Togetherness, a word often tossed about in this age of social statistics, needn’t be applied only to matters concerning the relationships among individual family units in America.

To us, that word also makes sense even in the highly competitive, what’s-in-it-for-me business world. But, noting the every-man-for-himself attitude of many in the business world, is it too idealistic to think of applying togetherness within a particular industry?

We don’t think so—and we’ve come across a reassuring situation along this line in our own business.

We’re referring to the current series of lectures being conducted on the music business at NYU—in cooperation with NARAS (National Association of Recording Arts & Sciences).

For one thing, lecturers representing various labels—both majors and indies—are heard in a single evening’s time. The atmosphere is completely cordial, and it is often the case that one guest speaker will add to (or correct) the information being relayed by a fellow lecturer.

Another striking indication is that the overwhelming majority of the men are connected with A&R men, sales personnel, etc.

Here then is another example of “walks-of-life” in business—also present for the purpose to learn more about the business, and to use acquired knowledge to develop a product that has more significance to the public and more power behind it.

At present there is also some invisible but highly visible aspect of the record industry—associations, RIAA and some in way they can help or hinder for the mutual benefit of the business, perhaps the benefits are all far greater than anyone realizes.

The record industry has many a deep-rooted problem to solve in order to become more healthy, stable.

It seems to us the awareness of togetherness is a step in the right direction.
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So What Are You Waiting For? Call your CRDC Representative... NOW!
DREAM BABY (How Long Will You Love Me?) (2:23) [Alvin BML—Mann]

ROY ORBISON (Monument 456)
Orbison, who just turned in a fantastic double-header in "Crying" and "Candy Man," appears to have done it again here. Both the snappy up-tempo "I Won't Be Long I Dream"
and the emotional rock-a-chick, "The Actress," build to electrifying climaxes. Stellar two-sided
support from the Bob Moore aggregation. Pairing's already a hot sales item.

"COME BACK SILLY GIRL," "A SONG FOR YOUNG LOVE" (2:21) [Alden BML—Mann]

THE LETTERMEN (Capitol 4699)
The Lettermen, who now have two smashes under their belt ("The Way You Touch Me" and "Love Letter To Mary"), have their third via either end (or both). One end of the hitting ballad chamber-tuned "Come Back, Silly Girl" (a soft ball when back noise-maker for Steve Lawrence) while the other, a haunting, slow-paced folk-flavored love tagged "A Song For Young Love" (which is the title tune of the hit LP from which both ends are culled). Chalk up two splendid assists from Jimmy Haskell's outfit.

"THE ALVIN TWIST" (2:30) [Monarch ASCAP—Bagdasarian]
I WISH I COULD SPEAK FRENCH" (2:16) [Pickwick ASCAP—Bagdasarian]

CLYDE MCPHATTER (Mercury 79141)
We'll bet our bottom dollar that Clyde McPhatter has one of his biggest hits quite in a while with this one. Tabled "Lover Please," it's a tremendous twister that has the vocal and instrumental sound of success. Great arrangement. Pairing's an inviting beat-ballad blueser dubbed "Let's Forget About The Past.

THOU SHALT NOT STEAL" (2:00) [Alcroft BML—Londermik]
MISTER JONES" (1:55) [Alcroft BML—Londermik]

JONI MCGRATH (209)
Ace tunemasher Londermik, who came thru in winning style with his self-and-voiced vocal effort, "Language Of Love," has another original here that's destined for hitville. It's an infectious cha-cha clubfighter with a catchy choral and musical backdrop (with drummer Jimmy Isell adding a sock "Mountain's High"-like gimmick). "Mr. Jones" is a detectable Londermik-penned rock-a-shuffle romancer that also has the charts goods.

"AMORO" (3:00) [Melody Lane BML—MARIE, MARIE] (2:29) [Garland ASCAP—You're, Pocket, Beaudin]

ROGER WILLIAMS (Kapp 447)
The pianist can follow up his "Sunny," "Yesterday," two-sided success story.

"CLOWN SHOES" (2:26) [Metrone BML—Smith]
THE WAY I AM" (1:55) [Gio BML—Crosford]

JOHNNY BURNETTE (Liberty 55146)
Burnette, in a follow-up to his recent click, "God, Country & My Baby," can easily be chart bound again with this potent ballad display called "Clown Shoes," a tale, as the title indicates, about a love that didn't pan. Performer's usual deft command of teen material is matched by a catchy, exciting rock backdrop. Pairing's an easy-smooth flirtation will call the backing on Leroy Van Dyke's "Walk On By."

"FLAMENCO GUITAR" (2:32) [Mills ASCAP—Parish, Maine, Lifefarm]
"SUGAR BLUES" (2:40) [Pickwick ASCAP—Fletcher, Williams]

DON COSTA (Columbia 12873)
Costa can add another pair of hits to his collection as a result of his Initial session for Columbia. On one half he takes his orch thru a wonderfullight and colorful treatment of "Flamenco Guitar" (with a fine solo by Ernie Royal on guitar). On the other half, Don's in the trumpets spotlight as the crew cha cha up-dates the Clyde McCoy classic, "Sugar Blues." Two goodies here.

Clyde King (Philips 40001)
(1+1) "THE BOYS IN MY LIFE" (2:45) [Blucoin BML—Allen, King] A lark crew tenderly handles a tale of boyfriends and the girl who wistfully recalls the many false loves in her life. Deck is one of the first early-1962 cuts of the European label now tied in with Mercury (side was cut in December) and features "Era Promises" (2:15) [Blucoin BML—Taylor] Much the same relaxed rock approach here.

Clyde Montana (Monogram 500)
(1+1) ALL YOU HAVE TO DO (Was Tell Me) (2:10) [Sherman-Devonron BML—Devonron, Montana] Songstress has a distinctive, somewhat tabellico deliverance, and he does a striking job on this sensitive two-sided romancer. Very attractive from the rock-a-chick angles. What could happen, Era handles the label.

(1+1) LOVE ME" (2:14) [Sherman-Devonron BML—Devonron, Montana] A spirited folk-type affair loaded with charm. The wordy lead and his fellow songstress is accompanied by a joyful musical setting, including chimes gimmick. Could make noise.

(1+1) A LONG WAY FROM HOME" (2:15) [Patterson & Balladeer—Van Winkle, d'arcy, Darian] Dramatic folk-flavored fare.

Alan Chase (Cinema 102)
(1+1) TWELVE O'CLOCK AND ALL IS LOVE" (2:54) [Joy ASCAP—Warren, Max] Learns of true-love found in the space of 12 hours in this semi-romantic teen affair of singer Chas and the combo-chorus. Some rock-market interest here.

(1+1) CATCH ME EVERY DAY" (2:40) [Silver Screen BML—Chase] Latinistic romance for the kids.

Joe South (Fairlane 2105)
(1+1) SLIPPING AROUND" (2:16) [Peer's BML—Tilman] Old country item gets a reliable help from the songwriter, who had a piece of the recent Bobby Edwards click, "You're The Reason." He's supported by a good-sounding, guitar-led rock-a-billy sound. Session has both. pop- and country credentials.

(1+1) JUST TO BE WITH YOU AGAIN" (2:40) [Wonderland South] Catchy rockin' on a ditty about a guy willing to anything to make his gal return for a renewal of their relationship.

The Continental Cousins (Palace 509)
(1+1) THE PARIS PEPPERMINT TWIST" (2:22) [Frost & Jone-Ruiz] BMA, 724) The Joey Dee smash gets a French twist, but a strong, made-in-America backing is the clincher. Makes for cute, change-of-pace performance.

(1+1) MANHATTAN SPIRITUAL" (2:09) [Zodiac BML—Maxed] Songsters chant in this teen-inclined rendition of the instrumental, a hit on the label several years ago via a deck by Reg Owen.

Little Steve (Gaydon 2009)
(1+1) I SEE A STARY" (1:58) [Jamie BML—Miller] Rocker songwriter offers a date that recalls early-bright-romantic material by Frankie Lymon. Good busy rockin'.

(1+1) THE LETTER" (2:11) [Jamie BML—Miller] Slow beat platitude for the teen crowd.

Joe Conwright (Orchestria 11)
(1+1) ORGAN TWISTING" (2:21) [Farlo BML]—Conwright. Twist is done in a sax with a good steady-beat blues-jazz approach. Good listening dancin' cut on the crane.

FREDYU BLUES" (2:05) [Farlo BML—Johnson] Vocalists are spotlighted on a downtown home BML.

Bary Seidel (Daybill 2005)
(1+1) THROUGH THE LOOKING GLASS" (1:52) [Mercury BML—Gold, Hill] Teen-targeted blues hits a lively twist sound from the combo-chorus.

(1+1) DO YOU HEAR" (2:35) [Sylvia BML—Elgin, Covy] Mostly easy shuffle-beat manner to this all-purpose item.

The Trowilins (Tag 449)
(1+1) I'M THE ONE" (2:05) [Cranes BML—Rice, Ku, la] Gob, spotlighting a strong lock on and rock-a-string setting present an exciting teen-romantic ballad cut by Shirelles. Could grab that important coin.

Forever" (2:15) [Cranes BML—Rice, Ku], Also in a Shirelle's vein this is an inviting Latinistic softie.

Jack Cook (Ramee 179)
(1+1) RUN, BOY, RUN BOY" (2:18) [Renda BML—Cook] Deep-rooted rockabilly warbler handles a follow-up to romantic against a bougy, guitar-led combo backdrop. Generally ins string-setting treatment. Being handled by the Smash label.

(1+1) I'VE GOT A BOOK" (2:11) [Renda BML—Cook] Solid stuff about a gay by a gal who looks anything, except love.

Heen Troy (Kapp 449)
(1+1) I THINK I LOVE YOU" (2:05) [Cranes BML—Rice, Ku, la] A solid twist sound supports the lark's strong account of the bell's blues. Drummer generates an excitement that teeters and the general run of twisters will appreciate.

(1+1) I'LL BE AROUND" [Willuser] The choice standby is attractively paired with the counter-point against a lush, triplet-included orchestral arrangement.

Mavis Rivers (Reprise 322)
(1+1) INSIDE THE OUTSIDE INN" [Sandals ASCAP—Stan, dene, Dennis] Thrush is a fine choice to survey and those who find themselves to be the ones who can hardly ask for a better full set of genuine rockers to take their pick by Neil Heath's crew. Lots of deepness will delight the deck.

DO IT NOW" [Sandals ASCAP—Gladstone, Rhett] A cozy ballad affair on a tune that may be evergreen bound.
Name a new hit!

"ALONG CAME LINDA"
TOMMY BOYCE
#7975

Another!

"THOU SHALT NOT STEAL"
JOHN D. LOUDERMILK
#7993

A third?

"WHAT AM I SUPPOSED TO DO"
ANN-MARGRET
#7986

Who do I call for all three?

That little old hit-maker... me!

RCA VICTOR
The most trusted name in sound
Pick of the Week

"BIG MOUTH BILL" (2:08) [R.F.D. ASCAP—Deane]
"COME WITH US" (2:21) [R.F.D. ASCAP—Deane]
PHIL MCELAN (Versatile 108)

N.W.W.—New York platter spinner Phil McLean, who climbed high up on the charts with his delightful "Bad Dog" sequel, "Small As Sam," staves up another strong contender for holdout in "Big Mouth Bill." It's a "Sam"-styled novelty that has a fetching chorus-ork—showcase for Phil's talk- ing-performance. More of the same contagious stuff, twist—style, on the "Come Us With Us." It's..... 

THE MIRACLE OF LOVE" (1:54)
[American BMI—Capehart, Campbell]
"ONCE MORE" (2:25) [American BMI—Capehart]
GLENN CAMPBELL (Crest 1968)

Campbell, who just did a nice business with his "Turn Around, Look At Me" chart-booster, can make it two—on—a—row with this new one. Side, titled "The Miracle Of Love," is a pretty, religious—flavored (chorus—backed) romantic thumper from LEFEBVRE—LP. Companion piece is a lovely romantic ballad tabbed "Once More." 

"OOP—DU—FERS BALL" (2:29) [Recordo BMI—Thomas, Byro]
"DON'T WORRY 'BOUT ME" (2:29) [Recordo BMI—Byrd, Thomas]
BOBBY DAY (Rendezvous 167)

Bobby Day appears to be in his "Rockin'" Blind" smash form as he comes thru with a sensational twist—er that the hopsters ought to go wild for. Side, titled "Oop—Du—Fers Ball" is a real rizzler loaded with teen—appealing vocal and instrumental tricks. However, don't overlook the tantalizing raunchy—blue notes (see below—"Wrong"") that the singer could earn an r'h biggie. Solid support, on both stands, from the Leon Rene crew. 

"MAG saturator LEE" (2:25)
[Pan World, Ding Dong BMI—Blackmon, Aleong]
"HOW LONG" (2:35) [11Stu Sales BMI—Fitts, Aleong]
AKI ALEONG (Repertoire 20,050)

Aleong, who recently broke thru the Top 100 barrier with his "Trade Winds" outing, offers a repeat performance with this new slice. It's a captivating rock—a—cha—cha entry, tagged "Magic Lover, Man," that sports an ultra—commercial—choral—orsk. "How Long," on the other end, makes a sassy, subdued cha—cha beat route, Ear—pleasing coofer. 

"BILLY OLD BUDDY" (2:25)
[Arch BMI—Tobias, Ballard]
"TROUBLE" (1:32)
[Metric BMI—Shelley, DeShannon]
THE FLEETWOODS (Dolton 49)

Both of the highly original dates by the songsters can step out. "Billy Old Buddy," about a "buddy" who's been meeting his friend's gal on the side, has an illuminating light—beating touch, while "Trouble" will keep the kids interested in view of strong material and performance, including a striking trombone—percussion gimnick in the Latinizing setting. 

"STRANGER ON THE PHONE" (2:32) [Mellin BMI—Blik, Young]
"CIELITO LINDO" (2:35) [Holms BMI—Arr, Blik, Young]

English bit—makers, Acker Bilk & his Paramount Jazz Band, who clicked here a short—while—back with "Summer Set," can do it again with this one, which is currently a smash in England. It's an enchanting instrumental (composed by Bilk) that should garner immediate deejay action. More fine sounds on the extremely pretty revival of "Cielito Lindo." 

"WEST OF THE WALL" (2:29) [Music Production ASCAP—Shanklin]
"WHAT DID I DO" (2:34) [Alamo ASCAP—Shanklin, Walsh]

Ronna Loukas, remembered for her walk—away—sleeper "hit," the "Big Hurt," can return strong thru to the charts with another off—the—beat display in "West Of The Wall." Infectious item offers the optimistic view that love can conquer the Berlin wall. Performer's distinctive upbeat reading is backed by a novel Latinish sound from the 0k (chorus is also included). Flip is a tried—&—true—backed rhythmic date. All of the week's future belongs to "West Of The Wall." 

"YOU'LL BE MINE" (2:29) [Are BMI—Dixon]
"GOING DOWN SLOW" (3:05) [Oden]
"HOWLIN' WOLF" (Chess 1813)

Howlin' Wolf, long—time r&b money—maker, can pick up loads of pop (as well as r&b) coin with his newest Chess outing. Side to watch is "You'll Be Mine," featuring a sassy, smothering stomp. "Howlin' Wolf's" signature "Bo Diddley"—like instrumental coofer. Couple's a slow—gun, bucket—blues that rates close r&b attention. 

"Three Days" looks like Faron Young's next big Capitol dual—martet. See country reviews. 

BILLY "CRASH" CRADDOCK (Mercury 71862)

(B) "A DIAMOND IS FOR EVER" (2:39) [Meridian BMI—Kaufman, Anthony] An honest job on a pretty teen romantic. 

"BIG AL DOWNING" (Kansana 01)
(B+) "THE STORY OF MY LIFE" (2:35) [Famous ASCAP—David, Bacharach] Backed by original—sounding lush strings, the blues—singer deftly relays the interesting romance. A sound that could develop into something interesting. 

(B) "I'D LOVE TO BE LOVED" (2:18) [Calwell—Kansana BMI—Downing, Fox, Sundsany] Harmonica is also present in this pleasing, relaxed blues ballad chore. 

THE CONCORDS (Granberry 305)
(B+) "SCARLET RIBBONS" (2:35) Mills ASCAP—Danzig, Segal The beautiful ballad is directed to the teeners in interesting fashion. Singers and female neighbor nicely work along against a steady—lead—percusion—lined combo stint. Could prove a sleeper. 

(B) "MY DREAMS" (2:09) [We- mer BMI—Lindsay, Hall] Latinized inflection includes soft chant ideas. 

VIRGIN HOLMES (Warner Bros. 2928)
(B+) "I'LL NEVER ASK" (2:48) [Conley ASCAP — Holmes] Here's her big chance as the female fronted outfit. With an intriguing arrangement that includes a celesta, Holmes wavers a bit in the vocal department. But the r&b choruses are in top—flight, Presleyish fashion. Might score well with the rhythm sector. 

(B) "THE MIDNIGHT ROLL" (2:20) [Saturday ASCAP—Holmes] Good rockin' with the twisters in mind. 

TWO BROTHERS (Imperial 5810)
(B+) "NEVER AGAIN" (2:36) [Tutti BMI—King, Connors, Smith] Inviting medium—light Latinish ballad from the boys, whose hit was of teen—directed warmth. Affair might get some place. 

(B) "BLUE MONDAY" (2:14) [Comodore BMI—Bartholomew, Lewis] Trombone is included in this blues. 

TONY RONDO (MG 13006)
(B) "NO POWER IN THE UNIVERSE" (2:35) [Post ASCAP—Kaye, Richards, Box] Makes a lively, energetic trip on this one. Tony Rondo is more than just a duettist and the maestro vocalizing on the idea. Fine bright twist go. 

(T) "TALL—TALL" (2:31) [Southern Christian ASCAP—Kelley] Old instrumental is heard in a colorful Latin—jazz setting. 

MICKEY ALAN (Epic 9496)
(B+) "BACK IN MY OWN HOMETOWN" (2:15) [Mills ASCAP—Bennett, Tupper] Catchy with a "Travlin' Man" feel is enjoyably presented for the kids thru a sharp, clean keyboards and sprightly orch—chorus. Likable sound. 

(C+) "NO ARMS WILL EVER HOLD YOU" (2:35) [Gil BMI—Crater, Nebl] Rockin' for the pretty olds. 

PAUL SENSEE (Drake 732)
(B) "LET'S GO HAPPY" (2:24) [Nez—BMI—Senn— Number's title is drawn from the central—tuned swingin', headed by drummer Senn, organ and brass. Fine sunny stomp from the Chicago—based label. 

(B) "BULL DUCK TAIL BLUES" (2:44) [Nez—BMI— Senn]. More worthwhile spiritual swingin'. 

RAYMOND LEWIS (Instant 3442)
(B+) "I'M GONNA PUT SOME HURT ON YOU" (2:37) [Tune—K BMI—Lewis] Case is an infectious reply to Prince La La's recent cliche, 'She Put The Hurt On Me.' Lewis, in unique manner. 

(B) "THE NINE CENTS WORTH OF CHANCES" (2:14) [Tune Kol BMI—Neville] Somewhat easier up—beat blues work. Interesting results. 

JEFFREY PARNELL (Sonic 10195)
(B) "WALKING KANE" (2:20) [K GAMMA ASCAP—Arr— Parnell] Happy folk blues is done with a pleasing, lighthearted touch. Parnell & his support, which includes some effective percussive bits, is a winner. Tune is made more soothing via a Billy Duke outlay on 20th Fox. 

(C+) "MEAN MEAN WOMEN" (1:49) [Spectra BMI— Parnell] More in an upbeat bluesy folk vein. 

TITO RODRIGUEZ ORCH. (United Artists 419)
The Next No. 1
Record in the Country!

MASHED POTATO TIME

by

Dee Dee Sharp

CAMEO/PARKWAY

1405 Locust Street, Phila., Pa.
Pick of the Week

Newcomers

In no order to call D.J. attention to Pick records by "Newcomers" (artists never before on the Top 100): the editorial staff of Cash Box will list new records under this special heading.


One of the initial set of U.S. releases under the banner of the famed European label is this winner that brings the deftcal vocal talents of Ben & Bea. It's a sensational, rock-a-ch-ch-a version of "Gee Baby" (a short-while-back noise-maker for Ace's Joe & Ann). Solid percussive bits in the backdrop. The Shirley & Lee classic takes an enticing shuffle-rock ride side by side.

"HEAR MY SONG" (VIOLETTA) (2:24) [Kloke, Luckesches, Pepper] "YOU BELONG TO MY HEART" (2:17) [Peer Int! BMI—Lara] RAY ADAMS (Laurie 3118)

Adams can have a big one this side of the Atlantic with this tantalizing English-style performance of the lovely "Hear My Song" (Violette). Splendid shuffle-beat-ballad ork support for Adams ear-pleasing vocal effect. The oldie takes sparkling, light-swing on the undercard.

"THE WHITE ROSE OF ATHENS" (Weisse Rosen aus Athen) (2:56) [Peter Schaefer BMI—Hadjidakis, Brandtke] "ADDIO (Addio My Love)" (2:50) Peter Schaefer BMI—Hadjidakis, Brandtke

"VIOLETTA" (Nana Moussourik) (Riverside 4135)

Here's the original European hit version, especially in Germany, of "The White Rose of Athens," the lovely, cut-out tune which Greek songstress Nana Moussourik reads (in German) with much appeal. Highly attractive, brisk footwork from the ork-chord. Can prove a smash import. Somewhat similar sound on the flip. Both items were co-authored by Marios ("Never On Sunday") Hadjidakis.

"SINGAPORE SING" (2:20) [Studio BMI—Mascardi] "GREEN BAMBOO" (1:51) [Studio BMI—Nelson, Barchk]

T. PARKER GIBBS ORCH. (Felsted 8360)

"Singapore Sing" has what it takes to give the T. Parker Gibbs orkchord its initial chart berth. It's an attention-getting session that alternates between exciting percussive bits and bright, continental-flavored vocals segments. A deftly's delight. Bucking's a backing-up tempo tagged "Green Bamboo."

"MOMENTS" (2:10) [Titanic BMI—Burry] "SUPERMAN" (2:27) [Warner BMI—McCoy, Brandon]

JOYCE DAVIS (United Artists 425)

Joyce Davis' standout version of "Moments," the hot Amazon deck by Jennell Hawkins, should soon be in more chart-filling count. It's a语气 blues-styled shuffle-tromp that Joyce and the instrumentalists swing out with coin-catching authority. Bucking's a hard-rockin' number dubbed "Superman."

