Records’ international favorite Connie Francis has good reason for her broad smile in the photo above. Currently at the peak of her career around the world, Connie has just signed a new 5-year pact with MGM Records which includes a 3-pie movie contract. Completing her triumphant run with her “When The Boy In Your Arms” single, MGM has just issued a follow-up single coupling “Don’t Break The Heart That You” and “Drop It Joe.” In albums the label is betting on “Never On Sunday” and “Folk Song Favorites.” She has just completed a "Twist" LP set for release early in February. She starts a four-week stint at the Sahara in Vegas February 6th.
MATHIS MAGIC WORKS FOR YOU AGAIN!

Johnny Mathis

SWEET THURSDAY B/W ONE LOOK

EXCLUSIVELY ON COLUMBIA RECORDS
There has been a great deal of discussion during the past few months on the subject of the few stations that offered a "hard rock" outlet on a profitable basis. Whichever the reason, it is apparent that a similar softening of the market is taking place. Then again, it may just be that smaller cities cannot carry more than one outlet. The reason, it is hard to explain. Perhaps it is an effort to soften the economy in each territory where the country is under a lot of strain. The end result was the change in favor of softer-sounding music.

The same may very well happen again before 1962 is out. But one thing is certain: the end result was that the change in favor of softer-sounding music. The people who are going down in favor of the country who are touting down high listener ratings.
Just released...and as expected...a BIG HIT

Roy Orbison

DREAM BABY
(How Long Must I Dream)

B/W

THE ACTRESS 456

Monument

Big Southern hit purchased after Houston dist. sold 7000—Fantastic reaction from dist. who have heard sample.

Big Sambo

THE RAINS CAME 7003

Hottest Chart Climber and Just Starting

Ace Cannon

TUFF 2040

Hi RECORDS

Black's Best Strongest Twist Instrumental

Bill Black's Combo

TWIST-HER 2042

Hi RECORDS

Broke Baltimore & Washington—Another Great Smash Produced by Frank Guida

Jimmy Soul

TWISTIN' MATILDA 3300

S.P.Q.R. RECORDS

Leading the Parade of Hits

The Record For Everyone—Breaking Fast and Moving

The By Liners

ARCHIE'S MELODY 8631

Monument's New Stars—Sales and DJ Reaction

Curtis & Del

JUST TO BE LOVED 455

62's Greatest New Vocal Find

Skip Layne

IT'S ALL UP TO YOU 8637

A Great Artist— Twistin'

Sunny Gale

MAMA-PAPA DO THE TWIST B/W

It's A Pity To Say Goodnight 516

Stage

Just Released But Already Picked By Many Stations—Big Teen Beat

The Camerons

GUARDIAN ANGEL 8638

The Foot Stompers Are At It Again—Another Hit By

The Flares

ROCK & ROLL HEAVEN (Part 1 and 2) 2800

Samples On The Way—Fabulous Follow Up

The G-Clefs

A GIRL HAS TO KNOW 7503

The Hit Happy

London Group

Press records

Terrace records

London Records, Inc.
539 W. 35 St., New York 1, N.Y.
LIBERTY WAS RED-HOT WITH...TAKE GOOD CARE OF MY BABY, A HUNDRED POUNDS OF CLAY, RUBBER BALL, HURT, RUN TO HIM, TOWER OF STRENGTH, YOU'RE SIXTEEN, UP A LAZY RIVER, THE GREAT IMPOSTOR, THE MOUNTAIN'S HIGH, WALKIN' WITH MY ANGEL, BIG BIG WORLD, LITTLE BOY SAD, STAYIN' IN, GOD COUNTRY AND MY BABY, TRAGEDY, A TEAR, RAM-BUNK-SHUSH, SMILE, THIS TIME, HOW MANY TEARS, LOVEY DOVEY

1961

1962

LIBERTY CONTINUES RED-HOT WITH THESE SINGLES AND ALBUMS

CHIP CHIP by Gene McDaniels, #55405
SURFER'S STOMP by The Mar-Kets, #55401 (in Calif. - Union #501)
TEARS FROM AN ANGEL by Troy Shondell, #55398
LET ME CALL YOU SWEETHEART b/w SATAN NEVER SLEEPS by Timi Yuro, #55410
HOLLYWOOD TWIST b/w NICE 'N EASY by Si Zentner, #55408
TELL ME by Dick & Deedee, #55412
HANDSOME GUY by Dick Lory, #55415
LIBERTY WAS RED-HOT WITH... TAKE GOOD CARE OF MY BABY, A HUNDRED POUNDS OF CLAY, RUBBER BALL, HURT, RUN TO HIM, TOWER OF STRENGTH, YOU'RE SIXTEEN, UP A LAZY RIVER, THE GREAT IMPOSTOR, THE MOUNTAIN'S HIGH, WALKIN' WITH MY ANGEL, BIG BIG WORLD, LITTLE BOY SAD, STAYIN' IN, GOD COUNTRY AND MY BABY, TRAGEDY, A TEAR, RAM-BUNK-SHUSH, SMILE, THIS TIME, HOW MANY TEARS, LOVEY DOVEY

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**Pick of the Week**

“DON’T BREAK THE HEART" (2:45) [Francon ASCAP—Davis, Murry]

“NEVER" (2:33) [Francon ASCAP—Davis, Murry]

“THE SALTNIAN" (Imperial 5812)

(B+) “THE ORIGINAL PAPYEO" [Jon Davis, Brown, Bartholomew, Quezergue]

(B+) "DON'T LOVE ME" [Brown, Davis, Murry]

(B+) "SMART fOLD IT" (2:45) [Brown, Davis, Murry]

(B+) "THE SALTNIAN" (Imperial 5812)

**RECORD REVIEWS**

B+ very good  B good  C fair  C mediocre

only those records best suited for commercial use are reviewed by Cash Box

**Wardell & the Sultans**

(B+) “YOU CAN'T KEEP ME FROM LOVING YOU" (2:45) [Hollis BMI—Beecham, Brown, Sedco, Matusovosky] This is one of their usual good records. The Dixieland beat of Kenny Ball's recent chart leader on the same label being "Ragtime Broadway." So much solid programming.

(B) "I WENT MY WAY" (2:30) [Haswell BMI—Klein, Kendis] Easy Dixieland treatment of the durable.

**William Gonzalez** (Aagara 307)

(B+) "DON'T LEAVE ME" [Stokes BMI—Morgan, Peretti, Perrotta, Cook, Gonzalez] The Stove is heard on this Spanish-style vocal-instrumental reading, done to a slow but merengue beat. Would be novel, interesting programming in view of the original's success.

(B) "LUCER TUBER IN (Let Twist Again" (Kalos, Mann, Appel, Twister) "Twist" favorite in Spanish.

**Ernie Maresca** (Seville 117)

(B+) "SHOUT! SHOUT! Know Yourself Out" (2:11) [Bennett BMI—Marsden, Bongard, Edwards] This makes up this polished rock-rhythm + blueser. Male choral support. Could around.

(B) "CRYING LIKE A BABY" (2:58) [Bennett BMI—Marsden, Bongard, Edwards] "Put Twist" favorite. Male choral support. Could around.

(B) "ANYTIME, ANYPLACE" (2:52) [Bennett BMI—Marsden, Bongard, Edwards] "Put Twist" favorite in Spanish.

**Roosevelt Grier** (Liberty 5541)

(B+) "STIRRIN' N' TWISTIN'" (2:40) [Bennett BMI—Marsden, Bongard, Edwards] The star player for the N.Y., G.I., football team displays a sure-hand on this nifty style of this in the mood, style. He's backed by a really solid combo romp.

(B+) "THE COOL WIN" (2:45) [Bennett BMI—Grier] Feelingful blues-ballad stint for the believer. Opus is strong. Stars are included in the setting.

**Nancy Wilson & Julian Cannonball Adderly Quintet** (Capitol 4685)

(B+) "YOU WILL I MARRY" (2:44) [Rastor BMI—Grier, Grier, Anderson, Sirber] Fine meeting of jazz minds here with the stylist swinging the finest of the young to a notable sound from the popular jazz crew. Hips jacks have thefcc.

(B) "SAVE YOUR LOVE FOR ME" (2:38) [Sophistic BMI—Johnson] Expressive moody dress on the old blues success. Both tracks are from a soon-to-be-released album.

**Cash Box—February 3, 1962**
looks like a "chart" attack!

PHILIPS RECORDS RELEASES FIRST HIT SINGLES

**BEN AND BEA**

"GEE, BABY"

and

"Let The Good Times Roll"

PHILIPS 40000

New rocking duet right out of Nashville

**FRANCIS BAY**

"PARADISE"

and

"Zumba"

PHILIPS 40002

Commercial rock version of "Paradise"

**WOODY HERMAN**

"ROSE ROOM"

and

"Swing Low, Sweet Clarinet"

PHILIPS 40003

Swinging quartet Sound

From the Philips Premiere 12 Album "Swing Low, Sweet Clarinet"

PHS 500-504/PHM 200-904

**CLYDIE KING AND THE SWEET THINGS**

"THE BOYS IN MY LIFE"

and

"Promises"

PHILIPS 40001

New hot west coast singing group

Manufactured in America and Distributed by Philips Records, 35 East Wacker Drive, Chicago 1, Illinois
CASH BOX

RECORD REVIEWS

B+ very good  B good  C+ fair  C mediocre

only those records best suited for commercial use are reviewed by Cash Box

Pick of the Week

“CRY, CRY, CRY” (2:30) [Wolfpack SESAC—Scott] [January BM—Schoener, Ross, Neil]

JACK SCOTT (Capitol 4689)

Scott, who recently returned to making money territory with “Steps 1 And 2,” brings us another gem from the vault of his newest Capitol duo. One half, “Cry, Cry, Cry,” is a tearful shuffle-rocker with a fetching trombone-highlighted assist. “Grizzly Bear” is a tantalizing rock-a-cha-cha with an attention-getting novelty lyric. Strong two-sided support from the Bill orchard-chorus.

“ROOSIE, WHY DO YOU WEAR MY RING?” (2:21) [Sea-Lark BM—Schlacka, Glazer]

“WHAT DID I DO?” (2:40) [Sea-Lark BM—Dino]

KENNY DINO (Musicor 1015)

Dino’s a solid bet to come thru chart-wise with this follow-up to his “Your Ma Said You Cried In Your Sleep Last Night.” This one, dubbed “Rosie, Why Do You Wear My Ring,” is a bright, never-let-her-drop with a potent rock-a-cha-cha background. Teenagers love it. Strong coupler, “What Did I Do?” takes a fetching rock-a-cha-cha ride.

“NUT ROCKER” (1:59) [Kim Fowley BM—Fowley]

“NAUTILUS” (2:15) [Marbon BM—Booth, Davis]

B. BUMBLE & THE BEES—Reverend 166)

B. Bumble & the Stooges, who scored heavily with their “Bumble Boogie” rockin’ adaptation of “The Flight Of The Bumble Bee,” can duplicate that success here. “Nut Rocker” (introduced by Jack R. Nimble), is a sensational teen re-fitting of Tchaikovsky’s “Nutcracker Suite,” that the instrumentalists knock out with money-making glee. Fellas go underwater on the catchy cha-cha beat pairing, “Nautilus.”

“THE WRONG GIRL” (2:13) [Minit BM—Johnson]

“FATE PLANNED THIS WAY” (2:53) [Minit BM—Johnson]

WILLIE NASELSON (Minit 614)

The Showmen, who racked up a heap of dual-mart, pop-r&b sales and spins with their Minti box, “It Will Stand,” can step out even farther with this one. Side a’s tear-compelling, steady beat rock-a-cha-cha that the artists wax in showmenly manner. The crying towel coupler’s from the ballad-with-a-beat dept.

“THIRD WINDOW FROM THE RIGHT” (2:34) [Famous ASCAP—David, Bachrach]

“BABY DOLL” (2:24) [LeSacy BM—Ree, Barlow]

DEAN BARLOW (LeSacy 2001)

Barlow’s box on the LeSacy label could turn out to be his biggest side to date. It’s a heartfelt rock-a-cha-cha romance, labeled “Third Win-
dow From The Right,” that Dean puts across with telling effect. Fine chordal and string-dilled sax support headed by Joe Rene. The pretty “Baby Doll” takes a wicked bashed-out route.

“SHAME, SHAME, SHAME” (2:20) [B-Flat BM—McCracklin, Geddis]

“I'M THE ONE” (2:07) [B-Flat BM—McCracklin]

JIMMY McCracklin (Art-tone 597)

McCracklin, whose return to the charts was marked by his “Just Got To Know” session, comes thru with another strong item that could do a bang-up job in both r&b and pop markets. Side to watch is “Shame, Shame, Shame,” is lazy bluesy that Jimmy waxes down with home authority. Pairing, “I’m The One,” upps the tempo slightly to a slow shuffle pace. Also rates attention.

“QUARTER TO FOUR STOMP” (2:07) [Ponderosa, House Of Fortune BM—Todd, Paxton]

“FOOLISH ONE” (2:23)

Garpax, House Of Fortune BM—Walton, Caprizzil

THE STOMPERS (Landa 641)

Here’s another exciting entry in the ‘stomp’ sweepstakes. It’s a rouser, labeled “Quarter To Four Stomp,” that has the group shout flavor of U.S. Bonds’ “Quarter To Three.” Side’s already latching onto territorial action and could spread like wildfire. The pleasing “Foolish One” is from the best-ballad school. Jamie-Guyden handles the label.

DENNIS BELL (Imperial 5808)

“THE GIRL WHO LIVES IN THE TRIP” (2:50) [Travis BM—Fitting, Bennett] Guy’s been around, but the gal next door is THE one in this one able to “Traveling Man”—sounding affair. Bell and the Latin instar are nicely in the teen groove.

“JUICY LOOK ANYMORE” (2:10) [Post ASCAP—Tolka Ballard] Infectious medium-fast out with a folkish feel.

PAUL GALLIS (Heartbeat 5)

“BOOGIE TWIST” (2:00) [Keith ASCAP—Miller, Miller. Pansy] Good big-hand go that brightly combines elements of the 45’s sound and the current dance feel. This one redolent with North Twist-assist-
programming.

“(Sweet Sue) CHA-CHA TWIST” (2:25) [Rugiero Bernstein ASCAP—Young, Harris] A Latin idea is added to the Twist here. Groovin sax brings to mind Peres Prado dates.

PEXX BIRGITHE’S GOSSEETOWN BAND (Sonet 1178)

“TANTA ANNA” (2:30) [Dans

amos ASCAP] A German-sung polka song with solid novelty-sounding arrangement. Appropriate on polka-rides, the tuba bit is included. Might prove another polka stepper.

“TICK TOCK POLKA” (2:43) [Gaski, Martin] There’s an English link to this joyful cut.

SHIRLEY SCOTT (Prestige 210)

“HIP TWIST” (Part 1)” (2:30) [Prestige BM—Turrentine] Cool easy-go twisting’ here from the popular jazz organist and tenor saxist Stan Turrentine. Cut from an LP of the same name.

“HIP TWIST (Part 2)” (2:40) [Prestige BM—Turrentine] More of the same.

CHUCK CLARK (Scheraton 101)

“BRING BACK YOUR LOVe” (2:37) [Pub BM—Miller, Rene] “La Dene Mobile,” the familiar title from the old golden age, has been turned into a Twistin’ teen tune. Singer Clark and his full orb backing sound with a nativity for feeling.


LEW JAMES/KRIS ARDEN (Fledge 600)

“MESCALERO” (2:18) [McGinty ASCAP—Brewer] This infections novelty tale of a renegade has a “Raj Liga”—tom tomb beat flavor. A chorus backs Lew James on this end of the pairing.

“THE STRANGER” (2:47) [Mcginty ASCAP — Winkel-
man] On the lower half Kris Arden graces the chorus-branch vocal spotline as she cruises over a tawdry beat-
ballad romancer.

JOHN LESLIE (ABC-Paramount 10293)

“FORTUNE TELLER” (2:14) [Gil BM—Lewis] Worthy teen tune, previously cut, is nicely done by the songster against a good sounding rock-a-cha-cha string orch ar-
ablement, striking above stilt in地方. Can get same.

“SERVES ME RIGHT” (2:40) [Southside BM—Corso] Moody beat musings by Leslie.

THE CREEW-CUTS (Waltz 507)

“TWISTIN ALL AROUND THE WORLD” (2:20) [Wan-

nassa BM—Allen, Merrill] Vet rock songsters enter the twist scene with a pro temp, which includes able sock sounds from the orchard-chorus. Relist-able twist merchandise.

“ELECTRIC CHAIR” (2:54) [Wanna BM—Allen, Mer-
rell] Do, about a man who is about to be electrocuted.

EDDIE “BLUES MAN” KIRKLAND (Tru-Sound 469)

“SOMETHING’S GONE” (2:13) [Intraco] Kirkland’s soulful wailing on this middle beat bluesner comes across with telling effect. Side’s loaded with r&b sales potential and could be a big one in the market.

“TRAIN DONE GONE” (2:30) [Prestige BM—Kir-
lank] This one, the LP’s best side, plays the artist’s first rate belt-the-
blues poem. Label’s the Prestige affiliate.

CLEANOFF (Mercury 79195)

“MILLIONAIRE’S H O E D O W N” (2:09) [Doratex

ASCAP—Cleanoff, Robinson, Giovanni


“HARLEM NOCTURNE” (3:50) [Shapiro—Bernat-
ASCAP—Hagen] Same LP is the source of the LP, organ-included painting of the standby.

ROCKY ALAN (Future 101)

“CAN IT BE I’M A FOOL” (2:23) [Merna BM—Stirling, Ken-ten] This one is amenable with good teen sense by the songster, who receives a generally strik-
ing, semi-dramatic percussion-tie sound from the orch-chorus. Diskery is based in N.Y.

“YOU CAN DECIDE” (2:20) [Merna BM—Tenklin] After an easy start, sound goes rhythmic.

KENNY COLMAN & THE LAMB

SISTERS (20th Fox 235)

“DOWN SOUTH” (2:10) [Consolidated ASCAP—Lara

Sistemas, Warner] The Late Sisters sound with a brisk blend on a folkish blues ser,
ding a rock-a-string rhythm sound-
backs up.

“HEART DIVIDED” (2:35) [Dorsey ASCAP—Stav-
Kahn] Singer Kenny Colman joins the girls in this upbeat performance of a sing-along-type tune.

Cash Box—February 3, 1962

Pick of the Week

Newcomers

In an effort to call B.I. attention to Pick month by “Newcomers,” artists never before as the Top 300, the editorial staff of Cash Box will list such records under this special heading.

“QUARTER TO FOUR STOMP” (2:07) [Ponderosa, House Of Fortune BM—Todd, Paxton]

“FOOLISH ONE” (2:23)

Garpax, House Of Fortune BM—Walton, Caprizzil

THE STOMPERS (Landa 641)

Here’s another exciting entry in the ‘stomp’ sweepstakes. It’s a rouser, labeled “Quarter To Four Stomp,” that has the group shout flavor of U.S. Bonds’ “Quarter To Three.” Side’s already latching onto territorial action and could spread like wildfire. The pleasing “Foolish One” is from the best-ballad school. Jamie-Guyden handles the label.
her name is CONNIE FRANCIS

her occupation is HIT MAKER!

her newest smash is DON'T BREAK THE HEART
c/w DROP IT, JOE

K13059

her hits are exclusively on MGM RECORDS

Available in colorful illustrated sleeve
The Great Sounds Of '62 Are On MGM Records!
JOHNNY MATHIS (Columbia 42901)
(B+) "SWEET THURSDAY" (2:28) [Elm Drive ASCAP]—Webster, Leiber, Stoller. Songster's soft, relaxed vocal and ballad-worthy acoustic guitar warble on a very pleasing ca. of love-found. Legit full folk backing has an amiable light-beat touch. Could develop into a click.

(B+) "ONE LOOK" (2:52) [Elm Drive ASCAP]—Hamilton More strong romanticking from the star.

THE RONDELS (Ampal 439)
(B+) "CALDONIA" (1:53) [Cheer-ful]—Dean, Shanks. The Rondeles' back in with this terrific instrumental (with some vocal) interjectional revision of the oldie. Solid driver that could bust wide open. Keep close tabs on it.

(R+) "110 LBS. OF DRUMS" (1:53) [Republic BMG—Petze, Collins, Pizz. Petze]—Also keep a close watch on this hard-rock stinker. It too is loaded with chart potential.

RAY McCOY (Teen Time 1002)
(B+) "TO THE GREATEST MIRACLE OF ALL" (2:41) [Selig—Baron]—Songster sings a very touching tribute to the late Buddy Holly. Chart romanticism with a string-entered folk-rock chorus setting. A narrative section is included. Label headquarters in Hollywood.

(R+) "LONELY NIGHTS IN LONDON" (2:34) [Selig—Baron]—Semiblunt picture from the performer.

TOMMY RIDGELY (Atlantic 2316)
(H+) "JAM UP TWIST" (2:43) [Progressive BMG—Ridgely]—Though first-fretted rhythm guitar, label eighty years ago, the combo carries the twist beat with remarkable modern-day twist exultation. A workout that will give the twisters a happy time of it. Track is included in an LP—The Greatest Twist Hits."

(R+) "I WISH I HAD NEVER" (2:45) [Progressive BMG—DeVore, Ridgely]—Vonist is spotlighted in this light-beat blues romantic.

PHIL FOSTER (Keynote 5652)
(H+) "SHUCKLE TWIST" (2:15) [Cross BMG—Foster]—The popular comic belts whacky lyrics against a colorful twirler setting. Good for the party, runs short.

(C+) "VELVEL" (2:07) [Cris Cross BMG—Foster]—Novely swinger is "Bill Bailey," done partly in Yiddish.

JACKIE GLEASON (Capitol 4704)
(B+) "APOLOGY AT BEDTIME" (4:12) [Gleason-Miller—Lenard]—This is an edited-down version of a message-laden plea from the label to Jimmie Dean's "To A Sleeping Boyfriend. It's your cue for two-timing backwoods, wasteful words and performance.

(C+) "MELANCHOLY SERENADE" (3:15) [Song Smith—Gleason]—Gleason's theme song gets a full our rocking.

GUS JENKINS (Pioneer International 1006)
(B+) "I'M FEELING MADE" (2:40) [Orque BMG & Jenkins]—Songster, who has a good R&B-pop following, convincingly groups up some rather pretty bluesier against some interesting comments, especially from a guitar, in the backdrop. Distinctive blue deck. Label is based in Los Angeles.

(R+) "VINE ST. SHUFFLE" (2:20) [Orque BMG & Jenkins]—Shuffer on a jazzy theme.

JAY DARROW (Original Sound 19)
(C+) "THE BALLAD OF A TEEN-AGE PRAYER" (2:41) [Anna belle & Moonlight BMG—Darrow]—Quick-beat rock-a-cha sound backs the songster's teen-beat essay.

(R+) "TEN CENTS A LICK" (1:42) [Anna belle BMG—Darrow]—So-so session for the twisters.

MARK WAYNE (Warner Bros. 5260)
(B) "SEE-SAW" (2:25) [Art BMG—Davis, Prall]—Old teen hit is revived with two teen spirts. Swingin' organ is part of the good-sounding backdrop proceedings.

(R+) "TELL ME IT'S A LIE" (2:44) [RCA BMG—Alford]—Semi-dramatic teen picture from the vocalist.

LEE HAZLEWOOD (Smash 1784)
(B+) "DELLA" (2:48) [Gremork—Hazlewood]—Hazlewood, the teen disk producer, steps into the teen market with a detailed display of a haunting folkish about love-lost. Effective rock-a-string & chorus backing.

(R+) "DON'T CRY (No More)" (2:54) [Longhorn BMG—Curtis]—Laundromat is a deep down rock inst. performance by Hazlewood.

THE DEVCONS (Lotus 992)
(B) "BATTLE HYMN" (1:39) [Reel-Tom-Pol BMG—Art Apel]—Familiar item, currently hitting as "Battle" via a Duane Eddy dinkin', is relayed in wild, guitar & sax led rock terms. Gunshots and vocal shouts are included. Label is distributed by FTP Records.

(B+) "BRAND X" (1:35) [Reel-Tom-Pol BMG—DeVore]—A Teaching rock instrumentals, guitar spotting all the way.

PAUL SENNE (Drake 732)
(B) "LET'S GO HAPPY" (2:24) [Haw BMG—Senne] Swingin' organ heads & piano, listenin' band outing. It's also twistable. Preliminary.

