Many artists have had such tremendous hits during their careers that their names and a specific song title are always mentioned in the same breath. But seldom has an artist's name been changed to that of a song title. It happened a few weeks ago, however, to the young man shown above, Nee Gene Chandler, the artist's initial hit “Duke Of Earl,” developed into such a tremendous national hit that Vee Jay Records has knighted the vocalist and renamed him “The Duke Of Earl.” Donned in his regal garb, the Duke displays his appropriately named initial LP release.
The International Scene

While the record industry's attention is continually distracted by domestic trends, programming changes, price competition and the like, music from the international market continues in its slow and steady way to make greater inroads on the American record scene.

Competition among American record companies for the hit European master has been keener during the past half year than it's ever been. A few years ago, American manufacturers would only consider songs in the #1 spot as potential disks for release here. But today the U.S. companies are picking up rights to material with hit potential even before it has a chance to make it to the top.

Although we can't report a great degree of success based on the number of foreign hits released here, nevertheless, more and more international hits are being given a chance on the American scene and perhaps the law of averages will produce more such successes in the future. With the trend toward softer programming gaining here, there is a good chance that international imports, frequently instrumental and almost always in the softer vein, will benefit. The softening radio trend may very well have been responsible for three international clicks currently hitting on the top 100: "Midnight In Moscow"—the first dixieland single to make it big in an age; "Afrikan Beat"—an instrumental; and "White Rose Of Athens"—another lush instrumental piece from Europe cut in the U.S.

Further importance has been given to imports by the Philips label's recent debut in the U.S. Although the company will be issuing a large portion of American produced singles by American artists, the company's singles as well as album plans also include the U.S. release of many international artists. During the past six months the RCA Victor International label also issued its first single in the States featuring an international star.

More and more companies are keeping a keen eye focused on the international scene and many of the companies who have long had refusal rights to merchandise produced by their affiliates abroad are giving more imports a chance with each passing month.
<table>
<thead>
<tr>
<th>Position 2/24</th>
<th>Position 2/17</th>
<th>Cash Box Top 100</th>
<th>Best Selling Tunes on Records Compiled by Cash Box from Leading Retail Outlets—March 3, 1962</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. DUKE OF EARL</td>
<td>GENE CHANDLER-Vee Jay 4161</td>
<td>TIMMIE REYNOLDS-operators-008</td>
<td>1 1</td>
</tr>
<tr>
<td>2. HEY! BABY</td>
<td>BRUCE CHANNEL-Smith-1731</td>
<td>4 8</td>
<td></td>
</tr>
<tr>
<td>3. THE TWIST</td>
<td>CHUCK BERRY-Checker-0811</td>
<td>JERI FREEMAN-Imperial-5703</td>
<td>2 2</td>
</tr>
<tr>
<td>4. THE WANDERER</td>
<td>DON LEE-Davis-Royal-3113</td>
<td>HANK BOLLARD &amp; NIGHTMETERS-King-K-3171</td>
<td>3 4</td>
</tr>
<tr>
<td>5. MIDNIGHT IN MOSCOW</td>
<td>KENNY BALL-Kapp-0422</td>
<td>JAN BURGESS-London-10503</td>
<td>3 4</td>
</tr>
<tr>
<td>6. CRYING IN THE RAIN</td>
<td>BROADWAY BROTHERS-Warner Bros.-7520</td>
<td>6 7</td>
<td></td>
</tr>
<tr>
<td>7. THE PEPPERMINT TWIST</td>
<td>JOEY DEE &amp; STARLITERS-Roulette-4601</td>
<td>CONTINENTAL COUSINS-Palo Alto-5092</td>
<td>5 3</td>
</tr>
<tr>
<td>8. DON'T BREAK THE HEART THAT LOVES YOU</td>
<td>CONNIE FRANCIS-MGM-13009</td>
<td>16 34</td>
<td></td>
</tr>
<tr>
<td>9. LET ME IN</td>
<td>SENSIATIONS-Argo-5405</td>
<td>13 19</td>
<td></td>
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<tr>
<td>10. DEAR LADY TWIST</td>
<td>GARY U.S. BOMBS-Lordship-1053</td>
<td>TIMMY REYNOLDS-operators-007</td>
<td>11 6</td>
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<tr>
<td>11. NORMAN</td>
<td>SUE THOMPSON-Hickory-1159</td>
<td>9 5</td>
<td></td>
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<tr>
<td>12. SMOKY PLACES</td>
<td>CORSAIRE-Scepter-1227</td>
<td>15 20</td>
<td></td>
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<tr>
<td>13. WHAT'S YOUR NAME</td>
<td>DON &amp; JUAN-Big Top-3079</td>
<td>29 39</td>
<td></td>
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<tr>
<td>14. TUFF</td>
<td>ACE CANNON-Hi-2040</td>
<td>20 22</td>
<td></td>
</tr>
<tr>
<td>15. I'M BLUE (GONG-GONG SONG)</td>
<td>KIMITSU-Atez-12</td>
<td>17 21</td>
<td></td>
</tr>
<tr>
<td>16. CHIP CHIP</td>
<td>GENE McDANIELS-Liberty-55405</td>
<td>19 31</td>
<td></td>
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<tr>
<td>17. A LITTLE BITTY TEAR</td>
<td>BURL YVES-Columbia-41330</td>
<td>14 12</td>
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<tr>
<td>18. WALK ON THE WILD SIDE</td>
<td>JOEY BROOKS-Columbia-42251</td>
<td>CROSBY BROOKS-Bomb-11690</td>
<td>63 79</td>
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<tr>
<td>19. WHAT'S YOUR NAME</td>
<td>RAY SANDERS-Liberty-55677</td>
<td>25 32</td>
<td></td>
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<tr>
<td>20. SHE'S GOT YOU</td>
<td>PATSY CLEOCLINE-11314</td>
<td>21 35</td>
<td></td>
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<tr>
<td>21. HER ROYAL MAJESTY</td>
<td>JAMES DARBIN-Capitol-622</td>
<td>28 40</td>
<td></td>
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<tr>
<td>22. TWISTIN' THE NIGHT AWAY</td>
<td>SAM Cooke-RCA-7983</td>
<td>27 16</td>
<td></td>
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<tr>
<td>23. PERCOLATOR (TWIST)</td>
<td>JOEY JOE &amp; CHECKMATES-Dine-620</td>
<td>25 32</td>
<td></td>
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<tr>
<td>24. COTTONFIELDS</td>
<td>HIGHWAYMEN-United Artists-370</td>
<td>26 16</td>
<td></td>
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<tr>
<td>25. THE GREATEST HURT</td>
<td>JACKIE WILSON-Bravata-55321</td>
<td>24 25</td>
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<tr>
<td>26. BABY IT'S YOU</td>
<td>UKRISON-Operator-456</td>
<td>20 37</td>
<td></td>
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<tr>
<td>27. WHAT'S SO GOOD ABOUT GODDIE</td>
<td>MIRACLES-Tempo-54035</td>
<td>22 23</td>
<td></td>
</tr>
<tr>
<td>28. DREAM BABY</td>
<td>ROY ORBISON-Operator-456</td>
<td>39 69</td>
<td></td>
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<tr>
<td>29. WHERE HAVE ALL THE FLOWERS GONE</td>
<td>KINGSTON TRIO-Capitol-4671</td>
<td>34 45</td>
<td></td>
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<tr>
<td>30. I KNOW</td>
<td>BARBARA GEORGE-A.F.O.-302</td>
<td>12 11</td>
<td></td>
</tr>
<tr>
<td>31. CAJUN QUEEN</td>
<td>PAUL-ADAM-Decca-42282</td>
<td>RED SOVINE-RCA-7981</td>
<td>23 24</td>
</tr>
<tr>
<td>32. MY BOOTERANG WON'T COME BACK</td>
<td>CHARLES DRAKE-United Artists-398</td>
<td>42 48</td>
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<tr>
<td>33. CAN'T HELP FALLING IN LOVE</td>
<td>ELVIS PRESLEY-RCA-Victor-4155</td>
<td>KEITH SMITH-Decca-16938</td>
<td>30 14</td>
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<tr>
<td>34. TWISTIN' POSTMAN</td>
<td>MARILYLETTES-Tamla-4054</td>
<td>32 42</td>
<td></td>
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<tr>
<td>35. (DO) THE NEW CONTINENTAL</td>
<td>GENE PITNEY-Matador-1009</td>
<td>40 56</td>
<td></td>
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<tr>
<td>36. TOWN WITHOUT PITY</td>
<td>CHAD MICKEL THIO-Kapp-459</td>
<td>37 18</td>
<td></td>
</tr>
<tr>
<td>37. LIZZIE BORDEN</td>
<td>BOBBY RYDELL-Cameo-209</td>
<td>46 50</td>
<td></td>
</tr>
<tr>
<td>38. LETTER FULL OF TEARS</td>
<td>WALLY KNIGHT &amp; PIPS-Far-1054</td>
<td>36 17</td>
<td></td>
</tr>
<tr>
<td>39. I'VE GOTTEN BONNIE</td>
<td>KETTY LESTER-Trio-106</td>
<td>49 62</td>
<td></td>
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<tr>
<td>40. LOVE LETTERS</td>
<td>KETTY LESTER-Enigma-1068</td>
<td>81 89</td>
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<tr>
<td>41. HEY! IT'S TWIST</td>
<td>BUD DEE &amp; STARLITERS-Roulette-4608</td>
<td>57 78</td>
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<tr>
<td>42. COME BACK SILLY GIRL</td>
<td>KETTY LESTER-Enigma-1069</td>
<td>60 100</td>
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<tr>
<td>43. SHADRAK</td>
<td>BROOK BENTON-Mercury-71912</td>
<td>33 29</td>
<td></td>
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<tr>
<td>44. CRY TO ME</td>
<td>SOLOMON BURKE-Memphis-2133</td>
<td>47 59</td>
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<tr>
<td>45. AFRIKAAN BEAT</td>
<td>GALEAWEY-Border-11350</td>
<td>48 52</td>
<td></td>
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<tr>
<td>46. HE KNOWS I LOVE HIM TOO MUCH</td>
<td>PARIS SISTERS-Greg Folk-10</td>
<td>31 64</td>
<td></td>
</tr>
<tr>
<td>47. SURFER'S STOMP</td>
<td>MAX KETS-Liberty-53041</td>
<td>31 33</td>
<td></td>
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<tr>
<td>48. THAT'S MY PA</td>
<td>BROTHERS Four-Roulette-4608</td>
<td>53 47</td>
<td></td>
</tr>
<tr>
<td>49. CHATTANOOGA CHOO CHOO</td>
<td>FLOYD CRAWFORD- RCA-7991</td>
<td>45 46</td>
<td></td>
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<tr>
<td>50. I'LL SEE YOU IN MY DREAMS</td>
<td>PAT BOONE-De Vol-1132</td>
<td>35 37</td>
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<tr>
<td>51. JANIE</td>
<td>EDDIE HOLAND-Motel-1021</td>
<td>56 67</td>
<td></td>
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<tr>
<td>52. ECSTASY</td>
<td>REN E. KING-Are-4251</td>
<td>59 65</td>
<td></td>
</tr>
<tr>
<td>53. WALK ON THE WILD SIDE</td>
<td>BROOK BENTON-Mercury-71905</td>
<td>TITUS TURNER-Janice-1213</td>
<td>63 79</td>
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<tr>
<td>54. B'BWA NIMA</td>
<td>TOOTS- RCA-7991</td>
<td>66 77</td>
<td></td>
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<tr>
<td>55. MUSY SMITH- Ace-649</td>
<td>71 99</td>
<td></td>
<td></td>
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<tr>
<td>56. BLUE WATER LINE</td>
<td>BROTHERS Four-Columbia-42256</td>
<td>58 60</td>
<td></td>
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<tr>
<td>57. LOOLIPS AND ROSES</td>
<td>JIMMY JENKINS-Kapp-4659</td>
<td>67 83</td>
<td></td>
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<tr>
<td>58. TEARS AND LAUGHTER</td>
<td>DINAH WASHINGTON-Mercury-7192</td>
<td>63 66</td>
<td></td>
</tr>
<tr>
<td>59. DRUMS ARE MY BEAT</td>
<td>HANK HILLIN-Liberty-5809</td>
<td>69 100</td>
<td></td>
</tr>
<tr>
<td>60. PLEASE DON'T ASK ABOUT BARBARA</td>
<td>BOBBY VEE-Liberty-5549</td>
<td>89 99</td>
<td></td>
</tr>
<tr>
<td>61. MOON RIVER</td>
<td>PERRY MARSHALL-RCA-7916</td>
<td>38 30</td>
<td></td>
</tr>
<tr>
<td>62. CRY, BABY, CRY</td>
<td>JIMMY ARNOLD ORARIO-4314</td>
<td>41 26</td>
<td></td>
</tr>
<tr>
<td>63. Multiplication</td>
<td>BOBBY DARIN-Imperial-4314</td>
<td>41 26</td>
<td></td>
</tr>
<tr>
<td>64. LOVE ME WARM AND TENDER</td>
<td>ADAM-Decca-42282</td>
<td>100 100</td>
<td></td>
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<tr>
<td>65. YOU WIN</td>
<td>PAT SMITH-Matador-1119</td>
<td>96 96</td>
<td></td>
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<tr>
<td>66. LOST SOMEONE</td>
<td>JAMES-BROWN-King-5573</td>
<td>43 49</td>
<td></td>
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<tr>
<td>67. SOMETHING'S GOT A HOLD ON ME</td>
<td>JETTA JAMES-Argo-5409</td>
<td>87 95</td>
<td></td>
</tr>
</tbody>
</table>

* SHARP UPWARD MOVE * BEST SELLING RECORDS * OTHER VERSIONS STRONGLY REPORTED * PUBLISHER LIST-INTERNATIONAL SECTION
ITALY'S BIG HIT
2 smash versions on 1 record

NINI ROSSO
(Vocal)

GASTONE PARIGI
(Instrumental with chorus)

BALLAD OF THE TRUMPET
45-10701

GREAT ENGLISH CHART SCORER

Pet Clark
MY FRIEND
THE SEA
45-10504

THE MARINA, MARINA MAN

Willy Alberti
IRENA
45-10005

THEME FROM CURRENT HIT MOVIE

Gerry Beckles
NO LOVE FOR JOHNNY
45-10601

ONE OF ENGLAND'S TOP VOCALISTS

Billy Fury
I'D NEVER FIND ANOTHER YOU
45-9515
NARM Meet To Hear From Victor's Marek

and general manager, will be a featured guest speaker the fourth annual convention of the National Association of Record Merchandisers (NARM), April 8-12 at the Eden Roc Hotel in Miami Beach, Fla.

Marek will address the convention during the morning business session on Wednesday, April 11.

In announcing the Marek appearance, Jules Mahul, NARM's executive secretary, stated: "The members of NARM are greatly honored and looking forward with eager anticipation. His uniquely comprehensive background and years of successful experience in the music and record industry make his appearance on our program one of the outstanding industry events of the year."

Glen R. Wallis, president of Capitol Records, will offer the meet's keynote speech (see story in last week's issue).

Radio Congress At Int'l Sound Fair

NEW YORK—A three-day congress or radio program directors will be a major feature of the forthcoming Int'l Sound Fair. The Fair, first of an annual industry series, will be held July 25-29 in Coco Hall, Detroit.

Opportunities for broadcasters, such as new program ideas, community service, programming for profit, audience measurement, building a "sound image," the pleasant sell technique and other topics will be covered by speakers in a series of seminars and workshops.

Hal B. Cook, veep and executive director of the Fair, stated that plans for radio business congress were inaugurated due to the heavy demand from broadcasters and independent program directors. A special advisory committee representing the broadcasting industry will aid in planning the congress.

Leslie Settles With Creditors

NEW YORK—The New York outlet of Leslie Distributors has settled all its obligations to its creditors, according to the firm's attorney, Sam Kaufman. Checks for the settlements, amounting to 27½%, were mailed last week, Kaufman said. Many months had been involved in Leslie's final settlement with its creditors.

Mercury Enters Electronics Field

CHICAGO—Mercury Record Corporation has announced its entry into the electronics field with the introduction of a portable stereo phone and a fully transistorized portable.

Newly appointed sales manager for the Mercury phone equipment is Irving Green, who was formerly sales manager of tape recorders for Bell and Howell for three years. Russell has also been branch manager for CBS in Detroit and national sales manager for Webcor.

According to Irving B. Green, president of Mercury, the two new phono products are the first products of the Mercury Electronics Division, and are manufactured in Holland by Philips' Phonographic Industries.

The phono, which feature compact styling, are now being distributed in 20 markets, and, according to Russell, full national distribution will be achieved as soon as possible.

The Mercury phone, model AG 4026, has a Ticonal speaker using a new magnet placed inside a graduated speaker cone. The turn-over cartridge has been developed specifically for microgroove recordings and a sapphire stylus for 78 rpm records. A special feature is a simple adjustment to regulate voltage for use with various types of equipment. The unit has a range of 50-10,000 cps. The stereo set, which has a solid wood cabinet covered in two-tone gray sim-

The transistorized portable, Model AG 4115, has a Ticonal speaker using a new brown color combination.

Friendly Pointers

Marek To Keynote Opening Of Victor's Rome Studios

NEW YORK—George R. Marek, division vice-president and general manager of RCA Victor Records, left last week for Italy, where he will deliver the keynote address officially opening RCA Italiana's big new recording studios on Thursday, March 1.

Marek will address a gathering of leading RCA executives from all over the world, plus representatives of both domestic and international record companies, who will attend the opening.

Also attending will be Dario Soria, division vice-president of RCA Victor Records International liaison department; Robert L. Yorks, division vice-president, commercial records department; and Richard L. Broderick, administrator, special projects.

Giuseppe Ornato, manager of RCA Italiana, will host the gala opening ceremonies.

Diners’ Clubs Buys Everest

NEW YORK—Everest Records has been sold to the Diners Club Club and a new corporation, Everest Enterprises, Inc., has been formed.

As details of the deal were still being worked out at press time (12:30 PM), complete information on the purchase was not yet available.

It was believed, however, that the purchase price was around $500,000.

An offer of $500,000 by Al Massler, head of the Bestway Pressing Plant in N.Y. and the Amy-Mai labels, had been turned down, Massler said last week.

The deal was negotiated in New York by Bernie Solomon, who heads the Diners' disk operations on the coast, and Carl M. Loeb Rhoades Co., a New York brokerage firm which has a controlling interest in Belock Instruments of New York, parent company of Everest.

The label's catalog strength lies mostly in its catalog of classical LP's, though its pop line-up has included successful product by songstress Glori

Lynn and tenor Mario Del Monaco.

George R. Marek

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### Radio Active Chart

A survey of key radio stations in all important markets throughout the country to determine by percentage of those reporting which new releases are being added to station play lists this week and also the degree of concentration. Percentage figures on left indicate how many of the stations reporting this week have added the following titles to their play list.

<table>
<thead>
<tr>
<th>% THIS WEEK</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>LABEL</th>
<th>% PRIOR WEEKS</th>
<th>TOTAL % OF STATION EXPOSURE TO DATE</th>
</tr>
</thead>
<tbody>
<tr>
<td>50</td>
<td>Slow Twistin’—Chubby Checker—Cameo</td>
<td>—</td>
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<td>50</td>
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<tr>
<td>30</td>
<td>Young World—Ricky Nelson—Imp.</td>
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<td>30</td>
<td>Just Another Fool—Curtis Lee—Dunes</td>
<td>10</td>
<td>10</td>
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<td>22</td>
<td>Help Me—Andy Williams—Columbia</td>
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<td>22</td>
</tr>
<tr>
<td>21</td>
<td>Love Me Warm—Paul Anka—RCA</td>
<td>50</td>
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<td>50</td>
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<tr>
<td>20</td>
<td>You Win Again—Fats Domino—Imp.</td>
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<tr>
<td>20</td>
<td>Ginny Come Lately—Brian Hyland—ABC</td>
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<td>19</td>
<td>Love Letters—Ketty Lester—Era</td>
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<td>15</td>
<td>Come Back Silly Girl—Letterman—Cap.</td>
<td>12</td>
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<td>Johnny Angel—Shelly Fabares—Colpix</td>
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<td>13</td>
<td>Miracle Of Love—Glen Campbell—Crest</td>
<td>10</td>
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<td>23</td>
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<td>13</td>
<td>You Better Move On—Arthur Alexander—Dot</td>
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<td>10</td>
<td>Please Don’t Ask About Barbara—Bobby Vee—Liberty</td>
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<td>Lover Please—Clay McPhatter—Mer.</td>
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<td>Mashed Potato Time—Dee Dee Sharp—Cameo</td>
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<td>Gee Baby—Ben &amp; Bea—Phillips</td>
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<td>Dear One—Larry Finegan—Old Town</td>
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<td>I’ve Got Bonnie—Bobby Rydell—Cameo</td>
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<td>The Truth About Youth—Annette—Vista</td>
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<td>Ginny In The Mirror—Del Shannon—Bigtop</td>
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<td>If A Woman Answers—L. Van Dyke—Mer.</td>
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<td>Duchess Of Earl—Pearlettes—Vee Jay</td>
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<td>Cry, Baby, Cry—Angels—Caprice</td>
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<td>Sugartime Twist—McGuire Sis.—Coral</td>
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<td>Buttons &amp; Bows—Browns—RCA</td>
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<td>She Can’t Find The Keys—Paul Peterson—Colpix</td>
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<td>Patti-Ann—Johnny Crawford—Del-Fi</td>
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**LESS THAN 10% BUT MORE THAN 5%**

- La Paloma Twist (Chubby Checker—Cameo)
- Sugar Blues (Don Costa—Columbia)
- Jassie Barden—Chad Mitchell Trio—(Kapp)
- Ray, Let’s Twist (Joe Dee—Roulette)
- Denky Tank Man—Johnny Horton—(Columbia)
- Our Anniversary—Shep & Limelites—(Hull)
- Years Broke Out On Me—Laddy Arnold—(RCA)
- I Wasn’t God Who Made Denky Tank Angels—(Columbia)
- One Love, One Heartache—Billy Vaughn—(Dot)
- Twine ‘n the Weeds—Donnel—(Dunes)
- Alvin Twist—Chippunks—(Liberty)
- Till Death Do Us Part—Bob Braun—(Dot)
- Tears And Laughter—Dinah Washington—(Mercury)
- Priscilla—Gus Backus—(Fanograph)
- She Cried—Joy & The Americans—(UA)
- Rosie, Why Do You Wear My Ring—Kenny Dino—(Musicor)
- When My Little Girl Is Smiling—Drifters—(Atlantic)
- Lollipops & Roses—Jack Jones—(Kapp)
- Lover—Roger Williams—(Kapp)
- Blue Water Line—Bros. Four—(Columbia)
- Three Days—Foran Young—(Capitol)
- White Rose Of Athens—Nana Mouskouri—(Riverside)
- Tessiree—Linda Scott—(Congress)
- Calady—Donkey—(Kapp)
- Oh Delilah—Nell Sedaka—(Pyramid)
- Do The New Continental—Dowells—(Cameo)

**Radio Active Chart, New Cash Box Radio Survey, Debuts This Week**

Feature Designed To Determine Radio Reaction To New Single Disks

NEW YORK—Cash Box this week introduces a new feature called the "Radio Active Chart."—a feature designed to indicate which new record key radio stations in every important market throughout the country have added to their play list during the past week.

The list is in essence a simple compilation based on the information submitted to us weekly by program directors of key stations. Each station informs us of the new titles it is scheduling for play during the coming week. The station may list as many new titles as is adding each week, whether it be just two or forty. Each station is given equal weight in the survey and the results are reported in percentages.

For example, if half of the stations listed the same new title on their play lists during one week, that song will be given a 50% rating. If in the next week another 15% of the stations schedule the same title, the second week's list will be placed in the 15% section on the list. But we will also indicate what strength it had during the preceding week or week under the column "% PRIOR Weeks." There also will be a "Total Exposure To Date" column which will offer a quick visual summary of the number of stations indicating that they have added a specific title during a span of a number of weeks.

For a song to be listed in bold face on the list, it must receive more than 10% acceptance in a one-week period. A song will be carried in this section as long as it adds 10% or more of the stations each week.

