphabetically)

<table>
<thead>
<tr>
<th>Title</th>
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<tbody>
<tr>
<td>LITTLE BITTY TEAR (Fontana BMI)</td>
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<td>LITTLE TOO MUCH (Casablanca BMI)</td>
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<td>BABY IT'S YOU (Deft ASCAP)</td>
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<td>JANIE'S OH MY DAYS (Arc BMI)</td>
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<tr>
<td>BAD JOHN (Cigan BMI)</td>
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<td>NAUGHTY OR NAIVE (January ASCAP)</td>
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<td>BEAT THE OTHER HAND (Tangerine BMI)</td>
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<td>CAN'T HELP FALLING IN LOVE (CHATTANOOGA CHOO CHOO BMI)</td>
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<td>CHIP CHIP (Tommy, Blue Moon BMI)</td>
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<td>CRYING IN THE RAIN (Akon BMI)</td>
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<td>EAR IVAN (Plainview BMI)</td>
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<td>LADY TWIST (Akon BMI)</td>
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<td>LOVE IS OPEN (The BMI)</td>
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<td>LOVE ME (Pro-Em BMI)</td>
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<td>EASY EYES (Pro Em BMI)</td>
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<td>JUKE OF EARL (Akon BMI)</td>
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<td>LIVING CYCLE (Claridge ASCAP)</td>
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<td>JOHN'S NOT THE SLIPS AWAY (Pamper BMI)</td>
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<td>ON HOME (Akon BMI)</td>
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<td>GOBBLE CRUEL WORD (Akon BMI)</td>
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<td>REAST HURT THE (Pearl BMI)</td>
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<td>RYOS ROYALTY (Box Con ASCAP)</td>
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<td>YEP ROYALTY (Custom BMI)</td>
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<td>HAPPY BIRTHDAY, SWEET SIXTEEN (Alamo BMI)</td>
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<td>APPY JOSE (Alamo BMI)</td>
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<td>BEH, BABY! (M. &amp; L. ASCAP)</td>
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<td>EY, LITTLE GIRL! (West, Mac Leod BMI)</td>
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## CASH BOX SCANDINAVIA

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<tr>
<td>LION SLEEPS TONIGHT, THE (Fashwley BMI)</td>
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<td>LITTLE LOST BABY (Heart of Soil BMI)</td>
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<td>LOST SOMEBODY (Rough BMI)</td>
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<td>LOST SOMEONE (Fashwley BMI)</td>
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<td>MAJESTIC (Jut, Adami BMI)</td>
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<td>MARIA (Cigan BMI)</td>
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<td>MIDNIGHT (Schwim, Channel ASCAP)</td>
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<td>MOON (Fashwley BMI)</td>
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<td>MULTIPLEXION (Adami BMI)</td>
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<td>MY BOOMERANG WON'T COME BACK (Piccadilly BMI)</td>
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<td>NORMAN (Deft BMI)</td>
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<td>OLIVER TWIST (Spiral ASCAP)</td>
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<td>PEPPERMINT TWIST (Fashwley BMI)</td>
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<td>PERCOLATOR (Fashwley BMI)</td>
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<td>PICTURES IN THE FIRE (CBS BMI)</td>
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<td>PLEASE, MR. POSTMAN (CBS BMI)</td>
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<td>POCKETFUL OF MIRACLES (Seventy of the ASCAP)</td>
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<td>POOR FOOL (Tahiti BMI)</td>
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<td>REVENGE (Black Dog BMI)</td>
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<td>ROCK-A-HULA BABY (Medley BMI)</td>
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<td>RUN TO HIM (Deft BMI)</td>
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<td>SOMETIMES WHEN I'M SAD (CBS BMI)</td>
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<td>SEARCHIN' (Torry BMI)</td>
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<td>SHADE OF YOU (Deft ASCAP)</td>
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<tr>
<td>SHE'S A PHANTOM (I Wanted You To Be) (Fashwley BMI)</td>
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<tr>
<td>SMALL AD SAM (Red ASCAP)</td>
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<td>SMOKY PLACES (Ame-Ame, Sunflower ASCAP)</td>
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<td>SO DEEP (Mort BMI)</td>
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<td>SODDIE ME (Korn BMI)</td>
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<td>SURF'S EUPHORIA (Stud, E.M. ASCAP)</td>
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<td>TEEARS FROM AN ANGEL (Marmalade BMI)</td>
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<td>THAT'S MY PA (Marmalade BMI)</td>
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<td>THERE WILL BE NO NEXT TIME (Marmalade BMI)</td>
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<td>THERE'S A FLOWER (Like My Baby) (Marmalade BMI)</td>
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<tr>
<td>TIL (CBS BMI)</td>
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<td>TO A SLEEPING BEAUTY (CBS BMI)</td>
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<td>TONIGHT (CBS BMI)</td>
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<td>TOWN WITHOUT PITY (United Artists BMI)</td>
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<td>TUFF (Joc BMI)</td>
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<td>TURN YOUR LOVE LIGHT (Dean BMI)</td>
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<td>TWIST (Arm, J. C. M BMI)</td>
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<td>UNCHAIN MY HEART (Deft BMI)</td>
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<td>WALK ON BY (Lavry BMI)</td>
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<td>WANDERER (Norway BMI)</td>
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<td>WHAT'S SO GOOD ABOUT YOU (CBS BMI)</td>
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<td>WHAT'S THE REASON (CBS BMI)</td>
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<td>WHEN THE LUV COMES (CBS BMI)</td>
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<td>WHERE YOUR HEARTS BELONG (CBS BMI)</td>
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<tr>
<td>YOUR MA SAID YOU CRIED IN YOUR SLEEP LAST NIGHT (Coca-Lumi BMI)</td>
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</tbody>
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* Asterisk indicates first appearance on Top 100
Continuing the phenomenal chart topping success of British artists in 1961, Enfield's hit parade for November continues with "England's Best Sellers."

1. Stranger On The Shore—Acker Bilk (Columbia) (Sherwin)
2. Let There Be Drums—Sandy Nelson (London) (Commodore-Imperial)
3. Moon River—Danny Williams (HMV) (Chappell)
4. Johnny Will—Pat Boone (London) (Blossom)
5. Night in Moscow—Kenny Ball (Pye-Tyler)
6. Tower Of Strength—Frankie Vaughan (Philips—Famous Chappell)
7. So Long Baby—Del Shannon (RCA)
8. Mulitilocation—Bobby Darin (HMV) (Chappell)
9. Happy Birthday, Sweet Sixteen—Neil Sedaka (RCA) (Alfond)
10. I\'m A Twistin'—Billy Fury (Decca) (Nevins-Kirschen)
11. Toy Balloons—Russs Conway—(Columbia) (Jewel)
12. The Young Ones—Cliff Richard (Columbia) (Harman-Witmark)
13. I\'ve Got A Feeling Again—Elvis Presley—(Columbia) (Aberbach)
14. Sun This Is She—John Leyton—(HMV) (Meridian)
15. My Friend The Sea—Petula Clark (Pye) (Bron)
16. Run To You—Bobby Vee (London) (Alfond)
17. Don\'t Bring Lulu—Dorothy Provine—(Warner Bros.) (Francis Day & Hunter)
18. Take Care Of My Baby—Bobby Vee (London) (Nevins-Kirschen)
19. Walking Back To Happiness—Helen Shapiro (Columbia) (Filmsound)
20. I Understand—C-Gles (London) (Maddox)

Pop-wise Fontana has more big plans this time for newcomers Howie Casey and the Seniors, who take the floor with "Double Twist" and young Brad New—Oldie Time with "I\'ll Take Five". Keep your eyes on Tommie Connor and accompaniment by Johnny Keating. Jazz-wise Philips has fixed Feb 17 as the date for "Battle Hymn To Be Sung on a Treadmill" by blood-busted contestants Duke Ellington and Count Basie. Also on Fontana comes a follow-up to "Take Five" by Dave Brubeck entitled "It\'s A Raggy Waltz," which confirms that the 30,000 advance for Edson Kaiser's first disk of 1962 "Forgot Me Not" was doubled after the first day of release. Following his appearance at the Ast in a "Night Chappell Manager-Jimmy Morris, the first of his personal appearances to be worked by Handel Tschakovsky, Mendelssohn, Strauss and Lehar. London top models from the world of fashion add a glamorous touch to the specially designed four-color Hit and blooded man, number Lockwood recently "Forget 50—John but were interest p.m. HMV the 2.1. long New Continuing' Hot mix We "Night Chappell Manager—Jimmy Morris, the This Ast, first climbing Runaround silver single of artists resulted film, and Fontana's smash for celebration here. Newley's Fontana who seen the a bargain by Helena (Jonas Tonar) and been finally released here on Thursday, good looks by Eddie Hodges (Heliodor) as I'll Take Five—Banan Footmen, plans for recording by Eddie Hodges (Heliodor) as I\'m Gonna Knock On Your Door (Eddie Hodges/Cadene) Belinda (Scandinavia) AB

England\'s Top Ten LPs
1. Blue Hawaii—Elvis Presley (RCA)
2. The Young Ones—Cliff Richard (HMV)
3. Another Black & White Minstrel—Timmy Hopkins for Schmidt (HMV)
4. The Roarin' Twenties—Dorothy Provin (Warner Bros.)
5. Back & White Minstrel Show—George Mitchell (HMV)
6. The Light Refreshment—Tina Turner (RCA)
7. Ring A Ding Ding—Frank Sinatra (Reprise)
8. The Wreck Of The Day—Buddy Holly (Ace Of Hearts)
9. Something For Everybody—Elvis Presley (RCA)
10. The Shadows—The Shadows (Co)al

England\'s Top Ten EPs
1. Helen—Helen Shapiro (Columbia)
2. The Shadows To The Fore—The Shadows (Columbia)
3. The Young Ones—Cliff Richard (Columbia)
5. Five—Dave Brubeck (Fontana)
6. Oliver—London (Casta (Decca)
7. The Temperance Seven—Temperance Seven (Parlophone)
8. Adam\'s Hit Parade—Adam Faith (Parlophone)
9. The Shadows—The Shadows (Co)al
10. Nina & Frederik Vol. 1—Nina & Frederik (Columbia)

Denmark's Best Sellers
1. Mandy—The Four Jacks/Odeo) No Publisher
2. Published—You Can Have Her (Anita Lindholm/Fontana) Sweden Music/Invan Mogull Music
3. La Paloma—(Darco Ceppeto/Sonnet) Wilhelm Hans Motuskoflagen
4. Happy Birthday—Belinda (Scandinavia) AB
5. Violette—(Ray Adams/Fontana) Imudico
6. Blow—Wonderful To Know (The Chiffers/Philips) Wilhelm Hans Motuskoflagen
7. Pepe—(Loz Macheboeuf/Decca) Multitone (Thor) Belinda (Scandinavia) AB
8. Piano—(Sommer/Petula) Columbia
9. Ivan Iwanowitsch (Grethe Inmann/Metronome) Europa-Prodaktion
10. Alperosen (The Violents/Sonnet) No Publisher

Norway's Best Sellers
1. When The Girl In Your Arms (Cliff Richard/Columbia) Stockholm Musikproduktion
2. Patti Patti—(Jay Eyepe/Mercury) Musik-Huset A/S
5. Tower Of Strength—(Frankie Vaughan/Philips) Gehrmans
6. Michael—(The Highwaymen United/Art) (Jim Reeves/RCA) No Publisher
7. This Time—(Troy Shonder/London) No Publisher
8. Violette—(Ray Adams/Fontana) Stockholm Musikproduktion
9. Ivan Iwanowitsch (Grethe Inmann/Metronome) Europa-Prodaktion
10. Alperosen (The Violents/Sonnet) No Publisher

Sweden's Best Sellers
1. Sånt är livet (You Can Have Her) (Anita Lindholm/Fontana) Sweden Musikproduktion
2. Te\' Dans mä Karlstadstörsa (Sven-Ingvars Kvartett/Pirides) Norids Musikproduktion
3. Hit the Road Jack (Ray Charles/Karussell) Stockholm Musikproduktion
4. Ivan Iwanowitsch (Lille Gerhard/Karussell) Europa-Prodaktion
5. To Put the Beans (Benny Marr/Karussell) Robert Mollin (Scandinavia) AB
6. Walking Back To Happiness (Helena Shapiro/Columbia) Ehring & Läwenholm
7. Dance With A Dolly (Dumita Jo/Mercury) Gehrmans
8. Violetta—(Ray Adams/Fontana) Stockholm Musikproduktion
9. Little Sister—(Elvis Presley/RCA) Belinda (Scandinavia) AB
10. I\'m Gonna Knock On Your Door (Eddie Hodges/Cadene) Belinda (Scandinavia) AB

*Local Copyright

Cath Box, January 20, 1962, International Section
BELGIUM

Among the new LP releases of S. A. Gramophone, Brussels, are: "The Nat King Cole Story" (Capitol), a set of three records; "For Twisters Only" by Chubby Checker (Columbia) and the soundtrack of "The King Of Kings" (United Artists), the epic biblical film directed by Elia Kazan (Decca). The latter label has a special offer for labels, including Charly Records, "For Twisters Only" by Chubby Checker, "Romeo" (Gloria Lasso) - and "El Maine" (Gilbert Becaud - HMV).