(R+) "BULL DOG TAIL TWIST" (2:44) [Haw BMG—Senne] Organ again swings in another sparkling showing.

DORR ALCRUT (RCA Victor 7988)
(B+) "WON'T YOU BE MY VALENTINE" (2:35) [Sharolyn BMG—Alcruit, D'Amico]—A mellow, pleasingly multi-tracked on the wistful item, which receives an inviting rock-set backdrop, should be handy for Valentine's Day programers.

(R+) "LITTLE LOST LOVER" (2:57) [Nasta BMG—Stanny]—Brighter stuff for the kids here.

TERRI STEVENS (RCA Victor 4986)
(B+) "UNSUSPECTING HEART" (2:37) [Tee Prep ASCAP—Beal, Shanks, James] Odle is preserved with a pleasant light-beat, bouncy beat by the lark and combo.

(T+) "THE BOY NEXT DOOR" (2:32) [Carr, White, Blain, Martin]—Kid with the lights on.

BOBBY HELMS (Decca 31356)
(B+) "ONE DEEP LOVE" (2:00) [Sure Five BMG—Ripley] Country-pop artist heads a cheerful two-market outing on a catchy ditty about a guy who wonders what happened to the "one deep love" between he and his gal. Bright rock-string & chorus setting. Could move.

(T+) "ONCE IN A LIFETIME" (2:29) [Van Zetti]—Strings add a pop touch to this tender ballad track.

LANNY DUNCAN (Candix 328)
(B) "DON'T BE AFRAID TO CRY" (2:06) [Giant BMG—Duncan]—Interesting rhythm accompaniment for the songster's upbeat handling of a distinctive item.

(R+) "THANK YOU FOR YOUR LOVE" (2:17) [Giant BMG—Duncan]—Interesting rhythm accompaniment for the songster's upbeat handling of a distinctive item.
and now...
the next #1 single by

JOEY DEE
AND THE STARLITERS
JUST RELEASED

HEY, LET'S TWIST / ROLY POLY
R 4408

FROM THE ORIGINAL SOUND TRACK ALBUM
HEY, LET'S TWIST

THE TOP SELLING ALBUM IN THE COUNTRY
DOIN' THE TWIST

DOIN' THE TWIST
RECORDED LIVE AT THE PEPPERMINT LOUNGE
JOEY DEE AND HIS STARLITERS

ROULETTE
THE CRENSHAWS
(Warner Bros. 3524)

B+) "MOONLIGHT IN VERMONT" (2:08) [Michael H. Gordon ASCAP—Blackburn, Squires]
A completely whacky, where-the-melody-R&B-styled romp for the audience that could give the song a big Top 100 berth. Zany teen-market stuff one has to keep close tabs on.

B+) "HE'S GOT THE WHOLE WORLD IN HIS HANDS" (1:58) [Granite ASCAP—Adapt, (B) Gramm]. The spiritual's melody fares somewhat better in this infectious cut.

THE LEGENDS (Caldwell 410)

B+ "JUNGLE LULLABY" (2:25) [Lowery BMI — Chasen, rower] "Kumbaya," the familiar folk tune, gets a solid survey from the songwriters, who are backed by a n calypso arrangement from the combo. The Legends (Capitol) are making some noise with an original version of the tune. The Legends can also have action. Jimmy handles the label.

B) "GO AWAY WITH ME"/"WILL YOU PROMISE ME" (2:30 and 3:04) [Moral—Harlan & Horst]. Make a side performance of a ballad with a fairly jolty sound.

THE BARSTORMERS
(Capitol 4082)

B+) "BUG STOMPIN'" (Stomp that Reach)" (2:06) [M.L. BMI—Lark, Vernet]. The teen-dance step, rising-increasing in popularity among kids, is done with original-sounding arrangements by musicians who include a trumpeter in the set-up. Wild local shouts are included. Item could be more active.

B+) "THE BIG STOMP!" (2:30) [Beecrood BMI — Haskell, Connot]. More stompin' with a deft hand.

REDDY HOUSTON (Captain 692)

B+) "WILLING TO TRY" (2:26) [Sylvia BMI—Elgin, Yorey] The Spector label's new affiliate has a heart-warming teen date from song- writer Houston, who is backed by a likable Dixieland combo-church sound, including a swell organ. With enough exposure, this track could click big.

B+) "EVERYBODY'S GOT A RIGHT TO CHANGE THEIR TUNES" (2:24) [Sylvia BMI—Elgin, Rogers, Gardner].

LARRY CROSBY (Griegmark 11)

B+) "THAT'S ALRIGHT BABY" (2:04) [Griegmark—Tex BMI—Spector]. Lively rockin' opus with a solid beat. The group has the chart goods. Could get Crosby a Top 100 potential.

B+) "WHO" (2:18) [Aldon BMI—Neil, Kefer]. This stringing ball-stall display, somewhat ar- ranged as "The Duke of Earl" smash could also be eyed closely. Tune is not the standard.

RICHARD HAYMAN
(Mercy 71290)

B+) "SHORT NINN BREAD TWIST" (1:45) [Emarcy ASCAP—Hilmar, Kanner, Mitchell]. Good the popular harmonica player-maestro hops on the "Twist" bandwagon with a neat treatment of the familiar tune, including a section devoted to "Little Brown Jug"—right-styled "Twistin'."

B+) "PAKISTAN" (1:47) [Gom- man ASCAP — Hayman]. Rockin' with an exotic flavoring.

VIVIANE GREENE
(Finer Arts 105)

B+) "THANKS FOR THE豐" (2:30) [Commodore BMI— Bernstein, Greene]. Thruah is blueness of the Communist Party has a good, moody approach. Can come up with some air.

B+) "YOU'RE NOBODY TILL SOMEbody LOVES YOU" (2:30) [Southern, ASCAP—Morgan, Stock, Cavanaugh] Legit light-swing-in look at the sturdy.

RICK LANCELOT (Turbon 1)

B+) "HI-TALK SONG" (1:50) [BMI]. Nancibene bumper rocker in which hip words are heard. Male chorus adds to the performance. Label is based in London.

B+) "HOMESTEAD BOY" (1:58) [Baha BMI—Scott, Stuart]. Folksy lish.

NICK PERITO ORCH.
(United Artists 416)

B+) "THE HAPPY THEIVES THEME" (2:08) [Unart BMI —Nascibene] Catchy theme is done by a whizzer and saxophone sax against a snappy sound from the full ork. Cute instrumental sound.

B+) "EVE'S THEME" (2:30) [BMI]. Nascibene. Listenable easy Latinish touch for another item from the flock.

JERRY NAYLOR (Skyla 1125)

B+) "I'M TIRED" (2:40) [American BMI — Jackson, Campbell]. Exciting Latinish guitar and vocals and his ork-church backdrop. Tale of a folk who's tired of his gal's romance talk.

B+) "JUDE MALONE" (2:57) [American BMI — Capelhart]. Pretty folksy ballad is understandingly essayed by Naylor.

GINO MESCOLI ORCH.
(Venus 1864)

B+) "SPLENDIDA" (2:23) [Italian—American ASCAP—De Martino]. Lovely tune is sensitively injected by the legt Italian on a Mule and keyboard are spotlighted. Here's one without compelling.

B+) "AMOR" (2:15) [Ariston — Lojacea]. Lively Latinish on another lovely tune cut, with English lyrics, by Eloy Gomez.

JIMMY KNIGHT (Top Rock 7088)

B+) "FLYIN' HIGH" [Ethel Bert ASCAP—Knight, Wells, Hilt- ton] Some soft-beat guitar bits are included in this catchy sunny shuffle favorite. The group has a good, moody approach. Can come up with some air.

B) "FLYIN' HIGH" [Ethel Bert ASCAP—Knight, Wells, Hilt- ton] Hot sax is spotlighted on this arrangement of the number.

MAC CURTIS (Dot 16315)

B+) "DANCE HUST LE MI (One More Time)" (2:31) [LeBill BMI — Wolf]. Fine countryish plaintive tune with both vocal and rock-church arrangements. Vehicle is strong stuff. Might develop into something.

B) "YOU'RE THE ONE" (2:30) [LeBill & Hill & Range BMI—Orrell]. Bobbie-Flute swings in the setting.

CURLEY & THE JABES
(Reprise 2046)

B+) "STICKY STICK" [Skeets BMI—Curley]. Here's a potent blend of guitar-persuation and action for the teen-best crowd. Quite a rock workout.

B) "BULLFIGHTER" [Skeets BMI—Curley]. Only slightly less of a romp sound from the instrumentalists.

THE METALLICS (Baronet 2)

B+) "NEED YOUR LOVE" (2:20) [BMG—Hill, Gee]. Distinctive blues-oriented blend by the Metallics. Could be a feeling rock-romantic. Might make nice with sufficient exposure.

B) "THE TWIST IS TOO TOO" (2:31) [Hill & Teresa BMI—Wright, McGee] Bouncy novelty session.

THE NATIONALS (Fito 108)

B+) "ANCHORS AWEIGH" (1:55) [Robinson ASCAP—Miles, Zimmerman]. The familiar service song gets dressed-up in a bright, rock-inclined band arrangement. Good fun. Has a place on spe- cially joking-box sections.

B) "HALLS OF MONTZUMA" (The Minnie Hymn) (1:50) [Robious BMI—Adapt, Dowley, McGee]. Recruit for another service song favorite. Label is based in Hollywood.

THE THUNDERBIRDS
(United Southern Artists 115)

B+) "END OVER END" (2:21) [Silver BMI—Hoffman, Heffron, Garrett]. Guitars a spotlight in sound-with-swing fashion in this steady-beat bouncer by the murrain. Percussion bits are simple, but effec-
tive. Session is twosome BMI—Evans, Nader]. Less success on a possible beat ballad.

Cash Box—February 3, 1962
DAMITA JO

I BUILT MY WORLD AROUND A DREAM

MERCURY 71929

B/W "I DIDN'T KNOW I WAS CRYING"

Mercury RECORDS
NEW YORK:

Waxman celec. galore made the Cash box scene during the past week. Among those who dropped by were: Monument's smash-maker Roy Orbison, Capitol's Dusty Springfield, etc. Carry on, Mike, as was tagged "Dream Baby" and "The Actress," accompanied by his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his trio, his tri...
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Thanks to the Writers, ASCAP and Bee.M.I.

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Bandit Of My Dreams
Love My Life
Blue Water Line
I'm Counting on You
Candy Man
Fly By Night
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Rubber Ball
Utopia
Hello Mary Lou
Your Ma Said You Cried in Your Sleep Last Night

The Crests
And great records by

ABBY STEINBERG
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... AND FOR A SHORT SPELL, COUSIN, THAT'S A WHOLE MESS O' BUZZIN'

1650 Broadway, Sweet 1008, New York 19, N. Y. (JU 2-8810)

Box—February 3, 1962
Bell Music Publishing Co. of Australia has asked for the rights to distribute the song "You Betcha," which was written by the Australian market. George Gershwin recording his score for the U.S. picture, "Touch Of Mink," using an 8 by 5 piece orchestra, Tex Beneke, Ray Eberle & The Modernaires with Paula Kelly, currently appearing at the Hotel Sahara, Las Vegas. Ann Parry Alberghetti's latest MGM album "Love Makes The World Go Round," produced by Howard Scott, features Jimmy McHugh's, "It's A Most Unusual Day" and "Where Are You?"

Kim Pecky independent producer, currently hot with the original "Nut and Columbia album under the direction of John Hammond. Manager Joe Belaney accounted for the town. Louis Bellson recorded the "Evil Alligator At The Summit for Roulette Records last year.

HERE AND THERE:

PHILADELPHIA — The buzz from Maulin's Buzz Curtis concerns Little Jr., Parker's "Annie Get Your Yo-Yo" (BuKe), "Baby Don't Say Goodbye Again" (Gowen), Jimmy Reed's "Aw Shucks" (VJ), the Jolly Jay, "Is There A Girl (Who Can Tame A Cow)" and the "Cookin' With The Miracles" by Tama LP. Richard Simms says Ben Johnson, excited with Faye Simms.

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Larry Finnigan

Old Town 1113

A Hit For Billy!

"ALL I WANT TO DO IS CRY"
&
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Old Town 1114

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Arthur Prysock
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1962
A SENSATIONAL RELEASE

"MOMENTS TO REMEMBER"

UNITED ARTISTS UA 425

JOYCE DAVIS

UNITED ARTISTS RECORDS, INC. 729 SEVENTH AVE., NEW YORK, 19. NEW YORK.

The proudest name in entertainment.

UNITED ARTISTS RECORDS, INC. 729 SEVENTH AVE., NEW YORK, 19. NEW YORK.
A 1961 automobile accident almost ended the career, and life, of Patsy Cline, who had been riding high with "I Fall To Pieces" at the time of the crash. Her recovery however, was as successful as her big hit follow-up, "Crazy." Presently, she's pulling coins with her dual-market biggie of "She's Got You."

Patsy's emergence into the limelight began back in January of '57 when she sang a tune on the Arthur Godfrey "Talent Scout" CBS-TV show. Not only was she a winner but so was her Decca recording of the tune she sang, "Walking After Midnight."

Patsy is a native of Winchester, Va., where she was born on September 5, 1932, and named Virginia Patterson Hensley. When she was eight she received a piano and she developed her proficiency in singing as she accompanied herself on the keyboard.

Soon thereafter, Patsy had the "big break" that has led her successfuly along the road to stardom. Wally Fowler, of Grand Ole Opry fame, was appearing at the Palace Theatre in Winchester. Patsy managed to audition for him, and Fowler was so impressed that he persuaded her parents to let her try her luck in Nashville. A Decca contract followed, after a short stay with Coral, and she was on her way.

WIP-Philadelphia's "Dawn Patrol" as many that Patsy Cline was recently added to the star-studded line-up of a Saturday night Jerry Doctor Birthday of the Flamingos from Las Vegas. A show which was launched as a benefit for the YMCA Philadelphia and Kiwanis Club of the Greater Philadelphia Area has been recently added to Jim surrounded during Reynolds' six-hour radiothon. Admission to the show will be $3 and will be a contribution of $25 per person.

The Board of Directors of the Y.M.C.A. of Greater Philadelphia and "Truthful" Wallicher's Public Service Award for Art wound up the gala with a presentation of the triangle design representing the spirit, mind and body. Presented at the event was the "For Outstanding Public Service to the Community" Public Service Award to the WIP-Philadelphia station. The award was presented to those radio stations in the Philadelphia area that have given the most generous of their time to further the cause of the Young Men's Christian Association.

Two huge conveyor belts lined with Minnesota Mining adhesive tape greeted the guests at the entry to the dining room. The conveyor belts were designed so that the adhesive was dispensed onto the tape in the same way the adhesive is dispensed onto the tape in the same way the conveyor belt is dispensed. The conveyor belt was designed so that the adhesive is dispensed onto the tape in the same way the conveyor belt is dispensed. The conveyor belt was designed so that the adhesive is dispensed onto the tape in the same way the conveyor belt is dispensed. The conveyor belt was designed so that the adhesive is dispensed onto the tape in the same way the conveyor belt is dispensed. The conveyor belt was designed so that the adhesive is dispensed onto the tape in the same way the conveyor belt is dispensed. The conveyor belt was designed so that the adhesive is dispensed onto the tape in the same way the conveyor belt is dispensed. The conveyor belt was designed so that the adhesive is dispensed onto the tape in the same way the conveyor belt is dispensed. The conveyor belt was designed so that the adhesive is dispensed onto the tape in the same way the conveyor belt is dispensed. The conveyor belt was designed so that the adhesive is dispensed onto the tape in the same way the conveyor belt is dispensed. The conveyor belt was designed so that the adhesive is dispensed onto the tape in the same way the conveyor belt is dispensed. The conveyor belt was designed so that the adhesive is dispensed onto the tape in the same way the conveyor belt is dispensed. The conveyor belt was designed so that the adhesive is dispensed onto the tape in the same way the conveyor belt is dispensed. The conveyor belt was designed so that the adhesive is dispensed onto the tape in the same way the conveyor belt is dispensed. The conveyor belt was designed so that the adhesive is dispensed onto the tape in the same way the conveyor belt is dispensed. The conveyor belt was designed so that the adhesive is dispensed onto the tape in the same way the conveyor belt is dispensed. The conveyor belt was designed so that the adhesive is dispensed onto the tape in the same way the conveyor belt is dispensed. The conveyor belt was designed so that the adhesive is dispensed onto the tape in the same way the conveyor belt is dispensed. The conveyor belt was designed so that the adhesive is dispensed onto the tape in the same way the conveyor belt is dispensed. The conveyor belt was designed so that the adhesive is dispensed onto the tape in the same way the conveyor belt is dispensed. The conveyor belt was designed so that the adhesive is dispensed onto the tape in the same way the conveyor belt is dispensed. The conveyor belt was designed so that the adhesive is dispensed onto the tape in the same way the conveyor belt is dispensed. The conveyor belt was designed so that the adhesive is dispensed onto the tape in the same way the conveyor belt is dispensed. The conveyor belt was designed so that the adhesive is dispensed onto the tape in the same way the conveyor belt is dispensed. The conveyor belt was designed so that the adhesive is dispensed onto the tape in the same way the conveyor belt is dispensed. The conveyor belt was designed so that the adhesive is dispensed onto the tape in the same way the conveyor belt is dispensed. The conveyor belt was designed so that the adhesive is dispensed onto the tape in the same way the conveyor belt is dispensed. The conveyor belt was designed so that the adhesive is dispensed onto the tape in the same way the conveyor belt is dispensed. The conveyor belt was designed so that the adhesive is dispensed onto the tape in the same way the conveyor belt is dispensed. The conveyor belt was designed so that the adhesive is dispensed onto the tape in the same way the conveyor belt is dispensed. The conveyor belt was designed so that the adhesive is dispensed onto the tape in the same way the conveyor belt is dispensed. The conveyor belt was designed so that the adhesive is dispensed onto the tape in the same way the conveyor belt is dispensed. The conveyor belt was designed so that the adhesive is dispensed onto the tape in the same way the conveyor belt is dispensed. The conveyor belt was designed so that the adhesive is dispensed onto the tap...
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<td>THE SLIGHTLY FABULOUS LIKELIETERS</td>
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<td>Bobby Vee (Liberty LSP 3211; LST 7211)</td>
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**POPULAR PICKS OF THE WEEK**

**"PERSUASIVE PERCUSSION VOLUME 4"**—Enoch Light—Command RS 330 SD

Enoch Light and the Command All Stars come through with the fourth edition of swinging sounds in their highly-successful persuasive percussion series. Orkster has chosen an excellent group of oldies for this entry. The band shines as they play "Oh Lady Be Good," "I May Be Wrong," and "My Blue Heaven." Disk should score heavily in the coin department.

**"CRYING"**—Roy Orbison—Monument SM 11007

Roy Orbison tags this second LP outing after the biggie. Chances are treatment coupled with a firm understanding of melodic variations makes for top-notch listening pleasure. Highlights of the album are "The Great Pretender," "Lana," and "Running Scared." The multi-talented Orbison penned most of the tunes here himself. Disk looks as sure-fire chart item.

**"MARIA"**—Roger Williams—Kapp KL 1286

Roger Williams takes the name of this new Kapp outing from his current hit single, and it looks like this LP will be a similar success. The pianist has assembled a varied collection of oldies and pop items for his unique brand of virtuosity. In addition to the title tune he delivers top-drawer versions of "Moon River," "Shalom," and "The Way You Look Tonight." LP seems a natural for the charts.

**"STANDING ROOM ONLY!"**—Highwaymen—United Artists UA 618

The Highwaymen come on strong for their second LP effort from United Artists. The group's infectious good spirits lend an extra plus to the tunes they render. Session includes their current hit of "Cotton Fields" and "The Gypsy Rover" plus ten other fast-paced and ballad folk-pop tunes that have earned them many previous laurels. Disk should attract a legion of buyers.

**"BREAKIN' IT UP ON BROADWAY"**—Dukes Of Dixieland—Columbia CL 1728

For their first Columbia LP the Dukes Of Dixieland unleash their amazing talents on six tunes taken from the past four decades of Broadway musicals. The boys sales-laden sounds dish the "Runnin' Wild," "Lady Be Good," and "If I Were A Bell" with verve and polish. This swingin' session should score with both pop and jazz buffs.

**"CAMPUS ENCORE"**—Four Preps—Capitol ST 1647

The Four Preps breeze through a group of pop items on this follow-up to their "The Four Preps On Campus" album. This time there's more of the same good humor that makes fun at their contemporaries. One bit, "The Big Draft Medley," has the boys imitating a number of other singing groups including the Platters and the Highwaymen. The boys turn serious for fine renditions of "Moon River" and "Lilac Haze." There's enough laughs and good music here to make this LP a chart-contender.

**"THE JUDY GARLAND STORY VOLUME 2"**—MGM E1003F

Judy Garland fans should delight in this second package of tunes taken from the sound tracks of her motion picture ventures. LP spans twenty-two years starting with "The Honeymooners" and "We Love You." In 1938 to "You Can't Get A Man With A Gun" from Annie Get Your Gun in 1950. The latter selection was pulled from the flick, as was Judy, and this is the only side ever cut. Disk includes Lark's heart-warming rendition of "Over The Rainbow." LP seems destined for chartdom.

**"HER NAME IS ERMA FRANKLIN"**—Epic LN 3841

Erma Franklin offers proof of her vocal artistry in this initial LP effort from Epic. Starting things off with her current pop chart-riser of "Hello Again" the artist launches into eleven other tunes with the assurance of a long-successful pro. Lark's rich, full-bodied voice carries well in good stead as she delivers "The Man I Love," "It's Over," and "Saving My Love For You." Disk should score with all Franklin fans.

**"HERE'S TO LOVE"**—Tony Morell—MGM SE 4000

Newcomer Tony Morell demonstrates a professional approach. This initial LP outing for MGM. With the exception of the title song, the songster reads a collection of time proven sturries. Proof positive of his talents are the Morell renditions of "My Foolish Heart," "These Foolish Things," and "Laura." Chansions pleasing and powerful style marks him as a significant new vocalist.

**"STRINGS AFIRE"**—Clebanoff—Mercury PPS 6019

Clebanoff and his orch produce an ebullient, effervescent blend of memorable sounds on the Perfect Presence Sound series entry from Mercury. On hand for the session is Shirley Mann's artistic drumming is added plus. The one moves into such items as "Nigrita," "Bobaled," and "Blue Mountain" with dexterity and authority. Top-rung listening throughout this magnificently-recorded disk.

**"EDDIE HEYWOOD PLAYS THE GREATEST"**—Liberty—LST 7210

Eddie Heywood has long been regarded as one of the top pop-jazz stars around today. This session finds the pianist trying his hand at some of the most well known songs of recent years. As always, the keyboard sparkles as Heywood takes off on his interpretations of "Ebbtide," "Love Is A Many Splendored Thing," and "Autumn Leaves." Disk is sure to make some noise for the pianist.

**"CUGAT PLAYS CONTINENTAL HITS"**—Xavier Cugat—Mercury PPS 6021

Xavier Cugat and his band lend their distinctive Latin style to a fine collection of superbly-arranged international hits on this geared-for-dancing LP from Mercury. The Cugat touch of building firm melodies on solid rhythm backbones is evidenced as the band reads "Volares," "Never On Sunday," and "The Poor People Of Paris." Orkster never distorts the original themes but injects his own Latin style into all the tunes that he renders. Cugat fans should come out in droves for this disk.

**"INSTRUMENTAL SOUNDS OF THE OLDESTS VOLUME 3"**—Admirals—Valmor LP 90

Valmor has come up with an attractive package of r&b oldies professionally read by new group called the Admirals. LP is out to get some of the same good humor that makes fun at their contemporaries. One bit, "The Big Draft Medley," has the boys imitating a number of other singing groups including the Platters and the Highwaymen. The boys turn serious for fine renditions of "Moon River" and "Lilac Haze." There's enough laughs and good music here to make this LP a chart-contender.

**"THIS HEART OF MINE"**—Carol Lawrence—Chorae A+

The vocal accomplishments of Carol Lawrence are beautifully showcased in this album of rhythm numbers and ballads. Lark's versatility is demonstrated as she delivers a fast-moving "I Get Along Without You Very Well" with the same sensitive touch and power as she renders a moving "Tell Me Lies." Harry Betts and Dick Hazard have provided some excellent arrangements for the Lawrence vocal charm. LP should create a lot of excitement.
THE GREAT SOUNDS OF '62 ARE ON MGM RECORDS

NEW! NEW! NEW! NEW! NEW! NEW! NEW!