Other titles showing less than 10% acceptance but more than 5% in any week will be listed in smaller type at the bottom of the chart and will be posted there as long as they fail to go into this bracket. Should they exceed 10% in the next week, they will then be posted there as long as they fall in the chart with last week's percentage noted under the "% PRIOR Weeks" column.

All stations used are key stations and each area in the survey is a key record market. The list of stations compiled was with the cooperation of a large number of important radio stations and national promotion men throughout the country who listed three stations in order of strength in each of the markets they considered most important to pop records.

As a point of interest, showing the individuality and difference in tastes of these various stations, in the first week's survey, 283 different titles were listed by the P.D.'s.
Chris Kenner (Instant 3244)

(B-+) "How Far" (2:12) [Tune-Kel BMI—Kenner] The "I Like It Like That" could bounce back on his trio and his latest instrumental item with something of the "Like It" approach. Should be eyed closely.

(B+) "Mr. B" (2:43) [Tune-Kel BMI—Kenner] Fina downtown blues work in this corner.

Buddy Greco (Epic 9409)

(B+) "Twistin' To The Blues" (3:30) [Harriet ASCAP—Greco] Very perky, big armpit area after the twist crowd in this polished romp. Very reliable doings on the hot dance.

(B) "Let Me Love You" (2:45) [Leeds ASCAP—Howard] Light Latinish go with one of Bart Howard's class creations.

George Greely (Warner Bros. 5304)

(B+) "What Now My Love" (2:21) [M. Witmark ASCAP—Beaud, Sigman] The popular LP pianist can have strong singles success with his attention-getting, build-up arrangement of a lovely melody. His setting feature is a distinctive martial-romantic feel to the percussive parts.

(B) "11th Hour Melody" (2:47) [George Paxton ASCAP—Glazer, Sigman] Lush handling of the familiar tune.

Russ Vestee (Amy 883)

(B+) "Well All Right" (2:16) [Nevrajak BMI—Holly, Petty, Allison, Moulidin] This old Buddy Holly hit returns via an intriguing new arrangement. The singer and his combo-chorus accompaniment. Should interest the youngsters.

(B) "Teardrops" (2:40) [Arc & G & H BMI—Charles, Stanley, Calley, Goldberg] Another teen-market oldie is warmly handled.

Jimmy Roselli (Ad Lib 1418)

(B+) "The Sheik Of Arabia" [Miller BMI—Davies, Dewey, Dixie] Strong swing essay on the oldie by the songster, who is backed by a slick rock sound. Fine joke box sound. Can also get important deejay programing.

(B) "A Fool In Love" (2:55) [Roun ASCAP—Sentimental strings back the talented performer's straight crooning. George Shearing arranged and conducted both ends.

Jean Trevor (Gaslight 401)

(B) "In The Street Where You Live" (2:60) [ASCAP—Lerner, Loewe] Exciting jazz warbling from the "Paint Your Own Lady" standard by the St. Louis performer. Bright background from the Quartet The Lucky Babies. Label is an affiliate of Norman Records, based in St. Louis.

(B) "As Long As It Comes From You" (2:36) [Allied ASCAP—Hosney, Wood] Pretty afternoon-hours sound from the songstress. Here's a performer well-worth a listen.

The Renaультs (Wand 129)

(B+) "Only You" (2:15) [Wildwood BMI—Ram, Rand] Song crew's top voice does a very feelingful bluesstyled stint on the old Flatters' hit. He's backed by a fine softspoken vocal-orchestra that could get the tune around once more.

(B) "Hully Gully Lamb" (2:18) [Robert Mollin BMI—Russell, Collyer] Country-folksy doings on the populer teen step.

Cliff Gleeys (Dore 623)

(B+) "Hold Back The Dawn" (2:33) [Meadowlark ASCAP—Bideon] Expressive teen outing by the songster, who gives a strong dramatic account of the fine countryish tale of a guy who's lost his love. A narrative section is included. Could move way out.

(B) "Timber" (2:08) [Meadowlark ASCAP—Bideon] A folkish narrative with a "pick" theme. Interesting approach.

Don Wilson (Blue Horizon 6054)

(B+) "The Twomp" (2:07) [Electron BMI—Wilson] Quite a rock work-out by the combo-chorus on a ditty whose title is a combination of the twist and stomp. Los Angeles-based lead could make noise with this sizzler.

(B) "Heart On My Sleeve" (2:29) [Electron BMI—Wilson, Bogie, Wilson] Vocalist Wilson heads a medium-beat display of a catchy teen sentiment.

The Davenport Sisters (Tri-Phi 1068)

(B+) "You've Got Me Crying Again" (2:45) [Birdsong BMI—Fair, Davenport] Team's distinctive lead effectively conveys the wistful sentiments of the inviting item. Other lacks a bit but offers nice slow-beat support. Could handle with enough alchemy.

(B) "Hot Hoy" (2:54) [Tri-Phi BMI—Quada, Gory] Sound here mostly gets back to boogie-woogie days.

Bob Newirk (Clint 1063)

(B+) "Anniversary Song" (2:30) [Shapiro-Bernstein ASCAP—Chaplin, Jolson] Newirk's upbeat reading of the starday is supported by a bright, twit-cal sound from the full Don Balke orch-chorus. Label is located in Los Angeles.

(B+) "Once Again" (2:15) [BMI—Clanton] Legit, big ballad vocal from the warbler.

Ezio Leoni Orchi (Venusti 1065)

(B+) "Ballad Of The Trum..." (2:38) [Ballata Del Trum BMI—Pisani, Willard, Gioberti, Veroli] Beautiful reading from the Leoni orch. Both the London and Smash labels have the original vocal hit by Nino Rossi.

(B) "La Novia (The Wedding)" (2:17) [Regent BMI—Magoul, Dallara, Pietro] Same trumpeter in a softie reading of the off-cut foreign hit.
UNITED ARTISTS RECORD NO. 415

(A LEIBER AND STOLLER PRODUCTION)

THE PROUDEST NAME IN ENTERTAINMENT
**Pick of the Week**

"NO STRINGS" (2:20) [Williamson ASCAP—Rodgers]

"ONCE UPON A TIME" (2:25) [Morley ASCAP—Strouse, Adams]

VIC DAMONE (Capitol 4718)

Vic Damone’s at his ballad beat on “No Strings,” the delightfully charming title song from the new Richard Rodgers musical—which is Rodgers first try as both composer and lyricist of a complete score for a B-way musical. Should Frank DeVol heads the orchestra again at home with “Once Upon A Time,” a fine wistful from another up-coming musical, “All-American.” Two first-rate ballad dates.

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**Newcomers**

In an effort 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 such records under this special heading.

"AIN'T SHE SWEET" (2:37) [Advanced ASCAP—Ager, Yellen]

"NEVER ON SUNDAY" (2:21) [Esteem BMI—Hadjadikis]

HASH BROWN (Philips 46005)

"Ain’t She Sweet" can be in for another chart go-round as a result of newcomer Hash Brown’s Philips debut. Session’s a tantalizing, slow beat ballad affair that features an attention-getting performance by deep-voiced back-up by his Ignot Strings. Great lyric and instrumental effects along the way, could be a smash. The off-cut Academy Award winner takes a rollicking, rock-a-string-and-chord ride Rippidee.

"I'D NEVER FIND ANOTHER YOU" (2:38) [Almon BMI—King, Goddfn]

"DON'T JUMP" (2:52) [Youngstar ASCAP—Furry]

Billy Fury (London 9515)

English hit-maker Billy Fury, currently riding the top ten in his own country with “I’d Never Find Another You,” can duplicate his success this side of the Atlantic. Side’s an extremely pretty, teen beat cha-cha-strings singer that Fury puts across in easy-on-the-ears style. The emotion packed “Don’t Jump,” takes a runny, rock-a-cha-cha beat route on the undercard.

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**Best Bets**

**THE STEREOS** (Cub 9106)

(B+) “UNLESS YOU MEAN IT” (2:00) [Gee BMI—Lewis, Mosley] Solid Latinish ballard affair from the vocalists, who had a big hit back of “I Really Love You,” can duplicate his success this side of the Atlantic. Side’s an extremely pretty, teen beat cha-cha-strings singer that Fury puts across in easy-on-the-ears style. The emotion packed “Don’t Jump,” takes a runny, rock-a-cha-cha beat route on the undercard.

(B+) “DO YOU LOVE ME” (2:07) [Raj BMI—Hicks] This is rapid-fire romantic stuff that also can make with the kids.

DORIS DAY (Columbia 42295)

(B+) “LOVER COME BACK” (2:14) [Daywin BMI—Spiton, DeVoll] Thrush offers an amiable ditty that’s the latest in that vein. dub (with Rock Hudson), one of her most well-received vehicles. Jocks will dig the effusive good-humor here.

(B+) “FALLING” (2:12) [Daywin BMI—Johnston, Wyatt] Nice easy ballad affair from the performer. Tune here. Fans of the pro ok backing on each end.

NATHANIEL MAYER (Fortune 545)

(B+) “VILLAGE OF LOVE” (Tri- ton BMI—Brown, Mayer) "The Detroit-based Fortune label could get big Top 100 recognition with this potent ball item by songster Mayer and his combo-chorus friends. Hot stuff to keep close tabs on.

(B+) "I WANT A WOMAN" (Tripton BMI—Mayer) Moody teen expression.

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**THE EDSBELS** (Dot 18311)

(B+) “MY WHISPERING HEART” (Jumbo BMI—Jones) Songs from, of "Rama Lama Ding Dong" fame, now on the Capitol label, are here in its third session from Dot. Deck has a pro busy, speed-beat way.

(B) “COULD IT BE” (2:59) [South Mountain BMI—McGee] No strings in this funny shuffle- beat track. Harmonica is spotlighted.

JERRY McGEE (Reprise 20657)

(B+) “WALKIN’” (2:33) [South Mountain BMI — McGee] Catchy blues bouncer featuring a guitar and original-looking string arrangement.

(B) “BLUE TRAIN” (2:08) [South Mountain BMI—McGee] No strings in this funny shuffle-beat track. Harmonica is spotlighted.

MAUREEN GRAY (Chancellor 1100)

(B+) “THERE IS A BOY” (2:26) [Gee BMI—Madura, White] Strong Spanish-style rock sound from the full ork accompanies one of the muscular teenage romance. There’s an exciting sound for the kids here.

(B) “SHUGG’S DANCE” (2:20) [Vance BMI—Tango] Semi- emotional too-young theme.

MIKE PEDICIN QUINTET

(ABC—Paramount 10003)

(B+) “WHEN THE CATS COME TWISTIN’ IN” (2:00) [Malvern ASCAP—Reichner, Pedicin] As the title indicates, this is a twist reading of “When the Saint . . .” by the vocal-combo crew, which has previous chart success. Date is done in no-holds-barred fashion.

(B) “GOTTA TWIST” (2:08) [ASCAP—Reichner, Pedicin] Same uninhibited go here.

BENNY BELL (Enterprise 522)

(B) "KOSHER TWIST" (Madison BMI—Bell) Yet Yiddish comedy singer Bell has outfitted a familiar Yiddish melody with a humorously lusty lyric and its roaring is backed by what could be termed a twist-a-freush. Specialty deck that should delight Yiddish customers.

(B) "PINCUS THE PEDDLER" (Madison BMI—Bell) Here’s Bell’s original version of his classic Yiddish comedy song.

JENNIE SMITH

(Canadian-American 135)

(B+) “IT’S MURDER FOR ROBERTA” (2:04) [Dominion BMI—Richards, Meshel] Interesting full-blooded rock-a-clip—-a-clip about a gal who loves a guy who plays the field. Original rock touches in the setting could get this track exposure.

(B) “YOUR FIRST BROKEN HEART” (2:27) (P.S. ASCAP—Mayer, Meshel) Cowboy out of the lark, Nice number.

DONNIE DEXTER (Fraternity 899)

(B+) “END OF THE LINE” (2:25) [Kaney BMI—Krause, Dussault] Dacoster captures the plaintive romantic sentiments of the attractive countryman type, while a full rhythm-and-blues arrangement offers an understanding setting. Deserves airtime.

(B) “I’M A NUMBER ONE FOOL TOO” (2:18) [South BMI—Fulton, Taylor, Wilburn] More, country-styled work, though in a less dramatic vein.

EARL BOSTIC (King 5600)

(B) “HOW DEEP IS THE OCEAN” (2:47) [Berlin ASCAP—WAP] Bostic’s swingin’-in’ combo go on the durable. Bright jazz-inclined date.

(B) “WRAP IT” (2:37) [Lois BMI—Bostic] Swing Era-type swingin’ here.

THE BLOSSOMS (Challenge 9138)

(B+) “BIG TALKING JIM” (2:22) [Fortune BMI—Burgess] Colorful novelty rockin’ by the girls, comb and discovered male vocalist. Laff item with a contagious beat.

(B) “THE SEARCH IS OVER” (2:24) [Fortune BMI—Jalal] Should be a portrayal of an intimate love-found number.

PAT FALL (Up-Beat 205)

(B+) “YOU MAKE MY LIFE SO BEAUTIFUL” (2:46) [Garon] Fela’s seeing the charts through roary classes in this cheerful rock date with strings. Tune is catchy.

(B) “YOU’RE ALL OF MY LIFE” (2:48) [Shannon] More sentimental vocalizing by the songster (triplets are part of the arranger).

ENRICO (Laurie 3796)

(B+) “MARIE, MARIE” (2:57) [Athena ASCAP—Beadon, Vance, Pockriss] The lovely folkish melody, which has been cut often over the past several years, is handled with heart by the new female singer, English-singing performer, who receives a very attractive Latinish sound from the orchestra. Moving session.

(B+) “BAIZE-E-MOI” (2:28) [Witmark BMI—Vance, Pockriss] Cute romantic novelty.

THE DYNAMICS (Liban 1006)

(B+) “IF I GIVE MY HEART TO YOU” (2:30) [Miller ASCAP]—Crane, Jacobs, Riehle—closes with a kick via a Kitty Kallen date years ago, the romantic returns in an inviting vocal by the lead voice, backed by an attractive rock-a-string setting, including teen-market chants by the other songsters. Could get good exposure.

(B) “BLIND DATE” (2:28) [Liban BMI—Achilias] Rock session here. Good romp sound.

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The review of the week was written by Cash Box’s music critic, who has a reputation for being one of the most knowledgeable and respected in the industry.
In the exotic-hit tradition of "Quiet Village"

A SMASH INSTRUMENTAL BY MARTIN DENNY

"PARADISE COVE"

b/w "SUCU-SUCU"

Only Martin Denny could capture all the exotic flavor of this hot new instrumental. It's a natural for Denny—a natural for air play—a natural for coin machines—a natural for retail sales! Get yours!

And here's a natural tie-in—
These two brand new Martin Denny LP's...

and the entire Martin Denny LP catalog
...available on the special Martin Denny/Julie London sales program, featuring: 10% discount, 100% exchange, May 10 payment displays, streamers, and LP header cards. Get in on this great program now!

MARTIN DENNY IN PERSON
LRP-3224/LST-7224

Superb New Sampler
THE BEST OF MARTIN DENNY
L-502/5-602
Suggested Retail Price: $1.49 monaural, $1.98 stereo

ANOTHER REASON TO GO LIBERTY IN '62
**Cash Box**

**Best Bets**

**TOMMY ZANG** (Hickory 1165)

(B+) “I CAN'T HOLD YOUR LETTERS (In My Arms)” (2:10) [Acuff-Rose BMI—R.P. Bryant] Zang could do chart business with his feelingful job on a number about a guy and the gal he won't be walking down the aisle with. Perhaps it's the ginnickies or a feature of the strong full ork-chorus affair. Enough alright time might do the chart trick.

(B) “I'M ROUND' STON, TWISTIN' YOU GO” [Acuff-Rose BMI] [R.P. Bryant] Zang could do chart business with his feelingful job on a number about a guy and the gal he won't be walking down the aisle with. Perhaps it's the ginnickies or a feature of the strong full ork-chorus affair. Enough alright time might do the chart trick.

**NICKI NORTH** (Canadian American 136)

(B-) “MAGIC EYES” (2:09) [We- man BMI—Bernstein, Burton] Solid dramatic romantic for the kids. Tune, which has a feel of “Save The Last Dance For Me,” is colorfully handled by the songster and full ork-chorus chord. Could step.

(B) “MYSTERY OF LOVE” (2:33) [Weman BMI—Burton, Randolph] More big-sounding string work in this powerful display.

**GOOGIE RENE** (Kapp 449)

(B+) “LOOK AT YOUR GIRL” (2:34) [Recordo BMI—Thomas, Vikki] Here’s his instrumental twirlin’ of a top-notch order. Top instrumental doings in this small affair come from swingin’ sax and organ. Handclapping, guitar, drums and vocal choruses are included. Could be a smash.

(B-) “HARD TIMES” (2:22) [Rec- ordo BMI—Thomas, Vikki] Also sound worthy is this relaxed bluesier with vocal interjections.

**HELEN LA CROIX** (Coral 29201)

(B+) “DEAR TEACHER” (2:52) [Neptune BMI—Pitron] Recently released as “Dear Abby” (to the Lowell columns), this is presented under a new title. It’s the same feelin’ soulful sound from the lady and her ork-chorus accompaniment, telling of a gal who discovers that her boy- friend likes his teacher because she reminds him of his deceased mother.

(B) “MERRY - GO - ROUND” (2:33) [Neptune BMI—Pitron] Countryish walka plaintive.

**CAROL CONNORS** (Columbia 42337)

(B+) “WHAT DO YOU SEE IN THE SKY” (2:30) [Arr. Billy & Francine BMI—Connors, Barri, Le- vine] Teen-market gets a striking ro- mantic outing. Thru has a distinctive eye quality in her delivery of the touching item. Strings are included with the title and the ork-chorus setting. This stand could happen.

(B) “THAT'S ALL IT TAKES” (1:50) [Daywin BMI—Chand- ler, Castle] Bright handling of a “Fever”-type blueser.

**VICKIE CARROLL** (Roulette 4414)

(B+) “I WILL LOVE YOU” (2:10) [Sherman & DeVorson BMI— DeVorson, Flint] A beautifulisher ballad is done with much warmth by the thurh and her softie ork-chorus backin’. Shelby Flint (Valiant) also has a reading of the affecting opus.

(B) “RAINBOW IN MY WIN- dow” (2:10) [Vanitee ASCAP— Vance, Pockatz, Flem, Gal] Vocal mem- ber, also in a folkish vein, possesses charm, as does the reading.

**THE PARISIAN SIXTET** (Challenge 9137)

(B+) “DON'T LET THE STARS GET IN YOUR EYES” (2:17) [4-Star Sales BMI—Willet] The oldie, a member of Perry Como's big hit catalog, is an engaging item, and the combo here dishes it up in a happy Latinish rock way. Could catch-on.

(B) “THE POORE PEOPLE OF PARIS” (2:37) [Reg Connelly ASCAP—Monmot] A harder teen-beat go for another years-back success.

**DEAN MARTIN** (Reprise 20,058)

(B+) “TIR-A-TEE, TIR-A-TAY” (2:23) [E. B. Marks BMI— Andre, Feola, Lamn] After a long star on the Capitol label, songster opens shop on Reprise with this sunny, Italian-style charm will be a treat to his many fans who have many similar dates during his Capitol days. Should get strong programming.

(B+) “JUST CLOSE YOUR EYES” (2:54) [Eddie DeCaro ASCAP— Baum, Rotella, A] Italian-flavored softie affair with much appeal. Watch it too.

**THE SMOOTH SISTERS** (Mercury 71907)

(B+) “WHERE THE LILACS GROW” (2:53) [Locs BMI ASCAP—Perpe, Bennet, Folk weather] Very invitingly render a new lyric version of the beautiful folk classic. Pepper’s strong words are included in the pretty backdrop. Could come through.

(B) “DOWN IN THE VALLEY” (2:54) [MRC BMI—Smothers Smothers] Another famous folk tune is hauntingly rendered by the boys and their combo support. Track is from an LP, “The Smothers Brothers.”

**MARTIN DENNY** (Liberty 55426)

(B+) “SUCCU-SUCU” (2:04) [Ray Maxwell & Harvard BMI — Rojas] The number, a big European hit, is heard with all its charm intact in this engaging date by Martin named “primitive” combo and full ork-chorus. Though many versions of the tune were released here, this one is the first true triumph.

(B) “PARADISE COVE” (2:22) [Dolly Bee BMI—Beverly] Much of the “primitive” Denny sound is present in this intriguing elaboration date.

**THE HONORABLES** (Honor 102)

(B+) “THE MUSIC GOES ‘ROUND AND ‘ROUND TWIST” (2:20) [Joy ASCAP — Howard, Farley, [B]} The oldie gets a colorful twist dressing in this date from songsters and combos, and presents a fresh, lively, fast-moving backing. Solid twirlin’ from the Brooklyn-based diskery.

(B) “SUNDAY STROLL” (2:13) [United ASCAP — Mallica, Davis] Instrumental solo with bounce, guitar-led sound.

**EVELYN FREEMAN** (United Artists 406)

(B) “DIDN'T IT RAIN” (2:10) [Morrisisa ASCAP — Freeman, Roberts] Performance of her gospel merchant group give an infectious account of the famed spiritual. Date has a beat of this kind set.

(B) “WATER BOY” (3:00) [Morrisisa ASCAP—Freeman, Roberts] Deep-voiced male songster heads this folk-blues outing.

**ANDY DIO** (Johnson 114)

(B) “SHOES FULL” (2:10) [Weman BMI—Roberts, Hatch] By Weman BMI with Wilson, Kramer.

(B+) “YOU AND I” (2:29) [RCA BMI—Motola, Page] Good quick-beat presentation of a tuneful, catchy love-dovey. A pro teen sound, including strings, back-up the nice Scott vocal.

(B) “HERE I STAND” (2:30) [House of Fortune & Darcy BMI—Motola, Page] Slow-beat teen sentiments here.

**JOHNNY MADARA** (Lana 887)

(B-) “BEAUTIFUL” (2:20) [Pend- erosa BMI—Madara, White] There’s a touch of a Tony Orlando outin’ in this effective romantic affair from the songster and his big rock combo, and the former string & chorus backdrop, Commanding teen sound.

(B) “SAVE IT” (2:23) [Penderson BMI—Madara, White] Busy sock stuff that can serve the twisters well.

**TITUS TURNER** (Jamie 1213)

(B-) “WALK ON THE WILD SIDE” (2:17) [Columbia ASCAP—David, Bernstein] Brook Ben- ton’s current Mercury click (a pig main-tale) goes twirlin’ in pro fashion. Reliable rocker Turner has an interesting sock setting.

(B) “TWISTIN’ TRAIN” (2:06) [Kinney-Bob-Eleven BMI—Turner] Sunny invitation to get on board the twistin’ train.

**THE BLENDEDES** (Vision 1001)

(C+) “WILL THERE BE A TEAR IN YOUR EYE” (2:53) [Rehmel BMI—Disney, Disney] Lead voice and other songsters take the soft-spoken teem ballad road here. Label is based in Knoxville, Tenn.

(C+) “I’M NOT SORRY” (3:32) [Rehmel BMI—Kirby] Soft feela upfront in another easy-beat dir-
A most profitable sales program for you!

Great New Albums & Superb New Samplers

SOPHISTICATED LADY
Choice standards in Julie's finest style. Her best album yet!
LRP-3203/LST-7203 Blame It On My Youth / You're Blase / Make It Another Old-Fashioned Please / Bewitched / Sophisticated Lady / Remind Me / When She Makes Music / Spring Can Really Hang You Up The Most / When The World Was Young / If I Should Lose You / Where Am I To Go / Absent Minded Me.

MARTIN DENNY IN PERSON
A terrific in-person concert in Honolulu, captured on LP for countless Martin Denny fans.
LRP-3224/LST-7224 Rain / Hilo March / Hawaiian Wedding Song / Volga Boatmen / Black Orchid / Pretty Maui Girl / Cockeyed Mayor Of Kauakakai / Lei Aloha Lei Makamoe / On The Beach At Waikiki / Of' Man River.

