Cash Box
HERE'S SOMETHING TO HANG YOUR HAT ON

"SUGAR BLUES"
DON COSTA
4-42307

"THE BIG BATTLE"
JOHNNY CASH
4-42301

"STEP BY STEP LITTLE BY LITTLE"
ANITA BRYANT
4-42257

Also available on Single 33 1/3

COLUMBIA SINGLES SELL
Cash Box

Vol. XXIII—Number 26
March 10, 1962

The International Scene:

While more and more imported masters are being given an opportunity on the American scene (discussed in last week’s editorial: The International Scene – IMPORTS) American product continues to dominate the record picture throughout the world.

Regardless of the lingual and cultural differences in most countries, there isn’t an area in which American artists and songs are not well represented. In many cases American product comprises better than half of a country’s best sellers and in some far flung areas, the top hits are almost all by American artists or feature American hit songs.

Some artists such as Elvis Presley, Connie Francis, Paul Anka, Billy Vaughn, Bobby Darin, Neil Sedaka, Ray Conniff and a few others have been hitting abroad with an amazing degree of regularity, frequently selling more of a title internationally than is sold here in the States.

Chubby Checker seems to be the latest of America’s talents to have been welcomed in every corner of the world. His success with “Let’s Twist Again” in other countries far exceeds the noise he made here with the same single. So successful have some of his hits been abroad, that he has re-cut many of them in different languages (a practice not uncommon among American stars popular abroad).

The “Twist” craze as a whole has been accepted with great enthusiasm everywhere with Chubby Checker and Joey Dee acting as our prime ambassadors in this direction.

Our artists are welcomed with open arms on foreign shores. Australia, South America, Japan and all of Europe have been added to the itineraries of all young performers who meet with a reasonable degree of success on the international scene via their records.

In the field of jazz, we continue to reign supreme on foreign terrain. Our jazz artists are constantly touring the world and their records often outsell those by local jazz performers.

The world of pop music is definitely shrinking with each passing year and as a result we can expect to see more foreign imports meet with greater success in the States. But we have a long way to go before we give as strong a reception to international product as the world market repeatedly gives to ours.
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Indescribable * Sound of America’s New No. 1 Drummer.... Pete Bennett

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• Now appearing at Grossinger’s . . . 15th Smash Week!
• Formerly with Jimmy Dorsey, Tommy Dorsey, Johnny Mathis, Ray Anthony, Hal McIntire, Gene Krupa
• Last record, “FEVER” on the Charts and still going strong!
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Representative: Phil Terry
ARMADA Sets Miami Meet Dates

The 1962 convention of the American Record Manufacturers & Distributors Association (ARMADA) will be held at the Fontainebleau Hotel, Miami Beach, Florida, June 29, 30 and 31. It was officially determined by the executive board in session in New York last week, Art Tal- madge, ARMADA proxy, chaired the session.

Selection of the site was made following reports by Tal madge and Jordan Ross, executive secretary, who had made in-person checks in Florida and other prospective locations. The availability of the Fontainebleau and the fact that it can accommodate manufacturer-distributor meetings before and after the convention, and provide adequate exhibit areas for firms desiring to show their products and services to ARMADA members, was the determining factor in the final selection. Vote was unanimous for the selection of the hotel and the dates.

Primary purpose of the board meeting, which had been postponed several times due to severe weather conditions, was to finalize the 1962 convention site and dates, and to determine whether there would be exhibitors, and if the plan to make time available to member manufacturers for other meetings adjacent to the convention would be continued in 1963. The fact that the Fontaine bleau has the facilities to handle all facets of the convention and the dates were the determining factors in selecting the hotel.

Talmadge will now appoint committees, complete the convention program. One of the highlights of the conference will be the naming of an outstanding man and woman of the year selected in a poll of the ARMADA membership. This is the first annual award, and Ross reported that response to the initial ballot has been "extremely heavy."

A brief summary of activities was given by Sigmund Steiner, ARMADA counsel. It was decided to hold another executive board meeting early in April at the New York convention program committees will report, and the complete program will be determined.

MG M Has March Discount
On Album Catalog

NEW YORK—The MGM album catalog, including four new releases, is involved in a March program.

With the exception of the Connie Francis line-up (see separate story on "Connie Francis last week"), all LP's are available at a special 10% discount throughout March.

The new albums are: Joni James' "After Hours," the original soundtrack of "The Four Horsemen Of The Apocalypse," "Lerner & Lowe's "Chevalier," and Tommy Edwards' "Stardust." 

The new LP's will receive heavy promotion via local distributor-dealer ads, window displays and radio and newspaper publicity. The soundtrack of "The Four Horsemen" is scheduled for national promotion through MGM Records' theatre contacts and with an assist from MGM Pictures field promotion representatives.

Famous Partners

NEW YORK—This picture was taken while Lt. Col. John Glenn and Eddie Hodges were partners in the now defunct Name That Tune TV network show. They both shared in the honors of the day. Although this picture was November, 1957—at the time Eddie was 10 years old.

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Mercury Bows LP Plans
For Carroll, New Packages

CHICAGO—Mercury Records is spot light on four new albums and a selection of 36 strong-selling records in its three-phased program for March, the Mercury Car ron Month Plus 2. 

A merchandising bonus is in effect on Carroll LP's, which gives the dealer an additional 10% in sales marks. All purchases made under the Carroll plan are 100% exchangeable, the exchange being permissible between June 1, 1962 and June 15, 1962; the 95c sampler excepted on all bonus plans.

For every nine of the new 14 albums purchased, the A&R department will select one additional record at no extra cost. The selection is subject to the normal Mercury 10% exchange privilege.

Keyed to the label's popular artist and songwriter activities is a special promotion features Carroll's latest LP, "Dance To The Movie Themes," a sampler—half a dozen tunes from the latest release, "Get Ready 16," at 99c and 18 other albums by the musician.

Snuff Garrett Heads Liberty's A&R Dept.

HOLLYWOOD—Snuff Garrett, among the top teen-market producers, has been named A&R director of Liberty Records.

Announcement was made last week by By Waronker, chairman of the board who was previously in charge of A&R.

"The business has enlarged to such a degree that it has become impossible for one person to represent all the facets of that diversified operation," said Waronker.

Waronker said that he will, at times, A&R special sessions for the label.

Waronker's belief in Garrett is borne out by the young exec's record at Liberty.

Garrett, two and a half years ago as a promotion man, Gar rett was shortly thereafter given an opportunity by Waronker to produce a LP. 

Since then he has produced hits by Bobby Vee, Gene McDaniels and Johnny Burnette. He will continue to cut these artists, in addition to other duties as the head of the A&R department on both coasts. He will headquarter at Liberty's Hollywood offices.

List 5 Oscar Nominees For Best Song Award

NEW YORK—The five songs that will compete for an "Oscar" as the best song from a flick released in 1961 are as follows:

They are: "Moon River," from "Breakfast At Tiffany's;" "Pocketful Of Miracles," from the flick of the same name; "The Moon And I," from "El Cid;" "Town Without Pity," same title as the flick; and "Bachelor In Paradise," also a main-title.

Two of the finalists, "El Cid" and "Bachelor In Paradise," extend a noteworthy streak for The Big 3 Music Soc ic Corp. (Robbins-Feist-Miller).

At least one Robbins, Feist or Miller song will get an "Oscar" in each of the last 25 years, beginning in 1936, just three years after the founding of the Academy Awards.

During this period, a total of 40 Big 3 tunes have been nominated and five have won the Oscar.

Volter Heads Shapiro, Bernstein

NEW YORK—Richard Volter has been named president of Shapiro, Bernstein & Co. and the publisher's subsidiaries. Move follows the death of Louis Bernstein on Feb. 15 (see Feb. 19, 1962).

Remaining at their posts are Leon Brel ter, veep, and Al Galleco, general professional manager. "We are working hard to keep the creative and merchandising departments on course," said Volter.

He revealed that, in addition to offices in Chicago, Boston and California, the firm would soon have an office in New York City with Merle Kil gore as its manager.

"We are also signing new writers and we are going out on making deals. We have cut deals with many of the finest companies," Volter said.

"In addition, we are stepping up our program of acquiring complete catalogues as well as individual important standards. A number of deals we have made recently have worked out extremely well.

Choreo "Wild Side" LP Rushed By MGM

NEW YORK—The score of the flick, "Walk On The Wild Side," on the Choreo label, is being rushed into release by MGM Records, which handles its distributing program.

MGM will use its flick music tie-in technique to promote the album, composed and conducted by Elmer Bernstein, withsolos by John Williams. It will be used in television, radio plays, theatre advertising and local radio and TV contests offering LP’s and guest tickets as prizes.

S "On the Wild Side" is a current hit for Brook Benton (Mercury), who sings the tune on the flick’s soundtrack.
New Capitol Albums

NEW YORK—Capitol Records is releasing 17 LP's for March, including 2 and 2 classical. The pop entries are headed by the reissue of Nat "King" Cole and George Shearing, "Nat Cole Sings/George Shearing Plays," Frank Sinatra's "Point Of No Return," with new cover art and conducting by Nelson Riddle, who played a big part in the singer's early career, and Peggy Lee's "Blues Country.


Victor Issues 9 Pop LP's For March

NEW YORK—RCA Victor Records is releasing nine albums for March, including: "Floyd Cramer Gets Together," which has just date the electric organ; "Now! Twistin' Latin," Perez Prado; "It's About Time," drummer Joe Morello in his first Victor debut; "Tumbled Head Trail," Sons of the Pioneers.

In addition, Victor LP's by songwriters Alan-Lee Ann-Margret, a re-issue of Rudy Vallee's hits, dixieland jazz by the Al Casey Quartet, "Stand-In," from "Driftwood" and a humorous song-along LP.

Jet Crash Kills Duer, Of Columbia Disk Club

NEW YORK—Douglas H. Duer, repetoire manager of the Columbia Records disk club, was among those killed when a weekly crash of a jet airliner at Idlewild Airport, killing all of its passengers and crew.

Duer leaves a wife and one child. The tragedy also took the life of Mrs. Duer. The history of Bob Crosby's big band, Eastman, vest music business attorney. She is survived by her husband and four children.

Big 3 Nabs '62 San Remo Winner

NEW YORK—Another winner of San Remo's "Scoppa," a record of three songs has been added to the catalog of The Big 3 (Robbins-Feist-Miller).

This year's top prize winner, "Addio Addio," will be assigned to Robbins Music. Tune is published in Italy by Edizioni Curti and was written by Domenico Modugno with lyrics by F. Mazzuca. "Addio Addio" is also titled "Volare" and "Ciao Ciao Cittadino," two big successes from San Remo.

NARM Meets To Spotlight Strong Label Talent

NEW YORK—Top disk talent will make appearances at the fourth annual meet of the National Association of Record Merchandisers (NARM), April 8-12, at the Eden Roc Hotel in Miami Beach.

At the NARM Awards Banquet, climaxing the convention, a show will include performances by Paul Anka (Victoria), Vic Damone (Columbia), Jimmy Dean (Columbia), Tino Yure (Liberty) and Jo Ann Campbell (ABC-Paramount).

Dean has been named on the NARM awards ballot for the best selling single of 1961, "Big Bad John.

Talent will also appear at various functions being hosted by diskers. Bobby Vee, a nominee for the award as the most promising male singer, will be present at Liberty's cocktail party on Tuesday, April 10.

The Capitol fete, the same evening, will feature The Lettermen, and a group yet to be announced. A big band dinner party will be topped by a new group, Tommy Makem & The Clancy Bros.

Verve LP Deal For 8 New Issues

NEW YORK—Eight March albums from Verve Records are being offered to dealers on a buy-five-get-one-free basis.


Special sales aids such as salesmen's LP cover slick books, coop ads, blank and display materials are being made available to all distributors for re-distribution to local dealers. Albums for radio station use will be supplied to select jazz deejays by the local distributors.

May 8: 1962

New York City, New York. Capitol Records announces the release of 17 new LP's for March, including 2 pop and 2 classical. The pop entries are headed by the reissue of Nat "King" Cole and George Shearing, "Nat Cole Sings/George Shearing Plays," and Frank Sinatra's "Point Of No Return," with new cover art and conducting by Nelson Riddle, who played a big part in the singer's early career, and Peggy Lee's "Blues Country.


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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 QUARTER TO FOUR STOMP
   Stampers (Landis 664)

2 DO YOU KNOW HOW TO TWIST
   Hank Ballard & Midnighters (King 5593)

3 ALONG CAME LINDA
   Tammy Wynette (RCA Victor 7975)

4 SHE CRIED
   Joy & Americans (United Artists 415)

5 GEE BABY
   Ben & Bro. (Philips 40000)

6 WHAT AM I SUPPOSED TO DO
   Ann-Margret (RCA Victor 7986)

7 FLYING BLUE ANGELS
   George, Johnny & Pilots (Cord 555)

8 YOU DON'T MISS YOUR WATER
   William Bull (Stax 116)

9 ANNIE GET YOUR YO-YO
   Little Jr. Parker (Duke 345)

10 I'M ASKING FORGIVENESS
    C.L. & Pictures (Dunes 2070)

11 THE ONE WHO REALLY LOVES YOU
    Mary Wells (Motown 1024)

12 IT'S MAGIC
    Mustangs (Mercury 71921)

13 SUMMERTIME
    Rick Nelson (Imperial 5805)

14 NITE OWL
    Dukeys (Vee Jay 436)

15 JUST ANOTHER FOOL
    Curtis Lee (Dunes 2012)

16 MOTORCYCLE
    Tico & Triumphs (Amy 835)

17 NOW LET'S POPEYE/CHECK MR. POPEYE
    Eddie Bo (Swan 4099)

18 THIRD WINDOW FROM THE RIGHT
    Dean Barlow (Lescy 3004)

19 STEP BY STEP
    Julie Bryant (Columbia 42557)

20 DO THIS, DO THAT
    Little Nel (Kip 342)

21 IDA JANE
    Fats Domino (Imperial 5816)

22 LOVE THEME FROM EL CID
    Billy斯塔m (Infinity 613)

23 I WANT TO LOVE YOU
    Renee Roberts (New Phoenix 6198)

24 MASHED POTATOES
    Steve Alaimo (Checker 506)

25 BIRTH OF THE BEAT
    Sandy Nelson (Imperial 5809)

26 JOHNNY JINGO/JEEPERS CREEPERS
    Hayley Mills (Vista 395)

27 TEARS BROKE OUT ON ME
    Lacy Arnold (RCA Victor 7966)

28 HELP ME
    Andy Williams (Columbia 42265)

29 "X-15 CONCERTO"
    Elliott Evans (Reprise 20039)

30 ISLE OF SIRENS
    Jerry Butler (Vee Jay 426)

31 COLINDA
    Rod Bernard (Hall W41902)

32 THE TRUTH ABOUT YOUTH
    Anita (Vista 394)

33 SHOUT, SHOUT (Knock Yourself Out)
    Ernie Marcuso (Stivite 117)

34 I FOUND A LOVE
    Falcons (LaFont 1053)

35 OUT OF SIGHT, OUT OF MIND
    Five Keys (Segway 1008)

36 TELL ME
    Dick & Dee Dee (Liberty 55413)

37 IT WASN'T GOD WHO MADE MONKY TONK ANGELS
    Kate Kallen (Columbia 2247)

38 DR. FEEL-GOOD
    Dr. Feelgood & Interns (Okeh 7144)

39 OH JOHNNY
    Janie Grant (Caprice 113)

40 GUITAR BOOGIE SHUFFLE TWIST
    Virtues (Dare 1733)

41 PLAY THE THING
    Monte Morris Quintet (Columbia 42218)

42 SUGAR BLUES
    Don Costa (Columbia 42107)

43 TO KNOW HIM IS TO LOVE HIM
    Nancy Sinatra (Reprise 20045)

44 MIDNIGHT SPECIAL
    Jimmy Smith (Blue Note 1819)

45 YOU LIED
    Joanie Taylor (Herald 568)

46 CHARLIE'S SHOES
    Billy Walker (Columbia 42287)

47 ONE OF THE GUYS
    Yamo Morris (Caprice 5417)

48 GINNY IN THE MIRROR/I WON'T BE THERE
    Del Shannon (Epic 3098)

49 SUGARTIME TWIST
    McGuire Sisters (Capitol 6305)

50 PARADISE COVE
    Surfmen (Triton 1722)

RELEASED AS A RHYTHM AND BLUES SINGLE, NOW GOING POP IN ATLANTA, BALTIMORE, CHARLOTTE, MEMPHIS, NEWARK, NEW ORLEANS & PHILADELPHIA!

“DOCTOR FEEL-GOOD”
DR. FEELGOOD AND THE INTERNS
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Celebrating the first year of the line that has set a new standard in record albums—from cover to cover and from first groove to last.

Celebrating with four sensational new releases

50 GUITARS GO SOUTH OF THE BORDER—VOLUME 2
The 50 Guitars of Tommy Garrett
LMM-13004 LSS-14001
El Concho Grande; Mazatlan Rose; Cienfuegos Fantasy; Mexico; Magic In The Moonlight; Matapuma; Mexico: Hot Dance; Amor: Exotico; Greens Eyes; La Paloma; Vaya Con Dios

GREAT BAND WITH GREAT VOICES SWING THE GREAT VOICES OF THE GREAT BANDS
The Si Zentner Orchestra and The Johnny Mann Singers
LMM-13007 LSS-14002
I'll Never Smile Again; At Last; Chattanooga Choo Choo; If I Didn't Care; It Happened In Monterey; On The Sunny Side Of The Street; Peggy Doll; Mississippi Mud; Undecided; The Nut Hut Song; Rumb And Coco-Cola; Marie

25 PIANOS PLAY EVERGREENS OF BROADWAY
The 25 Pianos of Tommy Garrett
LMM-13008 LSS-14012
Bali Ha'i; Everything's Coming Up Roses; The Sound Of Music; The Cremation Waltz; Fanny; I Could Have Danced All Night; Tonight; Till There Was You; Brooklet; Rumb And Coco-Cola; Hey There; Hey Look Me Over; Manhattan

INSPIRED THEMES FROM THE INSPIRED FILMS
The Fantastic Strings of Felix Slatkin
LMM-13009 LSS-14013
A Man Called Peter; David And Bathsheba; The Song Of Bernadette; Rev-It; King Of Kings; El Cid; The Robe; The Prodigal; Francis Of Assisi; Samson And Delilah; Ten Commandments; Quo Vadis

Plus the entire Liberty Premier Series catalog
PARADISE FOUND The Fantastic Strings of Felix Slatkin LMM-13001 LSS-14001
PORTRAITS IN BRONZE Bessie Griffin and the Gospel Pearls LMM-13002 LSS-14002
THE MAGIC BEAT The Unique Rhythms of Richard Marvin LMM-13003 LSS-14003
THE MAGNIFICENT XII The Fantastic Strings of Felix Slatkin LMM-13004 LSS-14004
50 GUITARS GO SOUTH OF THE BORDER—VOLUME 1 The 50 Guitars of Tommy Garrett LMM-13005 LSS-14005
OUT OF THIS WORLD The Unique Sounds of Richard Marvin LMM-13007 LSS-14007
STREET SCENE The Fantastic Strings of Felix Slatkin LMM-13008 LSS-14008
GREAT BAND WITH GREAT VOICES The Si Zentner Orchestra and Johnny Mann Singers LMM-13009 LSS-14009
MANY SPLENDID THEMES The Fantastic Strings of Felix Slatkin LMM-13011 LSS-14011
PREMIER SPECTACULAR L-5504 S-6604

Offered on these profitable terms:
10% cash discount
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With these useful merchandising aids
Outstanding display unit
Useful LP header cards
Folder listing all Liberty Premier Series albums

ANOTHER REASON TO GO LIBERTY IN '62

[Image of a cover with various text and graphics related to the Liberty Premier Series, including records, instruments, and promotional text.]
**Pick of the Week**

"GOOD LUCK CHARM" (2:23) [Teddy MBI—Paxton, Green]

"ANYTHING THAT'S PART OF YOU" (2:00) [Teddy MBI—Paxton, Green]

ELVIS PRESLEY (RCA Victor 7992)


"SOLDIER BOY" (2:40) [Ludix MBI—Dixon, Green]

"LOVE IS A SWINGIN' THING" (2:10) [Ludix MBI—Owens, Dixon]

The Four Preps (Capitol 4716)


"STARDUST" [Mills MBI—Carmichael, Parrish]

"COME RAIN OR COME SHINE" [DeSylva, Brown & Henderson—Mills MBI, Mercer, Merce]

FRANK SINATRA (Reprise 20,059)

Platter sinners are sure to have a picnic with the latest Sinatra reprise outing. Both "Stardust" and "Come Rain Or Come Shine" are ultra lovely sessions from the artist's Don Costa-arranged & conducted hit "Sinatra And Strings" LP. Unusual part of "Stardust" is that it marks the first time one the verse constitutes the entire stand. Great programming here.

"TWO OF A KIND" (2:42) [Ariff-Rose MBI—Mongomery, Sinks]

"IT HAS TO BE" (2:15) [Ariff-Rose MBI—Gibson]

SUE THOMPSON (Hickory 1166)

Dealers should, for the third straight time, get chart sales traffic from the lark. Topside, following the performer's two previous "Cats," "Sad Movies," and "Norman," is "Two Of A Kind," a fine toe-tapping ballad which is essayed with touching warmth by the songstress. Backing is a warm rock-a-string affair, including a soulful sax solo. "Has It To Be" is a bouncy blueser that can also get action.

"LOOK NO FURTHER" (2:55) [Williamson MBI—Rodgers-

"THE RIGHT THING TO SAY" (2:53) [Brogman, Voccio & Conn MBI—Conn, Gallopp]

NAT KING COLE (Capitol 4714)

More good news from "No Strings," the new Richard Rodgers musical, last week, the label made available Vic Damone, rendering of the strong title tune, and now set songster Cole offers another excellent ballad from the score (to be cut by Capitol), "Look No Further." Flipp is a relaxed best reading of a tune with the line-of-fashion ballad way.