The Hami suck is no doubt Henri Segers. His series "Tirsoir aux Soupier" (David Offset), has found an international market because of the very well chosen titles and very commercial arrangement, with many pop tunes and dance hits for the year 1949-1950. - period so rich in beautiful melodies and exquisite lyrics, which was, at the same time, the heyday of the Cafe La Lait Au Lait. We imagine that when this LP shows up in the stores, the"Tirsoir aux Soupier" series will reach a new peak and will continue to gain on their position in the Belgian market.

On Feb. 4, the B.B.L. (Belgian Radio and Television) will produce the second part of the Twister tour. This year's edition of the "Twist" tour has already been named " uniquely" and "vividly" by the critics. The B.B.L. has this year shown a decided interest in the "Twist" phenomenon, and an attempt has been made to make the most of its potential. The "Twist" tour is a vast success, and it seems that the B.B.L. has been able to make a great career out of it.

Two famous Mexican accordion players will perform in Brussels this year, to promote their records. They are Jose Maria Barragan, who has been a great success in the U.S., and is now starting to make a name for himself in Europe, and Raul Rios, who was the first to play "Twist" in Mexico. These two musicians will be accompanied by a group of local singers and dancers, and the concert will be a real spectacle.

A special advertising campaign has been launched for the "Twist" tour, which is being promoted by the B.B.L. The campaign includes posters, billboards, and radio ads. The ads feature the two Mexican accordionists, as well as other local musicians and dancers, and they encourage people to come and see the show. The campaign is expected to attract a large crowd, and the concert is sure to be a huge success.

MEXICO

Expected in Mexico, in the first two weeks of February is the sensational French singer Gloria Lasso, who will perform for the second time after two years. Lasso will arrive in Mexico City and will be accompanied by her own band, including her husband. She will perform at the Opera House, which has been specially decorated for the occasion. The show will feature songs from her latest album, "México, Mi Hija," which has been a huge hit in France.

Gloria Lasso is a well-known singer who has been active in the French music scene for many years. She has released several albums and has performed in many concerts and festivals. Her music is a mixture of traditional Mexican and modern sounds, and she is known for her powerful voice and emotional singing.

Lasso's concert in Mexico City is highly anticipated by music lovers and fans of Mexican culture. The Opera House, which is the largest theater in the country, has been decorated with Mexican flags and other decorations to welcome the singer. The concert will start at 8 pm and is expected to last for two hours. Tickets are available at the box office, and the event is expected to sell out quickly.
On Jan. 9, Caterina Valentina celebrated her 25th year in show business. Remembering that the good-looking Miss Valentina is now in her early thirties, that's some achievement. Caterina comes from a circus family and her parents are well-known performers. In addition, she is also an oboist and manages Caterina. Teddeec Recorders helped celebrate this day with a gala at the Waldorf Astoria. The proceeds of the Marti’s and journalists were flown to Stuttgart for a huge reception and that evening, Radio Stuttgart presented a huge concert which was broadcast all over the country. With the huge success of Caterina's records in German, Italian, French, Japanese and more languages, with her singles sales and LP popularity and with her great versatility, the young lady looks forward to even greater success in the near future. (The Tower). 

All the best, Caterina! A young gal from Israel is the talk of all Germany at present. Carmela Corren was completely unknown here 3 months ago and she's yet to be eaten up. She's a wonderful singer and stand and long engagements filling up her time schedule. Carmela has also recorded a new LP album of Latin songs written by Mono's "Never On Sunday" Hadjidakis in English for Laurie Records.

The Music Instrument Fair of International importance will be held from Feb. 18-22. On that day, more than 125 firms from Germany, Denmark, England, France, Holland, Italy, Norway, Austria, America, Switzerland and other countries will be represented. First estimates of German record production for 1961 are 75 million records. We'll print the exact figures when they're delivered about March 15.

Peter Lach reports that his Capriceco Music is working hard on the new Andrea Horn recording of "Florentineruhr.

Colpix record distributor Sonet Records reports that the new Jimmy Darren waxing of "Goodbye Cruel World" is moving strong. The German language version of "Let Me Have It My Way" has been released, and an old oneg also an old one.

Peter Rollbub of Budde Music reports plenty of action with Pat Boone's "Johnny Will." The German version will be handled by Teddeec Terner Gerda Hanelore here. The words of "Anybody Can Love Me" are written by a German lyricist named Fred Oldoer. Electrical oscillator Hanselore Doonstich is doing a German waxing of "You Dream Of Me And I Dream Of You" by Gisele McKenzie. Top star Vico Torrmania has recorded "Habar Casanova" and 2 English platters, "Got A Funny Feeling" by Cliff Richard and "Peace Pipe" by The Savage! The Shadows are doing top business.

Jerry Hammering of Schaefers Music reports that "Weisse Rosen Aus Athen," the number one song in Germany has reached the 750,000 mark in sales. "The Sailor's Waltz" is preparing the next 2 songs for the German chart to record here for Philips.

Gerg Music reports that "The Lion Sleeps Tonight" will be done here in German by Henri Salvador for Polydor. Kurt Foltz will do the A&R work. If you think that the Americans work fast, read this. Kurt Foltz heard a record on Christmas Eve and 40 hours later the recorded version by the Hazy Osterwald Sextett was finished. In this short time the text, arrangement and everything was taken care of.

Heino Gaze reports on a new composition with his new manager Michael Schlichter.

Metronome Records is working hard to make Ray Charles the accepted top "Twister" with his Atlantic LP and a re-release of "What Did I Say." The big package item for Teddeec Records at present is the 4 LP package of recordings from various acts. (In the case of "Anybody Can Love Me" it includes old recordings of Marlene Dietrich, Paul Lincke, Greta Kieler and 32 others.

France's Charles Aznavour has become a top seller with his Chansons in French and German records Aria ! Records. One of his LP's is the best selling foreign LP of the month.

The newest waxing from Arlida is a double twister from Charley Cotton simply named "The Liebestraum From Liszt As Twist." That's it for this week in Germany.

Australia's Best Sellers

1. My Boomerang Won't Come Back (Charlie Drake—Parlophone) Leads Music

2. There Be Drums (Sandy Nelson—London) J. Albert & Son

3. You're The Reason (Bobby Edwards—Top Rank) J. Albert & Son

4. Goodbye Cruel World (James Darren—Pye) TV-Con Music

5. The Ballad Of Happy Joe (Lonnie Donegan—World) EMI

6. Can't Help Falling In Love (Elvis Presley—RCA) Belinda Music

7. Kissin' Time (Australian Way) (Bobby Rutherford—Columbia)

8. Take Five (Dave Brubeck—Columbia)


10. Walk On By (Loroy Van Dyke—Mercury)

Belgium's Best Sellers

1. Little Sister (Elvis Presley/RCA) (Belinda/Brussels)

2. Paloma (Freddy/Polydor)

3. Romeo (Petula Clark/Vogue, Rina Pia/Barcay—World Music/Brussels)

4. Och Was Ik Maar (Johnny Hoes/Philips) (Belinco/Music/Weert)

5. Ja Was Jij Maar (Patsy Mack/Music/Weert)

6. La Nuvia (Tony Dullaert/Moonlight) (World Music/Brussels)

7. Let's Twist Again (Chubby Checker/Imperial) (World Music/Brussels)

8. I'm Gonna Knock On Your Door (Eddie Hodges/Cadence) (Belinda/Brussels)

9. You Don't Know (Helon Shapiro/Paramount) (World Music/Brussels)

10. Dang Danz (The Cousins/Palette) (World Music/Brussels)
BRAZIL

Heeding into the new market, Victor is going to release "Maldade Kohos" on Feb. 5 by its new singing boy Matsa Takanashi. The tune was penned by Tetsuo Miyagawa (words) and Masanobu Tokui (music).

Columbia will reissue some of local popular music on Feb. 20 in new singshorts Nanae Takahashi will make her debut. These tunes are to be participants in the 13th All Japan Popular Song Contest of this year. Takahashi's "Tekeke, checker," created by Tsunio Imai's "Checker," will be included. They were sung by Ichiro Kambe, Hiroshi Inoue, Chiyoko Shimakura, Jiro Saga, Sakae Mori, Kenji Kitaba and a host of others.

Fernata is now the publisher of "O Sabeo"—the greatest Brazilian hit of 901 in Sao Paulo, and one of Rio's best sellers, too. This Brazilian bolero was xixed by Martha Mendonca, being her first record. Chantecler Records is now thinking about pressing an LP with the singer.

Odeon Records released the first album with Nilo Amaro E Seus Cantores De Rio, a Brazilian vocal group which is considered one of the best of all times; among the songs, there are two very well known in the United States: "Down by The Riverside," sung in English and "Greenfields," with Brazilian lyrics, among a number of our own songs.

Renato Macedo, of Cash Box's Brazilian team, will complete this year his 8th anniversary as a deejay on the North American music programs here, first called "Fepexy," after the famous cartoon character, when Macedo started in 1933, the show is now called "Broadway Rhythm," and consists of a hour of all-time American hits.

Brazil's Best Sellers

SAO PAULO

1. *Fica Comigo Esta Noite— Nelson Goncalves (Odeon)
2. *Va Cumpir Promisso—Dudu De Olimpio & Ray Conniff (Columbia)
3. *Quem Eu Quero No Me Que—Raul Sampayo (RGE)
4. *Dolore—Anistio Silva Junior (Odeon)
5. Escondido—Francisco Egydio (Odeon)
7. Os Grandes Succesos De Summer—Vaughn Butterfield & Ray Conniff (Cuba)
8. *Joao Gilberto—Joao Gilberto (Odeon)
9. *Recordando Caravais—Luiz Cennto (Chantecler)
10. *Canta A Papai Noel—Maria Regina (Odeon)

RIO DE JANEIRO

1. *Chute A Cabelo—Carmelita (Chantecler)
2. *风采 A Cara Papai Noel—Maria Regina (Odeon)
3. *Izao Japas—Martha Mendonca (Chantecler)
4. *Cara Do Brasil—Nelson Goncalves (Cuba)
5. *Eva Fico Na Noite—Nelson Goncalves (Chantecler)
7. *Relanl Do Flores—Banda do Corpo de Bombeiros (Odeon)
8. *Samba—Eva Mendonca (Odeon)
10. *Menino Legal—Caraquinha (Copaclana)

Sao Paulo's Top Ten LP's

1. *S Different—Billy Butterfield & Ray Conniff—Columbia
2. *S Love—Ray Conniff—Columbia
3. *Meia Em Brasa No. 1—Jenry Jerome—Decca
5. *O Meia Em Brasa No. 1—Henry Jerome—Decca

Recording A Smash

BERLIN—John Michel, head of Melodie Der Welt music publishers looks over the shoulder of composer Karl Goets who turned out the music for "Tanz Mit Mir In Den Morgens (Dance With Me In The Morning),” the new tango by Gerhard Wendland on the Philips label. The song has passed the 500,000 sales mark and is now #2 in Germany.