THE JUDY GARLAND STORY Vol. 2, The Hollywood Years E-4005 The Greatest Garland in soundtrack performances from her biggest MGM musicals!

A COLLECTION OF MILLION SELLERS 20 ALL-TIME HITS FOR THE ENTIRE FAMILY E-7 A special two record set of hits by Debbie Reynolds, Hank Williams, others!

LET'S DO THE TWIST FOR ADULTS E-SE 3997 Danny Davis and The Titans play the freshest album of Twist tunes yet!

ON STAGE E-SE 3999 Hank Williams recorded during actual performance in a set to enjoy and treasure!

LOVE MAKES THE WORLD GO ROUND E-SE 4001 Lovely Anna Maria Alberghetti sings love songs, blue songs, great songs!

HERE'S TO LOVE E/SE 4000 The debut of a thrilling new voice ... Tony Morell means romance!

GUITARS OF PASSION E/SE 3975 The incomparable Sabicas in an all-new program of passionate guitar music!

YOURS E/SE 3987 World favorite Vera Lynn in an album of warm and wonderful love songs!

And, for the first time ... a new label CHOREO Records presents THIS HEART OF MINE A/AS-2 A brilliant song program by lovely star Carol Lawrence!
“MY KIND OF MUSIC” — Mel Tormé—Verve V 8410

Kicking off with a swingin’ uptempo version of “You And The Night And The Music,” Mel Tormé renders five of his own compositions and six Arthur Schwartz-penned numbers as he takes the vocal lead in this album. As always, Tormé is in superlative voice as he goes through the verses of all songs, creating an atmosphere of listening enjoyment. Disk should score with all Tormé fans.

“DEUCES WILD” — Frankie Laine—Columbia CL 1696

Frankie Laine, utilizing the services of Doc Severinsen and his band, takes an original approach to the songs of his repertoire. Laine, with a warm, authoritative voice, puts across his interpretations with a feeling of enthusiasm. The results are impressive, and Frankie's fans will welcome this album with open mouths.

“HIGH SOCIETY TWIST” — Carl Stevens—Mercury SR 69964

Arranged and conducted by Chuck Gage, this album features Carl Stevens doing a bag of stuffs tastefully orchestrated on “Twist” on this Mercury outing. There's enough here for plenty of dancing enjoyment with each fast-moving item and the spacious sides included. Although the album is geared for the society set, teens should get kicks as the band reads “Lazy River,” “Harbor Lights,” and “Margie.” First-rate twist set.

“BROADWAY’S GIRL” — Julie Andrews—Columbia CL 1712

The perfectly-accented tunes of Julie Andrews take off on a musical trip of Broadway on this excellent Columbia package. Thrusby's typically legt voice is in superb form as she renders “Looking For A Girl,” “I Feel Pretty,” and “How Are Things In Glocca Morra?” Kudos go to Henri Rene who provides enjoyable and orchestral backing for the Andrews talents. LP should be welcome to the lark's many admirers.

“HITLER’S INFERNO VOLUME 2: MARCHES, SONGS, SPEECHES NAZI GERMANY—W.W. II” — Audio Masterpiece ML 3450

Here's a wax portrait of Nazi Germany that utilizes some of the songs and speeches of period plus an authoritative commentary in English by Albert Grobe. All the terror of pre-war Germany is captured on this meticulously-recorded disk. With the current publication of a number of books about the time, this disk should provide an excellent record of Nazi activities for historians and the general public alike.

“10 FAVORITE IRISH MELODIES” — Patrick Joyce—Request RLP 10650

Patrick Joyce and the Dublin Concert Orchestra dish up a pleasant, listenable bit of Killarney in this offering from Request. The orch turns in an excellent job as they render these Irish tunes as “Cockles And Mussels,” “I Know Where I'm Goin’,” and “Come Back To Erin.” Package contains enough enjoyment to bring out devotees of Gaelic music in full force.

“JOSH WHITE AT TOWN HALL” — Mercury MG 20673

Josh White still needs the necessary ingredients to put a song across to any audience. This album, taken from a Town Hall concert he gave last year, displays the rich White in top-notch Quincy Jones arrangements. Josh is teamed up with his son Josh Jr. and his daughter Beverly on the session. The songs come through on his own in fine fashion with “Outskirts Of Town,” “Poggy Dew,” and “What Ya Gonna Do.” Top folk entertainment.

“LIGHTNIN’ CHANCE” — Warner Brothers 1444

The dry, ironic, homespun humor of Lightnin’ Chance is superlately showcased in this session recorded live at the Grand Ole Opry. Country laughman has come up with fifteen funny bits about his hillbilly friends and neighbors. Chance's delivery is first-rate and the consistent level of the material makes for some yocks. LP could pull coin in country markets.

“BILL ANDERSON SINGS COUNTRY HEART SONGS” —Decca DL 74192

The warm, feeling voice of Bill Anderson renders a fine group of country tear-jerkers in this attractive wax job by Don Decca. The multi-talented songwriter penned six of the tunes himself including “City Lights,” “My First Big Lie, Wanda,” and “Po’ Folks.” Sounder reads the tunes with enough country authority and poise to bring out a swell of his fans.

“FOCUS” — Stan Getz—Verve V 8412

The Getz-Sauter team pays tribute to the way that the sax and piano are carved out by Milt Jackson and Eddie Sauter makes for one of the most interesting jazz LP's released this year. Sauter composed seven original pieces for the band, which is superbly conducted by Hershey Kay. Getz has no part written for him. The album presents tenors' talents of improvisation, the stimulating artistry of the Getz tenor sax which has injected its own flavor and distinctive style to all the selections rendered. Highlights of the disk are a languid item “I Remember My Days,” a swinging, fast-break- ing thing called “Night Rider.” First-rate jazz fare.

“VERY TALL” — Oscar Peterson Trio With Milt Jackson—Verve V 8429

Most jazz buffs should delight in this swingin' session combining the talents of the Oscar Peterson crew and cool vibes of Milt Jackson. The power and urgency of Peterson on the 88 is a perfect rhythmic compliment to the easy and relaxed artistry of Jackson. The boys offer six selections on this outing. LP could become a hot sales item.

“THE BOBBY TIMMONS TRIO IN PERSON” — Riverside RLP 8391

Bobby Timmons, who previously gained a rep with Art Blakey and Dekker Band, spreads his wings with his first venture with his own group. The trio consists of time and three Timmons originals. The group creates plenty of excitement as they render “Autumn Leaves” and “Goodbye.” They close each side of the disk with their very popular “Dat Dere.” Disk could score.

“MARIA CALLAS SINGS GREAT ARIAS FROM FRENCH OPERAS” — Angel 35882

The vibrant talents of Maria Callas take a flying at some of the most famous and difficult arias of French opera. Represented on the disk are selections from such composers as Gluck, Bizet, Gounod and Chopin. With the superlative backing of Georges Prêtre and the Orchestre National De La Radiodiffusion Française Callas demonstrates her artistry as she reads the intricate arias with assurance and poise. Top-flight classical disk.
Kapp has three on the charts!

(MARIA Roger Williams K437)

(LIZZIE BORDEN The Chad Mitchell Trio K439)

(MIDNIGHT IN MOSCOW Kenny Ball K442)

(LOLLIPOPS AND ROSES Jack Jones K435)

(Here comes number 4)
What's The Tokens' smash single follow-up to 'The Lion Sleeps Tonight'?
THE CAJUN QUEEN
C/W A TQ A SL BEEPII
1-42283

JIMMY DEAN IS HOT!

PLUS A HIT ALBUM
4 ON THE CHARTS AT ONCE!
(AND SELLING LIKE WILDFIRE)

FROM THE DEAN OF HITS! EXCLUSIVELY ON COLUMBIA RECORDS

PERSONAL MANAGEMENT—SHEILS AND BRUNO ASSOCIATES—BEVERLY HILLS AND NEW YORK
ALSO AVAILABLE ON SINGLE 888

JIMMY DEAN
BIG BAD JOHN
4-42175

Box—February 3, 1962
CHICAGO—Brook Benton (center) was entertained at a luncheon in his honor sponsored by Mercury Records. Pictured with Benton are Kenneth S. Meyers (left) Mercury rep, and Irwin H. Steinberg, Mercury executive rep. Benton, in Chicago for an engagement at the Regal Theater, recorded “A Walk On The Wild Side,” theme song from the movie of the same name, for Mercury. Attending the luncheon were Chicago disc jockeys and station representatives, members of the trade press and Mercury distributors.

The Vonnair Sisters
“GOODBYE TO TOYLAND”
and
“I Don’t Wanna Play In Your Yard”
F-390

The Turbans
“Six Questions”
#5807

“KISSIN’ TIME”
Emkay Records #410

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

ABC-PARAMOUNT
All ABC-Paramount, Impulse and Westminster LP’s are available at a 12% discount. Expires: March 31.

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

AUDIO FIDELITY
The label’s catalog is available on a buy-6-get-1-free basis. Expires: Feb. 23.

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

CAMEO & PARKWAY
10 Cameo LP’s are offered at a 15% cash discount. 7 Parkway LP’s at a 15% discount Expires: Feb. 3.

CONCERT-DISC
Complete catalog including new releases by Red Nichols and Frank Hamilton offered on a onefor-one-carry-forward-purchased basis. Label’s "Series" for Life" series and The Impossibilities’ Record Club series available at additional 10% discount. No termination date has been set.

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.

EPIC
15% discount on the entire catalog. Deferred billing: 1/5 payments due in March, April and May. Expires: Feb. 16.

JAY JAY
Deal your customers a 2 LP’s free with the purchase of 10 LP’s of Lil Wall’s “Polka Twist” LP. Expires: Feb. 10.

KAPP
10% discount on the entire catalog, including the Metallon series, with dating to qualified dealers. Expires: Mar. 16.

LIBERTY
10% discount, taken off of the front of the invoice, on the entire catalog, including Dolton product. Expires: Feb. 15. Exchange privilege, merchandise exchangeable after June 1. Deferred payments are: 1/2 March, 1/2 April, 1/5 May. Expires: Feb. 16.

MERCURY
“Operation Gold Seal” — On general catalog items (exclusive of Wing merchandise), 200 LP’s or EP’s purchased allows 15 in a like category to be shipped at no charge. All merchandise purchased in 100% exchangeable during the last 30 days in Mar. Deferred payments Feb. 15, Mar. 10 and April 15. New field product will be exchangeable on a dollar basis for any LP in the catalog. Expires: Feb. 11.

PRESTIGE
“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 shipped at no charge. All merchandise purchased in 100% exchangeable during the last 30 days in Mar. Deferred payments Feb. 15, Mar. 10 and April 15. New field product will be exchangeable on a dollar basis for any LP in the catalog. Expires: Feb. 11.

RIVERSIDE
The label plus its affiliates, Janland, Washington and Offbeat, are making their catalogs available on a buy-15-get-2-free basis during Jan.-Feb. 1962 exchange policy; deferred billing.

TIME
All LP’s are available on a 1-free-for-every-5-purchased basis. Expires: Feb. 18.

UNITED ARTISTS

VESUVIUS
The label, dealing mostly in Italian recordings, is making its Series 1000 catalog available on a buy-15-get-2-free basis. No termination date has been set.

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

GOGI GRANT • MAGIC M
GRANT • MAGIC MUSIC
MAGIC MUSIC • GOGI GR

Gogi’s Newest Single on 20th Fox 297 B/W Tender Is The Night. Also Hear Pete Fountain Play YES INDEED! on Coral 65349; Lada Edmund Sings THE ANSWER on Chancellor C-1094

THE KINGSTON TRIO

THE NATION'S NO. 1 FOLK GROUP HAS A GREAT BIG HIT! #4671 'WHERE HAVE ALL THE FLOWERS GONE?'

Box—February 3, 1962
Maresca Inks Pact With Seville

NEW YORK—Ernie Maresca, cleft of the recent smashers, “Runaround Sue” and “The Wanderer,” signs a long term vocal contract with Seville Records. Standing around the writer—chanter are (left to right): Milt Stavin, Maresca’s manager, Walt Maguire, general manager of the London Records Distributing group, and A&R man Marv Holtzman.

NARAS NYU Disk Seminar Begins

NEW YORK—Motivated by the awareness that there’s always something new to learn about the record business, a class composed mostly of those in the trade is attending what should prove to be a most worthwhile series of eight lecture-discussion sessions at New York University.

At the first of the weekly (Wed.) sessions last week, four label execs viewed “The Role of the Artist & Repertoire: Popular & Jazz,” commenting on their particular phase of A&R and later answering questions from the floor. Billy Taylor, the jazz pianist and deejay, was the moderator.

Clyde Otis, eastern A&R exec at Liberty Records, represented pop singles A&R; George Avakian, RCA Victor’s pop LP A&R director, handled instrumental pop & Jazz LP’s; John Hammond, a Columbia producer, dealt with reissues, and Atlantic’s Nesuhi Ertegun covered “Jazz Recording Today.”

Otis provided perhaps the thought of the evening when he suggested that the industry’s troubles might not be a soft market, but “soft records.”

This week’s session will involve classical A&R, and the lecturers will include Vanguard’s Seymour Solomon (symphonic & instrumental), Victor’s Alan Kayes (opera & vocal) and Decca’s Is Horowitz (chamber music).

The sessions are being given in cooperation with NARAS, the disks awards society.

Philips Names Distributors & Western Manager

CHICAGO—A West Coast manager and 27 distributors for the new Philips Records label have been named by Lou Simon, Philips sales manager.

George Steiner of Los Angeles will be the west coast regional manager, covering the western states. Steiner has been in the record industry for 10 years, having been a branch manager for Capitol records in Chicago, Cleveland, Los Angeles, and, for the past year, Western district manager for Capitol.

The 27 distributors are:

- L. E. Randle, Sr., Associated Distributors, Inc., Indianapolis
- Jerry Weiner, Ohio Appliance, Inc., Cincinnati
- C. Sandy Strohbach, Record Distributors, Inc., Miami
- Lenie Garniza, Garniza Distributing Co., Inc., Chicago
- W. J. Toiles, Fidelity Electric Company, Seattle
- J. W. McDonald, McDonald Bros. Co., Memphis
- Al Truax, Cadet Distributing Co., Inc., Detroit
- Myron King, Interstate Supply Company, St. Louis
- Joe Fechner, Leredy Record Distributing Corp., Newark
- Herb Weisman, Mandolin Distributing Company, Charlotte
- Irv Peninsky, Mainland Distributing Corp., Inc., San Francisco
- Gary Louie, Eric of Hawaii, Honolulu
- Al Sherman, Record Sales Company, Los Angeles
- Rocky Belf, Pelican Record Distributing Corp., New Orleans
- Bob Evenson, Hopkins Equipment Company, Atlanta
- Clyde Ball, Dunlany’s Manufacturers Distributors, Oklahoma City
- Joel Roskin, American Distributing Corp., East Hartford, Connecticut
- Don Dutton, Roskin-Albany, Inc., Albany
- Norman Gloss, Roskin Upstate Corp., Buffalo
- Harry Chipetz, Chipetz Distributing Co., Inc., Philadelphia
- Godfrey Dickey, Mutual Distributors, Inc., Boston
- Irv Gomprecht, Jos. M. Zamoiski Company, Baltimore
- Dick Phillips, B. K. Sweeney Company, Denver
- Bob West, Texas Record Distributors, Inc., Houston
- Jack Misher, Mid-America Distributing Co., Des Moines
- Bob Sarvena, Coela Distributing Company, Minneapolis
- Gladys Fure, Portem Distributing Co., Inc., New York

Additional distributors will be added to the Philips marketing organization.

Simon, Steiner, and Phillips’ other two regional managers, Donald Sandera of New York City, eastern manager, and Sheldon Tick of Cleveland, Midwest manager, began their first sales promotion tour Jan. 25 to contact each distributor and hold one-day sales meetings at each distribution point. Included in the meetings will be a presentation of Philips sales and promotional materials.

The new label, headquartered in Chicago, will begin distribution on Feb. 1. The new company is currently introducing its product to the trade via a comprehensive advertising, sales promotion, and merchandising program. (See separate story)

Ad, Promo Agencies Named For Philips

CHICAGO—Philips Records has announced the appointment of its national advertising and public relations agencies.

Advertising will be handled by Beroekom/Ellis Associates, Inc., and public relations by Aaron D. Cushman and Associates. Both agencies are based in Chicago.

Advertising plans include complete sales promotion, marketing and merchandising programs to be coordinated with a comprehensive schedule of trade and consumer double truck and full page ads.

In developing the program for the new label, the new label, Rosenbloom/Ellis Associates, Inc., has designed a complete sales kit for Philips salesmen calling on distributors. The kit will have samples of available in-store promotional material and a radical new agency-designed display rack.

The agency has also devised a national sales incentive program for record dealer personnel, Stan Levitz, agency vice-president, will supervise and coordinate the overall campaign that is expected to establish Philips Records as a major record label within the company’s first year of operation.

Public relations plans call for a broad program of national publicity with consumer magazines, Sunday supplements, newspapers, radio and television, as well as special promotions geared to the local level.

Atlantic Offers 8 Year Old Twist Deck

NEW YORK—An eight year old single, “Jambal Sp Twist” by Tommy Ridgley, has been re-issued by Atlantic Records. According to the label, the single has been getting plays from various deejays since its inclusion in an LP, “The Greatest Twist Hits.”

Cash Box—February 3, 1962
THE LETTERMEN

BY POPULAR DEMAND! "COME BACK ILLY GIRL" c/w "A SONG FOR YOUNG OVE." A BRAND-NEW SINGLE FROM THEIR T ALBUM. #4699
Jerry Thomas Gets Top Post In Int'l Sales At Liberty

NEW YORK—The second annual meeting of the exec branch of United Artists Records, with Art Talmadge, president, chairing the session, was held in New York, with a review of the firm's activities during 1961 and outline of some of the plans for 1962 in all areas of this phase of the UA operation. Nil Perito, musical director; Leiber & Stoller, independent producers, and H. W. "Pappy" Daily, who handles the country A & R duties, also were speakers. Aaron Schroeder, president of Mercury, which is under the wing of UA, was present and outlined plans for the coming year for his label. Participating in the meeting as speakers covering their individual areas of operation were Jerry Baker, national sales manager; Chet Woods, vice-president; B I Maed, vice-president and controller; Norman Reichfeld, A&R's executive director, and Morris S. Price, in charge of regional sales, and Steve Morris, foreign.

Highlights of the past year, as outlined at the meeting, included the announcement by Talmadge that the label had passed the $20 million billing mark for the first time in 1961, and that the coming year indicated a substantial increase over that figure. UA's Perfect Records label, which includes more than 40 foreign countries under its own name and with the UA logo, and the successful launching of the "Star Program," which features 60 specially-prepared singles coupling top artists and hit songs.

Indicative of the strong alignment of upcoming product, Talmadge pointed out, were the original cast album of the new Broadway musical, "A Family Affair," starring Shelly Berkman; original sound track from the motion picture, "Jessica," starring Maurice Chevalier and Angie Dickinson; and an 11" 45 with Van Zandt; the initial album cut by Gene Pitney which features his current hit, "Town Without Pity," as well as a dozen other top pop songs; the new "Tonight" album by Ferrante & Teicher, who currently have eight albums in "West Side Story," "Golden Piano Hits" and "Love Themes"; the second album by The Highwaymen, "Standing Room Only," which includes some of their current "Country Fields" hit, and UA's initial album by Shirley Bassey, England's top girl singer.

The international aspect, in addition to Shirley Bassey, includes the initial release in UA's new World Wide Series, "Music Of The Topa- dors," released by Parado Vidal, which was recorded in Spain, and the soon to be released single and album by Danny Williams, hitting big in England with "Moon River."

Janie Grant Off Far East Tour

NEW YORK—Janie Grant, lark on the Caprice label, left last weekend for a tour of the Far East, including Japan, Manila and Hawaii. She cut her new session, for immediate release, before leaving.

Cash Box—February 3, 1962
JAZZ AND SWINGING SOUNDS OF AMERICA ARE ON VERVE

GERRY MULLIGAN AND THE CONCERT JAZZ BAND ON TOUR GUEST SOLOIST, FOOT SING • V/VG-8438
Thrilling live performances by the band of the year before international audiences!

POISON WILLIE • V/VG-8403
Chicago and All That Jazz • V/VG-8441 Second City jazz from the NBC-TV show by Eddie Condon, Gene Krupa, Jack Teagarden, others!

ARE YOU READY FOR PHYLLIS GILLER? • V/15031 America's First Lady of Comedy in an all-new set of hilarious monologues!

THE JAZZ VERSION OF "HOW TO SUCCEED IN BUSINESS WITHOUT REALLY TRYING" • V/VG-8443
Chorley and his quintet recorded live at the Museum of Modern Art!

CLASSICS IN PERCUSSION • V/VG-8410 Gene Krupa, a sparkling big band, and a full percussion section swing the classics!

THE ESSENTIAL ART TATUM • V/VG-8413 Classic performances by the keyboard genius in Verve's magnificent Jazz Essentials series!

Verve Records is a Division of Metro-Goldwyn-Mayer, Inc. V6 prefix denotes stereo

NEW RELEASE!
Columbia "Legacy" Series To Feature Classics In Jazz, Blues, Folk

NEW YORK—Columbia Records will increase its efforts in the reissue of classic jazz, blues and folk dates of the 20's, 30's and 40's with a "Legacy" series.

This was brought out last week by John Hammond, the vet producer at Columbia, at the first of eight seminars being conducted on the record industry at NYU, in cooperation with NARAS, the disk awards society (see separate story).

In his remarks, Hammond noted that the series would be a deluxe packaging affair, with each release completely annotated, rather than issues on a low-priced label.

The series would thus be along the lines of two recent Columbia issues, "The Thesaurus Of Jazz" and "Study In Frustration—Fletcher Henderson."

In some cases, the labeling is making deals with other labels to acquire masters that would result in a more complete picture of the artist and/or group, he reported in the series. One such case is an arrangement with Tops Records for four of the last sides cut by the late blues singer Milford Graves.

About 100 issues in the "Legacy" series are expected over the next five years.

Postpone Chi ARMADA Meet

NEW YORK—This week's ARMADA exec board and officers meet—set for Jan. 29 in Chicago—has been postponed for several weeks. Because many of the board members are in the midst of manufacturer-distributor meetings, it was decided that the meet be postponed until a full complement could be in attendance. At the next meeting, a convention site and date will be selected.

Award For Rose

HOLLYWOOD—David Rose (right) was presented with the Music of the West Citation of Honor for 1961 by editor Smith Russell. Rose was voted winner of the plaque by the publication's editorial board for his outstanding achievements in recording, motion picture, television and concert music. The award winning composer-conductor is currently an Emmy nomination contender for his "Bananaz" TV or music direction. M-G-M Records have his "Bananaz" album on release presenting his original scores from this program.

Victor To Bow 10 LP's In Feb.

NEW YORK—Ten pop LP's have been set for release in Feb. by RCA Victor Records.

Included will be the Victor debuts of Paul Desmond, Dave Brubeck's alto saxist who was recently signed to a Victor pact, and The Anita Kerr Singers.

Victor's entries, which include two Stereo Album albums, present material by Lena Horne, Chet Atkins, Eddie Fisher, Peter Nero, Hugo Winterhalter and Porter Wagoner.

The Desmond package is "America's Poll-Winningest Alto Saxophonist" and The Anita Kerr Singers have "From Nashville—The Hit Sound."

Grant Kenyon Assigned To New Post At Capitol

HOLLYWOOD—Grant Kenyon, formerly personnel director for Capitol Records, has been promoted to the newly created position of management service administrator for the company's electronics and mail order activities. Kenyon will report to vice president Daniel C. Bombaugh.

In his new post, Kenyon will supervise numerous corporate activities—including business and profit planning, financial analysis, organization and systems planning, legal services, and personnel administration—for Capitol's electronics and mail order activities.

Kenyon became Capitol's personnel director in Jan., 1960, after spending four years in various personnel positions with the Southern Counties Gas Co.

Danny Peppermint Almost Electrocuted At Nitery

NEW YORK—Danny Peppermint, the Carlton label's twist attraction, was almost electrocuted last Tues. (23) while performing at the Thunderbird Hotel in Las Vegas for a "live" LP session.