"(What A Sad Way) To LOVE SOMEONE" (2:51) [Tricky & Rechercher ASCAP—Blumg, Brackin]

"WILL YOU LOVE ME IN HEAVEN" (2:00) [Alan K. & Figure MBI—Kiler, Page]

RAL DONNER (Gene 5125)

Songster’s hit string should remain intact with the deliberate, but strikingly dramatic sound on "(What A Sad Way) To Love Someone," a tale of unrequited love. Distinctive sitting is topped by a folkish guitar sound. A command of the tune’s "I want you" aura given to the singer, twist-flavored affair, inviting Alan Lober arrangements on both ends.

"RIDIN’ HOODY" (2:56) [Greggmark-Progressive BMI — (2:39) [Progressive Trio BMI — Frazier, Floyd]

THE COASTERS (Atco 6219)

The group is back with two more delights that have what it takes to ride side-by-side into history. On one side they romp over a happy-go-lucky jump-up-dating of "The Little Red Ridin’ Hood" while on the other they found out a bluesy dirty dudib "Teach Me How To Shimmie" Two-sided rock-n-roll fun.

JOSH WHITE (Mercury 79194)

"DONBONS, CHOCOLATE & CHEWING GUM" (2:30) [American Academy of Music ASCAP—White]

The noted folk artist is heard in a novelty rock light, with his happy vocal backed by a catchy sound from the combo-chorus. Affable entry.

"HE'S GOT THE WHOLE WORLD IN HIS HANDS" (2:27) [Essex ASCAP — White] A bluey, easy bounce approach to the famed spiritual.

JOE TRX (Dans 5003)

"POPEYE JOHNNY" (2:06) [Berk MBI—Denny, DeSylva, Bronn, Stoller]

"SUZY SAILOR" (2:09) [Berk MBI—Denny, DeSylva, Bronn, Stoller] A march-beat sound from the songster and his combo-male chorus. Novelty storyline is about a triangle. Could score.

"HAND SHAKIN’, LOVE MAKIN’ GIRL TAKIN’ ON OF A-GUN FROM NIGHT DOOR" (2:08) [Tree BMI—Tex, Cruthfield] Infectious gospel-type twistin’ here.

SHERON IVY (Hercules 166)

"I NEED YOU" [Elsher BMI—Denny, DeSylva, Bronn, Stoller] Convincing sentimental survey from the vocalist, whose inviting easy-setting is ciphered off by weather. Improvisation from one of great. Handled by Cameo, deck could develop into a fine session.

"BELIEVE ME" [Elsher BMI—Denny, DeSylva, Bronn, Stoller] Similar soft spoken work here.

Mickey Wood (Taml 54602)

"(They Call Me) CUPID" (2:41) [Jebete BMI—Gordy, Holland] Lots of rock-a-string origin-ally, edited for this date, spotlighting terrace wise songster Wood on an interesting item about a guy who is "good to the last," but has no love of his own. Must be watched.

"PLEASE MR. KENNEDY" (2:41) [Jebete BMI—Gordy, Wakefield] A rock-a-chah stant about fellas who doesn’t want to be drafted until his gal says "I Do."

THE TREN-DELLS (Tilt 788)

"MOMENTS LIKE THIS" (2:15) [Tree BMI—Settle] Boys can grab chart coin with this quick-beat portrayal of the strong teen storyline. London handles this potent sound.

"I MISS YOU SO" (2:25) [Leeds ASCAP—Henderson, Scott, Atwater] A teen-beat sound of the oldie well-old attention from the kids.

GEORGE HUDSON (Capitol 4717)

"BRONX STOMP" (2:32) [Robert-Mollin MBI—Buckley, Arick, Mollin] A teen-beat sound of the oldie well-old attention from the kids.

"I'M POPEYE THE SAILOR MAN" (2:12) [Famous ASCAP—Lerner] Popeye is again the theme of rock date, a novelty twister, also from the LP.

THE ILLUSIONS (Mall 104)

"HEY BOY" [Deb-Aann BMI—Carman] Here's one that can come through in a big way. Strong oldie, Carman on a first-rate teen tune tells of a fella who is told to get off his high horse and in the end he can’t afford to end. Eye closely.

"SOLDIER BOY" [Deb-Aann BMI—Carman] A lovely soldier song that was shot down by "John" letter, and he notifies his gal of his concern.

BILLY FRIEL (Joker 1009)

"PORT LAUDERDALE" (2:55) [Cora Lee BMI—Carper, Frier] Songster, and the Fabulous and the Good Boys, offers a busy fine rock combo, guitar and sax upfrint in stinging flavor. Quite a workout.

LITTLE WILLIE JOHNN (King 5069)

"THE MASQUERADE IS OVER" (2:55) [Crawford ASCAP—Vaughn, Magidson] Vocalist, and the Fabulous and the Good Boys, offers a busy fine rock combo, guitar and sax upfrint in stinging flavor. Quite a workout.

LARRY BIRDSONG (Home Of The Blues 240)

"AUNT MATTIE" (2:25) [Harra BMI—Camp] Larry Birdsong and the Larryettes dish up a fine sounding of the songster’s roll. They have a new touch in their setup, making superpotent the song here.

JOHN VAN HORN ORCH (Jockey 207)

"THE DANCING OCTOUPUS" (2:28) [Ray Maxwell BMI—Extends & backside} A new and up-dating arrangement from a band augmented with strings. Bright display for the usual John Van Horn fan.

"SOMEBODY" (2:55) [Ray Maxwell BMI—Maxwell] Triplets are included in this ballad pose from the Van Horn crew. Tune is appealing.
FERRANTE & TEICHER

"STREET OF PALMS" and "SMILE"

EVELYN FREEMAN

"DIDN'T IT RAIN"

GEORGE JONES

"SHE THINKS I STILL CARE"

AND

"SOMETIMES YOU JUST CAN'T"

JOYCE DAVIS

"MOMENTS"

UA 425

JAY AND THE AMERICANS

"SHE CRIED"

UA 415

MARY JOHNSON

"WITH ALL THAT'S IN ME"

UA 423

PHIL UPCHURCH

"ORGAN GRINDER'S SWING"

UA 417

TONY MIDDLETON

"DRIFTING"

UA 360

THE MANY SIDES OF GENE PITNEY

A Billboard Pick

THE MANY SIDES OF GENE PITNEY

Musicor MM 2001—Pitney is hot right now in the singles market, and this album should chalk up similar sales success for the young artist in the LP field. In addition to his current hit “Town Without Pity,” package includes expressive renderings of a flock of other Pitney tunes. A solid teen-appeal album.

SOLID GOLD GUITAR

AL CAILORA

A Billboard Pick

SOLID GOLD GUITAR

Al Cailora, United Artists, UAS 6180 (Stereo & Monaural)—Cailora’s recent chart successes should be perpetuated with this potent instrumental album. The LP features the guitarist with strong arr. and strong rhythm playing 12 tracks of current and former hits. Just about every track has the distinctive Cailora sound backed by a smart arrangement. Among others, his top selling “Magnificent Seven” is included. Interpretations of “Mexico,” “Jesabel” and “I’ll Walk The Line” rate a hearing.

GENTLE PURR-CUSSION

TERRY SNYDER

A Billboard Pick

GENTLE PURR-CUSSION
terry Snyder and His All Stars. United Artists, Ultra Audio UPS 8152 (Stereo & Monaural)—Snyder should have another hot sales item for the stereo market in this package of listener-pleasing pop treatments of pretty standards and originals. In keeping with the title, the LP features a smoother sound blend with less obvious separation than on past Snyder packages. Snapping cover photo gives LP good display value.
**THE ROSE WHITE OF ATHENS** (2:27)

(Peter Schaefers BMI—Hadjidakis, Newell, Bleyer)

“ADIOS (Goodbye, My Love)” (2:21)

(Peter Schaeffers BMI—Hadjidakis, Newell)

**THE CHORDETTES** (Cadence 1117)

Having recently clicked with an English-lyric version of “Never On Sunday,” guns can turn the trick again with another Hasidic Hasidic pic tune (from “Dreamland Of Desire”), the oft-cut “The White Rose Of Athens.” Team’s choice—light beat ballet blend is backed with a sprightly Gypsy-styled ork led by Archie Bleyer, who had a hand in writing the English words. Both David Carroll (Mercer) and Nana Mooskour (Riverside) have Top 100 readings of “White Rose.” Flip is another winner from the pic.

**REMEMBER**

(OOH MIDNIGHT)

“I'M PROUD” (Cliff Richard ASCAP—Weidler)

The inventor isn’t named, but Allen and his co-composer sound de rigueur. SAAL-Weidler

**BYE BYE** (2:35)

(Lillian BMI—Brown) Brown reads a shuffle-beat, familiar-sounding R&B-like plaint with plenty of conviction and style.

**MIDNIGHT**

**JOHNNY MOORES ORIGINAL BLAZERS** (Lilly 506)

(B) “BON VOYAGE” (3:05) (Lillian BMI—Berea, Brown, Moore) Johnny Moore’s Original Latin Band vocalist comes up with a sentimental slow-paced blues affair. Effective piano in the mix.

**REMEMBER**

**JOHNNY LYNED** (Arc 4455)

(B) “I DO ANYTHING” (1:45) love like this song. The vocalization of the song. The song turns a nice accent of an amiable, coolly-flavored romance. Around deserves some credit to the kids.

**LITTLE ANGEL BLUE** (1:55) [Lom-Lom ASCAP—Lambardo] Catchy Latinah handling of a tuned folk romantic.

**FREDDIE ELLIS** (Coral 2307)

(B+) “THANK HEAVEN FOR LITTLE GIRLS” (2:09) [Chappell BMI—Stern] ork—teenagers get a wild gospel-styled twist take on the favorite from “Gigi.” Real oddball handling of the opus.

**HEE THERE** (3:39)

[Francisco ASCAP—Adler, Ross] Slow beat, where-the-melody reading of the “Pajama Jane” number.

**THE INSPIRATIONS** (Jame 1212)

(B) “DRY YOUR EYES” (2:06) [Jamie & Craft BMI—Rohlick] The Inspirations_) The secondary strength here should feel for this tender expression of true love for the boys, who are led by an understanding lead. Good sentimental- izing in a rock manner.

**GOOD-BYE** (2:22) [Jamie & Craft BMI—Rohlick & The Inspirations] Speedy rock beat for another romantic number.

**RITCHIE HART & THE HEARTBEATS** (Ramo 3709)

(B) “PHYLILIS” (2:28) [Renda BMI—Hart] Attractive teen affection is warmly sung by the musicians, headed by a rich guitar sound, Worth exposure. Label is located in Phoenix.

**DO IT—TWIST** (2:22) [Renda BMI—Hart] A twister with a good-humor appeal.

**TEDDY REYNOLDS** (Kent 371)

(B+) “SHE’LL ONLY TWIST FOR ME” (2:06) [Modern BMI—Jonea] Lots of good blues feeling to this hit, but it has that stubborn quality about a guy who has exclusive twist rights to his chick. Deck has both pop & R&B power.


**BOBBY TURNER** (Decca 3387)

(B+) “BABY, BABY, BABY” (2:05) [Jensen & Champion BMI—Turner] Wild “R&B-inclined rockin’ from the vocalist and his comba-gal chorus backing. Virtually a new sound.

**I MISS YOU SO** (2:57) [Jensen & Champion BMI—Turner] Strong come-back-to-me reading by Turner. Tune is not the oldie.

**TEDDY BUCKNER BAND/ AIMAIBLE** (GNP 180)

(B) “MIDNIGHT IN MOSCOW” (2:39) [Cole BMI—Sadolin] The current smash, by Kenny Ball, is, like the Ball version, done with the band’s combo-gal chorus backing. Virtually a new sound.

**MIDNIGHT IN MOSCOW** (2:40) [Neil BMI—Sadolin, Sadolin] The Aimaible offer a more sentimental arrangement, with a mellow beat, of the lovely melody.
Overnight!!  
The Biggest  
Instrumental of the  
Year!

"JAM"  
PART 1

BOBBY  
GREGG

AND HIS FRIENDS

COTTON 1003

THE BIG ONES ARE ON CAMEO/PARKWAY

Cash Box—March 10, 1963
SHAKE THE HAND OF A FOOL (2:43) [Painted Desert BMI—Singleton]
HOLD BACK THE SUN (2:43) [MRC BMI—Garveyts; Arnaud—Singleton]
JOHNNY HALLYDAY (Phillips 4001)
France's young singing sensation Johnny Hallyday could make it big this side of the Atlantic with his U.S. bow on the Phillips label. Chanter's winning vocal ways are superbly put on display as he (and a chorus) belts out an exciting handclapping accordion twister, "Shake The Hand Of A Fool." Side really moves. "Hold Back The Sun" is a shuffle ballad ballad that the chorus-back artist spars in charming (part French) fashion.

TWISTING AT THE WOOD CHOPPERS BALL (2:31) [MCA ARSCAP—Weiss, Lewis]
RON METCALFE (Dunes 1961)
From up-Canada ways come this unexciting revival of the Woody Herman classic by Ron Metcalfe and his big org. On it, the musicians are "Twisting At The Woodchoppers Ball," in a manner supposed to appal to the hoop-dra in general. Jock would do none for this in a big way. Coupler's exactly what the tag implies.

I WISH THAT WE WERE MARRIED (2:40) [Joy ASCAP—Weiss, Lewis]
TWISTIN' AND KISSIN' (2:32) [Joy ASCAP—Weiss, Lewis]
RONNIE & THE HI-LITES (Joy 260)
A new teen songteam can get first-time-out chart recognition via a pretty romantic, "I Wish That We Were Married," handled by feeling with the lead; the full band is doing the setting-up. Flip has an appropriately sunny way. Watch the ballad end.

THE NEIGHBORS (MGM 13006)
THE BIG BAND TWIST (2:34) [Leeds ARSCAP—Zacharias]
SIMPPLY A WITH (B) (2:10) [Rita & Paris ASCAP—Hollerman, Minoff] Here's first the disk salute to Cole Gordon Chinn and the earth—and it's a solid, lusty folk-flavored account of ways to do the right hooking. Sock Joe Shermain assist. Could bust wide open.

NEVER SHOULD HAVE LEFT (Old Kentucky) (2:10) [Rayven & Sangi BMI—Horton] Polkaists offer another spirited date.

JERRY WALLACE (Challenge 9193)
THE BUCKY TEAR (2:13) [4-Star Sales—Burgess] Bright twist-'em proceedings from the popular songster and his combo backing that could lead to Top 100 sales. A take to keep tabs on.

MR. LONELY (2:41) [4-Star Sales BMI—Best, Burges] Emotional stuff whose upswing sometimes recalls "The Great Pretender." Could also bust thru.

DONNIE BROOKS (Em 3071)
MY FAVORITE KIND OF FACE (2:31) [Bamboo BMI—Perry] The chart-experienced songster is doing a very successful twist, charming teen-lovey-dovey, Galchor strings are sound assets in the setting. Could make-the-grade.

HE STOLE FOLK (2:10) [Pattern ASCAP—Howard] Belt item with a good-sounding rhythmic arrangement.

ROBBINS & PAXTON (Rori 707)
TEEN-ANGEL (2:10) [Acuff-Rose BMI—Surrey, Surrey] Teen tunes with a "sick" theme. The crooner does it the right way. Dining hit—get a tongue-in-cheek Porter songsters as the boys who use a folk approach for their devastating take-off. Comedy jocks will dig.

PEREZ PRADO (RCA Victor 8006)
PATRICIA TWIST (2:30) [Peer Int BMI—Prodo, Marcus] The Latin maestro's years-back milking hit could be done as a novel twist date. Existing stand from an LP, "Twist Goes Latin." Can be active.

FLIP BABY (2:20) [Levi ASCAP—Grever, Levene] The oldie is also done as a twist.

BAN-LONS (Fidelity 4951)
JUNIOR BAN-LON MOUNTAIN (2:40) [Spectrum—Burgess] A tender true-love opus is appealingly executed by the young singer. Other warblers and combo support with a wistful feel.

HEY BABY (2:20) [Levi BMI—Cobb, Channel] A cover of the Bruce Channel hit.

PETULA CLARK (London 10604)
MY FRIEND THE SEA (2:54) [ASCAP—Weiss, Lewis] The talented English star could succeed here with her record of a catchy romantic. Hope for a success in England, it has a continental manner that's accepted here.

ALL MY LOVE (1:52) [Sun-BV BMI—Perretta, Perrotta] A very attractive tune is displayed with a fine continental-type sound, topped by a sifter and soprano sax. Could also move.

HERRIE JAY (Mala 447)
HE WOULD LIKE A PECAN HEART (For Doing The Twist) (1:50) [Zike BMI—Jaspon, Harden] Here's a strong-sounding novelty about the dance craze, with Jay doing an effective, country-styled sing-a-narrative against potent twist guitarings-on from the combo and chorus. Might break-out.

WAR PAINT (1:50) [Zike BMI—Jaspon, O'Neil, Harden] Things ease up in this salute to the U.S. Calvary's struggles with the Indians, complete with hoofbeats and other gimmick sounds.

ART FARMER & BENNY GOLSON JAZZET (Mercury 7192)
KISS AND MAKE (2:25) [Bryson BMI—Bryant] For her bow on Mercury, trumpet Farmer and tenor saxist Golson make a claim in a highly jazz-minded but twirled stable swing. Can come up with important, all-around station exposure.

SONNY'S BACK (2:48) [MCA ARSCAP—Howard] Belt item with a good-sounding rhythmic arrangement.

MIRIAM MAKEBA (Kapp 452)
CAN'T CROSS OVER (1:35) [Cho-Wei ASCAP—Boufka] Engaging calypso-styled ditty is delightfully portrayed by the folk artist, making her singles bow for Kapp.

THE COMIC BOOKS (New Phoenix 5129)
THE FARMER'S WIFE (2:12) [Jeffery BMI—Dorsey] Good-sounding, speedy rock-a-cha sound from the songsters. Session is a master purchase from the Citation label of Saud City, Wise. Can make some noise.

BLACK MAGIC & WITCH CRAFT (2:52) [James F. Kirkich BMI—Bausch, Dorsey] Catchy chant gimmick in another up-beat showing.

MIKE MAKIBA (Dot 16336)
TORE UP (2:15) [L.F. Wood ASCAP—DeVorzon] A solid beat from the blues-vee, who gets contagious support from the band. Also to be noted is the dec's affecting twist sound. Lewis formerly cut with the Persians.


CRISTAL STAPLES (Stage 517)
STOCKHOLM CONCERTO (2:43) [Leeds ASCAP—Wilson] Lush, piano-led salute to the capital of Sweden from the English maestro. Theme is attractive. London handles the disirey.

INOCCENSE ABOARD (Dot 16336) [ASCAP—Zacharias] Playful instrumental sound here.

LINDA BALL (Coca 1970)


RAYMOND SMITH (2:25) [IHM—Dorona] Combo does a wild twist solo.

SKIP POULSEN (Deauville 1006)
PRETZEL AIN'T NOTHING BUT A TWIST (2:25) [Mr. Music ASCAP—Freedman, Cowan] A fine offer of a reliable steady-beat twist sound, while vocalists warble tongue-in-cheek lyrics. Label is based in Miami, Fla.

PRETZEL AIN'T NOTHING BUT A TWIST (2:25) [Mr. Music ASCAP—Freedman, Cowan] Session is concluded.

THE BANKERS (Bollam 6018)
THEIR NIGHT (2:03) [Sherman & DeVorzon BMI—DeVorzon, Botkin] Catchy title is a presentation is done by the boys with light-beat appeal. There's charm here for the youngsters.

THE DRIFTING BAND (2:58) [Sherman & DeVorzon BMI—DeVorzon, Botkin] D&B & M&F Barker] Fellas employ a folk-like technique against a Spanish-fla. wored backdrop as they tell of a drift who is looking for a true love call his own.
We’re not Clownin’ this one looks BIG!

JOHNNY BURNETTE "CLOWN SHOES"

B/W "THE WAY I AM"

#55416

First in the Foreground of Sound

ANOTHER REASON TO GO LIBERTY IN '62
**Best Bets**

**BOBBY GREGG** (Coton 1005)

(4) **“THE JAM—Part 1”** (1:20) [Chelsea BMI—Gregg]

This original-sounding blues swinger could have a big chart standing. Gut-
er and sax are potent lead instru-
ments. A combo romp to eye closely.

**HANK BALLARD & THE MID-
NESTERS** (King 5094)

(4) **“IT’S TWISTIN’ TIME”** (2:27) [Lois BMI—Ballard, Narth]

Ballard, father of the twist, leads his fellow rockers in a re-
handed session on the deck. Deck
could be a twist favorite.

**THE DUBS** (Em 1108)

(4) **“NOW THAT WE BROKE”** (2:20) [Sun ASCAP—Martin, Phillips, Puckett]

This one’s got a catch-in-
the-throat sound in the same Spanish-type sound.

**JACK RICKS** (Dot 16335)

(4) **“EL MAGARITA”** (2:20) [Landau ASCAP—Mal-
kin, Porrozo] Ross follows up his
“Happy Joe” click with another
song in the same Spanish-type
style. Can’t wait for this one.

**BILLY MAXTED** (Keh 502)

(4) **“THE FAITHFUL HUSSAR”** (2:21) [Leitis BMI—Arr-
maxted, Street] An instrumental.
year back click for Ted Heath, might get action anew in this easy-go Dixieland-type reading from Maxted and his
Manhattan Jazz Band. Keep tabs on this outing, Diskery headquarters in
Columbus, Ohio.

**RUBEN FORT** (COLUMBIA 1067)

(4) **“TILL DO THE BEST I CAN”** (1:35) [Kapa BMI—Davis, Fort] Here’s a grow-on-you blues ad-
fec tionate, recalling earlier dates by
Hank Ballard. Catchy business that
should be eyed.

(4) **“NOBODY”** (2:07) [Chevis BMI—Davis, Fort] Bouncy blues stint with an amiable way.

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TERESA BREWER
sings
ANOTHER
C/W
I WANT YOU
TO WORRY
62306

CORAL RECORDS
MERCURY'S DAVID CARROLL MONTH + 2

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Mr. STEREO
Mr. DANCE
Mr. PERCUSSION
Mr. STRINGS

is Mr. MONEYMAKER for you

a profit team that can't be topped

Mercury's Great Albums • David Carroll's Great Talents

• Led by David Carroll's latest, "Let's Dance to the Movie Themes," and the "David Carroll Galaxy," it's an explosive array of entertainment.