THE BEST OF JULIE
L-5501/S-6601 Cry Me A River / Moments Like This / Hot Toddy / They Can't Take That Away From Me / June In January / Mad About The Boy / Don't Smoke In Bed / Gee Baby, Ain't I Good To You / Cuddle Up A Little Closer / Invitation To The Blues / You'd Be So Nice To Come Home To / The Nearness Of You / Daddy

PLUS THE ENTIRE CATALOG OF STEADY-MOVING JULIE LONDON AND MARTIN DENNY LP's

This volume merchandise available on these profit-making terms:
• 10% cash discount
• 100% exchange privilege
• 1/2 April 10th, 1/2 May 10th, 1962 payments

Counter merchandiser, displays, LP header cards and streamers!

ANOTHER REASON TO GO LIBERTY IN '62
Looking Ahead

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

1. YOU BETTER MOVE ON
   Arthur Alexander (Dot 13309)
2. THE ALVIN TWIST
   David Seville & Chipmunks (Liberty 55424)
3. SWEET THURSDAY
   Johnny Mathis (Columbia 42261)
4. ALONG CAME LINDA
   Tommy Bove (RCA Victor 7975)
5. QUARTER TO FOUR STOMP
   Lomax & Mansion (RCA Victor 6484)
6. DO YOU KNOW HOW TO TWIST
   Hank Ballard & Midnighters (King 5991)
7. SHE CAN'T FIND HER KEYS
   Paul Peterson (Capitol 620)
8. THE RAINS CAME
   Big Sambo (Eric 7003)
9. WHAT AM I SUPPOSED TO DO
   Ann-Margret (RCA Victor 7966)
10. I'M ASKING FORGIVENESS
    C.L. & Pictures (Dunes 2010)
11. ROLY POLY
    Joe Dee & Stitifiers (Roulette 4408)
12. FLYING BLUE ANGELS
    George, Johnny & Pilots (Card 555)
13. SHAKE, SHAKE, SHERRY
    Edsels (Capitol 4675)
14. WHITE ROSE OF ATHENS
    Nana Maukauri (Riverside 4513)
15. SHE CRIED
    Jay & Americans (United Artists 415)
16. SUMMERTIME
    Rick Nelson (Imperial 5805)
17. THE TIGER'S WIDE AWAKE
    Tha Kansas (Amy 840)
18. THIRD WINDOW FROM THE RIGHT
    Dean Barlow (Revlon 3004)
19. MOTORCYCLE
    Tico & Triumphs (Amy 835)
20. THE ONE WHO REALLY LOVES YOU
    Mary Wells (Motown 1024)
21. HELLO AGAIN
    Erma Franklin (Fate 9988)
22. AMOR
    Roger Williams (Kapp 447)
23. NOW LET'S POPEYE/ CHECK MR. POPEYE
    Eddie Bo (Swan 6099)
24. ANGIE GET YOUR YO-YO
    Little Miss Parker (Duke 345)
25. LOVE THEME FROM EL CID
    Billy Storm (Infinity 513)
26. STEP BY STEP
    Annette Funicello (Columbia 42557)
27. MASHED POTATOES
    Steve Alaimo (Checker 1006)
28. TEARS BROKE OUT ON ME
    Eddy Arnold (RCA Victor 7984)
29. DO THIS, DO THAT
    Little Hot (Flip 242)
30. OUT OF SIGHT, OUT OF MIND
    Fire Keys (Segway 1088)
31. BIRTH OF THE BEAT
    Sandy Nelson (Imperial 5809)
32. I WANT TO LOVE YOU
    Ronnie Roberts (New Phoenix 6198)
33. GINNY COME LATELY
    Brian Hyland (ABC Paramount 10294)
34. GEE BABY
    Ben & Bar (Philips 40000)
35. HELP ME
    Andy Williams (Columbia 42265)
36. "X-15 CONCERTO"
    Elliott Evans (Reprise 20039)
37. DRIBBLE TWIST
    Raging Storms (Warwick 677)
38. ISLE OF SIRES
    Jerry Butler (Vee Jay 426)
39. IT WASN'T GOD WHO MADE MONKEY TONGUE ANGELS
    Kitty Kallen (Columbia 2245)
40. THE TRUTH ABOUT YOUTH
    Annette (Vista 394)
41. I FOUND A LOVE
    Falcons (Lp-Line 1003)
42. ARCHIE'S MELODY
    By-Liners (Folset 631)
43. SHOUT, SHOUT (Knock Yourself Out)
    Enita Moro (Seville 117)
44. TELL ME
    Dick & Dee Dee (Liberty 55412)
45. SUGAR BLUES
    Don Costa (Columbia 43307)
46. PLAY THE THING
    Marvin & Glen (Caprice 42218)
47. OH JOHNNY
    Joanie Grant (Caprice 113)
48. YOU LIED
    Joanie Taylor (Herald 568)
49. ONE OF THE GUYS
    Annie Monte (Jubilee 5417)
50. CRY, CRY, CRY, GRIZZLY BEAR
    Jack Scott (Capitol 4887)
TWIST + STOMP = TERRIFIC SALES!

An exciting program featuring

I'm Movin' On / San Antonio Rose / Wabash Cannon Ball / Jambalaya / Slow Poke / Sugar Foot Rag / Kaw-Liga / Cattle Call / Under The Double Eagle / Wildwood Flower / Ida Red / Orange Blossom Special

A collection of the biggest Country hits of all time, most of which were also pop smashes — in the Twistin'est album ever!

These two big-volume Liberty LP's available on these outstanding terms:
- 15% cash discount
- 100% exchange privilege
- May 10, 1962 payment

Display featuring both LP's Folder with "Surfer's Stomp" dance instructions (Quantities available for the asking)

FIRST IN THE FOREGROUND OF SOUND

ANOTHER REASON TO GO LIBERTY IN '62
FOUR OF
A KIND!

ARGO 5409

ITTA
JAMES

“SOMETHING’S GOT
A HOLD ON ME”

CHESS 1811
BOBBY LESTER
THE
MOONLIGHTS

“BLUE
VELVET”

CHECKER
1006

STEVE
ALAIMO

“MASHED
POTATOES”

CHECKMATE
1007

REUBEN
FORTÉ

“I’LL DO THE
BEST I CAN”

CHESS
PRODUCING CO
2120 Michigan Ave.,
Chicago 16, Ill.

Saverio Saridis jumped from obscurity to national prominence last October when he played the Persian Room. Prior to his Plaza appearance he had no professional singing experience. Saridis, who was a member of the New York police force, was born on Jan. 11, 1918, for himself as a clerk in a hospital in Brooklyn and lived for the first twenty years of his life on the banks of the Harlem River."The singing cop," as he was tagged by the press, sang for the first time in talent contest in the Army. It was during his last months in service that he decided that he wanted to study voice seriously. After leaving the Army he studied voice with Carlo Menetto, one of New York's top teachers while preparing for the police department entrance examinations.

Always wanting to make a record, but never being able to afford the payment for his orchestra he took of Andre Kotelnianet disk and dubbed his voice in the over. Neal Lang, Plaza veep and general manager, put his hands on the record. The rest is history. Presently the Warner Brothers artist is hitting with "Love Is The Sweetest Thing."

Rod McKuen

Rod McKuen is one of those rare talents who find success in many fields. Still in his twenties, he has made his mark for himself as a film actor and TV star. He is also a novelist ("And Autumn Came)", poet, songwriter of his own music and has toured throughout the U.S., Europe and Asia.

While still in High school, Rod became a spinner for KROW-Oakland in his home town. Titled "Rendezvous With Rod," his show ran for three and half years. During the same period, he wrote a syndicated column.

In 1963, Rod was inducted into the Army, which sent him to Japan as a scriptwriter for Voice of the United Nations command. It also sent him on a good-will singing tour of Korea, Japan and the Philippines where many of his current fans first had the opportunity to hear him.

After his discharge from service, Rod came to Gotham to compose music for the CBS Television Workshop. While in New York, he scored his first wax triumph with "Oliver Twist," which is presently riding the charts as a major London recording contract with Epic Records.

BIOS FOR DEEJAYS

Saverio Saridis

KALL-Salt Lake City, for many years a "top 40" format station, but now featuring the best in contemporary popular music with the swinging sounds of the sixties has consummated the final coup with a tribute to Van Cliburn. The pianist will appear in concert at the Salt Lake Auditorium later this month, and KALL is going to help celebrate the event by giving away his classical piano-suite album. Listeners participate by writing in 25 words or less: "How Van Cliburn could hit a million-seller with a classical piece of music." Tchaikovsky's "Piano Concerto No. 1," arranged for the pianist, will be awarded to the ten best letters. Thus far, the station has received a phenomenal response to this unique promo.

Dick Young, popular air personality on WNTA-Newark, has been doing a second stint in and around Gotham. Young interviewed Shirley Temple and he advises agents and managers that he is currently on the lookout for luminaries for the show.

Brotherhood Week was observed in New York's WXYX-TV-Detroit. In cooperation with the sponsoring organization, the Detroit round table of Covenant &基础, Protestant John B. Pival, WXYX's general, arranged for a "Prayer Of The Day" throughout the observance. Seven members of the clergy, representing the three major faiths were selected by the round table to deliver a one-minute prayer, which the station taped, and, on each day during the observance, the "Prayer Of The Week" was broadcast several times.

In an effort to avoid tying up station phone lines, Ken Gruenbaum, program director of WVGO-Waterbury, Connecticut, had listeners mail their messages in a mystery sound contest that the station was running. In case of ties, the winner would be selected by the DJ and postmark. However, this led to unexpected complications. The first contest spot was run at 12:30 PM before 12:30-1 Coop was at the post office and delivery of mail was postponed 12 Midnight since it wasn't 12:30 as yet and the postmark register in half-hour segments. The same thing happened when the 12:29 AM spot was run. About 2:45 AM, a postal worker called the station and told them that loan was able to identify what havoc he had caused. There were four correct answers postmarked 12 Midnight—that's 14 minutes before the contest was aired.

Kenneth E. Hartwell, music director of WNEB-Worcester, writes in that he is in dire need of new product to program his station. "The policy is unlimited. They will broadcast anything in good taste but they can't cut the duds. WNEB spinners George Dowey (6-10 AM), Frank Mullen (9-10 AM, 11-12 PM, 1-2 PM, and Paul Mulcahy (10-12 PM) have regular record hours every week.

WINZ-Miami has received an award from the National Children's Hospital in recognition of the station's efforts in its behalf. The board of governors and officers of the hospital presented the certificate of merit "in grateful recognition of the support and cooperation rendered by WINZ to the Hospital and children suffering from the disease."

WFBB-Baltimore's Mike James is rightfully called Mr. Jazz. Mike is the host of a daily jazz show in the 11:00 PM stanza called "The Modern Jazz". The listeners have acknowledged Mike's recognized musical talent in the area. Within the next month Mike will serve as master-of-ceremonies at no less than three jazz concerts.

As a prelude to expansion into additional Texas cities, a corporation has been formed to take over the business and broadcasting licenses of the Houston partnership which owns and operates the stations KQJE-FM and Muski-King, a background music network. In a proposed change, which is subject to FCC approval, was made by David H. Gordon, who has formed Texas Coast Broadcasters, Inc., the newly-formed company. An application to transfer the broadcasting licenses of the stations and mobile news units operated in conjunction with the two stations will be filed shortly with the FCC. Upon approval of these transfers, all business and properties of the partnership will be conveyed to the new company.

In commemoration with Lincoln's birthday, WJBK-Detroit produced a special series of televised programs with Bob King voicing famous sayings of the Civil War President. Lincoln's words were aired throughout the day on all of the WJBK personality programs.

Bob Hope and Steve Allen were recently "surprise guests!" on KHJ-Hollywood's three-hour "Special Program," a radio spectacular honoring the music of Les Brown and his Band of Renown. Cal Miller hosts the monthly show, which pays tribute to the big bands. Brown and sidemen Ditch and Stumpy Stone were guests on the 180-minute program. . . . Newest spot on KHJ is College's "Journey to the Lucky Pierre show, where college students send in post cards with their answer to a daily question, and lucky winners receive best-seller albums. Winning college also gets a plug and dedication songs. To date, every college in California—both large and small—has entered the contest.

VITAL STATISTICS:

Jerry Marshall spinner of WMGM-New York left the station last week when it became WHN . . . Frank D. Warren, former operating directors manager of WINZ-Miami. Ward was former program director of WFUN-Miami . . . Herb Humphries, news editor of KCBS-Midland, Texas, sorts a WCRW-Miami newscast . . . Fred Reinhart replaces Kent Jewell in the 9-1 AM slot on KALL-Salt Lake City . . . Chuck Dunn and Charlie Holliday, both from KXIX- Amarillo, now with KOMA-Okahoma City.
America's Biggest Record Seller!

Rick NELSON

YOUNG WORLD
SUMMERTIME

IMPERIAL HIGH FIDELITY

ALREADY A BEST SELLER

A FULL COLOR JACKET for that PLUS SELL

IMPERIAL RECORDS
IN CANADA • LONDON RECORDS, Ltd.

#5805
<table>
<thead>
<tr>
<th>Artist</th>
<th>Song Title</th>
<th>Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>PAUL ANKA</td>
<td>&quot;LOVE ME WARM AND TENDER&quot;</td>
<td>1977</td>
</tr>
<tr>
<td>SAM COOKE</td>
<td>&quot;TWISTIN' THE NIGHT AWAY&quot;</td>
<td>1983</td>
</tr>
<tr>
<td>FLOYD CRAMER</td>
<td>&quot;CHATTANOOGA CHOO CHOO&quot;</td>
<td>1978</td>
</tr>
<tr>
<td>THE TOKENS</td>
<td>&quot;B'WA NINA&quot;</td>
<td>1991</td>
</tr>
<tr>
<td>ANITA AND TH' SO AND SO'S</td>
<td>&quot;JOEY BABY&quot;</td>
<td>1974</td>
</tr>
<tr>
<td>ANN-MARGRET</td>
<td>&quot;WHAT AM I SUPPOSED TO DO&quot;</td>
<td>1986</td>
</tr>
<tr>
<td>EDDY ARNOLD</td>
<td>&quot;TEARS BROKE OUT ON ME&quot;</td>
<td>1984</td>
</tr>
</tbody>
</table>

"what's up?"

RCA VICTOR

The most trusted name in sound

"stock up!"
TOP 100 ARTISTS

(See Top 100 for titles and labels)

Akins, Paul 64
Angela 62
Amile & So'n So's 68
B.B. King 5
Beach Boys 43
Benni, Gary 11
Bennett, Frank 60
Brothers Four 64
Brown, James 77
Bungle B & Singers 77
Burns, Saloman 61
Butter, Jerry 61
Connors, Ace 75
Conway, Gene 1
Crooks, Bobby 39
Cline, Patsy 19
Cooke, Sam 19
Cromer, Floyd 13
Crawford, Johnny 87
Curtis, King 72
Durbin, Bobby 63, 83
Dyke, Johnny 85
Doe, Jimmy 41
Dobie, Joey & Strolliers 9
Dish 8
Domino, Fat 65
Don & Juan 14
Donahue, Ral 16
Dowells 19
Drake, Charles 32
Drifters, The 79
Dukays 92
Evel Brox. 7
Fabares, Shelly 97
Flanagan, Larry 9
Francis, Connie 9
Funkette, Pete 73
George, Barbara 30
Gilson, Johnny 87
Hawkins, Jennell 65
Highwaymen 62
Hodges, Eddie 82
Hurry 18
Ikette 16
Ives, Burt 18
Jackson, Wanda 18
James, John 9
Jester, Billy & Chuckmates 23
Jones, Jack 37
Koempfert, Bert 45
King Ben E. 52
Kingston Trio 29
Knight, Gladys 38
Lee, Brenda 6
Leslie, Kenny 40
Lettermen 42
McDaniels, Gene 17
McKuen, Red 95
McPhatter, Clyde 93
Manchester, Henry 125
Mar-Kets 47
Mavelettes 34
Mitchell, Chad 37
Minkes 37
Nelson, Dick 81
Nelson, Sandy 59
Orrison, Ray 28
Pols Sisters 46
Pitney, Gene 96
Platters 96
Presley, Elvis 23
Ryder, Bobby 29
Saddis, Suave 84
Scott, Linda 69
Sensations 10
Sherry, Dee Dee 76
Shirelles 76
Shirelles 76
Smith, Ruther 35
Smith, Jimmy & The 13
Tillett, Johnny 41
Tillett, Janie 91
Van Dyke, Leroy 88
Vee, Bobbie 60, 90
Vee, Bobby 60
Washington, Dinah 58
Wilson, Jackie 35
Wants, Sherk 48

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.

ALBUM PLANS

ABC-PARAMOUNT

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

AUDIO FIDELITY

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

CONCERT-DISC

Complete catalog including new releases by Red Nichols and Frank Hamilton offered on a once-free-for-evry-five-purchased basis. Label's "Success In Life" series and The Businessman's Rock Club terms available at additional 10% discount. No termination date has been set.

DECCA

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

BLUESVILLE

1-free-for-every-5 purchased on LP's. 100% exchange privilege. Expires: March 31.

KAPP

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

LIBERTY

Deal on all Julie London & Martin Denny LP's: 10% discount, 100% exchange privilege, with merchandise exchangeable any time after July 1, 1963. Half payments in April and May, Expires: March 25.

LIVELY ARTS

1-free-every-5 purchased on LP's. 100% exchange privilege. Expires: March 31.

MONITOR

5 LP's - 1 classical, 1 pop, are available to distribute for $1 to retail at $1.98. No expiration date has been set.

PHILIPS

12 LP's free with the purchase of 10. Deferred payment plan with payments set for March 1, April 1 and May 1. LP's 100% exchangeable during the first 15 days of May. Expires: March 20.

PRESTIGE

1-free-for-every-5 purchased on LP's. 100% exchange privilege. Expires: March 31.

PRESTIGE/INTERNATIONAL

1-free-for-every-5 purchased on LP's. 100% exchange privilege. Expires: March 31.

RIVERSIDE

The label plus its affiliates, Jassland, Washington and Offset, are making their catalog available on a buy-10-get-2-free basis during Jan.-Feb. 1965 exchange policy; deferred billing.

SMASH

Label's first LP product, 6 albums, is available on a buy-3-get-1-free basis. No termination date has been set.

SUE

Label's LP catalog is available on a buy-10-get-2-free basis. Expires: March 5.

TAMLA-MOTOWN

The entire Tamla-Motown catalog is available on a buy-6-get-1-free basis. Expires: March 15.

TRU-SOUND

1-free-for-every-5 purchased on LP's. 100% exchange privilege. Expires: March 31.

VESUVIUS

The label, dealing mostly in Italian recordings, is making its Series 1094 catalog available on a buy-4-get-1-free basis. No termination date has been set.

WARNER BROS.

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

Johnny Crawford Day

Cleveland, T.V. and press recently went all out for Johnny Crawford who was in the city on a promo trek. The station is currently riding the charts with "Patti Ann" on the Del Fi label. Shown (left to right) are Earl Glicken, Del Fi national sales manager, Neal McIntyre, Keith Morris, WHK's morning drive newscaster, Crawford, Scott Burton, another WHK jockey, and Jerry Spis, sales manager for the station.
Heap biggest Indian song since "Mr. Custer"... Plenty wampum here!

'Little Papoose'

Joe Barry

S-1745

SMASH RECORDS

Distributed by MERCURY RECORD CORPORATION
NEW YORK—New York University in cooperation with the National Academy of Recording Arts and Sciences currently is having a symposium on the arts and sciences of the recording industry. The program is specifically designed for all persons with a general and substantial interest in the recording enterprise and is presenting an overview of the basic issues and problems of the industry and some predictions of its future. The symposium boasts some of the outstanding luminaries in the wax business as speakers. The above photo shows (left to right) some recent speakers: Noted jazz singer Billy Taylor who acts as moderator for the symposium; Columbia’s Bill Gallagher who spoke on package goods; Liberty topper Al Bennett who talked on single records; Victor’s Alan Kayes who lectured on opera; Atlantic’s Nesuhi Ertegun who offered a talk on jazz; Victor’s George Avakian who spoke on instrumental pop and jazz; Columbia’s John Hammond who talked on releasing; Decca’s Israel Horowitz who lectured on chamber music and Vanguard’s Seymour Solomon who spoke on symphonic and instrumental music.

We’re Really In Orbit With

**“PATTI ANN”**
Johnny Crawford

Del-Fi 4172

“DO THE SURFERS STOMP”
Bruce Johnston
Donna 1357

“TWIST & FREEZE”
Bob Keene
Del-Fi 4174

The Next Big Chart Album!

**“THE CAPTIVATING JOHNNY CRAWFORD”**
Del-Fi 1220

DEL-FI/DONNA RECORDS 6277 Selma
Hollywood 28, Calif.

## Sure Shots

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

**“LOVE LETTERS”**
KETTY LESTER (Era 3068)

**“PLEASE DON’T ASK ABOUT BARBARA”**
“I CAN’T SAY GOODBYE”
BOBBY VEE (Liberty 55419) Pick of the Week—2/17

**“LOVE ME WARM AND TENDER”**
PAUL ANKA (RCA Victor 7977) Pick of the Week—2/17

**“YOU WIN AGAIN”**
FATS DOMINO (Imperial 5816) Pick of the Week—2/17

**“SOMETHING’S GOT A HOLD ON ME”**
ETTA JAMES (Argo 3409) Pick of the Week—1/20

**“SLOW TWISTIN’”**
CHUBBY CHECKER (Parkway 835) Pick of the Week—2/24

**“SOUL TWIST”**
KING CURTIS (Enjoy 1000) Pick of the Week—2/17

**“OUR ANNIVERSARY”**
SHEP & LIMELITES (Hull 748)

**“MASHED POTATO TIME”**
DEE DEE SHARP (Cameo 212) Pick of the Week—2/17

**“NUT ROCKER”**
B. BUMBLE & STINGERS (Rendezvous 166) Pick of the Week—2/3

**“WHEN MY LITTLE GIRL IS SMILING”**
DRIFTERS (Atlantic 2134) Pick of the Week—2/3

**“PATTI-ANN”**
JOHNNY CRAWFORD (Del-Fi 4172) Pick of the Week—1/13

**“YOUNG WORLD”**
RICKY NELSON (Imperial 5805) Pick of the Week—3/3
NEW FROM — “AFO” — “SUE” ...and loaded with profits for you!

Just Released ... A New Smash By

IKE & TINA
“TRA LA LALALA”
Sue 757

Breaking Out!

“MY LITTLE ANGEL”
Johnnie Mae Matthews
Sue 755

Making Noise!

“MAY I HAVE THIS DANCE?”
c/w

“SEARCHING FOR OLIVE OIL”
THE SENORS'
Sue 756

A Smash Follow-Up To “I Know”

BARBARA GEORGE
“YOU TALK ABOUT LOVE”
c/w

“WHIPOWILL”
A.F.O. 304

Picking Up Bigger Sales

“GETTING MARRIED SOON”
PRINCE LA LA
A.F.O. 303

Taking Off On CRACKERJACK

“I DON’T WANT TO BE LOVED”
(Not By Him)
c/w

“COME ON, LET ME TRY”
LINDA & THE DEL RIOS
Crackerjack 4005

SPECIAL ALBUM PROGRAM — 2 Free With Each 10 You Purchase!

I KNOW
Barbara George
A.F.O. 5001

IKE & TINA
TURNER’S
Kings of Rhythm
DANCE
Sue 2003

The Soul of
IKE & TINA
Turner
Sue 2001

STICK SHIFT TWIST
THE DUALS
Sue 2002

ORDER FROM YOUR LOCAL DISTRIB NOW!

725 Riverside Dr. N.Y., N.Y. 6-8811
Columbia Distribs Set Big Coast Promo For O'Hara "Irish" Album

HOLLYWOOD—A big dealer-deejay promotion has been kicked-off by the Columbia label's distributor on behalf of a new LP, "Maureen O'Hara Sings Her Favorite Irish Songs," timed for St. Patrick's Day.

About 30 full-scale window displays have been placed with dealers in Los Angeles, San Francisco, San Diego, San Bernadino, Bakersfield, Seattle and Phoenix. In addition to noting the album, each display contains a series of flick stills highlighting the performer's past and current films.

Along with the dealer tie-in, a concentrated push for coast airplay and several special radio promotions have been set up for the next three weeks by Bob Murphy, Columbia's regional promotion manager in the western area. Also, the star is scheduled for deejay appearances in the various cities where the window displays are showing.

The LP, produced by Irving Towns-end and Teo Macero, contains reper-toire chosen personal to the singer and features a collection of authentic Irish songs not generally known in this country.