Peppermint crossed a short circuit—which engineers later could not explain—after picking up the "house" floor mike while still holding a portable recording mike.

Peppermint's life was saved by an alert member of his band, who realized what had happened and kicked out the plug to the floor mike. The performer then collapsed and was administered to by the house doctor, who treated him with oxygen. After coming to, he was rushed to the hospital for further medical attention.

WMGM Appoints Operations Mgr.

NEW YORK—Roy M. Schwartz, has been named operating manager of radio station WMGM-New York, soon to be WIND under its recent purchase by Storer Radio.

Schwartz, whose appointment takes effect Feb. 11, was previously operations manager of WJBG, the Storer station in Philadelphia. He joined Storer in August, 1957, and before that served as promotion manager of WBZ, Boston. He has been in broadcasting for 18 years.

Mercury Names So. Regional Head, Promo Managers

CHICAGO—Mercury Records has named Bob Kryl, formerly the label's promotion manager for the Atlanta territory, as its southern regional manager.

In other appointments, Barney Fields has announced the promotion of two new promotion managers: Robert Giglio will head the promotion team for the Cincinnati-Columbus-Dayton territory, headquarters at Mercury's Cincinnati office; and Mark Schwimmer, promoted to promotion manager, will develop and promote shows in the southern territory.

James Ray Inks Management Pact

NEW YORK—James Ray, currently hitting on the Caprice with "If You Gotta Make A Fool Of Somebody," has signed to a personal management pact with Jess Strum Management Co.

Ray, booked exclusively through Shaw Artists Corp. has the following personal appearances set: Howard Theatre in Washington, D.C. (Feb. 9-13); Regal Theatre in Chicago (Feb. 9-15); a series of one-niters throughout the south following the Chicago dates.

"Martita"
The above feature is designed as an aid to retailers who have requested such a list to help them locate hot singles when consumers ask for them by artist name.
Browdy Eastern Sales Topper At UA

NEW YORK—Marvin Browdy, for the past two years sales manager of Trans-American Distributing Corp. in Cleveland, has been named eastern regional sales manager for United Artists Records.

Browdy, a 12-year disk business vet, will cover the entire eastern portion of the country for UA. Prior to his affiliation with Trans-American, he was associated with Sterling Music Distributing, also in Cleveland.

Mercury, Philips & Smash Execs Meet In Chi

CHICAGO—The entire Mercury, Philips, and Smash A&R and exec staff held a daylong meet Jan. 18 in Chicago to formulate recording plans and schedule releases for all three labels for 1962.

President Irving B. Green and executive vice president Irwin H. Steinberg chaired the session that covered the complete artists roster for the three labels and blocked out recording sessions for them; planned the eight major album releases each firm will make in '62; discussed the acquisition of new talent and made plans to sign several name artists known to be available; and worked out in detail the plans for Feb. regional meetings that will introduce Mercury's March release to distributors and salesmen.

Kenny Myers, Mercury veep in charge of Mercury sales; Lou Simon, sales manager of Philips, and Charlie Fach, veep in charge of special products (leading label, Smash), made known their needs productwise and helped to lay out the release schedules in line with their requirements. Merle Schirado, director of creative services, detailed how best sleeve production and point-of-purchase displays could dovetail with the schedule.

Present for the first time at a Mercury meeting was the company's newest addition to the A&R staff, Robert (Bumps) Blackwell, vet west coast recording man who helped launch Little Richard and Sam Cooke on their recording careers.

Blackwell will head up the firm's west coast pop A&R setup.

Also on hand A&R-wise were Shelby Singleton, Quincy Jones, and Hal Mooney from New York, and David Carroll and Jack Tracy of Chicago.

Following the convention, Green immediately planned for Europe to participate in meetings with Philips Phonographische representatives in the various countries. Singleton headed to Nashville for a week of recording. Jones and Mooney went back to New York for weekend sessions, Tracy did a singles date with Frank D'Kone the following night, and Carroll began to shape up a session with The Platters.

Foreign Singles Hit Goes To Riverside

NEW YORK—A big European singles success, especially in Germany, is being released here by Riverside Records.

The deck is "The White Rose of Athens," known abroad as "Weisse Rosen Aus Athen," and the performer is Nana Mouskouri, a star Greek songsstress who will be making her American recording debut with the release. Tune, which has sold nearly 2 milion copies in Europe, including 800,000 in Germany, was written by Manos Hadjidakis, writer of "Never On Sunday." Original label is Fontana.

THE RECORDS DISK JOCKEYS PLAYED MOST

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THE BEST OF

ETTA JAMES!

“SOMETHING’S GOT A HOLD ON ME”

“WAITING FOR CHARLIE TO COME HOME”

ARIA 5459

“SHIMMY SHIMMY WALK”

(PART I)

THE MEGATONS

CHECKER 1005

“OH, CINDY”

THE VIBRATIONS

CHECKER 1002

“A LITTLE TOO MUCH”

CLARENCE HENRY

ARGO 5408

CHESS PRODUCING CO.

2120 Michigan Avenue

Chicago 16, Illinois
There are all kinds of sound effects. And all kinds of sound affects! Here at Warner Bros., where recorded sound was born, we take a rather special interest in the discovery of new directions. It’s no trade secret today which product has increasingly produced a larger share of your total volume and profit: albums that capture special sound. Several companies have recently produced ‘Sound Spectaculars’ with some astonishing results. A look at the charts or your own turnover tells you that their sales, too, have been spectacular! Frankly, we’ve been quite impressed with a number of these albums and the contribution they’ve made. It has long been our conviction that true stereo listening enjoyment is achieved with genuine technical advances. Six months ago — acting on sound and sincere advice from many of you — Warner Bros. Records assigned a task force of fine composers and arrangers and top recording engineers to produce The Stereo Workshop Series. This creative team, while recognizing that the purpose of sound recording is never to distort the music itself, maintained that audio recording techniques can enhance music presentation. Experimenting with both theory and practical application, the Workshop group crystallized an exciting new concept that not only extends the frontiers of sound recording, but adds a dramatic new perspective to music itself. Through the use of as many as six separate Ampex recording decks, overdubbing, re-recording, and absolute audio separation (sometimes by simultaneous use of two or more recording studios) composers and arrangers are given a new means of musical expression. Added to tonal, rhythmic and harmonic dimensions is a fourth — space! The result: audio adventures that explore unchartered patterns of music and sound. We sincerely believe our new Series will captivate and capture this new stereo market. Listen to these first three releases...and hear the SOUND of sales!
NEW YORK—Edie Gorme and Steve Lawrence recently received a scroll from Leonard Goldenson appointing them national co-chairmen of the special events committee for United Cerebral Palsy Associations. Goldenson, chairman of the board of the American Broadcasting Company, is also chairman of the board of United Cerebral Palsy. The singers will help coordinate all special events of the charity throughout the country.

NARAS To Exhibit Top LP Covers

NEW YORK—The National Academy of Recording Arts and Sciences (NARAS), in cooperation with Reed Pappas, Inc., has arranged exhibitions in two cities of album covers nominated for the 1961 NARAS best album cover Grammy awards. The exhibitions will take place simultaneously in New York and Chicago.

The New York display will be held at the Library of Ideas, Room 1101, 500 Park Avenue, from Feb. 6 through Feb. 23, on Mondays through Fridays between 9 a.m. and 5 p.m. The general public is invited to attend and there is no admission charge. A special preview showing for the trade and press has been scheduled on Monday, Feb. 5 from 5-8 p.m. Reed Pappas Inc. will host the preview showing.

The album cover displays are being held for two reasons, an announcement noted. First, to acquaint the general public with the high quality of art and reproduction in the recording package field and second to give voting members of NARAS an opportunity to view the nominations for the Grammy awards.

Arkin Exits Rori

NEW YORK—Bob Arkin has resigned as sales manager of Rori Records, of which Shelley Berman is a director, it was announced last week by Harry C. Bell, prexy. Others in the label’s set-up are Vera Nadas, in charge of sales, and Dickie Goodman, A&R man.

Helping Hands

Philips Sets Initial Singles For U.S.

CHICAGO—The first four of a planned 100 single records to be introduced in America this year under the new Philips label will go on sale Feb. 4.

Included are two records featuring selections from the first Philips LP release collection, called "The Premiere...

TV Boost For New Frelberg Album

HOLLYWOOD—Capitol Records will launch its newest Stan Frelberg album, "Face The Funnies," to be released Feb. 5, with a big push from Frelberg, who will showcase the LP’s title skit on his Feb. 4 TV special.

The label will concentrate much of its promotional activity on roads to the in with the Chun King Corp., sponsors of the Frelberg spec. The Chinese-food manufacturer, long identified with Frelberg via his award-winning radio and TV commercials, will sponsor live and post-show point-of-purchase campaign in more than 10 thousand grocery stores. Capitol will tie-in by providing rack-jobbers with bulk quantities of special Frelberg display cards.

On the retail side, Capitol has produced 30 x 30-inch blowups of the LP plus die-cut jackets.

The new Frelberg album is a re-packaging of one disk from the comedian’s long-time top-seller, "The Best Of Stan Frelberg Shows," a two-record skimming of his old radio shows on CBS.

Also coming in for a spin on the Frelberg spec will be the Capitol LP for Captain Stan Frelberg Presents The United States of America.

Frelberg will present an animated dramatization of one of the best-known sequences in the U.S.A. album, "The Sale of Manhattan." The skit, which will be animated by Saul Bass, will be interpreted as being from the album.

The Frelberg spectacular will be telecast over the ABC network on Sunday evening, Feb. 4.

Liberty Cuts 8 LP’s In 2-Week Period

HOLLYWOOD—Liberty Records has cut eight LP’s in a two-week period, all under the supervision of Si Waroner, A&R director. Waroner flew to Hawaii to cut an on-stage Martin Denny LP, to New York for a Si Zenter session, and back to Hollywood to handle the others. These include dates by Julie London, Felix Slatkin, Tommy Garrett and three more Frelberg albums. Also in the can is a pair of samplers featuring Julie London and Martin Denny.

Erroll Garner “Live” On Radio Spec

NEW YORK—Erroll Garner will perform “live” on this Thursday’s (1) “Music Spectacular” over radio station WVNW-New York. He will play four numbers accompanied by bass and drums. Big Wilson is the host of the half-hour show.

Verve Changes Distribrs In 3 Major Markets

NEW YORK—New Verve Records’ distributors have been named in three key markets. They are: Conmat Distributing in Los Angeles and Philadelphia; and Mainland Distributing in San Francisco.

George Leamer Forms Disky In Chi

CHICAGO—George Leamer has left United Record Distributors, this city, and will operate his firm, associated with his brother, Ernie, in the ownership and management of the firm, to form his disk producing firm, One-Derful Record Co.

Label, based at 2642 South Michigan Ave., has already released its first single, “The Town I Live In” by new-comer McKinley Mitchell.

United is handling distribution of One-Derful in the Chicago area, and national distribution is being set.

Schuster To Helm Levy Pubbers

NEW YORK—Morris Levy, president of Roulette Records and the Planetary-Patricia Music firms, announced last week the appointment of Wally Schuster to the position of general professional manager of all his music firms. The appointment, which becomes effective immediately, covers Planetary Music (ASCAP), Patricia Music (BMI), as well as Frost Music (BMI).

Schuster is a 21 year veteran of the music business and his appointment marks a renewal of his association with Levy. Schuster worked for Levy’s publishing enterprises from 1957 to 1969. Prior to this appointment, he was associated with George Paxton’s music firms.

In announcing the appointment, Levy stated that because of his complete knowledge of the firm’s operations and catalog, Schuster was the obvious and natural choice to take the helm of his music publishing enterprises.

Schuster announced that he would immediately undertake a full scale promotional program on all of the publishing firms current key plug items, including the new Joey Dee single “Hey Let’s Twist” & “Holy Poly,” “The Slow Twist” by Jimmy Anthony and the new Joey Dee twist album from the Paramount Picture “Hey Let’s Twist” on Roulette. His promotional efforts will include an extensive cross country disk jockey tour. Schuster also plans to make a European trip to further develop the publishing firm’s ties in the foreign countries.

In making the announcement, Levy declared that he would carry on a thorough program for the encouragement and development of new writers and with all at times, maintain a complete open door policy in regard to new material.

$ $ $ For You—With

Little Junior Parker’s

“ANNE GET YOUR YO YO”

DUKE 343

BUCK AND PEACOCK RECORDS, INC.
1309 Ennis Street — Houston 20, Texas
Dr. 3-0944

BOBBY BLAND’S

“TURN ON YOUR LOVE LIGHT”

DUKE 344

Destinied For The #1 Spot

Cash Box  —  February 2, 1962

ALBUM

SURE SHOTS

STEREO

SO MUCH IN LOVE

RAY CONNIFTER SINGERS

(Columbia CS 8520)

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MA To Aid Int'l Sound Fair;
sets Opry Hollywood Bowl Show

LOS ANGELES—Officers and directors of the Country Music Association (CMA) have approved “full-scale” participation in the International Fair at Detroit this July and have called the Opry presentation in the Hollywood Bowl set for July or Sept.

The nod to both events and other moves were made at CMA's quarterly meeting at the Hotel Showboat in Las Vegas, Jan. 17-18.

The invitation to take part in the Fair was seen as “a high acceptance” of country music on a par with pop, R&B, jazz, classical, etc., in the fair’s plans.

The portion of an all-country row at the fair on Sat., July 28, will be scheduled for both American and Canadian acts to help emphasize the inter-American demand for country music.

To final plans for the Hollywood event, CMA has appointed a committee consisting of Mike Nelson, chairman, Grant Turner, chairman, and Steve White. CMA this year will concentrate on plans for the premiere International Country Music Week.

Nelson is the world’s largest manufacturer of vehicles, and James Fitzgerald, who for the past three and a half years has been an executive assistant to radio and record promotion for the public relations firm Rogers and Cowan.

The new company, to be called World of Video, will produce television and motion picture packages for personal appearances and the world as well as future television and motion picture properties.

In addition, the new company is acquiring a public relations and publicity firm to be known as World of Video Co., which will handle the public relations and publicity for all A&P. as well as the representation of all commercial concerns, including artists and all entertainers' media.

C.A.F. will headquarter in the new Gannett Center Building in Hollywood and facilities of the corporation will be under the direction of Fitzwalsh, executive vice-president of the

Kramer Adds To Gospel Line-Up

NEW YORK—Gary Kramer’s Jubilee Artists Corp., a label devoted to gospel and jazz artists, continues to bring more attractions into the fold.

Kramer’s latest roster consists of: Little Richard, rock ‘n roll songwriter turned gospel singer, on a limited basis, The Staple Singers, The Caravans, The Soul Stirrers, The Highway C’s, Prof. Alex Bradford, Marion Wilkins, and the Monotones.

The next meeting of CMA’s officers and directors will be held in Nashville on May 4-5.

CMA officers present at the two-day meeting were: Cassie Zawacki, Cal Young and Grekul Landon, secretary, Hal Moon, assistant secretary, Dorothy Gable and assistant treasurer Ricky Richard. Directors attending were Tex Ritter, Grant Turner, Ray Odom, Chuck Bernard, Don Fries, Frances Williams, Steve Sholes, Hubert Long, Harry Peeble, Harold Howard and Billy Anderson. Also present was Dick Frank, CMA attorney.

Those attending the meeting were guests of the Showboat’s owner, J. Houssell, after an invitation extended through Rick Richardson, CMA’s assistant promotion director and head of the Showboat.

Silver Disk For Ball

LONDON—Kenny Ball (right) who scored successfully with “Midnight In Moscow” in England, receives a silver disk marking the hit on the popular BBC radio show “Juke Box.” Decca Records has reported that the side has sold over 250,000 copies there. The song is now bustling through this side of the Atlantic on the Kapp label.

New Mathis LP, Single

NEW YORK—Johnny Mathis’ 16th LP and a new single were issued last week by Columbia Records.


One of the performer’s LP’s, “Johnny’s Greatest Hits,” has hit the million sales mark, while two others, “Heavenly” and “Merry Christmas,” have sold over 500,000.

New San Antonio Distributor

SAN ANTONIO—Tanner ‘N’ Texas Sales Corp. has been formed in San Antonio, at 1422 W. Poplar St., to distribute disks in the San Antonio, Houston and Dallas areas.
Mass Inking Session

NEW YORK—Paul Vance, independent record producer, is shown surrounded by his artists (left to right) Wayne Kent, Amelia, Danny Jordan, Susan Summers and Barbara Evans who were signing their new 1962 management and recording contracts.

A new hit!

"MY MOTHER'S EYES"

Linda Hopkins
Brunswick 55223

Breaking everywhere!

"IT'S GOOD TO HAVE YOU BACK"

and

"NOW ARE THINGS IN LOVERS LANE"

Adam Wade
Cord 365

Willinger To MGM
As Controller

NEW YORK—Abraham Willinger, associated with Loew's Theatres and MGM Pictures for 26 years, has been appointed controller for the MGM, Verve and Cub labels. Willinger, formerly in the tax department of Loew's International Corp., will report to Thomas White, director of administration.

Norman Cutting
St. Louis Talent

ST. LOUIS—St. Louis-based talent will be spotlighted in current disk plans of Norman Records, based in the city.

On Feb. 1, the label will release two LPs by St. Louis performers, comic Davey Bold's "A Bold Knight with Davey Bold," his second LP, and Singleton Palmer's "Dixieland by Gaslight," issued locally in Dec., and now going into national release.

City performers set for singles releases include Russ David & His Orchestra, "Gaslight Shuffle" and "Can't We Talk It Over," Jules Blietner & The Teen Tones, "Butterscotch Twist" and "Last Twist" and vocalist John Trevor.

World-Wide Handles
Myrl Single

NEW YORK—National distribution of "I've Been Searching" by Darvon Lee on the Myrl label of Ferriday, La., has been taken over by World- Wide Record Distributors, this city, according to Sherman Ford, Jr., World-Wide's general manager. Same distributors will be maintained with the addition of Tri-City in Albany.

Keller Producer
Of "Lion" Reply

NEW YORK—In last week's story about the Amy label's answer to "The Lion Sleeps Tonight," called "The Lion Wide Awake" by The Rino- mers, it was noted that the deck, a master purchase, was produced by Sonny Krishnamoorthy. Actually the session was produced by Jack Keller, an N-R writer, for N-K.

Lee Opens Distrib
In Galveston

GALVESTON—Lee Distributing has been formed in Galveston by the Lee label. Distributor, at 2901 Broadway, will operate the entire Gulf Coast area. Lee Records is owned by Gerald Adams and Leon Ethridge.

Mayer Remains At
Columbia Tape Post

NEW YORK—Contrary to a report in another trade paper, Herb Mayer, sales head of Columbia Records' pre-recorded tape division, has not left Columbia for a post as national sales manager of Bel Canto, Mayer informed Cash Box last week. Peter Fabri will exit the position at Bel Canto on Feb. 1.

Ad-Lib Augments
Distrib Line-Up

NEW YORK—The newly formed Ad- Lib label has added 15 distributors to its set-up, following a 15-city trip by Bernie Woods, national sales manager. They are: Action Records, New York; Leonard Smith, Albany; Param- gon, Buffalo; Music Suppliers, Bos- ton; Seaboard, Hartford; A&R, Phil- adelphia; General, Baltimore; Allen, Richmond; Fenway, Pittsburgh; James Martin, Chicago; Hit Records, Cincinnati; Jay Kay, Detroit; Jay Kay, Cleveland.

The distributor's present plans call for the release of six albums plus singles during the next five months. New packages include sonny James Ro- sells, whose first release, arranged and conducted by George Siravo, the label's A&R head, is due this week (Feb. 1).
10th Annual BMI Award Dinner

NEW YORK—123 writers and 68 publishers of 88 award-winning songs were presented with their Certificates of Achievement in pop music for 1961 by Broadcast Music, Inc., at the annual BMI banquet held last Wednesday at the Hotel Pierre in New York. Winners from all across the country, including the usual long contingent from Nashville, were in attendance. Although everyone looked quite elite in his formal attire early in the evening, a most delightful informal atmosphere showed up vividly when the orchestra played “The Twist.” In short order, the Twist was the big dance of the night. Below the camera catches birds-eye view of some of the many celebrities at the affair.

1) BMI president Carl Haverlin delivering the overture. 2) Sydney M. Kaye, Chairman of BMI’s Board of Directors. 3) Composer-vocalist Jerry Fuller with wife, Thomas. 4) Mr. & Mrs. Marv Holzman. 5) King Twister Syd Nathan and Henry Glover. 6) Rendering the decision is Judge Burton, alias Robert Burton, BMI V.P.

3) Mr. & Mrs. Johnny Beinstock. 2) Mr. & Mrs. Gene Goodman. 3) Cash Box’ Bob Austin, Mr. & Mrs. Jim Denny, Mrs. Bob Austin and Hank Cochran. Seats: Happy Godoy, Howie Richmond and Mr. & Mrs. Al Bruckman. 4) Roy Orbison, Wesley Rose, Francis Williams, Felice Bryant, Boudleaux Bryant and John Loudermilk. 5) Chase Webster, Jim Denny, Francis Williams, Roy Orbison and John Loudermilk. 6) Florence and George Pincus.

6) Marty Ostrow of Cash Box with BMI’s Francis Williams. 2) Mr. & Mrs. Jerry Wexler. 3) Noel Ball and Chase Webster. 4) Mrs. Wesley Rose and Roy Orbison. 5) Ben Zarin and Marvin Cane. 6) Mr. & Mrs. Marty Craft.

6) Twistin’ Gerry Goffin with his wife Carole King. 2) Howie Greenfield and Neil Sedaka. 3) Mr. & Mrs. Jerry Keller. 4) Francis Williams and Bob Burton. 5) Syd Nathan and Rudy Toombs. 6) Mr. & Mrs. George Paxton and Mr. & Mrs. Marvin Cane.

6) Paul Anka’s sister who accepted the award for Paul. 2) George Pincus, Barry Mann and his wife, Johnny Tillotson and his guest and Irwin Pincus. 3) Bob Boston, Gene Aberbach, Donnie Kirshner, Al Nevins, Mrs. & Mr. Lou Levy, and Julian Aberbach. 4) Sid Farnes and Marilyn Miller, Barbara Kroner and Mike Stewart. 5) Luther Dixon, Florence Goldberg and Marvin Schlechter. 6) Ivan Mogull and his guest.

6) Emil LaViola and his wife, Don Kirshner and his wife, Al Nevins, Artie Ripp and Lou Adler. 2) Mike Stewart and Bob Sauer. 3) Paul Case and Mr. & Mrs. Doc” Pinnas. 4) Alan Kallman and George Goldner. 5) Francis Williams and Bill Downer. 6) Jerry Lieber, Doc and Mrs. Pomus.
10th Annual Citation of Achievement

Presented to 124 writers and 69 publishers from 19 states, Great Britain, France and Greece... a total of 89 “top ten” song hits during 1961

Citation of Achievement
1961

presented by

Broadcast Music, Inc.

to its

Affiliated Writers and Publishers

in recognition of the great national popularity attained by

Their Song Hits During the Year

* Serving Music Since 1940
2 Great Honors For 1 Great Song!

The First BMI Song To Win the Academy Award

The 1st Song To Win A BMI Citation 2 Years In A Row

“NEVER ON SUNDAY”

words and music by Manos Hadjidakis
English lyrics by Billy Towne

Published by

SIDMORE MUSIC INC. & ESTEEM MUSIC CORP.

Citation of Achievement

1961

for

PLEASE MR. POSTMAN
Brian Holland, Robert Bateman, Fredrick C. Gorman

SHOP AROUND
William Robinson, Jr., Berry Gordy Jr.

Thanks for the recognition and honor of these awards. Thanks to all those that helped make them possible.

ON THE CHARTS FOR 1962

“JAMIE” ................. Eddie Holland
“TWISTIN’ POSTMAN” .... The Marvelettes
“What’s So Good About Goodbye” .... The Miracles

JOBETE MUSIC CORP. 2648 W. Grand Blvd.
Detroit, Mich.

Cash Box

congratulates
the winners
of
BMI’s
Certificates
of
Achievement
ALDON MUSIC, Inc.