Best Bets

GINNY ARNELL (Warwick 68)

(B+) "HE LIKES ME BETTER THAN ROCK AND ROLL" [Albat BMI—Luphan, How] Ginny Arnell could head to hitsville with this infectious rock-a-ch-ch-a teen ball. Deck's filled with the hit gimmicks that can send it on its way. Keep changin' tabs on it.

(B+) "MARRIED TO YOU" [Tribe BMI—Huggin, Saxson, Ergas] Complete change-of-space in this tender beat-ballad love affair that also deserves attention.

JOHNNY ADAMS (Ric 866)

(B-) "A LOSING BATTLE" (2:23) [Ron BMI—Beerenbach, Dauenhauer] Side could turn into a winning proposition for Adams, who puts loads of feeling into his delivery. It's a slow, steady beat romantic bluesier than that has that dual-mart, pop-#8, chart lookin' slick with it.

(B+) "WHO'S GONNA LOVE YOU" (2:23) [Ron BMI—Beerenbach, Dauenhauer] This end's a fetching rock-a-ch-ch-a chh ung entry that can also do big business. Sock doo.

THELMA CARPENTER (Coral 62903)

(B-) "I'M STRONG ALONG WITH YOU" (1:56) [Miltie Winkmark ASCAP—Warren, Dubin] Songstress employs a mild shing delivery on the durable, while the easy chorus setting is rock-inclined. Can come up with some ear-pleasing and nail-clipping.

"DON'T WORRY 'BOUT ME" (2:11) [Mills ASCAP—Bloom, Kohler] Strings & triplets are included in this reading of another evergreen.

TONY & THE HOLIDAYS (ABC-Paramount 10205)

(B+) "THAT'S MY HEART AGAIN" (2:30) [Mills BMI—Jay, Tenebrus] Reliable quick-beat Latinish romance from the song crew. Chant gimmicks are part of the proceedings. All in all, a teen affair that gains appeal to the kids.

(B+) "MY LOVE IS REAL" (2:25) [Mills BMI—Tenebrus] Expressive teen-ballad work by the lead.

GINNY ZEE (Atco 6218)

(B+) "BOBBY BABY" (2:23) [Progressive BMI—Davis, Tripovich] Fine fine-pitched (after a slow-beat opening) performance of a catchy nursery rhyme. Long-curb-dubbed delivery is supported by a sparkling Latinish-chord set. Deserves teen attention.

(B+) "YOU CAN'T IMAGINE" (2:25) [Progressive BMI—Davis] New easy-beat-styled statement by the performer, again multi-tracked.

ERNIE & PETIE (Arlingwood 8891)

(B+) "OUR LOVE" (2:08) [Sam BMI—Mickler, Pickett] Boys, sounding something like the Everly Brothers, play a winning Latinish romance against a good Latinish rock-abilly combo setting. Label is based in Jacksonville, Florida.

(B) "YOU DON'T EVEN CARE" (1:40) [Sam BMI—Mickler, Pickett] Work in a similar vein here.

JOANNA ENGEL (Donax Along 6001)

(B) "I HAD THE CRAZIEST DREAM" (2:32) [Bregman Vocco BMI—Rebennack, Dauenhauer] Thrush warmly warbles the great dream. She receives an attractive, tripped-out chorus setting. A worthy teen view of the song. Label has its offices in New York.

(J+) "THE PARACHUTE JUMP" (2:34) [Big Bear BMI—Hall] Ordinary rockin' on this end.

THE PERSUASERS (Caroton 568)

(B+) "ARABELLA" (1:10) [David Jones BMI—Mckay] Lead does a strong shout job on the name song that formed the basis of the combo. Infectious R&B-flavored rockin'.

"VIVA EL MATADOR" (2:00) [Highbridge BMI—Bowers, Barrow] A bullfight musical setting for this dramatic affair.

RICKY STEVENS (Capitol 4697)

(B+) "I AM" (2:20) [Joy ASCAP—Edwards, Shuman] The year's best inspirational-like winner. It's a nifty, perspiring love by the vocal talents who is backed by a fine Latinish rock-a-string & chorus sound. Conditioning cut.

(B) "I CRIED FOR YOU" (2:13) [Miller ASCAP—Arthurs, Lyman, Freed] Hard rock version of the oldie.

JIM GAYLORD (Stacy 929)

(B+) "I'LL SEE YOU IN MY DREAMS" (2:52) [Lee ASCAP—Jones, Kahn] OK warm rock ballad on the evergreen, current pop-hit hitting via a Put A Boone date on D.J. Good for change-of-pace programming.

(B+) "YOU'RE NOT THE SOMEBODY THAT LOVES YOU" (2:22) [Southern ASCAP—Morgan, Stock, Cavanagh] More of the same for another standby. Diskery is based in Chicago.

JERRY VALE (Columbia 42304)

(B+) "WHO KNOWS" (2:08) [Florence ASCAP—Rom] Fine new show ballad from "I Get It From Yo Mama." It's a happy club with a Latinish rock backing. Should come up with some good D.J. play time.

(B) "IF I EVER WOULD LEAVE YOU" (2:58) [Chopel ASCAP—Lerner, Loewe] More dramatic doings on one of the big ones from "Candide."

THE SURFERS (Titan 1723)

(B+) "PARADISE COVE" (2:13) [Dolly Bee BMI—Hunt] Wild, weirdo theme is presented with a whole unique flavoring by the instrumental crew. Striking guitar-percussion-sax combination.

(B+) "THE GHOST HOP" (1:52) [Dolly Bee BMI—Hunt] Musician sung to teen-beat linin' on "mystery" number.

JAMES HURST (Capitol 4688)

(B) "GO SLOW, JOHNNY" (2:15) [Chappell ASCAP—Cowen, Hurst], a big-eyed-singer fest in "Sail Away," offers the fine new record he does in the show. Though Capitol has the cast LP, this is a new show with Ray Martin's slick orig backing.

(B) "SOMETHING VERY STRANGE" (2:10) [Chappell ASCAP—Cowen, Hurst] Performer, with a clever twist on the theme, establishes the stand end from the same show.

CARLO GERACE (Chancellor 1065)

(B) "A TEENAGER SINGS THE WHISTLE" [Dolly BMI—Lowden, Feroco & Conn ASCAP—Dean, Conway] Newcomer to the dozen, this songster invitingly cruises a pleasant teen melody. Full ork and chorus provides nice rock-a-string backing. Should come up with lots of teen airtime.

(B) "DADDY KNOWS BEST" (2:18) [Rambl BMI—Fissio, Pirelio] Bright rock rhythm from the warbler and his busy instrumental-choral accompaniment.

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BOBBY BABY
5218

ANN-MARGRET
(RCA Victor 7986)
(B-+) "WHAT AM I SUPPOSED TO DO" (2:45) [Bamper BMI — Carter] Lark, who recently did a strong chart job with "I Just Don't Understand," could further her chart standing with this intimate pose on a very pretty wistful. A softie to eye.

DONEL AUSTIN (Alon 9002)
(B+) "TILL I SEE THE SUN" (2:26) [JARB BMI — Austin] An infectious portrayal of a solid teen lovestruck. Austin's pro belt is supported by a strong sock sound from the trumpet-included chorus. The instant label handles this possible chart ride.

HUMOROUS DIAN (Veltone 712)
(B-+) "INTERVIEW WITH MR. K" (2:15) [B-Flat BMI — Dian] One of the more clever "Flying Saucer"-type novelty affairs. Tying the affair together is a 55 year old bass, whose narrative adds much charm to the proceedings. Could break-out.

CHARLES McCULLOUGH (Dooto 465)
(B-+) "YOU'RE NOT TOO YOUNG" [Doorto Williams BMI— McCullough] Performer, just off a territorial noise-maker, "Be My Girl," could get national recognition, in both the pop and R&B fields, with this distinctive blues ditty on a striking wistful. Must be watched closely.

FRANCIS BAY ORCH.
(Phil 4062)
(B+) "PARADISE" (2:15) [Leo Feist ASCAP—Brown, Clifford] The popular foreign orch offers a catchy rock-a-cha reading of the perennial. Slick instrumental updating of the number that could see Top 100 action.

JIMMY BREEDLOVE (Okeh 7145)
(B+) "ANYTIME YOU WANT ME" (2:07) [Legion BMI — Towns, Towns] Yet blues performance tops a solid twist-hit attack. His solid survey of the love-dovey is supported by a trigger-fast full ork attack. Should be eyed.

JACKIE LEE (Sure 1738)
(B+) "DO THE NEW HULLY GULLY" (2:30) [Aquas ASCAP—Burns, Leith] The popular teen step is performed with catchy, familiar-sounding rock base by a very lively female vocal crew. Against a soft, harmonica-spotlighted ork sound, a good-on-you affair that should be eyed.

JERRY LEE LEWIS (Sun 374)
(B+) "I'VE BEEN TWISTIN'" (3:12) [Hilo BMI—Parker] Exciting rock artist shows-up in the twist-market with a potent rock-a-hilly romp. Can make it.

JIMMY CURTISS (Warner Bros. 5257)
(B+) "YOU GOT WHAT I LIKE" (1:57) [Trinity BMI—Greenwich] Lots of strong rock sparkle in this showing by the mentor. Starkly sometimes over-dubbed belting is backed by a pro rock-a-string sound organ, and produced by Richard Wolfe. Can get some action.

BENIE PRADO'S OUTFITS
(1945)
(B+) "RAMBLIN' ROSE" (2:54) [Cedarwood BMI—Barker, Wilkins] Infectious romantic novelty date.

MOVIE OF THE WEEK
"THE INCREDIBLE HULK"
Starring BURKE."
AMY is EXPLoding

with 5 great HITS

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5. DINGY DONG ed corey MALA #443

AMY RECORDS
1650 BROADWAY, N. Y.
HERR LARSON’S ORCH.
(Vin 510)
(II) “AMERICA ON WHEELS” (2:30) [Enit BM-—Larson] A commercial, jazzy blues sound that features sax, trumpet, against a steady percussion back-up. Can get good expos-
(II) “THE GOODNIGHT WALTZ” (2:30) [Dorothy BMI—Kriegs-
mann, Walters] Soprano sax and strings are part of this sentimental waltzer.

STEVE ROSS
(ABC-Paramount 1029)
(II) “BLUEBIRD OF HAPPI-
NESS” (2:30) [T. B. Harms
BMASCAP—Harmati, Hayman, Davi’s] The familiar number, associated with Jan Peerce, gets an attractive reading from the strong-voiced singer and pretty Sid Peller’s back-up. Opus’ narrative section is included.
(II) “ANGELA MIA” (2:19) [Delaufey, Brown & Hender-
son BMASCAP—Pollack, Rape] Another big-balled affair.

DOMENICO MODUGNO
(Deca 1330)
(II) “LA NOVIA (The Wedding)” [Recent BMI—Fritio, Jay] Songster, of “Volare” fame, does a sensitive stint on the oft-cut inter-
national hit. This is one of the click readings of the opus in Italy.
(II) “SEE BIG VORRA” [BIEM BMASCAP—Modugno] Dramatic ballad fair typical of Italian dates.

PAUL PETERSON (Columbia 620)
(II) “SHE CAN’T FIND HER
KEYS” (2:50) [Arch BMASCAP—
(II) “SHE IS VERY UNLIKELY” (2:26) [Pogo BMASCAP—Gold, Udell] Lark Shelley Fabares joins Peterson in this lovely outing on a charming teen ditty.

THE KEY-TONES/ 
SAMY MARSHALL (Brosh 400)
(C+) “UNTIL ETERNITY” (2:58) [Bros BM—Shelvin, Armest-
ta] Sax tops an OK soft rock reading of an attractive tune.
(C) “I LOVE SONG FOR YOU” (2:14) [Bros BM—Shelvin] Sammy Marshall is the vocalist in this bouncy arrangement of a senti-
mental.

D.C. RAMBLERS (Keynote 508)
(B+) “HANGIN’ IN THERE” (2:25) [Criso Cross BMI—
Turner, Elia] There’s plenty of infec-
tious twist know-how in this blues-
band display by the outfit. A treat for the twisters.
(B) “STEPPIN’ IN THERE” (2:22) [Criso Cross BMI—

THE ORIGINAL CHECKERS
(King 5502)
(B+) “OVER THE RAINBOW” (2:40) [Feist BMASCAP—Arlen, Harburg] The blues group presents the perennial with a solid, bright swing. In this tender cut, Her touchingly blend for the sturdy could mean pop-R&B action.
(B) “I’VE NEVER BEEN THERE” (2:37) [Jay & Cee BMI — Glover, Mann] Plaintive is done with a feeling, buoy-sounding blues ap-
proach.
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Barbara George
AFO 5001

“I DON'T WANT TO BE LOVED (Not By Him)”
Prince La La
AFO 303

“The Soul Of Ike & Tina Turner”
Ike & Tina
Sue 2001

“COME ON LET ME TRY”
Johnnie Mac Matthews
Sue 755

“STICK SHIFT”
The Duals
Sue 2003

“GETTING MARRIED SOON”
Prince La La
Sue 2001

“GETTING GOOD ACTION”
Linda & The Del Rios
Crackerjack 4005

MAUREEN GRAY
SINGS
“I'M SO YOUNG”
b/w “THERE IS A BOY”
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Barbara George

“I DON'T WANT TO BE LOVED (Not By Him)”
Prince La La

“The Soul Of Ike & Tina Turner”
Ike & Tina

“COME ON LET ME TRY”
Johnnie Mac Matthews

MAUREEN GRAY
SINGS
“I'M SO YOUNG”
b/w “THERE IS A BOY”

C-1100

Sammy Salvo French Poodle
Hickory 1161

Chancellor

Distributed by AM-PAR Record Corp.

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.
A Sales Explosion! in February

15 Great New ALBUMS from DECCA CORAL

All Albums Available In Mono and Stereo
“COOKIN’ WITH THE MIRACLES” — Tamla TM 222

The Miracles, who are currently hot with “What’s So Good About Goodbye,” open their vocal guns full-blast on this new LP. With the exception of “From Me To You,” a showcase for each of the group’s top-ranking vocalists, the LP was co-authored by the group’s Bill Witherspoon. Tightly-woven and involving, it is a promising album in the same vein as “Everybody’s Gotta Dance.”

“A COLLECTION OF MILLION SELLERS FOR THE ENTIRE FAMILY” — Various Artists — MGM 2E

This is a package that should appeal to both teens and oldsters. It’s a two-disc set from MGM containing 20 favorite popular hits with the original performances by the artists who made them famous. Set contains a wide variety of pop tunes ranging from Richard Rodgers’ “Slaughter On Tenth Avenue” to bouncy sounds of Johnny Jones’ “Handy Man.”

“FABULOUS FAVORITES OF OUR TIME” — Liberty LST 7223

The name value of Si Zentner, Julie London, Martin Denny, Gene McDaniels and Felix Slatkin should do much to move this package of popular tunes from the dance floor. Though there’s plenty of good listening here and deejays will probably be attracted to this item for programming purposes, diskjockeys have included a few current disk themes such as “Kings Of Rings” and “El Cid” in addition to hit offerings from the above-mentioned artists.

“SHIRLEY BASSEY” — United Artists — UAS 6167

For her premiere United Artists album Shirley Bassey delivers a package of evergreens and newies with her own brand of vocal magic. Thrush renders “Climb Every Mountain,” a show-stopper in her night club act, with feeling and emotion. Lark’s full-bodied, warm voice is further showcased in “You’ll Never Know” and “Reach For The Stars.”

“BALLADS OF THE KING” — Johnny Mann Singers — Liberty LST 7217

The Johnny Mann Singers offer a musical tribute to Frank Sinatra on the disk from Liberty. All the tunes rendered here have long been associated with the crooner and the group’s easy vocal treatments of the Sinatra favorites makes for top-notch listening. Kicking off with “All The Way,” the Mann vocalists explore such classics as “Nancy,” “Young At Heart” and others. Plenty of sales potential here.

“EDDIE FISHER’S GREATEST HITS” — RCA Victor LPM 2484

Eddie Fisher unleashes his rich baritone voice of a group of his previous hits on this wax from Victor. So popular proves he can belt out a up-tempo hit with the same feeling he gives a ballad. The group of tunes here is impressive including “Anytime,” “Heart,” and “I Need You Now.”

“PROMINENT PICKS OF THE WEEK”

“LIVE IT UP” — Johnny Mathis — Columbia CL 1171

Here’s a top drawer group of oldies and newies that should garner some votes for Mathis. Singer’s soft, feelingful tones are expertly backed by the Nelson Riddle ork which provides a suitable accompaniment to his vocalizing in addition to being a sales plus. Johnny turns in exceptional readings of “I Won’t Dance,” “Johnny One Note,” and “Hey Look Me Over.” LP ranks as a sure chart item.

“SUBWAYS ARE FOR SLEEPING” — Original Cast — Columbia KOL 5730

In this cast outing on the new musical, clever Julie Stynes is in the driver’s seat. Though Betty Comden & Adolph Green, once more rhyming for a New York-based musical, have provided bright, better-than-average lyrics, it is Stynes’ engaging array of tunes that offers most of the chart appeal. The LP, cut with expected cast flare by Columbia, are headed by Carol Lawrence, Sydney Chaplin, Phyllis Newman and Orson Bean.

“FACE THE FUNNIES” — Stan Freberg — Capitol T 1694

Stan Freberg is in rare satirical form in this disk containing a hilarious array of excerpts from his hit-defunct CBS radio show. The yocks come fast as the laughter and each attack, everything from the funnies to the bard. Album is a condensation of the two-record “The Best Of Stan Freberg” set and should prove popular with Freberg fans who missed the first package.

“LENJA ON THE BLUE SIDE” — Lena Horne — RCA Victor LPM 2483

Lena Horne’s original vocal style carries her in good stead as she renders a fine group of romantic blues pieces which have the ability to strike her as the lyrics to the twelve sturdies on the disk. The Horne renditions of “I Wanna Be Loved,” “Someone To Watch Over Me,” and “It’s A Lonesome Old Town” are top drawer. LP has strong sales possibilities.

“DESMOND BLUE” — Paul Desmond — RCA Victor LPM 2488

Paul Desmond, who is the featured alto sax soloist of the Dave Brubeck Quartet, spreads his wings for an album outing all his own. LP is composed of mostly sturdies and Desmond offers proof of genius of lyric improvisation. Bob Prince conducts the ork and wrote the arrangements. Guitar choruses are beautifully taken over by Jim Hall. Desmond renders inventive versions of “My Funny Valentine,” “I’ve Got You Under My Skin,” and “Body And Soul.”

“TWIST WITH THE STARS” — Various Artists — Mercury SR 60667

Mercury has come up with an attractive package of twistin’ music that should appeal to most of the fast-moving teen-converts. On hand for the session are some of the outstanding popular artists around today. Rendering some of their past triumphs to a twist beat are Brook Benton reading “’Furtin’ Inside,” Dinah Washington with “We Have Love,” and Johnny Preston’s version of “Cradle Of Love.” Set looms as a sure-fire noisemaker.
TWO BIG DANCE SINGLES!
for Juke Box...Radio...Teenager...Adults!

“GUITAR BOOGIE SHUFFLE TWIST”
S-1733

THE VIRTUES

“DO THE NEW HULLY GULLY”
S-1738

JACKIE LEE

Distributed by SMASH RECORDS
Special Products Division of Mercury Record Corporation
ALBUM REVIEWS

“ARE YOU READY FOR PHYLLIS DILLER?”—Verve V 15831
Phyllis Diller launches her second LP outing with ten extremely funny monologs which ranks as a potent follow-up to her first album entry. Her offbeat humor and professional delivery makes for many yocks. Some highpoints of the disk are the Diller hits titled “The Way I Dress,” “Cheese And Turkey,” and “Small Chest Condition.” Set could stand out sales-wise.

“FREDERICK FENNELL CONDUCTS COLE PORTER”—Mercury PFS 6624
Frederick Fennell calls forth the genius of Cole Porter for the superlative collection of twelve standards that the ace clarinet wrote for Broadway and flicks. Disk spans thirty-two years starting with a smooth reading of “Rifin’ High” and moves up to a free-flowing rendition of “It’s All Right With Me” from Can-Can. Ray Wright has provided some top-notch arrangements for the scintillating Porter melodies. Fine fare for dancing or listening pleasure.

“LOVE MAKES THE WORLD GO ROUND”—Anna Maria Alberghetti—MGM E 1601
Anna Maria Alberghetti tags this LP effort after the theme from Carnival, her current smash Broadway vehicle. LP offers a fine taste of the lark’s vocal artistry as she reads a varied collection of titles including “I Want To Be Happy,” “This Can’t Be Love,” and “Do It Again.” Kudos go to Luther Henderson, who has provided some excellent arrangements for Anna’s wide-range sounds. Enjoyable session.

“WILD! WILD! TWIST”—Various Artists—Chancellor CHL 5017
The fast-moving, rockin’ sounds of the Playboys, the Comets, the George Young Group and the Nite-Trems provide some of the most exciting twist music on wax today. Package was recorded last summer at some clubs in Wildwood, N.J. and the noise of the crowds coupled with the infectious rhythms that the musicians read makes for outstanding dancing pleasure. Set could take off with teens.

“IN SEARCH OF EROS”—Rod McKuen—Epic LN 3814
McKuen, the sensitive maker of prose and music, is once more presented on LP’s in a one-man show. Backed by a delicate-sounding combo in performances of his own musical ideas, McKuen renders two of his short stories on loves lost, but clearly, understandingly recalled. Honest, strangely soothing spoken-word entry.

“DANCE TILL TOMORROW”—Sammy Kaye—Columbia C 1717
Sammy Kaye comes on strong with a swingin’ disk of geared-for-dancing favorites in this Columbia outing. Orch. master’s readable approach of blending reeds and bass is evidenced as the band reads “Till Tomorrow,” “Deep Purple,” and “That Girl Next Door.” LP’s easy, relaxed mood should prove popular with non-twisters. Disk should score with Kaye fans.

“MONTENEGRO IN ITALY”—Time S 2051
Time presents on this disk two phases of Italian music: the standard melodies of the older tradition developed in a low key; and lively, fast-moving modern rhythms. Montenegro has chosen his selections wisely for this impressive, spinable disk. Orch. arrangements of “Arrivederci Roma,” “La Paese,” “Il Piccione” are superlative. Top-notch listening enjoyment throughout.

“LEE RUSSELL SINGS FROM THE CRADLE TO THE CROSS”—Steeple-Tone XTV 81222
Lee Russell comes forth with some moving, spiritual numbers from this religious offering from Steeple-Tone. Russell has a large following via a weekly radio show and this album offers him the type of selections that has earned him his rep. Some good bets here are “You Must Be Born Again,” “The Last Supper,” and “He Is Risen.”