Dave Wynshaw is the manager of Columbia's L.A. distributor.

Lois Van Dyne Named Promo Head Of Kramer Firm

NEW YORK—Miss Lois Van Dyne has left her past as producer and direc-tor of Seven Arts Record Productions Corp., this city, and has joined Gary Kramer's Jubilee Artists Corp., as di-rector of public relations.

Miss Dwayne, who in private life is the wife of music man Marty Craft, will also establish a jazz and pop de-partment for the firm, which now specializes in gospel talent.

Prior to her association with Seven Arts, Miss Van Dyne held a five year past with MGM Records.

ASCAP's McNamara Dies

NEW YORK — Daniel I. McNamara, editor of the ASCAP Biographical Dictionary, died last week (20) at the Mary Manning War de House, in New York City. McNamara was 76 years of age, and served the performing right society for 21 years.

Born in Tompkinsville, Connecticut, on October 23, 1885, he was educated in private schools in New Milford and Brookfield, Connecticut, and graduated from the Danbury High School. In 1908-09 he was general press rep-resentative and private secretary to the late J. Z. Poli of the New England circuit of theatres. In 1914, he served as managing editor of the Bridgeport, Connecticut, "Evening Farmer," one of America's oldest newspapers.

Before joining ASCAP in 1927, Mc-Namara served as promotion manager of King Features Syndicate.

Married to the late Anne S. King of Washington, D.C., Mr. McNamara is survived by his three sons, Daniel, Lawrence and John Michael.

A Requiem Mass was said at St. Augustinus Loyola Church in Manhattan last Friday (23). The body will be re-deposited at Campbell Funeral Home, also in Manhattan, after 7 PM Wednesday (28).

Decca Songster Will Tour S.A.

NEW YORK—After doing some ses-sions for Decca Records in New York, actor-singer Dick Kallman will em-phasize his work on a South American tour March 28, playing dates in Rio, Buenos Aires and Caracas.
IT TAKES ALL KINDS . . . TO INSURE STRONG, SOLID SALES . . . AND THEY'RE ON CHANCELLOR!!!

C-5025
Already breaking in New York, Boston, Buffalo, Chicago . . . it's AVALON at his most intimate and romantic. Serenades include favorites "Non Ti Scordar Di Me", "Anema E Core"; originals "Zingarella", "Italiano"

C-5023
One of the most unique albums and covers ever offered! The "ensemble" updates Dixieland evergreens "Jada", "Ding Dong Daddy", "Sweet Georgia Brown" with a thumpin' twist beat, all of it packaged in authentic burlap. Top outlets throughout the country report this potent display material is equated in heavy sales demand wherever it is shown.

C-5017
Busted wide-open in Baltimore! Here's all the white-hat excitement of an unmistakable sensation. "What'd I Say", "Saints Go Marching In", belted out by some of the most popular twist combos around.

C-5024
A hit even before its release, hear THE album the legion of FABIAN fans have been requesting and waiting for. Sure to create all the original fervor of "Tiger", "Turn Me Loose", "I'm A Man".

CURRENTLY RIDING HIGH, WIDE, AND HANDSOMELY

C-5018
17 past AVALON hits—on the charts for 14 weeks!

C-5021
George Young and his Revue blast wide open into an orbit of their own. Everyone welcomes, and a fine time enjoyed by all.

C-5022
A polished pro emerges in this album collection of new and old favorites . . . a style as satisfying as it is soluble" (SBI).

DISTRIBUTED BY ABC PARAMOUNT RECORDS, INC.
Smash At Sales Peak

CHICAGO—Smash Records wound up the biggest two weeks on singles and albums in the history of the label last week, according to Charlie Fach, vice president in charge of Mercury Records' special products division. Leading the parade is Bruce Channel's "Hey Baby #2" in Cash Box Top 100 chart this week. "Little Popoosie," a new single by Joe Barry, has "generated strength in several markets," according to "Guitar Boogie Shuffle" by the Virtuoso on a Sure Label, is "gathering steam," Fach said.

In the allied field, Smash is getting "strong call" for "Presenting Si Zentz: His Trombone and Orchestra, according to Fach.

Columbia To Cut Tchaikovsky's "7th"

NEW YORK—Tchaikovsky's newly discovered "Seventh" Symphony will be recorded this month by The Philadelphia Orchestra, under the direction of Eugene Ormandy, for Columbia Records. The work was first performed by The Philadelphia Orchestra on Feb. 16, at Philadelphia's Town Hall—the premiere of the Symphony in the Western Hemisphere. On Feb. 27, Ormandy and The Philadelphia Orchestra will give the work its first New York performance, at Carnegie Hall.

The "Seventh" is a reconstruction by the contemporary Russian composer, Serov, of Bogotryev of Tchaikovsky's original plans. Tchaikovsky began his sketches for the new symphony in 1895. After studying his material, he decided on a three-move- ment form, essentially a concerto of a symphony. Again he revised his plans, reducing the concerto to one movement. The work was published in this form, two years after his death, in 1897. Later the abandoned two movements were published, having been salvaged and orchestrated by the composer, Serov, Tchaikovsky's contemporary.

Bernie Katz, N.Y. Dealer, Dies

NEW YORK—Bernie Katz, partner with his uncle, Ben Katz, in the operation of Gaity Music Shop, one of New York's largest record retailers, died here on Thursday, Feb. 15, at the age of 43. A wife and two sons survive.

Charmer Named Promo Mgr. For Mercury Distrub

BALTIMORE—Hal Charmer has been appointed promotional manager for Joseph M. Zamoiski Company, distributor of Mercury Records in the Baltimore-Washington area.

Charmer replaces Howard "Chic" Silver, who has moved to Mercury's Chicago headquarters as national promotion manager.

Charmer has been with General Artists Corporation as a road man for the past five years. Previously he led his own orchestra and managed bands.

Set Big Twist Show For Pay TV

In addition to Checker and Dee, the program will also include appearances by the top 10 twist artists of the preceding week, as listed on the Top 100 of Cash Box.

Plans for the April 7 telecasts call for an afternoon performance to be seen in the eastern and central time zones, an evening performance to be carried from coast to coast, and a late show designed for western areas only.

Kahn said that the site of the shows would be announced at a later date.

He said that, in addition to large-screen locations, the programs will be offered to an as yet undetermined number of individual television subscribers through TV programs by cable from community antenna TV systems.

Kahn has been involved in many personal appearances by major performers, provided telecasts for artists in Australia. He promoted Checker's recent highly successful tour of Australia.

Checker himself will come to pay off the show after an engagement at the Copacabana in New York.

WB Inks 3 Vocalists

NEW YORK—Singers Johnny Nash, Cathy Carroll and Cornell Gunter, former lead singer with The Coasters, have been signed to the Warner Bros. label by Stan Applebaum, eastern A&R head.

Nash comes to WB after a long stint at ABC-Paramount, while Cathy Carroll recently made some noise on the Triangle label with "Jimmy Love." Lark's first outing for WB is called "The Young Ones."

In addition to the above, the label has picked-up two more from "Dear Old Teacher" by Helen La Croix and "I'll Never Ask" by Virgil Holmes, both of which have been rushed into release.

Applebaum is maintaining an open policy on recording talent and material. New talent is expected to be added to the label soon.

Bigtop To Continue Releasing Singles By Cliff Richard

NEW YORK—Star English songster Cliff Richard, in-lin with Bigtop Records is not a one shot deal, as reported in last week's Cash Box. "A Morning Like This," which the label will release Richard discs on a continuing basis. Bigtop's first outing from the artist is his current English smash, "The Young Ones."

Irv Jerome Exits Continental For Bell Sound

NEW YORK—Irv Jerome has left his recent promotional post at Continental Records to become sales veep at Bell Sound Studios, this city. Before coming to Continental, the veep was held veep posts at the Capitol and MGM labels.

New Label Formed By Stan Soifer

NEW YORK—Stan Soifer, formerly of Apple N. P. E. and Columbia depart- ments at Laurie Records, has left the label to set up his own distribution company. The new firm will be called Popular Records, located at 1697 Broadway, this city. The first release, out today, is "Ko-ko's "Am I a Doo-" and "Ain't That Alright." Label is on the lookout for new masters and material.

Breaking big nationally!

"YOU LIED" Joanie Taylor

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Bill Courtney
Versatile 109

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MARY WELS
"THE ONE YOU
REALLY LOVES YOU"
Motown 1024
Motown Records

1967 MATRIX
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**Cash Box Best Selling Albums**

Compiled by Cash Box from Leading Retail Outlets—March 3, 1962

**Also available in Stereo**

**Also available in LP**
"STAR SPANGLED MARCHES"—Andre Kostelanetz—Columbia CL 1718
The Kostelanetz baton leads a free-flowing swing of some bright and brassy marches on this Columbia LP. Set includes standard march items such as "Stars And Stripes Forever," and "Washington Post March," plus electrifying arrangements of "Seventy Six Trombones" and "Strike Up The Band." Disk's colorful and blazingly alive sound ranks it as an excellent band wax.

"DINO"—Dean Martin—Capitol ST 1659
Dean Martin lends his rich, lyrical voice to a topsy-turvy collection of romantic Italian ballads on this easy listening set from Capitol. Apart from a few passages that are rendered in Italian, all the tunes here are sung in English. Gus Levine's orch featuring strings, mandolin, accordian and a group of lovely voices provides a perfect backing for the songster's renditions of "Just Say I Love Her," "Return To Me," and "On An Evening When." Disk, a swell pop-jazz set, makes come asset with all the chanteur's many admirers.

"SOPHISTICATED LADY"—Julie London—Liberty LST 7203
The marriage of the Julius Hyman vocal charm of Julie London are shown at their best advantage on this fine album of standards from Liberty. Disk offers the kind of easy listening pleasure that has taken the trash out of the upper reaches of stardom. With super range and pitch Julie reads "Blame It On My Youth," "Bewitched," and "When The World Was Young." London fans should really dig this one.

"DROWN IN MY OWN TEARS"—Don Shirley—Cadence CLP 3597
Kicking off with the LP's tag "Drown In My Own Tears," Don Shirley pays a musical tribute to Ray Charles with an honest, feelingly interpreted version of the gospel sturdie. Shirley's keyboard artistry is further evidenced on this Cadence offering with eleven other superbly essayed items including "I Got Rhythm" and an original piece entitled "Amor.""Disk is "Seventeen," "Star Dust," "Happiness." The disk is a swell pop-jazz set, and a come asset with all the chanteur's many admirers.

"JANE MORGAN AT THE COCOANUT GROVE"—Dot 12069.
Jane Morgan demonstrates that she can generate an immediate empathy with her audience by remarkable this album titled "live" at Hollywood's Cocoanut Grove. Lark's style has an unforced tonal quality that makes it a pleasure to listen to as she reads "Fascination," "I Love Paris," and "Moonlight Bay." The disk is the professional hand of Dick Hazard. Top-notch LP.

"LIVE IN PERSON"—Lou Monte—Reprise R 6014
Lou Monte offers up an enjoyable session of and stories on this Reprise disk recorded "live" in a Long Island night club. Monte is both a humorist and an accomplished balladeer and his brassy, warm and engaging delivery style carry him in good stead on the set. LP contains such favorites as "Darktown Strutters' Ball" and "16 Tons" and of songs titled "Self-Portrait Of Lou Monte At Home.

"I CRY BY NIGHT"—Kay Starr—Capitol ST 1613
An intimate sophisticated set, sixties swing softly behind Kay Starr on this superimpose package of evergreen ballads. Thrush turns in one of her best performances to date on the set utilizing all of her electric, throbbing vocal assets to good advantage. Some extremely listenable bands here are "More Than You Know," "Nevertheless," and "I'm Still In Love With You."
A Sensation!

RICK NELSON'S
NEW SMASH L.P.

ALBUM SEVEN
BY RICK

IMPERIAL RECORDS
IN CANADA • LONDON RECORDS, LTD.

LP-9162
“JERRY KENNEDY’S DANCING GUITARS ROCK ELVIS’ HIT Songs”—Smash SR 4674
Jerry Kennedy pays an attractive musical tribute to Elvis Presley on this Smash album containing instrumental versions of the chart’s previous triumphs. With an able assist from a chorus, that joins in sana-lyric, the Kennedy group offer first-rate arrangements of “Love Me Tender,” “Heartbreak Hotel,” and “All Shook Up.” Set looks as powerful package for teens.

“MEXICO WITH LOVE”—Jo Basile—Audio Fidelity AFSD 2940
Jo Basile dishes up a collection of popular Mexican melodies on this extremely appealing disk from Audio Fidelity. Basile gives proof positive of accordion virtuosity by rendering the selections here with tremendous range and melodic scope. Backed by his band, the accordionist comes through with some exciting arrangements of “La Bamba,” “La Raspa,” and “El Bancho Grande.” LP looks as a sure noisemaker for Basile.

“SIR CHARLES ROCKIN’ RHYTHM”—Columbia CL 1663
Here is a generous helping of the relaxed, easy side of the Sir Charles gang. The CD’s easy CD gives the organ with a low-key, genial and attention-getting fashion on this thoroughly enjoyable session. The tunes include a group of standards such as “Cow Cow Boogie,” “Sentimental Journey,” and “Baby, Won’t You Please Come Home.” Disk is sure to make some noise with Sir Charles’ followers.

“HUGO WINTERHALTER GOES HAWAIIAN”—RCA Victor LPM 2117
The 50th entry is the subject of Hugo Winterhalter’s interest in this warm-hearted group of Hawaiian songs. Orkster has arranged eleven tunes to fashion a musical portrait of the Islands. The Winterhalter distinctive brand of musical magic is uncovered as the orchestra reads “‘Isle Of Paradise,” “Sweet Lelliani,” and “To You Sweetheart, Aloha.” Top-rung listening enjoyment throughout.

“SIN CITY STINGS AND SUGAR SACKS”—Sammy Kaye—Decca DL 71215
Sammy Kaye unleashes his orchestral talents full-blast on a group of popular romantic tunes on the foraged-for-dancing album from Decca. Orkster is in his expected superior form on the set. Luxurious arrangements such as “I Don’t Know Why,” “Don’t Blame Me,” and “What Is This Thing Called Love” make for terpsichorean delights. Superior disk for either dancing or programming purposes.

“BOO HOO HA-HA”—Kay Ballard—United Artists UAS 6165
Here’s a first-rate album which beautifully showcases the versatile talents of Kay Ballard. The lady, who has had wide exposure in clubs, TV and on Broad)); proves that she has the necessary skills to project her distinctive vocal charms on a disk. Thrush renders a varied group of sturdies including ballads and up-tempo forms. Highlights of the LP are “All Alone,” “Mad About The Boy,” and “Little Kid Sister.” Set should pull coin with all Ballard admirers.

“FLAMENCO VIRTUOSO”—Mariniano Cordoba—Capitol SP 8571
Mariniano Cordoba attacks eleven flamenco pieces with a free-flowing passion that is based in a sincere love of music on this top-notch Capitol entry. Guitarist has captured all the fire and pride of the Andalusian spirit as he goes through the intricate pieces of popular melodies like “Grandada,” “Cieleta Linda,” and “Zorongo Gitano” with exceptional verve and style. Superior flamenco flavor.

“A SLICE OF LIFE”—Porter Wagoner—RCA Victor LP 2417
Porter Wagoner’s top-drawer country talents are beautifully showcased on this RCA Victor album of ballads and weepers. The chart is in fine form as he injects the necessary feeling and emotion to the tunes that he renders. Some extremely listenable tracks on the set are “My Name Is Mud,” “Yellow Rose,” “Loud,” and his current hit “Misery Loves Company.” Disk should attract a posse of the songster’s fans.

“The Sound of Spirituals”—Echoes Of Zion—SBN 7208
The Echoes Of Zion were founded twenty-four years ago in Atlanta, Georgia. Throughout the past quarter of a century the group has toured the U.S., winning countless admirers for their moving, inspirational rendering of gospel favorites. The Smash disk showcases the voices singing gospel tunes like “When Jesus Comes,” “Tell God,” and “Walk Right In.” LP could prove popular in many markets.

“Midnight In Moscow”—Eddie Condon— Epic LA 16021
One could count the success of Kenny Ball’s hit with “Midnight In Moscow,” Eddie Condon and the Dixieland All-Stars tag this album dixie delights after the current ball chart-rider. The boys form a cohesive musical unit as they render splendid renditions of “Meadowlands,” “The Javanese Dance,” and “The Sheik Of Araby.” Jazzophiles should come out in force for the package.

“Swing Low, Sweet Clarinet”—Woody Herman—Philips PHS 600-001
Woody Herman has carved a secure niche in jazzdom’s hall of fame through his previous efforts. This new Philips release offers evidence to the fact that he can walk as sweet as ever. The unpretentious, honest sounds of the Herman clarinet read a group of sturdies with style and gusto. The section really swings as the jazzman and crew offers “Sweet Lorraine,” “Blue Moon,” and “Mood Indigo.” LP could step out sales-wise.

“DEARLY BELOVED”—Stanley Turrentine—Blue Note 1051
Stanley Turrentine’s tenor sax is superbly coupled with the professional talents of Little Miss Cott on organ and Roy Brooks on drums on this delightful, swinging session of mood pieces from Blue Note. Turrentine proves himself to be an accomplished musician as he renders a group of sturdies with style and individualistic rhythmic treatments. Best bets here as “My Shining Hour,” “Troubles Of The World,” and the Jerome Kern-penned title tune, “Dearly Beloved.”
The label with an exciting future.

"Headin' Home" is headin' for the hit parade in charts all over the world.

A driving dance beat with the magnificent orchestra of revolutionary orchestrations. Don Costa's

Conducted by Juan Del Oro

HEADIN' HOME

DON COSTA'S ORCHESTRA—94 MEN

BIGGEST DANCE LAUNCHING THE WORLD'S
“JERRY KENNEDY’S DANCING GUITARS ROCK ELVIS’ HIT” — Jerry Kennedy pays an attractive musical tribute to Elvis Presley on this Smash album containing instrumental versions of the chanteur’s previous triumphs. With an able assist from a chorus, that joins in unison, the Kennedy gang offer finger-style arrangements of "Love Me Tender," "Heartbreak Hotel," and "All Shook Up." LP looks as powerful package for teens.

“MEXICO WITH LOVE” — Jo Basile: Audio Fidelity AFSD 2946
Jo Basile dishes up a collection of popular Mexican melodies on this extremely appealing disk from Audio Fidelity. Basile gives proof posit of accordian virtuosity by rendering the selections here with tremendous range and melodic scope. Backed by his ork, the accordianist comes through with some exciting arrangements of "La Bamba," "La Ranchera," and "El Ranchero Grande." LP looks as a sure noisemaker for Basile.

“SIR CHARLES ROCKIN’ RHYTHM” — Columbia CL 1663
Here a generous helping of the relaxed, easy side of the Sir Charles plays the organ with a low-key, genial and attention-getting fashion on this thoroughly enjoyable session. The tunes include a group of standards such as "Cull Cow Boogie," "Sentimental Journey," and "Baby, Won't You Please Come Home." Disk is sure to make some noise with Sir Charles' followers.

“HUGO WINTERHALTER GOES HAWAIIAN” — RCA Victor LPM 2417
The 80th state is the subject of Hugo Winterhalter's interest on this warm-hearted group of Hawaiian songs. Orkster has arranged eleven tunes to form a charming musical portrait of the Islands. The Winterhalter distinctive brand of musical magic is uncovered as the orchestra reads "Isle Of Paradise," "Sweet Leilani," and "To You Sweetheart, Aloha." Top-rung listening enjoyment throughout.

“SEXY STRINGS AND SUBTLE SAXES” — Sammy Kaye: Decca DL 74215
Sammy Kaye unleashes his orchestral talents full blast on a group of popular romantic tunes on the geared-for-dancing album from Decca. Orkster is in his expected superior form on the set. Individualistic arrangements such as "I Don't Know Why," "Don't Blame Me," and "What Is This Thing Called Love" make for top-notch delights. Superior disk for either dancing or programming purposes.

“BOO HOO HA-HA” — Kaye Ballard: United Artists UAS 6165
Here's a first-rate album which beautifully showcases the versatile talents of Kaye Ballard. The lark, who has had wide exposure in clubs, TV and on Broadway, proves that she has the necessary skills to project her distinctive vocal charm on a disk. Thrush renders a varied group of popular melodies like "Granada," "Cielito Linda," and "Zorongo Gitano" with exceptional verve and style. Superior flamingo disk.

“FLAMENCO VIRTUOSO” — Mariano Cordoba: Capitol SP 8571
Mariano Cordoba attacks eleven flamenco pieces with a free-flowing passion that is based in a sincere love of music on this top-notch Capitol entry. Guitarist has captured all the fire and pride of the Andalusian spirit as he goes through the intricate faces of popular melodies like "Granada," "Cielito Linda," and "Zorongo Gitano" with exceptional verve and style. Superior flamenco disk.

“A SLICE OF LIFE” — Porter Wagoner: RCA Victor LP 2417
Porter Wagoner’s top-drawer country talents are beautifully showcased on this Victor album of ballads and weepers. The chanteur is in fine fom as he injects the necessary feeling and emotion to the tunes that he renders. Some extremely listenable tracks on the set are "My Name Is Mud," "Dreamboat Rag," "Cryin’ Loud," and his current hit "Misery Loves Company." Disk should attract a posse of the songster's fans.

“THE SOUND OF SPIRITUALS” — Echoes Of Zion: SSS 6224
The Echoes Of Zion were founded twenty-four years ago in Atlanta, Georgia. Throughout the past quarter of a century the group has toured the U.S., winning countless admirers for their moving, inspirational renditions of gospel favorites. The Smash disk showcases the voices singing gospel tunes like "When Jesus Comes," "Tell God," and "Walk Right In." LP could prove popular in many markets.

“JAZZ PICK OF THE WEEK” — Eddie Condon: Epic LA 16024
Clicking in on the success of Kenny Ball’s hit with "Midnight In Moscow," Eddie Condon and the Dixieland All-Stars tag this album dixie delights after the current ball chart-rider. The boys form a cohesive musical unit as they render splendid renditions of "Meadowlows," "The Jassna," "The Shells Of Arabia." Jazzophiles should come on in force for the package.

“SWING LOW, SWEET CLARINET” — Woody Herman: Philips PHS 600 001
Woody Herman has carved a secure niche in jazzdom's hall of fame through his previous efforts. This new Philips release offers evidence to the fact that he can just as sweet as ever, at his unpretentious, honest sounds the Herman clarinet read a group of bylines that are neat and gun. The session is really swing as the clarinet and crew offers "Sweet Lorraine," "Blue Moon," and "Mood Indigo." LP could step out sales-wise.

“DEARLY BELOVED” — Stanley Turrentine: Blue Note 4081
Stanley Turrentine's tenor sax is expertly coupled with the professional talents of Little Miss Coot on organ and Ray Brooks on drums on this delightful, swinging session of pieces from Blue Note. Turrentine proves himself to be an accomplished musician as he renders a group of tunes with skilled and individualistic rhythmic treatments. Best bets here as "My Shining Hour," "Troubles Of The World," and "The Jerome Kern-penned title tune, "Dearly Beloved."
The label with an exciting future

"Headin' Home" is headin' for the hit parade in charts all over the world.

A driving dance beat with the magnificence of revolutionary orchestration. Don Costa's

Conducted by Juan Del Oro

Headin' Home

Don Costa's

Orchestra - 94 Men

Biggest Dance

Launching The World's
Cash Box

RECORD RAMBLINGS

NEW YORK:
Herald-Examiner's Al Silver & Hal Percher enthusiastically report that there are bright prospects on a host of hits that include Joanie Taylor's "You Lied," Jay Dee Bryant's "I Could Have Cried" (both Herald), Johnny G. Good's "I Feel Your Love Growing Cold" (Ember), Jack Gale's "High School Deck Of Cards" (Trojan) and the Herald LP, "Pot Of Golden Goodies," by various artists... Kapp execs quite excited on Janie Morgan's newest, "What Now My Love," which was translated from the French hit, "Et Maintenant." Composer is Gilbert Becaud, the man who clobbered "The Day The Rain Came."... Lark Diane Payne, recently returned from a sensational 9 month run in Miami Beach, was in the personal manager's suite by Joe Fontana, Handling PR'll be Morse-Gurtleman... Brook Benton, whose new single Mercury smash is "Walk On The Wild Side" (his soon-due LP's tagged "Brooks Along With Brook") set for a flamingo in Vegas 3/15/41 stand... Erroll Garner, who's out with the ABC-distributed Octave LP, "Close-Up In Swing," guest-tints on the 2/22 NBC-TV'er, "Play Your Hunch." Artist was a hit at a recent pa, at Korvette's in Hartford. Mai Haverman's publicity office has inked pacts with Columbia's Tony Bennett (who starts at the Copa come 3/1) and Pearl Bailey.