Japan's Best Sellers

LOCAL

1. Uo-Me Multa Aruku (Q. Sakamoto), Toshiba
2. Yama-no Roxaria/Three Grasses, Columbia; Midori Satsuki, Columbia; Hiroshi Inoue, Columbia; Pete Ohara, with Henry Islanders, Columbia
3. Kawa wa Nagaturo/Miki Nakasone, King
4. Kosha/Akira Matsushime, Victor
5. Hokkoku Beauty/With Mahina Stars with Hiroshi Wada, Victor
6. The Four Lads, Toshiba
7. Ishikari-Gawa/Ueno,Michio Mishino, King
8. Kusuma Kitahiro/Sakuma, Victor
9. Sudara-Bushi/Hitoshi Ueki, Toshiba
10. Kimo Kashiwa/Keiko Matsuymama, Toshiba

INTERNATIONAL

1. Malandro Cafe/Sachiko Nichida, Polydor; Hoge Blanka, Polydor; Shoichio Matsuyama, Toshiba; Ray Anthony, Capitol
2. Kissin' On The Phone/Paul Anka, ABC-Paramount; Osamu Sano with Dan. Nnaka and Shuji Kato, Victor
3. The Guns Of Navarrone/The Hollyrige Strings, Capitol; Mitch Miller & His Gang, Columbia
4. You Don't Know/Helen Shapiro, MGM
5. Pocket Transistor/Alma Cogan, Kapp; Kayoko Moriyama, Toshiba
6. Sunny River/Pat Boone, Dot
7. Little Devil/Nell Sodaka, Victor; Takashi Fujiki, Teichiku; Chako Saito, Toshiba
8. Do Me John/Jimmie Dean, Columbia

Rio De Janeiro's Top Ten LP's

1. *S Different—Billy Butterfield & Ray Conniff—Columbia
2. *A Harpa E A Cristandade—Laiz Bordon (Chantecler)
3. *Meia Em Brasa No. 1—Henry Jerome—Decca
4. *Fabulos Harold Nicholas—Harold Nicholas (Philips)
5. *Sambas E Boleiros—Nelson Goncalves (Cuba)
6. *O Meia Em Brasa No. 2—Henry Jerome—Decca
8. *Os Romansticos De Cuba No Conde/Conde—Romansticos de Cuba (Madissic)
9. *Fimeulandia—Various Artists—(Columbia)
10. *Miltinho E Samba—Miltinho—(RGE)

Brazilian Music
Cash Box

ITALY

On Dec. 19, a genius of jazz music—trumpeter Chet Baker, was released from the institute of Lecce, where he immediately resumed his work.

To Giuseppe Giannini, Cash Box's personal warm wishes of best health on his flight back to Italy from fifteen busy days in the states. He had some free time for Rest and Relaxation—no one in the business could have been more Loony. Back in Italy, he enjoyed some days of rest and now he has completely restored his health and it was a great pleasure today to receive again a business telephone call that was made from his office in Milan. Among the new men of the music & record industry, he is regarded as one of the most active and can be counted on.

After a period spent at his Master's Voice—Columbia—Marconiophone, he is currently responsible for the foreign labels department of CNG—GC with the management of such record lines as MGM, United Artists, RCA Victor, etc.

"La Ballata Di Una Tromba (Ballad Of A Trumpet)" keeps on being a tremendous hit and it sold the record just exceeded the 200,000 mark in sales and feels sure it will sell more. This extraordinary number was cut by singer and trumpeter Nino Rosso, unknown up to a month ago.

Continuing the last interview with Maestro Mazzocchi, the art, adviser of Carisch, Cash Box learned the figures of the record boom of "Let's Twist Again" by Peppino Di Capri, released at the start of December. The disk has touched, in not more than one month, the exceptional mark of 300,000 copies sold. According to maestro Mazzocchi, the disk will reach far higher marks. The second biggest seller by Di Capri, "Niente Al Mondo" (No Arm Can Ever Hold You), sold in six months 200,000 copies. Now other versions of the Twist, domestic or foreign, has sold more than 30,000 copies. This depends on the popularity of Di Capri, who has appeared as the "number one" disk artist of Italy. The second twist by Peppino, with the title of "The Jet," is due this week.

The first LP by Nico Fidenzo, who topped the charts over last summer with "Legata Ad Un Granullo Di Sabbia (Tied To A Grain Of Sand)", has been taken part in a press conference, then to Milan where he will spend other two days appearing on the 24th evening on the Kramer's TV show.

Nancy Sinatra is due in Milan on the 27th of this month: she will also take part in the Kramer's TV show.

Two new songs by Piero Trombetta have been issued on a 45 rpm from "VCM-Video Compositori Musicali" by "Pippo D'este" and "Lo Sanno Tutti" by Trombetta had a big hit last year and a half back with his "Kriminal Tange.

The record repertoire of Meazzi Bros. is internationally represented by Internationales Musikverlag, (Milan) and the label has signed contracts with Disk Jockey in Argentina; Leon Yellone in Canada, Veurussi in the States, Delta Records in Holland, Belter in Spain, Gaixell in France, and Greed in Latin America.

There is Italy in a puppet which has gotten a wide popularity on our TV screen during the past month. The voice of Gigio Mousp puppet, especially the Vogue version by Roberto Seta, distributed here by Durium.

Stan Klees of Astral Records in Scarborough, Ontario writes that the firm is forming a new label to be distributed through Astral. The label will bear the name of "Steele Twist Records." The new label will be supervised by Rod McKuen, Stan also reports that 1951 was the biggest year in Astral's history.

Capitol Records has released "Nuits D'Espagne" by Luis Mariano on Pathe, and "If Your Pillow Could Talk" by The Edsels on Capitol.

Rage Miron of Rusticana Records released a low priced Twist album in French entitled "Leban Twist" by Pierre Labon and les Separ-A-Twist. New singles making action include "To N'Plex Pas Ta'Figuere" by Andre Sylvain, "Mon Grand" by Pierrete Roy, and "Sans Ten Amour" by Claude Girardin. Girardin's first album was released by the label.

Lucien Boyer, who has a big hit album on London entitled "En Revanant De Voir Mon Regorut," recently recorded a second album, this time for a new label called Musirack. The label is operated by Carl Schmidt, who has been in the record business for a number of years.

Art Young of Zirkon released four new items which are on the charts. Sides include, "She's Everything" by Ral Donner, "Letter Fall Of Toors" by Gladys Knight, "Do-Ke-Mi" by Leo Dorsey, and "The Canadian Twist" by The Afrobeats.

Liberty Records has renewed its distribution contract with London of Canada for trans Canada. Liberty is placing the Canadian market under its domestic sales since Canada follows the same trends as the States. The international market for Liberty will remain under foreign sales.

Gilles L'Ecuyer of Canada has announced the release of Fernand Giguere's new single, "Le Matre De Temps Yen" b/w "Abandon." A new Twist single, "Hot Jives Twist," by The Hot Jives also was released.

The Twist continues to pile up huge record sales in Canada. Montreal had three Twist movies appearing in local theatres. Films included the Twist acts such as Chubby Checker, Dion, Bill Black's Combo, etc.

Jae Duval of CKVL in Montreal back home after a two week holiday in Nassau.

Dyer Hulron and Basil Burdon, brothers and co-owners of Tartan Records, became the distribution of their 17 year old label, "Baby Twist." The album is appropriately entitled "Hitchhiker" the title of his latest click for Tartan. The package includes all of Curtola's Canadian racks. It should be mentioned that Bobby Curtola and The Beamounts are the two top Canadian disk-acts.

William's Columbia reports good action on "Dear Ivan" by Jimmy Dean, "Unsquease Dance" by Dave Brubeck, "Maris" by Johnny Mathis, and The Twist version of "Let's Twist Again" entitled "Vienes Dancer Le Twist" by Johnny Hallyday.

Tony Choma of Adanac Music has released four new releases. Heading the release is "Carmelita" in an array of Italian favorites. Other releases include Dante and the Devolans, The Intervals, and Billy Horn and his Twistin Combo, Robert Mancke, manager of Quality Records custom sales division was in Montreal recently opening new accounts.

Canada's Best Sellers

ENGLISH

1. The Twist—Chubby Checker—Parkway
2. The Peppermint Twist—Joyce Dee and The Starlets—Roulette
3. Can't Help Falling In Love—Elvis Presley—RCA Victor
4. O Sole Mio—Pietro—Kapp
5. The Lion Sleeps Tonight—The Tokens—RCA Victor
6. Let's Twist Again—Chubby Checker—Parkway
7. Run To Him—Bobby Vee—Liberty
8. Happy Birthday, Sweet Sixteen—Neil Sedaka—RCA Victor
9. The Twist—Topo Gigio—Astral
10. A Little Bit Tear—Burl Ives—Decca

Luminaries At Liberty

HOLLYWOOD—Liberty Records, whose label is truly worldwide since its recent EMI agreement, attracts international dignitaries frequently. Pictured during a recent tour of the label's Hollywood offices are (from l. to r.) George Roberts, proxey of L.A. Federation of Labor, Trinh Quang Gyi, economic advisor, Vietnamese Confederation of Christian Labor, James Reiden Nanntengo, treasurer of the Line Workers Union, Federation of Eebudeta, Peter Kibi, veep of Kenya Federation of Labor and U Tun Myint Kyu, member of parliament, Union of Burma.

Cash Box—January 20, 1962—International Section
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---

**WHERE I OUGHT TO BE**
(2:33) (Red River BMI—Howard)

**SOMETHING PRECIOUS**
(2:08) [Buttercup BMI—Mann]

**SKEELEER DAVIS**
(RCA Victor 7299)

Here's a potent follow-up stanza for Skeeter's "Optimistic." Thrush delivers "Where I Ought To Be" a Harland Howard-perched ballad of unhappy love, with enough country authority and style to take it up the hillside road. In "Something Precious" the thrash has a top-drawer weeper that also looms as a possible cliche. Dual-track technique is put to good use on the side.

**BAD NEWS GETS AROUND**
(2:13) [Pamper BMI—Howard]

**FIVE MINUTES OF THE LATEST BLUES**
(2:22) [Sure-Fire BMI—Justin]

**WINNIE SMITH**
(Playboy BMI—Liberty 55409)

Warren Smith should climb the charts quickly with this two-sided salesladeron. Last time out songster was teamed up with Shirley Collins, and before that scored with "Call Of The Wild." Now calling on the talents of ace tunesmith Harland Howard, he dishes up a lively weeper destined for success in "Bad News Gets Around." Warren has a fine, fast-moving, heart-tugging item in "Five Minutes Of The Latest Blues." Wax should make it big.

**BLUE HOUSE PAINTED WHITE**
(2:40)

[Glads BMI—Word, Bread, Brentlund]

**PACHES ON MY HEART**
(2:10)

[Glads BMI—Word, Bread, Brentlund]

**SONNY BURNS**
(United Artists 395)

Sonny Burns gives some steam to UA's new country program in "Blue House Painted White." Chanter reads the fast-moving country tear-jerker with polish and artistry. Burns' sincere approach could make this item a biggie in a short time. "Patches On My Heart" is a lively, up-tempo, dual-track number with the songster reading a clever hillbilly lyric. Side should attract jockeys in droves.

**LET ME LIVE AND LOVE TODAY**
(2:27)

[Lonely Room](2:27)

[Cedarwood BMI—Morgan, Gilmore]

**LONELY ROOM**
(2:27)

[Morgan-Shelley BMI—Morgan]

**GEORGE MORGAN**
(Columbia 42727)

George Morgan has two hot items that could go the distance in this new release. "Let Me Live And Love Today" is a spirited novelty num-

ber with an historic theme. Chanter's good humor and professional reading should take this Johnny Horton-sounding deck to the upper reaches of chartdom. "Lonely Room" Morgan dots the mantle of a country balladeer ... come up with an exceptional weeper.

**THE CAJUN QUEEN**
(2:25)

"BIG DREAMS" (2:20)

[Cedarwood BMI—Walker]

[Cedarwood BMI—Tills]

**RED SOVINE**
(RCA Victor 7985)

Red Sovine comes through in first-rate fashion with a powerful double-leader entry. "The Cajun Queen," which has also been cut by Jimmy Dean, tells the story of Big Bad John's girl. Sovine turns in a superior vocal job on the side. The professional Sovine delivery is showcased in "Big Dreams," a catchy item with enough appeal to reach chartdom. Both sides here could skyrocket.

Jimmy Dean's "To A Sleeping Beauty" (Columbia) and Patsy Cline's "She's Got You" (Decca) have that smash-dual-mart look. (See Pop Reviews.)

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**BILLCOMPTON**
(Heart 334)

(2:38) [Keeton BMI—Compton] Bill Compton comes through with a "Big Bad John-sounding" item. The songster's clever lyric and first-rate melody should cause some road in going over on the side. Sure to attract jockey attention. Side is a real sleeper.

(2:51) [Keeton BMI—Compton] Here's another fine side for Compton. Attention is focused on a jazz line. Could be a candidate for some coin.

**BILLLAGWOOD**
(Leatherwood 756)

(2:15) [Yonah BMI—Johnson, Leatherwood] Songster's rockin' vocal style is showcased in this fast-moving item. Twangy melody is matched with a good lyric for the Leatherwood talents. A lot of potential here.

Las Vegas is fast becoming a sure- bet for country music. The first official board of directors and officers meeting of the Country Music Association will rally in Vegas January 17-18. CMR officials expect to fo r more than enough business to keep them busy during their two day stay.Augustana touring ban is now over, says he expects 100% attendance at

Newman...Lawton Williams sent in word that preparations are being made for coverage of the Southwestern Exposition and Stock Show. Fort Worth on January 28th, KCUH’s, Motley, Clark, and Jerry Hammons, as well as special events man, Pete Talmadge, along with Williams will broadcast direct from the rodeo.