“MOSAIC”—Art Blakey & The Jazz Messengers—Blue Note 4646
Art Blakey kicks off this Blue Note LP entry with the title tune of “Mosaic,” an original piece by Ornette Coleman, and immediately sets the pace for the four other selections that he reads. All the tunes here were penned by members of the crew. As always, the group is in top-flight form as they go through their paces with the potent force and style that have established them as first-string musicians. Superior jazz disk.

“CLASSICS IN PERCUSSION”—Gene Krupa—Verve V 8430
Loud, dazzling sounds are the keynote for this album showcasing the talents of Gene Krupa. Drummer takes off on a natural, impressive line with a fine backing by a large percussion section. Joe Venuto has come up with some striking arrangements for the ensemble and orchestral Gene Williams has band in perfect control at all times. Some outstanding semi-classical selections delivered here are “American Bolero,” “Meadowland,” and “Poet And Peasant Overture.” Set should pull coin.

“AN ELECTRIFYING EVENING WITH THE DIZZY GILLESPIE QUINTET”—Verve V6 8401
Dizzy Gillespie and crew are in fine form as they take a crack at four listenable jazz pieces in this session recorded “live” last year at a concert at the Modern Museum Of Art. Trumpeter’s artistry and professional style is evidenced in all the selections rendered. Highlight of the album is a superior reading of “Night In Tunisia.” Set should score with jazz buffs.

“GEORGE RUSSELL SEXTET IN K. C.”—Decca DL 7418
George Russell is a vivid exponent of new wave jazz. Pianist, reflects the aggressive, panoramic style that is the hallmark of modern jazz. The crew displays an articulate virtuosity as they render “War Of The Worlds,” an original blues theme, and a hard-driving rendition of Miles Davis’ “Tune Up.” Two of the six pieces here were penned by Dave Baker who turns in a superb job on trombone. Set should attract a host of jazzophiles.

CLASSICAL PICK OF THE WEEK

FRANCK: Symphony In D Minor; Eugene Ormandy conducting the Philadelphia Orchestra—Columbia ML 3697
Eugene Ormandy approaches the Franck Symphony with crowning simplicity, and honesty on this Columbia LP. Conductor’s treatment is based on a firm understanding of the music and a sincere love of the work. All the complexities of the matic transformation of the symphony are captured by Ormandy. Exceptional classical offering.

Cash Box—February 10, 1962
BROOK BENTON

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WALK ON THE WILD SIDE

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bye "somewhere in the used to be"

a tale of love you never expected to see on the screen
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"JO" JOANNA MOORE

with the title song sung by

BROOK BENTON

b/w "Somewhere In The Used To Be"

Mercury 7925

Cash Box—February 10, 1962
NEW YORK:

Sol Winkler's moving his Versatile, Audion, Wink and Swirl labels to 1019 Broadway. The move to larger quarters was prompted by Phil Lebow's "Small Soul Sam's" Seattle cliche and the just released-followup, "Big Mouth Bill" coupled with "Come With Us." - Conant's Evelyn Cornell notes that Rod McKuen's "Oliver Twist" (spiral) continued to be the distrib's biggest seller and that the Drifters' latest, "When My Little Girl Is Smiling," "Mexican Divorce," Atlantic duo looks great in the newie dept.... Muse Products' Joe Frazier's excitement with newcomers, the Trilions, and their tag bow "I'm The One" and "Forever" and the D.C. Ramblers' Keynote debut, "Hangin' In There...."

The Everly Bros.' promo rep Reggie Tobin sends along Kleenex to help plug the duo's newest Warner Bros. release, "Crying In The Rain." So who's crying? ... Toni Steele, former singer-dancer at Miami Beach's Eden Roc, has signed to a management pact by Alan Freed. Gone-End's new A&R head. ... Mr. Lee Magid claims that Della Reese's latest Victor entry, a twirlin' revival of an old spiritual entitled "I Gotta Work Do," is one of the most exciting sessions the label has cut to date. Della's been breakin' it up with the tune during her Copa stand.

MGM has entered into an agreement with Deutsche Grammophon Gesellschaft for the distribution of its classical labels, Deutsche Grammophon and Archiv Produktion of the U.S. Cabada, New Foundland and the Philippines. ... Phil Bisch, Philtone topper, notes the release of the Van Dorn Sisters' new single, "Baby Boo" and "Longing For You." The gals, who have been booked solid since coming to the States from Poland, were a feature story in a recent Saturday Evening Post edition. ... Kip & Phil prexy Lonnie Kaufman informs that Tony Darylly, Richie and Little Nat were big hits entertaining the troops at Boston's Otis Air Force Base the past weekend, adding that Nat is breaking thru in major marts with his "Do This Do That." 

Herald-Ember's Hal Silver and Hal Percher happily inform that the distro is starting off '62 with a biggie in Joanie Taylor's "You Lied" (Herald) noting that the breakout areas include Boston, D.C.-Balt. and Norfolk. ... From Bob Kornheiser's desk comes word that Carla Thomas has a red-hot lid in "I Kinda Think He Does." That's Solomon Burke's biggest yet in "Cry To Me" (both Atlantic), that "Multiplication" is now on the side on Bobby Darin's current entry; that Ben E. King's bustin' loose with "Ecstasy" (both Atco) and that William Bell has a southern marauder in "You Don't Miss Your Water" (Stax). ... The hubby-wife Dick Haymes-Fran Jeffries team in for a return 5-week gig at the Copa, beginning 2/8. ... Steve Cashinsky's "Climb" (formerly known as Bobby Lee) has inked a year's pact with the Cha-cha-cha Hit label. He'll be cutting his 1st session as soon as he recovers from his recent auto accident. ... Lillian and the vocalist Bobby Vee off on a debut, 2-month tour of Europe, accompanied by ngr. Arnold Mills. ... Exes at the Jamie-distributed Grand Ballroom on 2/10 to do a benefit for crippled children. She'll be singing Mary Martin's most famous tunes. Mary, by the way, will be the hostess.

Old fans of the Raymond Scott Quintet will be happy to know that former tenor man with the group, Dave Harris, has assembled 12 of their biggest hits in a Decca LP, "Dinner Music For A Pack Of Hungry Cannibals." ... Dike-Dee-Dee-Dee Don Robey out L.A.-way to cut an LP with Bobby "Turn On Your Love Light" and Al "TNT" Braga. ... Eden-Mac's Ronnie Eden reports received the first issue can receive some by writing Roy Kohn.

Debbie Miller, personal rep for Milton Feld's Jive label, wants everyone to know Tony Lawrence's "I Need Somebody" and "When I Fall In Love" Webster's writings have been taken over by the Jude label. ... Morty Wax tells us that there's been immediate reaction to the Continental Cousins' "Partin' Peppermint Twist" and to watch out for Bobby Ivan's "Casa Grande." ... Both decks are on the Palette banner. ... Conant's now handling the Brush label's "Saves My Heart Rose Poppin' Around." ... Vince Ormond

ARE YOU WITH THESE TWO HITS?

Don & Juan

Bigtop 3079

"WHAT'S YOUR NAME"

CLIMBING CLIMBING CLIMBING CLIMBING

"MIDNIGHT"

Johnny Gibson

Bigtop 3088

"WHAT'S YOUR NAME"

CLIMBING CLIMBING CLIMBING CLIMBING

"MIDNIGHT"

Johnny Gibson

Bigtop 3088

Heavy sales on "Ride In" by Lee Purcell, "Baby Doll" by Hanky who was arranged by George Sarao, and Chuck Clark did his "Bring Back Your Love To Me" Sheraton deck on the 1/31 Joe Franky ABC-TV.... Mickey J. Aby, director of casting operations for Dot Records, Inc., who is also known to the music and record industry as "Baron Von Holtz" will be celebrating his 48th year in the music business in Tin Pan Alley. He will be relaxing and reminiscing on board the "S. S. Homici" cruising to the West Indies, 2/3. ... Southern-Poor Organization has started a flyer that is being sent to every radio station in the United States. This will include all of the latest album information on their catalogue. This will be a monthly flyer, any station that has not re-
NEW YORK (con’t)

opened at the Living Room’s Room At The Top on 1/12/13 . . . Vincent Lopez is sending around a flyer plugs his MGM L.P., “Dance Along With Lopez.” . . . T. J. Johnson notes that his record hops at St. Pius X, St. Anthony’s and St. Gregory’s were big successes as a result of the arrangements of Amy’s Trio & The Triumphant, Valentine’s Billy Vera, World of Paul Anthony, Ray Fleming, Town & Country’s the Travelers, Gloria Rave and the Starfires.

CHICAGO:

Kenny Karen, 17 year old Columbia pactee, rounded out his weekend plug visit in town with a press party for high school editor at the Sheraton-Brighton Artist is currently on a cross-country prom tour introducing his new “Editor In The Window.” Get well wishes to jewelry leader Paul Gallis, out with “Cha Cha”调度 by “Boogie Twist” on Heartbeat, who is in St. Anne’s hospital recuperating from minor surgery . . . Jack Bauer and Ray Wood are scheduled to appear at the next show in the Hollywood show in the Sheraton Hotel (2/5-2/8) . . . Jack Bauer, promo mgr., of local-based Eye Records, doin’ plenty of leg work promoting new release “Fuzzy Wuzzy” waxed by Al Herda . . . Gene Chandelier, in the number one chart position with his hot red Eye-Jay smash “Duke Of Earl,” will soon make his appearance with D.J. Chubby Checkers, in the upcoming Columbia flier “Don’t Knock The Twist,” we hear Gene got the real celeb treatment lights complete with red carpet, flood lights, etc. during her West Coast trip . . . Dot’s Ralph Cox signs his list of artists with Chase Webster’s follow-up outing tagged “The Patty Cake” . . . Arthur Alexander’s “You Better Move On” and “Love In Return” by the Do-Cos . . . Les Paul and Mary Ford, accompanied by their son Gene on drums, began a month-long engagement at the Polynesian Village & the Edgewater Beach Hotel 1/29 . . . Bob Spindelove and the J. H. Martin crew are hoping for repeat chart performances by the G-Clefs’ “A Girl Has To Know” (Terrace); Ray Orton’s “Dream Baby” (Monument); and The Flares’ “Rock and Roll Heaven” Part I” (Press). . . . Dee Clark’s newly cut Vee-Jay pairing “You Are Like The Wind” is “Drums In My Heart” is set for release 1/25. Songster headlined at the Regal Theater last week. . . . Singles in the fore out at Garlen Dist. are “My Boomerang Won’t Come Back” by Charlie Drake (UA); “Stampede” by Al Calo (UA); “To Know Him Is To Love Him” by Nancy Sinatra (Reprise); and “Bony Monoree” by The Twisters (Dual). . . . Dorothy Donegan and her Trio are currently pleasing the London House patrons . . . RCA-Victor’s hot group, The Tokens, (as are Stan Pat) topped off the folks show (1/10); before headin’ toward Milwaukee to promote their new hit “Bwa Nina” Stan’s also working on Ann-Margret’s “What Am I Supposed To Do” and John D. Loudermill’s “Thee Shall Not” Press . . . Potter Dist. has added the Jazzland, Off Beat, Washington, Stand and Gema labels to its lineup, and is currently enjoying stepped up sales on a Riverside outing by Eddie Cleanhead Vinson titled “Balk Door Blues” . . . Airing of ‘Scroups’circulating’ during the local break of Jack Paar’s show has resulted in a tremendous demand for the item (chipboard Time package “Montenegro In Italy”) over at Music Dist. Added to the above, via Ross Bash, is the fact that Connie Francis’ latest “Don’t Break The Heart That Loves You” and newie “Johnny Angel” by Shelley Fabarees (Colpas) are beginning to happen in the Chi-Milw area . . . Columbia’s Paul Cook has a field day chalking up sales for Jimmy Dean’s “Sleeping Beauty.” Aretha Franklin’s “Rough Lover” and Mario Morris’ “I’ll Be Gone” Pop Remi “Play It Again” which, Paul quickly adds, was kicked off in the town a few months back and could become a national hit . . . Columnist John Quinn, dean of Jerry Leightorn (WAAB); Barbara Harris (WBBG-TY) and William Macmillen (the Holly Show) enjoying opening night at Anita’s Sunny Italian Restaurant. . . . On the rise at Garmisa Dist. are singles, “Bua Love Is Love” by Jamie Cee; “Green Monkeys” by the Park- tays; and “We’ll Be Together Again” by Ray Charles & Betty Carter. . . . Ben Wood, turning the long-distance wires to tell us Merle Kilgore is get- ting plenty of play with his c/w deck “If I Can’t Have You” in Chicago (Heavy). . . . Lambert’s, Hendrick’s & Ross are being held over a week at the Birdhouse . . . Songstress Dumito Jo and for “Cry For Happiness” song which wrote with Stanley Styne. . . . Todd, Tommey Landon and the Emacs album “Dream Of You” (Vee-Jay) have scored an immediate success in Hollywood’s Peppermint West. Gro have just recorded a new twist with “Have A Party” for Roulette, which is being rushed or immediate release.

Lou Adler, music publisher and executive of activities for Aldon Music, tendered the BMI dinner in New York which included opening a meeting, setting an all-time record for awards, more than any other Co. he ever received. . . . Singer/Marka

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BOBBY D’ANDO

TRIUMPH

VAN GORD SISTERS

Don’t...
HOLLYWOOD (Con't)

Alkana has signed a long term contract with Condor Records. Miss Alkana, also a composer-lyricist, will produce her own albums through the Manhattan Ellis Music Publishing Co.... Mike Elliott, CIRCA proxy, predicting big things for "Ned's Four Love," by the Metallies, on Baronet. "Plan- eter" (Roulette, currently rereleased on his Decca platter, "Hawaiian Vil- lage," has been signed as music direc- tor for the CBSick is a network series, "Clear Horizon." Show returns to air Feb. 26, after a one year absence. Margaret Gardner and Bob Ravis, A & R Chief for Star-Crest Records, are also working on a band and arranging material for an album of dramatic numbers, which she will wax for the label.

Keely Smith Enterprises have moved to the Ziv-U.A. Studios, where her TV series "Keely," and all her future independent productions will be filmed. Doootis Williams, Dooto Recordings' top publicist and label singer Denny McCullough, were in San Francisco to promote the new McCullough single, "You're Not Too Young." McCullough was also featured on the big Chubby Checker rock and roll show, at The Cow Palace sponsored by Radio Station KTA. Newcomer Ray McCoy who studied for the Ministry has his first platter, "The Greatest Miracle Of All," new "Lonely Nights 'N Lonely Days," on Teen-Time Records....

Mike Shepherd has joined Denny Rec- ords as National Sales Manager. He was formerly with Ardco Distributors. Shepherd is on a four week cross-country tour to line up distribution outlets for Denny's wax.... Conductor-arranger Felix Slatkin will be making a four week stop to tv appearances throughout the country, in conjunction with release of his latest Lib- erty Premier album, comprised of in- spirational movie themes.... Plaza Records (CBS) release, "When You're In My Arms" by Ray Lance, recently starting to hit nationally.

Henry Mancini was signed as com- poser-conductor of Project HHA "John- ny Dollar" projected vidpix series, running with producer Blake Ed- wards, with whom he worked on "Pe- ter Gunn" & "Mr. Lucky." Frank Gorchin, starring in Allied Artists' "The George Raft Story," recorded a monologue; "The Man Faces Of Frank Gorchin," for Columbia.... Freddy Marshall introducing his new sensation-tune album, "The Paris Swings," on Nocturne. The LP is espe- cially designed for stereo play.... Singer Al Anthony hosted a cocktail party at his home last week to publicize new album "This Do That" (Kip) and Sammy Salvo's "French Poodle" (Hickey) and others.

PITTSBURGH—Indie promo gal Janie Oliver's very high on a host of Bigtop decks making noise in town. Included are John Branson's "Teenidee" night, "Bumble & the Stingersons' "Nut Rocker" (Rendevours), Gene McDaniels' "Chip Chip" (Lib- erty), Eddie Hodges' "Bandit" (Ca- dence), Saverio Saridis' "Love In The Sweetest Thing" (WB), Huey Smith's "Teen-Pee" (Ace), Little Nell's "This Do That" (Kip) and Sammy Salvo's "French Poodle" (Hickory) and others.

MILWAUKEE—John Dolan, topper of the aforementioned New Phoenix label, items that he's been recently making the rounds of the 45 platter spinners. "J. Rosh, mgr. of the Rosh label informs that his outfit is interested in taking on a select group of indie labels for national distribution and promotion. He's located at 3223 W. Birchwood, this city.
1. DUKE OF EARL - Gene Chandler (Vee-Jay)
2. THE TWIST - Chubby Checker (Parkway)
3. PEPPERMINT TWIST - Joey Dee & Starlettes (Roulette)
4. BABY, IT'S YOU - Shirelles (Scepter)
5. WANDERER - Dion (Laurie)
6. NORMAN - Sue Thompson (Hickory)
7. A LITTLE BITTY TEAR - Bill Irvis (Decca)
8. I KNOW - Barbara George (AFO)
9. BREAK IT TO ME GENTLY - Brenda Lee (Decca)
10. BEAR LADY TWIST - Gary US Bondi (Legend)
11. COTTONFIELDS Highwaymen (United Artists)
12. CAN'T HELP FALLING IN LOVE - Elvis Presley (RCA Victor)
13. SHE'S EVERYTHING - Roy Draper (Gane)
14. LETTER FULL OF TEARS - Gladys Knight & Pips (Fats)
15. CRYING IN THE RAIN - Everly Bros. (Warner Bros.)
16. TOWN WITHOUT PITY - Gene Pitney (Musicor)
17. THE GREATEST HURT - Jackie Wilson (Brunswick)
18. THE LION SLEEPS TONIGHT - Tokens (RCA Victor)
19. LET ME IN - Sammi Sam (Argo)
20. UNCHAIN MY HEART - Ray Charles (ABC Paramount)

21. SMOKY PLACES - Corinna (Fuji)
22. MIDNIGHT IN MOSCOW - Kenny Ball (Kapp)
23. DEAR IRVAN - Jimmy Doran (Columbia)
24. IRRESISTIBLE YOU - Bobby Darin (Atco)
25. HEY! BABY - Bruce Channel (Smash)
26. SHADRACK - Brook Benton (Mercury)
27. SURFER'S STOMP - Max-Keys (Liberty)
28. MULTIPLICATION - Bobby Darin (Atco)
29. GO ON HOME - Pati Page (Mercury)
30. I'M BLUE (GONG-CONG SONG) - Skeetles (Atco)
31. WHAT'S SO GOOD ABOUT GOODBYE - The Mamas & The Papas
32. POCKETFUL OF MIRACLES - Frank Sinatra (Reprise)
33. RUN TO HIM - Bobby Vee (Liberty)
34. CHIP CHIP - Gene McDaniels (Liberty)
35. WALK ON BY - Leroy Van Dyke (Mercury)
36. CAJUN QUEEN - Jimmy Doran (Columbia)
37. I'LL SEE YOU IN MY DREAMS - Pat Boone (Dot)
38. TUFF - Ace Cannon (Hi)
39. SHE'S GOT YOU - Patsy Cline (Decca)
40. WHEN THE BOY IN YOUR ARMS - Connie Francis (MGM)

The Cash Box "Sure Shots" highlight records which reports from retail dealers throughout the United States are indicating are already beginning to sell in quantity or else give every indication of doing so.

"HER ROYAL MAJESTY" - JAMES DARREN (Capitol) Pick of the Week—1/27/62

"TWISTIN' THE NIGHT AWAY" - SAM COOKE (RCA Victor) Pick of the Week—1/27/62

"MY BOOMERANG WON'T COME BACK" - CHARLES DRAKE (United Artists 398)

"WHAT'S YOUR NAME" - DON & JUAN (Bigtop 3079)

"OLIVER TWIST" - ROD McKUEN (Spiral 1407)

"DON'T BREAK THE HEART THAT LOVES YOU" - CONNIE FRANCIS (MGM 13059) Pick of the Week—2/3/62

"(DO) THE NEW CONTINENTAL" - DOVELLS (Forkay 833) Pick of the Week—1/27/62

"I'VE GOT BONNIE"/"LOSE HER" - BOBBY RYDELL (Comeo 209) Pick of the Week—1/27/62

"ECSTASY" - BEN E. KING (Atco 6215) Pick of the Week—1/20/62

"TEARS AND LAUGHTER" - DINAH WASHINGTON (Mercury 71922) Pick of the Week—1/27/62

"HE KNOWS I LOVE HIM TOO MUCH" - PARIS SISTERS (Gregorick 10) Pick of the Week—1/13/62

"YESIRE" - Linda Scott #101

Cash Box—February 10, 1962
Bios for Deejays

Dinah Washington

Born Ruth Jones in Tuscaloosa, Ala., and raised in Chicago, Dinah Washington grew up in the atmosphere of religious music. Her early training in gospel music, playing piano and directing the church choir, enabled her to develop a singing style and attitude which now graces all her pop recordings, "Tears And Laughter" being the latest in a consistent series of M. Mercury.

In 1942, when Martha Davis took young Dinah to hear Billy Holiday, she met Joe Sherman, who hired her to appear at the Garfield Stage Bar. She spent a year there. Then she met Lionel Hampton and toured with his band. Recording did not come until 1946 when she signed with Mercury Records; and also with Ben Bar, her booking agent.

Several years of blues recording followed during which time Dinah acquired the title of "Queen of the Blues," later shortened to "The Queen."

Platter Spin Box Patter

WIP-Philadelphia recently appointed its own sales agent for the sale of the entire Schuylkill Expressway, the local authority that runs the road. Being familiar with Philadelphia with the turnpike and other highways, my role will be to find the sale of the expressway are 16 interchanges, 375,000 tons of cement and asphalt. The minimum price of the largest asking price is $50,000,000, construction is expected to be $600,000,000, and costs were $91,000,000. The idea behind the sale is that WIP will pay $1,000,000 for the most likely purchaser and why suggested, sale or sale. File the proposed idea with you, sub- //mitted by listeners for on-air mentions, I have included suggestions that will be run on-air.

Bill Williams spinner on WCMB- Harrisburg believes he has been involved in a "Twistathon" record, and he challenged all deejays to better it. The Jock hosted weekend show at Kree^s department store in Harrisburg on Sat., Jan. 27, with a 17-year-old high school student, Jack Lake of Nor- Mercury.

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It was as a gospel singer with The Soul Stirrers during a concert in Los Angeles Shrine Auditorium that Sam Cooke first came to the attention of the record company executive that asked him to record some popular songs. With the permission of his father, the Reverend Charles Cooke, Sam obliged the exec and began a career that has since produced "You Send Me." His first hit, "Sentimental Reasons," "You Send Me." His first hit, "Ive Said It Again," "Wonderful World," "Everybody Loves Chas. Cha., "Chains Gang," "Sad Mood" and now Twistin' The Night Away" which occupies the New 57 slot in this week's top 100.