Murray Deutch, VP and national promo director for Jubilee-Jones, let it be known that the outfit is now distributing the Tempwood and Hope lines.

Debbie Miller, personal rep for Milton Feist, items that Tony Lawrence'll be up and down the east coast making the TV wax hops with his Jude outing, "I Need Somebody." He's also been set for a Town Hall concert in April. South Fallsburgh's Pines Hotel expecting to help in bringing back the name bands with their big new Persian Room niteclub. Tunesmith Harry Fenton has high hopes for a disk revival of his "It's All Over But The Crying."... Vaughn Monroe makes his dramatic move on the 3/4 "Bananza" NBC-TV'er.

Publisher George Pincus, who's currently riding with Dinah Washington's "Teens And Laughter" (Mercury), winged out to L.A. last week to visit with various disk and pic outfits... Danny Winchell dropped by with a trio of LP plugs—the "Kevamba" Capitol original-caster, Leon Bibb's Columbia date and Gerald Wilson's Pacific Jazz stand... Shelly Martin, former band vocalist now on her own, signed to an Encore disk pact and a Hyl Green personal mgmt. pact... The John Coltrane Quintet, Betty Carter and Clara Ward's Gospel Singers in a Monte Ray Jazz Theatre Concert Series show at the 92nd St. YM-YWHA on 2/28... Personality plugger Jean Bennett types that two tunes, "The Hully Gully" and "Truck And Trailer" (from the Flares' "Encore Of Footh stomping Hits") will be the group's next Fossa outing... "T.J." Tom Johnson, record-hopping at St. Catherines, Our Lady Of Perpetual Help, L.I.M. and St. Anthony's Churches, reports great reception to Epic's Donnie & The Delmonds, King's Bobby Whalen, Valentines' Billy Vera, Up-Beat's Pat Falli, that the Drifters are starting to move out with "Whole Lot's A Smiling." Both are Atlantic dates.... Dave Seigl long-distanceing from Columbus, Ohio, to the "Two Empty Arms" is taking off in the Cleveland area.... Phil Terry, proxy of the Phil's-o-lennium's "Tales Of The Orient" and on a national promo trek in behalf of Pete Bennett's newest, "St. Louis Blues," Pete, meanwhile, heads up a sock twist revue, every Friday nite at Grand Central Arena... a spot— where entertainment director and booker, Jerry Weiss, has been doing a great job... Joanne Engle's been set for the 3/8 Joe Franklin TV'er to do her Dance Along with "I Had The Craziest Dream" and "Para chute Jump.".... One-name songster, Emericks out with a vocal version of "Marie, Marie" on Laurie... Pat Falli's been doing his latest hit, "You're All Of My Life," at a host of N. J. nite spots.... High up on (father again) Morty Wax's plug list are Bobby D'Amo's "Casa D'Amore" and the Continental Cousins' "Paris Peppermint Twist" (both Palatine), Renee Roberts' "I Want To Love You" (New Phoenix) and Reggie Franklin's "There's A Little Bit Of Virginia In Ya" (Arcadia).

Milton Karle, N. Y. and eastern promo man for Chronox, notes that the label's 2nd LP release'll be Bill Cunningham's "I'm A Crying Rainbow,"... Correction dept.: In the 2/17 CB issue, ad for Eve Records should have read 700 South Dearborn St., Chicago, Ill.; The Fair Record and the group's next record, omitted the address—which is 8417 La Palma, Buena Park, Calif.; The Lady Of Perpetual Help, L.I.M. and St. Anthony's Churches, reports great reception to Epic's Donnie & The Delmonds, King's Bobby Whalen, Valentines' Billy Vera, Up-Beat's Pat Falli, that the Drifters are starting to move out with "Whole Lot's A Smiling." Both are Atlantic dates.... Dave Seigl long-distanceing from Columbus, Ohio, to the "Two Empty Arms" is taking off in the Cleveland area.... Phil Terry, proxy of the Phil's-o-lennium's "Tales Of The Orient" and on a national promo trek in behalf of Pete Bennett's newest, "St. Louis Blues," Pete, meanwhile, heads up a sock twist revue, every Friday nite at Grand Central Arena... a spot— where entertainment director and booker, Jerry Weiss, has been doing a great job... Joanne Engle's been set for the 3/8 Joe Franklin TV'er to do her Dance Along with "I Had The Craziest Dream" and "Para chute Jump.".... One-name songster, Emericks out with a vocal version of "Marie, Marie" on Laurie... Pat Falli's been doing his latest hit, "You're All Of My Life," at a host of N. J. nite spots.... High up on (father again) Morty Wax's plug list are Bobby D'Amo's "Casa D'Amore" and the Continental Cousins' "Paris Peppermint Twist" (both Palatine), Renee Roberts' "I Want To Love You" (New Phoenix) and Reggie Franklin's "There's A Little Bit Of Virginia In Ya" (Arcadia).

are you ready?

Dean Martin's on Reprise!

CONNIE FRANCIS

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STereo
PERSuasive PeRcuSSION
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(Command Rs 830 SD)

OTHER HICKORY HIT!

SAMMY SALVO
FRENCH POODLE
HICKORY 1161

Mass Autograph Session

ONTARIO—Conway Twitty recently brought out a crowd of 300 teens for an autograph session at a local supermarket. The top photo shows the chanter leading the crowds. In the second shot he is posing in a somewhat secluded spot in the store. Twitty's current MGM etching is "Portrait Of A Fool."

Liberty Declares Extra Dividend

NEW YORK—Liberty Records has just declared an extra dividend of 10¢ per share on its common stock for payment on March 15. There was no extra dividend a year ago.

Cash Box

Record Ramblings

HOLLYWOOD (CONT.)

Cecil "Count" Carter has taken over personal management of Johnny Moore and His Three Blues...

New Orleans based, Venice Records, has set into national release, via Circa distribution, a Bobby Rydell twist record cut a few years ago, called "Hunny, Happy..." Bret Kennedy of Merit Distributors running with a new Donna record of "Hey Fool" by fifteen year old Brenda Hall... (Continued) which looks as though it could be a winner.

Harvey Geller, who switched to free lance promotion eight months ago, has added the Four Lads, now on Dot Records, to the talent and publishing firms he represents on the coast. By song crew, Geller also handles coast promotion for Guy Mitchell, Doris Day, Joy Records and the Joy, Dominon and Smidmore and Daywin pubberies... . Lionel Hampton promoting "Hammer's Twist"... a Glad label, also has another Twist, "The Fabulous Flamingo Twist" in honor of the Vegas Hotel where he is now appearing... Anita Bryant, Columbia recording artist, appeared as guest star on NBC-TV's "Today" show 2/23 to promote her current release "Sleepin' Steppin'." Vocalist Tony Brent to star in a Hansen Productions film for Mason Products Co.

"Someone's In The Kitchen With Dinah" (both Atlantic), Vinnie Monte's "One Of The Guys" (Juliblu), and Joey Dee's "Hey! Let's Twist" (Roulette)... With Mainline's Buzz Curtis it's Jerry Butler's "Tale of Sinners" (VJ), Bobby Martin's "You Made Me Love You" (Town & Country), Bobby Bland's "Blue Moon" and "Jelly Jelly Jelly" (Duke duot and the Re- mains' "Only You" (Wand) among others.... Bob Heller's Flying distrib has been handled to promote the Lyric Record rack line. Bob sees his #1 breakout deck is the Dynamics' "Blind Date" (Liban) and that following right behind are Hoy Smith's "My Love" (Ace) and Jennell Hawkins' "Moments" (Atlantic). .. . Happy go-lucky Saul Lampert's telegram that "Oh Delilah" by Neil Sedaka on the Pyramid label in town... High up on Ted Kemnon's Columbia hit list are Anita Bryant's "Step By Step," Johnny Mathis' "Sweet Thursday," Mike Clifford's "Mary" and Jerry Butler's "Blue Water Line." ... Frank J. Pingatore letters that Steve Gibbon & the Red Caps have been on fast moving twist revue nite-after-nite at the Latin Casino without tiring due to Uncle Al's "Twist cables... . . .

Chancellor's Carlo Gerace back in town following a highly successful


SAN FRANCISCO--Troy Wigg and Mark Ford, both KROY, Sacramento, are credited with the heavy Coast activity on the Regatta record, "Bongo Love" by the Vol-Chords. Chuck Cierro, head of D-M Record Sales, reports disk as one of his top sellers... . Judi Jacobsen of Acme Sales, notes heavy action on local release, "True Love Is Hard To Find" by Mitch Myron (Bays-Tone)... . Arthur Alexander's "You Perform On Me" (Dot) shows up Hugh Brutton's New Sound for a long time.

SAN JUAN--Tony Rivera postcards that Audio Fidelity has named his Portaleza album exclusive distrib for the Puerto Rico area.

IRVING, TEXAS--Marvin Montgomery, singer of the legendary Bruce Channel, who is smashing big with his "Hey! Baby" on the Smash banner, according to his mgr. & sny. Margaret Cobb.

BALTIMORE--Hal Charm, new promoter for the Longines-Hall D.C. area, notes that the label's hottest sellers down that-a-way are Patti Page's "Go On Home," Clyde McPhatter's "Lover Please," Brook Benton's "It's Just Like Being Home," Ray Washington's "Tears And Laughter" and Leroy Van Dyke's "If A Woman Answers..."

NOW ON THE CHARTS

The New Smash By
JOEY DEE & The Starlighters

"HEY LET'S TWIST" &
"ROLY POLY"
R-4408

RECORD CHARTS"}

"THE PRISONER'S SONG" and
"THEM THERE EYES"
Adam Wade
Cred 366

SINATRA & STRINGS
FRANK SINATRA
(Reprise R 1004; R 9 1004)

ALBUM SURE SHOTS

Available in stereo
Available in ep
Herb Mayer Heads
Sales At Bel Canto

NEW YORK—Herb Mayer has left his post as sales head of Columbia tapes to assume the same position for tape issues from Bel Canto. Mayer's first assignment is the handling of 12 new March releases from the firm, four-track stereo editions of LP releases from the Mercury, Dot and Liberty.

From Mercury: "It's Easy to Dance with Florian Zabuch"; "Golden Goodies," various artists; "Twist with the Stars," various artists; "Rossini Overtures," the Minneapolis Symphony conducted by Antal Dorati; "Wienerwalzer Paprika," The Philharmonic of Hungary conducted by Dorati; "Golden Hits—More Golden Hits," Eddy Howard (twin-pack); "Slatin' with Layton—Better Layton Than Ever!"

Dot is represented with "Million Sellers, More Million Sellers," Johnny Maddox (twin-packs); "The Andrews Sisters' Greatest Hits"; "Greatest String Band Hits," Billy Vaughn.


MGM Fills 3 Posts
In Classical Division

NEW YORK—In line with the MGM label's new tie-in with Deutsche Grammophon, beginning April 1, there have been three new appointments to the diskery's classical division.

They are Gould Cassal, editorial and production manager; Ernest Coleman, national sales manager; and Jack Romann, national promotion manager.

The execs, all with backgrounds in classical records, will report directly to Leo H. Kepler, director of the classical division.

Cassal entered the disk business in 1953 and was instrumental in the formation of Angel Records, supervising editorial, production and programming activities of the label.

Coleman has had wide experience in sales and promotion during his 17 years in the music business. Prior to joining MGM, he was regional promotion manager for Columbia Records.

Romann holds Bachelor and Master degrees from the Juilliard School of Music and studied in Europe as a Fulbright scholar. Most recently, he served as Eastern promotion manager for classical albums for both Angel and Capitol.

Civil War Display

John Woolford, Mercury's classical division sales manager, looks pleased about this impressive display that was part of a two-day promotion held at Gimbel's Department Store in Milwaukee. Prepared under the supervision of Gimbel's record buyer, the display is themed to Mercury's "The Civil War. Its Music and Its Sound," as a tie-in with the entire offering of classical albums.

New and Great!

"GET A LITTLE DIRT
ON YOUR HANDS"

Bill Anderson
(Disco 3155)

Mr. Acker Bilk
"STRANGER ON THE SHORE"

Atco 6217

Philadelphia—Artha Franklin, who is currently making noise with "I Surrender Dear" and "Rough Lover" on Columbia, recently guested on Bill Curtis' WHAT radio show.

Judy Lynn Is UA's Initial Country Lark

NEW YORK—The United Artists label's country division has its first lark in Judy Lynn, who has just been signed to a term pact.

The label is releasing its first single by country star George Jones this week, with an LP to follow.

Amra is U.S. Rep for Argentine Clearing House

NEW YORK — The American Mechanical Rights Agency (AMRA) has announced the signing of an agreement with SADAIC, the Argentine Society of Composers & Publishers, whereby AMRA will begin acting as the agent for the collection mechanical royalties in the U.S. and Canada for SADAIC. AMRA represents GEMA, the German society.

Correction On Looking Ahead Listing

NEW YORK—In last week's (24) Looking Ahead section, the David Carroll dishing of "White Rose of Athens" (Mercury) was incorrectly listed in the #19 spot. That position should have been the Nana Matsuurie vocal on Riverside.

Wide Range Of Talent Set For Coast HiFi Show

SAN FRANCISCO—A varied entertainment bill ranging from the big to the twist—has been set for the second annual combined Home & High Fidelity Show March 7-11 at San Francisco's Cow Palace.

In addition to the major attractions of the 1959-60 Conservation Award-winning Band of the San Francisco Opera Guild will present "Die Fledermaus," while later in the evening there will be the first of three nightly demonstrations and contests on the twist.

Folk singer Stan Wilson will perform Thursday (8) and Friday (9) nights. On Sat., March 10, singer Billy Eckstine will share the spotlight with the Pacific Ballet, which will perform to stereo music on four-track tape. The Lamplighters will give "H.M.S. Pinafore" Sunday afternoon (11).

The show, which will have more than $3 million in high equipment on display, is sponsored by the Magnavox Recording Industry Association (MRIA).
Jose T. Muñoz, manager of Gamma Records, announced a reorganization of the company. From now on, Gamma Records will not record anywhere in Mexico, but will instead focus on the promotion of the recording companies it represents in Mexico, Gamma, at the moment, handles Atlantic, Cameo, Parlophone, United Artists, Cadence, ABC Paramount, Barclay, Hispa-Vox, and many others. Gamma's best seller the past four years has been Elodia. Panama, Chubby Checker, Paul Anka, Sarita Montiel, Monna Bell and Raymond Lefrere, Miss Bell, Bebo Valdez and Javier Vega, Gamma artists, will receive from now on in Spain under the Hispa-Vox label and of course, Gamma will sell their recordings in Mexico, fair that will take place in this city, and, at the same time, to study our electronic systems, the new equipment Gamma purchased for its recording sessions which is being mounted in Instanbul, Turkey and probably will continue its tour to other countries before returning to Mexico.

Pianist singer Júlia music at Columbia Records and her Spanish version of “Lolita Pop” and a new song named “Las Chicas De Hoy (I Thank You)”. Júlia is also performing at theaters and is finishing her first picture.

Andy Russell, who one day in a store was working devoted his time to music, is the star of “El Yate” TV show. This series won’t last more than five weeks, because Andy has to go to Argentina in April with chorangrapher Constanza Hoel to perform on another TV show and by July, he has to appear again in Spain. France and England, Andy also made some arrangements with Orfeón Records to record two albums for Ronrise.

In Mexico from France is Pierre Vioen, general technical director of French record labels, respectively, of France, who is to become the new star of this show, besides Vargas, are Paco Malgoño and Chinu Herrera.

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Mexico's Best Sellers


Anita Lindblom Awarded A Gold Disk

At the request of the Tax Administration Agency to reduce retail prices on disk records immediately, most manufacturers and retailers and the stores met Feb. 7 to discuss the possibility.

This price cut proposal was issued along with the recent cabinet division of a 10% tax reduction effective on April 1 (see our story last week).

The core of the request is to lower 5% (15 yen) the price per disk (of smaller than 7.8 cm in diameter—means single records which sell at 300 yen on an average). If manufacturers make up their minds to accept the offer, government will allow a special case in which tax is imposed upon products when they come out of disk, Mexico and tax products immediately after leaving factories. Reaction from manufacturers’ sides is rather negative but somewhat confused when searching for the final attitude.

The obstacle is that this takes much expenses (well over 50% of 15 yen for them) to be carried out. But there lies one reason here to check the proposal, tax-reduction would go into effect, anyway.

Fire broke out in the organ painting factory of Zen-On Music Instruments Co., Ltd., Feb. 10. The factory and drying warehous were burned down. Cause is under investigation. Zen-On is the third largest instruments manufacturer in Japan and has factories in Western, central area, is known as the center of musical instruments products.

Columbia Records division announced the following changes which went into effect March 1, 1962. The company will divide its factories’ branches or distribution offices (these branches or offices can be considered as distributors in US industry). This measure, if manufactured accepts will be effective only in Japan. According to the changes factories, Mexico, Columbia Record Company, and factories in the Philippines, probably in March (in our market, products are transferred directly from the factory to the branches from where the retail stores get them. After tax products are delivered immediately after leaving factories).

Manufacturers are asking the Ministry of Industry and Trade Industry these days not to liberalize trade on disks until the industry can be well equipped with “the cut for production cost” to meet with foreign diskiers. This makes manufacturers reluctant to turn down the offer immediately. Nevertheless, tax-reduction will go into effect, anyway.

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EMI has acquired the recording rights of the new Lionel Bart musical "Blitz!". Releases, probably on the HMV label, will coincide with the show's West End premier in May. Plans include the complete vocal score plus incidental music. The score, which is to be extensive single coverage of "Blitz!" by such artists as Shirley Bassey, Vera Lynn, Merv Griffin, Cliff Richard and Edith Piaf, by Peter Silvester, The King Brothers and the Tony Osborne Orchestra. An additional LP of "explosive and exciting ideas" entitled "Blitz, Blitz and Barry," is to be produced by Bart with assistance from John Boyden.

Deutsche Gramophon (Great Britain) Ltd. reports a substantial increase in sales of all marks in 1961. Success of the DGG yellow label (classica) is largely due to the addition of international artists such as Vass Karaslan (conductor), Koussevitzky (conductor) and his Symphony Orchestra. Promotional methods were applied to the Archive label (pre-classical recordings). The Singer was discontinued three years ago by John Boyden, production, which now totals 7 LP's, has been confined to works which would be commercially unfeasible for major labels.

The disk, including Bach's sonatas for violin and clavier and Rameau's Biblical Sonatas played by Colm Tilney. A recent and popular addition is an LP of authentic 18th Century military music by the Band of the Royal Military School for Girls, for whom Tilney is Bandmaster.

The disk is being several million copies of "Lonely Sunday" by Tryfan Records now as guests of Fournier, Lynn, Silvester, and others.

In London, Belinda's new single, "I'm Not A Girl Without A Heart" has been released, and the label has planned four LP's for the year. Three of these will be by Barbra Streisand, Annette Funicello and Patti Page, while the fourth will be by Margaret Whiting.

Philarmonic Records with its specialized catalog of classical recordings is now attracting attention from abroad and has completed distribution deals for works by such artists as Elgar, Beethoven and Mozart. The Philharmonic also will publish a series of "The Great Trios" performances by such artists as Menuhin, Kreisler and Ysaye, and a series of "The Great Symphonies" performances by such artists as Karajan, Reiner and de Sabata.

The Lincoln Suboticky film production, "It's Tris Dead," will be released by Columbia Pictures some time in April. Over 20 of the songs from the score will appear on the disk, which is the movie of the same name. The film has already been set for release in March in London.

The disk includes Buck's sonatas for violin and clavier and Rubinstein's Biblical Sonatas played by Colm Tilney. A recent and popular addition is an LP of authentic 18th Century military music by the Band of the Royal Military School for Girls, for whom Tilney is Bandmaster.

Delyse Records successfully captured the love of singing inherent in the people of Wales with its latest LP, "A Concert Of Welsh Songs." The featured singer, Meryddy Evans, is accompanied by Mario Korchinska (harp) and the St. Mary's Orchestra. This LP has already received a five-star March 1 release. Delyse has also written the theme music for the successful TV series "The Chestnut Man." Stories have been recorded by Johnny Morris and John Farnham, and the theme music will be issued as an instrumental single on the Envy label.

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DENMARK

All the things started with troubles in Denmark. When the jury picked out five songs for the competition, one song was made by a known composer, Otto Francker, who also was hired to write the arrangements for the songs. After two days of confusion, in which DCTV (Denmark's Radio-TV) declared it would withdraw from the Eurovision spectrum, a commercial station appeared and the five songs were presented as number five, and Francker's song was withdrawn. However, the songs were played out of competition in the local Festival, and as expected, it was the one thing that went wrong.

However, the jury picked out "Uggevise (Lullaby)" composed by Kjeld Poulsen, who is known for his Radio and TV personality. The same couple also had another song, "Fe Festivel.

The winning song was sung by Ellen Winter, un... in pop song field, as the Danish entry. "Honfils" was composed and written by Seppi Hansen and was sung by Honfils-writer, one of the DCTV artists who won the singing song in the Danish Festival will represent Denmark in Luxembourg. However, it is not yet known if Miss Winther will be able to represent the Danish colors, as she might have difficulties to be free from her present engagements at the Royal Opera in Copenhagen. Should she not be able to sing, the three chances are that the EMJ artist will be singing the song in Luxembourg.

FINLAND

The Melody Grand Prix in Finland took place on Feb. 14th. On Jan. 29, the original eight songs picked out by the jury had been presented and the audiences voted for the best four. These four, "Sateinen Ys (A Rainy Night)," "Pikku Bahastaja Yttö (The Little Bus Hostess)," "Kleshiy (Month's Full Moon)," and "Tipi-Tili (The Sorting Is Here)," appeared in the final competition. Of the songs, "Tipi-Tili" was composed and written by Kai Vuorisaari, was brilliantly sung by the Decca recording artist Marion King, a 16-year-old Helsinki schoolgirl, and it was chosen by the Finnish voters. The song was picked out as the winner with 287 points given by the various jury members, against only 129 points for its nearest rival, "Kleshiy.

During the Festival, the result was known SYRK-TV (Suomen Yleisradio-TV/Finland's Broadcasting Company-TV) reported that they had decided that they would have no less than 16 engagements during the Festival which will be Finland's representative in Luxembourg.

NORWAY

Norway's contributions where five songs picked out from the 101 contributions NRK-TV (Norwegian Broadcasting Co.) had received. None of the song writers was to receive a special chance, but the composers would be able to present their songs in front of the audience. As usual, the jury composed of 15 music critics, composed of the members, gave "Kom Sol, Kom Regn (Come Sun, Come Rain)," composed and written by Lennart Berg, a Finnish song writer, and by Zdenek Fibich, a Czech composer, was sung by Erika von desideri, with her sister.

Each of the remaining six songs (originally 10 composers were invited, only five songs were selected. Since NRK-TV bought the NRK Juke Box, but all TV-viewers in Sweden were invited to act as jury, voting for the right one, the listeners were also significant. The five songs were presented in a late show TV, "Sol Och Var" (difficult to translate, but nearest equivalent is "Break Of Promise And Fraud") was the winner.

Monday (The Four) of the composers-writers of the song are not known until after the SBC-TV has revealed the secret, but it is believed the song is composed by Arne Gerhard, well known Norwegian.

SCANDINAVIA'S BEST SELLERS

In Denmark, there is a problem that it is time for the local Eurovision Festival. In this year, it was discovered at the last minute that one of the songs already had been played on radio, around a year ago, however with a different lyrics. On the other hand, it had never been released as sheet music, and it was found that the composer had a different opinion and the song was withdrawn from the competition.