• There's solid dance music, show tunes, waltzes, percussion, Latin beats, French lilts, string, tunes from the Far East...something for every one of your customers.

• All are recorded by Mercury, the master producer of albums, with an eye towards profits for you. They'll build traffic...they'll play tunes for your cash register.

DAVID CARROLL HIT ALBUMS

Waltzes, Wine & Candlelight MG 20086
Toe Tappers MG 20064
Waltzes, With David Carroll & His Orchestra MG 20121
Shimmering Strings MG 20154
Percussion In Hi Fi MG 20166/SR 60003
Let's Dance MG 20281/SR 60001
The Featherly Feeling MG 20260/SR 60026
Dance & Stay Young MG 20351/SR 60027
Repercussion MG 20389/SR 60029
Show Stoppers From The Fabulous Fifties MG 20411/SR 60060
Let's Dance Again MG 20470/SR 60152
Solo Encores MG 20583/SR 60190
Let's Dance Dance Dance MG 20649/SR 60649
Mexiclo & 11 Other Great Hits MG 20660/SR 60660
Latin Percussion PPS 2000/6000
Percussion Orientale PPS 2002/6002
Percussion Parisienne PPS 2008/6008
All The World Dances PPS 2022/6022

"Let's Dance to the Movie Themes"...the latest and hottest new album from the baton of David Carroll. Longtime Carroll fans will love this and it'll make thousands of new ones.

"David Carroll Galaxy"...the album that gives your customer selections from some of this great artist's finest records. Available in monaural or stereo at only 99¢

NATIONAL ADS will appear in New Yorker—Two Full Pages • Time—Full Page • Show—Full Page ALL SELLING DAVID CARROLL

SALES STIMULATORS...Mercury has gone all out on sales ammunition for David Carroll albums. Included are these power-packed, customer-appealing aids:

1. Complete four-color window display kit including center window piece, two side cards, mobile complete with string and hook and wall or window banner. Also six die cut jacket easels, illustrating Carroll's versatility.

2. Special David Carroll order form.

3. Die cut jacket easels on the two new albums.

4. Special, two-color David Carroll consumer folder illustrating all David Carroll albums.

5. Large, two-color wall streamers spotlighting David Carroll as Mr. Stereo, Mr. Dance, Mr. Music.

HERE'S HOW DAVID CARROLL WILL MAKE YOU MONEY

1. FREE MERCHANDISE BONUS! For every six David Carroll records purchased from the above list, the dealer may select one additional record at no charge.

2. BUY NOW...PAY LATER!

3. ORDER WITH CONFIDENCE! All purchases made under the David Carroll plan are 100% exchangeable, the exchange being permissible between June 1, 1962 and June 15, 1962. Exchange can be made for any album in a like category of price.

NOTE: Because of the special low price for the demonstration record (David Carroll Galaxy, MG 20690/SR 60690) suggested list is 99 cents. Merchandise bonus plan does not apply to this album.

Cash Box—March 10, 1962
Get on this Profit Band-Wagon too...

**A HIGHLIGHT SELECTION OF 36 TOP ALBUMS FROM THE VAST MERCURY CATALOG**

Each of these selections is shooting up the charts or will be soon.

**PROFIT METHODS ON THE NEW MARCH RELEASE**

1. **FREE 10% MERCHANDISE BONUS!** For every nine of the new March release albums purchased, the dealer may select one additional album at no charge.

2. **BUY NOW ... PAY LATER!**

3. **ORDER WITH CONFIDENCE!** All albums in the March release ordered under this plan are subject to the normal 10 per cent exchange privilege. In order to qualify for this merchandise bonus and dating your first order has to be placed by March 21, 1962 (Plan runs from March 1, 1962 to April 15, 1962). Once you have placed the foregoing initial order all subsequent orders until close of plan will qualify for bonus merchandise, dating and exchange privilege.

**THESE WILL HELP YOU SELL:**

1. For the 14 new March releases, Mercury is using die cut jacket easels on all items. Special order forms, presentation cover books.
2. On the Highlight albums, you'll get consumer illustrated folders, special order forms.

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**14 BRAND NEW SOLID ALBUMS FROM MERCURY'S GREAT ARTISTS**

- **Abbe Lane** SR 20643/MG 20643
- **Country & Western Golden Greats** 3-20644/MG 20644
- **Eddy Howard Sings & Plays the Great Old Waltzes** SR 20655/MG 20655
- **The Riverboat Five In Person! At The Banjo Palace In New Orleans** SR 20671/MG 20671
- **Spanish Fire—Les Chavales De España** PPS 20195: 20205
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**Improvisations To Music—Nichols & May** SR 60040/MG 20376

**Sil Austin Plays Pretty For The People** SR 60036/MG 20241

**Golden Hits—Patti Page** SR 60055/MG 20245

**Frankie Lane's Golden Hits** SR 60587/MG 20587

**Jose Melis On Broadway** SR 60610/MG 20610

**Smothers Bros. at the Purple Onion** SR 60611/MG 20611

**For Lonely Lovers—Dinah Washington** SR 60614/MG 20614

**Patti Page Sings Country & Western Golden Hits** SR 60615/MG 20615

**My Heart Sings—Sarah Vaughan** SR 60617/MG 20617

**If You Believe—Brook Benton** SR 60619/MG 20619

**George Jones' Greatest Hits** SR 60621/MG 20621

**Guitar's Greatest Hits—Tom & Jerry** SR 60626/MG 20626

**Roman Holiday—Dick Contino** SR 60635/MG 20635

**September In The Rain—Dinah Washington** SR 60638/MG 20638

**Great Organ Hits—Eddie Layton** SR 60639/MG 20639

**King of Kings—Clebanoff** SR 60640/MG 20640

**Boll Weevil Song—Brook Benton** SR 60641/MG 20641

**I'll Save The Last Dance For You—Damita Jo** SR 60642/MG 20642

**Golden Hits—Tony Martin** SR 60644/MG 20644

**Sarah Vaughan's Golden Hits** SR 60645/MG 20645

**Jose Melis In Movieland** SR 60648/MG 20648

**Chart Winners—Various Artists** SR 60651/MG 20651

**Lush Side Of Cannonball Adderley** SR 60652/MG 20652

**Clyde McPhatter Sings The Golden Blues Hits** SR 60655/MG 20655

**Jan August Styles The Great Pop Piano Classics** SR 60659/MG 20659

**An Evening With Mike Nichols & Elaine May** OCS 2200/OCK 2200

**Step We Gaily—Jimmy Shand & Band** SRI 803/MG 203

**Balalaika—Svetlanoff & Poustyljukoff** SRI 804/MG 204

**Khachaturian Gayne Ballet—London Sym.** SR 90209/MG 90209

**Chabrier Espana—Detroit Sym.** SR 90212/MG 90212

**Schubert Unfinished Symphony—Minneapolis Sym.** SR 90218/MG 90218

**Sousa Marches—Eastman Rochester** SR 90237/MG 90237

**Rachmaninoff Third Piano Concerto—London Symphony** SR 90238/MG 90238

**Spola On Review—Frederick Fennell** SR 90234/MG 90234

**Wellington's Victory—London Sym.** LPS 9000/9000

**Adam Gisel—London Sym.** SR 2-9011/OL 2-111
These available I
& WANT
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Johnny DJs:
"HIP and "HIP
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Atlantic records

JUKE BOX OPS' RECORD GUIDE

ACTIVE with OPS

(SELECTIONS NOT on Cash Box Top 100 reported going strongly with ops.)

BABY, IT'S COLD OUTSIDE
Ray Charles & Betty Carter
(ABC Paramount 52096)

STRANGER ON THE SHORE
Acker Bilk (Atco 6217)

MAMIE IN THE AFTERNOON
Bessie Lewis (Belltone 5004)

BREEZE AND I & PETER GUNN
Maximillian (Bigfoot 3009)

GINNY IN THE MIRROR
Del Shannon (Bigfoot 3008)

MIDNIGHT SPECIAL
Jimmy Smith (Blue Note 1819)

JUNGLE LULLABY
Legends (Calderwood 410)

MOON WAS YELLOW/ I'VE HEARD THAT
Frank Sinatra (Capitol 4667)

SHAKE, SHAKE, SHERRY
Edels (Capitol 4675)

FLYING BLUE ANGELS
George & Johnny & Pilots (Cord 555)

PLAY THE THING
Harlow Morris Quintet, (Columbia 42218)

SUGAR BLUES
Edie Costo (Columbia 43207)

TAKE FIVE
Cannon McMillan (Columbia 42292)

MITCH MILLER PACK (5 singles)
(Columbia MM 182)

ORGAN PACK (5 singles)
Ken Griffin
(Columbia KG 1 & 2)

MONKY TONK ANGELS
Kitty Kallen (Columbia 42247)

SHOULD I SURRENDER
Don Day (Columbia 43160)

JAZZ PACK (5 singles)
Various Artists
(Columbia MM 1 & 2)

ONE LOVE, ONE HEARTACHE
Billy Vaughn (Dot 16259)

JUST ANOTHER FOOL
Curtis Lee (Dun 2073)

I'M GLAD THERE IS YOU
Gloria Lynne (Everest 19437)

ARCHIE'S MELODY
Irma Thomas (Fontana 8426)

OPERATORS' SPECIAL (5 Singles)
Seymour & His Magic Trumpet
(Heartbeat)

SUMMERTIME
Nickerson (Imperial 4805)

IDA JANE
Fats Domino (Imperial 5416)

DO YOU KNOW HOW TO TWIST
Hank Ballard & Midnighters (King 5593)

QUARTER TO FOUR STOMP
Stompers (Lindo 684)

THIRD WINDOW FROM THE RIGHT
Dean Barlow (Lessee 3004)

YES, WE HAVE NO BANANAS
Anthony Newley (London 5152)

THE ONE WHO REALLY LOVES YOU
Mary Wells (Motown 1924)

I WANT TO LOVE
Renee Roberts (New Phoenix 6794)

TEARS BROKE OUT ON ME
Edie Arnold (RCA Victor)

STARDUST
Frank Sinatra (Reprise 20.059)

TWIST ITALIANO
Lau Monte (Rapparo 20.044)

I REMEMBER TOMMY (5 Singles)
Frank Sinatra Pack (Maytime FF-1)

NOW LET'S POPEYE/
CHECK MR. POPEYE
Edie Be (Swan 4099)

OUR CONCERTO
Steve Lawrence (United Artists 403)

ISLE OF SIRENS
Jerry Butler (Vee Jay 426)

JOHNNY JINGO/JEEPERS CREEPERS
Rayley Mills (Vista 395)

THE TRUTH ABOUT YOUTH
Annette (Vista 394)

NEW ADDITIONS to TOP 100

71—THE ALVIN TWIST
David Selvi & Chipmunks (Liberty 55424)

84—SWEET THURSDAY
Johnny Mathis (Columbia 43261)

87—YOU BETTER MOVE ON
Arthur Alexander (Dot 16309)

90—SHE CAN'T FIND HER KEYS
Paul Peterson (Colpix 620)

94—THE RAIN S CAME
Don Lambert (Joe 7003)

99—GINNY COME LATELY
Brian Hyland (ABC 10294)

100—AMOR
Rogio Williams (Kapp 447)

AIMED at OPS

MERCURY
Walk On By
The Auctioneer
Leroy Van Dyke (30105)

The Window Up Above
Tender Years
George Jones (30102)

Peter Potesil and His Tonsil
Parts 1 & 2

Gwen Davies (30103)
First Trip To The Dentist Parts 1 & 2

Gwen Davies (30104)

RCA VICTOR
Last Date
Sam Anto Rose
Floyd Cramer (6072)

The Three Bells
Scarlett Ribbons

The Browns (5573)

He'll Have To Go
Am I Losing You
Jim Reeves (5074)

Oh! Carol
Calendar Girl

Neil Sedaka (5655)

Chain Gang
Capitol
Sam Cooke (0576)

Don't You Know
Someday
Della Reese (5677)

A Big Hank O'Love
My True Wish Came True
Elvis Presley (0026)

Stuck On You
Fame And Fortune
Elvis Presley (0027)

It's Now Or Never
A Mess Of Blues
Elvis Presley (0028)

Are You Lonesome Tonight?
I Gotta Know
Elvis Presley (0029)

Suspender
Lonely Man
Elvis Presley (0030)

I Feel So Bad
Wild In The Country
Elvis Presley (0031)
WNOE—New Orleans:
Jim Stewart says
"Red Bullet SMASH!"

CHUCK REED
Sends 'em
Softly
and
Surely
WITH

"JUST PLAIN HURT"

b/w

"Talkin No Trash"

WCKR—Miami:
Ric Shaw says
"Tremendous Potential"

HIT
No. 101
CHOCTAW RECORDING CORP.
Valparaiso, Florida
MARCH IS
MONTH-THE

Highlighted by two new releases:

And Featuring
These All-Time
Connie Favorites:

CONNIE FRANCIS SINGS
ITALIAN FAVORITES
E/SE3791

CHRISTMAS IN MY HEART
E/SE3792

CONNIE FRANCIS SINGS
ROCK 'N ROLL MILLION SELLER
E/SE3794

CONNIE FRANCIS SINGS
SPANISH FAVORITES
E/SE3853

CONNIE FRANCIS SINGS
JEWISH FAVORITES
E/SE3869

CONNIE FRANCIS SINGS
MORE ITALIAN FAVORITES
E/SE3871

SONGS TO A SWINGING BAND
E/SE3893

MORE GREATEST HITS
E/SE3942

CONNIE FRANCIS SINGS “NEVER ON SUNDAY” AND OTHER TITLE
SONGS FROM MOTION PICTURE
E/SE3965

CONNIE FRANCIS SINGS
FOLK SONG FAVORITES
E/SE3969
HERE'S THE DEAL!

- **BUY**
  - 4
  - CONNIE FRANCIS ALBUMS

- **GET**
  - 1 FREE!
  - CONNIE FRANCIS ALBUM

- **SUPERB DATING TERMS**—Contact Your M-G-M Distributor For Full Details

- **FABULOUS CONNIE FRANCIS WINDOW CONTEST WITH BIG CASH PRIZES FOR THE WINNING DEALERS**

  THE PRIZES ARE:
  - **FIRST PRIZE**—$500
  - **SECOND PRIZE**—$300
  - **THIRD PRIZE**—$200
  - **FOURTH PRIZE**—$150

  The ten runners-up will receive $100 each in Connie Francis albums. Your M-G-M Distributor Salesman will see you soon with information on how you can win one of the outstanding prizes. (Contest period: March 12 to April 15)

- **DISPLAY MATERIAL**—In order to help you win the the window contest, M-G-M is providing a large supply of point of sale material, including streamers, mobiles, easeled album covers and 18" x 18" blow-ups of Connie Francis.

- **CO-OP MATS** are available for local dealer use.

Don't miss this marvelous opportunity to buy sure selling Connie Francis albums at an unprecedented discount, with dating terms that can't be topped. THIS PROGRAM EXPIRES ON MARCH 31st, SO GET YOUR ORDERS IN TODAY!

MGM RECORDS
THE STARPOWER LABEL

Cash Box—March 10, 1962
<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>46</td>
<td>Young World—Ricky Nelson—Imperial</td>
<td></td>
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<td>30</td>
<td>76</td>
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<td>42</td>
<td>Slow Twistin’—Chubby Checker—Parkway</td>
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<td>50</td>
<td>92</td>
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<tr>
<td>31</td>
<td>Johnny Angel—Shelley Fabares—Colpix</td>
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<td>27</td>
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<td>28</td>
<td>You Win Again—Fats Domino—Imperial</td>
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<td>21</td>
<td>You Better Move On—Arthur Alexander—Dot</td>
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<td>21</td>
<td>Sugartime Twist—McGuire Sisters—Coral</td>
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<td>20</td>
<td>Love Me Warm &amp; Tender—Paul Anka—RCA</td>
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<td>19</td>
<td>The Alvin Twist—Chippmunks—Liberty</td>
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<td>18</td>
<td>Bie Mir Bist Du Schoen—Frank Slay—Swan</td>
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<tr>
<td>18</td>
<td>If A Woman Answers—Leroy Van Dyke—Mercury</td>
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<tr>
<td>16</td>
<td>Streets of Palms—Ferrante &amp; Teicher—UA</td>
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<td>16</td>
<td>Love Letters—Ketty Lester—Era</td>
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<td>15</td>
<td>I’ve Got Bonnie—Bobby Rydell—Cameo</td>
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<td>Lollipops &amp; Roses—David Carroll—Mercury</td>
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<tr>
<td>14</td>
<td>Gee Baby—Ben &amp; Bea—Phillips</td>
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<td>She Can’t Find Her Keys—Paul Petersen—Colpix</td>
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<td>Ginny Came Lately—Brian Hyland—ABC</td>
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<td>Amor—Roger Williams—Kopp</td>
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<td>Chapel By The Sea—Billy Vaughn—Dot</td>
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<td>I Will—Vic Dana—Dolton</td>
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<td>Johnny Jingo—Hayley Mills—Vista</td>
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<td>Cry Baby Cry—Angels—Caprice</td>
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<td>Shout Shout—Ernie Mascara—Seville</td>
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<td>Ginny In The Mirror—Del Shannon—Big Top</td>
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<td>Help Me—Andy Williams—Columbia</td>
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<td>Just Another Fool—Curtis Lee—Dunes</td>
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<td>Soul Twist—King Curtis—Enjoy</td>
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<td>Please Don’t Ask About Barbara—Bobbi Yee—Liberty</td>
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<td>Lover Please—Clyde McPhatter—Mercury</td>
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<td>Mashed Potato Time—Dee Dee Sharp—Cameo</td>
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<td>White Rose of Athens—David Carroll—Mercury</td>
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<td>The Young Ones—Cliff Richard—Big Top</td>
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<td>Tell Me—Dick &amp; Dee Dee—Liberty</td>
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<td>The Truth About Youth—Annette—Vista</td>
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<td>The Duchess of Earl—Pearlettes—VeeJay</td>
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<td>Dear One—Larry Finnegan—Old Town</td>
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<td>Buttons &amp; Bows—The Browns—RCA</td>
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<td>Miracle of Love—Glen Campbell—Crest</td>
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<td>Sweet Thursday—Johnny Mathis—Columbia</td>
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<td>Patti Ann—Johnny Crawford—Del Fi</td>
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<td>Walk On The Wild Side—Brook Benton—Mercury</td>
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<td>The Young Ones—Cathy Carroll—Warner Bros.</td>
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<td>La Dee Dah—Jerry Jackson—Kapp</td>
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</table>

**LESS THAN 10% BUT MORE THAN 5%**

<table>
<thead>
<tr>
<th>Song</th>
<th>Artist</th>
<th>Label</th>
<th>% Prior Weeks</th>
<th>% Total Exposure</th>
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<tbody>
<tr>
<td>She Cried</td>
<td>Jay &amp; The Americans (UA)</td>
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<td>76</td>
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<tr>
<td>Stranger On The Shore</td>
<td>Mr. Acker Bilk (Atco)</td>
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<tr>
<td>Hey, Lats Twist</td>
<td>Joey Dee &amp; The Stalilers (Roulette)</td>
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<tr>
<td>Sugar Blues</td>
<td>Dan Costa (Columbia)</td>
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<tr>
<td>Our Anniversary</td>
<td>Shop &amp; The Limelites (Hall)</td>
<td></td>
<td>27</td>
<td>34</td>
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<tr>
<td>White Rose Of Athens</td>
<td>Nana Mouskouri (Riverside)</td>
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<td>31</td>
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<tr>
<td>Yessiree</td>
<td>Linda Scott (Congress)</td>
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<tr>
<td>Paradise Cove</td>
<td>Surfers (Titon)</td>
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<tr>
<td>Apology At Bedtime</td>
<td>Jackie Gleason (Capital)</td>
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<tr>
<td>Wonderful World Of The Young Andy Williams (Columbia)</td>
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<td>39</td>
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<tr>
<td>Uptown Crystals (Phillies)</td>
<td>Ida Jane</td>
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<td>Fats Domino (Imperial)</td>
<td>Step By Step</td>
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<td>21</td>
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<tr>
<td>I Won't Be There</td>
<td>Del Shannon (Big Top)</td>
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<tr>
<td>Irish Rose</td>
<td>Frank Slay (Swan)</td>
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<td>Gunga Didn't</td>
<td>Lord Didd (Mr. Peacock)</td>
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<tr>
<td>Pretty One</td>
<td>Barbara Evans (Pioneer)</td>
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<tr>
<td>Ridin' Hood</td>
<td>Coasters (Atco)</td>
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<tr>
<td>Johnny Was Later For The Wedding Chico Holiday (Coral)</td>
<td></td>
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<td>10</td>
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<tr>
<td>Another</td>
<td>Teresa Brewer (Coral)</td>
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<td>10</td>
</tr>
</tbody>
</table>

Cash Box—March 10, 1962
FREE BONUS ALBUM!*  
6 selections by Nat King Cole plus 6 selections by George Shearing—given free with each purchase of Capitol's "Nat King Cole Sings/George Shearing Plays."*  
Optional with dealer

NAT KING COLE sings  
GEORGE SHEARING plays

PEGGY LEE  BLUES CROSS COUNTRY  
BIG BAND BACKING BY QUINCY JONES

(P)T-1471

(F)1W-1675

NEWCOMERS!

(The albums, not the artists!)
ALBUM PLANS

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

ABC-PARAMOUNT

All ABC-Paramount, Impulse and Westminster LP's are available at a 12½% discount. Expires: March 31.

AUDIO FIDELITY

The label's catalog is available on a buy-6-get-1-free basis. Expires: Feb. 22.

CONCERT-DISC

Complete catalog including new releases by Red Nichols and Frank Hamilton offered on a one-free-for-every-five-purchased basis. Label's "Success in 1962" series and The Businessman's Record Club series available at additional 10% discount. No termination date has been set.

DECCA

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

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 Medallion series, with dating to qualify dealers. Expires: Mar. 15.