BREAKIN' IN A BRAND NEW BROKEN HEART
Jack Keller, Howard Greenfield

CALENDAR GIRL
Neil Sedaka, Howard Greenfield

GOODBYE CRUEL WORLD
Gloria Shayne

HAPPY BIRTHDAY SWEET SIXTEEN
Neil Sedaka, Howard Greenfield

I LOVE HOW YOU LOVE ME
Barry Mann, Larry Kolber

JUST FOR OLD TIMES' SAKE
Jack Keller, Hank Hunter

LITTLE DEVIL
Neil Sedaka, Howard Greenfield

RUN TO HIM
Gerald Goffin, Jack Keller

TAKE GOOD CARE OF MY BABY
Carole King, Gerald Goffin

WHERE THE BOYS ARE
Howard Greenfield, Neil Sedaka

WHO PUT THE BOMP (In The Bomp, Bomp, Bomp)
Barry Mann, Gerald Goffin

THE HITS OF THE FUTURE WILL BE WRITTEN BY:

Charles Albertine • Mike Anthony • Brooks Arthur • Jan Berry • Sylvester Bradford • Bill Buchanan • Brice Coefield • Chip Colby • Dee Erwin • John Estanislau • Carole King • Gerald Goffin • Howard Greenfield • Ed Grossman • Dean Hawley • Sid Jacobson • Art Kaplan • Ken Karen • Steve Karlinski • Paul Kaufman • Jack Keller • Larry Kolber • Charles Koppelman • Alan Lorber • Barry Mann • Helen Miller • Tony Orlando • Chester Pipkin • Artie Ripp • Don Rubin • Freddie Scott • Neil Sedaka • Gloria Shayne • Lou Stallman • Anne Thompson • Don Trotter • Ed Wallace • Cynthia Weil

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WHO PUT THE BOMP (In The Bomp, Bomp, Bomp)
Barry Mann, Gerald Goffin

WILL YOU LOVE ME TOMORROW
Gerald Goffin, Carole King

1962 RELEASES

CRYING IN THE RAIN ........ Everly Brothers
HER ROYAL MAJESTY ........ James Darren
HE KNOWS I LOVE HIM TOO .......... Paris Sisters
MUCH ............... Bobby Rydell
I'VE GOT BONNIE ........ Al Nevins
COME BACK SILLY GIRL ........ The Lettermen
NIGHT THEME ........ Danita Jo
I BUILT MY WORLD AROUND A DREAM ................. Al Nevins
HELP ME ............ Andy Williams
A GIRL HAS TO KNOW ........ The G-Clefs
TALKIN' ABOUT YOU ........ Tony Orlando
JUST ANOTHER FOOL ........ Curtis Leigh
WHEN MY LITTLE GIRL IS SMILING ........ The Drifters
HELLO AGAIN ........ Erma Franklin
I'LL CRY YOU OUT OF MY HEART ........ Tommy Edwards
A THORN ON THE ROSE ........ Joe Dowell
LIGHT IN YOUR WINDOW ........ Kenny Karen
THE DOOR IS OPEN ........ Tommy Hunt
I COULD HAVE LOVED YOU SO WELL ........ Ray Peterson
ASK ME NO QUESTIONS ... Carl Dobkins, Jr.
IT'S ALL OVER BUT THE CRYING ... Four Aces
THE YEAR MAY BE OVER ........ Vinnie Monte

Al Nevins • Don Kirshner

Lou Adler
6515 Sunset Blvd. Hollywood

Emil LaViola • Artie Ripp
1650 Broadway N.Y.
4th Consecutive Year

Citation of Achievement

1958 LOOKING BACK
A LOVER’S QUESTION
IT’S JUST A MATTER OF TIME
SO MANY WAYS
THANK YOU PRETTY BABY

1959

BABY (You Got What It Takes)
KIDDIO

1960

A ROCKIN’ GOOD WAY
(To Mess Around And Fall In Love)

1961

BOLL WEEVIL SONG
THINK TWICE

published by
EDEN MUSIC, INC. and PLAY MUSIC, INC.
1501 BROADWAY (Suite 406) NEW YORK, N.Y.
The International BMI Award-Winning Song Hit that enjoyed #1 Position in most countries of the world

"HELLO MARY LOU"
by Gene Pitney

JANUARY MUSIC CORPORATION
1650 BROADWAY (JUdson 2-8810) NEW YORK, N.Y.

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A. Schroeder Music
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A. Schroeder Musikverlag Kg.

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A. Schroeder Musikverlag Kg.

Citation of Achievement 1961

APACHE
Jerry Lordan
Regent Music Corp.

BUT I DO
Robert Guidry
Arc Music Corp.

HEARTS OF STONE
Rudolph Jackson, Edward Ray
Regent Music Corp./Commodore Music Co.

ONE MINT JULIP
Rudolph Toombs

1961 BMI Award Winner

"QUARTER TO THREE"

1961 BMI Award Winner

"SCHOOL IS OUT"

"They copied all they could follow. But they couldn't copy my mind. And I left them sweating and toiling a year-and-a-half behind."

Frank J. Guidry

PEPE MUSIC, INC.
LeGRAND RECORDS, INC.

And in '62, "DEAR LADY TWIST" will still leave them sweating and toiling another year-and-a-half behind!

P.S.
England's Best Sellers

1. The Young Ones—Cliff Richard (Columbia)
2. Stranger On The Shore—Acker Bilk (Ferry) (Neuville/Kirchner)
3. Happy Birthday Sweet Sixteen—Little Red Riding Hood (Alton)
4. Multiplication—Bobby Darin (Capitol)
5. Midnight In Moscow—Kenny Ball (Pye)
6. River—Danny Williams (HMV) (Chappell)
7. Run To Him—Vernon Lee (Lon-don) (Aldon)

England's Top Ten EP's

1. Helen—Helen Shapiro (Columbia)
2. The Shadows To The Fore—The Shadows (Columbia)
3. The Temperance Seven—The Temperance Seven (Parlophone)
4. Kenny’s Big Four—Kenny Ball (Pye)
5. Nina & Frederik Vol. 1—Nina & Frederik (Columbia)
6. A Portrait Of Adam Faith—Adam Faith (Parlophone)
7. The Magic Of Bob New-hart—Bob Newhart (Barnes Bros.)
8. The Time—Dave Brubeck (Fon-tana)

Finland's Best Sellers

1. Viimeinen Mohikan (Da Sprach der alte Häuptling) (Blaa Komviken/Scandia) Multitone
2. Violetta (Ray Adams/Broadway Stockholms Musikproduktion)
3. Tama ma (La Terre) (Gitta/HMV) OY R. E., Westerlund AB
4. Soris Maria (Ray Adare/Broadway) Scandia (Mussilki) Oy
5. Brigitte Bardot (Laila Kinnaan/Scandia) Belinda (Scandianva)
6. The Rolling Stones (Ray Boman) AB
7. The Shadows (Ray Boman) AB
8. Hello Mary Lou (Rick Nelson, California) Bens Music AB
9. Patti Patti (Jay Egan/Mercury) OY R. E., Westerlund AB
10. Dance With A Dolly (Bamita Jo/Mercury) Scandia—Mussilki Oy

Sweden's Best Sellers

1. Sätt Ir livet (You Can Have Her) (Anita Lindblom/Fontana) Sweden
2. Läs Inte Brevet Jag Skryer De (Don’t Read the Letter) (Siv Mahlm) Musik Produktion
3. Te Dans Mil Karstatter (Sven-Ingvars Kvartetten/Philips) Nordiska Musikproduktion
4. Multiplication (Bobby Darin/Atlantic) Belinda (Scandinavia) AB
5. Dance With A Dolly (Bamita Jo/Mercury) Gebrmans
7. Vigla (Lennart Falk/Scandia) Stockholm Musikproduktion
8. Gubben I Mänen (Der Mann in der Mond) (Lille Gerhard/Carussell) Bens Music AB
9. Tower Of Strength (Frankie Vaughan/Philips) Gebrmans

ENGLAND (Cont’d)

Justifying its name, Filmusic, under the direction of Harold Shapman, has a number of releases already completed. "Tira Tahiti," starring John Mills with music by Phil Green and lyrics by Eileen Mater and sung by singer Norman Ward, is the latest release featuring Dave Brubeck. Discs from this film include the title song by Valery Masters and "It’s A Raggy Waltz" by Dave Brubeck. Both on Fontana. Films and Records (Ray Adams) AB also completed "The Temperance Seven with music by George Marten and "Play It Cool" with Billy Fury. Helen Shapiro and Danny Williams—music by Norrie Paramor. At the Cash Box office was Swedish composer-publisher Felix Stark of Stockholm’s Musikproduktion returning from a visit to the states. In New York where he plans to open a new company Stahl Music Corp., he placed one of his compositions "Stars" with Criterion Music. The song, for which Jenny Mercer is writing lyrics, was recently submitted to the Swedish Selection Committee for the annual contest and entered. Stahl also sold the American and British rights of "Concerto d’Amore" by Charles Wildman—composed of "Swedish Rhapsody"—to Donlon Music Co.
SWEDEN

The Song Festival arranged by commercial station Radio Nord in cooperation with music publisher Multitone and teenage magazine Bildjournalen has now included Stockholm. The three top positions remained unchanged from last year's results. It is notable that the number of songs by women has increased, and the three top positions are being shared by men and women.

SPEAKER

Sweden's new Prime Minister, Mr. Tage Erlander, has played an important role in promoting the local music scene. His support and influence have been instrumental in boosting the popularity of Swedish music both at home and abroad.
Lumicini Wheels/Billy Let's International 53 (moving record) "Blue in Exodus" Fierro; McColgin, Luna-Park, "Gene cher, visited (With recently lowing Cash Mr. 1)
Mr. Franco has left his position as RCA Italiania's publicitiy office manager and joined the Southern Music-Rif organization.

"Un'anima Bandiera" (with current songs); "Unchain Amore," "Un'anima Bandiera" (with current songs); "Unchain Amore," Mr. Ciudad's version of "Johnny Will" in German, The Tokens with "The Lion Sleeps Tonight" and Neil Sedaka with his "Happy Birthday Sweet Sixteen."

The German Pop Music Festival to determine Germany's entry in the Song For Europe contest is underway and the winner will be announced in February after 4 preliminary contests held on nation-wide TV and the televised finale will be held in Baden-Baden. Cash Box will print the results as soon as they come in.

Peter Lach of Capriccio Music reports that the French hit "Guitar Tango" has been recorded on Philips by Leo Leadros.

Theodor O. Steger of Peer Music reports a great start to the new year with a number of releases. "Get the hamburger" in Germany by Raff. The tip at present is that the twist will burn itself out before the fall season, but that twisting will definitely be in evidence during the coming months. As of writing, Teddy Randazzo is the number one country artist in the USA, "Bobby Rydell" and "Connie Francis" are still popular with the German record buyer and will be a big help in establishing the Twist trend.

The kids are just learning the dance steps, contests are being held in various parts of the country, and the Twist is beginning to saturate the hard rocking twist, Gerard Wendland has a top hit with a Tango. In the old fashion rhythms are stronger at present in the German than ever before. Peter Kraus has his hit and comeback with a waltz, and Gerhard's tango has kicked off a trend. There have been 6 new pop tangos which have come in the last week which is more than the entire last year.

It looks like the first half of "02" will be chock full of hard beat twist and sweet melodic ballads, tangos and waltzes.

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Everybody twists in Buenos Aires! Very seldom the charts show such a sudden rise of a tune or rhythm as "Let's Twist Again," The tune jumped to 5 in its first week and is now the top hit in Buenos Aires. And, besides, every body is now recording and singing twists of all colors and measures, in Spanish and English.

The Chubby Checker version, which could not be put on the market because the RCA factory was closed, seems to be the best selling one. However, the fifteen day delay suffered by this record helped the large 15,000 record sale of the Richard Anthony warning, which was put to sale in the first days of January by Odeon Pops. The other diskers are also twistin' day and night: Columbia has already an entire LP by Ray Conniff, and a single by Billy Cafaro (both on Ades),contracting with S.A. Gramophone-execs Mrs. Garin, Scott, and Sje de Boec.

Mr. Charles Clark will be in Holland to record a grand TV Show. The Blue Diamonds will also take part in this program.

Catherine Valente will also record a TV Show in this country.

This year English bandleader Edmundo Ros and his orchestra are going to record for Columbia's new 15,000 record. It is not unlikely that they will still good sellers, thanks also to the immense appeal Latin-American music is here.

Columbia's best selling single at this moment is "Take Five" by The Dave Brubeck Quartet (L.C. Phonogram).

"Buenos Aires" a hit by pop singer Herman Emmink, the song as composed by Peter Kreuder and is backed with "Vuurrode Rood" (Decca).

Saturday January 15, there was a great show at the Expo Hall in Hilversum, organized by record dealers around Hilversum together with L.C. Phonogram of the weekly "Goed- En Enkele," Artists who appeared in this Fred Harer production included Anneke Grimald, de Zangers, Zoon Naam, The Jack- mms, Willeke Alberti, Conny van den Bos (Philips), The Four's, De Wama's, The Royal Hills, The Royal Hawaiian Minstrels (Decca) and The Candy Idas (Fontana).

On March 24, 1961, the RCA label, in the capacity of RCA Victor S.A. (Fontana), announced in all the A&R sub companies in almost every country of the world that the record "Congo Twist" has been produced exclusively by RCA Victor S.A. (Fontana). This record will be marketed in all the countries of the world of Latin America and will be distributed by RCA's subsidiary companies in each country.

S.A. Siemons, producing "Congo Twist" by Gerard Madiata, a singer from the Congo (Kinshasa), Among Siemons' best sellers are "Ching Ching" by Los Pitositos (Polydor) and "I'm Yours"/"A Woman In Love" by The Four O'Clocks (Brunswick).

Her, who is, however, very popular Flemish artist, who also scores a lot of access in Germany, has just opened his "Bobbejanland" near the village of istadt (Flandres). He was influenced by Walt Disney maybe.

Flemish singer, born in Mouscron, Houda, the only one to have a song that could become quite a hit: "Pardon Pour Notre Amour" sung by Luis Marie "Nacho" (Cordoba).

Regarding S.A. Gramophone reports to Cash Box its new Conny release on Columbia: "The Flowers in My Garden" has been elected best seller in Bolivia. Here too one can hear that the Slaves just made their first record for Decca: "Fifty Nine Twist"/"Save-You Danse" has the trend once more through the new Carnival-season and has all the qualities to fulfill the expectations.

Johnny Halliday, whose record-sales are still top-score, has been elected: Best Singer, Best French Twist Singer and Best French Showman of the year 1961 on the results of an opinion poll conducted by "Carnet Magazine".

Mr. Van Hoogen, who discovered Jack Hammer for Ronnex, is very current hit Hammer's "Kissin' Twist." This record became a best seller in a lot of European countries, including Holland. In France, Germany and Switzerland on Vogue, in Italy on Karim, in Spain on Discorn, in Austria on W & C Records and in Holland on Artoon. Perhaps "Kissin' Twist" by Jack Hammer will soon be released in America. Within its few weeks Ronnex brings an LP of Jack Hammer, entitled the "King Of Dee".

S.A. Siemens recorded "Congo Twist" by Gerard Madiata, a singer from Kinshasa. Among Siemons' best sellers are "Ching Ching" by Los Pitositos (Polydor) and "I'm Yours"/"A Woman In Love" by The Four O'Clocks (Brunswick).

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Regarding S.A. Gramophone reports to Cash Box its new Conny release on Columbia: "The Flowers in My Garden" has been elected best seller in Bolivia. Here too one can hear that the Slaves just made their first record for Decca: "Fifty Nine Twist"/"Save-You Danse" has the trend once more through the new Carnival-season and has all the qualities to fulfill the expectations.

Johnny Halliday, whose record-sales are still top-score, has been elected: Best Singer, Best French Twist Singer and Best French Showman of the year 1961 on the results of an opinion poll conducted by "Carnet Magazine".

Mr. Van Hoogen, who discovered Jack Hammer for Ronnex, is very current hit Hammer's "Kissin' Twist." This record became a best seller in a lot of European countries, including Holland. In France, Germany and Switzerland on Vogue, in Italy on Karim, in Spain on Discorn, in Austria on W & C Records and in Holland on Artoon. Perhaps "Kissin' Twist" by Jack Hammer will soon be released in America. Within its few weeks Ronnex brings an LP of Jack Hammer, entitled the "King Of Dee".

S.A. Siemens recorded "Congo Twist" by Gerard Madiata, a singer from Kinshasa. Among Siemons' best sellers are "Ching Ching" by Los Pitositos (Polydor) and "I'm Yours"/"A Woman In Love" by The Four O'Clocks (Brunswick).
Columbia will release "Katsukabe Kouta" b/w "Oshima Sentaro Tabito" by Teichiku Oota, the exclusively pactcd composer with Columbia. Columbia is after Misao Katsue Takashi to be the next director of the new Columbia Records. The firm's own director in the head position of "Aki Katsuura", production of Shochiku film (to open the first week of April) and represents Mina Moita, who has been recorded by Noboru Kirishima and Miss Columbia (later renamed as Misao Matsubara) in pre-war days. The girl to be named Katsue Takashi will be chosen by the diskery, and any girl can participate. Columbia is considering the new business. Teichiku Oota, the composer of "Katsukabe Kouta", production of Shochiku film, will also perform in flicks as well as make her debut on the record scene. A male actor, looking for a new disk, has an agreement with the winner.

Asahori Sonamou, film-manufactor, is introducing the French labels Barclay, Vega and other continental trade marks with its release in Feb. The film will make the disk market more active. Asahori Sonamou has released 33 LPs, 45% LPs (200 yen), nine 45 rpm (150 yen) of European origins and records. The 33 LPs feature include Debussy, Digo Garcia and many others from the European side and Nicolò & Napoleon Quintet (Italian group recorded during their Japanese stay), Billy Hicks & Kazuo Yashiro Quartet (local group), Trio Garana from Japan. Please note the retail prices indicated here are almost half as much as that of ordinary disks, and thus big reaction is expected. Distribution networks will be worked out by Nippon Books Wholesale Co., Ltd. and Tokyo Books Wholesale Co., Ltd. The development of the Dupont sound system, the newly developed stereo-like recording technique by Capitol Records. The disks are now represented by 2 LPs; These are "Four Freshmen" and 5 "Trombones" and "The Hillbilly Goodman".

A big twist blizzard may hit this market soon upon the view of two masters of Columbia Records (Cameo and Parkway label) Victor, which has acted with Cameo, decided to have its first issuance on Jan. 23. It will be "I Wanna Thank You" by Bobby Rydell. Bobby, by the way, is coming here within the next few weeks to perform in TV programs. Cameo and Parkway will be Victors World Group here.

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**INTERNATIONAL**

1. Malendo Cafe/Sachiko Nishida, Polydor; Hugo Blanko, Polydor; Shoichiro Nishida, Toshiba; Ray Anthony, Capitol.
2. You Don't Know/Helen Shapiro, MGM; Mieko Hirota, Toshiba.
4. Someone Else's Boy/Connie Francis, MGM.
5. The Guns Of Navarone/The Hillysfriend Strings, Capitol; Mitch Miller, Capitol.
6. Kyuutsu Momo/Hisahiro Iida, Columbia; Mieko Hirota, Toshiba.
7. Pocket Transister/Alma Cogan, Capp; Kanyo Moriyama, Toshiba.
8. The Horn Of Plenty/Artists, Capitol.
9. 16 Of Cuban Sugar/Brian Hyland, Capp; Osamu Sano with Danny Iida & Paradise, King, Toshiba.
10. El Relojo/Carlos De Paris, Colpix; Terumasa Nagashima, King; Yozo Higashiyama, Victor; Hiroshi Mizuara, Toshiba; Akira Kobayashi, Columbia; Yamashita/Teichiku; Eiji Kitamura & Quintet, King; Mayumi Ruta, Polydor.

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**BELGIUM'S BEST SELLERS**

1. La Névina (Tony Dallara/Moonlight, Bobbejan Schoepen/Decca) (Flemish)
2. La Paloma (Perry & Friends) (Flemish)
3. Romeo (Petra Clark/Vogue, Rina Pijo-Bacchus) (World Music/Brussels)
4. Little Sister (Elvis Presley/RCA) (Belinda/Brussels)
5. If I Had My Way (Paula Dennis/Moonlight) (Flemish Music/Anthony)
6. Let's Twist Again (Chubby Checker/Columbia) (Bobbi Halliday/Brussels)
7. Walking Back To Happiness (Helene Shemara/Columbia) (Arden/Brussels)
8. Dang Dang (Cousins/Palettes) (World Music/Brussels)
9. I'm Gonna Knock On Your Door (Edie Hedges/Cadence) (Belinda/Brussels)
10. Och Waik Maarr (Johnny Hees/Philips) (Benelux Music/Weert)

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**MEXICO'S BEST SELLERS**

1. Popotitos—Los Teen Tops (Columbia)
2. Robotito—Los Teen Tops (Columbia)
3. Creo Estar Sonando—Hnos. Carrion (Dinasa)
4. Por Un Puñado De Oro—Sonora Santanera (Columbia)
5. La Enemiga Distancia—José Alfredo Jimenez (RCA) (Lola Beltzyn/ Peerless)—Inmas, Huetra (Columbia) (PHAM)
6. En Vuelo/El Teen Nos (Mousat) (PHAM)
7. Muchos Corazones—Alegre (Mousat) (RCA)—Juan Mendoza (Peerless) (PHAM)
8. Muchacho Solitario (Lonely Boy)—Cesar Costa (Orfano)—Manolo Munoz (Musat)—Paulo Anta (Gamma) (BRAMILA)
9. Multiplicacion (Multiplication)—Bobbi Darin (Gamma)—Arturo (Peerless) (PHAM)

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**JAPAN'S BEST SELLERS**

1. Comfort—Cash Box (Eddie Hodges/Cadence) (Belinda/Amsterdam)
2. Little Ship (Blue Diamonds/Decca) (Belinda/Brussels)
3. I'm Gonna Knock On Your Door (Edie Hedges/Cadence) (Belinda/Amsterdam)
4. Mucho Corazon—Alegre (Mousat) (RCA)—Juan Mendoza (Peerless) (PHAM)
5. Juanitos Con Los Globos—Ricardo/Orfano (Cesar Costa)—Alegre (Mousat) (RCA)
6. Muchachito Sin Corazon—Alegre (Mousat) (RCA)—Juan Mendoza (Peerless) (PHAM)
7. Teardrops—Ricardo/Orfano (Cesar Costa) (Belinda/Columbia) (PHAM)
8. Walking Back To Happiness (Helene Shemara/Columbia) (Les Ed. Int. Basart/Amsterdam)
10. Take Five (Dave Brubeck Quartet/Columbia) (Belinda/Amsterdam)
Cliffie Stone, vost West Coast impre- 
sario, has formed a new talent man-
gagement office, C. S. A. (Cliffie Stone Associates). Jim Halley, of Thunder- 
Bird Artists, recently moved from In-
dependence, Kansas, to take over as 
head of the new firm. Popular West 
Coast radio and TV personality Char-
lie Williams has been named associate 
of the talent stable. Business offices 
are to be located at 1483 North Vine 
Street, Hollywood, California. Halley 
brings into the office Capitol record 
stars Hank Thompson, Wanda Jackson, 
and newcomer Roy Clark. Cliffie Stone, 
who has launched the ca-
ters of such notable as Tennessee 
Ernie Ford, Tommy Sands, Paul 
Berg, etc, feels that the new alliance 
will be a wonderful opportunity to 
not only increase the careers of established 
bands, but to develop new talent, as he 
has done so successfully in the past.

Rex Allen’s contracts for personal 
appearances in 1962, have already set all-time high. 
Allen will play dates in Texas, 
Alabama, Colorado and New Mexico. 
In addition, he will travel as the star of 
Castle Bros. Circus for three weeks of 
one-night stands, beginning April 
24th thru May 12th, throughout Texas, 
New Mexico and Colorado. 
Several other dates are in the works and 
contracts are expected to be signed 
within the next few weeks.

Any deejay who has not received a 
copy of Buck Owens’ Capitol newsv 
“Nobody’s Fool But Yours” by Re “My-
ner, Mirror On The Wall” may get a 
copy by writing to the station at Ban-
berry, 6259, Bakersfield, California.