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THEMEN'S SINGLES

1. Walk On By (Leroy Van Dyke/Mercury) Ivan Mogull Music/Swedish Music
2. Det Var Du Som Sa Nei (Wings Of A Dove) (Grynet Molvig/RCA) Belinda (Sweden)
3. The Young Ones (Cliff Richard/Columbia) No Publisher
4. Multiplication (Bobby Darin/Atlantic) Belinda (Sweden) AB
5. Cant Put A Price On Love (O. Moore/Columbia) AB
7. Boltig (Pablo/Iron) Motopop/Musyx A/S
8. To-A-Hula Baby (Elvis Presley/RCA) Belinda (Sweden) AB
9. The Young Ones (Cliff Richard/Columbia) No Publisher
10. Happy Birthday Sweet Sixteen (Neil Sedaka/RCA) No Publisher

SWEDEN

It is tradition that there appear some troubles when it is time for the local Eurovision Festival. In this year, it was discovered at the last minute that one of the songs already had been played on radio, around a year ago, however with a different lyrics. On the other hand, it had never been released as sheet music, and it was found that the composer had a different opinion and the song was withdrawn from the competition.

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Latest Music Hall flash: Philippe Clay, staying an engagement at the Olympia, is already having a sensational welcome from the Parisian public. We were bound to expect this result, for it is well known that the Olympia is the best of our music. His program includes hits of yesteryear and promises to bring new tunes such as Dimay's "Les Anges.".

On the front page: Good news from Haugerty Ferris, back in Paris from the San Remo Festival where he acquired the rights to sing Italian songs. This news is described with the success work done by Pierard, for the tango campaign in France, and has been released by her. "La Valse Des Pirates" will be released by Milva, about everybody in the industry has something good to say. Other songs for which_Semi has acquired publishing rights include "La Valse" and "Un Amour." Perhaps the song about which everybody is talking is "Bata Lafite Luna Park," also sung by Milva, who has recorded under the name "Cathy" (taped by Teppel). Another of the songs that seems to be working on all fronts is "Yaya Ya Twisl" which is one which promises to win and the playlist is a song that will be made to send the Cash Box top hits list. It's "Yaya Ya Twisl" of which the female version by Petula Clark is a real masterpiece and which Johnny Hallyday has made famous for the male singers, proving again that "The Prince" is still of the people.

Like everybody else, Phil Boullet of Barclay Editions is in San Remo and can be expected to reap a solid harvest of new tunes for his firm, meanwhile, he is pushing firmly John Williams' version of "Je Ne Poublie Jamais" from the Barclay files.

A new platter by singer Colette Dereal includes a tune worth noting—"Toto Too Twisl." Perhaps this disk will mean a new take-off for talented Colette Dereal.

A few lines now on Radio—or rather, on Musicorama, which recently brought us a sensational performance by Caterina Valente. A real triumph for this versatile singer was her version of "La Lecon Du Twist," which she has wadded up and made a hit, with the addition to Georges Guettier and Colette Renard, a turn at the mike by Alain Barriere. In our last week's column, we mentioned that the two French singers were missing from the last French Eurovision Festival. Perhaps the Musicorama stilt last week will efface this unpleasant memory and please RCA's artists and repertory chief Mr. Bedos, that would be a pleasant surprise, indeed! Bobby Rydel and Gene Pitney will also appear on the next Musicorama show, which will mark their first public performance in France. Lucien Morris, Music, wins prompt, left Feb. 23rd for the U.S. and from there to go on to Brazil where he will be invited to sit on the jury of the Samba School during the Rio Carnival. Unfortunately, all these promising events, however, business will bring L. Morris back to Paris after his U.S. stay.

Goodness, and lightness and happiness reign at Philips these days, thanks to the discovery of the singing Catholic Sister, who, it appears, is slated to make history in the record world. She's Belgian and is called Is Beq Soustic (Sister Bess). Let Pere Duray (Who looks like her laurels) to the press! Soustic, we might add, is also a member of the composers' and authors' society. Let's watch and wait.
ARGENTINA

Jan. and Feb. are considered by many people in the Argentine recording industry as the perfect months for sales; however, in 1962 RCA announced a $40,000 sale for Chubby Checker's "Let's Twist Again," which is extremely good for such a short period of time. RCA has a new star in the person of Richard Anthony, and is now pushing "The Wanderer," by Dion, which is currently a hit in the States, too; the other labels are also producing twist records day and night. Some day or other, all the big labels will release their own "Bailando a la Peguita" (Spanish for "Twist"") versions, and all the major recording companies are preparing plans for world domination. RCA is already on the way to doing this, as a new LP cut by Aki Aione and his Licorice Twisters.

KollojPublishers busy with 11, twllasts, all written by local composers: "Holia Twist," "Baileal Twist," "Cerca de Las Siete," "Twist a la Un," and others. Besides, a new label is opening doors in Argentina in an attempt to see the possible representation of their melodies in Argentina, Esperon has recently settled the distribution of his records in Uruguay, which will be made by Choky Los Cuatro Hermanos Silva will be here the March 1, to record the first and second prizes of the Viva del Mar Song Festival, which takes place in January and February. They will stay here only a couple of days, but will return in April to perform on radio, television and their shows. They will also probably cut "Four-Pooles," a "Alicia," and two local copyrights.

Odeon has arranged the public appearance of Richard Anthony in Buenos Aires. This successful twist will appear in a special TV show, which is being prepared.

Phillips announced the visit of a J. Lambeck, general manager of all the Phillips recording companies, in charge of local production. Cables and a press release to "Fetico del Parana" who will come to the premiere of his film "La Burreruta de Ipecauara," starred by Isabel Sarli. Another intervention for information from Freddy Roldan, Argentina's biggest record producer in Peru, has made a visit to Buenos Aires to record two LP's with his tropical orchestra, which impressed some local critics.

Bello Men Salteu," the latest Chileanor L P, has achieved "the highest three months sales of an L P were ever, 20,000 records. The vocal group has now reached "Twist" is on tour. RCA plans to record a new LP by them as soon as they return to Buenos Aires.

Moody is now busy preparing a new Audio Fidelity LP that will appear this week. Besides, the label he is preparing the latest Adrian Celentano disk: "Alo per Me." Although Celentano has changed label in his first LP, has been successful.

Naysa, the famous Brazilian singer, is here. Columbia is planning a new Orfeo LP, recorded by her with an Argentine orchestra. The album will probably contain Brazilian hits and others being prepared. Epic was previously represented here by Phillips.

Odeon Pops has released the second volume of his "Favoluzo" LP series. The record contains the band Los Chichilones, in which the great Richard Anthony, "El Pato" (The Duck) by Brazilian singer Joao Gilberto, "Lo Fomentos," by Argentinean Carlos, "Fide" by Ludo Gatica, and others. The record will surely sell very well.

Columbia has put out a new LP cut by Waldo de los Rio's and his orchestra titled "La Musica de los Mejores." The label "Angelica" "El Alcanz," "La Patrulla," the most successful folk music tunes of recent times.

Cash Box: 23rd March, 1962

Argentina's Best Sellers

1. "Let's Twist Again (Ballamos Otra Vez Twist)" (Kallman—Rosarita—Pato) Chubby Checker (RCA); Richard Anthony, Luis Aguile, Leo Picard, Peppino de Capri, Los Juveniles (Odeon Pops); Lalo Fran- en (RCA); Don Goyo (Orfeo).

2. "Chiquita" (Arr. Solis) Los Cantores de Quilla Huasi (Phillips); Tomas Campos (Columbia); Cantores de Salvania, Atieno Paredes: "The Deli Cilotes (Odeon); Cesado Nando (Tondos); Los Chichilones (RCA).

3. "Los Clásicos (Lados) Los Chichilones (RCA); Los Chichilones (Odeon);

4. "Luminarias (Fernata) Los Tres Sudamericanos (Odeon); The TNT (RCA); Los Angeles (Music Hall); Victor Bucino (RCA).

5. "Te en Señora (Amor) Johnny Tesoro (RCA);

6. "Jose El Amor (Non Esiste L'Amor) (Fortissime Argenti- ana Adriano Celentano, Adriano (Microm); Tony Villar (Columbia);

Johnny Tesoro (RCA); Torrenrro (Music Hall); Dany Blu (Odeon Pops)

7. Escalada (Phum-Emdoni) Roberto Yanes (Columbia); Javier Solis (Orfeo); Antonio Prieto, Marco Antonio More (RCA); Olga Guillot, Los Hombres de la Plata (Philips); Los congas Yolanda (Orfeo); Disc Jockey); Los Abeles (Philips) Cesar Nando (Tondos).


9. Y Los Chicos Lloraron (Ram-Guts) Tony Villar (Columbia); Ronnie McDona.

10. "Tuyo En Setiembre (Come September) (Adan-Fermin) Billy Vaughan (Music Hall); Bobby Durin (Atlantic); Sterling Brandon (The New)."

11. "Mami (Korn) Ambar La Fox (Odeon Pops); Dungo (Twins) (Columbia); Los TNS (RCA); "Local pop (RCA).

12. "Local pop (RCA) Ambar La Fox (Odeon Pops); "Local pop (RCA)."
It's very difficult to sell a million records of a single in a country smaller than the state of Oregon and one with a population of 6 million, but Ralf Bendix has turned the trick. Raff was recently awarded the "Golden Dog" by Elektor Records for selling one million "Babyworker Boogies" within 1 year. At one time, he was a "hit machine" in Gogoria, but he is now "뮈ס" in his "Cannibal's Guitar" and "Rocco Granata" picked up one for his "Marina." Raff is also presently represented in the U.S. in a recent recording session named "Deew Has The Hammer" (Mama, Get The Hammer), which has already passed the 120,000 mark in sales. He recently finished a short engagement in Las Vegas and will return there in the fall.

More and more foreign stars are waxing German records. The two newest entries in the ranks are France's top twister Johnny Halliday and Sweden's top pin-up girls, Maria Nilsson, who made the grade with the American song "You Can Have Her," which she has also done in German. Philips A&R man Ernst Verch will handle record chores for both artists, Siro's Music's Karl Breuer reports action on the new German waxing of "I'm In Love" by Sweden's Anna-Lena on Metronome.

Germany is anxiously awaiting the visit of Paul Anka, who is soon expected to be on "the Raff" wave both sides of his new RCA Victor hit "Love Me Warm and Tender." And I'd Like To Know." Germany for Teldec. Meanwhile, Paul Anka, one of the most popular American artists in Germany today.

Belgium's Les Chakachas will be back in Germany appearing in Munich at a top nightier in March. The group is credited with beginning the Twist craze here.

Eartha Kitt is coming to Germany for a special TV show, which will be telecast live. The show is called "Three Crazy Fellows," and will broadcast on Easter Sunday.

Sweden's Siw Makinijst just left Germany where she recorded 3 original songs for "The Man From Gogoria," Germany's top hit composer Werner Schafner. Rolf Busch and Charlie Nissen. Montana Music is the publisher for the songs.

Rolf Arland from Chappell Music reports that plenty of American songs are getting new German covers. New waxings for the puppybake include "How It Lies" by Chris Howland, "Let's Get Together" from Peter Kraus and Lil Babs, "When I Fall In Love" from Ernie Bicker. "I Can't Do It Myself" from Jimmy Rosin. "Do Baby Baby" from the Ricky Boys, "Mister Happiness" from Werner Hass and "Angelina" from Lloyd James. The labels represented include Decca, Philips and Decca. Press reports a new waxing by such top stars as Willy Millowitsch and Peter Alexander of a new LP version of "My Fair Lady," which will soon be released by Polydor.

Canada's Capricorn Music reports that Leo Leandros has just waxed a new Manes Hadjidjan's number for Philips. The song is called "Am Kai Von Korsika.

Werner Muller's Hammerling from Schaeffers Music reports that Werner Muller has just recorded two new Hadjidjans numbers as a single for Decca. Clay Cole's "Twist Around The Clock" has been recorded by Max Grezor, "Talk It Over With Me Baby" from the Ricky Boys, "Mister Happiness" from Ralf Bendix, and "Angelina" from Lloyd James. The labels represented include Decca, Philips and Decca. Press reports a new waxing by such top stars as Willy Millowitsch and Peter Alexander of a new LP version of "My Fair Lady," which will soon be released by Polydor.

Corner Star(Capricorn) reports an entry into the act by a brand new act in Germany, Elke Anderson. She has her first German record on the market for Philips, and Elke Sommer has been signed up by Teldoc.

Peter Larch from Capricorn Music reports that Leo Leandros has just waxed a new Manes Hadjidjan's number for Philips. The song is called "Am Kai Von Korsika."

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Everyone is anxiously awaiting the results of the new Riverside release of "Tango From Athens" sung by German by Nana Mouskouri and released in the U.S. The record is nearing the million mark in sales here.

That's it for this week in Germany.

**Italy's Best Sellers**

1. Wheels-Billy Vaughn--Marcel Aumont, Decen--Siemens Bridge
2. Let's Twist Again-Pepino Di Capri--Chubby Checker, Carisch--Parkway Abberack
3. Nata Per Me--Adriano Celentano--Guitar, Ricordi
4. La Ballata Della Tromba--Nino Rosato--Titanum Titanus
5. Pepper-Pepper Twist--Joyo Dee & The Stairlifts--Roulette--Ricordi, Southern
6. The Twist For Per Me--Pepino Di Capri--Chubby Checker, Carisch--Parkway
7. Tasso Belle Rose--You Are My Rose--Omar Damiano--Chattel--Bluvelt--Hamburg--Ricordi
8. Italian Product--
Holland's Best Sellers

2. Little Ship (The Blue Diamonds/Decca) (Belinda/Amsterdam).
3. I'm Gonna Knock On Your Door (Eddie Hodges/Cadence) (Belinda/Amsterdam).
4. Mama (Robertino/CNR) (Les Ed Int, Basart/Amsterdam).
5. Tanze Mit Mir In Den Morgen (Gerhard Wendland/Philips) (Belinx/Amsterdam).
6. Walking Back To Happiness (Helen Shapiro/Columbia) (Les Ed Int, Basart/Amsterdam).
8. Let's Twist Again (Chubby Checker/Columbia) (Belinda/Amsterdam).
9. Take Five (Dave Brubeck Quartet/Fontana) (Palace Music/Amsterdam).

Belgium's Best Sellers

(FLEMISH)
1. Let's Twist Again (Chubby Checker/Columbia) (Belinda/Amsterdam).
2. Walking Back To Happiness (Helen Shapiro/Columbia) (Ardmore & Beechwood/Amsterdam).
3. La Paloma (Freddy/Polydor).
5. When The Girl In Your Arms (Cliff Richard/Columbia).
7. The Fly (Chubby Checker/Columbia).
8. The Peppermint Twist (Joey Dee/Roulette) (World Music/Belgium).
10. I'll Go Wrong Way On Your Door (Eddie Hodges/Cadence) (Belinda/Brussels).

(WALLOON)
1. Viens Danser Le Twist (Let's Twist Again) (Johnny Hallyday/Philips, Chubby Checker/Columbia) (Belinda/Brussels).
2. Les Millions D'Arlequin (Francis Linet/Record) (Ed. Raoul Baret/Brussels).
5. Hit The Road Jack (Ray Charles/AEG-Paladin) (Belgium).
6. You Don't Know (Helen Shapiro/Columbia) (World Music/Belgium).
7. Il Faut Savoir (Charles Aznavour/Barclay) (French Music/Belgium).
8. Twist A St. Tropes (Les Chats Sauvages/HMV) (Chappell).
9. Avec Une Poignee De Terre (Johnny Hallyday/Philips) (Francis Linet/Barclay).
10. The Guns Of Navarone (Les Compagnons De La Chanson/HMV).

Bendix Garners Golden Dog

MUNICH—Ralf Bendix, who just
finished a successful engagement
in England, returned to Germany
to pick up a "golden dog" for over
one million records sold for his "Baby
Golden Dog" Ralf is shown along
with Dr. Veder, Elektrolyts
prexy, and spinner-lyric writer Jo
Bailey, who picked up a golden record
for his winning words. This is
the third time in the history of the com-
pany that a "golden dog" has been
awarded.

HOLLAND—(Con’t)

Dureco Ltd. introduced a sensation on Dutch record market: "De Zingende
Domee" ("The Singing Priest"). His catchy, modern spirituals should be
come hot sellers. Disks of "De Zingende Domee" are heard daily on the radio
and in many series of articles over the country, each trying to
express their admiration in a language of superlatives. The "Singing Priest" was
introduced on TV by Pi Scheffer in his program "Pas Geperst" ("Just
Release"). Dureco's Maassen told Cash Box: "We all are in a festive mood at
Dureco. The Singing Priest is the great discovery of the year and it's
impossible to describe our joy." (Omega).

Dureco's director Ben Levi called Cash Box: "... we will release the first
disk on which Brigitte Bardot is singing. Title of the song: "Sidonie." (from
Brigitte's film "Vie Privée"). The label: Barclay. We expect very, very much
of Miss Bardot's record."
Brazil's Best Sellers

**Sao Paulo's Top Ten LPs**

1. *S Different* - Billy Butterfield & Ray Conniff (Columbia)
2. *S Twist* - Ray Conniff (Columbia)
3. *Twist With Chubby Checker* - Chubby Checker (Fermapar - Parkway)
4. *Let's Twist Again* - Chubby Checker (Fermapar - Parkway)
5. *Cantos De Aves Do Brasil* - (Copacabana)
6. *Paul Anka Sings Hits Big No. 2* - Paul Anka (Polydor)
7. *Os Grandes Sucessos De Billy Vaughn* - Billy Vaughn (RCA)
8. *Em Brasa No. 1* - Henry Jerome
10. *Miltinho E Samba* - Miltinho (RCA)

**RIO DE JANEIRO**

1. *Quem Eu Quero No Me Quer* - Raul Sampaio (RGE)
2. *Fica Comigo Esta Noite* - Nelson Gonçalves (RCA - Enterpren)
3. *Tu Sabes* - Martha Mendonça (RCA - Enterpren)
4. *Lemenzira* - Carlos César (Continent) (Vatel)
5. *Rancha Das Flores* - Banda do Corpo de Bombeiros do Rio de Janeiro (Odeon)
7. *Nunca Te Perder* - Anísiu Oden (Savoy)
8. *Carvalho* - Cauby Peixoto (Enterpren)
9. *Menino E Ninguém* - Miltinho (RCA)
10. *O Twist* - Carlos Gonzaga (RCA - Brazilian Music)

**Popular local star Ronnie Lee has just completed a successful twist season at the midnight hour.**

**Brazil's Best Sellers**

1. *The Twist* (Chubby Checker - HMV) J. Albert & Son
2. *Norman* (Sue Thompson - Hickory) Essex Music
3. *Midnight In Moscow* (Pye) Polydor
4. *Run To Him* (Bobbi Veit - London) Tri-Cor Music
5. *Let There Be Drums* (Sandy Nelson - London) J. Albert & Son
7. *Little Bitty Tear* (Pye - Festival)
8. *Take Five* (Dave Brubeck - Conran) Southern Music
9. *Can't Help Falling In Love* (Elvis Presley - RCA) Behuda Music

**Australia's Best Sellers**

1. *S Different - Billy Butterfield & Ray Conniff* (Columbia)
2. *Meet Me At The Hop* No. 1 - Henry Jerome
3. *S Twist - Ray Conniff* (Columbia)
4. *O Fabulous Harold Nicholas* - Columbia
5. *Sambas E Boleros* - Nelson Gonzaga (RCA)
7. *Can't Help Falling In Love* (Elvis Presley - RCA) Behuda Music
JOHNNY DAUMBE

WBT
Rockford, I11.

Go On Over (4:12) (Helen
Heartbreak School (4:16) (Helen
Blue Nose Father (4:52) (Helen
My Dream Is A Lifetime (5:23) (Helen

JOHN SCNING WMT
Sandusky, OH

Unlawed, Unwanted (W: Wells
Wound Time Can't Erase (4:16)

JOHNNY MOSSER WALG
Albany, Ga.

Alle My Love (2:38) (E. Lake
My Life (2:47) (E. Lake
Cajun Queen (O. Title
She's Got Ya/Strangely (25:35
Missy Loves (C. Leon

LAMAR CANUP WTWA

Thomas City, Ga.

Walk On By (3:24) (E. Lane)
Don't Make Me Write (0:4)
Happy Journey (3:04) (K. Smith)
Second Chance (S. Jackson)
Missy Loves Company (I. Lewis)
Quiet Mind (O. Leon)
That's The Reason (R. Edwards)
Mr. Record Man (N. Nelson)
Big Big Love (S. Stewart)

TED CARROLL

Cortez, CO

I Know It (3:02) (E. Lane)
The Truth (E. C. Cox)
Baby You're Shirlined (R. Smith)
Hey Baby (O. Lane)
Full Fout Of Tears
Leaves On The Ground (J. White)
Twist The Night Away (S. Cooker)
Dear Lady Twist (6:13)

EDDIE DANIELS

Wax City, IA

It Sure Looks Lonesome (W. White)
Outside (L. Whitman)
I'll Do As Much For You (L. Arnold)
Your Letter's Overdue (M. Mack)
A Lonely Little Room (G. Morgan)
Walk On By (E. Lane)
Thinking Of Love (N. Martin)
Air Mail To Heaven (C. Martin)
Mr. Record Man (N. Nelson)

BILL TAYLOR

Cox, TX

Love At Last (K. Smith)
Little Butter Tears (2:16)
Nobody's Fault (S. Owens)
Missy Loves Company (I. Lewis)
When You Go (I. Leon)
It's That Po' Song (S. White)
Blue Moon Painted White (S. Burns)
Without You (P. Robbins)

JOYCE SMITH

(Dec 3154).

(B+) "LEAVING ON YOUR MIND" (2:26) [Cedarwood BML—Walker] Joyce Smith lends her dis- tinctive vocal charm to a popular bal- lad on this first-rate wax. Luck's sin- cere delivery coupled with a haunting melody should make the disk popular with teens.

JOHNNY BLAKLEY

(United Artists 412).

(B+) "NUMBER ONE LOVE" (2:00) [Glad BML—Blakley]. Benzie's Western Swing Band, his Western Swing band come on strong for this high-spirited affair about a man's only love. The driving, infectious good spirits make this one a good candidate to score.

CURLEY HENSON

(Gulf Reef 1006).

(B) "WICHITA NELL" (2:30) [Barton-Greeting BML—Bar- ton] Carlyle Henson brings his country novelty etching with his rich, pro- fessional voice to tune is bound to get plenty of spins.

C+ "TEN STEPS APART" (2:05) [Barton Greeting BML—Henson] Here the chanter delivers a slow-paced, self-penned lament with the backing of a chorus. OK.

DAMON LONG (Nabor 113).

(B) "FAST GUN" (2:00) [Nabor ASCAP—Higginbottom] Da- mon Long dishes up an attractive country styled, lament about an ill- fated duel. Chanter delivers a catchy lyric with loads of sincerity.

(B+) "ANOTHER PLACE TO GO" (2:12) [Nabor ASCAP—Higgin- bottom] This side's a moving, fa- miliar country town ten-jeker. Long shows himself to be a first-class songster.

BOBBY HEDGE (Coca 1665).

(B+) "SO EASY TO LOVE" (2:20) [James E. Kirchenstein BML—Hodge] Bobby Hodge opens his chanting game with an effective chorale backing, a tender, easy-to-listen vocal. Interesting wax.