Our Marinas will have country music; Charlie Brown Enterprises of Nashville, Artists on the Label show includes Faron Young, Patsy Webb, Roy Clark, Sonny James, The Willett Brothers, Jim Drury, Hawkins, Wilma Lee & Stoney Cooper, Conway & Chris Smith.

Bob Lunningham, singer on KRZK-Farmington, New Mexico, says that the record companies are neglecting him. Station panned in over 4,000 people during a recent remote with fans coming from Arizona, Utah and Colorado, KRZK is top outlet in their market, but they don’t do justice to their listeners if they don’t receive all the new country product. Dickery’s new single has been sent direct to Bob at the station.

The Country Cabaret Corral Cha tter, a non-profit publication, published monthly in the interest of country music on Clark Air Force Base in the Philippine Islands is in dire need of box and news items. All material for publication should be sent to Laura Koen. USAF Hospital, Clark APO 71, San Francisco, Calif.


**Cash Box**

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<th>Country Top 50</th>
<th>Country Round Up</th>
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<td><strong>1. CRAZY</strong> Patsy Cline (Decca 31317)</td>
<td><strong>1. HAPPY JOURNEY</strong> Hank Locklin (RCA Victor 7965)</td>
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<td><strong>2. WALK ON BY</strong> Leroy Van Dyke (Mercury 71534)</td>
<td><strong>2. SAL</strong> Cowboy Copas (Starday 757)</td>
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<td><strong>3. LOSING YOUR LOVE</strong> Jim Reeves (RCA Victor 7950)</td>
<td><strong>3. UNDER THE INFLUENCE OF LOVE</strong> Back Owens (Capitol 4602)</td>
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<td><strong>4. LONESOME NUMBER ONE</strong> Don Gibson (RCA Victor 7959)</td>
<td><strong>4. LOVE DOESN’T LIVE HERE ANYMORE</strong> Billy Dean (Smash 1714)</td>
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<td><strong>5. TENNESSEE FLAT-TOP BOX</strong> Johnny Cash (Columbia 42107)</td>
<td><strong>5. RESTLESS ONE</strong> Hank Snow (RCA Victor 7933)</td>
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<td><strong>6. THE COMANCHEROS</strong> Claude King (Columbia 42196)</td>
<td><strong>6. THROUGH THAT DOOR</strong> Ernest Tubb (Decca 31350)</td>
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<td><strong>7. THAT’S MY PA</strong> Webb Wray (MGM 10306)</td>
<td><strong>7. A WOUND TIME CAN’T ERASE</strong> Stone-Wall Jackson (Columbia 42229)</td>
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<td><strong>8. THE WALTZ YOU SAVED FOR ME</strong> Ferlin Husky (Capitol 4650)</td>
<td><strong>8. ANYWHERE THERE’S PEOPLE</strong> Lawton Williams (Mercury 71867)</td>
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<td><strong>9. SOFT RAIN</strong> Roy Price (Columbia 42132)</td>
<td><strong>9. FAIR SWISS MAIDEN</strong> Roger Miller (RCA Victor 7956)</td>
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<td><strong>10. BIG BAD JOHN</strong> Jimmy Dean (Columbia 42199)</td>
<td><strong>10. I TOLD THE BROOK</strong> Marty Robbins (Columbia 42249)</td>
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<td><strong>11. A LITTLE BITTY TEAR</strong> Burl Ives (Decca 31330)</td>
<td><strong>11. YOU’RE THE REASON</strong> Bobby Edwards (Crest 1075)</td>
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<td><strong>12. THE OUTSIDER</strong> Bill Phillips (Columbia 42158)</td>
<td><strong>12. IN THE MIDDLE OF A HEARTACHE</strong> Wanda Jackson (Capitol 4653)</td>
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<td><strong>13. MISERY LOVES COMPANY</strong> Porter Wagoner (Columbia Victor 7967)</td>
<td><strong>13. NOBODY’S BOOL BUT YOURS</strong> Buck Owens (Capitol 4679)</td>
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<td><strong>14. WALKING THE STREETS</strong> Webb Pierce (Decca 31298)</td>
<td><strong>14. ALL MY LOVE</strong> Webb Pierce (Decca 31247)</td>
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<tr>
<td><strong>15. AIR MAIL TO HEAVEN</strong> Carl Smith (Columbia 42222)</td>
<td><strong>15. THERE AIN’T NO LOVE</strong> Russ Maddox (Capitol 4651)</td>
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<tr>
<td><strong>16. LET’S END IT BEFORE IT BEGINS</strong> Johnny Cash (Columbia 42199)</td>
<td><strong>16. MR. RECORD MAN</strong> Willie Nelson (Liberty 53386)</td>
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<td><strong>17. TWENTY MILES FROM SHORE</strong> Hawkshaw Hawkins (Columbia 42223)</td>
<td><strong>17. SOMETIMES I’M TEMPTED</strong> Marty Robbins (Capitol 4651)</td>
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<td><strong>18. DEAR IVAN</strong> Jimmy Dean (Columbia 42239)</td>
<td><strong>18. OUR MANSION IS A PRISON 40</strong> Kitty Wells (Decca 31313)</td>
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<td><strong>19. ALLIGATOR MAN</strong> Jimmy Newman (Decca 31324)</td>
<td><strong>19. MR. RECORD MAN II</strong> Willie Nelson (Liberty 53386)</td>
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<td><strong>20. BACK TRACK</strong> Faron Young (Capitol 4616)</td>
<td><strong>20. ACHING, BREAKING HEART</strong> George Jones (Mercury 71910)</td>
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<td><strong>21. DAY INTO NIGHT</strong> Kitty Wells (Decca 31313)</td>
<td><strong>21. BLUE HOUSE PAINTED WHITE</strong> Sunny Burns (United Artists 395)</td>
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<td><strong>22. HOW DO YOU TALK TO A BABY</strong> Marie Wells (Columbia 42184)</td>
<td><strong>22. YOU ARE MY LIFE</strong> Webb Pierce (Decca 31249)</td>
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<tr>
<td><strong>23. GO ON HOME</strong> Marion Worth (Columbia 42184)</td>
<td><strong>23. MR. RECORD MAN II</strong> Willie Nelson (Liberty 53386)</td>
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<tr>
<td><strong>24. BIG, BIG LOVE</strong> Wynn Stewart (Challenge 9721)</td>
<td><strong>24. SOMETIMES I’M TEMPTED</strong> Marty Robbins (Capitol 4651)</td>
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<tr>
<td><strong>25. GO ON HOME</strong> Marie Wells (Columbia 42184)</td>
<td><strong>25. OUR MANSION IS A PRISON 40</strong> Kitty Wells (Decca 31313)</td>
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**Cash Box—January 20, 1962**
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THE SEEBURG SALES CORPORATION, CHICAGO 22
As long as the juke box remains a commercial instrument providing selective music for a cross-section of tastes in popular records, operators of these machines would do well to keep abreast of current trends in popular music.

While there has been no radical change in the public’s taste occurring overnight, the gradual changes, and there have been several, are the changes to take note of.

The commercial life of a pop record today is much shorter than it once was. The operator therefore has less time in which to make money from a record. Since time is of the essence, the sooner an operator recognizes play potential the greater are his chances of earning income for a longer period of time from this same disc. In the case of pop records—new releases every week—the best source of information is from the record reviews. The Top 100 is another source of information and should be read with a peeled eye. Early hits can many times be spotted before they reach the top of the chart and are on the way down. The Juke Box Programming Guide, another feature which appears in this publication each week is a special help to the operator since the list includes top sellers from the juke box field only. Recently introduced, this feature has met with vast acceptance by the nation’s operators.

There is a growing interest in jazz today that can mean bigger collections for the operator who uses this type music to his advantage. This jazz popularity has been confirmed by increased sales in jazz recordings, the success of jazz concerts, and the increase in the number of artists. While this music has always attracted a devoted audience, it has been limited in numbers. This is not the case today, however. Jazz is developing a larger market than ever before. The juke box should look to this music for additional income since it will sell in more locations than ever before.

Adult music—so-called as opposed to the standard rock ‘n’ roll release—is making great strides via several channels. LP sales continue to climb, special 33-packs for juke boxes with 33-45 speeds are gaining more acceptance with ops as locations are exposed to this music, and recent news from radio stations of changes in programming policy from Top 40 to Mood Music, or Sweet Music as it is referred to—a mixture of mood, show tune and top album selections, are all signs of change. A major metropolitan station in New York is expected to revise its program to a mood music style after a long reign as a hot Top 40 broadcaster.

Finally, record firms issuing records especially for the operator have advised that this program has met with acceptance. Material here is generally that of past hits, and new recordings of old favorites. Juke boxes are natural outlets for this music.

These are but several of the changes that have taken place recently in the musical tastes of the public. Nothing drastic but they are changes just the same. They represent what the public will pay to hear. And that should be the uppermost thought in the minds of juke box operators.
National Wurlitzer Week Starts As 1962
Model 2600 Is Premiered; ‘Ten Top Tunes’, Other Features, Included In Standard Price

NORTH TONAWANDA, N.Y.—The Wurlitzer Company has announced its new design for 1962 as “a full-size extra-feature phonograph”—many of the features, which were formerly extra equipment, are included at the standard price in the 1962 phonograph.

In designating the week of January 15 for world-wide showing of the new models, Manager of Sales, Robert H. (Bob) Bear said: “With all the special features, which we have to offer with the Model 2600, we still feel the Ten Top Tunes to be the most important.

During the past years, this play stimulator has proven that it will increase earnings in any location where it has been installed. It is a popular bargain, and the public loves a bargain. This year we have priced the Ten Top Tunes so that it is even more appreciated by the music operators. It sells itself quickly and maintains its high rate of earnings indefinitely.”

“We have given operators much added value this year in both our 290 and our 100 selection models. This includes the built-in 53 and 45 RPM interlaced play, a double channel amplifier that is both monaural and stereo at a flip of a switch, reed and bass controls for each channel, a removable door panel, a full control display panel, with interchangeable features for music of the week, location personalization, as a billboard for the Ten Top Tunes feature, this Model 2600 is standard equipment in our 1962 phonographs.

I should like to add right here,” said Bob Bear, “that with all these extras included as standard equipment, we have held the price line for 1962. Our phonographs are priced competitively with standard stereophonic models of the year past.”

The Wurlitzer line for 1962 is comprised of two phonographs, the Model 5500 with 200 selections and the Model 290 with 100 selections. The highly chromed, brilliantly lighted, smartly designed cabinets are similar for each record changer. Two Wall Boxes, the Model 5250 for 200 selections and the Model 2200 for 100 selections, are retained in the line. Six speaker styles are offered, ranging from the floor console to dual extenders and directional wall-mounted stereophonic speakers.

This year, Wurlitzer has also introduced a motor driven remote volume control which is fully assembled for drop-in installation, diametrically below the selector buttons. The protective, damage resistant steel case has volume control switch and cancel button.

While styling of the 1062 line remains in the Wurlitzer tradition, and bears a family resemblance to earlier models, a new aura of glamour is apparent. Departing from earlier practice of light wood trim, the Model 2600 employs a striking dark Walnut grain with a high sheen finish for the side panels. The remainder of the cabinet is finished in gleaming metal trim.

The built-in display at the top of the phonographs is a portion of the dome and the interchangeable strips and record album cover may be replaced when the dome is in raised position. Each Model leaves the factory with a strip reading “Wurlitzer Features.” If it is ordered with the Ten Top Tunes installed, the lower strip indicates this bargain special. For personalization the upper strip may be reversed, whereupon it carries only the word “Features.” To permit location personalization Wurlitzer has provided a sheet of alphabetical letters printed in white on acetate with a self-adhesive backing. The letters may be removed separately from the sheet and applied to the plastic above the word “Features” to spell out the name of the location where the phonograph is installed.

One of the more striking features of the Wurlitzer cabinet is a jewel-like replica of the Wurlitzer crest set into the chromed steel panel immediately below the selector buttons. The jewel is a genuine Swarovski crystal that can be recognized by the Wurlitzer hallmark of quality. The highly chromed, brilliant, deep red color of the jewel is a classic letter “W” finished in a gold leaf back plate and mounted on a custom metal backing and framed in a chrome plated zinc die casting. The bezel is held in place by precision jetting and the edges and sides of the phograph is rigid stainless steel impervious to detergents or moisture. By constant attention to details encountered from moving parts, the Wurlitzer 2600 is more durable than many more expensive phonographs. The cabinet is designed to meet the demands of modern living and the result is a product which should prove to have high patron appeal.

Some of the special features of the Model 2600 which demand attention are the flexible four-circuit mechanism which accepts nickels, dimes, quarters, and half dollars and a new swing-out coin rejector for easy adjusting without removing the unit from the phonograph. Heavy duty washers and shock- absorbing rear doors are metal. They fit snugly and latch easily. Another innovation is the record changer support which is reliable by a trip to the left from either side of the phonograph.