LIBERTY

Deal on all Julie London & Martin Denny LP's: 10% discount. 100% exchange privilege, with merchandise exchangeable any time after July 1, 1962. Half payments in April and May. Expires March 31.

LIVELY ARTS

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

MERCURY

"David Carroll Month Plus 2"—Dealer gets one free additional LP for every six purchased in the Carroll catalog. All purchases made under the Carroll plan are 100% exchangeable, exchangeable between June 1, and 1962. A $99 II Carroll sampler is not included in the deal.

For every 9 of the 16 new albums for March purchased, the dealer may select 1 additional LP at no charge, 10% exchange privilege. Expires: April 15.

MGM

10% discount on all LP's, excluding Connie Francis product (see below). Expires March 31.

"Connie Francis Month"—The star's LP's are being offered on a 1-free-for-every-4 purchased during March.

MONITOR

A 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 100. Deferred payment plan involves payments set for March-April 1 and May 1. LP's 100% exchangeable during the first 15 days of May. Expires: March 31.

PRESTIGE/INTERNATIONAL

1-free-for-every-6 purchased on LP's. 100% exchange privilege. Expires: March 31.

RIVERSIDE

The label plus its affiliates, Jassland, Washington and Offset, are making their catalogs available on a buy-12-get-6-free basis during Jun.-Aug. 100% exchange privilege; deferred billing.

SMASH

Labels' first LP product, 6 albums, is available on a buy-7-get-1-free basis. No termination date has been set.

SUE

Labels' LP catalog is available on a buy-10-get-1-free basis. Expires: March 5.

TAMLAMOTOWN

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

TRU-SOUND

1-free-for-every-6 purchased on LP's. 100% exchange privilege. Expires: March 31.

VERVE

1-free-for-every-6 purchased on 8 new LP's for March. Expires: March 31.

VESUVIUS

The label, dealing mostly in Italian recordings, is making its Series 1000 catalog available on a buy-6-get-1-free basis. No termination date has been set.

Surrounded

In Canada

CHICAGO—Heartbeat Record's music director Paul Galla attacked the auto-
graph bit "the hard way" during his recent confinement for major surgery in St. Anne's Hospital. Here he is shown autographing his latest in-
strumental deck, "Boogie Twist" for
staff nurses of the hospital.

VANCOUVER—Red Robinson CKWX spinner, is pictured backstage at the Cave Supper Club with Louie Armstrong during the trumpeter's recent engagement at the Canadian club. Satchmo completely sold out the club for the nine days that he played there.

WEST COAST BREAK OUT and spreading...
THE FOUR PREPS
RELEASED BY POPULAR DEMAND
THE BIG DRAFT MEDLEY
B/W SUZY COCKROACH #4716
FROM THEIR SECOND SMASH ALBUM
IN A ROW CAMPUS ENCORE #(S)T 1647
Detroit Declares "Week" For Intl. Sound Fair

NEW YORK—Added momentum was given the forthcoming International Sound Fair with the official declaration of July 25-29 as "Sound Industry Week" by Detroit Mayor Jerome P. Cavanagh. First of an annual series, the Fair will be held then in Detroit's 54-million-dollar Cobo Hall.

The official designation was made by Mayor Cavanagh following a conference with the Fair's chief executives, President Coleman H. Pinkel and Hal B. Cook, vice-president and executive director.

Hailing the Fair as "an event of national significance," Mayor Cavanagh paid homage to the Fair planners and the entire sound industry for their major role in bringing "pleasure into the lives of all of us through home entertainment."

Complete cooperation of Detroit's civic and business groups was pledged by Mayor Cavanagh for the event which he envisions as a great boon for cementing a greater understanding of the city's streamlined convention facilities, were decisive factors for selection of Detroit, Fair Director Cook said. He stated that from many viewpoints Detroit was the ideal location for the first Fair. Subsequent fairs will be held in major cities around the world.

---

**Premise's Man In Chi**

**BENNY ROBLES**

NEW YORK—Benny Robles, formerly of the eastern sales/promo staff of Prestige, recently moved to Chicago to take charge of the discoyer's new and location office. Robles will concentrate on his merchandising activities in the midwestern area, with Chicago as his headquarters.

**Sinatra Twist Salute**

NEW YORK—Frank Sinatra twists, doesn't swing on a new single from Reprise. The deck, "Everybody's Twistin'," is being rushed into release this week. Label just issued a single from the star's new LP, "Sinatra With Strings," on which only the verse to "Stardust" is sung.

---

**Epic Signs Ralph Burns**

NEW YORK—Ralph Burns, the arranger-conductor, is now an exclusive attraction at Epic Records.

Burns, whose pact was announced last week by David Kaprilik, pop A&R director on the east coast for Columbia and Epic, is a leading big-band arranger, and has worked with such major business groups as pledging Frank Sinatra and Ray Charles. He is the musical arranger of Richard Rodgers' new musical, "No Strings," which has its Broadway bow this month.

**Peter Fabri Forms Tape Firm In Chi**

CHICAGO—Peter Fabri, who recently resigned as director of marketing and sales for Bel Canto Stereo Tapes, has formed a new tape firm in Chicago, Musicapes.

Firm's first tape releases, due in mid-March, will consist of 24 tapes from the United Artists, Veesay and Starday labels. In addition, Fabri plans to market a low-priced ($3.98) tape line under the Musicape tag sometime in April.

All tapes will be marketed through disk, photo and electronic distributors. Fabri will employ a field marketing staff in 17 territories throughout the U.S.

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**New Los Angeles Distributor**

LOS ANGELES—The staff of Merit Distributing Corporation, L.A.'s newest distributor, shows off their marque. Shown left to right are: Sam Bensussen, sales; Bill Metz, sales; Ed Greenwell, inside sales; Bill Nel, sales; Irene Corbin, office; Mike Cacino, inside sales; Geoffrey Kerr, promotion; Glenn Armpriest, inside sales; Red Baldwin, Artico-Atlantic promotion; Bill Pieper, general manager; Jack Leverkus, president.

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**TOP 100 ARTISTS**

(See Top 100 for titles and labels)

<table>
<thead>
<tr>
<th>Artist</th>
<th>Rank</th>
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</thead>
<tbody>
<tr>
<td>Alexander, Arthur</td>
<td>87</td>
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<tr>
<td>Anka, Paul</td>
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<tr>
<td>Angeli</td>
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<td>Anthea &amp; Sa 'n Sa</td>
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<td>Ball, Kenny</td>
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<tr>
<td>Bonds, B.</td>
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<td>Brown, James</td>
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<td>Burke, Solomon</td>
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<td>Burnett, Johnny</td>
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<td>Butter, Jerry</td>
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<td>Cannan, Ace</td>
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<td>Cherrier, Gene</td>
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<td>Cherrier, Bruce</td>
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<td>Connell, Donald</td>
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<td>Cordell, Floyd</td>
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<td>Curtis, King</td>
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<td>Davis, Jimmy</td>
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**Radio Show**

**Benny Robles**

**New Hit For JERRY LEE LEWIS**

**A New Hit For JERRY LEE LEWIS**

**I'VE BEEN TWISTIN' ’**

Sun 374

**SUN RECORDS**

---

**Strong New Releases**

**The Masquerade Is Over**

**Atanga**

Little Willie John King 5602

**It's Twistin' Time**

**Autumn Breeze**

Bank Ballard King 5601

**WHY DOES EVERYTHING HAPPEN TO ME**

**Night Train**

James Brown and the Famous Flames King 5643

**TO THE PRESIDENT TWIST YOUR LOVE KEEPS A-WORKING ON ME**

**On the Boat Dock Side Tracked**

Freddy King Federal 12456

**Going Strong Do You Know How To Twist TARDWAY**

Bank Ballard King 5593

**Never (With Fiddles)**

**Jo-A-De-Ley Didd-Ley**

Little Willie John King 5591

**Lost Someone Cross Firing**

James Brown and the Famous Flames King 5573

---

**New! Young! Great!!!**

**RONNIE and the Hi-LITES**

**I Wish That We Were Married**

Arr. & pro. by Hal Wess

Joy 260

**Johnnie Ray**

JOY RECORDS CORP

1619 BROADWAY, N.Y.C.
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<td><strong>THE BREAKFAST AT TIFFANY'S</strong></td>
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<tr>
<td>Ferrante Sinatra (RCA Victor LPM 2342, LSP 2342)</td>
<td>Henry Mancini (RCA Victor LSP 3283)</td>
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<td><strong>BLUE HAWAII</strong></td>
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<td>Kingston Trio (Columbia T 1658; ST 1658)</td>
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<tr>
<td><strong>WEST SIDE STORY</strong></td>
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<tr>
<td>Soundtrack (Columbia CL 5670; OS 2070)</td>
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<tr>
<td>YOUR TWIST PARTY</td>
<td><strong>TWIST WITH THE VENTURES</strong></td>
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<tr>
<td>Chubby Checker (Parkway 3907)</td>
<td>(Liberty BST 8710)</td>
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<td><strong>FLOWER DRUM SONG</strong></td>
<td><strong>YOUR REQUEST SING</strong></td>
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<td>Soundtrack (Decca DL 4098, CL 70904)</td>
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<tr>
<td><strong>TIME OUT</strong></td>
<td><strong>VICTORY AT SEA Vol III</strong></td>
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<td>Don Randi (Columbia CL 1397, CS 8197)</td>
<td>Robert Russell Bennett (RCA Victor LSP 2153)</td>
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<td><strong>DON'T THE PEPPERMINT LOUNGE</strong></td>
<td><strong>JUMP UP CALYPSO</strong></td>
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<td>Joey Dee &amp; Starlites (Roulette 23636; ST 35660)</td>
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<td>Lawrence Welk (Dot DLPL 3412; 25412)</td>
<td>Various Artists (United Artists UA 6120)</td>
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<td><strong>MARIA</strong></td>
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<td>Don Lawrence (1969)</td>
<td>Roger Williams (RCA Victor RS 3366)</td>
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<td><strong>SING</strong></td>
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<td>Limelighters (RCA Victor LPM 2445, LSP 2445)</td>
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<td><strong>SO MUCH IN LOVE</strong></td>
<td><strong>PASS IN REVIEW</strong></td>
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<td>Ray Conniff Show (Columbia CL 1720; CS 8250)</td>
<td>Bob Sharrock &amp; O (London SP 44001)</td>
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<td><strong>CEAMELOT</strong></td>
<td><strong>I REMEMBER TOMMY</strong></td>
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<td>B'woy Cast (Columbia KOL 4620; KOS-1021)</td>
<td>Frank Sinatra (Reprise 89-1003)</td>
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<td><strong>HEY, LET'S TWIST</strong></td>
<td><strong>BEYOND THE REEF</strong></td>
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<td>Soundtrack (RCA Victor CL 25164; SR 25164)</td>
<td>Earl Grant (Decca DL 74217)</td>
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<td><strong>SINATRA AND STRINGS</strong></td>
<td><strong>NEW PIANO IN TOWN</strong></td>
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<td>Frank Sinatra (Reprise RP 7006; 89 1004)</td>
<td>Peter Nero (RCA Victor LSP 2138)</td>
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<td><strong>LIVE IT UP</strong></td>
<td><strong>RHYTHM SING ALONG WITH MITCH</strong></td>
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<td>Johnny Mathis (Columbia CL 1711; CS 8411)</td>
<td>Mitch Miller &amp; Gang (Columbia CS 8520)</td>
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<td><strong>LET THERE BE DRUMS</strong></td>
<td><strong>BERLIN MELODY</strong></td>
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<tr>
<td>Sandy Nelson (Imperial NS-12468)</td>
<td>Billy Vaughn (Dot 25396)</td>
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<td><strong>TIME FURTHER OUT</strong></td>
<td><strong>SWING LOW, SWEET</strong></td>
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<td>Dave Brubeck (Columbia CL 1600; CS 8490)</td>
<td>Clare Fischer &amp; Pete Fountain (Dot 25396)</td>
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<td><strong>DO THE TWIST WITH RAY CHARLES</strong></td>
<td><strong>CLARINET</strong></td>
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<tr>
<td>(Atlantic 8504)</td>
<td>Pete Fountain (Carlin CS 71349)</td>
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<td><strong>JUDY AT CARNegie HALL</strong></td>
<td><strong>TAKE GOOD CARE OF MY BABY</strong></td>
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<td>22 Mitzi Gaynor (Capitol BD 1509; SWAG 1609)</td>
<td>Bobby Vee (Liberty LSP 3211; LST 7211)</td>
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<td><strong>VERSATILE BURL IVE</strong></td>
<td><strong>BE HIND THE SCENES</strong></td>
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<tr>
<td>(Decca DL 4152; 74512)</td>
<td>(RCA Victor LSP 2218)</td>
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<td><strong>GREATEST STRING EAND HITS</strong></td>
<td><strong>LIVE IT UP</strong></td>
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<tr>
<td>(Dot DLPL 3409; 25409)</td>
<td>Johnny Mathis (Columbia CS 8411)</td>
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<td><strong>NEVER ON SUNDAY</strong></td>
<td><strong>LET THERE BE DRUMS</strong></td>
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<td>Connie Francis (MGM E 3985; ES 961)</td>
<td>Sandy Nelson (Imperial 13080)</td>
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<td><strong>EVERYTHING</strong></td>
<td><strong>BEST OF THE DUKES OF DIXIELAND</strong></td>
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<tr>
<td>Hugh Laing &amp; Marty (Columbia CL 1727; CS 8527)</td>
<td>(Columbia Special 850-500)</td>
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<td><strong>BEYOND THE REEF</strong></td>
<td><strong>SINATRA AND STRINGS</strong></td>
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<td>Earl Grant (Decca DL 4321; 74323)</td>
<td>Frank Sinatra (Reprise RP 7006)</td>
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<td><strong>I REMEMBER TOMMY</strong></td>
<td><strong>PERSUASIVE PERCUSSION</strong></td>
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<tr>
<td>Frankie Fraser &amp; Talcher (United Artists UA 6171)</td>
<td>(Decca DL 74217)</td>
</tr>
</tbody>
</table>

* Also available in Stereo
* Also available in LP
CASH BOX

POPULAR PICKS OF THE WEEK

"FOR TEEN TWISTERS ONLY"—Chubby Checker—Parkway P 7089

Twisters should find terracechannel delights in this disk of twirlin' favorites by Chubby Checker. The songster has earned many laurels for his past wax efforts and this new LP should garner loads of honors and coin for the talented singer. Chubby offers such blockbuster geared-for-dancing selections as "Slow Twistin'," his newest hit entry, "The Fly," and "Dear Lady Twist." Disk should spark very strong sales.

"TWISTIN' ROUND THE WORLD"—Chubby Checker—Parkway P 7088

Chubby Checker comes on strong on this new LP which is destined to move quickly to the upper reaches of chartdom. This time out the chanter revives songs in seven languages including English, Hebrew and Greek. Chubby's distinctive, potent vocal style is showcased on such items as "Hava Nagila," "Never On Sunday," and "Tea For Two." Disk should score heavily.

"POINT OF NO RETURN"—Frank Sinatra—Capitol SW 1626

Frank Sinatra beautifully captures the nostalgic mood of the ballads he renders on this top-flight LP cut during his days with Capitol. Axel Stordahl, who conducts the ork, has come up with some quality arrangements of the studies that the crooner reads. The chanter is in best-selling form as he delivers "September Song," "Memories Of You," and "These Foolish Things." Disk ranks as a definite chart-roller.

"ALBUM SEVEN BY RICK"—Imperial LP 1916

Rick Nelson's teen admirers should come out in force for this seven-inch helping of his vocal talents on Imperial. The songster starts things off with "Summertime," his current noisemaker, and offers eleven other tunes with the musical accompaniment of his own group. While playing the rhythm guitar Rick dispenses renditions of "Congratulations," "Excuse Me Baby," and "Poor Loser.

"BLUES CROSS COUNTRY"—Peggy Lee—Capitol ST 1671

The coupling of the rich Peggy Lee voice and a group of swingin' items in a delight that is sure to please all of the lark's many admirers. With the backing of an ork led by ace arranger Quincy Jones, the tunes showcase her talents by reading a dozen geographically-oriented up-tempo and slow-paced blues items. Peggy really shines as she delivers "Kansas City," "New York City Blues," and "St. Louis Blues."

"DRUMS ARE MY BEAT"—Sandy Nelson—Imperial LP 9168

Sandy Nelson cashes in on the success of his current chart-riding hit in "Drums Are My Beat," to tag to new LP entry from Imperial. The album includes ten other selections in addition to the hit, all of which are professionally essayed. The drummer displays his distinctive talents, with a strong assist from his combo, on studies like "My Blue Heaven" and "Hawaiian War Chant." One band, "Twists," can attract the fast-moving dance's converts in droves, Top-notch LP.

"25 PIANOS PLAY EVERGREENS OF BROADWAY"—Tommy Garrett—Liberty LSS 14018

For this blockbuster album from Liberty Tommy Garrett directs his attention on pianos including grands, baby grands, uprights, spinets and celestes. In the past Garrett has scored successfully with his guitar packages and this piano-oriented disk should reap plenty of loot. A group of superb arrangements of Broadway tunes showcase such popular favorites as "Fanny's," "Hey There," and "Tonight." Sure-fire chart item.

ALBUM REVIEWS

"I KNOW"—Barbara George—A.F.O. 3601

Barbara George takes advantage of the success of her current chart-roller in "I Know" to name this premiere album venture. The lark is in superior form as she renders eleven of her self-penned items and one sturdie with same winning r&b authority that took the title tune to the charts. In addition to the biggie, the thrush reads "Make It Happen," "For Better Or For Worse," and "Hurted" with top-flight musicianship. Disk seems a sure noisemaker.

"AFRIKAAN BEAT AND OTHER FAVORITES"—Bert Kaempfert—Decca DL 7273

Composer-conductor-arranger Bert Kaempfert unleashes his many talents on this new LP from Decca with his usual artistry and showmanship. Orkster tags the disk after "Afrikaan Beat," his current chart-riding hit, and delivers eleven other self-penned and standard numbers on the set. Outstanding examples of the Kaempfert brand of melodically imaginative sounds are "Dancing In The Dark," "Moonlight," and "Stardust." Album should skyrocket.

"BUDDY GRECO LET'S LOVE!"—Epic LN 3829

The sales-laden talents of buddy Greco are displayed as both a first-rate singer and organist on this easy to listen LP. With some imaginative arrangements by Al Cohn and the help of a 16-piece ork including Zoot Sims, Gene Quill and Bob Brookmeyer, Greco goes through his paces with superb range and pitch. Highlights of the disk are the readings of "The Song Is You," "To Each His Own," and "You Know It."}

"MIDNIGHT IN MOSCOW"—Al Caiola—United Artists UAL 1266

Al Caiola showcases a different side of his musical coin on this disk tagged after the Kenny Ball smash. In addition to the title tune, the guitarist has assembled twelve other numbers geared to different geographical locales. Caiola and his ork, Al Caiola & his class-to-the-top arrangements of "Istanbul," "Song Of India," and "Brazil." Set should step out sales wise.

"TWISTIN' THE STOMP"—Fats Domino—Imperial LP 9178

Sticking close to his blues background Fats Domino offers a first-rate collection of powerful vocals and impressive instrumental solos on the LP outing from Imperial. The album is built around rhythm with a good dozen of them. Domino delivers "I Know," "Wait And See," and "South Of The Border" in his expected superb fashion. Disk seems destined to score in the coin department.

"SURFER'S STOMP"—Mar-Kets—Liberty LST 7226

There were many versions of the "Surfer's Stomp" but the Mar-Kets had the initial best-selling wax. Now the boys come up with their first album, which cashes in on the success of the single. The disk contains some current hits, an all-time standard and some new tunes all essayed with professional skill and polish by the group's renditions of "Balboa Blue," "The Bristol Stomp," and "If You Gotta Make A Fool Of Somebody" ranks as superior rockin' sounds.

"A FAMILY AFFAIR"—Original Cast—United Artists 1009

The label's first original-cast LP of a Broadway musical has Shelley Berman, its star, in its sales favor. Berman fans will be glad to know that a variation on his famed frustrated telephone bit is included. Best of the numbers: two ballads, "Anything For You" and "There's Room In My House," sung by Larry ("West Side Story") Kertesz and Rita Gardner and the razz-ma-tazz novelty, "Harmony." The excellent recording of the score, by Nick Perini, seems to say that UA has been doing show albums for years.
JAZZ PICK OF THE WEEK

“AFRO/AMERICAN SKETCHES”—Oliver Nelson Orchestra—Prestige 7223

Oliver Nelson has composed a moving, powerful seven part jazz suite for this quality disk from Prestige. Orchestrating the highly melodic and functional strains of primitive African music as well as the cultural reenactments of the European tradition with an accomplished group of jazz musicians Nelson’s tenor and alto sax take professional singing at “Haven’s,” “Going Up North,” and “Freedom Dance” with magnificent assurance and skill. Top-run jazz disk.

“THE NEW TRISTANO”—Lennie Tristano—Atlantic 1357

Improvisation is the keynote for this Atlantic jazz offering spotlighting the unaccompanied piano artistry of Lennie Tristano. The 88’er takes off on a swinging progressive line that does not resort to gimmickery or elaborate devices. The entire set is natural as the pianist reads a group of mostly self-penned items. The Tristano talents are melodically showcased in “Romancing,” “You Don’t Know What Love Is,” and “Love Lines.”

CLASSICAL PICK OF THE WEEK

“SVATOSLAV RICHTER AT CARNEGIE HALL VOLUME II”—Columbia MCL 274

The highly-acclaimed virtuoso, Richter is put to good use on this second Columbia LP outing cut during the 88’er’s 1960 Carnegie Hall concerts. Richter attacks pieces by Haydn, Schumann, and Debussy with excellent control and magnificent musicianship. This two record set offers a rather proof positive of the Russian’s unique keyboard artistry. Disk should pull coin with classical collecters.
NEW YORK:

In town and up for a Cash Box visit were Vic Edmon and Red Schwartz and Randy Wood with news that Jerry Butler's "I Love You" and The Pearlettes' "Duchess Of Earl" and Grover Mitchell's "That's A Good Idea" are all following in the smash footsteps of Gene Chandler's "Duke Of Earl," a fellow hit, "Smiley" and his "爬上 the Wall," in the " spell package. . . .