(C+) SITTING ON TOP OF THE WORLD (2:19) [Cedarwood BML—Hedge] On this side of the disk, a sweet old folk song lyric on a bluesish, honky-tonk melody. Wax should make its presence felt.
### COUNTRY TOP 50

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>26</td>
<td>BLUE HOUSE PAINTED WHITE</td>
<td>Sunny Days</td>
</tr>
<tr>
<td>27</td>
<td>HAPPY JOURNEY</td>
<td>Harry Lees</td>
</tr>
<tr>
<td>28</td>
<td>DEAR IVAN</td>
<td>Jimmy Dean</td>
</tr>
<tr>
<td>29</td>
<td>TEARS BROKE OUT ON ME</td>
<td>Eddy Arnold</td>
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<tr>
<td>30</td>
<td>LOVE DOESN'T LIVE HERE</td>
<td>More Johnson</td>
</tr>
<tr>
<td>31</td>
<td>JUST AIN'T LUCKY</td>
<td>Lester Flatt</td>
</tr>
<tr>
<td>32</td>
<td>MIRROR, MIRROR ON THE WALL</td>
<td>Buck Owens</td>
</tr>
<tr>
<td>33</td>
<td>TO A SLEEPING BEAUTY</td>
<td>Jimmy Deen</td>
</tr>
<tr>
<td>34</td>
<td>MR. RECORD MAN</td>
<td>Willie Nelson</td>
</tr>
<tr>
<td>35</td>
<td>AU REVOR</td>
<td>Kitty Wells</td>
</tr>
<tr>
<td>36</td>
<td>WILLINGLY</td>
<td>Shirley Collins &amp; Willie Nelson</td>
</tr>
<tr>
<td>37</td>
<td>BAD NEWS GETS AROUND</td>
<td>Warren Smith</td>
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<tr>
<td>38</td>
<td>WHAT'S THE REASON</td>
<td>Bobby Edwards</td>
</tr>
<tr>
<td>39</td>
<td>SOFT RAIN</td>
<td>Ray Price</td>
</tr>
<tr>
<td>40</td>
<td>ALLIGATOR MAN</td>
<td>Jimmy Newborn</td>
</tr>
<tr>
<td>41</td>
<td>THREE DAYS</td>
<td>Faron Young</td>
</tr>
<tr>
<td>42</td>
<td>HAS ANYBODY SEEN ME LATELY</td>
<td>Hank Cochran</td>
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<tr>
<td>43</td>
<td>CHARLIE'S SHOES</td>
<td>Billy Walker</td>
</tr>
<tr>
<td>44</td>
<td>GET A LITTLE DIRT ON YOUR HANDS</td>
<td>Bill Anderson</td>
</tr>
<tr>
<td>45</td>
<td>BIG, BIG LOVE</td>
<td>Wynn Stewart</td>
</tr>
<tr>
<td>46</td>
<td>DROP ME GENTLY</td>
<td>Hank Thompson</td>
</tr>
<tr>
<td>47</td>
<td>WHEN MY HEART HURTS NO MORE</td>
<td>George Jones</td>
</tr>
<tr>
<td>48</td>
<td>ANYWHERE THERE'S PEOPLE</td>
<td>Lowdon Williams</td>
</tr>
<tr>
<td>49</td>
<td>I FEEL SORRY FOR ME</td>
<td>Lefty Frizzell</td>
</tr>
</tbody>
</table>

### COUNTRY ROUND UP

H. W. “Pappy” Daily, topper of Decca Music Inc., recently took steps to expand the activities of his organization, both in the production and distribution of country product. The Daily plans call for the setting up of an ASCAP firm based on the work of some of the most important personalities in American music. Gene Tucker, a music industry analyst, said that the new company will charge with setting up the new venture. Tucker expressed the opinion that there was developing greater call for a better class of country music. Yesterday morning, T. R. Harris, the executive of the firm will be to give young and promising talent the kind of original material that might and then in their climb toward public recognition. In line with these thoughts Tucker has signed ace country tunesmith Terry Snod and country-lyricist Jason Matthews to long-term contracts.

The appearance of Johnny Cash at the Dade County Auditorium in Miami last week included the first presentation of the Johnny Cash Award Of Merit, a recent innovation which will be given in each state to the deejay or promoter who has done the most to intelligently and honestly present country talent in a manner calculated to upgrade such presentations. “Cracker Jim” Brown, well-known spinner on WMIE-Miami, received the award for the State of Florida. Johnny Western, who presented the show and introduced “Cracker Jim” to the audience, after which June Carter presented him with a plaque. The talent line-up for this big show was made up of all the top acts and artists. Johnny Western, Gordon Terry, June Carter, Mac Wiseman, Jimmy Newman, Johnny & Jack and Kitty Wells.

Curley Gold and his Texas Tune Twisters were recently featured in the Peacock Court Room of the Mark Hopkins Hotel in San Francisco, California.

Another GX country music spectacular recently made its way through Yorkton, featuring Faron Young and Ray Price. The show was warmly received by the natives although inclement weather conditions kept many away from the door. The proceeds were presented to the Yorkton C.Y.C. by Lorin Hareson. Another show, again under the auspices of Martin Payne, is due in Yorkton on March 1st. This show will feature Hank Thompson, Don Gibson and Leroy Van Dyke.

Tom Reeder, disco and general manager for WAKL-Abbeville, Alabama, writes in that he is still pushing eight hours of country music daily on his station, Reeder says that he’s planning a big show for the Grand Ole Opry in March.

Tommy Hill at Starday has extra DJ copies of Merle Kilgore’s new Mercury release “24 in Chicago” coupled with “Lovers Hell.” Jocks that need a copy can get one by writing to Starday, Box 115, Madison, Tennessee.
Ordinary stereo phonographs see location customers like this

Seeburg Directional Stereo phonographs see them like this

Exciting music may go to the feet, but first it must get to the ears. So what's the use of stereo that gets lost down under the tables? New SEEBURG DIRECTIONAL STEREO goes straight to the ears. Seeburg lifts it up to listening level, even without remote speakers. Mounted on each side of the display panel, new adjustable and directional 33⅓ speakers create the true magnificence of stereo right at the phonograph. Location customers hear every note they pay for.

The Seeburg Sales Corporation, Chicago 22
Small or Large, Every Coinfirm Needs Organization

More and more coinfirms in business today are learning that regardless of their size, close scrutiny is necessary in every department of the business. The day of loosely held properties is over. Competition and stringent tax structures have brought this situation about. The fraction of a cent to be saved on supplies, the small percentage involved in a contract difference and the best deal available on purchases of equipment and services, when magnified perhaps one hundred or one thousand times, may mean the difference between profit and loss. Thus, every operator, whether he conducts a sizable route, or one with less than one hundred machines, should be constantly aware of each aspect of his operation.

One weakness with all of us, in making alibis for not doing certain chores, is that we "don’t have the time." An important operator on the east coast, during a discussion some months ago, admitted that if he had the time, income from the route could be increased by about ten percent, merely by installing new equipment in certain deserving locations. "I just don’t have the time," stated the operator. But he has the time to spend large sums soliciting new locations. While it doesn’t add up to common sense, there is another side to the story. The operator plainly doesn’t run his business properly.

Years ago this coinman had a smaller business. Over the passing years this route has grown to major proportions. But his staff hasn’t grown along with it. Service facilities today are not much more efficient in number than they were when he was a small-sized operator. Programming, a specialty for juke box operators, is still carried out by a man with a multitude of other duties to perform. Rotation of games is not supervised and the result is that many locations just tire of the game on location and wait the arrival of a new machine which eventually comes through the door, oftentimes many weeks late.

Many problems come about through disorganized operating procedures.

Vending machines of course can bring about the biggest headache. Cigarette machines just don’t draw income when the columns are empty. Candy machines either fall by the wayside with empty columns and stale candy, or eventually are removed due to "lack of income from location." Collection routines seldom suffer, though. And while this phase of the business of operating is admittedly important, too many operators forget an even more important facet of the business—the means whereby these same collections are increased through efficient and organized methods.

It’s easy to criticize. But then criticism comes easy when the remedy is as simple as paying attention to the business. Granted, in today’s competitive business world, new business is hard to come by. But one shouldn’t complain when he isn’t taking care of the business that is already his. A close look at the books, and a closer look at the ways and means of improving a route, is certainly in order on many routes.
Canteen’s Schuster
Optimistic Over ‘62 Forecast
Tells Shareholders Retail Sales 10% Ahead Of Last Year

FREDERICK L. SCHUSTER

CHICAGO.—Frederick Schuster, chairman of the board of Automatic Canteen Company, took an optimistic view of the future in talking with shareholders last week during the stockholders’ annual meeting. He said that every indication points to considerably improved year for the coin-and-cup industry.

He revealed that retail sales for the second quarter of 1962 are running ten percent ahead of last year. The reference was made to the firm’s operations which are nationwide. Last year’s sales for this same period were reported at $41,500,000.

He added that the finance companies owned by Canteen are doing very well judging from initial 1962 reports. Operational improvements put into effect during the past several months should begin to reflect in our earnings by the third quarter,” said Schuster.

The firm’s new vending line the “Celebrity” machines are reportedly ready for delivery and should meet shipping dates scheduled for ten days from now, Schuster said that 92.6 million was spent developing the new vending line through research and development programs conducted during 1961.

Schuster said that earnings for the second quarter should be better than the $671,160 netted one year ago.

He added that earnings should continue at a satisfactory rate for the balance of the fiscal year,” said Schuster.

Glenn’s Orbit Spurs Canaveral Juke Play

CAPE CANAVERAL, FLA.—History was made here last Tuesday (29) when pilot Col. John H. Glenn, Jr. traveled around the earth in orbit three times. The astronaut’s trip had a variety of implications many of which were earthshaking. But among those affects which concern themselves with the coin and cup industry included the juke boxes, which have garnered more coin during the last ten space flight cancellations than less fortunate machines in other sections of the nation. The machines have provided music for thousands of tensed up Floridians, and others who felt like Floridians after spending more than a month at this NASA center awaiting the blast off.

Williams Announces “Extra Innings” Baseball: Free Play Model Called “World Series”

CHICAGO.—The annual baseball season is under way with the opening of Williams Electronic Manufacturing Corporation this week. This year it is reported that Williams’ distributors are indicating considerably more interest.

Just before his departure for a short vacation, Sam Stern, president of Williams Electronic Manufacturing Corporation; and J. A. (Art) Weinand, vice president in charge of sales, jointly announced the introduction last week of two new coin-operated baseball amusement models: “Extra Innings” (a no-free-play type of game for territories operated on this basis) and “1962 World Series” (a free-play type baseball amusement game).

Weinand explained that because of the nature of legislation current today in the United States Williams Mfg. Corp., decided some time ago to make two such games available so that all operators may be able to place the new Williams baseball game in their locations.

“We have modified our baseball game cabinets this year,” Weinand said. “Offering improved, more beautifully designed cabinets in both models were the factors which resulted in the “1962 World Series”—baseball games. There are stainless steel side rails and many other visible improvements.

“Beyond this,” he added, “Williams engineers and designers have created playing and scoring features which assure us that Williams baseball games will again continue to be the leaders in this part of the machine amusement business. We must mention that the animated baseball field with moving baseball characters on the backdrop just behind the play and the very considerable excitement and play appeal.”

At this point Weinand detailed the highlights in both games for the benefit of the nation’s operators. He clearly stated, in addition, that Williams customers won.”

Seeburg Distrib Refutes Charges Against 33 Single, Argues That It’s The Reason Behind Increased Juke Collections; Hits At Record Mfrs.

NEW YORK.—Meyer Parkoff, president of Atlantic New York Corporation, Seeburg distributors in New York, New York and Connecticut refused an article which appeared several weeks ago in Billboard indicating the cause for the failure of the 33 rpm singles at the retail level. The article also hinted that the 33 speed disk has found limited use among juke box operators.

Last week Parkoff argued the point, not at the retail level where the 33 single admittedly is not available for sale as a result of the jukebox manufacturer’s inability to sell, but in the juke box market where Jack Gordon, Seeburg vice-president in charge of photograpers comments Seeburg sells 1,500,000 of 33 rpm singles per product each week through its distributors.

Specifically, Parkoff is referring to the release of a bowling ‘Week-End’ program prepared for Seeburg’s “Artist Of The Week” program, a programming idea that Seeburg originated and continues to develop along this line. The program contains five seven-inch disks, 33 speed, featuring selections culled from top selling LP’s. The material is selected on its suitability for bowling and it is reported that Parkoff and Seeburg claim must be utilized in order to attain peak play on the nation’s juke boxes. Seeburg sells 1,500,000 of such a program around the feature in a location, the album selections which Seeburg claims represents adult purchase at the retail level and therefore is what the adult juke box patron wants to hear on a juke box, and the display panel which enables operators to display album covers reproduced on a seven inch size to fit the display glass on a juke box. Top 100 singles or rock ‘n roll disks available on 45 speed is also used on the Seeburg machines where there is evidence of teenage play.

“The operators today are more conscious of programming than ever before because they know roll and rock is not the answer to good programming. Good adult music still gets a play and a good one at that,” said Parkoff. “If the operator can make his jukebox to fill the need, he can make a sale.”

Panel in a program where there is evidence of teenage play. We believe that the jukebox is a vital part of the teenage scene. In order to make a sale, the operator must consider compatability of what he is selling with the jukebox and its operation.”

Not all LP material is available for the 33 record packs. Only the record manufacturers signed with Seeburg to provide the firm with the 33 packs currently press material for the new models. The last three models produced by Seeburg will play both 33 and 45 speed records, intermixed. All of the 1962 models from the other juke box manufacturers, Wurlitzer, AMI, and Rock-Ola, will accommodate both speeds, and accept record packs. This feature is not promoted to any great extent however, by these firms. Record manufacturers can sell record packs only in the quantity demanded by the nation’s operators. Vintage machines, those manufactured without the 33-speed feature, and currently in operation playing only 45 rpm disks can be converted to play both speeds, but there has been no evidence that these conversions are being made. Hence the record manufacturer sells 33 record packs to operators of late model machines.

Seeburg, however, contends that the 33 record packs are being created and are being pressed on juke box locations. The firm’s entire sales promotion and merchandising programs are built around this theme. Parkoff also contends that his firm regularly receives requests from operators for additional LP material which is not available in present catalogs. It is unfortunate that record companies in a position to support this program, cannot envision the future,” stated Parkoff in a critical blast at record manufacturers for not supporting a program that makes sense even at the retail level.

Actually, the fault of the 33 single failure is also on the recording industry. It doesn’t lie at the record manufacturer level but in part at the retailer level since all 33 singles which were released during the 1962 period and which were being promoted were also available in 45 speeds. The idea resulted in duplicating inventories. To turn down the re- quest to offer the 33 single was not necesssarily result in a lost sale since the 45 single was also available.

Parkoff concluded his rebuff by asking operators to “participate by studying the pictures, analyzing the market, and helping promote this new field that lies ahead which will help the operator and the industry.”
Distributors and 3-stop seen along Pico Blvd. this week were saddened by the news that Gil Russell who has been in the coin machine industry for about 15 yrs., passed away 2/12. In spite of the continued rain export orders are moving at a steady pace, at Simon Distributing Co. Mr. Simon returned after spending a few days in Palm Springs and reported having an enjoyable stay. Ed Chaffey, sales mgr. of the phonograph div. for Seeburg, Chicago, was visiting at Badger Sires. Leo Simone announces the Bally coffee vendor is going great guns, and with the anticipated warm weather, action has increased at the beer-swind drink machine. Pete Ley returned from a successful business trip to Ariz, and Marshall Ames will be covering the territories in Blythe, El Central, & Brawley. Arnold Silverman, Seeburg reg. sales mgr., is traveling the coast calling on distributors. 

Juke box and game sales have taken a spurt at American Coin Machine. Vinny Lanzan informs they have been very busy customizing juke boxes for distributors, Earl Harowitz regional mgr., and Herb Whittaker ass't. branch mgr. of Capitol Records, stopped to say hello at “Leuenhagen’s Record Bar.” Lowell Caldwell also was in to bring the new release, “I’m in The Mood For Love” by Freddie Gardner, on Capitol, Clyde Jackson of Columbia Rec. excited about the new Ray Price release, “I’ve Just Destroyed The World,” commented Kay Solle. The Solle sisters also received a visit from Hal Haines of R.C.A. Victor to spin the new disc, “Love Me Warm & Tender” by Paul Anka.

Used equipment and pool tables are getting good action at Paul Laymon’s informed Jim Wilkins. Jim went on to say that Fred Shuey open in Huntington Park, has a restaurant specializing in French Dip sandwiches. . . Three more carloads of the Riviera Gigarette machines arrived at R. F. Jones, Ray Jones of San Francisco & Patrick O’Malley, pres. of Automatic Canteen, paid a visit while in town this week. Bill Gray of the vending division is readying a large export order for the Orient. Ralph Cragun is on a combination business & pleasure trip to Las Vegas. Don Maloney, Bally Manufacturing Co. exec. visited R. F. Jones this week. 

Sales are still going strong and continually picking up at Duarte International. Al Dixon is in Salt Lake City on a buying trip for three days. . . A fabulous “Twist Party” was held at California Music Co. Two instructors from the Arthur Murray Dance studio were present to teach the exciting “twist.” Approximately 200 people were in attendance. Some of the famous recording artists on hand were: Kitty Lester, Henry Mancini, James Darren, Ann Margret, Annette, Shelly Fabares, Raymond Lewis, The Chipmunks, and Donnie Brooks & his Combo. Bobby Hall, service man, has been ill with the flu at the Wurlitzer Factory Branch. John Scavarda reports Mrs. Lee Walker is now at home and steadily improving. Clayton Ballard is covering the Riverside territory calling on operators. . . Hank Tronick informs that despite pouring rains business continues at a very brisk pace in the amusement field, at C. A. Robinson & Co. Pool tables are enjoying a great deal of popularity at the present time, however new bowlers and new shuffle alleys are still maintaining their usual steady sales. . . Some of the visiting operators seen on Pico Blvd. were: Mel Tiberia, Santa Maria; Ben Butler, Ridgecrest; Frank Christian, Santa Ana; Haskell Wilson, Yuma; Bill Williamson, Costa Mesa; Milton Noriega, Colton; Mr. & Mrs. Lee Nelson, Orange; Jerry Lamb, Lancaster.

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PHONOGRAPHS

PINGAMES: 1958 models and up
ARCADES, etc., etc.

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BASEBALL FOR '62 IS HERE!
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ROCK CITY AMUSEMENT CO.
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NASHVILLE, TENNESSEE

Cash Box—March 3, 1962
Westchester Banquet Tues., May 22

PORT CHESTER, N.Y.—The Westchester Operators Guild will conduct its Eleventh Annual Banquet on Tuesday evening, May 22, at the Tropical Acres Restaurant in Yonkers, New York.

Carl Pavesi, president of the coin machine association which has the reputation of hosting a delightful party for the trade each year, advanced that the usual star-studded array of recording talent will again be on hand to entertain the coinmen and their friends.

The Lester Lanin orchestra is expected to be signed for the fourth time again and a top flight emcee will eventually sign a contract for the night's festivities.

The affair is a sellout each year, and with the demand for tickets, the association moved from a former site to the Tropical Acres last May. The success of the restaurant, the food, and the handling of the crowd impressed the Westchester column and their guests and they immediately signed again for the 62 gala.

Carl Pavesi heads the committee on the banquet and is assisted by the staff comprised of the following members: Harold Rosenberg, chairman; Seymour Pollak, co-chairman; Lou Tartaglia, tickets; and Nat Bonsky, entertainment.

The restaurant is off the Yonkers-Central Park Avenue exit on the New York State Thruway.

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 Panascope.

J. H. KEENEY & CO. INC.,
2600 W. FIFTIETH ST., CHICAGO 32, ILLINOIS
Telephone Hemlock 4-5500
Midway Ships ‘62 Baseball Game

CHICAGO—Henry Ross, Midway Manufacturing Company, of Franklin Park, a suburb of this city, announced today the introduction this past week of the new Midway Deluxe "Baseball" amusement game to the coin machine trade. He asserted that he has great expectations of a booming, prosperous baseball game selling season with this attractive, expertly created and designed baseball amusement game.

"Midway’s Deluxe "Baseball" game is power packed with exciting, new features," Ross said. "We left no stone unturned to deliver maximum play appeal and operator earning power.

"We know beyond a doubt that we have the game the operators want— and need," he continued, "because we went out into the field to test this game with maximum results. "Midway’s Deluxe "Baseball" is the first all-new coin-operated baseball game to feature such exceptional innovations as a wider size playfield with moving ramp (definitely an exciting feature), the Time Equalizing feature, the adjustable ‘Score To Beat’ and Three Deck Homers.'”

Ross continued on explaining the play and scoring features in Midway’s Deluxe "Baseball" game. He mentioned the new improved 'Metal Bat' (motor driven), and simplified, fool proof ‘Pitch Unit.’

A feature most everyone at Midway Manufacturing feels will prove to be very attractive to players, as well as to game operators, is the ‘Extra Bonus Pitch’ for ‘super value’ scoring. It has been proven most effective in testing.

The wider playfield offers much more action and scoring areas on both sides of the playfield. The up and down action of the moving ramp on the playfield affords much more exciting home run play. The time equalizer, with new playfield ‘hit control’ panel is easily adjustable by the operator on location.

Furthermore, to assure more play appeal the 'Score To Beat' feature has been further enhanced by making available to players a ‘high score of the week’ feature, or score changes on each new game.

"Three Deck Homers” is a new, exciting carry-over feature which builds up much suspense in playing. Midway’s Deluxe "Baseball" amusement game is equipped with a 10 and 4 for 25c coin chute with rejector.

Shipments have been started to Midway’s distributors this past week.

Meeting Dates

March 1—California Music Merchants’ Association Place: Sacramento, Calif.
March 2—California Music Merchants’ Association Place: U. S. Grant Hotel, San Diego, Calif.
March 3—South Dakota Phonograph Op’s, Assn. Place: S. R. Hotel, Brookings, S.D.
March 5—Phonograph Merchant’s Association, Cleveland, Ohio Place: Hollenden Hotel, Cleveland, Ohio (General)
March 5—California Music Merchants’ Association Place: 311 Broadway, Oakland, Calif.
March 5—Eastern Ohio Phonograph Operators’ Association Place: 4104 Rush Blvd., Youngstown 12, Ohio (General)
March 6—Harbor Music Operators’ Association Place: Cook’s Boulevard, Paramount, Calif.
March 8—Bucks County Amusement Machine Operators’ Association Place: Arndt Restaurant, Reading, Pa.
March 10—Music Operators of Virginia Place: Cavalier Hotel, Virginia Beach, Va.
March 13—California Music Merchants’ Association Place: Fresno Hotel, Fresno, Calif.
March 14—California Music Merchants’ Association Place: Bakersfield Inn, Highway 99, Bakersfield, Calif.
March 14—Music Operators’ Society of St. Joseph Valley Place: Carl Zimmer’s Office, 130 N. Ironwood Dr., Mishawaka, Ind.
March 14—Western Massachusetts Music Guild Place: Chalet Restaurant, West Springfield, Mass.
March 18—Phonograph Merchants’ Association, Cleveland, Ohio Place: Hollenden Hotel, Cleveland, Ohio (Executive Board)
March 18—Los Angeles Division California Music Merchants’ Assn. Place: 2932 W. Pico Blvd., Los Angeles, Calif.
March 18—Eastern Ohio Phonograph Operators’ Association Place: 4104 Rush Boulevard, Youngstown 12, Ohio (Executive Board)
March 19—Associated Music Operators of Rochester Place: Sheridan Hotel, Rochester, N.Y.
March 19—Jefferson Amusement Co. Place: Sheridan Hotel, Rochester, N.Y.
March 21—NEW YORK STATE OPERATORS GUILD, INC. Place: Hotel Washington, Newburgh, N.Y.
March 21—Eastern Pennsylvania Amusement Machine Association Place: General De Kalb Inn, 2519 Street, Norristown, Pa.
Continental Invites Shareholders To Enjoy Hot Lunch From Machines; Expect 200, But 476 Show

Roth Predicts A 50% Increase In Sales; Sets Record In '61

NEW YORK—Continental Vending Machine Company stockholders heard President Harold Roth predict a 50% increase in sales during 1962, they enjoyed a meal from the firm’s Hot Food Shoppe vending machines while attending the prexy’s annual meeting last week at New York’s Delmonico Hotel.

The unusually large crowd forced the firm into using the hotel’s facilities in order to serve everyone a luncheon. Long lines waited at each machine while hurriedly organized settings were placed in an additional room to accommodate those who were to be served from the hotel’s menu.

Achievement of the 1962 results as forecast by Roth would constitute a new record for Continental Vending, which, in the 1961 fiscal year, set a new earnings record of $1,240,147 or 91 cents per share on sales of $29,217,625, compared with net earnings of $155,480 or 4 cents per share and sales of $20,861,735 in the 1960 fiscal year. Continental now has 4,412,239 common shares outstanding.

The Continental record in 1961 was achieved in face of an industry downturn, Roth said. President said he hastened to point out that “no one should be fooled by the temporary industry downturn. Vending is a tremendous growth business. It is just beginning to grow.”

Much of the increase in 1962’s sales and earnings will come as a result of the introduction of new vending machine lines of dry cleaning and extensive research program, the prexy said at the meeting in the Delmonico Hotel.