Music operators in the United States and countries abroad have received invitations to attend the Wurlitzer phonograph demonstration in our New York offices Monday, January 15 and 16, 1962. The hours are from 10:00 A.M. to 5:00 P.M. and the special showings will continue through Friday, January 19, 1962. It will be possible to acquaint yourself with the Wurlitzer model 2600 in miniature containing a dozen packages of billboard-size matches made in the shape of the new phonograph.

Regional Wurlitzer Sales and Service Departments and Engineers of the Field Service Staff are cordially invited to attend the Wurlitzer demonstration, and are being asked to fully acquaint them with the many important features of the Wurlitzer 1962 line. A Wurlitzer field demonstrator will also be on hand to greet operators at these showings and to explain fully the features of the new phonograph.

Because the Wurlitzer phonograph is made for operators, we've been pleased to accede to the wishes of many operators to whom our phonographs are known to be the best in their territories. For 16 years, the Wurlitzer phonograph has been the best in the United States and foreign countries. From Maine to California, from Montana to Florida, the Wurlitzer phonograph has been the most popular. It is designed for operators who expect quality in a phonograph, and Wurlitzer is making sure that the quality of the phonograph is maintained.

Wurlitzer service department will be on hand at First Coin all week to answer technical questions for operators.

Kline concluded by stating: “We urge our operator friends to come in any time this week to see for themselves the many fine phonographs Wurlitzer is offering them during 1962.”

Blotté Previews Wurlitzer 2600 As 150 Upstate NY Guests Eat, Drink, Twist

NEWARK, NEW YORK — Upstate New York ops got the jump on the rest of the nation on Sunday, January 7th, when John Blotté, gracious host, co-producer and entrepreneur, gathered 150 operators, wives and their guests at a meager party held at Malone's Supper Club here lasting all afternoon and into the evening. Blotté's purpose was to preview the new Wurlitzer model 2600 and perhaps sell a few. The co-producer did both, and did them well.

The help of the new phonograph became apparent and some support from the dance craze the “Twist” which was supported by the music of the tunes. One of the more striking features of the Wurlitzer machine, in the upstate distributor.

Newark's Mayor, Elizur Roberts, welcomed the group. Venerable artists Norma Rivers and Gene Cor- nish performed, a novelty instru- mental group answering to the name of “Twisty” performed by one of the Operators.

The atmosphere was gay and convivial. It was a good celebration of the old and the new. The Wurlitzer phonograph has been a boon to the entertainment industry for many years. It has given operators everywhere a new lease on life and a new opportunity to provide a superior service for their customers.

NEW FOR '62: The Wurlitzer Model 2600 which is being premiered this week.

Wurlitzer Appts. First Coin For Large Midwest Area

CHICAGO—Robert (Bob) Bear, sales manager, the Wurlitzer Company, announced the appointment of North Tonawanda, N.Y., as the first coin distributor of First Coin Machine Exchange as distributor for the firm's line of phono- graphs and jukeboxes in Berrien, Lake, St. Joseph, and Berrien counties in Illinois, 10 counties in Indiana, and the counties of Berrien, Michigan.

First Coin Machine Exchange, lo- cated in Berrien, St. Joseph, and Lake counties for 15 years, Joe Kline is president of the company. His two executive assistants are Sam Kolker and Fred Kline.

Joe Kline advised that he and his staff are very pleased to be named as exclusive distributor in the above mentioned territories by Wurlitzer. Kline's personal experience in the music field in this area goes back to 1948.

To coincide with First Coin's ap- pointment and with the introduction of Wurlitzer's 1962 model "2600" coin-operated phonograph Kline is holding a grand opening showing of the line from Monday thru Thursday, January 15-19, in the firm's showroom. The showings were conducted last week with Kline and Bert Davidson, district manager for the company.

Kline laid his heaviest emphasis on the new 2600 model in saying the company is maintaining a most complete and efficient parts and service department for operators.

He further added that we now have the finest, most, expert phonograph technicians on our staff. Heading our service de- partment is the highly regarded Club Music, Inc.

"One vital part of our parts setup is our plan to expedite parts orders to operators however small the order may be. We know how very important this service is to your business and we will mediate replacement of inoperative parts to keep phonographs in locations constantly in operation.

By doing this we're saving face, B. B. Ross, Wurlitzer's field service engineer will be on hand at First Coin all week to answer technical questions for operators.

Kline concluded by stating: "We urge our operator friends to come in any time this week to see for themselves the many fine phonographs Wurlitzer is offering them during 1962."

Continued on page 53
A REALISTIC TEST OF TRUE DRIVING SKILL THAT GETS AND HOLDS FREE-SPENDING CROWDS!

Williams

ROAD RACER

This is Williams Road Racer—the race driving unit that operators have urged us to build. It is offered at a fractional cost of others and will enable you to retire your investment in a hurry and start generous cash earnings coming your way ... fast.

PACKED WITH ACTION!
Words and pictures cannot describe the lively action, frenzied thrills and tantalizing suspense that generate steady, repeat patronage for Williams Road Racer. You must see it—try it—don't delay.

Order Today
from your Williams DISTRIBUTOR!

WILLIAMS ELECTRONIC MFG. CORP.
4242 W. FILLMORE ST. CHICAGO 24, ILL.

Bankers World Export Announces New Manual For Jennings 6-Pence Machine

Service Book For Penny Machine Being Prepared

Baltimore—Maury Sykes, president, Bankers World Export Inc., this city, international representatives for Jennings and J. H. Keeney Company, has released to the trade a Parts Catalog that is reputed to be the answer to many service problems for operators around the world.

Don Berger, advertising manager, stated that the catalog, a Jennings parts and service manual for the 6-pence three-reel fruit machine, illustrates views of the mechanisms with all parts numbered and cataloged for easy reference.

Ops in the United Kingdom are reportedly in need of such a manual. Servicing instructions are also included in the manual.

Berger stated that a complete parts and service manual is being prepared for the new Jennings penny machine which will follow-up previous models manufactured by Jennings for the British market.

NYC Ops View '62 Seeburg Phono

New York—New York City followed the pattern of the country last week when the 1962 Seeburg phonograph was shown to operators in the territory. Atlantic New York Corp., hosts and distributors in the City, conducted week-long showings with refreshments and food available during the five-day premiere.

The Model DS160 and 100 phonographs were displayed and demonstrated before the long line of visiting ops and Meyer Parkoff and Murr

Ray Knoss, NYC operator (left) and Neil Sherry, another local music operator.

Capitol's Vito Samella, Seeburg's Bill Prutting and Joe Caida, Capitol v.p. (Right) The Columbia crew (l. to r.) Joe Norton, Bill Prutting (Seeburg), Bob Thompson, Sal Forlenza, Gene Weiss and Mort Hoffman.

Coinmen. Al Denver, Doe Shapiro, George Holtzman and Meyer Parkoff. (Right) Harold Rosenberg and Nat Bensky, Westchester ops.
Shuffleboard Tournaments Hold High Contest Play In New England

MANCHESTER, N.H.—Ed Martell, general manager of Tri-State Amuse-
ment Company, Manchester, New Hampshire, last week said that all
games are going “full blast” in the last full week of the season.
New England tournaments of the various Leagues in progress will be
brought together starting the last week-end of February. Pairings will be made
under the direction of Hank Bonardi, Tri-State Amusement Com-
pany league supervisor who advised that week-end referees will be
made to league secretaries within a week. All tournaments will be
played on official American league shuffleboards.

Hank Bonardi, Tri-State Amusement Company, announced that more programming of
this type of shuffleboard leagues and tournaments on a sectional basis is already
in the works in various sections throughout the country.

Attention, Associations

NEW YORK—All association secre-
taries of coin machine organizations
in this country have been notified last week to furnish complete meeting dates
for the year, whenever possible, in order that Cash Box Meeting Dates features remain accurate and of serv-
cise to operators in the local areas.

United Intros “Crystal” Shuffle Bowler

Has New Bonus Scoring Feature

CHICAGO—C. B. (Bill) DeSelm, vice
resident in charge of the sales di-
vision for United Manufacturing com-
pany, this city, announced the re-
lease last week of United’s new
"Crystal" shuffle alley bowling amuse-
ment game to the trade, with a re-
markable Guinness-style, service sales
response from many markets.
He made specific reference to an
innovation in “Crystal,” the entirely
new "Bonus" scoring feature, as an ex-
ting play-inducing feature.
"We believe," said DeSelm, "that our new "Crystal" shuffle alley bowling amuse-
ment game to the trade, with a re-
machine design, service sales
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innovation in “Crystal,” the entirely
new "Bonus" scoring feature, as an ex-
ting play-inducing feature.
"We believe," said DeSelm, "that our "Crystal" shuffle alley bowling amusement
game to the trade, with a remark-

If the player should fortunately
up to strike out all the way from
the first through the seventh frames
he receives an added bonus of 40 points.
In this case, the number of bonus
points is divided by the number of
balls bowled to determine the new
bonus score. The bonus score is added to the overall game score.

The interesting feature about “Spe-
tal” scoring game, according to De-

RIDE WITH THE WINNER

CHICAGO DYNAMIC INDUSTRIES, INC., 1735 W. DISCOVERE, CHICAGO 14

RISE TO THE WINNER

RIFLE GALLERY

RED DOT

TRIPLE GOLD PIN

CONTINENTAL

California Clippings

 Operators and distributors alike, report that the economic picture for
the coin machine industry, has been steadily improving. . . Ralph Cragen of
R. F. Jones & Co. states that there has been increased activity around the
AMI “Continental II” phonograph this week. Old Saybrook, president of the Tele-
com, Inc. New York, Jack La Rue is in San
Diego calling on operators, and Bill Gray, salesman for R. F. Jones, has
returned from a trip to Phoenix. . . At the California Music business
meeting held last week in San Francisco, Bill Ray, of the Reed Co., had
noted that game sales have been moving at a good pace, according to Vinny Lancy
at American Coin Machine. Paul De Latte has been added to the staff and will be
assisting in the sales department. . . Hank Tronlick at C. A. Robinson
noted that the company’s new Models “A1” and “Bowler” have arrived, and they hardy
had a chance to see one, as they all went out so fast. Hank went on to say that Midway’s new 6 player, “Skee-fun,”
is in, and is causing quite a sensation with the operators. . . At Badger Sales
Company, an announcement of the new “Continental II” phonograph has been made,
for this week a roasting weekend showing which continued on through the entire week with the 1962 Seeburg SDS phonograph being unveiled before
hosts of ops in the So. Calif. area. Leo Simone is spending some time in San
Diego, helping Pete Ley. . . Ames Hilcher, distributor from Minneapolis was
in Seattle to examine the new “Continental II” phonograph. . . Frank Daniels reports that business in general, is moving along at a steady clip, Jim
Wilkins is in Las Vegas on a combination business and pleasure trip.

Ricky Venture, mechanic for Duarte International Sales Co., has returned after spending time in England. . . Janie Shadlev, assistant to John Curry, La Crescenza.

Ideal weather, preceded by several days of freezing and most disagreeable
type of same, (and fact that out of towners made two shows in one trip) did not
have a chance to strike out all the way from
the first through the seventh frames. He
receives an added bonus of 40 points.
In this case, the number of bonus
points is divided by the number of
balls bowled to determine the new
bonus score. The bonus score is added to the overall game score.

The interesting feature about “Spe-
tal” scoring game, according to De-

Ideals, at Planes, nation now showing is in
Continent.

Bill Ford, owner Ford-Noyel Co., San Augustine and wife Shirley having
a first look at the new Seeburgs. Ford has a rare sort of record for miles covered while handling coin machine operations. . . And out
of towners viewing new machines was A. P. (Tony) Plana, owner Players Assis-

Cath Box, January 29, 1960
World Wide Hosts Chicago Ops At Seeburg Show

CHICAGO—Joel Stern, president of World Wide Distributing Company of this city, advised last week that despite the extremely poor weather conditions here Sunday, January 7, attendance at his showing of the new 1962 model Seeburg’s “SDS” concept phonograph was exceptionally good. Hours for the gala affair were from 1:00 and 7:00 p.m.

Music operators and their families continued to arrive throughout the day to view and demonstrate the Seeburg phonographs displayed in the World Wide showrooms.

"In fact," said Stern, "our gala Seeburg Open House showing last Sunday was the most heavily attended such affair we’ve had during the past few years. About 50 operators and their families were on hand between the hours of 1:00 and 7:00 p.m."

Seeburg executive Bruce Jager and Bob Dunlap, district manager of Seeburg’s music division were on hand to greet the visitors.