The son of a Chicago minister, the Victor recording artist is a deeply religious youth. He is also a serious musician, writing much of his own material and playing the guitar as well.

Cash Box—February 10, 1962
LOOKING AHEAD

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

1. BIRTH OF THE BEAT/DRUMS ARE MY BEAT  
   Sunny Nelson (Imperial 5089)
2. BABY DON'T LEAVE ME  
   Jan Henderson (Todd 1066)
3. MOTORCYCLE  
   Tic & Triangles (Amy 435)
4. SHIMMY SHIMMY WALK  
   Megatons (Checker 1005/Dodge 608)
5. HELLO AGAIN  
   Erma Franklin (Epic 9488)
6. MOM AND DAD WERE TWISTIN'  
   Susan Summers (Diamond 106)
7. FOOL'S HALL OF FAME  
   Real Anko (ABC Paramount 10282)
8. SOUL TWIST  
   King Curtis (Enjoy 1008)
9. I GOT A FUNNY KIND OF FEELING  
   Moxie Brown (ABC Paramount 10290)
10. ARCHIE'S MELODY  
    By-Liners (Felsted 8631)
11. DEAR ONE  
    Larry Finnegan (Old Town 1113)
12. FLYING BLUE ANGELS  
    George, Johnny & Pilots (Cord 555)
13. GOODBYE TO TOYLAND  
    Vannair Sisters (Vista 190)
14. PATTY LANN  
    Johnny Crawford (Dot-Fi 4179)
15. ALONG CAME LINDA  
    Tommy Boyce (RCA Victor 7925)
16. OUR CONCERTO  
    Steve Lawrence (United Artists 403)
17. DREAM BABY/THE ACTRESS  
    Ray Orbison (Monument 456)
18. YOU DON'T MISS YOUR WATER  
    William Bell (Stax 116)
19. WALK ON THE WILD SIDE  
    Brook Benton (Mercury 71925)
20. GROW CLOSER TOGETHER/  
    CAN'T YOU SEE  
    Impressions (ABC Paramount 10289)
21. MAMIE IN THE AFTERNOON  
    Bobby Lewis (Bolltone 1016)
22. LOVE LETTERS  
    Ketty Lester (Era 1068)
23. LET'S GO  
    Duane Eddy (Tommy 1209)
24. THE BATTLE  
    Duane Eddy (Tommy 1209)
25. THE TIGER'S WIDE AWAKE  
    The Ramones (Amy 840)
26. EARLY SUNDAY  
    Earl Coren (Joy 259)
27. A THOUSAND FEET BELOW  
    Terry Tyler (Landa 679)
28. PUPPY LOVE  
    Little Jimmy Revers (Swan 4691)
29. QUARTER TO FOUR STOMP  
    Stompers (Landa 684)
30. DANCE PARTY  
    Tab (Vee Jay 413)
31. YES, INDEED  
    Pete Fountain (Cord 65549)
32. BROOKLYN BRIDGE  
    Boppa Bopp (Fraternity 499)
33. JOEY BABY  
    Anita & The Sen's (RCA Victor 7974)
34. POP-EYE  
    Harry Smith (Arvee 649)
35. DO YOU KNOW HOW TO TWIST  
    Hank Ballard & Midnighters (King 5593)
36. NUT ROCKEE  
    B. Bumble & The Stingers (Rendezvous 166)
37. A GIRL HAS TO KNOW  
    G-Clues (Terrace 7003)
38. ANNIE GET YOUR YO-YO  
    Little Jr Parker (Duke 145)
39. NOW LET'S POPEYE/  
    CHECK MR. POPEYE  
    Eddie Ba (Ric 987)
40. CRY, BABY, CRY  
    Angels (Caprice 172)
41. AFTER YOU'VE GONE  
    Frankie Avalon (Chancellor 1101)
42. WALKING CANE  
    Billy Duke (3oth-Fox 296)
43. DRIBBLE TWIST  
    Roping Storm (Warwick 677)
44. THE SNARE  
    Viny Brass (Wand 178)
45. ROUGH LOVER  
    Aretha Franklin (Columbia 42266)
46. HOW LOW IS LOW  
    Junior Cee (ABC Paramount 10263)
47. SUGAR BAMB  
    Buster Brown (Fire 507)
48. LOVE THEME FROM EL CID  
    Billy Storm (Infinity 615)
49. OUT OF SIGHT, OUT OF MIND  
    Fire Keys (Segway 1008)
50. MR. MOTO  
    Bolashes (Arvee)
Capitol Has 19 LP's For Feb.

NEW YORK—Capitol Records, returning to a monthly album release schedule, has a dozen titles at weekly issues. is releasing 19 pop albums for Feb., 19 pop, 3 classical.

Included among these are a 'live' Kingston Trio album, "College Concert," cut at the University of California, and stereo versions of previous mono issues, including Ernie Ford's million-seller, "Hymn," his first in a series of religious LP's which originated in 1956. These are all other entries include: "Nancy Wilson/Cannonball Adderley," the kink and the altoist and his combo; "Peter, Paul and Mary," the second title of their series; "Jonah Jones/Glenn Gray," a tribute to famous transcriptors: Sensational," Les Baxter; "Dixieland Super Club," "Ted Nichols & The Five" and many more. Various country artists; "Frank Ford's Fiddler's Follies," "The Fiddlers," Stan Freberg (collected from 2-LP sets), "The Best of The Fiddlers," and "The Fiddlers' Guide." See last week's issue for special promotion on the LP's.

Angel Sets

7 Feb. Classics

NEW YORK—Seven new classics—none of which featuring noted conductor Otto Klemperer—are being released this month by Angel Records. The Klemperer dates, billed with the Philadelphia Orchestra, include a complete recording of Mendelssohn's "Midsummer Night's Dream" and Mendelssohn's 4th and 9th symphonies and Beethoven's Piano Concerto. Other dates are: Brahms' piano concerto No. 1 with Claudio Arrau; "The Complete Chopin Nocturnes" (2 discs); Mours Lyman's; Ravel's Piano Trios and the major with Yehudi Menuhin, violin; Leib Kenter, piano; Gaspar Casadeo, cello. The Ensemble of the Scots Guards performs a Concert of Marches.

Medlin Joins UA For R&B Promo

NEW YORK—Joe Medlin, a promo man in the R&B field and also a singer, has joined United Artists Records for national R&B-area promotion. Medlin, who will headquarter in New York, will travel extensively, covering, on his initial trip, the area of Philadelphia, Baltimore, Washington, Pittsburgh, Cleveland, Detroit and Chicago. He will handle on the trek Joyce Davis' "Moments," Tony Mendelsohn's "Meditations," "Blowing" and "Drifting" and Jay & the Americans' "Dawning" and "Said."
HOLLYWOOD—Glenn E. Wallichs (right), of Capitol Records, recently received an award from the Board of Supervisors of Los Angeles County by Supervisor Warren M. Dun for the "tremendous contribution (Wallichs) has made to the music industry, as well as to the business and economic welfare of this area during the past 20 years."

**WB Adds Deane & Singer To Key Market Promo Setup**

NEW YORK—As part of its build-up of promotion execs in key outlets, Warner Bros. Records has named Marvin Deane as New Jersey-New York sales promotion and exploitation manager, and Ronnie Singer to a similar post in Philadelphia.

Deane comes to WB after two years as national promotion manager at London Records. Before that, he was in the promotion department of Cadence Records.

Singer formerly worked for Saul Lampert, Inc. of Philadelphia, the disk distributor.

Mike Mattland, WB’s pressy, had previously announced a plan to staff the label with field promotion men in key market areas. WB currently has promotion representatives in New York, Philadelphia, Boston, Detroit, Los Angeles and San Francisco. Other personnel in key cities will be added shortly.

Deane and Singer report directly to Joe Smith, national sales promotion manager.

**William Morris Staff Additions In PA, Disk Fields**

NEW YORK—The William Morris Agency has expanded its personal appearance and disk fields with the addition of its Rosalind Ross and J. Earl Deane from Capitol Records.

Rosalind Ross will handle the group, which will be under the overall supervision of Nat Kalcheim, in charge of the firm’s personal appearance department.

Their activity will center on hooking individual artists and groups with personal appearance opportunities, college bookings, state fairs, and record-buying audiences. Special emphasis is to be placed on the direction, training and development of the most promising artists in these fields, for careers ultimately encompassing motion picture, television, the legitimate stage, nightclubs and phases of show business.

This New York force will be supplemented by additional staff in other areas, to assure that the effort is effective nationwide and, with WMA’s international expansion.

Miss Ross has been in the talent field for the past 15 years, for the last 11 of which she was with GAC, helped launch such artists as Jimmy Durante, Darin, Frankie Avalon, Bobby Rydell, the Everly Brothers, Dion and Chubby Checker.

J. Earl Deane, whose initial agency experience was with the Morris Office, joined GAC in 1960, and since that time has been active in its one-night booking department.

Announcements of additional assignments are expected shortly.

**Alvin’s Twist**

NEW YORK—The Chipmunks have joined the twist parade. Liberty Records has set for immediate release the Chipmunks, a popular attraction called “The Alvin Twist.”

Time will be included in an upcoming segment of the “Alvin Show” TV special.

**16 New Decca-Coral LP’s Continue “Golden” Promo**

NEW YORK—The Decca and Coral labels are continuing their Jan. promotion, “The Golden Key to Today’s Hits—Tomorrow’s Catalogue,” with the release of 16 albums this month.

The same incentive plan offered during Jan., details of which are available through Decca field reps, is again available. The new releases include: Brenda Lee’s “Sincerely,” Guy Lombardo’s “Dance to the Songs Every Body Knows,” Sammy Kaye’s “Sexy Strings & Saddle Rugs,” Henry Jerome’s “Braten Brass Zings the Strings,” Earl Grant’s “Beyond the Reef,” Wayne King’s “The Music of Broadway & Hollywood,” Pete Fountain’s “Swing Low Sweet Clarinet,” “Big Tiny Little in Person,” a “five session from Mariestown of the Pacific; Rudy Vallee’s “Stein Songs,” Red Foley’s “Songs of Devotion,” Ernest Tubb & others in “Midnight Jam- boree,” Webb Pierce’s “Hideaway Heart” and Kitty Wells “Queen of Country Music.”

Three classical entries are: instrumental music by the New York Pro Musica; and two albums by pianist Moisewitch.

**WB Adds Deane & Singer To Key Market Promo Setup**

NEW YORK—As part of its build-up of promotion execs in key outlets, Warner Bros. Records has named Marvin Deane as New Jersey-New York sales promotion and exploitation manager, and Ronnie Singer to a similar post in Philadelphia.

Deane comes to WB after two years as national promotion manager at London Records. Before that, he was in the promotion department of Cadence Records.

Singer formerly worked for Saul Lampert, Inc. of Philadelphia, the disk distributor.

Mike Mattland, WB’s pressy, had previously announced a plan to staff the label with field promotion men in key market areas. WB currently has promotion representatives in New York, Philadelphia, Boston, Detroit, Los Angeles and San Francisco. Other personnel in key cities will be added shortly.

Deane and Singer report directly to Joe Smith, national sales promotion manager.

**William Morris Staff Additions In PA, Disk Fields**

NEW YORK—The William Morris Agency has expanded its personal appearance and disk fields with the addition of its Rosalind Ross and J. Earl Deane from Capitol Records.

Rosalind Ross will handle the group, which will be under the overall supervision of Nat Kalcheim, in charge of the firm’s personal appearance department.

Their activity will center on hooking individual artists and groups with personal appearance opportunities, college bookings, state fairs, and record-buying audiences. Special emphasis is to be placed on the direction, training and development of the most promising artists in these fields, for careers ultimately encompassing motion picture, television, the legitimate stage, nightclubs and phases of show business.

This New York force will be supplemented by additional staff in other areas, to assure that the effort is effective nationwide and, with WMA’s international expansion.

Miss Ross has been in the talent field for the past 15 years, for the last 11 of which she was with GAC, helped launch such artists as Jimmy Durante, Darin, Frankie Avalon, Bobby Rydell, the Everly Brothers, Dion and Chubby Checker.

J. Earl Deane, whose initial agency experience was with the Morris Office, joined GAC in 1960, and since that time has been active in its one-night booking department.

Announcements of additional assignments are expected shortly.

**Alvin’s Twist**

NEW YORK—The Chipmunks have joined the twist parade. Liberty Records has set for immediate release the Chipmunks, a popular attraction called “The Alvin Twist.”

Time will be included in an upcoming segment of the “Alvin Show” TV special.

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Three classical entries are: instrumental music by the New York Pro Musica; and two albums by pianist Moisewitch.
Mercury To Issue Second "Civil War" LP

CHICAGO—Thanks to the success of its first LP production on the Civil War—priced at $19.98 mono, $12.98 stereo—Mercury has set a second volume for release next fall.

The label said the move was prompted by the first month sales of the LP, which ran ahead of its first Civil War LP series release, Beethoven's "Woolwich's Victory."

Volume one, requiring five years of research and recording, contains Civil War music performed by actual instruments of the period, with Frederick T. Fennell conducting the Eastman Wind Ensemble of the Eastman School of Music.

Music Biz Course Set For UCLA

LOS ANGELES—With music business lecturers already underway in the east at NYU, traders on the coast can now take advantage of a course, "The Music Industry—Its Structure & Economy," that begins this month at the UCLA campus of the University of California. Fifteen class sessions, conducted by music attorney Walter Hurst and guest lecturers, will take place each Wednesday (6:45 to 9:45) from Feb. 7 to May 16.

Cameo/Parkway Meets On New Promo Plans

NEW YORK—The Cameo/Parkway set-up has scheduled three distributor sales meetings to introduce and discuss in detail a completely new merchandising program and the release of nine new Cameo albums.

Following noonday luncheons on Feb. 5 at New York's Hotel Astor, Feb. 7 at Chicago's Ambassador Hotel and Feb. 8 at Hollywood's Roosevelt Hotel, Cameo/Parkway officers will meet with national distributors to discuss the new merchandising and promotion which will go into effect March 1 for six months.

Atco Issues Bilk Click

NEW YORK—Atco Records has released a current smash in England, "Acker Bilk's "Stranger On The Shore,"" as a single. The date has been available in the U.S. on an Atco LP titled "Sentimental Journey," though under a different title.

In another development at the label, 13-year-old girl Ginny Zee has been signed to an exclusive contract. Her first release, already available, is "Holly Baby" and "You Can't Imagine." She is currently attending Riverdale Jr. High School in River Edge, N. J., where she sings at all the school hops and has appeared in most of the school plays.

Victor To Release 2 More Mancini Scores

NEW YORK—Two more soundtrack scores by Henry ("Peter Gunn," "Breakfast At Tiffany's") Mancini will be released by RCA Victor Records.

The label will release the music to "Experiment In Terror," a Columbia flick starring Glenn Ford and Lee Remick, tentatively set for April release, and "Hattari," a Paramount offering starring John Wayne, Red Buttons and Elsa Martinelli, slated for June.

From the "Tiffany" LP came Mancini's hit diskling of "Moon River," a strong contender for Academy Award honors this year.

U.S. Survey Notes That Musical Field Is Over-Populated

NEW YORK—Aspiring musicians—singers and instrumentalists—can read some sobering facts in the latest occupational outlook handbook from the Bureau of Statistics of the Department of Labor.

Young folks, to which the survey is directed, are warned that the field of performing arts is over-populated, and should not expect to financially conquer worlds.

The survey notes that about 100,000 musicians were employed in the U.S. as performers and teachers in mid-1962, 75,000 of them as singers in various vocal areas. Singers, it is noted, have a career span-expectancy of about half that of instrumentalists.

The survey says that shortages do exist in the teaching of music. Nine million youngsters in 1960 were playing instruments.

3 New Capitol Tapes

NEW YORK—Three new four-track stereo tapes from Capitol Records include two being released simultaneously in LP form (see separate story for new LP's). There are Les Baxter's "Sensation!!" and "Jonah Jones/Glen Gray." The third tape is a previous release from the label's "Staged For" series, "Highlight! Staged For Stereo."

Village Voice—February 10, 1963
PHILADELPHIA — Gene Chandler, who currently has the #1 record in the country with “Duke of Earl” on the Valmor label, received a royal welcome last week from Jerry Blaine (left), WCAM spiner, and Mainlines promo man Buzz Curtis. The Change was in Philly to promote his new album tagged after his hit single.

Valmor LP Ties-In With Twist Parties

NEW YORK—The Valmor label’s “Twisting the Oldies, Vol. 1” LP will be featured at various department store twist parties in all major cities. The first group of parties is being held at key Lane Bryant stores. Gatherings will be announced via ads and spot radio commercials by the Astaire Studios, which is giving a free twist lesson to purchasers of the LP. Astaire instructors will be on hand to demonstrate the twist in the department of the Lane Bryant stores. In many cities, local deejays will emcee the proceedings.

In addition, Cathy Jean & The Roommates will make personal appearances at the various parties.

Union Carbide Sells Phono Needle Rights

NEW YORK—Union Carbide International has sold all of its patents and overseas rights in the manufacturing and marketing of phono needles to the M. A. Miller Manufacturing Co. of Libertyville, Ill. The purchase price was not disclosed. This follows the sale a year ago by Union Carbide of both domestic and Canadian rights to Miller.

A key part of the agreement covers the rights to automatic machinery for producing needles and pilots to close tolerances. This patented equipment was developed in the United States by Linde Co., Division of Union Carbide.

M. A. Miller, president of Miller, stated that his company was in a position to supply a complete line of diamond, sapphire, and precious metal alloy phono needles and instrument pilots on a world-wide basis and would enter the Common Market in Europe with manufacturing and marketing facilities in that area.

WB Inks Mel Henke

NEW YORK—Mel Henke, composer-arranger, has been signed to a long term exclusive pact by Warner Bros. Records. A forthcoming LP release will feature Henke as pianist and arranger.

United Artists Had Biggest Monthly Gross In Jan.

NEW YORK—Jan., saw the biggest single month’s billing in the history of United Artists Records, according to Art Talmadge, president.

An announcement that gross sales went “substantially” over $1 million. The label scored its first $1 million sales month last Dec.

The label's top month was attributed. It was noted, to the “highly successful” LP program called “Sweet 16 for '62,” which featured the release of albums by the label’s top attractions, and such singles clicks as “Cotton Fields” by The Highwaymen; “Tonight” by Ferrante & Teicher; “Town without Pity” by Gene Pitney on the UA-handled Musical Detours; and Charlie Drake’s “My Boomerang Won’t Come Back.” New album chart items include Ferrante & Teicher’s “West Side Story” and “Golden Piano Hits.”

Initial European Visit For Pitney

NEW YORK—Gene Pitney, hitting big on the Muscor label with “Town without Pity,” is personally introducing himself to the European market via his first European tour, which was set to begin last Sat. (3) in London.

In London, he will make a series of personal appearances which have been set up by EMI. He remains in London until Feb. 9 when he will leave for Hamburg where he will cut “Town without Pity” in Germany at the Deutsche Grammophon studios. On Feb. 11, he leaves for Paris for a series of radio and TV shows, and on the 14th he flies to Rome where he spends two days before going to Milan for an appearance on Rai TV.

He returns to Paris Feb. 18 for more personal appearances, including the Musico-rama radio show. He is set to be back in New York on Feb. 21.

Muscor, handled by United Artists Records, will release Pitney’s first LP within a few weeks.

Fred Fox To S.A.

NEW YORK—Frederick Fox of Sam Fox Publishing and his wife Grace are visiting South America on a vacation-business trip. Fox will confer with Enrique Lebendiger of Ferronta Do Brasil, Ltda. in Sao Paulo concerning its newly created organization, Sam Fox Editoria Musical, Ltda, which will serve all of South America in the interests of the Fox organization. Fox will also contact several business associates during his stay in South America.

Shannon Shakes Liberty Duo

BUFFALO—Tom Shannon (center) WKWB personality recently played host to Troy Shondell (left), who is currently making noise with “Tears From An Angel,” and Bobby Vee who is hitting the charts with “Run To Him.” Liberty recording stars were in Buffalo to open a new skateland.

Cash Box—February 10, 1962
Kleger Named Product Mgr. Of Classical LP's At Columbia

NEW YORK—David Kleger has been appointed director of classical albums at Columbia Records. In his new position, Kleger will have total responsibility for the merchandising of masterworks and original Broadway cast albums. Kleger joined Columbia in July 1959. Most recently he has been assistant product manager of classical albums. Pop LP merchandising will continue under the direction of Joseph Norton, product manager of Pop LPs. Both Kleger and Norton report directly to Richard Smith, manager of sales administration.

Della's New Single Has "Twist-Gospel" Sound

NEW YORK—A new twist in twist sounds, twist-gospel, will hit the market this week via Della Reese's new single from RCA Victor, "50's Won't Do." The thrash is backed on the date by The Meditation Singers, a gospel group of which she was once a member.

Glicken On Road With Del-Fi Artists

NEW YORK—Earl Glicken, national sales manager for Del-Fi Records, has begun a cross-country promotion tour with the label's Johnny Crawford, featured on the "Riffman" TV'ER, Patty Ann and Desda (Miss Del-Fi), who has a deck called "Splish Splash Twist.

Williams To Warble Oscar Nominee

NEW YORK—Columbia's Andy Williams is the first star chosen by Hollywood producer Arthur Freed to appear on the annual Academy Award show to be televised nationally on ABC-TV, Monday, April 9. Williams will sing one of the five nominated tunes in contention for the best song award. According to Freed, the tunes will be announced Monday, Feb. 26.

Houston In Houston

NEW YORK—Maceo Pinkard, shown here with Mrs. Pinkard, holding the children, and "Georgia Brown," his most famous composition. Maceo is currently celebrating his 40th anniversary with ASCAP. His compositions are currently featured in LPs by Carol Burnett, Bing & Satchmo, Ray Charles and in his own album "Maceo Pinkard Standards." Maceo Pinkard Publications recently printed sheet music on his tunes "Sweet Suburban Sue," "Harlem's Popin'" and "There's A Bit Of Virginia In Ya."

Old Pro

NEW YORK—Dickie Stone, a former member of the Vagabonds, opened his own record shop, Dickie Stone's Record Station, on 3rd Ave. and 15th St. Stone, who was once a member of the Vagabonds, opened his own shop to sell records.