"Cathy Carroll's "The Young One" was the back door on Warner Bros. produced by Stan Applebaum, is a very hot item according to the label's Marvin Deane, who also canny notes the good luck acceptance on Helen LaCrois's "Dear Teacher" and George Greene's "What Now My Love." Marv in also dropped by with some funny (slightly new) stories. When the big news over at Vista, notes Dick Kline, centers around the Vonniers Sisters' "(Fifty Years To Go." Annette's "The Truth About Youth" and Gayle Mills' "Johnny Jingles." The label also expects Camarata's "Moon Pilot Melody" to also go into a sales-orbit soon. . . . With Kapp's main-stay "Town Armand it's Jane Morgan's "When Now My Love," Miriam Makeba's "Can't Cross Over," Jerry Jackson's "La Dee Dah" and Roger Williams' latest chart-master, "Amor," Kapp exec Phil Skaff recently feted

at a Danny's Hideaway stag party prior to his popping marriage.

Joy's David Greenman and Johnny Farrow, just back from lengthy road trips with reports that Ronnie & the Hi-Lites' "(I Wish You Were Married is gaining station pick-up all over the place. . . . From Bob Albsher comes word that Phoenix at the World, is the sales-jumping off place for Barry Darrell's latest Atlanticstand, "Adam And Eve." . . . Diamond top-per Joe Kelsky's quite excited over the signing of a soon-to-be-release of composer-conductor-ork leader King O'Loco. His label bill is a big-band (Iver Prod.) slice tagged "Kingpin."

Baritone Robert Merrill has been sked to open the new 3,200 seat opera house at the Seattle World's Fair—6/7, to open the new season at the Met, here in September and to open the new Philharmonic Hall of Lincoln Center on 9/23.

Cadence exec Bud Doolinger rushing around with the Chordettes' version of "White Rose Of Athens"—claiming great acceptance round the country. Dick has also that the label's Eddie "Bandit Of My Dreams" Hodges was a partner of Lt. Col. John Glenn on the now defunct "Name That Tune." TV's. Well, now ya do! . . . Nice to see Dick Deedee, who dropped by with Liberty's Ed Silver's Dick's in the east for 2 weeks of primo in behalf of their latest chart-master, "Tell Me.'"

Joe Cal Cagno, personal mgr. of RCA's Tommy Boyce — who's clicking with "Along Came Linda," has set to enter the hospital for surgery come March 14. If ya haven't heard from Joe recently, now ya know why.

Our best Joe! . . . We hear that 30% of the royalties collected on the Levett's "When I Asked My Love" (Love Tone) will be donated to various charities. . . . Danny Crystal items that Doris Day recently did the sleeper phone hit with WIN's Ted Steele in behalf of her "Love Comes Back" pic title steele. . . . Danny is currently filming "Jumpin." Decca brass reports that Phil Lang's "Marching Down Broadway," is a high-speed seller here in the package dept. . . . Morte Goos's name should be added to the credits on Caterina Valente's new London slice, "Don Quixote." He eled the English lyrics. . . . Danny Kessler info's that he's just signed newcomer Ray Daggs, who he manages, to a 5 year Liberty wax pact . . . Frances Faye, who currently has "Francis Faye In Francy" (Verve LP), booked for a 3-week gig at Basin Street, starting May. . . . The label also recently added songbird Chris Connor into Birdland, for 2 weeks, commencing 3/8. . . . Big Tiny Little, who's out with an "In Person" Coral album, a big hit with his Wild Jazz Combo on a recent Dinah Shore TV show.

Merr. Lee Magid items that RCA's Dell Reese opened at the Casino...
Presley's "Good Luck Charm," and the side of the shell's being
the usual Presley sendoff in local jocks and should reach
RCA decks in no time at all. Another RCA deck in the running
is Larry Frenzen's recent "Percy Prude ... Los Paul and
Dean "Gene" Phillips (appearing at the Polynesian Village
in the suburban Old Orchard shoppes during an afternoon
photographing stint at Gillette Music Hall) which resulted in a near
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r's current Columbia albums.
HOLLYWOOD—Liberty Records' big first birthday program for its premier series is now underway with the entire firm's going all out on the four new releases as well as the back catalog. Pictured during a promotional meeting last week at the label's Hollywood offices are (left to right), Ken Revere, Bob DeShannon, Liberty recording artist and Shari Sheeley, composer also under contract to the label, returned from London where they had participated in the EMI launching of the Liberty label throughout the continent. ... Publisher George Pincus in town visiting West Coast friends and promoting Dinah Washington's newest outing on Mercury, "Tears And Laughter."

Vocalist Tony Brent has been signed to play an important role in "The Girl In The Convertible," which will be produced and directed by Bob De Vire. Brent will do a song and dance twist number in the production. ... Miss Bryant also recorded an album for the label in Nashville, Tenn. titled "Olga, Dave," which will be released by Columbia in May. The Timi Yuro currently appearing at the Thunderbird Lounge, Las Vegas, ... George Duning has been signed by Rouse-Greene to write the music for the pilot of their new television series tentatively entitled, "Defiance County," which is being filmed at Screen Gems. ... The Paris Sisters, Gregor-marking artists, will be guest stars on the Panorama Pacific show 3/6 on KNXT's Challenge of Champions. ... Excited about "The Poor People Of Paris" b/w Don't Let The Stars Get In Your Eyes," by the Parisian Sextet,

KMPC's Roger Carrol and Donnie Brooks are coordinating personal appearances & will co-introduce the latest dance sensation, the "Bachata Twist," throughout the country. ... Jimmy McHugh and Ned Washington have just completed a release for the official "Mardi Gras Waltz," for the Mardi Gras Ball. ... Promos man Harry Fie adds that he recently snared a deal in Seattle and 2 slave girls in behalf of Jimmy Roselli's "Shake Of Araby," Ted Kellem's hot Columbia singles list include. ... Anita Vailes' "Johnny Mathis' "Sweet Thurs-
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SAN FRANCISCO—Cathy Funnies, indie record exploitation gal, who just moved into new offices at Central Tower, plugging away on Stax's Smiley & Del Shannon's "I Won't Be There" (both Bigtop).

CLEVELAND—Alan Mink, who's now handling promo for Reprise Records in the area, types that the label has two singles sale-sizzlers in "Cry Baby Cry" (Caprice), Bobbex Greene & His Friends' "The Jam" (Cotton), Miller naming, the "One Who Really Loves You" (Motown) and the Four Sportscmens' "If Your Heart Can Take It," (Kas) for Al Mielnik, proxy of A&L dists, announces that his outfit is now handling the Jazz: Janie & Jow, Rio, Ultra, Reed & Miles Jazz and Fidelity Sound lines.

FRED DEMETRIOU—Stony, the latest of the new single releases, has been personally snared a deal in Seattle and 2 slave girls in behalf of Jimmy Roselli's "Shake Of Araby," Ted Kellem's hot Columbia singles list include. ... Anita Vailes' "Johnny Mathis' "Sweet Thurs-
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ELVIS PRESLEY'S NEW DOUBLE-SIDED HIT SINGLE!

ELVIS PRESLEY

GOOD LUCK CHARM
...
ANYTHING THAT'S PART OF YOU

#7992
ORDER NOW! ORDER BIG!

RCA VICTOR

The most trusted name in sound
Epic Sets
7 LP's For March

NEW YORK—Seven new albums, backed by a special discount sales program, including one for the entire Buddy Greco catalog, are being released this month by Epic Records. Added to the Greco catalog is "Let's Love," with the singer getting a setting sound from such jazzists as Zoot Sims, Gene Quill, Bob Brookmeyer, Urbie Green and Joe Newman.

The other albums are: "The Bewitching Miss Bassey," with English lark Shirley Bassey; Lester Lanin's "More Twists In High Society," a followup to "Twistin' In High Society;" "Midnight In Moscow;" Eddie Condon and his Dixieland All-Stars; "Burlington Bertie's Banjo Band;" "Portrait Of A Piano," Canadian pianist Bill Butler and "South American Cookin;" The Curtis Fuller Quintet featuring Zoot Sims.

Opera Highlights
Mark New LP's From Angel

LOS ANGELES—Six albums of opera highlights plus the stereo premiere of Bizet's opera, "The Pearl Fishers," complete on two records, comprise the all-opera March release of Angel Records.

The Highlights albums are: "Norma," Maria Callas; "Tannhauser;" with Hans-Frédéric, Gotthold Frick, Hans Hof, and Elisabeth Grümmer; "The Marriage Of Figaro" with Eberhard Waechter, Elisabeth Schwarzkopf, Giuseppe Taddei, and Anna Moffo; "Iphigenie En Tauride" with Nicolai Gedda, Ernest Blane, Rita Gorr, and Louis Quilico; "Don Giovanni" with Joan Sutherland, Eberhard Waechter, and Elisabeth Schwarzkopf; and "Der Rosenkavalier" with Schwarzkopf, Otto Edelmann, Christa Ludwig, and Teresa Stritch Randall.

Angel's stereo overture of "The Pearl Fishers" features soprano Janine Miehues, tenor Nicolai Gedda, baritone Ernest Blane, and bass Jacques Mars. The orchestra and chorus of Paris's famed Opera Comique is conducted by Pierre Dervaux.

Staples Inked By Riverside

NEW YORK—Rooibak Staples, founder and leader of the famed Staple Singers, puts his signature to a long term Riverside recording contract as the label's veep Orrin Keepnews looks on approvingly. The Staple Singers, comprised of Mr. Staples, his son and three daughters, are one of the nation's hottest gospel attractions. They will record both gospel and folk material for Riverside and their first set in the folk vein is scheduled for early release on the label.

Philips Off To Big Start, Simon Reports

CHICAGO—First month sales of both albums and singles in the new Philips Records label have already "far exceeded expectations," according to Lou Simon, Philips sales manager.

The label's top selling singles are "Gee Baby" by Ben and Ben, and "Ain't She Sweet" by Hass Brown and his Ignant Strings. A third single, Woody Herman's "Shake The Hand Of A Fool," just cut in Nashville, will be the first American release for the performer.

The label has added three new distributors: All State, New Jersey, Inc., Newark; Music Service, Great Falls, Mont.; and Great Lakes Record Distributing Co., Cleveland.

Here Come The Glenn-Inspired Decks!

NEW YORK—As expected, diskies are mindful of the tremendous publicity being given Lt. Col. John Glenn, the first American to make a trip around the world via a space capsule.

MGM last week released "The Biggest Ride Since Paul Revere (The Ballad of John Glenn)" by The Neighborhood, a folk-flavored song crew, and Epic came up with "Please Mr. Scientist," a novelty astronaut single by the Redwoods.

On the LP end, Reprise produced and released, within a 48 hour period, an LP containing actual phases of the flight, from countdown to the capsule's recovery at sea. In addition, there are musical themes composed by Bruce Hersheynsohn and arranged and orchestrated by Bill Loose and Jack Cooperly.

Jimmy Bond To Mercury

NASHVILLE—The Mercury label has brought its country talent roster to an all-time high with the signing of an exclusive pact, of Johnny Bond, the vet singer.

Bond, who recently had a pop-country hit with "Hot Rod Lima," on the Republic label, is also a cleftor and owns two publishing firms, River Songs and Vidor Publications.

Currently starring in his own TV show, "Town Hall Party," out of KTTV-Los Angeles, Bond is also a frequent guest on the "Grand Ole Opry," "Jimmy Ward's Show" and "National Barn Dance."

An upcoming session by Bond will be released immediately.

Station Plays Single
For 18½ Hours

NEW YORK—Some stations may be offering marathon programming of various dates by one artist, but KRND-San Bernardino, Calif., last week gave its listeners 18½ hours of one side of a lark's new single. Side was "I've Got A Crush On You" by Joanne Cameron on the St. Louis-based Norman label.

Cash Box—March 10, 1962
ARAS Debate: Artists Vs. A&R Man

NEW YORK—A debate on "Artists vs. A&R Men" will be sponsored by ARAS, the disk awards society, at the association's quarterly membership meeting this Thursday (8) at the Plaza Sound Studio, 55 West 50th St.

Lawyer Jed Annand, president of Sphinx Records, will serve as moderator and four recording artists and A&R men will form a panel that will delve into such matters as: how much jurisdiction should a company have over an artist's recorded repertoire; what responsibilities do the artist and the company have toward the fan whether the artist is winning; what rights, if any, does the A&R man have to do with an artist's aesthetic direction; who should be the boss in studio; and other matters concerning the relationship between the performer and A&R man.

The debate, admission to which is free to all, is the second in a series being conducted by ARAS. The first was called "Is Stereo Necessary?"

B's Weiss Ends L.A. Stay

BANK, CALIF. — Robert B. "Red" Weiss, international director for Warner Bros. Records, completed his annual home office visit last week and returned to his Paris headquarters to again resume personal supervision of the label's global disk operation.

It has been in New York and London since Jan., for meetings with Mike Maitland, WB proxy, the legal department and key members of the company, regarding the continued world-wide expansion of the label.

During his current visit, Weiss contracted for additional distribution of the label with Pan American de Discos-Mexico and Electrical Musical Industries, Ltd., covering Japan, South Africa, New Zealand, Turkey, India, Cambodia, Burma and Ceylon and with RCA companies in Argentina, Uruguay, Chile and Fabrica Venezolana de discos-Venezuela.

WB obtained the master from Ricordi-Italy for world-wide WB reissue. In addition, Weiss pointed out, local language records in German, Norwegian, Swedish, etc., will be obtained, as part of the program to penetrate further into local markets abroad.

Following his Paris return, he will air to Hamburg and Berlin for recording sessions and will follow with a round-robin tour of English and European licenses on upcoming product to be marketed.

LA Deejay's Jailing Is Suspended

HOLLYWOOD—Hunter Hancock, the Los Angeles deejay recently convicted on tax evasion, based on $18,000 he received in payola from 1966-68, received a suspension of a 12-year jail sentence from Federal Judge William C. Mathes last week (26). Hancock was sentenced on three counts of income tax evasion, which could have sent him to jail for four years on each count. Judge Mathes placed him on probation for five years.

Because Of Him

It's Here! #2043

LIMAX

Record Distributing Co.
2932 W. Pico Blvd.
Los Angeles 6, Calif.
Call: Max Voight, Republic 1-3146

Frankie Ford

"They Said It Couldn't Be Done"

Imperial 5819

Jeanne and Janie

"Crying Away My Time"

Imperial 4713

Announcing L.A.'s Newest

LIMAX

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Los Angeles 6, Calif.
Call: Max Voight, Republic 1-3146

Frankie Ford

"They Said It Couldn't Be Done"

Imperial 5819

Jeanne and Janie

"Crying Away My Time"

Imperial 4713

Because of Him
The Drifters have been a hit teen R&B song group ever since rock 'n roll took the single business around 1954—and their success goes back even further.

The team's current lead voice, and first tenor, Charlie Thomas, is aptly the oldest member of the crew (44), while the remaining members are in their twenties. The others are: Rudy Lewis, second tenor; and Barry Green, baritone; and Tommy Evans, bass. Though Thomas is billed as the man upfront, it has been noted that any one member of the group can lead depending on the effect which needs to be created.

Two of the quartet's leads have gone on to individual stardom, the first was Clyde McPhatter, and then Ben E. King.

The songsters' first big hit came in 1958 with their first deck, "Money Honey" on Atlantic, still their label. They then went on to top U.S. and international recognition and have under their belts a host of hit sessions besides "Money Honey," including "The Humpin' Baby," the first side that gave them his string backing, "Save The Last Dance For Me," "That Mugle Moment," "Please Stay" and "Sweets For My Sweet.

Ventures

The most unique and sensational "safe driving" campaign ever attempted by an individual radio station begins April 21 on KJR-Seattle, contending with the opening of the Seattle World's Fair. Presently, 46 radio stations throughout the United States and Canada as well as nearly 100 recording, TV, and motion picture celebrities will participate in this KJR's "safe driving" campaign to be targeted at Seattle World's Fair visitors. Approximately 10 million people are expected in Seattle for the Fair, and many of them traveling by auto, the chance of accidents will be greater. With this in mind, and for the reason that the month duration the campaign will run, hours a day, KJR will broadcast voices of familiar radio personalities from "back home" reminding drivers to take caution. In addition, record, rock and roll and motion picture celebrities will be heard on specially produced KJR station break and "welcome to the Fair" announcements.

WWDC - Washington's Carroll James recently provided special "Rock To Have Babies By" without being aware of it at the time. A letter noted from a first-time father stated that she always listens to "C.J. your DJ," and took her broadcast radio program to the doctor so she could continue to listen. WWDC's DJ was on a personal vacation after the Carroll James Show had gone off the air.

The Goodwill Industries, a non-profit organization that aids handicapped people, by training them in useful occupations, has experienced record sales in a special sales campaign aided by WIP-Philadelphia, WP and Goodwill Industries Inc. combined in a promotional public service campaign designed to increase sales in Philadelphia's five retail Goodwill Stores. The radio station gave Goodwill five 6-second radio spots to hang out free, during a special sales week, then promoted the sale with radio, TV, and newspaper campaign announcements. Results: Goodwill Industries' sales up 70 percent over last year's, and traffic up from 51 to 65%. There were 42 used TV sets sold, 22 baby cribs purchased, with a total of 12,000 units moved.

WLLO-Minneapolis went all-out to support the February Heart Fund Drive in the Twin Cities area. A contest, featuring clues to "Mr. Heart," was run daily, with listeners sending in their guesses, along with a contribution to the Heart Fund. On Heart Sunday (February 24) "Mr. Heart" was identified as Minnesota basketball All-Star from University of Minnesota, with a special prize offer for the person who correctly guessed the All-Star's identity. In addition to these and other special features, WLLO promoted the Heart Fund with daily spots throughout the month of February.

Composer - conductor - arranger Bob Bogle was recently the guest on Paul Compton's KJH-Hollywood program. As a new feature of his daily three-hour Saturday night show, Compton devotes one hour to a noted bandleader or musician. The segment features an interview plus music composed or directed by the name guest.

Hal Jackson Show because..." and mail it to WWRL. Both men and women personnel and Hal Jackson will be host to the winners.

WXZ-Detroit's popular morning personality, Fred Wolf, who is also the engineering manager of the station's top TV bowing commentator, was honored last week when he was dubbed an official member of the exclusive "Sitting In Starin'" and Rockin' Chair Club, a world-wide "goodwill organization" whose theme is the "Rocking chair philosophy of living." Restaurant tycoon, Thomas McNulty Jr., of all the necessary credentials for the club's founder presented to Wolf official club membership, including a handsome New England "red-back" old fashioned rocking chair...from which the new member can stare and rock till his heart's content.

Newest phase of the "personal radio" campaign being conducted by KDKA-Steelers broadcast, is an offer of a free handwriting analysis, according to Promotional Manager Joe L. Buzelli. By sending a sample of their writing to "Andra," KDKA, along with a members' envelope, listeners either old or young can have a free analysis...as Art Pellant, KDKA jockey who suffered a broken kneecap, during the Kentucky Derby, will have done just as the last. When the tears dry, Art has been broadcasting his daily shows from the hospital.

Ken Gaubmann, DJ-program director of WWCO-Waterbury, Conn., and head of Ken Gaubmann Productions, has been named publicist and news director of the 1962 Connecticut Junior Chamber of Commerce State Convention (to be held in Waterbury on May 4 and 5).

VITAL STATISTICS:

Ted Atkins, formerly spinning 'em on KEMI-Denver, has been named program director of the 710 AM outlet.

Other new KDB jockeys are Larry Green from KLAK-Lakeview, Colo., to WZIB-Lakewood, Colo., and Nick Funster from Denver. Des Moines.

Bobbi Weib leaves her position as program director and program manager at KOY-Des Moines.

Gary Shute, formerly with WLAM-Lewiston, Maine, now a spinner on WGBY-Burlington, VT. No change.
**Cash Box**

**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.

"JOHNNY ANGEL"
SHELLEY FABARES (Capitol 621)

"THE ALVIN TWIST"
DAVID SEVILLE & CHIMPUNKS (Liberty 55424)... Pick of the Week—2/10

"DEAR ONE"
LARRY FINNEGAN (Old Town 1113)

"BALLAD OF THUNDER ROAD"
ROBERT MITCHELL (Capitol 3986)

"LOVER PLEASE"
CLYDE McPATTER (Mercury 71941) ... Pick of the Week—2/10

ound Equipment To The Rescue!

Steve & Eydie Help Dick & Fran

NEW YORK—In a way it was like freezing a cup of sugar from the neighbors next door.

Steve Lawrence and Eydie Gorme came to the assistance of another husband and wife team, Dick Haymes and Fran Jeffries during their recent engagement at the Copacabana in New York.

When the latter couple opened at the club they were dissatisfied with the sound. They called on Lawrence and Gorme to borrow their custom built equipment which they have been using with them on their tours of the country and which they used during their own Copacabana engagement last year. Lawrence and his manager, Ken Groengrass, had it shipped to the Copacabana and operated it for two nights until everything was in order.

The system consists of two columns, each containing six eight-inch speakers. It also has its own control panel with amplifiers, echo chamber and hydraulic microphone stands.

The system was designed and built by Irv Joel of Capitol Records according to specific requirements drawn up by the Lawrencees based on their experiences in different clubs. The system cost $5,000 to build.

The Copa management is now planning to have such equipment installed permanently in the club.

"Life Of The Party" Comedy Display

NEW YORK—A feature of Macy’s TV and music festival was the "Life Of The Party" comedy corner by Jubilee Records. Created and planned by Elliot Stein, Conn’s wife in charge of merchandising and marketing, the display was a huge success, according to John Reeves, Macy’s record merchant. The display held over 50 LPs and was instrumental in creating sales of those titles.

**Carroll On Canadian Promo**

MONTREAL—Mercury’s David Carroll, whose current hit “The White Road of Athens” is spinning upward, made more friends recently here. Carroll, shown at the right autographing one of his albums, was interviewed in a live on-air show by CJAD’s Vance Randolph from Eaton’s Department Store as a tie-in with the label’s perfect presence sound series.