The affair was hosted by Stern and Leonard Micon, Other World Wide personnel present at the showing were Harold Freeman, Fred Skor, Howie Proer, Fred "Red" Smith, Art Wood, Dorothy Cafnes and Mary Moran. Service staffers on hand to demonstrate Seeburg’s “SDS” phono were Sam Di Pino, Newell Bellamy, Bob Cristo, Frank McKinney, Don Phillips and Leo Lewis. They answered technical questions for operators about Seeburg’s "new concept in sound."

The day’s events were recorded on Bilotta Showing continued from page 50

obviously used with great efficiency all afternoon. "These are sales that have been finalized." The Bilotta sales staff was overjoyed. As and the overflow crowd filed out at the evening’s end, souvenirs in hand, Bilotta, satisfied with the selling job done on his new Model 2000 turned to other things. "Give this singer Gene Cornish a plug. He’s appearing on WKBW-TV’s Bandstand Show Jan. 23th. He’s only 17 and is positively destined for stardom!"

Bilotta travels to Albany and Syracus this week for week-long showings starting January 14.

Cash Box—January 20, 1962

The Buyers Read Cash Box!

 Distributors for ARMI - ROWE

ALASKA AMUSE CO.
4553 PAYNE AVE., CLEVELAND,
(Toll: HE 1-4100)
We are exclusive factory distributors
for all leading mfrs.

SPECIALS

WWS. VANGARO
1250.00
WWS. CRUSADER
2500.00
DG WURLITZER LEADER
85.00
DG CHAMPIONSHIP 5/8
120.00
UNIITED SUPER BONUS 5/4
130.00
UNITE REGULATION 100.00
KHEENEY 91 STRAIGHT
120.00
EUTS 4000
100.00
SEA BELLE
75.00
RANBBY
50.00
STAYELL
100.00
ATLAS CHICAGO

FREE DELIVERY TO CHICAGO AREA.

WURLITZER 2000
175.00

WURLITZER 2000
150.00

KEENEY LITTLE BUCKERO
125.00

ROCKOLA 1917
130.00

ROCKOLA 1961
100.00

ROCKOLA 1964
130.00

AMI 1930
95.00

AMI 2200
185.00

NATIONAL 2200
195.00

REDD DISTRIBUTING CO., INC.
126 Lincoln Street, Boston (Brighton) 35, Massachusetts
PHONE: ALgonquin 4-4040—CABLE—Redding

	SEEBURG OPERATIONS IN 5 STATES—DISTRIBUTORS—CHICAGO FACTORY DISTS COMPLET E VENDING MACHINE & MERCHANDISE INVENTORY ALWAYS ON HAND.

REDD DISTRIBUTING CO., INC.
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of
complete
board
guests
Businessmen
"self-inspection"
leave
was
DuGrenier
fine
and
resident
Ilassgold,
lock
room
facilitating
marketing
of
completely
and
and
director
and
also
announced
a
match
of
this
incorporated
hired
for
Washington
D.C.
Diplomat
Hotel,
according
of
director
and
secretary.

A dinner meeting, the state-wide conclave will feature two speakers: Maryland Delegate John Whitmore, and David E. Hurley, NAMA public health counsel.

Whitmore will speak about "The Role of Businessmen in Politics." Hurley will discuss the first draft of a "self-inspection" scoresheet intended for periodic sanitation inspections at the supervisor level. The scoresheet was developed in cooperation with the public health committee of the Maryland council and is expected to be adopted throughout the state.

Council President Robert L. Taylor, Vending Corporation of America, Baltimore, said three vacancies on the board of governors will be filled during the meeting after a report of the nominating committee, chaired by Gordon Ehrlich, Canteen Company, Baltimore.

The Maryland Automatic Merchandising Council is chartered by National Automatic Merchandising Association.

**NAMA Board Will Meet In Palm Springs**

**To Discuss Aspects Of Coming Year**

**CHICAGO**—The 1962 Board of Directors of the National Automatic Merchandising Association will meet February 8-9 at the Wonder Palms Hotel in Palm Springs, California, Herb A. Geiger, NAMA president, announced.

He said NAMA's 1962 program will be developed at the meeting and will include all aspects of the industry's and its coming year-long legislative, public relations, and health activities as well as all other NAMA membership services.

In addition, their first meeting as new members of the Board are Robert Deutsch, Interstate Vending Company; Elmer Kuekes, Payne Products Corp.; John Burlington, The Vendo Company; Paul Mercy, Automatic Company; A. F. Diederich, National Vendors, Inc.; Charles Mananan, MAB Industries; William Martin, Automatic Candy Co., and James T. McGuire, Automatic Canteen Company of America, Inc.

**AutoVend Awarded CIA Feeding Contract**

**WASHINGTON, D.C.—AutoVend** Coffee Inc., Washington operator, has been awarded a Government Services contract to provide a complete line of vending services for the personnel of the new Central Intelligence Agency building in Langley, Virginia. This service will supplement the regular cafeteria operations of Government Services, Inc.

**AutoVend-Coffee Time** president Robert E. Pike said, "This CIA contract represents a significant contribution to our expansion program. Our sales volume will now exceed $8 million annually."

A wide variety of products to be rendered through machines include hot foods, hot and cold sandwiches, pastries, pies, milk, fruit juices, coffee, cold beverages, ice cream, candy, and cigarettes.

**AutoVend-Coffee Time** specializes in institutional and governmental operations. The firm's headquarters are 30502 Blacondorf Road, Cottage City, Maryland.

**Snodgrass Sails Aboard**

**U.S.N. Antietam Carrier**

**ALBUQUERQUE, N.M. — Harry Snodgrass, president of Border-Sunshine Vending Company of this city,** is shown (earphones and all) in the cockpit of the naval plane with Commandant H. H. Bishop, U. S. Navy Public Relations Office, at his side and 80 other guests who made the maiden voyage of the U.S. aircraft carrier Antietam out of Pensacola, Florida recently.

Snodgrass is holding one of the new vending cups, which are available to the industry, and which advertise the Navy as a career for young men.

As soon as the plane landed in Pensacola all of the guests were quartered on the Antietam for the exciting cruise.

**American Univen Names Patterson Director**

**NEW YORK**—The election of Edward Patterson as a director of American Univen Corporation was completed last week by I. R. Bill, chairman.

Patterson is an associate of the investment banking firm of Allen & Co. He is a board member of Jersey City Printing, Co., Command Printing Co., Polyo Matic Corporation of America, Allied Capital Corp., and a trustee of the Citizens Budget Commission.

Patterson has been associated with Allen & Company for five years. He was a member of the New York Stock Exchange from 1950 until 1956. He resides in Glenhead, L. I.

**U.S. Tobacco Names Hodge**

**NEW YORK—George E. Hodge** has been named division sales manager of United States Tobacco Company's Northern Ohio Division, it was announced by Louis A. Buntle, President.
Philadelphia—"Golf-It," a new, coin-operated, "100% electronic golf-driving range," is being premiered at the Eldorado Lanes, Haddonfield Road, Pennsauken, N. J., by the Victor Electronics Corporation, Bala Cynwyd, Pa., according to an announcement by T. J. Dunlop, president of the firm, makers of "Golf-It." 

A product of seven years of continuous research by a group of South Jersey developers, "Golf-It" is housed on the same electronic computer systems that are currently used in the airline industry, and charts the path of a golf drive showing distance and direction, including hook, slice or straight shot, immediately after the player has hit the "golf ball." "Golf-It" uses a fixed ball on a long "tee" which arcs out-and-downward when hit, triggering the switch which in turn indicates the path of the ball. The player, however, gets the "exact sensation of hitting a live ball.

The golf driving range machine on location at the Eldorado Lanes is the first "Golf-It" pilot machine off the production line and subsequent machines will be delivered to the first purchasers sometime in February.

Players desiring to test their skill can choose one of three greens on a fiberglass "fairway" just nine feet above the floor of the area, and a course that simulates cumulative yardage during the play. The coin-operated mechanism gives tickets for 20-cents.

The installation at the Eldorado Lanes was the result of a consumer's suggestion, they planned to record the reaction by the bowling patrons. Further tests will be made at amusement parks, recreation centers, taprooms, country clubs, motels, hotels, starting points and other locations by Victor Electronics, Altman said.

Golf has long been a favorite of the coin machine manufacturer but

Redd Sums Up Start Of '62: "Sensational!"

Brighton, Mass.—If there's an outcome to the house you can always count on seeing Si Redd, president of Redd Distributing Inc., here, Redd distributes the Seeburg phonograph line in the New England area and complements it with the Bally and Chicago coin amusement machine lines.

In addition, Redd's vending machine business is a major entry in the vending business in New England. The vending business has never been so good, Bally has a new shuﬄe, Chicago Coin's "Long Range Rifle Gallery" is selling fast, and Seeburg-Francis Gar produced a spanking new '62 line. "Need more reasons for the optimistic outlook?" quipped Redd. Nuff said.

Happy Birthday This Week To:

Louis H. Morris, Galveston, Texas ...

Jimmy Robillard, Rld Ornora ...

Burr, Que, Canada ...

Dave Seere, Rockford, Ill ...

Tom Robb, Des Moines, Iowa ...

Gaskins, Knoxville, Tenn ...

Abe Fish, Hartford, Conn ...

Jack Hartman, Romeo City, Ind ...

Lon Sibley, Little Rock, Ark ...

Colin Rockols, Chico, Ill ...

Elmer J. Cummings, S. Dakota ...

Ben L. Kelleck, Buffalo, N.Y ...

Paul MacIntyre, Toronto, Ont ...

Ellis A. Kansa, Kansas ...

W. Shy, Lebanon, Pa ...

David Lowy, N.Y.C ...

Joost J. Nacierio, Waterbury, Conn ...

H. J. Onofrio, Forestville, Conn ...

Arthur Flake, Dallas, Texas ...

Gary Harris, Va. Beach, Va ...

Paul McIntyre Ewing, Evansville, Ind ...

Bernard Riehelt, El Paso, Tex ...

Mr. & Mrs. Gene Clennon and children back home at Austin, Minn., after spending a couple of weeks' vacation in Florida. . . . Mark Coughlan, Mankato, Minn., will be leaving this weekend for Los Angeles to visit his daughter. Mark expects to be gone for about 3 weeks. Couldn't pull a better time with the weather here below zero . . . Happy birthday to Harold Lieberman, Liebermann Music Co., Minneapolis, and happy birthday to Stanley Woznak, Little Falls, Minn., and E. Weber of Wausau, Wis., president of the firm, makers of "Golf-It."
Georgia Music Ops Bounce Back After Accident; B&N Services Mountain Area

LAFAYETTE, GA.—The mountains of North Georgia are quite hazardous to a businessman traveling over them frequently and Len Neely and Cecil Byrd (picture), owners of B&N Amusement Company unknowingly set out to prove it a couple of years ago.

Driving their pick-up truck across the mountains enroute to service a machine, the B&N truck flipped and went over the side of the mountain. Neely may recall the news story outlining the accident which seriously injured both fellows. The truck went out of control and scattered money, coins, records, Byrd and Neely over the 400 foot drop.

They both bounced back however, and in the words of Howard Robinson, the Rock-Ola distributor who furnished the twosomes with machines, “old coinmen never die—they can’t afford it nowadays!”

If collections on the Rock-Ola “Princess” phones around the northern Georgia area continue, however, both men will get a little closer to becoming rich, according to Byrd. The fellows have installed several of the new Rock-Ola compact models in roadside locations and according to the B&N collection sheets, the increase is due to the “Princess.”

Foreign Circulation In

is twice that of all other publications combined.

Eastern Flashes

New machines dominate the action along coexistent this week and the newest is the 1962 Seeburg SDS phonograph which was shown to ops across the country this week by Jan Smith, Seeburg’s C.E.O.

Mr. Smith and Murray Kaye told us they thought the reception (and certainly the sales) was the best in sixteen years. “You watch one new machine after another for years and years and you don’t get the excitement you get with a new machine,” said Smith. “But this SDS idea has positively interested the ops more than any feature I’ve ever seen in years.”

That’s the way it was off again during the week, hearing the sidekicks into position and flipping on the switch to play a “Brushy Braze” record, the best when you’re demonstrating the unusual stereo effect from separate speakers at eye-level.

Meyer Barkoff managed to take a few pictures of visiting ops and there were several of the Rock-Ola phones being dropped down by mapper’s mowers while all the old Maytag policies, and good conversation highlighted the affair and as we mentioned the Seeburg SDS, the distributors were aglow with “62” warnings.

Looks as if the city isn’t going to tear down any more buildings (and juke box locations along with ‘em) for awhile. Things have leveled off and ops can rest after more than a couple of years of white nights. Notice how more and more the emphasis is being directed to the juke box is on the sound. Once it’s on location the op must follow-thru however—and program the best money-making records (see this week’s edition for two excellent programs).”