All Laughter

LAS VEGAS—Dinah Washington, who recently opened to a SRO crowd at the Singapore Hotel here, was met by Steve Borkowski, head of Mercury distribution for Nevada, on her opening night. Thrush is currently riding the charts with her "Toes And Laughter" single, which is also the lug of her new LP.

NARM Adds 4 Rack Jobbers

NEW YORK—Four leading rack-jobbers have just been accepted to membership in the National Association of Record Merchandisers (NARM). They are: Tip Top Music Co., of San Francisco, headed by Monroe Goodman; Lesley Sales Corp. of Needham Heights, Mass., Abraham Levine presidency; Indiana Merchandise Co. of Indianapolis, Ind., with E. V. Henderson as its head; Dixie Supermarket Service, a subsidiary of Club Aluminum Products Co.
New York—The resignation of top execs at 20th Fox Records was revealed last week.

Those exiting the disarray, an affiliate of 20th Century Fox Pictures, included Henry Onorati, president; Louis Del Guercio, vice-president; Ed dle [

According to a spokesman, the label will undergo a complete reorganization, and expand so as to compete with the majors.

There was no announcement on who would fill the vacancies.

Ferron announced that he would become president of Entertainment Unlimited, 35 West 53rd St., this city, a setup that will consist of several enterprises, including a new disarray, Tribute Records. The firm will also be active in film, TV and theatrical production.

Don Costa

New York—Don Costa has signed a new-long-term pact with Columbia Records, with his first singles offering, "Sugar Blues," already on release.

Costa, who recently exited his post as A&R director of United Artists, signed a multi-album contract with Columbia's A&R head, Tony Bennett.

Versatile Label Moves N.Y. Offices

New York—The offices of Sol Winkler's Versatile, Addison, Wink and Swirl labels have moved to 1019 Broadway, this city. Versatile had the governor ink "Small Seed Sam" by Phil McLean, who has followed up the deck with "Big Mouth Bill.

Star Management Formed In N.Y.

New York—Star Management has been formed here by Ida Malitz and Martin Oelsberg. Firm's initial talent includes Ernestine Anderson, the Mercury Records' vocalist, and Chuck Daniels, a songster who is expected to join a label soon. Fran Mansfield is doing publicity for the firm, located at 143 West 51st St.

More RIAA Members

New York—The Liberty, Reprise and Continental labels have just joined the Record Industry Association of America (RIAA). RIAA membership is now 62, of which 23 became associated with the association since last May.

ASCAP Offers Booklet On Jazz Recordings

New York—A special issue of ASCAP Music on Records for Radio and Television program directors, titled "Jazz," has been released.

The booklet numbering 100 pages, contains a listing of jazz recordings in the society's repertoire, together with the names of the performing artists, composers and publishers, and the record number.

In the preface of the publication Stanley Adams, ASCAP president, states: "Jazz is one form of music which is uniquely American and which has become identified throughout the world with our nation. The vitality of American jazz rhythms has created a vast and enthusiastic international audience. It is one American export which hinders all economic and political barriers."

The booklet is being distributed also to advertising agencies, as well as radio and television program directors.

Four Lads To Dot

New York—The Four Lads, the vocal quartet, have just signed to Dot Records. Long associated with the Columbia label here, Dot Records, in a deal with Kapp, the team is now making various niter-skye-appearing appearances across the country.

Love Shock

LITTLE SONNY

1959

"LEAD ME TO LOVER'S LAND"

"CHUCK" BROWN

3 NEW SPIRITUALS!!

"GONNA SEE MY FRIEND AGAIN"

SONS OF FAITH

Nashville 713

"ONE MORE RIVER TO CROSS"

SWANETE QUINET

Nashville 713

"WALK WITH ME LORD"

BROTHER JOE MAY

NASHBORO RECORD COMPANY

173 3rd Ave., N., Nashville, Tenn.

Aretha Franklin—Columbia

MILLS MUSIC

1619 B'way, N. Y. 19

Heading for Hitville!

"BERMUDA"

The Four Seasons

Gone 5122
Int'l Sound Fair Sells 25% Of Exhibit Space

NEW YORK—The initial response to the first exhibitors’ brochure for the International Sound Fair has resulted in sales of 25% of the exhibit space to date to major manufacturers, according to executive director Hal Cook. Fair will be held July 25-29 in Detroit’s Cobo Hall.

Among the early reservations are such firms as Capitol Records and Phonics, Columbia, RCA Victor and phonos, Mercury-Philipps records, the Seaburg Corp., Ross Electronics, High Fidelity Magazine, Disneyland Records, ABC-Paramount Records, Parks Engineering and Continental Records and others. It was noted that interest shown by many of the smaller companies, particularly in the component field, holds promise of the introduction of many new products at the Fair.

Six trade organizations have endorsed the Fair and its objectives and the support of their members. The trade associations include: Society of Record Dealers (SORD), the Country Music Association (CMA), the Institute of High-Fi- delity Manufacturers (IHFM), American Record Manufacturers and Distributors Association (ARMSA), the Magnetic Recording Industry Association (MRIA), the National Association of Record Merchandisers (NARM).

Booths will be provided to any trade organization which wishes to hold its own meetings in conjunction with the Fair. The board of directors of the Society of Record Dealers (SORD) voted to hold its annual membership meeting on Friday, July 27, after the Fair’s Business Congress is concluded. SORD directors indicated that they felt the Fair would provide an important drawing attraction for its members, and took advantage of the timing and the facilities provided by Fair management.

World Showcase has been appointed to conduct the exposition portion of the Fair. Veterans in the exposition field, World Showcase is prepared to help ISF exhibitors in all phases of the exhibition from theme development to final co-ordination.

Westminster “Memorial” LP A Day After Kreisler’s Death

NEW YORK—Westminster Records scooped the industry last week in issuing a “memorial” LP to Fritz Kreisler, the great violinist-composer who died here last week (29) at the age of 87.

Assoy after the artist’s death, the label made available an LP, “Kreisler Memorial concerts” by the Johnson’s Orchestra, part of the label’s recent LP issue, that had a gold sticker on the front jacket noting the LP as “A Memorial Album.”

The LP contains six of Kreisler’s most popular pieces, including “Liebesleid,” “Liebesfreud,” “Schon Rosmarin,” “Viennese Choral,” “Liebesleid,” and “Tambourin Chinois.”

ASCAP president Stanley Adams, who was instrumental in the executive death of Kreisler, was ASCAP member since 1924, said:

“Shadrack” Puts Fischer Back In Pop Spotlight

NEW YORK—Encouraged by “Shadrack,” its current Top 100 copyrighty, the Carl Fischer music firm is putting new emphasis on its top catalog.

Under the direction of Irving Tan, the vet pubully exec who is general manager of Fischer’s pop division, the company in recent years towards the long-hold exec, will be on the lookout for new material and will place new emphasis on its standard copyrights.

Besides “Shadrack,” a click via Brook Benton’s Mercury dishing, Fischer has such other perennial as “Hone Stacauto,” “Mozartizing Madita,” “The Stein Song,” “Parrot and The Whistler & His Dog” and the “U.S. Air Force Song.”

Tan, who joined Fischer in May, 1968, was with Apco, Yellen & Borstein when the firm initially succeeded with such items as “Happy Days Are Here Again,” “Ain’t She Sweet,” “Deep Night” and others.

CHICAGO—Columbia Records recently held a breakfast party and interview session for school news editors from Chicago and the outlying suburban areas to head up a drive to introduce Kenny Karen, at the Sheraton-Blackstone Hotel.

After the interview period Kenny performed for his teenage audience with a group of hit tunes including his most recent Columbia single, “The Light In Your Window.”

The affair was hosted by Paul Cook, promotional chief in for Columbia. Also on hand was Jack Hilton, television star and emcee of WGN-TV’s “Spin Time” every.

The top photo shows a group of high school editors listening to Karen’s vocalizing. The bottom photo shows Jack Hilton (left), holding Kenny’s disk, Karen and Paul Cook.

Varied Talent Joins Philips

NEW YORK—The Philips has just added attractions—from various areas of music—as part of its continued drive in search of talent for its U.S. release schedule.

From the classical field, the label has inked Patrice Munsel, the opera singer, and Harry Lookofsky, violinist; from the country field, there’s Thomas G. Cutter and The Barrier Bros.; representing rock ’n roll are Hash Brown and Clyde & The Sweet Things; Julius Watkins, jazz French horn: The Gospel Tones, religious chorus.

CB Visitors

NEW YORK—Bill Lasley leaves Les Gol Phot.

NEW YORK—Bill Lasley has resigned his position with Les Gol Productions, this city, Les Gal handles distribution of the Nat and Pam labels. He said he would announce his future plans shortly.

Bill Lasley exits Les Gol Prod.

Columbia Fetes Kenny Karen

Have You Heard The
New Hit LP

“GLORIA LYNNE
AT BASIN ST. EAST”
LPBR 5137

If not, Contact Your
EVEREST Distributor

Collegian American

Canadian American

RECORDS, Ltd.
150 West 5th Street, New York

Linda
Scott
BERMUDA
CA 134

If not, Contact Your
EVEREST Distributor

Cash Box—February 10, 1968
LONDON—Pye’s recent acquisition of the Chancellor label is seen as further proof of the company’s increasing success in promoting, marketing and distributing American labels in this country.

Already successful with the Colpix products and Somerset Gold, Guineas the company has, in the last 12 months, added Aristocrat (Chess, Chess and Argo) and has been able to persuade their owners to take the total number of American labels handled by Pye to five.

During the same period Pye also launched three new labels, Pye-Plus-Nor, such series of spoken record recordings, Piccadilly—designed for the development of British artists and material. Piccadilly is an attempt to break the material from both British and American sources.

In view of the company’s success in both home and overseas markets Cash Box invited joint general manager Roger Threlfall and Louis Benjamin to comment on their activities in relation to the international record scene.

As far as the American record scene is concerned, Benjamin, who made his first visit to the States in 1969, found that with the decline of the singles market manufacturers were divided into two camps—optimists who were actively considering and pursuing new methods of marketing aimed at a wider public and the conservatives who continued to key their business to the traditional markets through normal distribution channels.

Of the unhappy price situation in America, Threlfall says: “This has not been brought about by clubs and record jobbers but rather by the world wide problem of too much supply. Many record buyers, when asked whether they believe the number of products should be cut down, think I am a negative approach and that the products should be widden the market. Nowadays, this is possible to a tremendous extent internationally, although some countries fare better than others. In the U.K., Pye’s efforts toward wider advertising to the public has been through the medium of television. In America, part in selling the brand image of Golden Guineas. Similar campaigns have been inaugurated in Australia. The Pye Golden Guinea, which is derived from Crown Records of Los Angeles. I feel that the low-priced Golden Guinea series has done much to improve the popularity of the LP market generally.”

**Philip’s Gould Details CBS England Plans**

Of historical importance in the first half of 1967 is the launching of the first issue of new recordings of the works of Mozart. The London Symphony conducted by Bruno Walter, with members of the Royal Philharmonic Orchestra, with Cash Box.

The major point here is that Philip Gould says “Will be backed by the largest promotion ever in the UK record business.”

The campaign, beginning at the beginning of May, will run through the summer and include large scale TV advertising.

The first releases scheduled for May varied from a selection of EPs and singles to a series of LPs. Among the classical artists to be featured in the first few releases on the new label are: the New York Philharmonic Orchestra, under Eugene Ormandy, Zino Francescatti, Robert Cooper, Leonhard Bernstein, Glenn Gould, Sviatoslav Richter, Bruno Walter, Igor Stravinsky, the Budapest Strings Quartet, Isaac Stern and David Oistrakh.

**Pye: How We Succeed With U.S. Disks**

Hanging around the Atlantic for less than four times in the last 12 months, it is impossible to escape the notice of the first visit of the to the States in March 1967 that was most American companies appear to consider that this is a major deal for the products in the UK. However, as Pye had recently achieved chart success with the Chess and Argo label, the move was able to persuade them otherwise. This led to the acquisition two months later of the Chess, Checker and Argo label. This was to achieve chart success with Clarence Henry’s “But I Do” with sales exceeding 120,000 copies.

Pye’s enthusiasm, marketing and exploitation paid off handsomely within the city in August it acquired the UK rights to the Benson and Californian. benzim’s “Granada” entered the charts within five days of release. Benjamin’s visit to the States in September resulted in the acquisition of Chancellor.

Having visited territories such as America and Australia, Benjamin commented: “There is much more room for exploitation and promotion between the UK and other territories; to the UK the only radio space available. This is not to change this is an important addition to a geographical basis, of record publicity, airtime being confined to the BBC and the commercial station Radio Luxembourg. The street regulated programming lies the difference between record exchange in this country and territories such as America and Australia: when there are so many local stations that DJ’s appear to be hungry for product. Paradoxically, in certain cases a record company can earn more in Australia and America and from under exposure in England. However, it is Pye’s experience that a good record can be handled tends to be a success anywhere in the world.”

In conclusion, Benjamin and Threlfall both agree that the biggest problem encountered is the "exorbitant" cost of purchasing records, which is 55c of the distribution price. They feel this level of tax particularly affects the smaller manufacturer and says: “America has made any large scale attempt at guaranteeing the retail trade their purchases. On the other hand, England is fortunate in still having laws which maintain coverage of a manufacturer’s retail price, the excess adds.”

**Lizzie Borden**

Lizzie Borden (Kitty BMI)

**Lonely Hearts**

Loneva (United ASCAP)

**Lost Woman**

Faeel, Kaelon ASCAP

**Love Is the Sweetest Thing**

Lark BMI

**Midnight**

MIDNIGHT IN MOSCOW

COOLY Trail BMI

**Moments**

REMEMBER (BMI)

**Moon**

Focuson ASCAP

**MULTIPLEX**

Detective (BMI)

**My Boomshaker Won’t Come Back**

41 BMI

**My Melancholy Baby**

(Simpson, Brinmond, Young BMI)

**Nite Time**

(Night Time ASCAP)

**Norma Jean**

(ACO-Hast BMI)

**Oliver Twist**

(20th Century BMI)

**Our Anniversary**

(Angel BMI)

**Peppermint Twist**

(Capitol BMI)

**Percolation**

(Marvin, ASCAP)

**Pictures in the Fire**

(Angel BMI)

**Please, Mr Postman**

(Angel BMI)

**Pocketful of Miracles**

(Donna BMI)

**Poor Fool**

(Billboard BMI)

**Run to Him**

(Aldon BMI)

**Shadrack**

(Billboard BMI)

**She’s Everything**

(Ivan Berlin BMI)

**She’s Got You**

(Billboard BMI)

**Smoky Places**

(Billboard BMI)

**Something’s Got a Hold on Me**

(Fame BMI)

**Surfing the Night Away**

(Kap BMI)

**Trum”in the Night Away**

(Robert BMI)

**Twisting the Night Away**

(War BMI)

**Unchain My Heart**

(Harry BMI)

**Walk on My Side**

(Herman BMI)

**Wanderin’**

(Whitney BMI)

**What’s Good About Goodbye**

(Don BMI)

**What’s the Reason**

(Robert BMI)

**What’s Your Name**

(Motion BMI)

**When I Fall in Love**

(Northern BMI)

**When They Go**

(Aldon BMI)

**Who Stole the Flowers**

(Gold BMI)

**Yessiree**

(Kilt BMI)
His Master's Voice—Columbia—Mariconphin has taken over the Italian representation of America's Liberty label.

Adriano Celentano, one of Italy's hottest singers, is launching a new label: Caramba. This was reported after a press conference, during which the most explosive Italian rocker announced his program.

Journalsists began to speculate, reporting on the possibility of Celen
tano leaving SAAR, yet foreseeing that Caramba distribution would be taken over by the UK's Polydor/His Master's Voice. In fact, Celentano announced that Caramba distribution will be given to Ri-Fi Record Company, Milan, one of the fastest growing Italian companies. Ri-Fi is, in fact, a major company in this field; its distributing organization is fast mounting all over the whole territory.

Adriano Celentano (24) born in Milan, is known abroad, as well, especially in Europe and South America. His big hits include: "I Too Baoi E' Come Un Rock" (Your Kiss Is Like A Rock), "Non Esiste L'Amor" (Love Does Not Exist) and "Nata Per Me" (Born For Me). It is easy to foresee for him, for his company, the artists he signs a successful story and successful future. Ri-Fi will start distributing Celenta
no's disks in Italy beginning the first of May, 1962. As to his representation abroad, Celentano has not yet decided anything.

1. La Ballata Della Tronba (Ballad Of A Trumpet)/Nino Rosato/Titano
2. Nata Per Me (Born For Me) Celentano/SAAR/Ricordi
3. Wheels/ Billy Vaughn/London—Decca Italia/Bridge
4. Let's Twist Again/Pepino D Capri/Caribic/Aberboch
5. Bambina Hassina/Tony Daliara/Gurtler/Messaggieru Musicale
6. Montecarlo/J. Dorelli/CGD
7. Peppermint Twist/Joey Dee/Ricordi
8. Tru Le Blu/Una Rosoline (Amidst The Feathers Of A Swallow)/ Fidencio/RCA Italiana/Unpublished
9. Scala Di Seta (Staircase Of Silk)/Fidencio/RCA Italiana
10. Pera Matura (Ripe Pear)/Donaggio/VCM/Curci
11. Mistiaternero (My Cellar)/ Donaggio/VCM/Curti
12. The Twist/ Chubby Checker/Parkway—GC
13. Local Product

England's Best Sellers

1. The Young Ones—Cliff Richard (Columbia)
2. Stranger On The Shore—Acker Bilk (Columbia/Sherwin)
3. Let's Twist Again—Chubby Checker (Columbia/Aberbach)
4. The Message From The Underworld—Ringo (London)
5. The Return Of The Cajun (RCA)
6. Billy Fury (Decca)/(Nevina/Kirshner)
7. Honey/ Bobby Van (London)
8. Forget Me Not/ Eddie Money (Epic)
9. Walk On By—LeRoy Van Dyke (Mercury)/(Unpublished)
10. The Twist—Chubby Checker (Columbia)
11. Language Of Love—John Louder
12. Midnight In Moscow—Kenny Ball (Pye)
13. Crying In The Rain—Evelyn waters/Rockers (Borden, Bros. (Aldon)
14. Johnny Will—Pat Boone (Decca)
15. Mountain Silver—Danny Williams (HMV)/(Chappell)
16. The Lion Sleeps Tonight—The Tokens (RCA)/(Essex)
17. The Comancheros—Lonnie Done
18. The Buttondown Mind Of Bob Newhart—Bob Newhart (Faith)
19. So Far Away—Elvis Presley (RCA)
20. Son This Is She—Lionel Hampton (HMV)/(Melodier)

Liberty Trio In London

LONDON—Liberty recording artists Bobby Vee (left), derrisky proxy Alvin S. Bennett and A&R producer Stu Garret are shown at their arrival in London for the official launching of the label's new EMI part. The new world-wide distribution deal went into effect on February 1.
Brazil's Best Sellers

SAO PAULO

1. "Poema"—Renato Guimaraes (Chantecler) [Notas Mágicas]
2. "Fica Comigo Esta Noite"—Nelson Gonçalves (RCA)
3. "Que Eu Quero Na Me Quer"—Raul Sampaio (RGE)
4. "Tu Sabes"—Martha Mendonça — Fábio de Lima
5. "Eu Já Fiz Tudo"—Anísio Silva (Odeon)
6. "Menina dos Prazeres"—Roberta (Adolfo)
7. "Luz de Vida Sonia"—Tito Marques (Decca)
8. "Escandalô"—Cauby Peixoto (RCA)

RIO DE JANEIRO

1. "Fica Comigo Esta Noite"—Nelson Gonçalves (RCA) [Euterpe]
2. "Que Eu Quero Na Me Quer"—Raul Sampaio (RGE)
3. "Tu Sabes"—Martha Mendonça — Fábio de Lima
4. "Eu Já Fiz Tudo"—Anísio Silva (Odeon)
5. "Menina dos Prazeres"—Roberta (Adolfo)
6. "Luz de Vida Sonia"—Tito Marques (Decca)
7. "Escandalô"—Cauby Peixoto (RCA)
8. "Que Eu Quero Na Me Quer"—Raul Sampaio (RGE)
9. "Tu Sabes"—Martha Mendonça — Fábio de Lima
10. "Eu Já Fiz Tudo"—Anísio Silva (Odeon)

Sao Paulo's Top Ten LP's

1. 'S Different—Billy Butterfield & Ray Conniff (Columbia)
2. 'S Twist—Ray Conniff (Columbia)
3. 'S Moore—Ray Conniff (Columbia)
4. 'Sambas E Boleros—Nelson Gonçalves (Decca)
5. Metas Em Brasileira No. 1—Henry Jerome (Decca)
6. Baile Latino—Sylvio Mazzacane (Columbia)
7. Os Grandes Sucessos De Billy Vaughn—Billy Vaughn (Dot — RCA)
8. Recordando Carnavais—Luiz Alves (Columbia)
9. Metas Em Brasileira No. 1 (Decca)
10. Metas Em Brasileira No. 1—Henry Jerome (Decca)

Rio De Janeiro's Top Ten LP's

1. 'S Different—Billy Butterfield & Ray Conniff (Columbia)
2. 'S Twist—Ray Conniff (Columbia)
3. O Fabuloso Harold Nicholas—Harold Nicholas (Phillips)
4. Metas Em Brasileira No. 2—Henry Jerome (Decca)
5. Os Romantico's De Cuba No Cinema—Romanticos De Cuba (Musidisc)
6. Metas Em Brasileira No. 2—Henry Jerome (Decca)
7. De Ba Boa Do No. 2 (Columbia)
8. Essas Também Sao De Rancho—Raul Sampaio (RGE)
9. Sambas E Boleros—Nelson Gonçalves (Decca)
10. Silvio Caldas E Pessoa—Silvio Caldas (Columbia)
11. Brasilian Music

Australia's Best Sellers

1. My Boomerang Won't Come Back (Charlie Drake—Parlophone) Leeds Music
2. Norman (Sue Thompson—Hickory) Essex Music
3. Let There Be Drums (Sandy Nelder—London) J. Albert & Son
4. Can't Help Falling In Love (Elvis Presley—RCA) Belinda Music
5. The Twist (Chubby Checker—RCA) Top Ten Music
6. You're The Reason (Booby Edwards—Top Rank) J. Albert & Son
7. Goodbye Cruel World (James Darren—Fye) Tu-Con Music
8. Wipe Your Tears (Leroy Van Dyke—ABC) Top Ten Music
9. Take Five (Dave Brubeck—Coronet) Southern Music

U.S. Stars Down Under

Well—it looks as though the Twist is set to become part of our "culture" for at least the next few months. Many people here have said "the craze isn't over yet" but it is giving a pretty good imitation of some sort of permanency right now... You can't move for the Twist—it's everywhere! On disk, radio, TV, at dances, hotels, clubs, airports, in fact almost everywhere. The Twist is the thing, and current record sales are proof that it is being well accepted by the public. The recent Lee Gordon Twist bash certainly did a fantastic job in promoting the new dance and it wouldn't be in the least surprising to us if Lee Gordon came up with another Twist show while the interest is high.