Hecht Named Veep Of Trans-Disc

BOSTON—Ken Hecht has been named executive vice-president of LP labels produced by Trans-Disc Corp. of Boston.

These include the following: Period, Scala, Stravinsky, Renaissance, Rainbow, Showcase, Premium, Jan and Monarch.

Hecht, who previously headed Kenco Records, New York, will supervise all A&R, sales and promotional activities for the various labels. Kenco will now be released and marketed as part of the Trans-Disc catalog.

Currently on a cross-country tour introducing Period’s “Thrift Series” to distributors, Hecht plans additional distributor appointments to consolidate representation in some areas and to get international franchises for world-wide coverage.

Trans-Disc has a catalog of over 300 LP’s. The firm is planning to install its own pressing plant and recording studio in its own 5-story building in Boston.

Head of Trans-Disc is Saul Weinstein.

"Moon Pilot Melody" Camarata

"When You Wish Upon A Star"

Red Fox at Jazzville, U.S.A. Red Fox #820

Laff of the Party, Vol. 9

Billy Allyn #824

The Whole Hattie Noel

Hattie Noel #823

“DION”

"Born To Cry"

Laurie 3123

NEW YORK—Donny Marchand (right) gives out with a twist routine along with recording director Marty Craft and his wife Eleanor. The occasion was at the disk session for Marchand held at Bell Studios where Craft waxed the artist’s initial platter titled “Round In Circles” for his Trans Atlas label. The charter recently signed a two-year songwriting pact with the company.
Reprise Sales Meeting

Mercury Offers Demo On Civil War LP

CHICAGO—A one-side LP demonstration disk of Mercury Records' "The Civil War" LP is now being distributed, along with three other promotional aids.

The demo record features music from all four sides of the album, including band music of the Union troops, band music of the Confederate troops, field music of Union and Confederate troops and with special emphasis on the battle sounds narrated by Martin Gabel.

In addition to the record, there is a 10 x 21" gold, black and white window streamer, a 12 x 12" four-color counter card that simulates the original album cover, and a four-color give-away folder that provides a complete description of the album. The folder has space for dealer imprinting.

Music in the Civil War album is taken from actual Civil War band books, and is performed on authentic Civil War instruments restored to playing condition. Ninety-three sound tracks and over 1,500 shots are used in the Gettysburg battle sequence alone. The recorded document took over five years to produce.

Atco Is Patron For LP That Led To English Hit

NEW YORK—Atco Records commissioned an LP that led to a smash single in England.

The label wanted an LP displaying English star Mr. Acker Bilk's clarinet prowess against a string ensemble. The LP was completed and released in the U.S. several months ago as "Sentimental Journey," including a tune originally called "Jenny," but called "Stranger On The Shore" as a singles issue in England. "Stranger" became an immediate click there.

Atco, reporting strong initial reaction to its release here, is repackaging the album under the tag of "Stranger On The Shore."

Chess Buys "The Joke"

CHICAGO—Chess Records has just purchased a master, "The Joke" by Reggie Hall, from the New Orleans-based Rip label. The deck is reported to be active in the New Orleans area.

Music Man In Broadway Play

New Caedmon LP's, Distrib

NEW YORK—Top stars perform on four new spoken-word LP's from Caedmon.

Max Adrian, Diane Cilento, Jeremy Brett and Cyril Cusack are heard in "Troylus & Cressida," another addition to the label's complete series of Shakespeare's works; Richard Burton offers "The Poetry of (Thomas) Hardy"; Vincent Price, Julie Harris, Eddie Albert, Helen Gahagan Douglas and Ed Begley perform "Three Hundred Years of Great American Poetry"; and John Masefield reads his own poetry in "Sea Fever, Cargoes & Other Poems."

Caedmon and its Shakespeare Recording Society have just added two new distributors: Toppa Records of Miami and Music Merchants of Detroit.

Bear Inks Vocalist

NEW YORK—Songster Frankie Galen has been signed to the Bear label, this city. His initial release, due this month, is a single coupling "Portrait Of A Lady" and "Crammin' For My Final Exam."

Mercury Phonographs

CHICAGO—Mercury Records first two entries in the electronics field are, in the top photo, a portable stereo unit and, in the bottom shot, a fully transistorized portable. Both phonographs are manufactured in Holland by Philips' Photographic Industries.
FCC Renews Licenses Of 14 Westinghouse Outlets
WASHINGTON—After a delay, the Federal Communications Commission last week renewed the licenses of 14 radio and TV outlets operated by the Westinghouse Broadcasting Co. The FCC had held back renewals because of the conviction in Philadelphia of the parent company, the Westinghouse Electric Corp., and its then president, in a conspiracy to price-fix electrical equipment.

The FCC, which had looked into the relationship of the conviction to the operation of the outlets, declared that it had accepted the renewals on the basis of Westinghouse's programming record and ensuring that its renewal applications comply with FCC rules.

The FCC also said that the renewals were not permanent, with some's effect for less than the regular three years because of the delay.

Newton Minow, FCC Chairman, and Commissioner Frederick Ford, who agreed with the renewal decision, went on record as feeling that the renewal terms should have been for a period of one year.

The stations, in seven cities, are: New York—WBZ-AM-FM-TV; Cleveland's KYW-AM-FM-TV; Pittsburgh's KDKA-AM-FM-TV; Portland, Oregon's KEA-AM-FM; Baltimore's WCBM; Detroit's WXYZ; and Wayne's WOWO; Chicago's WIND.

Tucker Cuts "Passover" LP For Columbia

NEW YORK—The "Passover Seder Festival" has been recorded by tenor Richard Tucker for Columbia Records. The LP, which will be released in April for the Passover holidays, is the result of numerous requests for the label to do a LP devoted to the music of Passover.

Sholom Secunda, the composer and conductor, wrote the new musical setting, based on the traditional chants of the Hebrew Passover Service, and also directed the chorus and organ which accompany Tucker. Mills Music publishes the score, as does all of Secunda's works.

Boy From Syracuse

NEW YORK—Eddie Heller, prexy of the newly-formed Tribute Records signs Syracuse University singing discovery, Jeff Low, to an exclusive recording contract with the label. Low is managed by Beverly Scheeter of M-B talents.

No LP Deal On Prestige

NEW YORK—There has been no one-for-five deal from the Prestige label as listed in the Album Plans section, Cash Box has been informed.

The deal applies only to the following labels: Prestige/International, Lively Arts and Tri-Sound.

Chancellor Has Big Country Plans

NEW YORK—The Chancellor label is entering the country field in depth, according to prexy Bob Marcucci.

In announcing his label's move into country music, Marcucci said: "Often record manufacturers want to enter production of country records and then the creative people run into the hits they can and run. But my intentions are to build a strong (country) label and a stable of (country) stars.

"We expect in our first year to join the ranks with the leaders in the country music field."

Chancellor's first two country artists are Johnny Rivers and Joey Cooper, both of whom recently cut the label for release soon.

Marcucci, who will be making trips to Nashville, visiting recording studios and scouting further talent, noted that the label would go after every outlet for country music. Distributors are being alerted for promotion and merchandising and master mailing lists of dealers and rack jobbers who specialize in country sales are being compiled.

Marcucci also intends to work closely with managers and bookers of country artists to arrange bookings for the Chancellor roster.

The idea is to place his acts on the big network country shows to cover every other avenue of exposure as well.

Correction

NEW YORK—Miss Lois Van Dyne is not the wife of Marty Craft, as reported in a story in last week's issue about Miss Dyne leaving Seven Arts Record Productions to join Gary Kramer's Jubilee Artists Corp. as director of public relations. In private life, Miss Van Dyne is the wife of Antonio Aldo Brandini, an hotel executive. Cash Box regrets this error.

Riverside Inks Staple Singers

NEW YORK—In line with the expansion of its gospel catalog, Riverside Records has just inked the Staple Singers to a long term pact. The group, which consists of Roebuck Staple, his son and three daughters, has cut its first session for the label and will be recording both gospel and folk material on future dates.

ATTENTION JUKE BOX OPERATORS

BOB HELLER
Philly's Flying Record Dist.
665 No. Broad Street
Philadelphia, Penna.
Announces "Cash in the Box" on
March 3rd "PICK OF THE WEEK"

"Twist Around The State"
with the Troubadour Kings

A NATIONAL BREAKOUT!!

Billy Storm

"LOVE THEME FROM EL CID"

=013

Chicago • Buffalo • Philadelphia

INFINITY RECORDS
9808 Wilshire Blvd. Beverly Hills, Calif. CR 4-7348
AN—Following up the success of "Let’s Twist Again!" (#1 this week) by Peppino Di Capri and secondly by Chubby Checker, the "Peppin Twist" has risen to the third place on the chart, in both the Disco Ricordi, one of the largest record stores in Italy, coming to a devoted a peppermint display.

More Japanese Rights
Yamaha Music

YORK—Yamaha Music, this company has added more sonic catalogues to its recent hit for representation in the firm now has Japanese rights on Gene Annu music publishing titles; 4-Star, Watts & Barry Wallace; Publications; and also acquired the rights to "The Boyfriend" by Linda Scott's success on the Indian-American label.

New W. German Phone Trade Group

NEW YORK—West Germany has a new phone trade organization, based in Hamburg, the new group, part of the Electrical Industry Association, headquartered in Frankfurt, also permits membership to disc clubs, a recent innovation on the West German disc scene.

People-to-People Jazz Fete Set For D.C.

WASHINGTON, D.C.—Eleven programs will make the First International Jazz Festival—Washington, D.C., to be held in the nation's capital May 31 through June 3 under the sponsorship of the President's Music Committee of the People-to-People Program.

The festival will include eight concerts exploring various facets of jazz: a specially planned exhibit of paintings, photographs, manuscripts, charts and other graphic arts; a jazz film documentary and an illustrated lecture on the history of jazz.

In addition, two workshops commissioned by BMI will receive their world premieres at the fete.

All revenues from the festival will be used to commission or deferring commissions aimed at contacts with people in 101 foreign countries.

Wm. Morris Agency Sets Thrus. Auditions

NEW YORK—In its drive for new pop music talent, the Morris Agency, this city, last week (1) kicked-off a series of workshops for professional performers. Auditions will be held by the agency, 1740 Broadway, from 6 to 9 PM every Thursday.

Sponsors of the workshops will be Republic Records Inc., Stereo Cantor.

Miss Ross and Brandt recently joined the firm as part of its expansion in the personal appearance and disk fields.

Foreign Deal On Sodaika Disk

NEW YORK—A single by Nell Sodaka on the Pyramid label, called "Oh Della," has been set for release in 41 foreign countries by Diskmaker's Production Co., the label's national distributor.

LONDON—The conference of the Gramophone Record Retailers Association for the release of record clubs, with detailed analysis of the English disk market by the various speakers.

The meeting was called by L. Robinson, President of the GRRA who introduced the chairman, W. S. Woolf. In his opening address Mr. Woolf stressed the responsibility of the GRRA to maintain the standards of the other sections of the industry and to foster, in its members, an awareness of the responsibilities of the label. The society, a consumer/consumer relationship, an emphasis upon personal service and a greater understanding of the importance of the record industry to the economy of the country.

The first major speaker of the day was T. B. Readfield, director of the Philips, for his presentation on "New Trends In Marketing." Threlfall, secretary of the association, quoted this fact to the industry as "We must recognize the fact that we are one industry whether we like it or not."

There was the suggestion that the supermarket and discount business is a good trend and the need stressed for dealer cooperation. "This conference is subject to an industry. He also touched on the possibility of recording record stores, and quoted the German Automatent's comments: "If we work for a better record, why not record?"

To address the meeting on "The Consumer Market," the GRRA secretary, emphasized the services of the Dr. J. C. Ramazan from the Economic Department of Philips, Eindhoven.

About Britain's entry into the Commercial Market, the speaker, was optimistic. He thought it was a happy prospect for this country. The trend is that more people would go abroad and want to purchase records there. There would be more money people would go abroad and want to purchase records there. The record dealer would therefore have to offer a wider range of products and the retailer would have to offer a wider range of products. The consumer for his part be used to the idea that is being made.

This has happened in Holland and will happen here too.

The chairman of the World Record Club, spoke on the "Record Club and the Record of the Week" in the statistical reports of the World Record Club.

Mr. Soderland pointed out that the retailers' main trade is pop, EPS, and singles, and the Club's activities confined to LP's.

On the Beatles' price, he stressed that the Club is priced at 29.99 (25-cd range). To keep prices cheaper, artists put out manufactured products, are handled through intermediaries and other channels. The dealers handled these LP's and did not call it price cutting. To the question of the possibility of the "let's twist again" trade being so successful on the PRL, "The Club" market, it was pointed out that Clubs help sales inasmuch as they sell primarily to the young who is the result of the classics.

The first speaker on the second day was Jeffrey S. Kramer, managing director of Emporium Records (Internationa.) Ltd. His address on "A New Approach To The Retailer To The Pop Market" was in the nature of a warning to dealers. Having spent several months studying the American market, he emphasized the necessity to look beyond the assumption that what happens in America today happens in England tomorrow. Dealers must, therefore, be prepared to face the increased threat of Japanese imports of LP's and 45's.

He urged dealers to accept the product of independent dealers and not to be afraid of new lines. If products bring greater sales and greater profits, many dealers tend to think singles need little selling—they sell themselves. If the dealer refuses to accept operating the Independent will seek alternative applications via supermarkets, chain stores etc.

Mr. Soderland was followed by J. A. Boyce, classical promotional manager for English Decca, speaking on "A New Approach By The Retailer To The Classics Market." Boyce said that many dealers still consider classics as "the leftovers of the record trade. With public interest in the classics, it is certain that the upmarket dealers should cash in on this large and important part of the market. Many store managers who lack the specialized knowledge necessary for promotion of this field are misled and the dealers may not know the key to successful LP selling. Dealers should not be afraid of the East. The study of what manufacturers have to say about their current records. The major size of the LP business goes to dealers of all areas. The final event of the conference was the First Annual Dinner of the GRRA, The Guest of Honor was the Managing Director of the National Record Awards, jointly sponsored by the GRRA and The Beatles Club.

BEST POP SINGLE

Moonflower

Danny Williams

(EMI)

BEST FOLK ORCHESTRAL RECORD

Exodee

Neil Seidman & Tcherer (Joint award to EMI and Decca)

BEST INSTRUMENTAL ORCHESTRAL RECORD

Original Cast Recording

The Sound Of Music

(EMI)

BEST SPOKEN WORD RECORDING

Gospel According to St. John

(EMI)

BEST ORCHESTRAL RECORD

Schererlane

(Decca)

BEST VOCAL RECORD

Another Black & White Minstrel Show

(EMI)

BEST CHILDREN'S RECORD

Little Black Sambo

Ray Ellington

(EMI)

BEST MODERN JAZZ RECORD

Take Five

Chet Baker

(Philips)

BEST VOCAL RECORD

The Fabulous Victoria de los Angeles

(EMI)

BEST OPERATIC RECORD

The Driving Instructor

(Decca)

BEST RECORDANCE RECORD

Wheela Cha Cha

Joe Loss

(EMI)

BEST NON ENGLISH RECORD IN LANGUAGE OF COUNTRY OF ISSUE

Edith Piaf at the Paris Opera

(EMI)

AWARD OF THE RECORD RETAILER ONLY

Special award presented to EMI for Most Cooperative Promotion during 1961

BETTER CHAMBER MUSIC

Bach's Suites 1 and 2
Rabinowitz Heads Promo at Epic & Okeh

NEW YORK—Sid Rabinowitz has been promoted to the post of national promotion manager at Epic Records. Rabinowitz replaces Herb Linsky, who recently left the label to join United Artists Records in a similar position.

Rabinowitz, long in the disk field, will be responsible to Len Levy, national sales manager, for the promotion of the Epic and Okeh labels to stations, distributors and key dealers throughout the country.

He joined Columbia Records in Feb., 1959, as a pop A&R producer, and in recent months has produced a number of sessions for Epic and Okeh.

Rabinowitz will begin his new assignment with a trip through the West where he will contact and coordinate the promotional activities of Epic and Okeh and of the firm's extensive field force.

New Brush

Tone Arm Lift

NEW YORK—A device that protects records against dust and accidental puncturing has been marketed by Peabody Music Corp., Flushing, N.Y. (sold the Combination Record Brush & Tone Arm Lift, the accessory, priced at $1.25, clips on any standard tone arm. It is available 12 to a play card for dealer sales.

Johnny Crawford Honored

LOS ANGELES—Del-Fi's Johnny Crawford, currently clicking with "Still the Same," was cited last week by Los Angeles station KGFI for his contributions to a racial goodwill and the entertainment industry. Tom Hawkins, general mgr. of the outlet, requested a 15-minute taped interview with "Johnny and deejay Larry McCormick were in the L.A. area. The honor is an outgrowth of an appearance by Crawford on "The Ranch." Crawford co-stars along with Chuck Connors.

MGM Salutes Connie

In March

NEW YORK—For the spring selling season, MGM Records has set March as "Connie Francis Month" and will offer a group of eight albums by the star vocalist.

Andy Miele, director of marketing for MGM Records, has worked out a distributor and dealer incentive program, four-buy-get-one-free, for the promotion and stated that it was the label's most extensive promotional effort in the 15 year history of the record division.

Heading the list of albums and in time for the country's celebration of St. Patrick's Day, MGM will offer "Connie Francis Sings Irish Favorites."

Supporting this new package of familiar Irish songs are these albums, covers of which will re-feature in full color: "Who's Sorry Now," "The Exciting Connie Francis," "My Thanks To You," "Connie Francis Greatest Hits," "Country and Western Golden Hits," "Connie At The Copa" and "Connie Sings Fun Songs For Children." All will be available in both monaural and stereo except for "Who's Sorry Now" and "Fun Songs For Children," which will be available in mono only.

To herald the event, MGM has prepared such promotion aids as co-op ad mats for distributor-dealer tie-ups, special window streamers and point-of-purchase material, counter racks, order blanks and salesmen's litho books illustrating the eight full color covers. The entire campaign will be supported by trade as well as consumer advertising in national magazines. Special sets of the eight albums are being sent to key disk jockeys and top radio programming personnel in the nation's important markets.

A highlight of the campaign will be a series of personal phone calls which the performer will make daily to disk jockeys throughout the country.

Garner Honored

BOSTON—Erdell Garner recently received a special award from Hub Mayor John F. Collins for his "outstanding contribution to modern music in the field of piano and composition."

The Sfor is presently on his annual concert tour of the U.S. and Canada.

Fields & Barg Form

Chi Disk Promo Firm

CHICAGO—Barney Fields, who recently left his post as national promotion manager for Mercury Records, and Erwin Barg, a 40 year vet in the music promotion field, have joined forces to form their own disk promotion and publicity firm.

Called Erwin Barg-Barney Fields Promotions, at 2777 North California Ave., the firm will cover all territories, contacting deejays, program directors of radio & TV stations, librarians, distributors and one-stops.

Denny Label Inks

Actor-Songwriter

HOLLYWOOD—Ty Whitney, a 13-year-old singer, actor, has been signed to Joe Lacob's Denny label, this city. His first sides are "Gonna Set a New Record" and "The Other Side of Love," both penned by Lubin and Stan Stenn. Flick and TV exploitation is planned on the artist, a graduate of Hollywood High School.

Mike Shepherd To

Kent Sales & Promo

HOLLYWOOD—Mike Shepherd has been named to a sales and promotion post at Kent Records, a subsid of Crown LP's which is now making a stronger push in the singles field. Shepherd, who has indie producing in the past, is now setting up the organization for emphasis on singles.

SESCA "Drummers" LP Adds The Twist

NEW YORK—The first is included in the late March release of a new "Drummers" LP, the SESCA series of production aids for broadcasters. The big-band LP contains 25 different cuts, including one entire side of flexible spot sales starters for advertiser messages.

Ad Lib Inks Singer

NEW YORK—Ad Lib Records has signed singer Jimmy Roselli to a long-term contract by prexy Robert L. Gans. The Hoboken, N.J. artist was discovered by the label's A&R director, George Siravo. A singles release is set for next week.

SMASH HIT!

"I'LL DO THE BEST I CAN"

REUBEN FORTE

CHECKMATE 1007

CHESS PRODUCING CO.

2120 Michigan Avenue

Chicago 16, Illinois

TRENTON—Gary "U.S." Bonds recently appeared at the Valley Fair department store to plug his new Live 

B.B. King To ABC

NEW YORK—B. B. King, veteran R&B performer, has been signed to the ABC-Paramount label. A single, cut by Sid Feller on the coast, is due to be released soon. King previously cut for Kent Records.

Carltion In Master Deal

NEW YORK—Carol Hughes, who has cut for Dot, Mercury and other labels, returns to the disk field via a master purchase by Carlton Records. Dickson, acquired from indie producers Phil Springer and Buddy Kaye a deal called "Hello Heartbreak," featuring the lark, who has come out of retirement from showbusiness after a stint as a retail executive.
Baltimore—Charlton Heston, star of the flick "El Cid," participated in promoting the MGM Records sound track album during his recent visit to the city. Shown with Heston is Ed Raleigh, promo man for Marshall Enterprises, MGM distributor in Baltimore.

Heston Promotes "El Cid"

Garmisa And United Artists Form New Distribution Outlet To Be Known As Big Town Of Chicago

Lenny Garmisa, one of the leading distributors in the Midwest, with headquarters in Chicago, in conjunction with United Artists Records, has completed arrangements to open a new distributing outlet in that city to be known as Big Town of Chicago.

The new operation will handle only United Artists Records and Vee-Jay Records, Garmisa said. It will be headed by Kent Beauchamp who previously managed Garlen Distributing, also operated by Garmisa, Big Town of Chicago has established headquarters at 1455 South Michigan Avenue, Chicago, and begins full-time operations immediately.

The new distributing company marks the second point under the Big Town banner. The initial Big Town distributing firm was opened last October in New York.

Under the new Chicago arrangement, United Artists Records and Vee-Jay will have the exclusive distribution and concentration which most manufacturers now consider a necessity in order to function in today's competitive market.