A police estimated crowd of 1500 
country music fans recently stood in 
a light rain to attend festivities hon-
oring XEUA-San Diego. The wet, but 
happy, throng drank gallons of 
free soda and listened to music provided 
by several western bands. The XEUA 
deejays dressed in black tie formal 
attire to further accent the station’s 
modern format presentation of coun-
try music, stood in the downpour three hours 
passing out autographed pho-
tos. The party was dubbed “XEUA 
Appreciation Day” was staged at 
a local furniture store chain in ap-
preciation of the station’s first-rate 
selling job for the firm’s three San 
Diego locations.

Again this year as last year, 
WQK-Jacksonville is staging their 
giant country music festival. To date 
the Florida outlet has signed up 
Martty Robbins and the Wandering 
Rovers, Bobby Sykes, Don Winters, 
Ray Price and his Cherokee Indians, 
Ferlin Husky, Emmylou and Kirby 
Wilson, Johnny & Jack, Kitty Wells, 
Bill Philips, Granddpa Jones and Don Gibson. 
The show is expected to draw a crowd of 
30,000 country music lovers from 
all over the North Florida-South 
Georgia area. . . . Presently, WQK is 
engaged in a giant “Thank You for 
contributing in” contest in which every country 
music fan is urged to grow a beard. 
The judging place at the festi-
val on March 31st at the Jacksonville 
Coliseum. Station is kicking up a $500 
prize to encourage their listeners to 
participate in the contest.

Anyone who missed receiving copies 
of Warren Smith’s Webb Pierce’s, 
Dick & Marilyn’s, Canyon Browm, or John-
ny & Jonie Mosby’s new releases can 
get same pronto by just bolting over 
their station’s letterhead to Slick 
Norns at P.O. Box 655, Highas, Texas.

All jockeys that would like station 
breaks or “live” shows put on tape 
are invited to write to Howard Vokes 
Vokes Music, New Kensington, 
Pa.

Bucky Buckler, a new artist re-
cently-signed with Timlin Franks, 
cut his first wax this month. Bucky 
was formerly the youngest Oklahoma 
State Representative and Franks is 
expecting big things of him.

Sonny Burns brought the house 
down at the Farmer’s Daughter Club 
in San Antonio, Texas last week with 
his rendition of his United Artists 
newie “Blue House Painted White.”

Claude King recently played the 
Dick Clark Show in Philadelphia, 
rounding out an extended personal appearance 
tour. Dates were played in Winnipeg, 
Yorkton, Saskatoon, Regina, Lloyd-
minster, Edmonton, Pendleton, Ore-
gon, and Spokane, Washington. While 
each date was met with “big snow” 
set-backs, reports along the way told of 
packed houses and return engagements, 
and it looks as if another 
Canadian tour is imminent.

Wax Session

NASHVILLE—While here for a 
“Grand Ole Opy” appearance Billy 
Benton cut a follow-up to his “Love 
Don’t Live Here Any More” Mercury 
click. Photo shows the charted (right) 
partner (right) (above) by new State’s Mercury Records A&R exec Shelly 
Singleton and singer-wife, Marty 
who currently is putting her hopes 
“I’ll Just Walk On By.”
The handwriting's on the wall.

It's the sign of the changing times and it stands for SEEBURG DIRECTIONAL STEREO. True 33⅓ stereo, up at listening level, and right at the phonograph. Two adjustable and directional stereo speakers—matched with the speaker system inside the cabinet—fill the location with the splendor of stereo, even without remote speakers. This is the new feature for 1962. Only Seeburg has it.

SEEBURG
Directional stereo in 33⅓ right at the phonograph

Artist of the Week
Album Packages

Week of January 29—
My Heart Sings
TONY BENNETT
(Columbia)

Greatest Hits
GEORGE JONES
(Mercury)

Week of February 5—
It's De-Lovely
LES EIGAR
(ABC Paramount)

Closeup in Swing
ERROLL GARNER
(Columbia)

The Seeburg Sales Corporation, Chicago 22
The annual Amusement Trades Exhibition takes place in London this week from Tuesday, January 30th to Thursday, February 1st 1962. For the 18th consecutive year the New Royal Horticultural Hall, Westminster, becomes the focal point for coin men throughout the world; and for the 3rd successive year Cash Box—the International Voice of the Coin Machine Industry—is proud to salute the venture with yet another special A.T.E. issue.

The event marks the culmination of six months' active preparation by the Directors and Executives of the Exhibition made up of members from the two sponsoring organizations, The Amusement Caterers Association and The Amusement Trades Association to whom the success of the Exhibition brings its own rewards. However, at this time a vote of thanks would not be out of place for the less spectacular but equally important day-to-day tasks undertaken by both bodies in furthering the wider interests of their members. That the number of exhibitors is only slightly up on last year's figure is due to the limited space available and the impossibility of accommodating all applicants. Once again several would-be exhibitors had to be turned away. A preliminary glance at the list of exhibitors indicates that the balance between the various types of equipment on show will be very much the same as a year ago.

However, there is reason to think that there may be some shifting of interest on the part of visiting operators with somewhat less emphasis on the conventional fruit machines which, under the new Law, can be operated only in clubs, and rather more emphasis on machines with restricted pay-outs up to 1/- which are suitable for operation in arcades. The reason being that the club market, while it has not reached saturation point as yet, is nearer to it than the arcade market, in which there is a much larger annual turnover of equipment than in any other kind of location.

Last year's pre-occupation with fruit machines which dominated the 1961 Exhibition was only to be expected in view of the new Betting and Gaming Act of 1961 which climaxed months of preliminary large scale buying. However, the last twelve months has seen a tremendous levelling out and the withdrawal from the scene of several speculators who grossly over-estimated the potential of the British market—a fact borne out by the figures published in Cash Box International Quarterly Editions. These show that in 1960, the year preceding the Betting and Gaming Act, the phenomenal total of 13,000 gaming machines were exported to the U.K.—largely fruits. Figures for the first quarter of 1961 also maintained a high level at just over 2,000, but fell sharply for the second and third quarters with a total for the first nine months of the year reaching only 4,000.

The prospect of a return to normal with interest more fairly distributed between all branches of the industry has given this year's exhibitors an added incentive.

It is expected that much new equipment of all types will be seen for the first time in keeping with the A.T.E.'s reputation as the major "showcase" of the European Coin Machine Industry.

In 1960 Cash Box became the first American International Coin Machine publication to exhibit at the A.T.E. Once again, in accordance with its policy of reporting world news to the international coin trade, Cash Box will, for the third year running, be exhibiting at A.T.E. We welcome you to Stand No: 138 where copies of this special issue will be available. Subsequent issues of Cash Box will carry full editorial and pictorial coverage of the convention. We salute the 18th Annual Amusement Trades Exhibition and wish it every success.
Stage Set For 18th Annual A.T.E. Show In London; 3000 Expected

New Royal Horticultural Hall Renovated to Accommodate 65 Exhibitors, Record Crowd

LONDON—Once again the scene is set for Europe's major coin show of the year—The 18th Annual Amusement Trades Exhibition of 1962—to be staged at London's New Royal Horticultural Hall from January 30th to February 1st. By the time the curtain rises at 10:00 a.m. on Tuesday the scene shifters will have completed their work on the sets of the 65 exhibitors transforming the venue into a colorful fairground of juke boxes, hideaways, kiddy rides, fruit machines, wall machines, skittle alleys, games, arcades and swag, etc. As far as exhibition organizers are concerned the organizers have put a 'House Full' board up several weeks ago. Last year's attendance figures reached the all-time high, no doubt boosted by the ever increasing and growing demand. However, the mounting interest shown in the exhibition during the past few weeks indicates that this year's show will be bigger and better than ever and the organizers are confident of securing another attendance record.

Since last year's London show many of the visitors who have visited the first Northern Amusement Equipment and Coin Operated Machines Exhibition held in Blackpool last December. It seems that the majority of exhibitors have been keeping their surprises for the London show. It is anticipated that much new American, British and Continental equipment of all categories will be seen for the first time in this country. Regular visitors to the A.T.E. for the past two years will miss the friendly personality of Joe Munves of The Munves Corporation who will not be here this year. Another American exhibitor not represented is WICO Corporation. Many of the major American manufacturers will, therefore, be represented on the stands of their various British importers and distributors. Structural alterations being made to certain parts of the building during last year's exhibition which disrupted the catering arrangements have now been completed and the organizers promise a much improved service in 1962. Cash box joins the organizers and all British coin men in extending a warm welcome to the many friends, both old and new, that are expected to fly to London from all parts of the world for this long awaited event.

New Royal Horticultural Hall Floor Plan

1962 AMUSEMENT TRADES EXHIBITION DIRECTORY

EXHIBITOR

STAND NO.

A. & R.C. Automatix Ltd. 1, 2
Ainsworth Consolidated Industries (G.B.) Ltd. 125-127
Amusement Equipment Co. Ltd. 215-241
Arcade Furnishing Co. Ltd. 101-106
Astor, Cyril (London) Ltd. 241
Auto-Set (Sales) Ltd. 247
Beacon Signs 101
Billboard 191
Breeden & Pumnings 101-106
Bryans Works 215-241
Cash Box 247
Chicago 245-251
Coin Operated Instruments & Novelties Ltd. 101-106
Crompton & Bates Ltd. 56-58
Crompton Sixway Machine Co 81-83
Cyril Harris 99-101
Davies Bros. (Lichfield) Ltd. 101-106
Davies, R. A. 91-93
Elles, E. 101-106
Elles, E. 101-106
Elles, E. 101-106
Elles, E. 101-106
Fisher, Arthur & Co. 101-106
French R.G. (Equipment) Ltd. 191
Goldhill & Moenlo Ltd. 75-78
Goldman, Ltd. 55-58
Hall, Edwin & Co. 102-103
Harries Bros. 102-103
Harris & Carey (Wholesale Supplies) Ltd. 102-103
Hobbs Ltd. 102-103
Hopkinson Ceramics Ltd. 102-103
International Coin Counting Machine Co. Ltd. 102-103
Ison Brothers (N'le) Ltd. 102-103
Jubilee Products Ltd. 102-103
Jukebox Distributors Ltd. 102-103
Krafty Automatix Ltd. 102-103
Lancaster, W. & Co. Ltd. 56-58
Lent For Music 55-58
Lewis Bros. 55-58
Lovel's Automatic Co. Ltd. 55-58
Macintosh Ltd. 102-103
Major-Matix Ltd. 102-103
Manzi Bros. 102-103
Manzi Bros. 102-103
Matthews, A.J. & Co (Ramsgate) Ltd. 102-103
McCaffrey Automatix Ltd. 102-103
McCaffrey Automatix Ltd. 102-103
Melroy Manufacturing Co. Ltd. 102-103
Miller, M. & Sons Ltd. 102-103
Miller, T. (Whitley Bay) Ltd. 102-103
Mills Novelty Co. Ltd. 102-103
Mitchell, R.G. 102-103
Phillips, B.M. Ltd. 102-103
Photo-Matix Ltd. 102-103
Photographic Equipment Co. Ltd. 102-103
Poste-Matix Ltd. 102-103
Robinson Partners (London) Ltd. 102-103
Rudoff & Walker Ltd. 102-103
Samson Novelty Co. Ltd. 102-103
Scheffer, J & Son Ltd. 102-103
Scottish Automatic Printing Co. Ltd. 102-103
Shefes, Morris & Sons Ltd. 102-103
Street Automatic Machine Co. Ltd. 102-103
Super-Car Company (Coventry) Ltd. 102-103
Sympley Ltd. 102-103
Van Dijk & Sons Ltd. 102-103
Vending Automatix Ltd. 102-103
White, J. (Autos) 102-103
Whittaker Bros. (Shaw) Ltd. 102-103
Wondermatix Ltd. 102-103
World's Fair Ltd. 102-103
W.S.G. Operating Co. Ltd. 

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European Trade Organizations

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BELGIUM
U.B.A. UNION VAN DE BELGISCHE AUTOMATENBRANCHE—UNION BELGE DE L'AUTOMATIQUE—
146 Rue Merodestraat, Brusselles. Mr. Alex Van De Vege.

DENMARK
Foreningen AF Fabrikanter Og Optillere AF Musikautomater 1 Danmark.
Lyksaer, 8, Herlev-Copenhagen. Mr. Edwin Jensen.

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SYNDICAT NATIONAL DES FABRICANTS D'ELECTROPHONES AUTOMATIQUES
72, Boulevard De Montparnasse, Paris, Mr. Bouzquet. Federation Francaise Des Exploitants et Commerants de L’Automatique.
38bis, Rue Vivienne, Paris (2e). Mr. Jean Faraut. Syndicat National Des Professionnels De L’Automatique
101, Boulevard De Clichy, Paris. Mr. Charlot.

1, Quai de Grenelle, Paris, 15e. Mr. Gaillard.

GERMANY
Z.O.A. Zentralverband Der Organisationen Des Deutschen Automaten—
und Stellgewerbes, Guckstrasse, 7, Frankfurt/Main. Mr. Willy Muller.
V.D.A.I., Verband Der Deutschen Automaten-Industrie E.V.
Grosse Backerstrasse, 3, Hamburg 1. Mr. Helmut Neuberg.
Verband Der Deutschen Automaten-Sport und Spieldalben Besitzer
Schulterblatt, 23C, Hamburg 6. Mr. Lars Skriver.

Automaten-Verband Des Saarlandes
Briesstrasse (Neubau) Neunkirchen. Mr. Karl Feis.

V.D.A. Verein Deutschen Automatenfachleute
V.U.B.A. Verband Des Unabhängigen Deutschen Automatenbranchemit
Handels E.V.
Schützenstrasse 5, Frankfurt/Main. Mr. Pannewitz.

GREAT BRITAIN
AMUSEMENT CATERER’S ASSOCIATION
Gloucester House, 19, Charing Cross Road, London W.C.2. Mr. John Singleton.
Amusement Trades Association
72a Walton Road, East Molesey, Surrey.
P.D.A. The Phonograph Operators Association
76B, Rochester Row, S.W.1. Mrs. L. Shaw.

ITALY
S.P.A.P.A, Associazione Nazionale Noleggiatori Apparecchi Automatici
Via di Villa Patrizzi 10, Roma. Mr. A. Ricardi.
ASSOCIAZIONE NAZIONALE NOLEGGIATORI APPARECCHI AUTOMATICI
Pza Buonarroti 21, Milano. Mr. F. de Fendi.

NETHERLANDS
A.U.T.E.X., Bond Van Muziek En Amusementapparaten,
2e Westwagenhol k, St. Laurensbuin, Rotterdam. Mr. P.H.M. Hoogenbergh.
Music Co-Operation
Rechtbuissstraat 8, Rotterdam. Mr. H. J. de Groot.

SWITZERLAND
V.S.A., Verband Der Schweizerischen Automatenbranche
Kasinistraasse 12, Zurich 32. Mr. J. Troxler.

SWEDEN
Storres Automatagares Riksförbund
Vanadisplan 5, Stockholm 21. Mr. Van Gyllenpalm.

THE TOP OF THE SHOW  
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A.M.I. EXHIBITOR LIST

MAR-MATIC SALES LTD.—STAND NOS: 18 and 19
Mar-Matic Sales Ltd., this year have their own stand for the first time at the A.T.E. They will also be displaying on the stands of their main distributors Ruffler & Walker Ltd. and Cottagey’s, Automatic Supplies Ltd. Mr. E. J. Noga, General Manager of Mar-Matic Sales promises that visitors to his stand will see for the very first time a revolutionary change in the basic engineering design of their new Jennings 1d and 6d machines. Another notable feature will be the “optional” back-lighting first seen at the Club Trade Fair. A full price range of new type machines will also be on show. In addition there will be their sensational new electric Keene “Double-banked” Mar-Matic Sales Ltd. will announce the introduction, at the A.T.E. of the “Keene’s Two Gym Fun” right and a new type of pin-table known as the “Starlism.” As well as the new Jennings, they also bring in the smaller cash business machines. Mar-Matic Sales have up their sleeve a new range of coin drop which is proving highly successful in the States. Mr. Maurice Sykes, Director and President of Mar-Matic Sales Ltd. together with Joseph Barranco, President of Bankers World Export of Halif-ax, will be at the stand to introduce the new range of B.W.E. machines.

RUFFLER & WALKER LTD.—STAND NOS: 52 to 59
Once again Ruffler & Walker have one of the major stands at the Exhibition. Much of the space will be devoted to a specially designed booth to house a wide range of Rock-Ola, Keeney and Jennings equipment. Sole importers for the new 100 selection Princess model and the 100 selection wall phonograph together with the 100 selection hideaway and the 200 selection console will be shown. In the same booth will be the full range of Jennings equipment including the Tic-Tac-Toe, The Starg Chief and the new 6d machine The Governor. The Governor as well as the new 1d play Comet which was specially designed for this market, The Governor and Comets. The first model for the first time. Also in the booth will be the Keene “Island” Up. Claimed by Ruffler & Walker as “the machine of the year.” On the main body of the stand will be the Gottlieb & Williams full range of fippers of which many current models will be on show. Following the success in arcades of the “World Plieht” 10-pley equipment Ruffler & Walker will be on show for the first time “The Calypso” which again is a 10-player but sets a new trend incorporating ‘multi slots’ to each player position also on show for the first time a smaller edition of the same multi slot idea with a 1-player machine “Flip ‘Em In” Lack of space prevents Ruffler & Walker from showing their vast range of phonograph, fruit and gaming machines but visitors will be welcome to a special show to be held in conjunction with the A.T.E. to elaborate new showrooms at their Clapham Junction headquarters.

LAREN FOR MUSIC—STAND NO: 17
Well known personality Dave Laren will be exhibiting a full range of AMI Equipment including juke boxes, hide-aways and wall speakers. Laren offers the highest possible trade-in-prizes for any model of Bali AMI or AMI juke boxes, Williams or Gottlieb fippers against purchase of AMI Continentals 200 and 100, hideaway units, wall boxes etc.

ROBINSON PARTNERS (LONDON) LTD.—STAND NOS 45-50
Robinson Partners, experts in hire, will have a selection of nine different coin operated kiddie rides. They will also be showing a range of their latest multi-slot pay-out machines, specially manufactured by Robinson for the U.K. market, including the Western 1d play console model with 2-12 pay-out which are distributed by Samson Novelties Co. 4 and 6-way “Wheel ‘Em In” machines with 2-12 pay-outs will also be available.

SYMPLOY LTD.—STAND ‘A’
Solo importers for Th. Bergmann & Co. of Hamburg and manufacturers of the Superphonie 200 selection phonograph, Symploy Ltd. are exhibiting for the first time at the A.T.E. The company commenced operations here on a major scale in August last year after the acquisition of spacious offices, showrooms and warehouse in Wandsworth which is easily accessible for the West End. As established operators in their own right Symploy Ltd. are equipped to pass on the benefits of their experience to purchases of all types of Th. Bergmann & Co. machines. The highlight of the Symploy stand will be the Superphonie 200, the most modern and up-to-date phonographs to be seen at the Exhibition. Besides the attractive feature of continental styling the 200 ‘D’ combines all the trouble-free operation and service features entailed by the well-known Symphonie 80. Both machines are guided by the operator as the equipment being fully guaranteed Symploy ensure that after sales service will be undertaken by the factory trained staff anywhere at any time. Also on show will be the full range of Th. Bergmann manufacturer pin games and wall machines. These include the brand new “Joker Payout” wall machine specially designed forpin games and the Symphonie 50, a 1d play with 2-12 pay-out for the trade-in-prices for which are distributed to all customers with up-to-date equipment. Of 100% British manufacture special features include front operation and automatic coin rejection. The machine can also incorporate a “light-up” as an additional extra. Most important feature of all is the low price of £157. 10. 0. (£114L57) including the machine and coin mechanism, “Challenge” 3d and 5d play machines will also be available shortly. Regional distributors have been appointed in and down the country. Also on show will be the “Treasure Chest” stand which divides the take along site owners to collect their own personal „treasure chests” and stands incorporating drop through floor boxes specially designed for arcades. Mr. John Enticknap, Managing Director will be in attendance.

MORRIS SHEFFAS & SONS LTD.—STAND NOS: 63 to 65
Veteran of the A.T.E. Morris Sheffas & Sons Ltd. will be including new models of bingo blowers, electronic indicators with all the Bingos cages and several new models of pin games, including an updated 2-12d play frames and wall machines with 2-12 pay-outs. Mr. Morris Sheffas will be at the stand.

AUTOMATIC MUSIC INCORPORATED
Automatic Music Inc., the AMI Division of the Automatic AMInc. Company (G.B.) Ltd., will not have their own stand at the Exhibition. However, their latest Continental Range of Deluxe Phonograph machines will be shown on the stands of two of their distributors, Engineering Metals Ltd. (Laren For Music), who are the sole importers for AMI Equipment Supplies Ltd. A.M.I. have also take a room at the nearby St. Ernms Hotel for the duration of the meet where they will show their complete line including hideaways and auxiliary equipment relating to their latest models.

(Continued on page 64)

Cash Box—February 3, 1962
Brand new for 62!

It's unbelievable! Our creative stands are just as important as the Fruit Machine! Designed to attract more players to make your profits soar... Companion pieces to the Jennings Governor and Comet Penny Machine.

Economy Stand: The lowest full size regulation stand offered to the quantity market at prices up to 50% lower than any other manufacturer's stand... with no sacrifice for quality... Spatter-tone finish hides all scuff marks!

Provisions are made for large cash acceptance of pennies in the stand. A battery of these Comet stands with the Jennings machine makes for the most impressive and inviting fruit machines... Amusement arcade buyers will accept no substitute!

Governor Deluxe: Beautiful Formica... genuine, no imitations... walnut brush finish with rubber tread step-in with self-edge and full back opening with lock and key. Expensive back leg levelers. This stand is constructed to take all our accessories.

Super Deluxe: The same features as the Deluxe PLUS sturdy front leg levelers. All genuine Formica... no imitations.

Accessories: "The Satellite", shooting color Rocket and Stars in Motion... Tremendous movement of lights! Available in the Deluxe and Super Deluxe. Also lights up in the rubber step-in.

Turntable: Included are bearings that assure you mechanic of effortless turning for easier servicing. Complete with all fittings and lock placements. This patented feature is available through Mar-Matic Sales, Ltd., only. Available on Super Deluxe and Deluxe models only.

Mood Master Color Wheel: Most appealing color arrangement that lends tremendous appeal to the fruit machine cite because of the ever moving light. Available on the Economy, Deluxe, and Super Deluxe models.

Fluorescent Lighting Fixture: Available for the Economy, Deluxe and Super Deluxe.

MAR-MATIC SALES ltd. 9-13 BOURDON PLACE LONDON W.1, ENGLAND WE'RE STOCKING ALL OVER THE WORLD!

KEENLEY

JENNINGS

The GOVERNOR

The BIG 18

The COMET

Mood Master Color Wheel: Most appealing color arrangement that lends tremendous appeal to the fruit machine cite because of the ever moving light. Available on the Economy, Deluxe, and Super Deluxe models.
PHONOGRAPHIC EQUIPMENT CO., LTD.
"ENGLAND'S" LEADING DISTRIBUTORS
WURLITZER • SEGA FRUIT-MACHINES
MILLS • BALLY • GOTTLIEB—WILLIAMS
WE ARE BUYERS OF 1ST CLASS RECONDITIONED EQUIPMENT
314-320 LADBROKE GROVE
LONDON, W.10, ENGLAND. Tel: Ladbroke 5252

NOW IS THE TIME TO
BUY GOOD USED MUSIC!
Big supply of trade-ins resulting from
tremendous acceptance of new
models.
NOW READY FOR DELIVERY:
• RECONDITIONED KIDDE Rides
• IMMEDIATE DELIVERY
• Bally Bank-Ball
• Bally Super Shuffler
• United Crystal
• Williams Road Racer
ChiCoin Long Range Rifle Gallery
Keneey Two-Gun Fun
Frantz' U.S. MARSHALL 5c/GUN
(Dollar for dollar the best gun in the country!)
ALL MAKES--K.P. POOL
NEW! SMOKESHOPPE CIG MACHINE
(With fabulous penny-changer)

REX-BILLOTA
231 S. SAUNA ST., SYRACUSE, NEW YORK

ATLAS...
Reconditioned—Guaranteed
MUSIC & VENDING

VENDING
SEEBURG 800-E2 CIG...$225
ROVE L-490, 4 FLAVOR...$99
ROVE L-438, TALL (rubber ball)...$99
NATURAL CIGARETTE: 10¢-1¢-8¢-7¢
STOPS ZINGERS...$250
STOKE 5-500 COFFEE/COKE...$350

MUSIC
A.M.I. G-120......$265
A.M.I. F-120.....$200
A.M.I. F-90.......$155
A.M.I. F-70.......$125
A.M.I. F-50.......$90
A.M.I. F-25.......$55
A.M.I. F-15.......$45
A.M.I. F-10.......$35
A.M.I. F-8........$30
A.M.I. F-7........$25
A.M.I. F-5........$15
A.M.I. F-4........$10
A.M.I. F-3........$8
A.M.I. F-2........$5
A.M.I. F-1........$4
A.M.I. X-120.....$350
STOKE 3000...$500
WURLITZER...$295
MODEL 402...$275
WURLITZER...$245
OUTDOOR...$185

Distributors for
AMI • ROWE

ATLAS MUSIC COMPANY
DIV. OF A.C. AUTOMATIC SERVICES, INC.
CHICAGO 47, ILL.
2118 N. Western Ave.,
Athens 4-1953

PHONOGRAPHIC EQUIPMENT CO., LTD.—STAND NOS. 11-35

Phonographic Equipment Co., Ltd. with a bigger stand than ever will feature the latest Wurlitzer phonograph to be seen in this country for the first time as well as the new Wurlitzer "Lyric" 100-selection stereo. A range of second hand phonographs will also be shown. For the first time Phonographic Equipment will be exhibiting kiddie rides including a new 6d play Elephant Rifle manufactured by Tusco of California, Williams and Gottlieb. It will be shown as will the Bally Marksmen Gun together with various other arcade equipment. However, the force of the stand is the complete range of 1962 Sega fruit machines including the 1d play "Copper Sega" and the "Copper Star" high sellers, and of course the "Bonanza Star" and the Sega 771; fully guaranteed the machines are used to the highest standards and are the best equipment of its kind on the market.