It is with regret that readers of Cash Box are advised of the recent death in Sydney of Frank Albert. Albert was one of our major music publishers. Albert had many great friends in the trade throughout the world all of whom will wish to pay their respects to his family.

It is reported that illness has forced star Sydney disc jockey Tony Withers to relinquish his radio and TV activities. It is believed that Tony is leaving Australia shortly and his sessions on Radio 2GB will be conducted by Bruce Henderson of "Bandstand" fame on television throughout this country.

On the other hand with Jim Cuff, promotion chief of the record division of RCA of Australia Pty. Ltd. Like most other people in the trade, Jim is suffering from Twist fever and believes that RCA may have established some sort of speed record with the issue of Sam Cooke's 'Twistin' The Twist Away' which was received from America on a Monday and local pressings were shipped out the very next day. Such is the effort by the RCA boys, also getting rush-release treatment is the RCA album "Arthur Murray's Music For Dancing The Twist," which has already been on the market here for two weeks. Jim Cuff, dealing with all the "Twist" activity, has "buck the word 'twist' in Collins' New Gen dictionary to find that the definition is 'to make become spiral by turning with one end fast.' How about that!

We certainly see some changes in our best-seller chart for this week—which is compiled from lists submitted each week by leading retailers in each State. "Norman" by Sue Thompson at this stage looks as though it could move into second place, "My Boomerang Won't Come Back" from the top spot. A new entry is "The Twist" by Chubby Checker, which makes the No. 6 spot this week. Although it dropped out last week. James Darren's new release "Goodbye Cruel World" appears again this week, indicating that it's still a fairly hot item.

This week for the first time they've showning out on dealer lists, it looks as though three local products—two with a "Twist" flavor could appear on our boards in the next few weeks.

'Rhino' has suggested that 'My Boomerang Won't Come Back' with Skip and Tom. All albums will receive a simultaneous mono and stereo release and will be housed in imported American jackets.

Bob Rogers, star DJ with Radio 2UE in Sydney, has had his evening show extended to 8 p.m. which gives him three hours each night Monday to Friday. Bob plays mostly Top 40—predictions and latest releases.
BELGIUM

Johnny Hallyday's "Let's Twist Again" is still on top on the local hit parade and is being taped at the Hallyday Studios in De Ceuster, his position of a very strong song rpm is Hallyday's "Twistin' U.S.A."

in "Dance The Twist With Me" and as usually happens with all his recordings, it is being used in the Halleys' first big French film entitled "Twist Parade."

Dance around the world again with his "Pardon Poutre Amour" and "Toi Ma Madone." His rendition even showed great interest to the Flemish part of Belgium in such a way that a French edition of both titles was issued in France.

S. A. Gramophone informed Cash Box that young Indonesian singer Clark Lievens will be on tour in Europe and perform "Happy José." The record has been released as a rush—on His Master's Voice.

Among other new releases on single: "Das Ist Zuviel," sung in German by Uwe Denecke, and "Twistin' U.S.A."

Holland

Danish guitarist Jürgen Ingmann is to be in Holland from Feb. 27 to March 30. Hisduo, video and TV-performances. Jürgen Ingmann's "Violetta" just released on Metronome.

Doreco L. C. to represent from now on the Vega-label, Ben Levi told Cash Box. He expects very much of the repertoire of Veu's. "The Vega catalogue says, "contains excellent classical recordings and I'm sure everyone will be enthusiastic about our new label."

During the past weeks L. C. Phonogram was very active with preparing well-known Dutch artists for the German market, Ria Valk recorded in German "Twist On the Floor," while his partner, the famous tenor, Kurt Schwabach was responsible for the German version. Flipside of the record was Ria's own composition "Tommy Aus Tennessee."

With her first record, Dutch Miss Mabel has scored her first "hit" with the clever Dutch girl will make good with her second platter. Schaeffer, who recorded this time with the Decca orchestra. Their last recording; "Yearning" ("Waarom Loop Je Mi Op Straat Voorbij") coupled with an original Dutch composition "Baby Oh My Darling" met with great success. Since her first recording was made in German language, once more Kurt Schwabach was the lyriest. Elke Waring, with an Angela Grisleh. She is bound for several one-nites in Germany and the recording she will announce her.

The original Dutch composition "Teen-Teen-Ager" (Trui Trui Schorbertrui) which was also written by Angela Grisleh, "Bus," (who lives in Holland now, Flipside is "Flamenc Rock."

Most important record to be accepted by the Board Of Hallroom-Teachers in The Hague. Practically all hallroom-teachers in Holland are on the market now. Two artists however, specialized themselves in the "Dutch" twist. Ellis Rex made "Twist On the Floor" and another outstanding on the Delta-label and Paul Simbel recorded for L. C. Phonogram "Iederen Twist." There will be a big battle between the girl and the boy, but the Dutch twist-dancers will make the decision.

La Greco is recording for Phillips.

New on Philips are John Russell and The Junior Rockers from Drieberg, making "Twist On the Floor," "Baby Twist" and "Baby Turn." Philips also made a great follow-up to Dave Brubeck's "Take Five" on single (Fontana, L. C. Phonogram).

New on Philips are John Russell and The Junior Rockers from Drieberg, making "Twist On the Floor," "Baby Twist" and "Baby Turn." Philips also made a great follow-up to Dave Brubeck's "Take Five" on single (Fontana, L. C. Phonogram).

Wonderful new album by The Ray Conniff Singers is titled "Somebody Loves Me."

Columbia-label manager Rob Deece gladly points to the rising sales of Richard's "The Young Ones" in Holland.

Superb first session on Orchestra in the studio. Columbia's label manager recently went into a new world with his "Very" small combo will be out this week.

Decca is now in Holland to give here concerts: the guitar duo Ida Presi—Alexander Lazaga (Jan. 28, Concertgebouw, Amsterdam); pianist Erwin Lusato (Jan. 28, Diligentia, The Hague), violinist Jamiere (Feb. 1-21, Diligentia, The Hague), pianist Arthur Rubinstein (Feb. 13, Concertgebouw, Amsterdam) and German pianist Carlos Maria (April 4 and April 21 in Amsterdam and The Hague).

Willy Dijksbach has released a new album, "The Young Ones" under his own label now also released in Belgium, Germany, Switzerland, Spain and the Scandinavian countries. The album is a true best seller of this year.

"If there is one Twist-recording that's going to make it locally, it will be Joey Dee's "Peppermint Twist," said Paul Visser, Artoine's popular manage. Artoine has made a lot of copies of this recording which is not only sold in all important local theaters, Artoine is promoting starrer Dee's "Peppermint Twist" on all possible ways. Artoine has made a lot of copies of this recording which is not only sold in all important local theaters, Artoine is promoting starrer Dee's "Peppermint Twist" on all possible ways.

Artoine supplied all Dutch record-shops, theatres and dancehalls with promo material linking both picture and platter in prominent manner. In Amsterdam, The Hague and Rotterdam each hundred Twist movie-goer is being presented with a Twist "interview card" and the cards are being used in connection along with what is called by the local press and teen mags "best twist recording available." This week a new single as well as an EP with music from the movie soundtrack will be released.

Excellant results for "Grannada" and "I'll Be Seeing You," Artoine's Funky distributor released the third Frank Sinatra Reprise single "Pocketful Of Miracles." Pete Fellemann, in charge of Reprise repertory in Benelux, is convinced disk will do as well as in the U.S., where "Miracles" is a Cash Box chart item.

Cash Box—February 10, 1962—International Section

Germany's Best Sellers

1. "Tanz Mit Mir In Den Morgen (Dance With Me In The Morning)—Gerhard Wendland—Philips
2. "Mexico—Bob Moore—London—Ralph Maria Siegel
3. "Sauerkraut Polka—Gus Backus—Polydor—Montana
4. "Happy Twist—Jose Cash—Ariola—Philips
5. "Happy Twist—Jose Cash—Ariola—Philips
6. "Ariola
7. "Eine Insel Fur Zwei (An Island For Two)—Connie Francis—MGM—Ariola
8. "Hamburger Polka (Hamburger Polka)—Ralf Bendix—Bundes—Philips
9. "Hit Paraden—Gus Backus—Polydor—Montana
10. "Hit Paraden—Gus Backus—Polydor—Montana

Germany's Best Sellers

2. "Little Ship (Blue Diamonds/Deca) (Bolinda—Amsterdam)
3. "I'm Gonna Knock On Your Door (Eddie Hodges/Cadence) (Bolinda—Amsterdam)
4. "Mambo (Robertino/CNR) (Les Ed. Int. Basart/Amsterdam)
5. "Hit Paraden—Gus Backus—Polydor—Montana
6. "Ariola
7. "Hit Paraden—Gus Backus—Polydor—Montana
8. "Hit Paraden—Gus Backus—Polydor—Montana

Cash Box—February 10, 1962—International Section
DENMARK

Several Swedish recording artists have been contracted to the summer music festival at Krestens Perle, where among others Anita Lindblom, Siv Malminqvist, Lill-Babs and Monica Zetterlund will be seen and heard this coming summer. The festival, which is conducted by the local Danish song Festival, which takes place on July 11th. The winners of the competition this year include "Omar" singer Dario Campesotto, Gitte, Rette Winkle and Ellen Winther will present the songs in this year's local Festival over Scandinavia's most popular TV.

German recording artists were recently on tour in Denmark. They were Freddy, Bill Ramsey, Heimzacharias, and Great success is reported. Anonymous sources in the Danish and Gustave Winckler visited Germany, doing a TV show with Werner Miller. Liberty people here from Stockholm on their promotion tour for the Liberty label. While in Denmark, Bobby Vee made a TV program for Denmark's TV Co. and took a tour around Stockholm, in Copenhagen for biz talks. He might leave for a visit in Vienna.

FINLAND

The local Song Festival takes place on Feb. 11. Laila Kinnunen, Johnny Paullin, Neelik Jinv, Matti Heinikivi, Kii Linn, Pikko Mannola, Maynie Siren and Eyriliek Kekkonen have been mentioned as artists singing the contributing songs.

Starting in Finland on their promotion tour around Europe were Al Bennett, president of Liberty Records, who arrived here with singer Bobby Vee, pro-duced by the Norwegian band "The Beatles." This week, Bobby Vee, position with lyrics in English by Norwegian-American Per W. Schultz. The trio has already been recording in Norwegian and Swedish, and their German tour is scheduled for February.

Ellif Meyer of A/S Nemo (RCA in Norway) reports great success of "Grynet" with Bobby Vee, whose recording was released in March in Norwegian as "Det Var Du Som Sa Nei" (You're the One Who Said No)." With Norwegian lyrics by C. C. Bøyesen. Publisher of the song is one of Oslo's largest firms. The Norwegian version of "O a Dove," in Norwegian "Det Var Du Som Sa Nei," seems to be the best selling chart.

Norway's hit song "Dreams," which has been doing very well in Sweden recently, is now getting very international. His recording of "Violetta" is reported as having sold more than 300,000 in some European countries and the overall sales record will be released in England, United States and New Zealand.

Music Grand Prix in Norway (the local Song Festival) starts on Feb. 5. The 101 song contributions are now being studied by the jury, which will choose the songs which will be presented in the competition. Carsten Kiwanum will be the host of the event. There seems to be a lot of good competition here.

Sweden

Anders Holmstred, head of EMI off for biz visit to London. Composer and music publisher Stig Anderson expected back from his visit in London over the weekend. Helge Rundquist, head of Cupol, on his trip to the Continent.

Later this month, EMI representatives are due in Sweden for a meeting with Geddes Smith's representatives. Last month, Cupol's representatives went to Italy, Switzerland and Germany recently he was very successful in looking for new songs as well as placing Swedish songs in these countries. Reuter, who has had a number of successes in these countries, will no longer be handling Swedish songs, as he has a number of other concerns. This leaves Sweden with fewer opportunities in the Scandinavian market for Swedish songs.

Cupol presented Gösta "Sodmark" Nordgren with a diamond ring for the sale of 250,000 of his 10 year-old "Fliottmärkert." It was on a radio program on Swedish radio, and it started something of a sensation in Swedish music life. The first 100,000 records were sold in a few weeks and another 100,000 during the next two months. The record is still a good seller. According to Cupol, and it seems to have become something of a standard.

In Stockholm for two days during their promotion trip for Liberty were Bobby Vee, Al Bennett, Snuff Garrett, Arnie Mills and Al Hunt. At the press conference at the Apollonia Hotel, Bennett told Cash Box that he was very happy with the trip as it had started very successfully and he was sure that Liberty would be doing very well at the European market, where the song has been a hit. Bennett is very appreciative of the efforts of Snuff Garrett (before he went to radio) with Bobby Vee, which the TV refused due to its "non-commercial" policy. The non-commercial TV was afraid that he would sing songs from one of the competing music companies, and the London Bridge TV (in which SBC-TV wants to stay out of. With Vee making TV shows in both Finland and Denmark, Swedish TV-viewers are the only Scandinavians who missed this time.

What's wrong with jazz in Sweden these days? Sweden, not being one of the most jazz-minded countries in the world, seems to have lost all its interest in jazz records. From being a nice and profitable area in the '60s, the sales have dropped to a very low level. And the handling jazz records are confused. An exception from this rule is the Dixieland jazz records, which still are a market here.

Ernst Bäcke, a retired police officer in the Archipelago, married Elisabeth Lindström, who works as an itinerant singer by day and as a cabaret singer by night at Cafe Metronom, married Elisabeth Lindström on Jan. 27th in the Djurgården Church in Stockholm. The couple left for Egypt, where they will spend their honeymoon.

Bernt Bane of Gebram told Cash Box that he is very happy with the success of "Dance With A Doll" all over Scandinavia. The Damita Jo record has been on the charts in most Scandinavian countries. The sheet music is also selling very well.

Hanne Westerberg of Oy R. E. Westerlund Ab in Helsinki for biz talks with EMI last week.
Argentina's Best Sellers

1. Let's Twist Again (Ballenos Otra Vez Twist) (Fernata Chubby Checker) (ABC-Paramount; Columbia) (Columbia) (Columbia)
2. Del Tiempo 'La Mama' (Korn) (Cantores de Quilla Huasi (Philips); Chaleros (RCA); Cantores de Salavina; Atenco Paredes (Music Hall); Music Hall; The Ventures (Philips); Pacific Coast (Columbia); Los Chilotes (Odeon); Cesar Nando (Tondon)
3. 'La Gordia' (Lagos) Los Chalcheros (RCA); Los Chilotes (Odeon); Los Angeles (Music Hall); Yoko (Philips)
4. No Existe El Amor (Nazzione-Portissimo Americana) Adriano Celentano (Microfon); Tony Vilar (Columbia); Johnny Todesco (RCA); Torreflame (Tondon)
5. Y Los Cielos Lloraron (And The Heavens Cried) (Tong-Ricart) Tony Vilar (Columbia); Ronnie Savoy (MGM); Raul Lady (RCA); Cesar Nando (Tondon)
6. Azucenas Color De Rosa (Smart) Los Hooligans (Columbia)
7. Brigitte Bardot (Brigitte Bardot) (RCA); Roberta Yanez (Orfeo); Rossel Araujo (Disc Jockey); Olga Guilet, Los Chapaneus (Odeon Philips); Marco Antonio Muniz; Antonio Prieto (RCA); Los Abuelos (Philips); Jager Meister (Philips); Cesaroni Nando (Tondon)
8. Tuyo En Setiembre (Adaris-Fornatil Billy Vaughn) (Music Hall); Jose Arellano (Philips); The King Brand (Tondon); The Baby Burdin (Artium)

Sweden's Best Sellers

1. Lisbeth Brevet Jag Skrev Dej (Don't Read The Letter) (Siv Malmsqvit/Metronome) Robert Mellin (Scandinavia) AB
2. Yvonne You Can Have Her (Anita Lindblom/Fontana) Ivan Mogull/Sweden/Music
3. Multiplication (Bohman Danir/Atlantic) Belinda (Scandinavia) AB
4. Nevarig (Kyra Anker) (Kjell Malmqvist) (Belinda) (Polydor/Radio Canada)
5. Kungas Vemella Bjalla (Thee Theo) (Lil Malhmivist/BFR) Swedish Music
6. Min Barnorns Klockor (Göngifikockjorn/Kerker) Swedish Music
7. Dance With A Doll (Daitemo/Mercury) Gohmanns
8. Alyppenos Ross (Andre Thorpe/Vins/Philips) Reuter & Reuter
9. Happy Birthday, Sweet Sixteen (Nell Nordka/RCAC) No Publisher

Belgium's Best Sellers

1. La Novia (Tony Dallara/Moon- glow, Bobbejean Schoepen/Decca) (World Music/Belgium)
2. La Paloma (Freddy/Polydor)
3. Romeo (Petra Clark/Vogue, Rina Pia/Barclay) (World Music/Belgium)
4. Little Sister (Elvis Presley/RCA) (Bellinda/Belgium)
5. La Vida (Paulina/Duomo) (Class Music/Antwerp)
6. Let's Twist Again (Chubby Checker/Columbia, Johnny Hallyday/Philips) (Bellinda/Belgium)
7. Los Chalcheros (RCA) (Theo Celano/Columbia) (Ad- more & Beechwood/Belgium)
8. Y Vuelves Tu Casa (Philips/Palettes) (World Music/Belgium)
9. I'm Gonna Knock On Your Door (Ed-Euke/Ed-Cadence) (Bellinda/Belgium)
10. Och Was Ik Maar (Johnny Hees/Philips) (Benelux Music/Weert)

JAPAN's Best Sellers

INTERNATIONAL
1. You Don't Know/Helen Shapiro, Columbia; Mieko Hirota, Toshiba; Middori Tashiro, Teichiku
2. Malicandro Cafe/Zschochi Nishida, Polydor; Hugo Blanko, Polydor; Ray Anthony, Capitol; Shoichiro Matsumiya, Toshiba
3. Someone Else's Boy/Connie Francis, MGM Kinos; By The Phone/Paul Anka, ABC-Paramount; Osamu Sans with Danny Ida & Paradise King, Toshiba; Franz Frigel, King; Hisashi Iida, Toshiba
4. The Guns Of Navarone/The Holyridge Strings, Capitol; Mitch Miller & His Gang, Columbia
5. Wedding Cake/Angel, Kayori Mayohara, Toshiba
6. His Latest Flame/Elvis Presley, Victor
7. Yellow Bird/The Peanuts, King; Esel Nakada, Toshiba; Paul Clayton, London
8. Louisiana Mama/Hisashi Iida, Columbia; Mieko Hirota, Toshiba
9. Travelin'/Man/Ricky Nelson, Imperial

FLEMISH
1. La Novia (Tony Dallara/Moon- glow, Bobbejean Schoepen/Decca) (World Music/Belgium)
2. La Paloma (Freddy/Polydor)
3. Romeo (Petra Clark/Vogue, Rina Pia/Barclay) (World Music/Belgium)
4. La Vida (Paulina/Duomo) (Class Music/ Antwerp)
5. La Vida (Paulina/Duomo) (Class Music/ Antwerp)
6. Let's Twist Again (Chubby Checker/Columbia, Johnny Hallyday/Philips) (Bellinda/Belgium)
7. Los Chalcheros (RCA) (Theo Celano/Columbia) (Ad- more & Beechwood/Belgium)
8. Y Vuelves Tu Casa (Philips/Palettes) (World Music/Belgium)
9. I'm Gonna Knock On Your Door (Ed-Euke/Ed-Cadence) (Bellinda/Belgium)
10. Och Was Ik Maar (Johnny Hees/Philips) (Benelux Music/Weert)
UNCLE HUCK
WIFA
Fr. Jackson, S. C.
Allo My Love (W.F. Pierce) (Columbia 55402)
Sure You Mean Me (C. Cothran) (Columbia 55429)
Soul (C. Cothran)
Air Mail To Heaven (C. Smith)
Salt Rain (R. Pierce)
The Outsider (B. Phillips)
Be Mine Again (Dallas) I'll Never Forget You (B. Phillips)
Let Your Light Shine (My Sister)
Pretty Diamonds (Willis Bros.)
CARTER CARLTON
WAG
Carolldale, Ala.
Misery Loves Company (I. Wogener)
Dear Ivan (J. Deen)
How Nobody Sees Me (Lonely J. Cashford)
Air Mail To Heaven (C. Smith)
Little Bitty Tear (S. Davis)
Sweet Heart Of G. (C. Gray)
That's My Pa (S. Wesley)
Asking Breaking Heart
Walt A. Lovely Stripe (C. Saunder)
Mirror Mirror On The Wall (B. Owens)
AL URBAN
KCTI
Gonzales, Tex.
Love Done Done Now How Anyone More Us (B. Dowlen)
A Wound Time Can't erase (B. Dowlen)
Misery Loves Company (I. Wogener)
Do I Have To Be Sad? (R. Smith)
Ain't Gonna Drink That (B. Dowlen)
When I'm Feeling On Like A Fool (I. Wogener)
You Are My Life (W. Pierce)
Eve Tubb
IKK
Kuzzo, Calif.
1. Lonesome Number One
2. Where The Hard Men Gather
3. That's Po' Pa (I. Wogener)
4. Air Mail To Heaven
5. Crazy (P. Clinel)
6. Dear Ivan (J. Deen)
7. A Little Bitty Tear (B. Ives)
8. Tennessee Hick-Up Run
9. Misery Loves Company (I. Wogener)
10. The Cummancers (C. King)
BUZZ SAWYER
KWHN
Belle Glade, Fl.
1. That's My Pa (I. Wesley)
2. When My Papa Writes
3. No More (J. Jones)
4. Misery Loves Company (I. Wogener)
5. Some Old Town
6. Big Dreams (R. Seale)
7. Where I Ought To Be (S. Davis)
8. I Told The Truth (H. Robbins)
9. Twenty Cigarettes (J. O'Brien)
10. Actions (M. Hedrick)
CHARLIE GRANT
WIL
Lexon City, Tenn.
1. A Wound Time Can't Erase
2. You Are My Life (W. Pierce)
3. Twenty Miles From Home (H. Hawkins)
4. Wallin' & Watchin' (J. Callins)
5. Tears Booked Out On Me (A. Arnold)
6. On Second Thought
7. Mirror, Mirror On The Wall (B. Owens)
8. Love Doesn't Live Here
9. Captain Queens (U. Deen)
10. Sellin' My Tears To Music (A. Campbell)
BILL WOODS
CHB
Bakersfield, Calif.
1. Lonesome Number One
2. Where The Hard Men Gather
3. That's Po' Pa (I. Wogener)
4. Air Mail To Heaven
5. Crazy (P. Clinel)
6. Dear Ivan (J. Deen)
7. A Little Bitty Tear (B. Ives)
8. Tennessee Hick-Up Run
9. Misery Loves Company (I. Wogener)
10. The Cummancers (C. King)
VIC WATERS
WFR
British Columbia, Can.
1. Little Bitty Tear (B. Ives)
2. Old Leg Dog In Full
3. Foolish Foolish Me (B. Owens)
4. Pa' Polks (B. Anderson)
5. It's A Little Too Late For Us (J.S. Smith)
6. The Restless One (H. Snow)
7. We're Proud To Call Him Son (J. Young)
8. Tennessee Hick-Up Run
9. I Walked Away From The Wreck Of Life
10. Cold Grey Board By (W. Smith)
COLEMAN WILSON
(B+) "A GREEN TRUCK DRIVER'S FIRST EXPERIENCE WITH RADAR" (2:43) [Lois BML—Wilson] Coleman Wilson sings and talks his way through this clever novelty item about a local speed trap. Some hot banjo work on the wax makes for good listening. Should bring out kids on a blue-jeans ride.