Irwin Kaye, top table manufacturer, calls his ad agency from the Blyden plant to tell’em to rush out copy on the new line. Adds that things are perked in the plant and that pool tables are still being made, “before people in business.”

Speaking of pool tables, did you catch the feature story in the NY Times last week? Reported a story on a match between Willie Moscon and onefrind Lauri at Julian’s Academy down on 14th Street. The match jammed the gallery and pocket-billiards (as it is called) came back into its own in the town. Publicity reportedly stemmed interest in the sport and along with the talents of one Paul Newman and another pool shark, the Great One, Jackie, George Schulman (and another name on this week’s office draw recently emerged), the pool rooms are expected to be filled these weeks with newcomers and veterans alike have their appetites whetted once more. New York top pool shooters in the movie “Fat man you shoot a great game of pool!” that has evidently started the crowds back into the pool rooms after howling droves ’em out several years after gym. Harry Oleson upstate and his crew around the nation and play pool for a dime a game (via the coin chute). Everyone will be happy.

Happy Birthday to Connecticut’s Abe Fish... Ditto to Tenth Avenue’s Dave Lowry... Ed Martell, Manchester’s Tri-State Amusement, tells us he has lured as many full-time in New England (on paper at least of course), Sol Lipkin, American’s sales director, advises that a national championship tourney is in the making.

Number two, Ditchham’s general manager in London, asked us if the industry had access to a handbook entitled “How To Become A Successful Phonograph Operator.” The answer is “no” Norman, but assure us one day. There will publish a handbook for ops in the near future.

Jules Olshin, head man at the Greco-Bros. Albany outlet, writes that the Rock-Ola “Empire” cars are coming in with “little, mighty little ‘Princess’” is breaking up sales records. The Rock-Ola phone has never enjoyed full representation in the Albany area, according to Olshin. “We’ve been able to sell ops in the taking to the line. Turnover on our games has been rapid, too.”

Barney Supegerman, that busy man about town, informs us that Rynov has been out at least seven different areas of sales this month after reorganization of sales policies for ’62. The AMI phonograph, Bally amusement line and Kaye pool table lines, Williams games line, Kove cigarette machine line, indeed complete with expanded line of catalogued equipment. What types of equipment have led to greater sales, “We’re spreading our source of income and have developed a short stop for operations, whatever anything they want at Rynov.” And Shugy’s just the man to sell it to ‘em.

Myron Supgerman is reportedly doing well with his export division and country western stuff. Larry Lowsrurg are moving the new line of old west for long short for the slue of band. Morris Rood told us that Jack Wilson, Pat and Steve, his two children in Orlando, Fla. the “Quartet Races” on January 1st, Jack, Jr. finished first and his daughter Lucille finished second. (It’s lucky he doesn’t have eight kids or there would be no contest.)

George Klersey, AMI’s regional rep, spent the holidays in New York and his guests for the two weeks was Tom Sanus and his wife. Tom hooked 7 2/3 salish while down there, and according to George, there are many Floridians who are still waiting to see on that size, never mind hooking that big! George was in Rynovs and was ready to go back to the hotel and grind out the paperwork—the necessary evil of every man has ever traveled.

Al Simon jubilant over the renovations taking place at the showroom now that has been on his vacation holiday. A new parts department, and the mavel of a non-supporting wall doubles the display space for new machines. Installation of shelf sections makes for a vast storage space for parts. Next door in the second building, the new floor gets the finishing touches under way, and here is where the phonographs and vending machines will receive the new factory type washroom for amusement, as machines. Al D’Inrico tells us the ChiCoin “Long Range Rifle Gallery” has more new innovations than any other gun seen, and sales are showing it. The action includes the hunting of above ten or fifteen feet of super slow to an actual cabinet depth of about 2-3 feet, flashing target with 500 for the bullseye but only ten points for the outer circle which is as it should be, maybe. A man is standing on the light on the side is hit causing another 50 points, and so on. Loads of action, as and we pointed out, deserving of ops’ attention.

Harry Koeppel holds down the Lipsky Distributing fort as Abe himself steps out for coffee. Henry Slavis comments on the constant demand for new equipment and parts and hire where is the ops get ‘em in this town. They are enjoying a brisk business with local arcades and several down south. Meanwhile, while the export department hand out five nice-sided orders destined for the overseas market and shipping ops complete with stripers and other machines.

Along the avenue include Ray Knoss, who stops to stop with the new Seeburg, ditto Al Denver, Ben Chiocefs whose son opens at the Encore Club in East Side where the demand for the Tristat is reaching a peak. Jim Sherry’s son, stopping by for a peak at the new machines, and so many who stop down on Tenth Avenue to replenish the return and route to the location with the curve—like—luxury-making equipment.

The week’s course, of course, another new machine showing—1962 Wurlitzer “2600” phone available in 100 and 200 selections. Nationwide show is underway this week, National Wurlitzer Week.

MOUNTAIN OPS: Len Neely (left) and Cecil Byrd, B&N Amusement Company with “Princess” installed in Surrey Restaurant.

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276 AVENUE LOUISE - BRUSSELS 5 - BELGIUM
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PAY MORE THAN ANY OTHER IMPORTER

FOR BALLY, BINGOS, GOTTIEB PINBALLS,
ARCADE EQUIPMENT, ETC. ETC.
CABLE OR WRITE!

NEW!

Valley DELUXE 6-POCKET

NEW DESIGN! NEW MECHANISM!
3 SIZES: 75 x 42, 84 x 47, 90 x 50

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Ask your distributor for a demonstration, or write or phone direct for information.

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Cash Box—January 20, 1962
Chicago Chatter

Wurlitzer made big news in this area by appointing Joe Kline’s First Coin Machine Exchange to handle distribution of the firm’s phono and accessories line throughout 39 counties in Illinois, 10 counties in Indiana and in Berrien County in Michigan (a healthy chunk of territory anyway you look at it.) Joe Kline and his staff, including Sam Kolber, Fred Kline and Nick Nelson. And further aided by Bert Davidson, Wurlitzer’s district manager and Clarence E. Ross, field service engineer for Wurlitzer will be on hand this week, from January 15 thru 19, during First Coin’s gala Open House to greet operators and show the 1962 Wurlitzer “2600” coin-operated phonograph. Service and technical aspects will be explained by Cliff Mueller, First’s service chief. Kline urges all operators in this wide area to make the trek to First for the first glimpse of the new phono. Naturally, refreshments will be served throughout the five day Open House.

While on the subject of Open House showings, Joel Stern, Len Micon, Fred Skor, Harold Freeman, Howie Freer, Fred “Red” Smith, Art Wood and the rest of the World Wide-ites deserve a hefty pat on the back for the terrific attendance they had during their showing of the new Seeburg “SDS” coin-operated phonograph last Sunday, January 7, in the World Wide showrooms. It should be mentioned that Sunday was a bitterly cold (sub-zero) and dreary day. Even this fact did not deter about 50 music operators and their families from making the scene at World Wide. Also, in attendance were Bruce Jagor, Seeburg executive and Bob Dunham, Seeburg’s district manager of the phono division.

The new equipment dept: Bill DeSelm, United Mfg’s. vice presxy in charge of sales, announced the introduction of United’s new “Crystal” shuffle bowler last week. It has the exiting, new “Bonus” scoring feature. We briefly “went off the wagon” at the gala World Wide showing to drink a health toast with Seeburg exec Bruce Jagor and World Wide prexy Joel Stern. Bruce, a picture of health, can only reasonably be referred to as the most “permanently youthful” coinman in these parts.

It’s happy days at Bally Mfg., according to general sales manager Bill O’Donnell and vice presxy Herb Jones, since Bally’s “Bank-Ball” big money-maker was released to the trade recently. If there’s any question about business prospects in ’62 a brief saunter around the Williams plant dispels any doubts. Presxy Sam Stern is very optimistic. And the same goes for vice presxy Art Weinard, sales chief Jack Baigelman, and Marv Rosenstein. Art hit the road last week, covering the southland.

We’re happy to report that Paul Huebsch is back at his office this week after a nasty siege of the “Flu” last week and feeling chipper. While Paul was absent Clayton Nemmeroff and Harold Dorgan held the fort at J. H. Kee ney & Co. ... That Gottlieb “Egg Head” is no “bonehead,” according to sales records of late, We’re told it is creating popularity and terrific acceptance everywhere — and that includes overseas, according to Alvin Gottlieb, Nate Gottlieb and Julius Weinberg. ... Losing a friend is indeed a heartbreaking experience. Many of the people who rubbed shoulders with Bob Nonnert from day to day will surely miss him. Bob, who was head of the Record Dept. for RCA Distributors local outlet, died in his sleep Jan. 4, Deepest heartfelt sympathies go out to his wife, Dorothy; his son, Robert E., Jr. and his sister, Mercedes Curtis.

Heartfelt condolences to Morrie DeWoskin on the death of his 82-year-old father, Aaron, last Monday. ... On a happier note greetings to Frank O’Brien, the new president of the Seeburg Corp. He succeeds Delbert W. Coleman who retains his office as chairman of the board. ... Joe Robbins, general sales (mangler) of Empire Coin Machine Exchange, announced last week that Empire will remain open on Saturdays, between 8:00 a.m. till Noon, to provide better service to the firm’s operator customers in parts and service. Lee Gup ton is in Empire’s Detroit office this week, planning his next road trek. Jack (Bottles) Burns is in this week (somehow he doesn’t like this bitter cold weather!).

Another showing was held recently. This one celebrated the Grand Opening of Atlas Music Co’s new Des Moines, Iowa branch, January 6, 7 & 8. Hosts were Bill Phillips, Barney Luchman, Jack Ramsey and Evelyn Naylor. Phillips said that despite heavy snowfall and very cold weather attendance was great. ... Talk about being practical — Don Moloney of Bally Mfg. and his lovely wife, Nancy, named their brand new twin sons Adam and Patrick. Adam was born before Noon, therefore he is “A.M.” and Patrick, who made the scene at Mercy Hospital in the afternoon is (naturally!) “P.M.”

EASY ON THE EYE! EASY TO BUY!

The NEW CROWN FIELTA
by Fischer

GOOD LOOKING! Most exciting new Bumper Table design on the market ... beauty that revitalizes player and locates it for double, triple or even triple cash box receipts!

LOW PRICED! Unsurpassed quality, offered by your distributor at a price that makes good sense! Check with him now!

FIESTA FEATURES CREATE PLAY INCENTIVE—REDUCE OPERATING COSTS

• WRAP-AROUND FORMICA RAILS • ALUMINUM CORNERS • METAL BUMPERS • RECESSED PULL-OUT DRAWER 
• MECHANISM • DURAN CLAD-ON MAHOGANY FINISH • REMOVABLE TOP FRAME • TOP QUALITY BALLS—SUPERIOR QUALITY CLOTH • REGULATION SIZE.

Now at your Distributor. See it soon, or call or write Bill Weikel for details.

Fischer SALES & MFG. CO.

1208 N. RIDGE RD. Mchenry, ILLINOIS
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Bill Weikel, sales director of Fischer Sales & Mfg., is very enthused over the acceptance of Fischer’s new “Crown” line of coin-operated billiard tables. ... Tom Sams, vice presxy of AC Automatic Services, returned to the city from his short holiday vacation just in time to go into Chicago’s “operation Deep Freeze” ("Br-r-r", he sez). ... We bumped into Ed Ruber, Wico Corp, making the scene along Chi’s Coinrow with Wico presxy Max Wizcer. ... One of the most popular amusement games all over the country, according to Mort Secore, Chicago Dynamic Industries, is Chicago Coin’s exciting “Long Range Rifle Gallery.”

A happy trio of coinmen are Hank Ross, Marcine “Iggy” Wolvertion and Ralph Sheffield, all of Midway Mfg. Co., who are enjoying excellent acceptance of Midway’s new 5 player “Skil-Ball” amusement game. A quick check at Rock-Ola Mfg. Corp. indicates that most everyone there hit the road last week. Edward G. Doris, executive vice presxy took off in one direction, sales director Frank Mitchell “peeled off” in one direction and Ralph Wyckoff went where the snows are “deepest.” Les Rieck is covering the midwest (where it’s coldest!) ... The next meeting, the first meeting of this year, of the Music Guild of Nebraska will be held the weekend of February 3 & 4, at the Fountain Inn in Omaha, according to Howard N. Ellis, secretary-treasurer. Plans will be set for the big annual Pre-Spring conclave in March at the Fontenelle.

Cash Box—January 20, 1962
The Biggest Export News Story Is About To Break In Europe and Cash Box Will Be On Hand To Serve This 18th Annual A.T.E. Convention In London—Jan. 30th to Feb. 1st .......