NARAS Chi Chapter Meeting Slated

CHICAGO—Joe Wells, of RCA Studios in this city, advised this past week that the next meeting of the Chicago Chapter, which will be held Tuesday, March 15, 7:30 p.m., at the Universal Recording Studios at Rush and Walton Streets, will feature a review of the Roulette phonograph album "Dance With Basic" in preparation for the upcoming presentation of the 1961 NARAS Award.

The panel of experts will be presented at the evening session. The review includes such musical worthies as: Jack Tracy, Sid McCoy, Bobby Christian, Warren Kime, Ramsey Lewis, Kenny Soderblom, Mike Simpson, Paul Severson, Don Gold, Malcolm Chisholm, Stu Black, Jim McCormick and Don Brownstein.

All members of the Chi Chapter of NARAS are urged to be present at this meeting.

DRA Label Formed On Coast

HOLLYWOOD—D.R.A. Records has been formed in Hollywood, Label, headed by LeFevre, both pop and R&B sides. Two releases include: "Love Is to Blame" by Jay Lewis and Betty Jeanette and "When Your Love" by Billy Van. Both attractions are now on personal appearance tours covering the southeastern seaboard and midwest.

Casals Elected To ASCAP

NEW YORK—Pablo Casals, the famed cellist, has just been elected to membership in ASCAP. Among Casals works is an oratorio, "El Pescador."

Cannon Up Canada Way

TORONTO—Freddy Cannon, on the quality label in Canada, recently visited CKEY-Toronto. The station ran a "Teen Queen of the Week" contest with the winner receiving an autographed album of "Freddy Cannon's solid gold hits and lunch with the singer. The contest was run exclusively on Glenn Walters program. Walters (left) and Cannon (right) meet in the CKED studios.

2 Twist LP's From Popsodie

NEW YORK—Popside Records, the pop outlet for the jazz-minded Riverside side, label, will have two twist LP's on the market this month.

They are: "Wild Bill's Twist," featuring tenor saxist Wild Bill Moody, and "Everybody's Twist Happy," with various artists, including Fay Simmons, Carole & Sherry, Kugly Gourley & Lyn Jackson, Billy Johnson, Tom King and the Starmires and Fay Simmons.

Cash Box

Top 50 in R&B Locations

POL LAST WEEK

DUKE OF EARL

LETTIE ME IN

CRY TO ME

I'M BLUE

TWISTIN' THE NIGHT AWAY

WHAT'S YOUR NAME

ANNIE GET YOUR YOYO

BABY IT'S YOU

I KNOW YOU DON'T LOVE ME

LETTER FULL OF TEARS

DEAR LADY TWIST

SOMETHING'S GOT A HOLD ON ME

HEY BABY

BEAUTY

WHATS SO GOOD ABOUT GOODBYE

TUFF

YOU

SOUL TWIST

POP-EYE

MIDNIGHT IN MONTREAL

DON'T LOVE YOU

ECSTASY

BETTER

DO YOU KNOW HOW TO TWIST

YOU WIN AGAIN

DID YOU EVER LOVE

FOUND LOVE

HIRE WOLF

POP-EYE

MASHED POTATO TIME

THE RAINES CAME

MEXICAN DIVEOR

PERCOLATOR TWIST

BABY IT'S COLD OUTSIDE

LOVER, PLEASE

SHAME SHAME SHAME

CUTIE CUTIE CUTIE

THE ONES WHO REALLY

ONE WHO REALLY

Mary Wells (Motown 1024)

THE ONE WHO REALLY

Jackie R (Mercury 10179)

THE ANIMALS

R&B Locations

1 DUKE OF EARL

2 LEttME IN

3 CRY TO ME

4 I'M BLUE

5 TWISTIN' THE NIGHT AWAY

6 WHAT'S YOUR NAME

7 ANNIE GET YOUR YOYO

8 BABY IT'S YOU

9 I KNOW YOU DON'T LOVE ME

10 LETTER FULL OF TEARS
RCA Has Record Sales In '61
Earnings Rise Over '60

NEW YORK—The Radio Corporation of America had the highest sales total in its history in 1961 and net income was higher than in the previous year.

Record sales, revealed in the company’s annual stockholder statement last week, totaled $1,545,912,000, compared to 1960’s volume of $1,424,806,000. Net profits for the year came to $553,311,000, besting 1960’s total of $531,171,000.

Record net income for RCA was 1955’s $47,525,000.

Indicated net profit in the fourth quarter reached $11,725,000, compared with $18,988,000 achieved in the fourth quarter of 1960.

Garner Plans First Tour Of England

NEW YORK—Erroll Garner has been set for his first concert tour of Europe, opening at the Royal Festival Hall on May 20. The pianist-composer will play more than a score of concerts in the British Isles under the auspices of impresario Harold Davison of London. Included will be engagements in London itself.

Garner's presentation has several unusual facets: First, he will perform only one concert nightly with a maximum of four concerts in a given week. Further, the entire program will be devoted to Garner and his accompanists, Edward Calhoun on bass, and Kelly Martin, percussionist. No other group will appear on the bill with Garner. The pianist’s program is entirely impromptu and will vary nightly. Garner will be serviced by Baldwin or Bechstein concert grand pianos throughout his entire tour.

Garner’s last trip abroad in 1957 covered parts of Europe; during this tour he won the Grand Prix Du Disque from the French Academy of Arts.

Present plans call for Garner to make six concert appearances on the British stage, in addition to the British tour. Currently Garner is on tour of the U.S. and Canada in his annual American concert foray under the auspices of S. Hurrah.

The British and European tours were arranged for Garner by Jack Green of the Associated Booking Corp. in New York. Harold Davison, who flew in from England to finalize tour details, and Eddie Meir of Zurich, Switzerland.

The report noted that increased profits were expected in 1962, thanks to better sales, profit from color TV, cost reduction and less losses from the electronic data processing operations.

Bill Henderson Signs With William Morris

CHICAGO—Jazz singer Bill Henderson, heard on the Vee Jay label, has been signed by the William Morris Agency by the talent firm’s Chicago representative, Herb Tannen. Tannen said that Henderson’s artistry would be directed towards discs, TV and pips, with wistful appearances being discounted as an important area of direction.

Tannen maintains that niteries are no longer important unless they are in major areas of exposure such as New York, Chicago or Los Angeles.

Coca Free Studio Time
In Search For Talent

NEW YORK—Coca Cola records of Salt City, Wisc., is offering one free hour of studio time in auditioning the new talent rock’n roll, rhythm & blues and polka bands. Construction of new studio is set to begin sometime in the middle of this year.

Garner Plays A Yamaha

NEW YORK—Norman Petty, writer of “Wheels,” recently played the Yamaha transistor organ in the firm’s office here. Yamaha Music Co., Ltd., manufactures pianos, organs, motorcycles, boats and all musical instruments besides being in the recording and music publishing business.

Asha Also Has Disk Rights To Smash 88'er

NEW YORK—Harrey “Pie” Robbins, the pianist recently parted to the Smash label, is also signed for disk work for the Asha Music Corp., according to Asha’s R. Murray Nash.

Nash stated: “We have had this artist signed for sometime and recently negotiated a new recording agreement with him which is even prior to the one signed with Mercury and Smash. However, the Mercury contract is with our blessings since it is not an exclusive paper and ours is still in full force and operation.”

Nash said that Robbins handles “well over 50%” of the piano chores on all sessions being cut in Nashville.

WHN Is New York’s New “Good-Music” Outlet

NEW YORK—Radio station WHN in this city, because Storer’s WHN is week (24), not only changes in the public letters but, as expected, going “good music” as well.

The outlet is going to rely on all programming via eight musical slots daily, while public affairs and religious programs will highlight week time.

WHN’s daily lineup consists of Aime Gaubin, Ted Brown, Dean Halpern, Dick Shepard, Hans Anderson and John Connolly.

The new musical format of WHN is promised a salute from radio stations WINS, which, after its recent Frank Sinatra marathon also went “good music.”

Ted Steele, general manager of WINS, read an editorial on the air on the day of the change-over, noting that “today marks the formal turning of a great New York radio station...WHN...is destined to make a great contribution to informing and entertaining the public. We at WINS look forward to cooperating with them as members of the broadcast industry in serving the needs of listeners in the greater New York area.”

WHN’s programming change brought the number of New York outlets still offering exposure of rock ’n roll disks: WABC, WSMR, WOR, WWRL and WADO.

Winning 'Em Over

NEW YORK—Jimmy Radcliffe recently made the rounds of local radio stations to promote his new music single “Twist Calypso” b/w “Don’t Look My Way.” The photo here was taken at WMCA and shows left and right Joe Bongart, station librarian, Radcliffe, Frank Costa, another librarian, and Musicor promo man Bay Freeman.

Driscoll Gets Top Promo Post At Cameo-Parkway

PHILADELPHIA — Danny Driscoll, vet promotion man, has been named national promotion manager of Cameo-Parkway Records. Though promotion will be his main function, he will also perform all duties generally accepted and done by fieldmen, according to Fieldman Gino Savo, Cameo-Parkway’s national Promotions manager, who announced the Driscoll appointment.

Dayton Digs D’Fano

DAYTON—Bobby D’Fano recently bought the drums for his new Palette way “Casa D’Amore” b/w “Velvet Night” in the Cincinnati-Dayton areas. The songster, who was in the area for four days, was met at the concert by a group of fans. D’Fano hit all deejays, did TV shows and participated in a number of record hops while on the tour. Pictured (left to right) are Pat Hammett, Dayton fan club pres., D’Fano, Bob Holliday, WING-Dayton spinner, and Paul Tannen, Palette’s national promo manager.

Mack Wolfson Named To Bestway Post

NEW YORK—Mack Wolfson, long in the publishing field, has been appointed president of the expanded custom moulding division of Bestway Products, the pressing plant in Mountainside, N.J.

Wolfson, who will make his headquarters in N.Y. at Amy Records, 1650 Broadway, has formerly been associated with Robbins Music, Sinatra, Long, Paramount, Cameo-Parkway, Gale Publishing Enterprises and St. Nicholas Music.

Soul Twist Is a Hit!

King Curtis & The Noble Knights

Enjoy 1000

ENJOY RECORD CORP.
321 W. 125 St., New York, N. Y.
MD 6-6430

No Doubt About It...
RCA Victor Opens World's Largest Pressing Plant-Studios

The opening of RCA's new 6,000,000 sq. ft. plant at Camden, New Jersey, is one of the most important events in the history of the recording industry. With a capacity of 100,000,000 long playing records per year, it is the largest record pressing plant in the world.

The plant is located on a 152-acre site, and includes a 600,000 sq. ft. factory, a 200,000 sq. ft. warehouse, and a 200,000 sq. ft. office building. The factory is equipped with the latest in recording and pressing machinery, and is designed to meet the needs of the growing record industry.

The plant was opened by RCA Victor President George M. Mars, who said: "The opening of this plant is a milestone in the history of the recording industry. With this plant, we are able to meet the increasing demand for records, and to do so in a manner that will assure the highest quality possible."

The plant is located in Camden, New Jersey, which is one of the most important centers of the recording industry. The plant is served by the Pennsylvania Railroad, and is easily accessible by water and air.

The plant is designed to meet the needs of the recording industry for many years to come. It is equipped with the latest in recording and pressing machinery, and is designed to be flexible and adaptable to changing needs.

The plant is already in operation, and is expected to reach full capacity within a few months. The first records made at the plant are expected to be available in the fall of this year.

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RCA ITALIANA

NEW RECORDING STUDIOS

FROM COMPLETE OPERA TO A POPULAR SONG
FROM A SYMPHONY TO A SOUND TRACK
RCA ITALIANA'S EXCEPTIONAL FACILITIES FOR RECORDING ARE UNPARALLELED ANYWHERE IN THE WORLD

FOUR RECORDING STUDIOS...

THE LARGE STUDIO HAS A CAPACITY OF 375,000 CUBIC FEET...

THE VERY LATEST IN TECHNICAL EQUIPMENT....SPECIALY-TRAINED PERSONNEL...

TECHNICAL AND MUSICAL ASSISTANCE AVAILABLE...

WRITE FOR INFORMATION TO RCA ITALIANA—CUSTOM SERVICE—ROME, ITALY

The National Symphonic Orchestra of Fine Arts will disregard foreign musicians and only will keep two or three, considered indispensable. Of course, at the same time, try to rely on our own musicians.

And the Twist is getting stronger each day in Mexico. As usual, Peerless Records just released 24 melodies in this rhythm and the other recording manufacturers are more or less doing the same thing. The problem is that many of the recorded items have been made without care and may kill this rhythm sooner than we think.

Alberto Domínguez, the world known Mexican composer ("Perifida," "A Durian," "On a chair in the sun") and Emilio Ponce, the orchestra and preceding guest stars. This show is doing very well, and Alberto is composing new songs.

From Argentina is singer Lona Grun, who has been presented on the "El estuilo de Pedro Vargas" TV show.

Gloria Lasso, popular French singer made her own TV show on which she presented as guest artist the American singer Ronnie Chapman. It is possible that Gloria will record here with Musart Records.

Andy Russell recorded at Orfeon four new songs with the Chico Farrill's arrangements. The songs are "Buenos Dias Amor (Good Morning Love)," "Que Bonito Es Barcelona (How Beautiful Is Barcelona)," "Monica" and "Vamos a bailar." The singer of the "Llave Sombra" has now a Valdés label.

Miguel Viñuales and his wife Jose Juan, signed a contract to perform for 13 weeks on the popular Mexican TV show "Noches Tapatias." Performance at the Los Goñoto are the Charro, Omeley, and the Sotres band.

Popular drummer Tony Adamo formed his own group and began to record at the new Casablanca label. Another percussionist Tony's Twist Team. Tony also signed a contract to perform very soon in theaters and probably on TV.

Under the Polydor label, Peerless released in Mexico Max Greger orchestra's "In the Mood Twist" and "Rock Around the Twist," at the same time that Musart records released the new Ray Anthony Capitol album with twist arrangements.

Mariano Rivera Conde, RCA International A&R chief, returned to Mexico after being in Rome, where he supervised recording systems. Mariano has to report his office in New York in a short time.

While singer Marco Antonio Muñiz signed a contract to perform for three weeks in the Puerto Rico theater of New York, folk singer Adolfo Garza is pected to perform in San Juan Puerto Rico at Fromboley's.

**Mexico's Best Sellers**

1. Multiplicando (Multiplication) — Bobby Darin (Gamma) — Fabricio (RCA)
   - Pablo Beltrán (RCA) — Arturo (Peerless) — Hñas. Jiménez (Dimas)
2. El Loco — Javier Solis (Columbia) — Los Tres Aces (RCA) — (PHAM)
4. Ven Septiembre (Come September) — Bobby Darin (Gamma) — Billy Lee (Orfeon) — (Orfeon)
5. Mi Chica Josefina (My Girl Josephine) — Bill Black Combo (London)
6. El Boogie de Barro (Hundred Pounds Of Clay) — Enrique Guzmán (Columbia) — (PHAM)
7. Adelante — Javier Solis (Columbia) — Marco Antonio Muñiz (RCA) — (RCA)
8. No Existe El Amor — César Costa (Orfeon)
9. Populous — Teen Tops (Columbia) — (EMMI)

**Argentina's Best Sellers**

1. Balleitos Otra vez Twist (Let's Twist Again) (Kullman—Rosarin—Fermata) Chubby Checker (RCA); Richard Anthony, Luis Agui, Los Picadores (RCA); Don Goyo (Orfeon); Trio Primavera (R&S); Eddie Clark (Columbia) — Streamer Soundtrack (Philips); Geval Trio (Philips); Meyer (Franco)
2. Del Tiempo 'I Manna (Korn) Quisil Haus (Philips); Chalecitos (RCA); Tenorio, Entero Púlpito, Flaco Maldonado, Luis Melo, Milongas (Columbia) — Dios Jockey; Wildo de los Rios (Columbia); Tomas Campos (Columbia); Cesar Nando (Tondise)
3. La Corrida (Santo Chalecitos) (RCA); Chilletes (Odeon); Canto Studio de Cuaco (Music Hall)
4. Presumed (High Class Baby) — Abecedario — Fermata (Orfeon) — (Orfeon)
5. No Existe El Amor (En Nismo) (Nonismo) — Fortaleza Americana (RCA) — Antonio Celestino, Adriano (Miruson) — Tony Villas; Johnny Todesco (RCA); Cesar Nando (Tondise); Torrebro (Music Hall); Danny Blu (Odeon)
6. El Twist — Javier Solis (Orfeon); Roberto Yanes (Columbia); Antonio Prieto, Marco Antonio Muñiz (RCA); Ola Guillo, Luis Chaparros (Odeon Pops); Raul Verdier (Music Hall); Rosel Mann Acay (Dise Jockey); Los Abreus; Cesar Nando (Tondise)
7. Luminarias (Fermata) — Tres Sudamericanos (Columbia); Los TNT (RCA)
8. Brigitte Bardot (Fermata) — Burt y los Ritmos (London); Digno Garcia (Dise Jockey); Yury Da Silva (RCA)
9. Estando Contigo (Korn) — Los Cinco Latinos (Columbia)
10. Besitos Por Teléfono (Kissin' On The Phone) — Spanka — Fermata (RCA)
   - Antonio, Luis Agui (Orfeon); Luis Melo, Milongas (Columbia)
11. Twist en USA (Twistin' USA) (Fermata) — Chubay Checker (Fermata)
   - Pide Lucha Gatica (RCA); Richard Anthony, Luis Agui (Orfeon); Tony Villas (Columbia); Ronnie Savio (MGN); Anthony Weesley (London); Raul Lavie (RCA)
12. No Existe (Come September) — (Orfeon); Billy Vaughn (Music Hall); Bobby Daris (Atlantic); Sterling Branding (Tondise); Jose Carri (Columbia)
13. Mientras Eran Los Lames (Dise Jockey); Donde Soy (Orfeon)

Disc Jockey Records has put in the market a new record by Victor Hugo, Bolivian singer signed in some months ago by the label. The titles are "Que Muriendo" and "Versado Amargura," and the orchestra is directed by Horacio Macvic.
Cash Box

England's Best Sellers

Top recording stars Cliff Richard and Helen Shapiro feature prominently in the Variety Club of Great Britain's Annual Show Business Awards for 1961, with Cliff receiving the Variety Club Luncheon on March 15 at the Savoy Hotel. Cliff, who short of going into orbit, has achieved practically everything is voted "Show Business Personality of the Year." For his first 11 hits in Britain alone, Cliff has also earned himself the title of "The Most Promising Newcomer in 1961" for her three disks—all of which have sold a quarter million copies. Her claim to the title was confirmed later in the week when she received a 20,000 guinea honorarium for being signed with the GRRR—her alphabet department chain as it sponsors jointly with the GRRR. Less than a year after her debut, Helen Shapiro is undoubtedly the hottest property on the British record scene today.

Following hot-foot in the steps of the twist comes the Method of Britain, the reluctant "Swing Over," multitonically Russian. Public reaction prompted Oreille Records to rush-release a disk version of the "Method" by Gary Edwards. The dance—an extension of the Method school of acting—looks like it's catching on.

Mr. Acker Bilk is to make his acting debut in "Band Of Thieves" for the Rank organization. The story—a comedy—was written by Harold Shapiro, of "Guards at the Tower" fame. Acker Bilk will start in April and also feature Bilk's Paramount Jazz Band. Pye Records hosted a reception to launch its new vocal group The Countrymen, whose first disk "I Know Where I'm Going" has gathered some favorable reviews. Many guests later went on to the Commodore, Hammarskjold where another Pye artist Danny Storm was making his stage debut. Interesting note from Pye's statistical department reveals that last year the company issued disks by 70 British artists of which 20 were newcomers. The label's top international songwriter Petula Clark, sold over a million disks in the U.K. and France.

French actor-singer-film star Yves Montand opens his one show man "An Evening With Yves Montand" for a limited time at Bernard Deloff's Saville Theatre on April 29. Parlophone A&R manager George Martin delighted with the chart potential of "A Hole in the Ground" like American Banana and Breeze, performers for RCA. During his tour, Paul will record his latest single in French, German, Spanish and Italian for release in those countries. He returns to New York March 12.

Decca Records recently hosted a celebrity luncheon in honor of Paul Anka to promote his first release on the RCA label "Love Me Warm And Tender" since his long-term contract with the Vee-Jay label. Subsequently left for a promotional tour of the continent accompanied by John Anka, personal manager Irwin Feld and assistant manager Jimmy Goldman for RCA. During his tour, Paul will record his latest single in French, German, Spanish and Italian for release in those countries. He returns to New York March 12.

Plans for Impresario Vic Lewis include a return visit by Neil Sedaka to head a disc party at which his tracks from the States and Britain's Matt Monro, Danny Williams and Benny Baker. The nine-day tour opens March 25. On June 1, Lewis presents Nelson Riddle and Shirley Bassey on a ten-day tour of America for his tour. Riddle will form his band from members of the Ted Heath orchestra plus a string and percussion section.

First titles from the American Music catalog over to be released here are issued by Central Record Distributors on the Storyville label. Discs include an EP and LP by Bunk Johnson's Band. CBS, recently appointed sole distributor for Candid Records of America, issued three LP's from the catalog—"Charles Mingus Presents Charlie Mingus," "Big Brass" by Benny Bailey and "Jazz Reunion" by Coleman Hawkins and Pee Wee Russell.

American stars Buddy Greco and Bobby Vee appeared on ABC-TV's "Juke Box Jury" March 3.

Latest American start to receive a silver disk for British recording sales exceeding one million copies is "Twist Again" by Cliff Richard and the Shadows. Original here on Columbia, Fellow artist of the American made label, currently on tour here, will take the disk back with him to the States on March 13. The tie-in with "Twist Again" is to be Forget Me Kate by the Shadows.

Phillips Records a "Welcome To Britain" party for singer Jimmy Dean here to appear on Val Farnell's "Sunday Night At The London Palladium." To "Twist Again," Philips is issuing his latest single, "Dear Ivan." The backing, "Smoke, Smoke, Voodoo Magic" is a track back from his album. It's to be released here "Big Bad John."

"Go Dutch—At Phillips' Expense is the invitation extended to British dealers by Phillips, the new London Ltd. Holland office. It was a promotional campaign for the original sound track LP of "West Side Story." A week in Holland is the prize offered to the dealer having the best window display featuring this and other show albums on display.