HANK COCHRAN
Liberty 55402
1. HA S ANYBODY SEEN ME LATELY (2:07) [Acuff-Rose BML—Howard] Hank Cochran is working alive and kicking on this uptempo rockin’ opus from the pen of ace country tunesmith Harlan Howard. The tune has a happy blues theme that should attract a slew of jockeys. Sure noise maker for the station.
2. LONELY LITTLE MAN SION (2:51) [Pamper BML—Nelson] This tune is a highlight of the night. It’s a country setting with a different country ballad. Interesting low key arrangement backs the performer’s top-rung essay.

COLEMAN WILSON (King 5506)
1. "I LET IT SLIP AWAY" (2:58) [Tree BML—Crutchfield]
2. "THREE DAYS" (2:24) [Pamper BML—Nelson, Young]
3. "GO TO SLEEP CONSCIENCE" (2:32) [Tubb BML—Story, Tubb]
4. "GET A LITTLE DIRT ON YOUR HANDS" (2:47)
5. "YOUR LETTER'S OVERDUE" (2:19)
6. "I GUESS I'LL NEVER LEARN" (2:59)
7. "NOW THAT IT'S OVER" (2:59)
8. "ADDITION TO MY MISERY" (2:43) [BML—Mack]
9. "I CAME THE RAIN" (2:14) [Tree BML—Miller]
10. "ADDITION TO MY MISERY" (2:43) [BML—Mack]
Charlie Walker, KENS-San Antonio spinner and Columbia recording star, received statewide acclaim in Austin, Texas, on January 23, when a resolution was introduced in the Legislature honoring him for his "continued success and popularity" as a native son of Texas. Walker appeared before the House of Representatives of the fifty-seventh legislature to accept in person a copy of the resolution. The resolution cited the KENS deejay for his being rated for the thirty-seventh consecutive year as one of the top ten country and western spinners in the nation. He was also honored for his hit recordings on the Columbia label. The resolution continued: "... Charlie Walker arranged for the first performance of country and western music in Japan in 1946 was the first person to broadcast this kind of music from a Tokyo radio station. Today it is said to be the most popular music in Japan. Following the presentation, Charlie was called upon to sing some of his famous hits. House members pulled their feet and gave hollers and hollers of delight as he strummed out four of his most popular songs including "Pick Me Up On Your Way Down." He brought the Legislature to their feet when he closed with "The Eyes Of Texas." After his appearance before the House, Walker was ushered into the Governor's reception room at which time he was presented with an honorary commission as an admiral in the Texas Navy by Governor Price Daniel.

Bob Cole, vet artist and booker of country music shows in the deep south has signed Fred Armand and Fay Darling to long term management contracts. Both artists are on the roster of J.C. Good's Sparta label and deejays may have copies of "Blues Sunday" by Armand and Fay Darling's "Louisiana" by requesting same on stationery to Bob Cole at P.O. Box 574, New Orleans.

A new country talent show made its bow January 27, at the Rosewood Theatre in Memphis. The show will be a regular Saturday feature. Billed as the Cotton Town Jubilee the show is promoted by Gene Williams on KWAM-Memphis. The show will showcase local talent as well as talent from the Grand Ole Opry. James O'Gwyn headlined the first show. Jim Wells and Rick Shea help in preparing this new country show which is broadcast over KWAM.

Charlie Phillips' new Columbia wax, "Now That It's Over" b/w "I Guess I'll Never Learn" is in release and deejays can obtain copies by writing to Charlie at Box #2275, Amarillo, Texas. A Grand Ole Opry unit starring

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Charlie Phillips, new Columbia wax, "Now That It's Over" b/w "I Guess I'll Never Learn" is in release and deejays can obtain copies by writing to Charlie at Box #2275, Amarillo, Texas. A Grand Ole Opry unit starring in the country music scene.

Lawton Williams, assistant station manager of KCUL-Dallas, has been engaged as the co-producer of the Big D Jamboye along with Ed McLemore and Ed Watt. A big package is lined up for Feb. 24th when Ross Maddox, Buck Owens and Billy Deaton will be featured. The Jamboye is currently enjoying a round of success with crowds coming in from all over Texas and neighboring states. Bill Reynolds has joined KCUL as an afternoon deejay replacing Jerry Hammons who has resigned to join WRAR-TV-Ft. Worth. Reynolds was with Ray Odom's KOMP-Tucson.

Sminl Bill Taylor who conducts "Big Bunkhouse" on CJOY-Eyokon, Saskatchewan, sends out an urgent SOS for country records. CJOY is Canada's first and only 24-hour country station, but Bill is having trouble getting good record service.

Johnnie and Jack, and Kitty Wells recently played a very successful date at the Flame Theatre Cafe in Minneapolis, Minnesota. The trio has just returned from a 22 day tour of Germany, France and Italy.

KTRH-Houston has added three hours daily to its format with plans to expand accordingly. The station is a 50,000 watt and was formerly hiring only 30 minutes of country music in the early morning hours. Sleepy Bob Everson will man the turntables and conduct the new 9-12 PM stunt from a newly constructed remote studio in the Esquire Ballroom.
We'll just have to learn to conduct our business like businessmen—a phrase we have heard repeated more and more during these past few weeks. The reasons are several. First of all, the general economy of the nation has caused more than one industry to tighten its belt and cut corners. The result has been a larger profit percentage on a smaller volume. When business picks up these industries will be in a position to make even more profit than would have been possible had they gone along their old ways.

Another reason for this philosophic reasoning is that for some industries the gravy train is indeed over. Competition has grown to "dog eat dog" levels, especially in the retailing business which is currently experiencing what will probably be referred to in later years as an actual revolution in retailing and merchandising.

The giants who have been on the carpet by the Government for price fixing and anti-trust charges will indeed conduct their business like businessmen in the future or they will subject themselves to even more Government control.

When greater competition enters upon the scene, the respective products generally improve in quality and decrease in price, an interesting paradox which usually results in one or more firms going out of business.

Yes, "We'll just have to learn to conduct our business like businessmen" is not a phrase used only by the coin machine industry. We have been pummeled from all sides, over the years, by unfair criticism from the press, distorted accusations from other areas, and heavy taxation and licensing fees at all levels of government. More recently, specific legislation written to void an important segment of the business has been presented, and on top of what has gone before, there are many areas in the country that do not have what could be called an optimistic attitude for '62.

Perhaps it's time, regardless of the outcome of these unfortunate occurrences, for each individual to admit to himself, "It's time for me to conduct my business like a businessman."

We have mentioned the obvious techniques which should be used by every amusement machine and juke box operator in the country many times on this page. It all adds up to making the most of what you've got. A juke box is meant to be played for entertainment. If the records programmed are not what the patrons want to hear the machine will not do well. An unusually large bonus in a location just for the sake of holding the spot without regard to its income and overhead just isn't good business. Tournaments on shuffles and bowlers generally spur play. If you haven't tried it don't knock it. Loans given locations without receiving in return an interest charge, a location contract, and a minimum, wherever possible, will eventually be the cause of your going out of business. The law of averages eventually catches up. Perhaps your present route is in need of diversification—the addition of cigarette machines, merchandise vendors and other facets of automatic merchandising—a technique used with success by many operators during the past year or two.

Actually, the coin machine business is a very good business, "if you conduct your business like a businessman!"
West Virginia Coinman Stages PR Coup As Newspapers Carry Front Page Headline Stories Outlining Successful Christmas Kiddie Party

“Red” Wallace Responsible For Coin Industry’s Participation in Holiday Program Sponsored By Town’s Merchants

JOHN “Red” Wallace has set an example for the industry. More of this effort expended in the right direction will eventually erase the other kinds of headlines which were appearing around holiday time in other parts of the country.

In the face of a disastrous 1961 for the industry’s national public relations program, after the collapse of the Coin Machine Council, many areas of the country appeared deserted and pessimistic over local plans for 1962. The exceptions were, in addition to West Virginia, a continuing program reported on from Virginia, another one currently underway in Nebraska, and incidental highlights popping up in other areas of the nation, plus those not reported on but highly successful anyway. The trend does point to improved PR work on local levels but the hope for a nationwide program has seemed to dwindle.

OAK HILL, WEST VIRGINIA—At a time when the Government is doing its job, pinball machine manufacturers have been encouraged to give the American public their undivided attention this Christmas season. This is the chance to face a challenge, according to the coinmen.

Weinand, in his column, stated: “It is essential that the public be made aware of the quality of its pinball machines that are available in their homes.”

The headlines, “Over $3000 Worth Of New Toys To Be Given To Fayett County’s Needy Children At Christmas Party” and “$1000 Ready Children’s Toy Contest,” appeared in newspapers throughout the nation.

This was the work of Wallace, who had been appointed President of the Coinmen’s Association, a prominent organization in the coin business.

The operator in point here is John “Red” Wallace, music, games and vending machine operator, a veteran of the business, and leader of association projects, convention panels, and spokesman for the industry.

The Fayett Needy Association, sponsors of the Christmas Party, received a tremendous boost from Wallace and other merchants when the coinmen turned over to the worthy cause the toys and necessary implements to make a kiddie party a success.

The cost of the public relations move was several thousand dollars.

The results from this investment were surprising, according to the local Chamber of Commerce.

The local Chamber of Commerce reported that the season was a success, and that the toys and games were well received by the children.

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Thankful kids leave local Christmas party after enjoying day at the expense of merchants.

Don Caresio January Winner Of AMI’s “Big Challenge Contest”

HICAGO—Don Caresio, vice president of A. C. Automatic Services, Inc., and head of the Automatic Music, Incorporated (AMI) Division, is another drawing in AMI’s “Big Challenge” Contest for machine operators from every part of the United States, last Thursday, February 1, in the firm’s offices in downtown Chicago. More than 1,000 machine operators entered the contest, and the deadline for entry is February 15.

The winning operator is based in the far southwest region. He is Don Caresio, of Deming Music & Coin Machine Company, located at Deming, New Mexico. AMI’s distributor in that territory is R. F. Jones Company’s Denver, Colorado branch distributorship. General Manager of the firm is Frank Negrin.

In keeping with Sam’s policy of maintaining an impartial person in the coin machine industry to make the drawings, Nick Biro of Billboard Music Week drew the winning name out of the AMI hopper for this month. Actually, staff members of Cash Box and Coin Magazine do the honors for the next three months. The December drawing was made by Lee Brooks of Cash Box.

Sams explained that the lucky winner in AMI January “Big Challenge” winner drawing, Caresio, will, according to tentative plans, have his vacation in fabulous Las Vegas. The prize winning trip is planned for two, is an all expense paid holiday with the compliments of AMI and Tom Sams.

Don Caresio January Winner Of AMI’s “Big Challenge Contest”
Canteen Sales for Year Highest in History, Top '60 By 9%, Net Down

Unemployment, Shorter Hours Result
In Dip In Overall Sales Per Machine
On Industrial Locations

Cash Box
Vending News
The Vending Machine Industry's Only Weekly

NAMA To Follow Through With Educational Program For Parks
Whaley Will Address Park Execs On Feb. 20

CHICAGO—Gerald F. Whaley, assistant director of public relations, National Automatic Merchandising Association, will address the 16th Annual Park Executives Park Training Institute, February 20.

"How Automatic Vending Can Serve the Needs of Parks and Recreation Depar-tments" will be the subject of his talk. In previous years, the Automatic Vending Park State Park, Angola, Indiana, is expected to draw more than 350 park administrators from 20 states and Canada.

Whaley is secretary to the NAMA national and state parks committee which recently produced a comprehensive brochure on vending in cooperation with the National Conference on State Parks, Washington, D.C. The brochure was distributed this month to 6,000 national, state and local park executives (C&I, Jan. 27, p. 5).

Institute sponsors are Indiana University, American Institute of Park Executives, Illinois State Waterways of Parks and Memorials, Indiana Department of Conservation, Indiana Park and Recreation Association, Michigan Department of Conservation, Michigan Automatic Merchandising Corporation, and Midwest Institute of Park Executives, National Conference on State Parks, Ohio Department of Natural Resources and Ohio Parks Association.

NAMA prepared a supplement which appeared in the Parks publication, Grist, offering a comprehensive description of just how vending machines can aid the operation of a park, especially in the merchandising of food and merchandise is concerned. The brochure contains practical advice and cost information and offered the Parks committee execs a clear-cut definition of vending as a function and its purpose. The vending contract was outlined with services which can be provided by a vending specialist. Sanitation is discussed in the supplement and vending "terms" are outlined to familiarize the Parks people with the industry.

The program is a far reaching attempt to develop for the industry a multi-million dollar avenue of enterprise, and was commanded by the statement that, 'at the moment the initial plan for such a program was announced.'

Macke Sales Up 46%,
Set Record Net Profit
Now Operating 24,000 Units

WASHINGTON, D.C.—Macke Vending Company, Inc., increased its gross sales to a new high net income last year on its 24,000 units. For the fiscal year ending June 30, 1961, at $387,300. The 1960 figure was $215,500. Gross sales for 1961 exceeded $131 million, an increase of 42%.

Aaron Goldman, Macke president, in his President's Message stated that 1961 was "one of the most successful years. Unprecedented increases were achieved in gross sales, cash flow, sharehold-er's equity, and in the number of machines we operated." Macke operates 24,000 machines.

Goldman closed his statement with a remark that "The changes in depreciation policy, the increase in the number of Continental salesmen, and the addition of vice presidents of the company." The first vice presidential appoint-ments announced by Cohn were those of Daniel Pacini and Roy M. Zola. Both are expected to take over the next 10 years with Continental.

Pacini, with headquarters in Pitts-burgh, PA, will handle Midwest and Southern Accounts. Zola is Vice Presi-dent Vending.

Dynamic Has 36¢ Share Net

NEW YORK—Dynamic Vending Corporation had net income of 36 cents per share, based on a total of 1,042,000 shares outstanding, for the first six months of fiscal 1962, ended Septem-ber 30, 1961. Walter W. Bechhofer, President, announced last week.

The six-month period, net income of 7 cents per share recorded for the same period of the previous fiscal year ended March 31, 1961.

Bechhofer noted sales for the first six months of fiscal 1962 in excess of $20 million, twice the total recorded for the entire fiscal year of fiscal 1961. Operating profit for fiscal 1961 had been $20,000, compared with $40,000 for the first three months of the current fiscal year, or 25% of the entire period of the previous 12-month period.

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The one off Grand "Jet-Action" to the Kansas— newcomer. This was the new company, Op Coin's best Automatic Playfield! Now! See Rubber Balls— BOWLER named Rubber Balls by W. to a flying start last month, one by one the winners have been announced. The "Princessa" phonographs, prizes for the lucky operators, were shipped to each individual winner. The latest lucky op to have his name recorded for the grand prize is Bill Champlain, Kansas operator, who does business with Lew Pteek, president of Bird Music Company, Rock-Ola distributors here. When Champlain was told he was the winner of a new phonograph, the surprised operator remarked, "April Fools Day is a long way off. Now tell me why did you really call? I haven't won a thing in my life before." After being convinced that he was indeed the lucky winner, Champlain stated that he was awfully glad the prize was a Rock-Ola. "I'll add it to my list of Rock-Ola's now on location," said the Kansas op. Champlain claimed that he sometimes has to travel 190 miles to service a machine. "Out here in Western Kansas, a phonograph like the Rock-Ola can save lots of wear and tear," he said. That the machines cut service calls to a minimum.

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**An Important Message From**

**INTERNATIONAL AMUSEMENT CO.**

BELGIAN AMUSEMENT COMPANY

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EXCLUSIVE UNITED NFG. CO. DISTRIBUTOR
Moss Shows SDS

DES MOINES—The Philip Moss Distributing Co. held Seeburg showings here in early January and the turn-out included a host of operators. Thousands of dollars were given away to lucky visitors, a beauty contest was held and Mrs. and Mrs. Bob Applegate won. Wilson Strait won the men’s good-looker award. Highlights are pictured below:

Mr. and Mrs. Dennis Conrey, Art Weinand and Mr. and Mrs. Dale Hooten.

Eastern Flashes

Warmer climates lured away several coinmen this week among them the Senator himself, Al Boklin, and his missus, Frances. Mickey Anderson and his wife left last week for Miami. . . Si Redd returned from a warm climate hiatus. . . Others who won’t be named were missing in action last week and some said that perhaps they may be found under the approximately fifty yards from Collins Avenue, but this of course is pure assumption, no facts, m’am. . . That virus reported on last week evidently flew itself into a dizzy spell and collapsed. Murray Kaye returned bright and early Monday morning ready for the sensational volume of the SDS machines. . . Morris Rood awoke Monday morning and without hesitation reported into Runyon’s prepared to take over where he left off—selling Bally-Rowe-AMI equipment, of course. . . Abe Lipsky was back on the Aven- ues, selling the Snookeshop line in that department being flooded last week by something that still hasn’t been diagnosed. . . Nash Gordon tells us that Al Denver will take another week’s rest at Doc- tors Hospital. Unfortunately a rest, is not a rest, when you must stay in a hospital. However, it will no doubt do the Money pre some good, and he should be back at the ol’ post in another week or so.

Dave Rosen, up from Philly, tells us that his Willow Grove Bowling League location, one of the largest coin machine installations we’ve ever had the pleasure of witnessing, is doing about twice as good as was previously expected when it opened last year, and of course, Dave is happy over this. . . Gary Cohn, son of Lillian and the late Nat Cohn, announced the birth of a daughter Amy Helene, on January 3rd. . . Barney Ross’ boy, Barry Sei- del, has a new disk on Dayhill Records which he is promoting to the hilt. The record, “Through The Looking Glass,” was released to the trade last week and Barney has heard “Chains are holding it up. Ross has been working on it as well and with a combination like this, who knows what’ll happen! The youngster is reportedly a natural in person and Barney ex- pects big things from him. . . Flip side of the disk is called “Did You Hear!”

Carl Pavesi, Westchester opsy, down to Tenth Avenue, takes time out to reminisce. Carl’s been in the business since 1935 and didn’t realize it until almost 29 years until he started thinking back. Pavesi’s longest relationship with a location is exactly as long as he’s been in business—just short of 29 years. Carl has been doing business with some stops for fifteen and twenty years. We have a close relationship in Westchester and the operators and location owners are very pleasant people to do business with and to compete with.” It certainly sounds that way, Carl. Pavesi told us to expect a note from Seymour Pollak any day now announcing the date of the favorite West-chester annual affair for sometime in April.

Bob Luttmann, a stranger lately on Tenth Avenue, back on the street check- ing out new equipment, reports that all is going well. . . Stan Nankoff Albert Simon’s sales rep, tells us that the ChiColn and Rock-Ola lines are moving very well all over the territory. Was sporting his new Pontiac auto and it looked as sharp as Stan usually does. . . Al D’Agostino, Albert Simon Inc., expects Larry Feigenbaum, service mgr. at Simons, looking better day after day after day after a bout with the surgeons. Still a luff-getter. . . Perry Lowengrub, Runyon star salesman, keeps telling us that things are great. And after sales reports from the Runyon crew on the Bally shuffles and the AMI phonos, it appears as if he’s right! . . Barney “Shaggy” Segerman at Segerman & Co. office. Reportedly returned from a midwest trip and was working in the New- ark offices. . . Tom Greco, truck and all, down to Tenth Avenue, hustling like a demon to get the equipment aboard and take off for Glascow and the hills. Charlie LaVigne of Rock-Ola “Princess,” is doing very well up there (at last)! Munves, checking out an order on route to Gibraltar, reports that the export biz of late has caused the entire crew to work a little faster just to get the reconditioned equipment out and onto the boats. . . Irving Holzman, expect- ing to take off for Chicago next week, busy with the “Holiday” and “Crystal” games sales. “Biggest sales we’ve ever had on a shuffle (Crystal) in many months,” stated Irving. . . Joe Ash, Active’s proxy, really hopping over the reports on Gottlieb’s “Liberty Belle” tests. Game won’t be ready for sale for another week or two. Meanwhile, the painters continue brushing away, clean- ing the decks for Active’s big Spring sales program.

Vic Heim, R. H. Belam, expanding into the vending segment of the export business and if he does the job on vending that he has done on games and music, look for another successful avenue of business for the export firm. . . Rock-Ola managed to get the “Princess” phone on a mid-west TV show and the results amounted to a territorial showing of the Juke box.

No annual affair this year in Baltimore due to local conditions brought about primarily from the Kennedy hearings. The operators are concerned over the proposed legislation and feel that a banquet and dance at this time just wouldn’t be logical. Pent. By Iry Goldner, Baltimore association president at the House Commerce hearings along with Bally and Gottlieb representatives. . . Irving Kaye claims that his pool table line is selling better than ever before. As a matter of fact, pool table business in general seems excellent all over the nation. . . Al Simon’s showrooms are taking on the l-o-n-g book. Next move will be to knock down the rear wall and flow right into a next door building making for what will probably be the largest storage and showroom area on Tenth Avenue. . . With all of the games and large sized equipment (ar- cade, photo machines, etc.) on hand he can use all the space available. . . Kiddie ride ops upstate are concerned over proposed increases in liability in- surance for each ride on location.