..... BE SURE YOUR AD IS PART OF THIS ALL-IMPORTANT A.T.E. CONVENTION SPECIAL!!!

2500 BREAK A. T. E. RECORD AS SIXTEEN NATIONS VISIT LONDON'S 17th ANNUAL AMUSEMENT TRADES SHOW

Latest Equipment Exhibited From Modern Displays As Colossal Take In 3-Day Convention

Pay-Out Machines Attract Wide Attention With All Types of Machines Displayed From Stands

REPORT ON A.T.E. EXHIBITS

68 FIRMS OCCUPY 138 STANDS AS A.T.E. MANAGEMENT LOOKS TO LARGER QUARTERS FOR '62

More than 3000 International Coin Machine Buyers Expected to Attend from More than Thirty Different Countries. The largest number of buyers for your equipment marked for export sales! Reach 'em all at once during the A.T.E. Convention when the ONLY trade paper in the business to attend, Cash Box, is on hand at New Royal Horticultural Hall in London (Booth #138).

Prepare copy now and advertise your export facilities, services, list inventory for immediate delivery. Speak to the world's coin machine buyers through the pages of Cash Box in the A.T.E. CONVENTION SPECIAL ISSUE. Dated February 3rd—Deadline for copy, Wednesday, Jan. 24th.

Foreign Circulation of Cash Box is almost Twice that of ALL OTHER Publications Combined!

SEND ALL COPY TO 1721 BROADWAY, NEW YORK 19, N.Y.

DEADLINE FOR COPY: IN NYC OFFICE JAN. 24th!!!

Empire Will Remain Open Saturdays

CHICAGO — Joe Robbins, general sales manager for Empire Coin Machine Exchange of this city, announced this past week that the offices, showrooms and parts and service facilities of Empire Coin will remain open on Saturdays, between the hours of 9 a.m. and 12 noon—commencing Saturday, January 13. Robbins stated that during this time of the year, and going into the usually heavy Spring season, many operators find this added service at Empire Coin (on Saturdays) very much to their satisfaction, due to the uncertain hours usually employed in the coin machine business.

"Of greatest necessity to our customers," Robbins stated in conclusion, "is the availability of parts and service on Saturdays. A capable, well-staffed skeleton crew will be on hand to service operators."

Nebraska Ops To Meet Feb. 3-4

OMAHA—Howard Ellis, secretary-treasurer, has advised that the next meeting of the Nebraska Music Guild will be held on February 3rd & 4th at the Fontenelle Hotel in Omaha. This will be the first meeting of the New Year, and all Distributors are invited to display their latest equipment. The equipment may be set up on Saturday morning, February 3rd and there will be no charge for display space. The program will be as follows: Saturday, February 3rd: Registration 5-30 P.M., Dinner 7-30 P.M., Sunday, February 4th: Association Business Meeting 2:00 P.M. "We are looking forward to a large turn out," stated Ellis.

New Address For Emarcy Distributors

SAN FRANCISCO—The new address of Emarcy Distributing Company in San Francisco was incorrectly reported in a news story last week. The correct address of the Emarcy showroom is 513 Folsom Street, San Francisco 7, California. Emarcy is the Wurlitzer distributor in this area and is holding showings on the 1962 Wurlitzer Model 3200 during this week—National Wurlitzer Week.

Cash Box—January 20, 1962

Atlas Holds Iowa Showing

DES MOINES, IOWA—Bill Phillips, manager of Atlas Music Company's Des Moines branch distributorship for AMI coin-operated phonographs and other music equipment, and Rowe vending machines, and his staff hosted a three day Open House celebration, January 6, 7 & 8, in the firm's headquarters at 1220 Walnut Street.

Object of the get-together, according to Phillips, was to formally get acquainted with operators throughout the Iowa territory. He noted that despite the heavy snowfall and generally poor weather conditions in the area the turnout was "beyond my wildest expectations."

Atlas staffers on hand to greet operators were Phillips, Barney Lachman, Jack Ramsey and Evelyn Naylor.
PRESENTING THE Wurlitzer 2600

TWO HUNDRED OR ONE HUNDRED SELECTIONS
HERE IS THE EXCITING NEW WURLITZER 2600

A Full-Size, Extra-Feature Phonograph, Your Best Investment in Automatic Music

The Wurlitzer 2600 was designed with these concepts in mind:

A coin-operated phonograph is a public entertainment instrument, purchased and operated by its owner for a commendable commercial reason — to make money.

It must be large enough and attractive enough to command attention on location. The Wurlitzer 2600 is a full-size phonograph — packed with play appeal.

It must produce a wide range of pleasing tone that attracts listeners. The Wurlitzer 2600 does. It is backed by 106 years of musical experience.

Today's phonograph must sell itself on location. The Wurlitzer 2600 does — by means of a lighted display panel which is interchangeable for Personalization of the Location, Music of the Week, Featured Albums, Ten Top Tunes, or any desired display.

A phonograph must function properly and continuously to produce top earnings. Wurlitzer engineering has gone all out to insure that this new 2600 will.

In addition to these money-making features, Wurlitzer offers as standard equipment:

- Automatic volume level, controls both channels.
- Balance control and individual treble and bass controls for each channel.
- Combination monophonic-stereophonic amplifier with full power from each channel!
- 33-45 RPM intermix play! Permits using the best music from either speed 7-inch record!
- Flexible four-coin mechanism (5, 10, 25, 50c) and a new swing-out coin rejector for easy adjustment!
- Double dome supports releasable from either side!
- Easy front and rear service access! Quickly removable metal rear doors fit snugly and latch easily.

It all adds up to greater value for your money — compounded by stand-out features that have distinguished Wurlitzer for years. As examples, the proven Carousel Mechanism, the time-saving service accessibility, plus famed Wurlitzer cabinet craftsmanship, to name but a few.

Compare the Wurlitzer 2600 for beauty, for tone, for size, for play-promoting features, and whether you select the 200- or 100-selection mechanism, you can come to but one practical conclusion — this phonograph gives you MORE FOR YOUR MONEY — WILL MAKE MORE MONEY FOR YOU.
National Wurlitzer Week Will Be Celebrated By These Authorized Wurlitzer Distributors

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BILLOTTA ENTERPRISES, INC.
224 North Main Street
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BILLOTTA ENTERPRISES, INC.
1226 Broadway
Albany 4, New York

REX-BILLOTTA DISTRIBUTING COMPANY
821 S. Salina Street
Syracuse, New York

BRADY DISTRIBUTING COMPANY
1900 West Morehead Street
Charlotte 8, North Carolina

BRANDT DISTRIBUTING COMPANY, INC.
1809-11 Olive Street
St. Louis 3, Missouri

CENTRAL DISTRIBUTING COMPANY
1209 Douglas Street
Omaha 2, Nebraska

CENTURY MUSIC, INC.
1112 North High Street
Columbus 1, Ohio

CLARE ENTERPRISES, INC.
5939 Main Street
Buffalo 21, New York

CLEVELAND COIN MACHINE EXCHANGE, INC.
2029 Prospect Avenue
Cleveland 15, Ohio

CLEVELAND COIN MACHINE EXCHANGE, INC.
1827 Adams Street
Toledo, Ohio

COMMERCIAL MUSIC COMPANY, INC.
1550 Edison Street
Dallas 7, Texas

CONSOLIDATED MUSIC COMPANY
1062 North 7th Street
P.O. Box 86
Las Cruces, New Mexico

CO-OPTERATIVE DISTRIBUTING COMPANY
221 East Market Street
Louisville 2, Kentucky

CRUZE DISTRIBUTING COMPANY, INC.
1101 West Washington Street
Charleston 2, West Virginia

CULP DISTRIBUTING COMPANY
614 West Sheridan Avenue
Oklahoma City, Oklahoma

DIAMOND COIN MACHINE EXCHANGE, INC.
810 West 99th Street
Norfolk 8, Virginia

DRAKO SALES COMPANY
2005 West Alameda
Denver 23, Colorado

EMARCY DISTRIBUTING COMPANY
813 Folsom Street
San Francisco 7, California

FIRST COIN MACHINE EXCH., INC.
1750 W. North Avenue
Chicago 22, Illinois

F.A.B. DISTRIBUTING COMPANY, INC.
1019 Baronne Street
New Orleans 13, Louisiana

INTERSTATE DISTRIBUTORS
917 South State Street
Salt Lake City 11, Utah

LEW JONES DISTRIBUTING COMPANY, INC.
1301 North Capitol Avenue
Indianapolis 2, Indiana

LEW JONES DISTRIBUTING COMPANY, INC.
329 West 9th Street
Covington, Kentucky

MID-WEST DISTRIBUTORS
709 Linwood Blvd.
Kansas City 9, Missouri

MODEL DISTRIBUTING COMPANY
4830 North Front Street
Philadelphia 20, Pennsylvania

MUSIC DISTRIBUTING COMPANY
1945 Fifth Avenue
Pittsburgh 19, Pennsylvania

NORTHWEST SALES COMPANY
3150 Elliott Avenue
Seattle 1, Washington

NORTHWEST SALES COMPANY OF OREGON
1040 S.W. 2nd Avenue
Portland 4, Oregon

O’CONNOR DISTRIBUTORS, INC.
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Richmond 20, Virginia

PEACH STATE MUSIC COMPANY
624 New Street
Macon, Georgia

PEACH STATE MUSIC COMPANY
1913 Huger Street
Columbia, South Carolina

PEACH STATE MUSIC COMPANY
130 Boulevard, N.E.
Atlanta 12, Georgia

ROCK CITY DISTRIBUTING COMPANY, INC.
108 Lafayette Street
Nashville 10, Tennessee

ROTH NOVELTY COMPANY
54 North Pennsylvania Avenue
Wilkes-Barre, Pennsylvania

SANDLER DISTRIBUTING COMPANY
110 Eleventh Street
Des Moines 9, Iowa

SANDLER DISTRIBUTING COMPANY
405 Plymouth Avenue
Minneapolis 11, Minnesota

SOUTHERN MUSIC DISTRIBUTING COMPANY, INC.
503 West Central Avenue
Orlando, Florida

SOUTHERN MUSIC DISTRIBUTING COMPANY, INC.
2465 Harper Street
Jacksonville, Florida

SOUTHERN MUSIC DISTRIBUTING COMPANY, INC.
412 Southwest 8th Avenue
Miami, Florida

STANDARD AUTOMATIC DISTRIBUTING COMPANY, INC.
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Little Rock, Arkansas

STANDARD AUTOMATIC DISTRIBUTING COMPANY, INC.
1269 Madison Avenue
Memphis, Tennessee

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Milwaukee, Wisconsin

UNITED DISTRIBUTORS, INC.
902 West Second Street
Wichita 12, Kansas

VALIANT AMUSEMENT, INC.
3129 East McDowell Road
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BILL WILLIAMS DISTRIBUTING COMPANY
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Houston 6, Texas

BILL WILLIAMS DISTRIBUTING COMPANY
1415 South Flores
San Antonio, Texas

WINTERS DISTRIBUTING COMPANY
2612 Harford Road
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THE WURLITZER COMPANY
78 Brookline Avenue
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2940 West Pico Blvd.
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Backed by 106 Years of Musical Experience
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Seven reasons why operators everywhere are moving GYPSY into all locations

- Greater Profits
- Proven Player Appeal
- Highest Resale Value
- Trouble-Free Operation
- Attractive Styling
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WAYS TO PLAY
1. Regulation Scoring
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Stainless Steel Rails
High Speed Play
For a Brim-Full Cash Box
Operate United

1 to 6 Can Play
10¢ Per Player
8½ ft. Long
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Shipping Weight (Crated) 465 lbs.

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**COMPLETENESS**

**IN COFFEE AND HOT DRINK VENDORS**

From ROCK-OLA comes the most complete line of precision-engineered coffee and hot drink vendors available today.

This COMPLETENESS of line means it's no longer necessary to pass up the profit of even the smallest location. There's a Rock-Ola vendor to serve any amount of traffic. There's VARIETY in the Rock-Ola line.

Each unit not only serves the perfect cup of coffee and taste-tempting creamy-smooth hot whipped chocolate. The Model TRLB-M also serves delicious soup or refreshing tea.

There's SERVICEABILITY in the Rock-Ola line as well. All working parts can be quickly removed for rapid servicing, cleaning, or repairing. In addition, there's QUALITY of ingredients; the INTEGRITY of the fine Rock-Ola name; the DEPENDABILITY of the most trouble-free vending equipment available today.

Coffee and liquid refreshments are big business. Set yourself up for your share by calling or writing to Rock-Ola today.

look to Rock-Ola for advanced products for profit

ROCK-OLA IVI CORPORATION, 800 N. Kedzie Ave., Chicago, Ill.

We'll have a Rock-Ola for you today.