The Mills 1962 1d and 3d, steel cabinet, front opening, opened from the front, fruit machines will also be shown and will be demonstrated. A large range of 6d and converted vintage fruit machines will be shown—brand new complete conversion kits and original high top cabinets will also be featured. Callers will be illustrated catalogues of Sega and Mills parts. Directors Gorton, Marks, Cyril Shack and Miss Fine will be in attendance with Ted Jenkins, Mike Green and Chief Mechanic Jesse Young.

R. G. MITCHELL—STAND NO: 94
R. G. Mitchell, manufacturers of amusement and vending machines, will be showing three coin-operated children's rides including two of their new "Rodeo" and "Cameo" and the "Camel Ride". Guaranteed to appeal to the very young, it is seen to be the prettiest and most popular ride to be seen as a miniature roundabout which is colorfully designed. All machines are developed in our automatic requiring no attendant.

Continued on page 62
MONDIAL

EXPORT SPECIALISTS
ALL OVER THE WORLD

... and EXPORT is our only business!

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REPRESENTATIVES FOR NEW AMUSEMENT MACHINES

Export Buyers! Foreign Importers!

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COMMERCIAL
CORPORATION

EMPIRE STATE BUILDING
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NEW YORK, N.Y. WIsconsin 7-5659

America's Largest Exporter Of Amusement Machines
Britain’s Coin Industry Faces 1962 With Concern
Over Common Mkt., Optimism Over Restriction Ease

Association Head Discusses Problems Of Operator

Once again we are privileged to publish an article specially written for Cash Box
A.E. Edition by Mrs. Lilian Shaw, Honorary Secretary of The Phonograph Opera-
tors Association, in which she looks at the coin trade in Great Britain and reviews
the prospects for the future.

Britain’s phonograph industry en-
ters 1962 amidst a flurry of clouds.
The biggest of these is the protracted
negotiation over Europe’s Common
Market. Though odds of four to one
are being laid that these Islands
will sign up before the end of the
year, there are still many ifs and
but: there is little animosity amongst
the Commonwealth countries whose
wholehearted co-operation is essen-
tial to success: lobbyists are experi-
encing a hectic time and politicians
in London with the strongest bed-fellows.
Manufacturers, importers, distributors
and operators alike can chart no long-
run course. A leading distributor said
to me the other day “I feel like the
captain of a luxury liner whose ow-
ners have qualified their sailing in-
structions with the order ‘you’re on
your own and must change your own
discretion, for the passengers are
on a pleasure cruise and na-
ve, riotous, and United Nations man-
oeuvres must at all costs be avoided.’
That sums up my outlook this new
year and it seems to me I must push
little can be done about the purchase
tax, except by the long term policy of
lobbying Parliament, but when this
was the case by the year 1964 or 1965
we may be in a position to make a
real cogent charge on record. This
was actively resisted by the Phonog-
raph Operators’ Association (O.P.A.)
and has approached the record
companies for a concession to oper-
ators, bearing in mind the extent of
the amount public afforded by the
joke box. The outcome is awaited with
interest.

Restrictions On Locations
Being Eased

On the other side of the balance
sheet, restrictions on siting phono-
graphs are being eased. The British
new regulations, local authorities
cannot stop installations as before
they can only interfere if there are
complaints or disorderly scenes. An-
other favourite, the 50 feet, will go
or otherwise, sold circuits to the un-
way and in many cases never paid
their suppliers. The joke box trade
here today is more stable and the
standard of operations is far
approved. Especially helpful in this
connection is the special sound-insul-
ation service which manufacturers
operators have invoiced. In the past,
yellow sites have been obtained to
complaints about noise brought about
official action. Now sound
absorbers are being used to limit this
way, sound energy is restricted within
precise area. It is hoped that not only a considerable reduction in the
number of complaints but some
other manufacturers. Some of these models carried only one machine are now,
as a result of a restriction, taking two
and even three.

No Local License Needed

From the international manufac-
turers’ angle it can be said, with some
measure of confidence, that today the
have become fashionable and possibilites, provided capital costs
are not so high that the machine
installed without local license; senior
age groups have been noted using ma-
ches and, in the larger cities, oper-
times have been extended until the
night to a fairly low level and though so far this
year there had not been a lot of complaints, we ‘warns’ and a sufficient surplus
for entertainment.

Growing Of Vending

As the phonograph industry is fre-
quently tied up with other coin op-
methods, it is important that vending
be given the stimulus it deserves to
add a brief comment on the auto-
matic business in general. Demand
for vending machines has increased
amongst manufacturers contemplating
the British market should bear in mind
nearly two points. The first is the
narrow streets in the trading areas
space and the size of machine is important. For
ample, a complicated multi-service job
in the design led us to the
The British is still far from ma-
mechanical, mostly a matter of
through the slot when no other source
is available. Great caution should be
exercised so far as gaming machines
are concerned. The new law, framed
for the purpose of granting similar gambling
facilities to everyone—rich or poor—
may prove a powerful weapon against
loopholes, which are being exploited.

(Continued on page 74)
German Arcade Owners Look
To Government For Aid Through
Legislation; Ask Increase In Pay-Outs

We are pleased to incorporate in this special issue a general view of the arcade scene in Germany as seen through the eyes of Hans K. Skriver, President of the German Amusement Arcade Owners’ Association. He is also the proprietor of the Hamburg Coin firm of Skriver Bros. (Gebruder Skriver) and owner of 5 of Hamburg’s 50 arcades.

A tour of the “Reeperbahn,” Hamburg’s world renowned amusement quarter, reveals a total of 6 music arcades, 2 of which, The Penny Arcade and the Tivoli, are owned by Herr Skriver. Visitors to these arcades some ten years ago would have found a predominance of pay-out machines with only very few amusement games, the age of admission being 16 years. However, in 1956 the operators, who had been doing very well with pay-outs—some having as many as 50 per arcade—suffered a set-back. In that year the Government, alarmed by the number of juveniles frequenting the arcades, raised the age of admission to 18 years and, at the same time, limited the number of pay-outs to 2 per arcade. (German pay-out machines play on 10p (24) with a maximum pay-out of 1 DM (1s., 10d). Each game must last for at least 15 seconds giving a maximum of 4 games a minute. Jackpots are not allowed.)

The enforcement of this law meant that the arcade owner, whose premises are unlicensed, found himself no better off than the licensed cafe, or restaurant proprietor on whose premises 2 pay-out machines are also allowed, with admission open to all age groups. Therefore, the arcade owner has to supplement the loss of pay-outs with amusement games, thereby reducing his profits considerably.

Since this law came into force the G.A.O.A. has been striving to get a better deal for the arcade owner. The association feels that as operators are forced to fill their arcades with amusement games, suitable for juveniles, the admission age of 16 years should be restored. Alternatively, if this is not acceptable to the Government, a moderate increase in the number of pay-outs should be allowed for arcade owners. This view is put forward on the grounds that cash pay-out machines, operated under proper surveillance, would be less harmful than many of the other many gaming activities allowed by German law to people over the age of 18 years.

A suggestion put forward by the Preparing Committee that the number of pay-out machines be increased to five, met with resistance and was rejected. Despite these adverse conditions many arcades in the Reeperbahn notable the Penny Arcade, Eldorado and the Tivoli continue to uphold the best traditions of the coin industry by installing up-to-date American equipment displayed in attractive surroundings. However, at least one arcade owner, has turned his arcade into a licensed bar where profits are higher. This, claims Skriver, is detrimental to the amusement trade and urges operators to stand fast in the hope that the Government will one day do something to ameliorate their present position.

Herr Skriver will be attending the Exhibition and may be contacted on Wednesday, January 31st on the Cash Box Stand. He looks forward to meeting numerous of his international coin machine friends.

Redd Distributing Co. Promptly Serves The Export Market With The Largest Selection Of Music—Amusements and Vendors...

Our Motto—"Satisfaction Guaranteed"

**VENDING**

<table>
<thead>
<tr>
<th>Vendor</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rowe Pastry</td>
<td>$ 125</td>
</tr>
<tr>
<td>Rowe Sandwich</td>
<td>$ 125</td>
</tr>
<tr>
<td>DuGrenier Pastry</td>
<td>$ 125</td>
</tr>
<tr>
<td>Stoner D-560</td>
<td>$ 245</td>
</tr>
<tr>
<td>1V1 Bonanza Nawhip</td>
<td>$ 595</td>
</tr>
<tr>
<td>Cafe Hot Spa 7 Sel</td>
<td>$ 225</td>
</tr>
<tr>
<td>Apco 6 Sel</td>
<td>$ 350</td>
</tr>
<tr>
<td>Spacarb 4053</td>
<td>$ 160</td>
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**GUNS & ARCADE**

<table>
<thead>
<tr>
<th>Vendor</th>
<th>Price</th>
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<tbody>
<tr>
<td>Bally Marksmen (New)</td>
<td>$ 395</td>
</tr>
<tr>
<td>Bally Sharpshooter</td>
<td>$ 395</td>
</tr>
<tr>
<td>Midway Shooting Gallery</td>
<td>$ 325</td>
</tr>
<tr>
<td>Keeney Two-Gun Gun Fun (New)</td>
<td>$ 475</td>
</tr>
<tr>
<td>Bally Moon Raider</td>
<td>$ 150</td>
</tr>
<tr>
<td>Bally Bulls Eye</td>
<td>$ 150</td>
</tr>
<tr>
<td>ChiCoin Pro Hockey DiNex</td>
<td>$ 495</td>
</tr>
<tr>
<td>Wm. Road Racer</td>
<td>$ 245</td>
</tr>
<tr>
<td>K.O. Champ</td>
<td>$ 90</td>
</tr>
<tr>
<td>Motorama</td>
<td>$ 125</td>
</tr>
<tr>
<td>Space Age</td>
<td>$ 125</td>
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**MUSIC**

<table>
<thead>
<tr>
<th>Vendor</th>
<th>Price</th>
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<tbody>
<tr>
<td>AMI Cont. 200A</td>
<td>$ 565</td>
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<tr>
<td>AMI Lyric 100</td>
<td>$ 475</td>
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<tr>
<td>AMI Juke 100</td>
<td>$ 545</td>
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<tr>
<td>AMI JAI 200</td>
<td>$ 465</td>
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<tr>
<td>AMI JCI 100M</td>
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<tr>
<td>Rock-Ola 1468ST</td>
<td>$ 325</td>
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<td>$ 265</td>
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<tr>
<td>Rock-Ola 1454</td>
<td>$ 325</td>
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<tr>
<td>Wurlitzer 2304S</td>
<td>$ 565</td>
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<tr>
<td>Wurlitzer 1800</td>
<td>$ 190</td>
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<tr>
<td>Seeburg AQ160</td>
<td>WRITE</td>
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<tr>
<td>Seeburg B100</td>
<td>$ 165</td>
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**SHUFFLES-BOWLERS**

<table>
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<th>Vendor</th>
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<tbody>
<tr>
<td>Williams Ten Strike</td>
<td>$ 83</td>
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<tr>
<td>Bally All-Star</td>
<td>$ 65</td>
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<tr>
<td>Bally ABC Shuffle</td>
<td>$ 125</td>
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<tr>
<td>Bally Lucky</td>
<td>$ 175</td>
</tr>
<tr>
<td>ChiCoin Classic</td>
<td>$ 150</td>
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**FLIPPERS-5 BALLS**

<table>
<thead>
<tr>
<th>Vendor</th>
<th>Price</th>
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<tbody>
<tr>
<td>Williams Caravelle 4-Ply</td>
<td>$ 425</td>
</tr>
<tr>
<td>Williams Magic Clock 4-Ply</td>
<td>$ 360</td>
</tr>
<tr>
<td>Williams Serenade 2 Ply</td>
<td>$ 295</td>
</tr>
<tr>
<td>Williams Satellite</td>
<td>$ 125</td>
</tr>
<tr>
<td>Williams Gusher</td>
<td>$ 392</td>
</tr>
<tr>
<td>Gottlieb Texan — 4 PLY</td>
<td>$ 350</td>
</tr>
<tr>
<td>Gottlieb Melody Lane 2 PLY</td>
<td>$ 350</td>
</tr>
<tr>
<td>Gottlieb Merry-Go-Round 2 PLY</td>
<td>$ 392</td>
</tr>
<tr>
<td>Gottlieb Race Time 2 PLY</td>
<td>$ 265</td>
</tr>
<tr>
<td>Gottlieb Majestic 2-4 PLY</td>
<td>$ 185</td>
</tr>
</tbody>
</table>

**UPRIGHTS**

<table>
<thead>
<tr>
<th>Vendor</th>
<th>Price</th>
</tr>
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<tbody>
<tr>
<td>Keeney Red Arrow</td>
<td>$ 395</td>
</tr>
<tr>
<td>Bally Sportsman</td>
<td>$ 245</td>
</tr>
<tr>
<td>Bally Skill Parade</td>
<td>$ 95</td>
</tr>
<tr>
<td>Auto-Bell Hialeah</td>
<td>$ 95</td>
</tr>
</tbody>
</table>

**Special! Bally CAN-CAN New Write (1953)**

We have the largest — Most complete stock of Bingos-Upright-Music-Games-Arcade — Vending on the East Coast. Write or cable for complete inventory.

Cable—REDDINC
REDD DISTRIBUTING CO., INC.
126 Lincoln Street, Boston (Brighton) 35, Mass.
PHONE: Algonquin 4-4040
SEEBOURG DIST., IN 5 STATES—BALLY DISTRIBUTORS—CHICOIN FACTORY REPS.
NYS Assembly Studying Mandatory Insurance Bill For Kiddie Ride Ops

HURLEYVILLE, N.Y. — President Millie McCarthy, New York State Operators Association, this city, has advised that a bill has been introduced in the New York State Assembly calling for mandatory liability insurance on all kiddie rides. The bill in summary follows: Bill 3596 adds new S.A. General Municipal Law, to permit governing body of any city, town or village, to adopt ordinance requiring person operating amusement rides to be licensed and to maintain liability insurance policy of $50,000 minimum because of bodily injuries or death of one (1), and $100,000 maximum because of bodily injury or death to two (2) or more persons in any one accident. The bill was introduced by Assemblyman LaFauci.

Chi Coinman Missing In Fraud Charge

CHICAGO—Carl E. Greene, former executive of Tower Dist. Co., was reported missing with his family last week, after allegedly defrauding several finance firms of amounts estimated at between $400,000 and $1,000,000, it was reported by Chicago’s American last week. Greene is believed to have fled the country with his wife and two children.

Two finance firms and one acceptance corporation complained that Greene swindled them out of an estimated half million dollars in the last two to three years. He reportedly signed over to creditors jockey boxes as collateral. Greene’s attorney admitted to the Chicago newspaper that some of the jockey boxes pledged may never have existed. The complaints are the Corp. Credit Fund Ltd., Investors Commercial Corp., and Salem Acceptance Corp. State’s attorney Dr. J. Ward will open an investigation into Greene’s financial dealings, according to newspaper reports published last week.

Chi Coinman Missing In Fraud Charge

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☆ Write or cable for our 50 page catalog of arcade equipment, coin operated and games.

MIKE MUNVES CORP.

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Cable: MUNMACHINE

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☆ Write or cable for our 50 page catalog of arcade equipment, coin operated and games.

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50 Years Experience In Exporting

577 Tenth Ave., New York 36, N.Y.

Cable: MUNMACHINE

Wurlitzer 3rd Qtr. Net Earnings Largest Since 1947

CHICAGO—R. C. Rolfling, President. The Wurlitzer Company, reported today that sales for the third quarter (October, November and December) were $31,104,582, up 25% from $12,477,688 in the same quarter last year. Net earnings for the quarter were $452,058 or 51c per share—the highest since 1934. This compares with net earnings of $302,847 or 36c per share for the same quarter last year.

For the first nine months (April to December inclusive) sales were $259,739,769, up 25% from $205,767,085 a year ago. Net earnings were $341,462 or 40c per share on $80,059,209, compared with $274,345 or 34c per share on $76,542,929 for the same period a year ago.

Shipments of pianos for the first nine months were the highest in the history of the Company, and are expected to be good in the fourth quarter (January, February and March).

During December the new 1962 line of machine and phonographs was introduced. Distributors were enthusiastic about the line, and orders received to date indicate that the phonograph business will be better this year than last.

There has been no letup in the research and engineering program in all divisions of the Company. Rolfling stated that he was optimistic about business during 1962.

Bill Williams Hosts Model 2600 Party

NRW YORK—Bill Williams and his Wurlitzer distributing firm held an open house in honor of the new Model 2600.

Pictured above is some of the action which took place during the gala party which resulted in a highly gratifying amount of business for the Wurlitzer firm.

Top left, L. to r. Mack Bailey, Ted Dye, Mrs. Bill Williams and Bill himself.

Edelman To Introduce Coin-Operated Tape Player In Spring

NEW YORK—Edelman, president of the Car-Sonic Sound Corporation, this city, manufacturers of background music systems, returned last week from a trip to several cities in the USA and Canada. Stops in Montreal and Cleveland were made by the coinman in order to complete transactions on the sale of communications systems in schools in those respective cities.

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Bill Williams Hosts Model 2600 Party

NRW YORK—Bill Williams and his Wurlitzer distributing firm held an open house in honor of the new Model 2600.

Pictured above is some of the action which took place during the gala party which resulted in a highly gratifying amount of business for the Wurlitzer firm.

Top left, L. to r. Mack Bailey, Ted Dye, Mrs. Bill Williams and Bill himself.
A.T.E. EXHIBITOR LIST

(Cont'd from page 64)

CHICAGO AUTOMATIC SUPPLY CO.—STAND NOS: 20-23
Main distributors of all types of amusement equipment Chicago Automatic Supply Co. will site a full range of main machines, Jennings, Sega and Mills including the factory rebuilt pinball, pin tables and phonographs. As usual they will also have a complete range of copy on all machines. Also on show will be a number of high tops specially converted to 1d, 5d and 6d play. A large range of 1d plays with 2-12 pay-out specially suited for arcades will be seen together with the new Williams and Williams flippers, electric bingo tables, bowlers, shadle alley, guns etc.

PHILLIP SHEFRAS (SALES) LTD.—STAND NOS: 74 to 77
Centre of attraction here will be the "Pick-a-Box," a new 1d play multiple slot wall machine specially designed for arcades. Attractively styled this handsome piece of equipment is also notable for its compact measurements—a five panel machine each panel is capable of pay-out from 2-12. In addition will be the usual range of British, American and German arcade machines plus a complete range of spare parts. Philip Shefras will be in attendance for the 15th consecutive year to welcome old and new friends.

R.M. PHILLIPS LTD.—STAND NO. 96
R. M. Phillips Ltd., long established specialists in equipment for shooting galleries both live ammunition and air guns, will this year for the first time, feature a new novelty moving target set for shooting galleries. There will also be a full range of rifles and ammunition both .22 and .177.

PLASTIC BOXES will be on display.

JUKE BOX DISTRIBUTORS LTD.—STAND NOS: 109 to 111
Juke Box Distributors Ltd. will feature the AMI Continental 11 juke box and will include a comprehensive range of re-conditioned AMI Rockola, Seeburg and Wurlitzer machines. Also on show will be the own custom built 100 selection hideaway unit and wall box described as "the most compact and on the market." Also on view fruit machines by Jennings and Mills, Uprights by Bally and Keefer and pin tables by Gottlieb and Williams. Major attraction will be an entire new flipper football game which the company is introducing to the British market for the first time. The game, which has recently been site tested with remarkable results, has fantastic play appeal for the soccer fan.

STREETS AUTOMATIC MACHINE CO. LTD.—STAND NOS. 133-136
One of the sensations at last year's A.T.E. Streets Automatics will once again be drawing crowds with their eye-catching completely automatic "Wheel Em In." This extensively built engineering feat will undoubtedly prove a big money maker.

Happy Birthday This Week To:

Edna Gorman, Century, Buffalo, N.Y. ... DeWitt Eaton, Sarasota, Fla. ... Benton W. Preston, Wintonson, N.C. ... Ray Langley, Dallas, Texas ... Nathan Sugarman, Newark, N.J. ... Harold W. Dally, Houston, Texas ... J. Maurice Roberge, Joliette, Que., Canada ... Ed Wisler, L.A. Calif. ... Floyd E. Pruden, Allis, Ohio ... C. V. Hitchcock, Nashville, Tenn. ... Dick McCann, Century, Buffalo, N.Y. ... Walter L. Putnam, Knoxville, Tenn. ... Harold Schwartz, Chicago, Ill. ... Roy Toot, Lansdowne, Pa. ... Joseph P. Connors, L.L.C., N.Y. ... Louis F. Sebastian, L.L.C., N.Y. ... Guy B. Moon, Galesburg, Ill.

ACTIVE AMUSEMENT CO. LTD. (AMERICAN) 4242 W. Fillmore St., Chicago 24, Ill. (537-1500)

BUY THE BEST—BUY WILLIAMS
Philadelphia—Rock-Ola distributors around the country are furnishing lucky ops with free phonograph drawings today in conjunction with a nationwide contest which enables operators to participate in a periodic drawing. Winning name gets a free "Princess" and that's what's happening above, as Sam Daub (center) fellowship operator, poses with his prize, as Active Amusement Machine Company's sales manager Marty Brownstein (left) and proxy Joe Ash looks on.

A Real Money-Maker
Off To A Fast Start...

WAIKIKI BEACH!

ROYAL DISTRIBUTING CO., INC.
2070 Seward St., Cincinnati, Ohio
ELMURST 1-7400

DISTRIBUTOR TERRITORIES AVAILABLE

If you are reading someone else's copy of 
Corporation, why not mail this coupon today?

CASH BOX
1721 BROADWAY
NEW YORK 19, N. Y.

Enclosed find my check.

$15 for a full year (52 weeks) subscription
$30 for a full year (Airmail in United States)
$30 for a full year (outside United States)
$45 for a full year (Airmail outside U.S.)

NAME

FIRM

ADDRESS

CITY

ZONE

STATE

Please check Proper Classification Below

MY FIRM OPERATES THE FOLLOWING EQUIPMENT:

JUKE BOXES
AMUSEMENT GAMES
COCKTAIL MACHINES
VENDING MACHINES
OTHER

( ) Please answer the following questions:

... but this year... the showing of the new Wurlitzer "2600" lasted for three days at the World's Fair factory branch, and was received with great acceptance. Approximately 150 operators attended, some traveling quite a distance, coming from as far as Las Vegas and Ensenada, Mexico. Roy Hunter and John Riggs were hosts for the showing of the new phonograph in Ensenada, Mexico.

Vinny Lanzy of American Coin Machine was happy to report that the "2600" was a great success, with sales reaching a higher peak last week than any other year, since they have been in business. 