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Gat. Simon Ex LP 275.00
Gat. Lieberton Bell 125.00
Gat. Slot Shot 125.00

Bowlers
Gat. Queen 91 ft. $355.00
Gat. TV W-Ballasters 175.00
Bally Tournament 350.00
Bally Champion 375.00
Bally Bitko 375.00
Bally Lucky Alley 300.00

Guns
West. Spane Clider 925.00
West. M.Tran 275.00
West. Voyager 325.00
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COIN MACHINE EXCHANGE, INC.
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Cash Box—February 10, 1962
Much attention is given this week throughout this bustling coin machine manufacturing key area to the interesting article in the February 3 issue of CASH BOX submitted by Mrs. Lilian Shaw, honorary secretary of the Phonograph Photographers Assn. in London. And, specifically the deep concern shown Great Britain's current hard negotiations for the Common Market alliance with other countries. Mrs. Shaw presented coin machine manufacturers with a very complete coverage in her explanation of the coin machine industry in today—and CASH BOX brought it to your attention.

Activity in pinball production and sales is considerably accelerated these days. And, a brief glance is all that is required to note this at Dott & Company, where Alvin Gottlieb—busy as he is—has to catch up with. Also Gottlieb and Judi Weinberg are extolling the excellent accomplishments domestic and overseas markets—“Egg Head” pinball is continuing to present on with. A brief note on the Gottlieb Memorial Hospital in suburban Melrose Park: Most everyone in coinland knows that the hospital was opened only recently to the public. Well, a few short weeks ago the hospital was “SRO,” fact, for a brief period every bed in the beautiful hospital was occupied.

The three big money makers being produced by Bally Mfg. these days are do., “Bank Ball” and “Super Shuffle” amusement games, according to Bill Donnell, general sales manager. ... We're delighted to acknowledge a greet- ing extended by A. G. Hardy, the new assistant to Frederick Schuster, chairman of the Board of Automatic Canteen Company of America (Glad to have a aboard, A.C.G.)

In the new equipment department for this week Paul Huesche, veep of J. H. Kline & Co., announced the introduction of two pinball amusement games. These are “El Ranchero” and “Pacifica” (Paco Paul, Paul). Both are two-ball games with several “Advance Scoring Combinations.” Clayton Nemeroff can hardly wait until he shows both games at the pre-Spring Music Guild of Braska concerto. ... Congrats to “blessed events!” Mr. & Mrs. Joseph Goldsmith (he's controller of J. H. Keeney & Co.). Mrs. Shields presented Joe a baby boy last Wednesday (31) morning.

Art Weinand, vice prexy of Williams Electronic Mfg. Corp., informed that the “Joker Ball” is being introduced this week. Just as soon as the big, gala C.E. show concluded Sam Stern, president of Williams, who made the scenes there, took off on a tour over the Continent to call on Williams’ customers.

Harold Lieberman, prexy of Lieberman Music Co. in Minneapolis, visited Chi Chi last week. He was seen chatting with Herb Gottenberg and Bill DeSelm at United States of Colo. Harold is about ready to jet out to South America. Bill DeSelm reported that reps Johnny Casola and Al (the riding Dutchman) Thoelke are out to Columbia, South Carolina and Charlotte, North Carolina to conduct sev en school sessions on United bowlers and shuffle alleys.

Rock-Ola's executive vice prexy, Edward G. Doris, is back at his busy desk after a bit trip thru the southland. Ed and Ralph Wycoff, head of advertising & sales promotion, info that Rock-Ola's “Grand National Sweepstakes” con- test for music operators is a roaring success. Local operator Bud Emerich, Kline Sales Co., just returned from a Florida vacation looking tanned and in peak of condition. He visited “paleface” Joe Robbins at Empire Coin last week.

It's unusual to see all the top brass on hand at the busy A.C. Automatic offices at one time. But, that was the case last week. Among those counted for were prexy Joel Kleinman, exec vice prexy Dean McMurtrie, vice prexy J. H. Kline, J. H. Kline, Tom Johnson, Jack Dunwoodie; of course, such stalwarts as geni- al, smooth operator, smilin’ Bernie Shapiro and background music chief Don Lansky.

Talk about terrific acceptance among distributors for an amusement game! That is the case at Chicago Dynamic Industries, where Sam Wolberg, in conjunction with Jerry Koci and Mort Secore are delighting over the fantastic acceptance of ChiCoin’s “new Variety Roll Down” ball shuffle bowl, games ready on location are reaping very high collections, according to Mort.

During Nate Feinstein's absence (he's out of the city on business) Ivor Ortiz reports that Atlas Music Co. is enjoying excellent sales with the recently released Bally games line, and with AMI phono and Rowe vending biz. Export, sex, is holding up very well. Nate Feinstein, Bill Phillips and Barney Luch- men will be on hand this weekend (Feb. 3 & 4) at the Music Guild of Nebraska in Omaha, at the Sherraton-Fontenelle. They’ll show AMI and Rowe equip- ment for ops in that area.

First Coin's Joe Kline tells us, Sam Kolber and Fred Kline are going all out to give operators in this area the best possible service and parts avail- ability for Wurlitzer phographs. Nothing is being left undone to offer ops the very best.

One of the busiest offices in the hick of the woods is at World Wide Distributors, where prexy Joel Stern reports fantastic acceptance of the entire Seeburg line. The new “SID” phone is the stellar attraction, with Seeburg's vending equipment doing plus business.

The departure from coinbiz of coinist Lou Casola will be sorely felt throughout coinland. Lou, who has always been in the forefront in coin machine industry activities, is gradually disposing of all his coin machine holdings in Rockford, Ill. He has already sold his Mid-West Vending firm to Leonard Frie- berg. Presently Lou and his family are vacationing in sunny Florida.

It will be a very busy and pleasant week for Estelle Bye of Marvel Mfg. Co. and her hubby. First they attend their daughter, Loralee Bye’s, wedding to Roger Anderson in Garden, California. From there they take the private plane to American Phoenix, Arizona for a visit with their little grandmother. Russell “Rusty” Bye, Marvel prexy Ted Rube will meanwhile keep an eagle eye on production of parts and “Lucky Horoscopes,” as well as electrical scoreboards for shuffleboards during Bye’s absence.

NAMM's David E. Hartley, Public Health Counsel, will conduct a training course for Wisconsin Sanitarians, Feb. 3, at Keenan Health Center in Mil- waukee. Vending execs participating are NAMM president Herb A. Geirger, Wisconsin prexy Carl Millman; Erich Rakow, Canteen Co., and John F. O'Brien, of Ace Foods, Inc. ... Wico's Ed Ruber motored down to Omaha for the Music Guild meet. While there he'll call on Wico's customers in that area each.

Johnny Frantz, prexy of J. F. Frantz Mfg. Co., tells us business is booming with his pistol target games. Production is at peak. ... (This is advice?) “When everything else fails—try doing what the boss suggested.”
Barabash Conducts At Western Distrbuts

SEATTLE—Western Distributors, Rock-Ola distributors in the Northwest area, recently conducted a service school and the factory's service manager, Jack Barabash was conductor of the classes. Mike Stanley, Western head, stated that Barabash conducted the school "with gusto" and said that the classes were very well attended.

Barabash specializes in classes after the dozens of sessions he has under his belt and manages an interesting format by weaving explanations of serviceability, simplicity and ease of operating the Rock-Ola line. The "Princess" and "Empress" phonos were the subjects of the classes.

The lighted star in the sun, in addition to the regular skill scoring, enables the player to advance total score. This is another skill scoring feature exclusive with Keeney games.

Available as Keeney's HACIENDA (same game) without Panoscope.

J. H. KEEN W & CO. INC., 2600 W. FIFTH ST., CHICAGO 32, ILLINOIS Telephone Hemlock 4-5500

Cash Box—February 10, 1962

BETH BALLARD

Delivering Twice As Much Foreign Circulation As Next Two Books Combined

THE PRICE IS RIGHT
Send For New 1962 Listings
Today
ARCADES-GAMES
BINGO-RIES
MUSIC, ETC.

DAVID ROSEN

Ballard's Daughter Wins Youth Award

NEW YORK—Veteran coin music man, Clayton Ballard, has reason to be unusually proud of his lovely daughter Beth. She has been awarded the "Youth of the Month" trophy by the Glendale Exchange Club. The presentation was made at a luncheon at the Moose Club, Glendale, California. Carl Faris, Committee Chairman, made the award. Beth's parents, Mr. and Mrs. Clayton Ballard, were on hand to witness the ceremonies.

Clayton Ballard is a Sales Representative for the Wurlitzer Factory Branch in Los Angeles and has long been associated with the automatic music field. His daughter Beth is an honor student at Hoover High School in Glendale, where she is a senior. The Exchange Club's award is given to two girls and two boys at Hoover High School and Glendale High School each year. It is awarded on the basis of scholarship, leadership, and service to the school.

Beth Ballard is a senior in the ranking top two per cent of a class of 750 pupils. She plans to attend the University of Santa Barbara to become a teacher. Beth is a member of the Montrose Community Church, the president of GAA, a member of the cabinet and has gained additional awards for swimming.
LIDO gives you the greatest combination of money-making features ever crammed into one game. Famous Advancing Futurity Games with Holdover Option. Exciting 4-Way Pick-A-Play Buttons for maximum scoring flexibility. Magic Screen with 9 positions, including popular OK position, key to the juicy Orange Section. Plus Red and Yellow Super-Sections. Plus Blue Bonus. Plus all the Extras that mean extra fun for players, extra profit for you.

Get going with LIDO now.
Chicago Coin Claims ‘Variety Roll Down’ is Most Widely Accepted Game In Years

He said: "Variety Roll Down’ created much excitement throughout the factory when it was in the initial stages in its development. This was prophetic, as we knew immediately that this game would create a sensation in all markets, chiefly because of the exciting novelty of utilizing 3-inch hard rubber balls instead of the customary pucks in shuffle alley bowlers.

Other exciting features in Chicago Coin’s “most exciting coin-operated amusement game in years,” according to Secore, are the convenient compactness of its 9½ foot (overall) cabinet, and the simple fact that this type of game is very easily licensed for operators practically everywhere.

There are eight play appealing scoring (bowling) games incorporated into this beautifully designed six-player. They are: The new “Bonus Frame,” “Red Dot,” “Super Strike,” “Color Dot,” “Roll-O,” “Flip-O,” “Lucky Hit,” “Matie,” “All Strike,” and finally “Regulation” bowling. The combination “Strike or Bust” feature in “Variety Roll Down”_shuffle alley bowlers. Sales reports confirmed the premature success of the game in all areas.

New Ice Machine

FLORAL PARK, N. Y.—The North American Vending Manufacturing Corporation has introduced a new model ice vending machine—Ice Mart. The machine is a complete ice machine—that makes and dispenses ice cubes as they are sold.

The dimensions of the machine are 2½ wide, 4 deep, and 7 high. The bag of ice can hold either a roll of 300 2½ quart polyethylene bags. Coin mechanism accepts nickels, dimes and quarters. The ice is hoisted up on a shaft and electricity. The firm is currently promoting the machine to the trade.

Prime reasons for the increased sales, as reported by wholesalers, is the fact that the game is “different.” A Boston outlet claimed that the ball idea could be the difference between a good seller and a top flight attraction. Final outcome in most areas was unavailable since the game has not been delivered to all territories as yet. Samples are available in each show room however.

Chicago Coin’s SENSATIONAL NEW VARIETY ROLL DOWN BOWLER

8 Ways To Play, THE ONLY 9½ Ft. BALL Bowler Featuring An Inclined Playfield! "Jet-Action" Automatic Ball Return 3-3 Hard Rubber Balls See It Now!

MILLER NEMARK CO.
GRAND RAPIDS: 42 Fairbank N.W.
DETROIT: 5742 Grand River

Chicago Coin’s SENSATIONAL NEW VARIETY ROLL DOWN BOWLER

The ONLY 9½ Ft. Ball Bowler Featuring An Inclined Playfield! "Jet-Action" Automatic Ball Return 3-3 Hard Rubber Balls See It Now!

CHECK THESE USED SPECIALS!

16" Jumbo Bowler $500.00
13" Jumbo Bowler $300.00
Doublex Bowler $200.00
16" Advance Bowler $475.00
5 oz. Handcuff Shutters $145.00

WANT TO BUY
Highest Prices Paid For Gottschalk Pin Games
2070 SEYMOUR AVENUE CINCINNATI 37, OHIO

Foreign Circulation Of Cash Box
Is Almost Twice That Of All Other Books In The Field—Combined!

Wilkins Wins

G. M. Wilkins (left) and Romine Ho- gard as Wilkins receives “Princess’” phone from distributor.

TULSA — Rock-Ola Manufacturing Corporation’s “Grand National Sweepstakes” contest proved to be a rewarding experience for Oklahoma music operator G. M. Wilkins of Interstate Investments Company. He is shown here receiving his prize “Princess” model 1458 phone from Romine Hogard, owner and manager of Tulsa Automatic Music Company recently.

Wilkins was one of the four winners who operated the Rock-Ola’s first contest drawing in the Rock-Ola offices last November.

Keeney Ships “El Rancho” and “Hacienda” Pingames To Trade

CHICAGO—Paul Huebsch, vice president in charge of sales, and general manager of J. H. Keeney & Company, this city, announced last week that Keeney’s “El Rancho” and “Hacienda” coin-operated pinball games were released to the trade simultaneously for immediate shipping to the firm’s distributors throughout the United States and overseas markets.

Both models are two-ball pinball games with certain minor variations in scoring and playing features.

Huebsch further advised that both, “El Rancho” and “Hacienda” were designed to carry on the Keeney policy of utilizing beautifully appointed and colorfully illustrated cabinets.

An innovation certain to make a hit with game operators everywhere, according to Huebsch, is the easy serviceability of both games. The glass cover is easily removed to enable the operator to inspect and service the machine.

Huebsch also added that the Keeney “El Rancho” and “Hacienda” were designed with a window on the front of the cabinet to permit the operator to see at a glance if the machine is operating properly.

Similarly, the light glass on the lightbox slides out from the right or the left of the locksmith, making inspection and servicing easy.

The cabinet also has an adjustable coin divider for the operator and the location. There is a large one-piece metal top and sturdy handle and sturdy legs.

The prime feature in all phases of scoring “El Rancho” and its companion game, “Hacienda,” is the suspension of Extended Play. “El Rancho,” as an example, is the player’s skill.

“Extended Play,” Huebsch explained, “has certainly proven to be one of the most important scoring developments in Keeney pinball amusement games over the past few years. We are certainly seeking innovations along those lines in playing and scoring methods in our games.”

Concerning extended play, Huebsch explained that the player has the privilege of taking his score or an extra ball for additional skill shooting to enhance his scoring.

Huebsch further stated that all skill scoring combinations in both pinball games are intended primarily to build up the players opportunities for high total scores, and the aforementioned extended play through skill. In one combination the total score registers one point at high scores of “750,” “850,” and “950.”

Then, in another advancing combination the total score registers one point at high scores of “850,” “950,” “850,” “880,” and “950” and lastly “980” when the “Star” is lit.

In “El Rancho” exclusively total score combinations register points indicated by the “Lighted Arrows” on the back glass and on the “Pinball” combination.

In both, “El Rancho” and “Hacienda” the “Lighted Arrows” appear at the high score of “190” advancing of scores of “930,” “930,” “980,” and “980” and finally “980.”

In conclusion, Huebsch stated that both pinball games are in full production in the huge Keeney factory, and shipments to the firm’s distributors are expected to flow from the shipping docks at a normal pace to all markets.

Wilkins Wins

Cash Box—February 10, 1962
AT LAST! A Ball Bowler that fits all Locations!

Chicago Coin's SENSATIONAL BRAND NEW

VARIETY ROLL DOWN
(NOT A PUCK-TYPE GAME)

BOWLER

THE ONLY 9½ FOOT BALL BOWLER

FEATURING AN "INCLINED" PLAYFIELD!
(BALL IS PUSHED LIKE A PUCK)

NEW EFFORTLESS TYPE OF PLAY!
NO STOOPING! NO THROWING!

"Jet-Action"

AUTOMATIC BALL RETURN

Speedy and Quiet Return of Balls Assures
FAST ACTION and MORE PLAY!
SAME BALL ACTION AS ON A REGULAR
BOWLER . . . Straight Ball or Hook.

3—3 inch Hard Rubber Balls

• ALL STEEL CASH BOX!
• 1 to 6 CAN PLAY 10c PER PLAYER

NO ONE BUT CHICAGO COIN OFFERS SO WIDE A VARIETY OF GAMES...

RED DOT

INTRODUCING TWO OF THE NEWEST
AND HOTTEST PLAY FEATURES
EVER CREATED IN ONE GAME!

SUPER STRIKE

RED DOT SCORING

6 GAMES IN 1

6 CAN PLAY

RIFLE GALLERY

ENTIRELY NEW, LONG RANGE

IMAGINE! THIS RIFLE GALLERY
LOOKS LIKE IT'S
15 FEET LONG!
The players marvel at the illusion
—and people flock around to play it.

CONTINENTAL

WITH "TRIPLE GOLD PIN" SCORING

5 GAMES IN 1

TRIPLE GOLD PIN
FLASH-O-MATIC
"ALL STRIKE"
REGULATION
"300" CHAMP

Chicago Dynamic Industries, Inc.

1725 W. DIVERSEY BLVD. CHICAGO 14, ILLINOIS
Chicago Coin's Sensational New VARIETY ROLL-DOWN BOWLER

The ONLY 9½ Ft. BALL Bowler Featuring An Inclined Playfield! "Jet-Action" Automatic Ball Return
3-3/8" Hard Rubber Balls

Serving the Operators in Virginia, West Virginia, North Carolina and Eastern Tennessee,
ROANOKE VENDING EXCHANGE, INC.
4930 WEST BROAD ST., RICHMOND, VIRGINIA (Atlantic 2-4221)
3821 VIRGINIA CHARLESTON, WEST VIRGINIA 62 COMMONWEALTH AVENUE
(No. 9-7147) CHARLOTTESVILLE, NORTH CAROLINA
(Dickens 3-0311)

Chicago Coin's VARIETY ROLL-DOWN BOWLER which has been taking hold with the operators, reports Bill Hapke. They are setting up a bee-line display of parts at Badger Sales, and school for the vending machine was held at the Olympic Hotel, for the operators. Used equipment with exceptions on pool tables is moving out at a fast pace, at Paul Layman Inc.

Ernest Woytaszek and his son and his son, from Kansas City, Kansas, in town. The father of a few years ago is now at home taking it easy after spending a few days in the hospital, getting a check up. The Smothers Brothers open at Freedom's Cafe Monday Jan. 29th. Bob Leonard, will be leaving for a few weeks vacation in Mexico about the first week in February. Frank Magur, Grand Rapids, Minn. in the vending machine business for over 20 years, has only been in the business for two years in Grand Rapids, M. R. Ray is a veteran in the coin machine business and will be a man in-law and himself will handle it. Frank at this time has no plans to leave the business. After leaving school, Bill Hapke, returned from an automobile accident Jan. 5th, died Saturday 20th, from injuries at the Moline Hospital. Dale Rowe, has been busy at the Allendale Hotel, from Monday Jan. 23r. Our deepest sympathy is extended to the Boller family.

Congratulations to Mr. & Mrs. Harry Atkins on the marriage of their daughter, Marlene, on Sunday Jan. 25th, Mr. & Mrs. Daniel McBride, sold their home, Saturday Jan. 27th, for Miami for a week vacation. Hopes to get a little warm sun to help rid him of his cold. In Miami to greet him will be Mr. & Mrs. Amo Helber who have already been there a few days.

Happy Birthday This Week To:

Harold H. Horton, Houston, Texas... Walter J. Tageberg, New Hampton, Iowa... L. F. Dick Harbourn, Seattle, Wash... E. K. Hearn, Jr., Glendale Calif... Leon F. Stone, Erin, Tenn... Wilfred E. Benoit, Auburn, Me... Allen F. Fruh, Brooklyn, N. Y... Hurst deLaviez, Washington, D. C... Ben Conen, Chgo... Ill... Anthony J. Sanders, Detroit, Mich... E. R. Green, Busano, Wis... Vincent Cristo, Saginaw, Mich... Stanley N. Koltzoff, Tacoma, Wash... Gilbert N. Taylor, Tacoma, Wash... Merritt, Fla... Carl O. Sears, Ashland, Oregon... S. D. (Gill) Barrett, Oldia, Ohio... Oliver F. Donovan, F. Hefner, Eom Wills, E. M. Ellicott, Fla... Harvey Cari, Chgo... Ill... Charles R. Erwin, Tulsa, Texas... Gil Kitting, Chicago, Ill... Harry Selog, St. Louis, Mo... Paul F. Hott, Columbus, Ohio...
All-Tech Has 9 Kiddie Rides Moving

HIALEAH, Fla.—Jack Mitnick, veteran coin machine representative and sales director of All-Tech Industries, Inc., kiddie ride manufacturers here, has advised that the firm is currently in production on no less than nine kiddie rides, all of which have been pre-tested on locations. Mitnick stated that the rides have proven successful in operation and upkeep. He added that the firm is also preparing to go into production on an amusement machine which will be announced at a later date. Among the rides bearing the All-Tech stamp are Ferris Wheel, Twirlybird, Cow-Pony, Stagecoach, Chuck Wagon, Fire Engine, Satellite and Hi-Way Patrol.

Victor Electronics To Produce Golf Unit

PHILADELPHIA—Victor Electronics, Inc., Bala-Cynwyd, Pennsylvania, has signed a $500,000 contract with Elsner Transformer Company of Dover, Delaware, to manufacture “Golf-It,” a new electronic driving range which has proved “extremely accurate” in measuring and tracing distance, accuracy and trajectory, according to Arthur Tuchinsky, board chairman of Victor, and S. G. Altman, president.

The new contract will increase production of “Golf-It,” which is now being placed by operators in amusement parks, bowling alleys, country clubs, and other public places, by over 90%, according to the report.

This is Victor’s second contract for production of the new driving range, which can be used for golf instruction in a year around basis. The “ball” is used on the 9-foot-long machine, which utilizes electronic guided moving tracing systems to track the ball. Plans call for a production plant and warehouse in the mid-West and in the far-West to speed up shipment and servicing to customers throughout the United States. The firm acquired Phillips Amusements, Inc., of Bloomington, Illinois, last week.

Phillips Amusements, Inc., is one of the country’s foremost manufacturers of miniature golf courses under the name of “Goofy-Golf” and of coin-operated putting devices.

Kenneth Phillips, president of Phillips Amusements, Inc., will continue with Victor Electronics as vice-president in charge of the Phillips plant. Sales for “Golf-It” and “Goofy-Golf” portable miniature golf courses will be handled out of both the executive offices in Bala-Cynwyd, Pennsylvania, and from Phillips Division plant in Bloomington, Illinois.
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