“All this just doesn’t happen. It is the result of planning and research over the last five years. Our fiscal year ends September 1962, so we have four months of performance already on the record. In this period our sales have been going according to plans, our earnings have been holding up well.”

The seven-year-old research and development program at Continental “has never slackened” Roth said and our many friends have made us the world’s largest manufacturer to the vending machine. Other companies are beginning to follow us. But we are definitely way ahead and it will take

FREE LUNCH: Mrs. Stephen Lipka, Jersey City, helps daughter Helen obtain hot lunch from Continental’s Hot Food Shoppe at meeting of stockholders held in New York’s Delmonico Hotel last week.

Macke’s Goldman Predicts 50% Sales Increase; Cites 30 New Accounts In ‘61

Stockholders Vote To Increase Number Of Directors To Fifteen, Class A Common To 1,500,000

WASHINGTON, D.C.—Aaron Goldman, president of Macke Vending Company, told stockholders at the firm’s Annual Meeting last week that sales for fiscal 1962 should exceed $50 million—an increase of 50 per cent over the previous year.

Goldman said that sales for the company for the first quarter ending December 31, 1961, amounted to more than $7 million, an increase of approximately 60 per cent over the corresponding period in 1960. Net income for this quarter is tentatively calculated at $7 per share, as compared with $10 cents for the first quarter of last year.

The president based his prediction for increased sales on the following factors: (1) the rising costs of manually selling low priced items; (2) a shift in the eating habits of employees; and (3) the movement of industry out of the city and into the suburbs.

In pointing to Macke’s growth during the past year, the president cited technological advances in providing a wider and most taste-appellating selection of foods from the firm’s Automatic Cafeterias, of which thirty were added during the year to the growing list of customers served by the firm.

In the official business of the meeting, better than 90 per cent of the company’s shareholders voted in favor of recommendations to increase the number of Directors from nine to fifteen, as well as for the adoption of a restricted stock option plan for selected employees, and an amendment increasing the authorized Class A stock from 1,000,000 shares to 1,500,000 shares.

Macke’s Goldman predicts 50% sales increase for the fiscal 1962, with 30 new accounts added to the company’s list.

First Laundromat Opens Overseas In West Berlin

Dynamic Vending Corp. Starts Chain In Europe

WEST BERLIN, GERMANY—The first American-style coin-operated dry cleaning and laundry center behind the Iron Curtain was opened on February 1 by Dynamic Vending Corporation of New York City in the shopping center of the Brandenburg Gate. The installation is also the initial coin-operated dry cleaning and laundry center to be established overseas.

Dynamic Vending, exclusive distributor for the Norge and Borg-Warner lines of home laundry equipment in West Germany, will shortly open another Norge Zen- trum (Center) in West Berlin. It opens another coin-operated dry cleaning and laundry center in Mainz, West Germany, this month.

The first coin-operated dry cleaning and laundry operations to be opened overseas, the centers will permit West Berliners to do a batch of dry cleaning for about 8 marks, or $2.60, about the same price as in the United States. West Germans will be able to dry clean between three and four times a day, and do a larger load for the same mark price. The Centers also provide West Germans with an additional benefit, because tailor shops and dry cleaning establishments are rarely actually they are few and far between in most cities.

The Center provides eight automatic dry cleaning machines, ten coin-operated washing machines, three dryers, coin changers, chairs, water heaters and soft drink vending machines. It was designed and installed by Dynamic Vending engineers.
First **PROVEN** Baseball Game
To Incorporate United's own established money-making **BONUS FEATURE**!

**UNITED'S BONUS BASEBALL**

for '62!

In our considered opinion United's Bonus Baseball will out-earn any baseball game—and last longer, too! Taking orders now for immediate delivery.

**CALL COLLECT NOW**

for startling details of

**BANNER'S LIBERAL TERMS and UNCONDITIONAL GUARANTEE!**

In Philadelphia area call . . .

**CENTER 6-5000**

In Pittsburgh area call . . .

**GRANT 1-1373**

**BANNER SPECIALTY CO.**

PHILADELPHIA, 1641 NORTH BROAD STREET—PITTSBURGH, 1508 FIFTH AVENUE

**EXCLUSIVE UNITED DISTRIBUTORS**

IN THE ENTIRE STATES OF PENNSYLVANIA, DELAWARE AND SOUTHERN NEW JERSEY
The talk around the trade this week, and we're speaking about the nation not necessarily just the eastern seaboard, is baseball—baseball machines, that is. The first to hit the market is United's "Bonus Baseball" and United distributes across the land the have the samples and await eagerly the deliveries on this '62 baseball machine. It's the first United baseball game in several years and Bill DeHelm and the other expect big things. One of the largest dealers in the nation, United East Coast Corp., has reportedly rereordered large shipments merely on results from tests and after seeing it in Chicago. In Cleveland, United East Coast proxy, arrived back in town Tuesday after a business meet with United execs in Chicago and was ready to blanket the coast with the machines. A stop-off at Miami with Mrs. Holzman over the weekend, Somers Holzman before returning to his desk and starting the big push. It's the earliest promotion on a baseball game and evidently it hasn't started too soon. Sales response as early as Wednesday indicated that the game is meeting with operator acceptance.

Al Rodstein's Banner Specialty, another huge United distrib, is going hard too, with the baseball unit and Rodstein tells us that special terms are available on the game with an unconditional guarantee. Jimmy Gionet, the usual Banner outlet on North Broad Street, reported a large shipment expected in last week.

Not far behind United (in fact, just one week actually) is Williams, the perennial baseball manufacturer, Barney Sugarman, Runyon prez, was expecting the sample Williams baseball game in this week. Looks as if we're in for some action via the baseball trails.

Meanwhile, Meyer Parkoff, Atlantic NY Corp. head, is preaching the merits of the 33 single to jube box ops. The Seeburg machine pioneered the adult programming idea and has machines tailor-made for this type disk. While 33 singles at the retail level have fallen by the wayside, Parkoff insists it's best way to stimulate sales on location. Stereo and LP selections make for adult listening claims the Seeburg man, and of course Seeburg's program outlines all of this for the operator. Meanwhile sales in the jube box are excellent, according to Murray Kaye, sales mgr. Fact of the matter is we're still in charge of phone sales at the Seeburg place, but as Holzman said, the 33 disks are selling at the rate of $30,000 worth of product a week from just one showroom. Man, that's volume. So who says the 33 disk isn't going over with the jube box ops?

A short week, with George Washington's birthday splitting the usual five days, ended up with just as much or more business accomplished than usual. Trailorders of machines in from Chicago were tracked to the street earlier in the week to get 'em in and out before the holiday. Among the ops on the road to check the new equipment were Mac Pollay, who operates up in the Bronx and in Manhattan and claims that business is fine. "It's the problems that get you down." Another op, in from Brooklyn and Queens, Bob Lutman, a familiar face on the scene, with a comical story about the astronaut who landed on Venus by mistake. Timely, too, what with American Col. John Glenn Jr. making the 'round the world scene three times, and causing the country and the world to stop, look up, and listen. And now that this had been accomplished and is officially entered as a part of history, it's still hard to believe.

Harry Berger, national distributor for the Vend-O-Craft line, beaming over his acquisition, claims that sales on the compact vendors will triple before the spring arrives.

News notes from around the nation: Ray Williams, Commercial Music's top man in Dallas, reports: "Business during the past three months has been quite good. I'd say that we are looking forward to increased business during the spring and right up into the summer. Certainly the new equipment coming in will stimulate business."

A statement from Ken Brake, Rock City's Nashville outlet: "We're selling more machines, and collections are holding well. Incidentally, if you get the name of a small arcade machine manufacturer located in New York for me, we'll appreciate it." And the information was forwarded that same day with the usual Cash Box efficiency of course.

A word from Sam Taran in Miami: "We always do well. However, during the first six weeks of this year, sales have been exceptionally good, Optimism reigns as far as we're concerned."

Al Rodstein, Macke Vending exec: "Many firms lose the personal touch when they go public. It's difficult to keep the standards as high as they once were when a firm was privately owned. Not so with Macke Vending. I've sat at the Desk of the office for a year and with each success in terms of volume, profit and reputation. Macke Vending will always be a leader in the vending field. Increased size and public ownership have increased our efficiency and our ability to serve."

Requests for copies of the MONY Location Contract continue to pour into our NYC offices at a fantastic rate. All are filled on day of arrival so if you're interested just drop us a line. A copy of the contract which has been upheld in court will be on its way to you.

Johnny Bilotta has the national rights to the Sloss Mfg. Co. second-man doll (it takes the place of the second man) and claims it makes hustling machines around a warehouse as simple as pie. The units are available from his Newark and Syracuse offices.

It's official: The Westchester ops will hold their 11th Annual party on Tuesday, May 22nd, at the Tropical Acres Restaurant, same site as last year, for the Youngers. The spot is just off the thruway, on Central Park Avenue. Carl Pavels, Seymour Pollock, Harold Rosenberg, Lou Tagliagia, and Nat Bensky all working toward another huge success. Nice dinner, recording stars, and the usual good time can be expected.
The somewhat cool breath of Spring is upon us with the rash of baseball amusement games released by Chicago based coin machine manufacturers currently. Last week United Mfg. revealed to the trade its new “Bonus Baseball” machine. This week Williams Electronic Mfg. heralded the introduction of a duel of games called “Extra Innings” (a no free-play type unit for territories operated on this basis) and “1962 World’s Series” (the free-play counterpart).

One thing is certain, interest is running at fever pitch in many territories in anticipation of the new baseball (coin machine type season — flatter up!!) in conclusion, it looks like a bright coin machine amusement season is just about over the horizon.

We just received the very welcome news that Col. John Glenn, our orbiting astronaut, just landed and completed his historic mission. Tom Samo, vice prexy of A. C. Automatic Services, Inc. phoned the info to us just a few moments ago. Tom just sold his home in Grand Rapids after several months of trying and will shortly move his family to Chi to be near the office. Other chairmen at A. C. Automatic over the successful space mission were president Joe Kleiman, exec vee-pee Dean McMurdie, vice prexy Jack Dunwoody, Bernie (the happiness kid) Shapiro and Don (background music) Lunday (did we spell it correctly, Don?).

Dave Rockola, Ed Doris and Ralph Wyckoff had a visitor last week in Frank Fabiano of Buchanan, Michigan. Huddlers at Rock-Ola last Monday (Feb. 19) were Ralph Wyckoff, Frank Doyle and Dave DePriest.

A not so happy Ballyite last week was vice president Herb Jones, who was nursing a nasty cold and having a devil of a time shaking it. However, Herb still managed to keep smiling thanks to the terrific sales acceptance of Bally Mfg’s “Lobo” bingo game. Bill O’Donnell, Bally’s general sales manager, was out of the city on business last week.

Action continues very heavy all over the country on Chicago Coin’s “Variety Roll Down” ball shuffle alley bower, according to Mort Secore, sales director of the Secore-Laquay Industries, Inc. . . . it’s Spring in February at D. Gottlieb & Company, where Gottlieb’s four-player “Liberty Belle” pinball amusement game is racking up such terrific sales figures, as Gottlieb four-players usually do. Alvin Gottlieb tells us there hasn’t been the slightest let-up in sales on this popular game.

Well, what d’ya know! The struttingest dad around last week was Joe Robbins, general sales manager of Empire Coin, whose lovely wife, Marian, presented him with a bundle of charm (It’s a boy!!) at Meyer House (Michael Reese Hospital). This is the popular couple’s third son (Joe, who? happen? You’re in a rut!!) (Personal to Joe Robbins: Where are the cigars, buddy).

They’re vedy busy at United Mfg. of late, and it’s small wonder, when you glance at sales figures on Bill DeSelms’s deal in United’s “Bonus Baseball” game. Irving Holzman of New York popped into town last week to visit with Bill, Herb Oettinger, Ray (the thin man) Riehl and Art Rapace. Another visitor at United was Morton Weinberger, Southern Automatic of, Louisville, Ky., . . . Rumbles from Midway Manufacturing headquarters indicate that the trade can expect another baseball game shortly. Ralph Sheffield assures us that we’ll have the facts in next week’s issue.

Now that Williams Electronic’s new baseball duel — “Extra Innings” and “1962 World’s Series” are being released to the trade Williams prexy, Sam Stern, enlisted for a vacation and short broach. Vice president Art Weinand is ably watching the store during Sam’s absence.

Another amusement game manufacturer feeling the fine breath of Spring already is J. H. Keeny & Co. Prexy Roy McGinnis and vice prexy Paul Huesch are delighted over fine acceptance they’re enjoying with Keeny’s “El Rancho” and “Hacienda” pingames.

One of the happiest coinmen among those diggin’s last week was Joe Kline of First Coin Machine Exchange. Joe and his able staff held their first service school class for operators on the new Wurlitzer model 2500 series, Tuesday, Feb. 19. And to Joe’s amazement 45 operators and servicemen turned up for the session from this area. Joe set the Wurlitzer service sessions will continue. Operators will be notified as to date and time. Among those who hosted the session with Joe were Bert Davidson, Wurlitzer’s district manager; Sam Kolber, Fred Kline, Wurlitzer’s C. B. Ross, Cliff Mueller and Nick Nelson. Joe further advises that First’s new catalog for export is ready for distribution.

Visitors at World Wide Distributors last week included Joe Riggio and George Bernard of Ideal Coin. Joe & George just returned from Palm Beach where they met Joseph Kennedy, the father of President Kennedy. They also spent some time with actor Peter Lawford, Joe Kennedy’s son-in-law. While at World Wide they popped in to Joel Stern’s office to chum with him a bit. Fred Skor and Howie Freer info that Seeburg phones and vending machines are, as usual, selling very well in this area.

R. W. (Bill) Weikel, director of sales for Fischer Sales & Mfg. Co., just returned to his McHenry, III. offices after a whirlwind selling trip which carried him to St. Louis, Oklahoma City, Dallas, Houston, Los Angeles, Phoenix and other cities along the southwestern route in behalf of Fischer’s “Crown” model billiard tables.

Business is booming at J. F. Frantz Mfg. Co., where prexy Johnny Frantz is having a ball making deliveries on his “U.S. Marshal” 5¢ gun game, “New Frontier” counter pistol unit and other pistol-target games and penny sales, . . . Ray Simak and Sig Sakowicz did a “walk on” as Senators in Chicago’s edition of “Advice And Consent” currently in at the Blackstone Theater. Stars of the show are Chester Morris and Farley Granger.

Marvel Mfg.’s Ted Rubey is pleased as punch since Estelle Byrne returned from her southwestern trip visiting her grandson Russell “Rusty” Iye, and attending her daughter’s wedding (incidentally) in Gardena, California . . . Hey! Joe Robbins — where are those cigars?!
Arrow Amusement Wins Rock-Ola Las Vegas Trip

CHARLESTON, S.C.—Paul Stanford and Jerry Palazzis, president and vice-president respectively, of Arrow Amusement Company here, were the lucky winners of the Rock-Ola Las Vegas vacation contest announced earlier this season. The operators cannot attend the trip together but will make the roulette scene when Jerry and his wife Maydeleye leave March 7 for the land of dreams and one hundred dollar chips.

The pictures here include shots taken on the location featuring one of the “Princess” phonographs bought by the operators. The Tower Drive-In Restaurant is owned by Miss Lemas- sists, the operators are Arrow, the distributor is LeStourgeon, and the manufacturer of course is Rock-Ola. And now, off to Las Vegas!

LOCATION owner receives Polaroid camera from Lawrence Holder of LeStourgeon Distributing at Tower Drive-In Restaurant.

OPERATOR Jerry Palazzis and his wife Maydeleye, of Arrow Amusement Company.

ARROWS Jerry Palazzis and Paul Stanford, flank the Rock-Ola “Princess” phonograph, the subject of the contest.

Fold-out advertisement for Valley Deluxe 6-Pocket Vending Machine.
GOTTLEIB'S

LIBERTYBelle

New “Double Twin” Roto-Targets—four targets in scoring position at all times
Top right and left rollovers spin corresponding side targets—score 50 points when lit
Two bumpers spin all targets
One target always lit for 10 times value
Three pop bumpers—one always lit for high score
Hitting center target scores 5 to 50 points—bull's-eye lights all pop bumpers for high score
Four flippers—two for “booster action” at mid-playfield
Sparkling cabinet design • Match feature

SEE YOUR DISTRIBUTOR FOR A DEMONSTRATION TODAY!

1140-50 N. Kostner Avenue • Chicago 51, Illinois

It's Always Portable to Operate Gottlieb Games!

Bilotta Gets Equipment Line For Nation

NEWARK, N. J.—Sloss Manufacturing Company, Inc., manufacturer of freight and machine moving equipment, has named Bilotta Distributing Company, local Wurlitzer and amusement machine distributor here, as the firm’s exclusive distributor for its Second Man Dolly, a lift which enables coin machine service people to maneuver music and games single-handedly.

The units are reported exceptionally helpful in moving equipment from a truck to a location, thereby cutting the number of men required to do the service from two to one, a 50% cut.

The lift which can be adjusted fits under the machine to be lifted. The manufacturer has stated that the dolly makes lifting up and down steps, curbs, and stairways, much easier than with standard type dollies.

The unit is distributed through Bilotta's Newark, Albany and Syracuse offices. Bilotta is expected to appoint regional distributors on the lift which sells for $30.50.

Happy Birthday This Week To:

Alvin Gottlieb, Chgo. ... Jarold C. Pepple, Payette, Ida. ... James Vincent Bryant—Regina, Sask. Canada ... John B. Fugate, Grand Rapids, Ky. ... Morris B. Horwitz, Miami, Fla. ... Mack Levin, Ottawa, Canada ... Roht. A. Lyons, Snowy, Man. ... Harry S. Hunn, Elkins Pk, Pa. ... Mike A. Young, Soldiers Grove, Wis. ... Warrick N. Martin, Manchester, N.H. ... Joe Blake, Philips, Pa. ... Monroe A. Horn, Detroit, Mich. ... Jack Emery, Regina, Sask. Canada ... W. Frank Fay, San Fran, Calif. ... Herman Haksepin, Eliz. N.J. ... Cecil W. Hopkins, Galion, Ohio ... Henry Keys, Orange, Tex. ... Joseph J. Frederick, Det. Mich. ... Ronald Cogswell, Twin Falls, Id. ... R. D. Rose, Marietta, Ohio ... Ron W. Penzke ... Seattle, Wash. ... Alvin J. Lund, Waupaca, Wisc. ... Fred C. Bowden, Chgo. III. ... Solomon D. Silverstein, Cleve. Ohio ... Sam Stern, Chgo. Ill. ... Velvin N. Albritten, Murray, Ky. ... Bart Harrell, N.Y.C. ... Sam Malick, Montreal, Que., Canada ... Chas. J. Hanker, Cinn. Ohio ... Manuel N. DeHerrera, El Paso, Tex. ... Eddie Ginsburg, Chgo. Ill. ... Mrs. Estelle Bye, Chgo. Ill. ... Harry M. Silverberg, K.C. Mo.

AMERICAN'S

Imperial

offers more

and steadier profits for coin operators.

Watch your profits soar when you operate the

ALL NEW IMPERIAL!

Available with or without exclusive Magna Play Control. See it at your distributor now or write for free color brochure.

American SHUFFLEBOARD COMPANY

310 Paterson Plank Road, Union City, N. J., Union 3-8833

UNITED'S

BASEBALL FOR '62 IS HERE!

BONUS BASEBALL

Featuring the profit-making BONUS FEATURE to assure you of top cornering power! ORDER TODAY!

UNITED—First... with the BEST!

COMMERCIAL MUSIC CO. INC.

1550 Edison St.

DALLAS 7, TEXAS

Cash Box—March 3, 1962
WANT—Used Records, 45 rpm, no quantity too large or small. Highest prices paid. INTER- 
ATIONAL TURNTABLES, 1254 ARCH ST., PHILA., PA. (Tel. 2-2361).

WANT—Late Blues, 45's, 78's, excellent condition. Will trade for early M.A. or 
78's. N.Y. City. feuer (upright) $1500. $1100. (Tel. 96-1422.)

WANT—For late 78's, 45's of Joe Turner, 

WANT—For early Victor, 78 rpm records. Will 
trade Victrola 1226 W. Main, Miss America, San 
Valley, Crescent Gardens, Double Home 
Machines, in quantity. CLEVELAND COIN 
MACHINES, 552 MAIN ST., CLEVELAND 6, OHIO.

WANT—We need great quantities of early 
Ballys. Quote on lowest prices. Bally's 
Records, 552 MAIN ST., CLEVELAND 6, OHIO.

WANT—To buy for Resale—Wurlitzer 1920, 
2104, 2204; Seeburg E & L, Gottschall 
Piano Co. Phono. On ignore; Wurlitzer 
MACHINE CO., 654 NO. BROAD ST., 
PHILADELPHIA, PENNA.

WANT—To buy for Resale—Rowe 
Cigarette Vendors; 14 Column 
Ambassadors; 20 Columns; 78; Seeburg 
& ERI; National 22 column Cigarette 
Vendor; Wm. Pens. & Pens. Strike; Quad 
box machines; Rio; Curve; Neptune; 
NEW YORK 18, N. Y. (Tel. 1-1933).

WANT—New or used 45 RPM Records 
that have appeared on the Cash Box Top 100 
for the last 6 months. We pay 125 to 150 
and can take any quantity. CALL 
VIRGINIA, 1513 WINDSOR ROAD, 
CINCINNATI, OHIO.

WANT—For 45 RPM records, new or 
used. LP's also considered. We pick up 
any quantity and pay cash, cash on the 
spot. AMERICAN CENTER RECORDS, 
1254 N. CAPITOL AVE, INDIANAPOLIS, 
INDIANA.

WANT—For Studebaker, Peerless, 
LaSalle, Packard, Question Mark, 
Conn, Rawleigh, White, and other 
nameplate models. Wanted in good 
condition for export. We pay cash. 
Wall Records, 1725 W. 8TH PLACE, 
MIAMI, FLA.

WANT—For original late: LaSalle, 
Gottschall 2-24, Seeburg 2000, 
starlight, not reissues, also wanted: 
early 78's; 1915-1930. Write for 
prices. Stephen, 655 N. 36th St., 
PHILADELPHIA, PA.

WANT—Johu, Z. Selectors, and 
Recorders. State price, quantity, and 
condition. WANTED—IRENE, BELL 
EAST BALTIMORE STREET, BALTIMORE, MD.

WANT—Wm. & Gottschall used 1-2-4 
sets, as complete, 1920 and up. IMPERIAL 
COIN MACHINE, 3230 S. WELDON AVE., 
CHICAGO, ILLINOIS.

WANT—AMT 120 and 220 Phonographs, 
Hillcrest, Elmont, N. Y. Lemon, Skipper, 
LaSalle model Gottschall Piano Co. 
Gottschall, ditto, likewise in 
quantity, I.1.1. GOTTSCHALL AMUSEMENT 
Co., 1480-14th St., N.W., WASH. D. C.

WANT—Late 1-2-4 Player Piano 
Automatic Machines, Coin 
EXCHANGE, 1325 4th Ave., TACOMA 99, WASH. (Tel. 1-5135).

WANT—Juke Box Operators! If you want 
to increase your profits—profitable 
newzes—Write—EASTERN COIN 
SALES, INC., 231 4th St., SEATTLE, WASH.

WANT—To purchase large, 4,000,000, 
new records. We pay cash. 
CHICAGO RECORD BUYING CO., 
32-24 RIVER ST., TACOMA 99, WASH. (Tel. 1-5135).

WANT—To purchase used records, 
any condition, no quantity too small. 
Hollinger, 315 S. Michigan Ave., 
CHICAGO 1, ILL. (Tel. 1-5135).

WANT—Salesmen—Experienced only. Must 
know phonograph business. (put two 
next to name, making 146, 140, 
106, 106.) Please include 
experience in reply. Pay weekly. 
No benefits. Address your 
letter to G. A. LAMBERT, 2124 E. 10TH, OAKLAND 1, CALIFORNIA.

WANT—Used Records, 45 rpm, no quantity too large or small. Highest prices paid. INTER- 
ATIONAL TURNTABLES, 1254 ARCH ST., PHILA., PA. (Tel. 2-2361).

WANT—Late Blues, 45's, 78's, excellent condition. Will trade for early M.A. or 
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that have appeared on the Cash Box Top 100 
for the last 6 months. We pay 125 to 150 
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