Jim Wilkins informs business is very good at Paul Laymon, Inc., and they are looking to the arrival of the new "2600" for their customers to enjoy. 

Sandy Talks
to "The Bride" by Lou Rawls.

The Capitol. Harvey Geller also dropped in to check on sales for "Blue Water Line" by the showroom. Staying at Simpson Distributors Co., getting new shipments ready for export, Sonny Lomborg received a visit from Ray Millbank of the "2600" sales branch.

The SS Seaborg phonograph, at the Hacienda Motel in Bakersfield, California, will be received with great appreciation.

William Schrader in Las Vegas for a few days calling on operators in that area. At E. F. Jones & Co., Chuck Klein commented on the fact that most of the operators are looking for new equipment. One of the big advantages to the operator is the elimination of a cash investment. R. L. Jones has been able to keep up with the right deal on leasing, to interest the operators. Also, if the response is what is expected, it should help many operators expand their route.

WHERE: To A Fast Start...

WAIKIKI BEACH!

ROYAL DISTRIBUTING CO., INC.
2070 Seward St., Cincinnati, Ohio
ELMURST 1-7400

DISTRIBUTOR TERRITORIES AVAILABLE
**Bally Announces "Lido" BINGO Game**

**BILL D'ONNEILL**

CHICAGO—Announcing delivery of "Lido," first bingo-type pinball game of 1962, Bill D'onnell, general sales manager of Bally Manufacturing Company, this city, expelled that the new game, is one of the best features of the most successful 1961 games.

"Combining the popular Futurity game with the ever popular OK feature and extra 'juicy' orange section is, of course, another reason why Futurity strikes and holds play, while 4-Way Pick-A-Play gives the player an opportunity to play for his favorite features.

"We are happy to announce, too, that "Lido" is equipped with the popular Anti-Mission Coin-Divider, which automatically divides income between operator and location and gives the location ready access to his share.

"Operators who have location-tested "Lido" are confident that the game will get the new year off to a good start."

**Stan Kuznicki Wins AMI Vacation**

CHICAGO—Thomas Sams, vice president of A. C. Automatic Services, Incorporated, and head of the Automatic Music, Incorporated (AMI) Division, with offices in this city, held the first drawing of this year of AMI's "Big Challenge" Vacation Contest in this office last week.

Operators whose names are selected in this drawing monthly are awarded vacations in Miami Beach or Las Vegas for two, according to the section of the country they reside in.

On hand to draw the lucky name from among music operators from every part of the country was Lee Brooks of Cash Box. Sams explained that in order to have an impartial attitude about the drawings he has been asked to invite Brooks of Cash Box and Nick Biro of Billboard Music Week to draw for winners.

"The lucky operator in this month's drawing is Stanley Kuznicki, of Chattanooga Amusement Company, in Dun- kirk, New York. Kuznicki and one guest will enjoy a delightful expenses paid vacation through the courtesy of AMI and Sams, in Miami Beach, Florida.

A. C. Automatic Services, Inc.'s distributor in the Dun-kirk, N. Y. territory is Sheldon Sales Distributors Corp., in Buffalo, New York. Heads of the firm are John Cooper and Leroy Bergman."
Fort Monmouth Vending Installations 
Open; Operated By Continental 

5 Yr. Contract Calls For 50 Machines

Mel Chasin On Hand For Opening Ceremonies

FORT MONMOUTH, N.J.—Practically the entire installation of the new vending machines automatic here last week as the U.S. Army opened three fully automatic self-service vending centers for its 5,000 troops at the U.S. Army post in the world.

The three automatic vending installations—dedicated to feed 3,000 civilian and military personnel at this installation—is the first of a series of service centers for the growing numbers of non-family personnel at the post.

The installations, which will feed wide variety of foods, are located at Russell Hall, post headquarters and in the Evans Area of the Army Signal Research and Development Laboratory. An additional installation was installed at the Patterson Army Hospital at Ft. Dix, which was ready for operation last week.

Ceremonies took place simultaneously at 9 a.m., when Col. Charles W. Draper, commanding officer, and William S. Tannen, vice-president of Continental Vending Machine Corporation, snipped the ribbon. Col. Draper, Col. Thomas K. Trigg, director of the Department of Defense and AIO, and Cheif Albert S. Nechanicky, director of the F-18, paralleled the ribbon.

Army officials noted that the automatic cafeterias will perform the job of feeding uniformed personnel efficiently and quickly, with better quality food and a wider selection than previous methods.

According to L. J. Anderson, general manager of the Post Exchange, the vending machines will overcome many service problems because they will function 24 hours a day, seven days a week.

Evans Area in the Evans Area will feed between 1,400 and 1,600 persons, and includes two hot plates designed for hamburger and cold sandwiches, soup, soups, vegetables, fruits and desserts. There are also two self-service buffets for milk, bread, cookies and desserts. And two fresh brewing coffee machines. There is also an automatic bil vending machine, which serves a variety of items, and a return course.

Installation at the Russell Hall will feed between 400 and 500 persons. It includes one hot plate for hamburger, one for cold sandwiches, soup, soups, vegetables, fruits and desserts. There is also a three, self-service buffet for milk, bread, cookies and desserts. There is also an automatic bil vending machine, which serves a variety of items, and a return course.

Installation at the Evans Area will feed between 1,400 and 1,600 persons. It includes two hot plates for hamburger, one for cold sandwiches, soup, soups, vegetables, fruits and desserts. There are also two self-service buffets for milk, bread, cookies and desserts. There is also an automatic bil vending machine, which serves a variety of items, and a return course.

The installation and service contract is one of the most unusual ever granted by the Army. It is for five years, with two renewals for additional five years. The contract, which was awarded to Continental Vending, Inc., includes an installation of a new vending machine in the Evans Area Center. The contract is for $1,600,000.

The government says it will not take competitive bids until the end of the five-year period.

Ops Asked To Be Precise In Answering IRS Inventory 
Covulation Questions

CHICAGO—Members of National Automatic Merchandising Association were advised recently to answer all IRS income tax return questions relating to inventory valuation practices in a direct and concise manner.

Companies ignoring this IRS request can be "almost sure" of having their returns audited, according to NAMA’s Member Letter No. 1121. The IRS, NAMA reports, basically wants to know how inventories are valued and intends to get information from questions dealing with methods of inventory valuation, change in inventory valuation methods, comparison of cost to market of those items valued at market, and physical inventory.

The NAMA Member Letter explains how to answer the questions.

New Vendocraft 
Cigarette Machine 
Shipped To Trade

MINNEAPOLIS—The new "Vendocraft" cigarette machine has been introduced as the market’s newest self-service cigarette machine. The machine, made by Vendocraft, Inc., of Minneapolis, Minn.

The machine has a total capacity of 270 packs, either king size or regular size, held up in 12 different brands in 12 columns. Compact in construction and styled for "eye appeal," the Precision Cigarette Vending machine has a large plexiglass viewing window, with ample space to display merchandise, small signs, or advertising cards.

A double coin slide mechanism is available in the standard 25¢, 50¢ or $1.25 combinations. The slide can be changed to accept various combinations of coins.

The base compartment holds 54 cartons of backup merchandise. The unit is of rust resistant, welded steel construction, finished with "chip resistant," bright metallic baked enamel finish and stainless steel identification copy. Other features include a "positive-action" selector knob with automatic chute line-up which protects from unauthorized tampering or theft. A tamper or "tamper proof" chute cover is released only when coin slide is actuated to prevent tampering or raiding through the dispensing chute. The unit stands 55¾ high, with adjustable legs. Depth (front to back) is 20¼ and width is 18. Shipping weight is 110 pounds.

Sanitarlan Courses 
In Conn., Wisconsin

CHICAGO—State inspectors are being used to assist the current state inspection for the Connecticut, Wisconsin. The Connecticut insurance law provides a special approval for the state in the Connecticut, Wisconsin. The Connecticut insurance law provides a special approval for the state in the Connecticut, Wisconsin. The Connecticut insurance law provides a special approval for the state in the Connecticut, Wisconsin.

The course is sponsored jointly by Automation Merchandising Association and the Connecticut State Board of Health.

The Connecticut vending law passed the state’s House and Senate last June. NAMA president did not work in revising what was to an "acceptable" the vending law.

The Connecticut vending law now provides for a $150,000 machine license for machines taking nickels or larger denominations as well as pennies. Vending machines are also required to have不得超过 one "acceptable" to vending machines. The Connecticut vending law was recently enacted into law.

Training course subjects will include vending machine sales, vending machine values, and vending machine service and maintenance.

An announcement last Friday advised that David E. Hatt, public relations director for Wisconsin sanitary machine, and executive director of Wisconsin Automatic Merchandising Association, will conduct the training course for Wisconsin sanitary machine, and executive director of Wisconsin Automatic Merchandising Association.

Slated for the Keenan Health Center, the training course is being sponsored by the Wisconsin Sanitary Machine Association and will be conducted by the Wisconsin Automatic Merchandising Association.

Sanitarlan meetings in the school are NAMA President Herb A. Geiger, Wisconsin Council President Carl Millman, Ethel Rakow, Canteen Co., and John F. O’Brien, Ace Foods, Inc.

New Coin Trays

CHICAGO—Three new coin system coin trays have been introduced by the American Hardware Association. The coin trays are precision molded in non-metal, non-ferrous, the same ABS thermoplastic resin used in the manufacture of telephones, football and crash helmets. Cycolac is made by the Marbin Chemical Division of Chicago.

2½% Insurance 
For NAMA Group

CHICAGO—Participants in the new 2½% insurance plan sponsored by Automatic Merchandising Association, soon will receive a 2½% per policies. The plan was designed to do so on a group insurance trust.

The checks reflect a return on premium charges for the policy year ending June 30, 1951.

In a letter to all members, Robert E. Deutsch, president of the vending company, said, “It is a privilege to report that the NAMA plan which was designed to do so, has been so far returned back and has outstanding a real benefit when it was needed,” he added. The plan which pointed out that more than $1.5 million in benefits has been returned to the NAMA group insurance plan over the past ten years.

Underwritten by the National Life Insurance Company of Boston, NAMA group plan growth has continued to increase and now counts more than 30 non-commercial companies as participants. The plan offers full life insurance, accidental death and dismemberment, hospital and medical insurance, and comprehensive plan of major medical insurance available to members and their dependents.

Wurlitzer Names New Virginia Distrib

Diamond Coin Mach. Exch. To Cover State

R. H. Belam Company, Inc.
to all its customers, regarding:

VENDING

February 1962

Dear Friends & Customers:

Vending machines of all types and makes, both new and used, have become part of our ever-evolving export trade.

In the very near future the vending trade will reach a very important volume which should equal or even surpass the volume attained in related coin operated trades such as phonographs and games.

All manufacturers of Coin Operated Phonographs and Games, and their distributors, have had remarkable success in this new field, and their successful experience has been the main factor in inducing our Company to follow this irrevocable trend.

We would like very much to receive your full cooperation in our new venture, the same as in the past, and we shall do our utmost to earn your patronage in this new field which certainly will be mutually profitable.

Your specific requests for information, prices, as well as your comments pertaining to the potential of your own market will be highly appreciated.

With our best wishes for a healthy and prosperous 1962, we remain

Very truly yours,

R. H. BELAM COMPANY, INC.

23 East 26th Street, New York 10, N.Y.

Cable Address: BELAMEX, NEW YORK
Casola Retires
Sells Out For $250,000

CHICAGO—Louis Casola, long associated with the coin machine industry, in music and game operations and in vending in Rockford, Illinois—through his Mid-West Distributing Company and Mid-West Automatic Vending Company, announced his gradual retirement from his coin machine operations last week.

On December 2 of last year Casola sold all of his industrial vending accounts to the Fribberg Vending Company, owned and operated by Leonard Fribberg.

Still somewhat retained under Casola’s direction are the street stops, and candy and cigarette locations, which were incorporated into his Mid-West Distributing Co.

Casola, who will shortly emplane with his family for one month’s vacation in Florida, stated that the purchase price in the transaction with Fribberg was $250,000.

For the past two years, prior to this transaction, Fribberg was general manager of Casola’s industrial vending division. Previously he was the sheriff of Winnebago County (the territory surrounding Rockford). He was in the insurance business before he joined Mid-West Distributing Company.

British Ops Review

62 Problems

(Continued from page 96)

by local authorities and others. Freedom of gambling in this country is a lease, and a short one at that. On the other hand, the liney loves a gamble so long as it is not made too complicated. The sort of automatic gambling production wanted is a medium priced simple-to-operate job in the style of an automatic shoe-penny book, with competitive pay-outs.

Finally, 1962 is unlikely to be a vintage year; buyers will be cautious and “take” will be lucky to remain constant, especially in cards to hall of trade re-arrangement. Nevertheless, a steady turnover can reasonably be anticipated in most classes of coin operated equipment.

Joe Ash says . . .

ACTIVE PINBALLS

THE LARGEST DISTRIBUTOR OF PINBALL GAMES IN THE WORLD!

Exclusive Gottlieb and Bally in Eastern Pennsylvania, South Jersey and Delaware

You can ALWAYs depend on ACTIVE WATs

466 N. Broad St., Philadelphia, Pa.

Phone: 2-54938 Write us for prices

The NEW CROWN FIESTA

by FISCHER

EASY ON THE EYE— EASY TO BUY! SEE IT HERE NOW!

BADGER SALES CO., INC.

2251 W. Pico Blvd.

Los Angeles 6, Calif.

The virus bug bit coinrow last week and didn’t leave until it had bitten at least four distributor representatives. The result was that telephones were ringing off the hook of the dealer, and reports were pouring in to distributor sales and sales representatives alike handling the flow of machines and sales and trade-ins.

These “wounded in action” were Murray Kaye, number two man of Atlantic News, Yonkers, N. Y.; Murray’s brother, Mike—vice-president in the west; and Ted Allen, who indicated that while Murray was resting nicely, he wouldn’t be back until his Thursday or Friday. Meanwhile, the pressures were on Murray’s regular duties (which are of a voluminous nature to say the least) plus the regular work and contact necessities he usually carries out each day without the added Kaye responsibilities.

The bug evidently flew southbound because before too long word was that Abe Lipsky had been shot and was bedded down with a similar condition. Abe was still out at mid-week, fighting gallantly as the acting general manager, with Robert in the ammunition in the form of pencil and fighter aids. Harry Koppe1, Abe’s sidekick at Lipsky Distributors, handled the action single-handedly and report that business was about 20 per cent using.

The Lipsky showrooms are about one city block from Runyon Sales Company and it took approximately two minutes for the virus-carrying insect to find its way into the Rowe-AMI showrooms, stop for a moment of survey, and then make the jump. Morris Koppel, Murray’s assistant, was Morris’ desk, sitting atop Rood’s order pad, the bug hesitated a moment. Morris held his position and the bug got out of the way and Rood could answer another incoming call, the bug stung him on the knob of his left hand (the phone-answering hand). Meanwhile, the virus bug started on the stricken and headed for his niche. On the other hand, the Runyon showroom, the insect passed Louis Wolberg but didn’t have the heart to sting him. Louis was returning to work after having been laid up the result of a virus.

It has not been determined at press time whether or not Ir2 Kempy” Kaiser, the famed kis-salesman of Runyon, was bitten by the virus bug, but it is known that he was, however, taken ill as the result of an attack earlier this week.

Diagnosis was not available but the symptoms seemed similar to those reported by previous patients. The bug may or may not be still working its way in the distribution, and it is a long time before the virus bug is on the alert. Meanwhile, reports on the progress of coin operations is less optimistic and this week should see most of them back in the office desk in good health.

Though not suffering from the virus but hospitalized just the same was proxy of MONY, Al Denver, a patient at Doctors’ Hospital in NYC. Al was suffering from pneumonia and was reported as a minor patient in and out and was back to business as usual.

Suren D. Fejsian, president of Mondial Commercial Corp., exclusive distributor for Gottlieb and Williams in Europe, attended the A.T.E. Convention at the Tenth Anniversary and that more or less takes care of the week.

Joe Ash says . . .

Active Amusement Machines Co.

EASY ON THE EYE—EASY TO BUY! SEE IT HERE NOW!

BADGER SALES CO., INC.

2251 W. Pico Blvd.

Los Angeles 6, Calif.

Eastern Flashes

Mr. Wes Van Duren, President of Van Duren Bros. Limited, will visit the A.T.E. Convention, London, England.

Van Duren Bros. Limited—Distributors of Coin-operated Games & Music

London Borer, Warner & Co. Ltd.

Agent Chesham House, 150 Regent St.

London W.1, England

Cash Box—February 3, 1962

74
EMPIRE MEANS EXPORT!

BOWLERS
UNITED BALLY

JUMBOS - ROYALS - TROPHY
LUCKYS - DUPLEx - BOSS
PLAYTIME

PHONOS
B - C - V - K - 201
1448 - 1445 - 1465
2000 - 2200 - 2300
12E - 620 - H200 - 1200

FIVE BALLS
WILLIAMS GOTTlieB
SINGLE - DOUBLE - 4 PLAYERS
EVERYTHING FROM 1958 UP

STATE FAIR - PIRATE - BONUS
SPORTSMAN - SAFARI - CRUSADE
VANGUARD - CIRCUS - CARNIVALS
GUNSMOKE - BAZOOKA - SHOOTER
GALLERY - RIFLE GALLERY

ARCADE
TEN STRIKE - ALL STAR
BOWLERS - SPACE AGE
BASEBALLS - CRANES - HORSES

BINGO
UPRIGHTS
SHOWTIME - KEY WEST - MIAMI
BEACH - BIG SHOW - CYPRUS
GARDENS - SUPER CIRCUS
MERMAID - HIALEAH

WRITE FOR COMPLETE LISTS & PARTS CATALOG
CABLE ADDRESS: EMCMA

"2900" (1965) coin-operated phono. A very great number of music of converted on First Coin from this city and outlying areas. Among Joe, Sam Burns, Fred Kline, Nick Nelson, Cliff Maffett, and Wurtzler, Davidson and C. B. Ross played host to every coin on Friday, John Oettinger, James Bernhard Lazare, George Bernard, Pete Wilkes, Bud Emerich, Harry John Marlowan, Ed Gilligan, Max Berenson, Robert Streett, Edward Leon Mohill, Harry Grossman, Calvin Cee and Ed Okulans. These tended the weeklong showing after Cash Box went to press last week.

Among the happy people at Atlas Music Company over the acquisition, distribution here of the Bally line of amusement equipment are Nate Fine, Eddie Ginsburg, Harold Schwartz, Irv Ovitz and Bill Phillips, Atlas service facilities are under the wing of coinvent Frank Bach. Atlas' past is supervised by Mort Jacobs. . . . Before getting ready for a vacation trip, Joe with his lovely wife and children Lou Casola dropped us a visit. Joe is in a vacation mood and Lou is taking a break to enjoy warm weather there. . . .

Wico Corp.'s Ed Ruber just returned to the city from a lengthy West Coast trip. He reports business conditions good most everywhere. . . . NACA executive secretary, John S. Bowman, is back in harness at the Park Headquarters following a post-conviction vacation in California. . . .

Hymie Zorinsky will miss the upcoming Music Guild of Nebraska convention in Omaha. On January 30 Hymie sneaks the snow off his feet and emplanes for balmy Los Angeles for a month's vacation. Enroute he will stopover for a while in Las Vegas. During Hymie's absence Eddie Zorinsky will hold down the fort single-handedly.

One of the happiest coinmen here last week was Joe Kline, First Coin, who enjoyed unprecedented success with his showing of the new Wurtzler model.

Chicago Chatter

Although there is no notable mass movement of coinmen from this area crossing the Atlantic to be on hand during the 17th Annual Amusement Trades Show—Jan. 30 to Feb. 1— in good of London, all eyes are glued to the pages of CASH BOX to drink in all the facts. Moreover, since most manufacturing concerns are well represented by their distribution people in Europe there seemed to be no need for them to make the long trip.

However, one local manufacturer of amusement games, Sam Stern, president of Williams Steel, Electro-mechanical Mfg. Corp., impresses us with his strong belief that someone in the export business finds his finger on the export business pulse through the A.T.E. conclave in London. Sam plans for London last week first, stopping off in New York. After the big show Sam will tour the Continent calling on Williams' distributors. . . . While the subject of Williams Electronic we can't help taking cognizance of the "wink" in Art Weinand's eye, when he hints at something new due to "pop" soon at Williams. The weary vice presy has us "dangling" for the time being.

The first bingo type pinball game of this budding new year is Bally's "Lido," bill O'Donnell, general sales manager of Bally Mfg., tells us it combines the popular "Futurity" game feature with the new four-way "Pick-A-Play" feature, giving players the widest choice of scoring ever built into a bingo.

Another new amusement game intro'd this past week was United Mfg.'s new "Holiday" big ball bowling, offering operators a bowling with seven scoring games and a 6 player, to boot. Herb Gortinger and Bill DeSelm feel they have one of United's biggest winners in some time in "Holiday."

Alvin Gottlieb, D. Gottlieb & Co., is back at the home front after his "visit" to Washington, D. C. Meanwhile, Gottlieb's "Egg Head" pinball amusement game is continuing to create terrific acceptance everywhere, according to Nate Gottlieb and Judd Weinberg.

Another coinman who is very much aware of the goings-on at the A.T.E. in London is Paul Huescho, vice president of J. H. Keeneys & Co. Paul, Clayton Nemeroff and Harold Dorgan are busyly engaged in "some new development," and, again, we'll just have to wait and see.

A welcome home party for Automatic Canteen prez Pat O'Malley was planned at a luncheon meeting hosted by Chicago's own Jim Meegan in Fritzell's Restaurant t'other day. O'Malley's popularity has obviously never waned.

Chicago Dynamic Industries president, Sam Wolberg, is pleased as punch when he tells about Chicago Coin's "Variety Roll Down" ball shuffle alley bowling and "Long Range Rifle Gallery." Mort Secore, Chicago Coin's sales director, happily helps to this pleasing du of games as ChiCoin's "one-two punch"—terrible sales getters.

Convention J. Mangan, who has for a long time claimed territorial rights to Outer Space, and calls himself "Prime Minister of the Nation of Celestial Space," sent astronaut Lt. Col. John H. Glenn, Jr. a "passport to the moon," by return mail he received this note from the astronaut, who is on standby for his flight into Outer Space: "Looks like I'm all set now."—John H. Glenn, Jr.

Joe Meyer, owner of Kay Mar Amusement Co. in Chi., and owner of a Fischer "Crown Imperial III" pocket pool table in Empire Coin's recent display held by owner Gil Kitt and sales chief Joe Robbins in Empire's showrooms, is the very proud brother of Ray Meyer, very successful coach of the powerful DePaul University basketball team. . . . Empire Coin's Jack Burns info that compo Albert Small of Bemidji, Minnesota is weathering the extreme subzero temperatures in the far northland.

Ed Doris, exec vee of Rock-Ola Mfg. Corp., returned to his warm office (to thaw out after his trip to—believe it or not—New Orleans). Just before Ed returned Walsh Wyckoff held a drawing in Rock-Ola's 'Grand National Sweepstakes' contest for the nation's operators. Winners were (North) Bill Champlain, Champsion Music Co., in Garden City, Kansas. Distrib in that territory is Lew Pate's Bird Music in Manhattan, Kan. (South) Alvin Miller of Philadelphia, Ohio. Rock-Ola's distrib there is Sam Taran's Distrib (East) Jim O'Connor of Camden, N. J. Joe Ash's Active Amusement Co. is the distributor there. (West) M. C. Gardner of Bountiful, Utah, Rock-Ola's distrib there is Mel-O- Dee Music of Salt Lake City.

The ops are still pouring in at Joel Stern's World Wide Distributors to look over the new Seeborg "SBS" phone. And, Chicago Coin's "Variety Roll Down" shuffle game and "Long Range Rifle Gallery" are also very popular pieces at World Wide, according to Fred Skor and Howeie Freer.

Hymie Zorinsky will miss the upcoming Music Guild of Nebraska convention in Omaha. On January 30 Hymie sneaks the snow off his feet and emplanes for balmy Los Angeles for a month's vacation. Enroute he will stopover for a while in Las Vegas. During Hymie's absence Eddie Zorinsky will hold down the fort single-handedly.

One of the happiest coinmen here last week was Joe Kline, First Coin, who enjoyed unprecedented success with his showing of the new Wurtzler model.
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