The same company this month issues a distinguished two-record set in the Cadmon literary series of spoken word records. The first LP by The Chieftains "The Gods Are Dancing" and Richard Burton's "The Rape of Lucrece" read by Richard Burton while the second comprises "The Passionate Pilgrim," "Sonnet To Sundry Of Music" and "The Phoenix And The Turtle" read by Dame Diana Wynand and Sir Donald Waldo.

First single to be released by Saga Records Ltd., issued last week without title to coincide with the London premiere of "West Side Story." The disk is taken from Saga's "Juke Box Show and features "Cool" sung by George Chakiris. The coupling is "I've Got Rhythm."

England's Top Ten LP's

1. The Young Ones—Cliff Richard (RCA) (China)
2. Snow Man—Elvis Presley (RCA) (Canada)
3. Snow Man—Elvis Presley (RCA) (Canada)
4. Snow Man—Elvis Presley (RCA) (Canada)
5. Snow Man—Elvis Presley (RCA) (Canada)
6. Snow Man—Elvis Presley (RCA) (Canada)
7. Snow Man—Elvis Presley (RCA) (Canada)
8. Snow Man—Elvis Presley (RCA) (Canada)
9. Snow Man—Elvis Presley (RCA) (Canada)
10. Snow Man—Elvis Presley (RCA) (Canada)

England's Top Ten EP's

1. Hellen—Helen Shapiro (Columbia)
2. The Shadows To The Fore—The Shadows (Columbia)
3. Spotlight On The Shadows—The Shadows (Columbia)
4. Dream—Cliff Richard (Columbia)
5. Cliff's Hit Parade—Cliff Richard (Columbia)
6. The Temperature Seven—The Temperature Seven (Parlophone)
7. Nina & Frederik No. 2—Nina & Frederik (Columbia)
8. The Silver Disk—Cliff Richard (Columbia)
9. South Pacific—Soundtrack (RCA (Columbia)

Norway's Best Sellers

1. Walk On By (Leroy Van Dyke/Mercury) Ivan Mogull Music/Swedish Music
2. Det Var Du Som Sa Nei (Wings Of A Dove) (Gronv Molvig/RCA) Belinda (Scandinavia) A/B
3. The Young Ones (Clifford Richard/Musik-Huset Belinda) A/B
4. Multiplication (Bobby Darin/Atlantic) Belinda (Scandinavia) A/B
5. Let's Twist Again (Buddy Holly/Columbia) Belinda (Scandinavia) A/B
6. Sånt Ar Livet (You Can Have Her) (Anita Lindblom/Fontana) Ivan Mogull Music/Swedish Music
8. Tu're The Only Good Thing (Jim Reeves/RCA) Eglinn Mnon Iversen A/B
9. Johnny Will (Fat Boone/Dot) Musik-Huset A/B
10. Mimi og Oh (Björg & Per Gunnar/Mana) Not Published

Sweden's Best Sellers

1. Let's Twist Again (Buddy Holly/Columbia) Belinda (Scandinavia) AB
2. Lás inte brevet jag skrev dej (Don't Read The Letter) (Siv Malmquist/ Metronome) Robert Melin (Scandinavia) AB
3. Mexico (Bob Moore/London) Reuter & Reuter
4. Multiplication (Bobby Darin/Atlantic) Belinda (Scandinavia) AB
5. 'To dansa mit billstar' (Sven-Ingvars Kvartett/Phillips) Nordiska siflörkagen
6. Kvinna, Det kan I Have Her (Anita Lindblom/Fontana) Ivan Mogull Music/Swedish Music
7. Little Rose-Mary (Ray Adams/Fontana) Europa-Produktion
8. The Young Ones (Cliff Richard/Columbia) Gehmans
9. Autopen nos (One Telephone/Philips) Reuter & Reuter
10. Happy Birthday Sweet Sixteen (Nelli Sedaka,RCA) No Publisher

Danmark's Best Sellers

1. Elisabeth-Serenade (Günter Kallmann/Polyno) Imudio
2. Peppermint Twist (Joe Dee/Roulette) Mörks Musikförlag
3. Django (The Shadows) (London) AB
4. Schwarz Rose Rosemarie (Peter Kraus/Polyno) Multitone
5. Sånt Ar Livet (Anita Lindblom/Fontana) Ivan Mogull Music/Swedish Music
6. Nyårsfestival (Buddy Holly/Columbia) (Belinda) (Scandinavia) AB
7. Mandaliad (The Four Jacks/Odeon) No Publisher
8. The Young Ones (Cliff Richard/Columbia) Dacapo Musikförlag
9. Goodbye Cruel World (Jimmy Darro/Coplix) No Publisher
10. La Falamo (Dario Campetto/Sonet) Wilhelm Hanssen Musikförlag
NORILLY

Norway will be represented in Luxembourg at the Eurovision Song Festival with EMI singer Inger Jacobsen, who will sing “Kom Sol, Kom Regn” (Come Sun, Come Rain). Speaking of the song, one of the best laid plans of the Norwegians have been presented in international competition, but on the other hand, we have not heard what the jury has to say in Luxembourg.

Jörg-Fr. Ellertsen of Egil Monn Iversen A/S told Cash Box that the Moon Keys have recorded “Mandelay” in Norwegian and Swedish, the latter version described as a “folkish” version by Kipling’s “Road To Mandalay.” It has done very well in Denmark, where it has also reached the charts. In Sweden it will not record any of the Scandinavian Festival songs of 1962 except Finland’s “Tipilt,” which will be done in a Norwegian version.

A new Norwegian group, “On By” (headed by Olof Ola and Ola), has managed to reach the charts this week. Where it appears in the 10th spot. It is a recording of “July’s Song” with Ivar Gaarder. Still doing very well is another Swedish group, “On By” with Leroy Van Dyke on Mercury, topping the charts with main competition from Grynet Molvig with her Norwegian version of “Wings Of A Dove.”

Swedish songstress Six Malinmalk has recorded “Don’t Read The Letter” in Norwegian for Metronome, title in Norwegian being “Les Ikke Brej.” Her Swedish version of the same has been topping the Swedish charts for several weeks now. She has also recorded the song in Danish.

Key members, the Norwegian group, start an international career. So far they have been recording in Swedish and Danish. Their entry on the American market, “Candle Of Faith,” seems to interest several American record companies. The group consists of: Peter Erik, (The Birthday Joselín) (Happy Birthday, Sweet Sixteen). Recently, the group was in Copenhagen and appeared on Danish TV.

Viking of the Nordic Festival Song, winner, “Kom Sol, Kom Regn,” Viking will publish the Swedish winning song, “Sol Och Vär,” in aLP. The song was composed by Emil Nordqvist, Swedish publisher of the Norwegian song. reports Kjell Karlson of Viking Music. Norwegian publisher of Cliff Richard’s “The Young Ones” is Musikk-Huset A/S, not Belinda, as previously reported.

SWEET

Lieut. Colonel John H. Glenn, space flights, television, broadcasting and pop music together, all this has caused a storm in Sweden. Announced a week or more in advance, all publishers would present one over all of the radio programs and over Swedish TV. However, the unannounced report from Cape Canaveral on, describing the dramatic minutes when Major Glenn was returning to earth from his flight, will not be made available before the expected landing was to take place, SBC TV broke the program and announced that the Song Festival was to start as scheduled and the report would be shown on SBC TV. The report is expected to be in one of the biggest storms against SBC TV in years, criticizing them for not being awake when history was being written.

In town recently was Paul Anka from RCA, who had a dramatic trip to Scandinavia. Bad weather stopped his flight in Scotland and the meeting with the Swedish publisher, was carried out in the ocean air. Anka made his first overseas appearance after his visits in Denmark, Germany, Austria and Simon Brinch- head of Karussen-Joker, back from Gothenburg and Copenhagen.

Planning to visit Luxembourg for the Eurovision Song Festival is the writer of the song “Bibi.” Earlier, Anka sent the song to Luxembourg. Anka is a Norwegian publisher (Scandinavia) who is sending singer Inger Bergersen to perform the song and handlade Egon Kjerman to baton the orchestra.

Song Festival, the Norwegian Festival Song. The radio listeners and TV viewers were invited to vote for the song they liked best. 212,540 people voted and the winning song, “Sol Och Vär,” received 192,937 votes with 74,677 votes given to “När Min Vän . . .” (When My Friend . . .), a combination by Boso.

Thormqvist. The remaining four songs in the competition only received 30,145 votes.

Listed as publisher of “The Young Ones,” the top selling Cliff Richard recording, has been Belinda (Scandinavia) AB. This was an error, and Swedish publisher’s of the song, “You,” called “You Liverpool’s,” it is learned, but it happens to be another composition.

Bert Baume of Gehmann told Cash Box that the firm expects a lot from the song “Get It On” by The Rolling Stones, which is featured in the film’s "The Last Waltz." The song has not made any particular noise in the States, Baume said, but a recording in Swedish with Ann-Lena Lofgren on Metronome might very well be a hit there, too. Another new song, which is called “Gö Tihakas Igen,” Baume also mentioned a 60 year old Swedish song, “Fia Jansson,” which he presented into his visits in Denmark, Germany and Austria. Simon Brinch- head of Karussen-Joker, back from Gothenburg and Copenhagen.

Cash Box JAPAN

Japan, after lagging behind the rest of the world, is finally going Twist crazy — the label that makes the most of the Twist will lead the record industry in 1962.

King, Columbia, Telichiku and Victor have already issued Twist records by local and international artists, with other labels set to follow.

Solving the question of how-to-do-it, a demonstration of the dance was given by the Twist kings, King and Victor, on TV in Tokyo on Feb. 12, seen by many. Such King artists as Teruko Ito, Yukari Ho and Smiley Ohara and Victor artists like, Per Gunne and Vivi who showed that the Twist resembled the movement of crushing a cigarette with one’s foot. Twist disks are sure to enter the charts shortly.

Bobby Rydell of Parkway is now appearing in site spots here. His trip to Japan was followed by one to Australia where he reportedly had big success. No public appearance is scheduled, but only once on TV (which was already aired). His disks are expected to debut here about March.

The same albums are going to be released by three different labels. Contents are 42 national anthems of participating countries to the 1964 Tokyo Olympic. You get this album for your Twist dancing which released a 12" LP in stereo, Victor, which also recorded last Jan. the same conductor and ork., and Victor with the same conductor and ork. in it March. And Columbia which has already recorded those of Oriental music by the same conductor and ork. for the rest of tunes (Asian nations) with Suma and his band this month.

Victor will exclude 1,537 presents from its catalog by Feb. 28. It mostly features scratch LP’s. These 1,537 different disks are divided into: 939 SP’s, 456 7" , 80 box-priced LP’s 10" and 9 regular LP’s 12" from local products’ selection and 74 LP’s 12" from international originatled repertory.

All 2,945 tunes released by the member disciples this month passed thru 853 standard JAPAN Phonograph Record Association Tunes. Include 74 local tunes and 2,203 of non-local origins.

Tsunoo Nagano, rep of Victor Artist Corp, is leaving Tokyo for U.S. market at the end of Feb. or so for market research. His American stay will last for 10 and 20 weeks. "It is expected back home this way.

King's promising girl Miki Nakasone can be seen in Shochiku's flick "Kawa- Naguratoru" and Victor's Akira Matsushima was featured in "Kobu" of Shochiku. Another singer, young boy but sure hit-maker, Yukio Hashi, is on Date's flick "Kakumi." The "Tobiko" side, everybody's idol Q Sakamoto is in "Ue-o Muite Aruko" of Nikkatsu Production and Hiroshi Ueki in "in film's "Sadaru Bashii." And screen actor and singer, Yuiro Ishihara, in Nikkatsu film "Gina-no Kei-no Monogatari."

"Victor Guitar" on sale as the outcome of already-reported pact between Victor and Zen-on Musical Instrumental Co., Ltd. Five different guitars, from 7,000 yen down to 3,000 yen, are available.

Yukio Hashi, Victor's star, left here for Hawaii to appear there for three days (Feb. 22 thru 24). Tadashi Yoshida, composer, is accompanying him. They will go to Los Angeles after dates in Hawaii. He's expected back home this way.

Grammophone is looking for new singers. The firm is now setting schedule for contests to be held in various cities throughout the nation starting Apr. 3 and lasting 5 weeks. The national finals will be announced after the contest of Apr. 18 in Tokyo. Those selected will be packed.

JAPAN’S BEST SELLERS

INTERNATIONAL

1. U-Don't Know/Helen Shapiro, Columbia; Miki Hirota, Toshiba; Mitori Tashiro, Telichiku
2. Mollindo Cafe/Sakichi Nishina, Polydor; Hugo Blanko, Polydor; Ray Anthony, Capitol; Shoicho Matsunami, Toshiba
3. Someone Else's Boy/Connie Francis, MGM
4. Tears of Navarone/The Hollydige Strings, Capitol; Milt Miller, Columbia
5. His Latest Flame/Elsie Presley, Victor
6. I-got-a-Love/Elvis Presley/Columbia
7. Rocka Hula/Elvis Presley, Victor
8. The Prime Minister/Gang parrot; Yoko Iida, King
9. Kissin' On The ABC-Parsum; Osamu Sano with Danny Iida & Paradise King; Franz Fridel, King; Hisaaki Iida, Columbia
10. Commotion/Cloud King, Columbia; The Hollydige Strings, Capitol
11. Hello Mary Lou/Ricky Nelson, Imperial

CASH BOX

NEW YORK—In the Japan column of last week’s (3) issue, it was noted Nippon Columbia had decided to end its distribution pact with Warner Bros. Records, which was set to expire on March 31, 1962.

Robert Reiss, WBS’s international director, has advised Cash Box that the legal department of WB sent a registered letter last Dec. 27 to Nippon Columbia in Tokyo advising Nippon Columbia that effective March 31, 1962 it would terminate the distribution agreement.

WB END PACT WITH NIPPON COLUMBIA
Following their recent visit to Australia, Andy Anka (Paul's father) and Bill Lazarow announced the formation of Spanka Music Pty. Ltd., a company that will be the Australian and New Zealand outlet for Spanka Music Corp. and Flanka Music Corp. Of America, Spanka Music Pty. Ltd. is closely associated with Woomey Music Pty. Ltd., which in turn is a subsidiary of W & G Records. It has been announced that the first sheet copy to be published by Spanka Music Pty. Ltd. will be "Love Me Warm And Tender," which is the topside of Paul's first single for RCA. This title is already showing out strongly here with disk jockeys and could be a big item for Paul's RCA debut. It is believed that Spanka Music Pty. Ltd. will also produce and market sheet copies of Paul's past hits, Lazarow and Anka have now left Australia and will call in New York after a couple of brief stop-overs on the way.

Harry Sutcliffe—boss of Pye Records in Australia—was in a very joyous mood when he called Cash Box to report the fantastic sales success of the Breeze range of albums, particularly the fine Sinatra package "I Remember Tommy." Harry suggested that now that John Glenn has completed his orbital flight successfully we might expect to see a song entitled something like "Four Tuesdays And Three Wednesdays In One Week" before very long.

Currently making pretty strong chart headway in Australia is Floyd Cramer's RCA single revival of the old Glenn Miller standout "Chattanooga Choo Choo." While Cramer has not been a spectacular chart artist here for a while, his records enjoy fairly strong and consistent sales success.

New singles from the EMI group of labels include "Prevelator Twist" by Billy Joe and The Checkmates, which has been receiving plenty of disk jockey attention from our major commercial stations and "Linda, Lea" c/w "I Look For Love" by local lad Kevin Todd, who is backed by George Harvey and Orchestra. It is predicted that Kevin has a big future in the disk field in Australia and EMI is supporting this release with an extensive promotion campaign.

There is a great deal of good pop and rock material being produced here and an interesting new release from RCA Records in Australia is "Bachelor In Paradise" by Gaynel Hodge with and Anka here now left Australia and will call in New York after a couple of brief stop-overs on the way.

Australian Radio Record Company has released (on its Hickory label) the Joe Nelson single revival of "Wake Up Little Susie," which was such an international success for The Everly Bros, a while back.

Among the hits likely to become hot sales items here during the next couple of months are, "Love Me Warm And Tender" by Paul Anka (RCA); "Here Royal Majesty" by James Darren (Pye); "The Wonderful World Of The Young" by Andrew (Columbia); "Stranger On The Shore" by Acker Bilk (Columbia); "Funnin' How Times Slips Away" by Jimmy Ellidge (RCA); "Sing!" by Johnny O'Keefe (Leedon) and "I Did It" by Buddy Knox (RCA).

W & G Records made an express rush release of "Headin' Home," composed and produced by John Davis, and also released the single "The Life Of The Party" by Juan Del Oro. This is the title (produced and released in the U.S. on the Sondor label) which was the subject of the upstairs "upside down" ad in a recent issue of Cash Box.

**Australia's Best Sellers**

1. Midnight In Moscow (Kenny Ball—Pye) Essex Music
2. The Twist (Chubby Checker—HMV) J. Albert & Son
3. 12 Bars (Sandy Nelson—London) J. Albert & Son
4. Let There Be Drums (Sandy Nelson—London) J. Albert & Son
5. Little Bitty Tear (Burl Ives—Festival)
7. Chip Chip (Gene McDaniels—Liberty) Trinity
8. Run To Him (Bobby Vee—London) Tam-Columbia
9. Can't Help Falling In Love (Elvis Presley—RCA) Bellina Music
10. Multiplication (Bobby Darin—London) Trinity Music

**Jerry Vale Tours Philippines**

The highlight of the social season as far as the German record industry is concerned, took place on the weekend of Feb. 17 in Baden-Baden. The German Pop Music Festival for 1962 was held and the music press, top industry officials and even top German documentation, were present. Saturday evening started with meetings and social events and the Festival ended on Sunday morning. The Festival itself started a long time before. The event, sponsored by the six major German record companies, Metronome, Deutsche Grammophon, Philips, Electrola, Telefunken, and Ariola, GEMA, the German composer-lyricist collection agency, and German radio and TV, started with the invitation to all German song writers who have German citizenship or have lived in Germany for at least five years to submit their works to members of the GEMA to send in compositions. Three juries made up of composers, publishers and industry officials picked 24 numbers each for consideration by the Jury. The Jury picked up to three works from each of the two places and one point for 3rd place. The audience in Baden-Baden were also given the chance to listen to the entries and were given 1/3 of the total votes. However, since the wires were out due to the flood, radio stations in Bremen and Hamburg were unable to hear the festival, so the audience had an even bigger say in the final decision. The winner of the Festival was "The Secret Of Love" (Two Small Italians) sung by Conny and written by Christian Braun and Gerhard Schaeffers. It was sung by Siw Malmkvist and had the biggest number of votes. The second place went to Dr. Wilhelm Carstens and Peter Lache for their composition "Ein Herr Das Kann Man Nicht Kaufen" (You Can't Buy A Heart) which was sung by Margot Eskens and published by Philips.

The competition was for songs and not for artists and although all three winners were girl singers and some of Germany's top male record stars were represented on the field, the results were purely on the artistic side as commercial aspects of the contest were concerned, the records of the entries were entered into the Feb. 24th British charts. In fact, they were voted out and the entries were entered into the Feb. 24th British charts. In fact, they were voted out and according to the chart results, although the winning song, "I Can't Buy A Heart," has shown its value in singles sales in the last month and has got a very good sign.

This is the first time that German record firms have been able to enter foreign labels into the German market. One of the big questions of the day is the future distribution plans of Columbia Records (America) held by Polydor—Mercury, which has handled the label here, but a new contract between the firms has not as yet been signed and the industry here is wondering what will happen to the label in the future. Can we expect to see any new releases from this label here in Germany. At present, Philips is still delivering the Columbia Records in both German and English form.

The show "My Fair Lady" in Berlin has performed before 100,000 visitors there.

Michael Arends from Arends Music is busy pushing American records "Tequila Twist" and "Twig-It" both on London by The Champs and Bill Black's Combo.

Recent reports that Bully Bublan and Liselotte Malkausky are set for appearances in New York, Chicago, Milwaukee and Los Angeles.

That's it for this week in Germany.

**Germany's Best Sellers**

1. Mexico—Bob Moore—London—Ralph Maria Siegel
2. Getting Better—Bob Dylan—Capitol
3. Love Me Like I'm Loving You—Buddy Holly—Mercury
4. *Tanz Mit Mir In Den Morgen (Dance With Me In The Morning)—Gerhard Wendland—Philips—Melodie Der Welt
5. Bis Wann Sollen Sie Einmal Weinen—Georg Gross—Philips
6. Echoes—Chris Howard—Columbia—Gerig
7. *With The Kernal—Gerhard—Philips
8. Stripesete—Sus/Mathia Ham Den Hammer—(Mammm, Get The Hammer)—Hal Bendix—Columbia—Gerig/Peters
9. 123 kommen—Tommy—anita—Philips
10. Schwarze Rose Rosen (Black Rose Rose)—Peter Kraus—Polydor
11. Wird Nacht—Julian—Philips
12. Geld Wie Heu (Johnny Will)—Gerhard Borticher—Decca—Bude
13. Weisse Rosen Aus Athen (White Rose Of Athens)—Nana Mooskau
14. Original German Copyright

**Hollyday Chants in Germany**

MUNCH—France's number one twister Johnny Hollyday digs his first German recording with his new A&R man Ernst Verch. Johnny, who has sold over two and a half million records in France, has recently inked a pact with Philips for the U. S. and Germany with "Shake The Hand Of A Fool" and "Hold Back The Sun."
Belgium

Vince Taylor has been touring Belgium for two weeks; top enthusiasm in every city and immediate reaction on his Barclay records sales which increased considerably.

Charles Aznavour is still doing bigger and bigger and is expected to soon be on the charts with some of his new Barclay-disk's: "Lavie"; "Alleluia" and particularly "Les Petits Matins."

A new Dalida recording is filling all the juke boxes, mostly because of the title: "(Je Veux) "Me A Jake Box""); on Barclay.

Important event for Barclay: An EP with the original music of Brigitt Bardot's new picture "Vie Privee" and one of the songs, "Sibyl" is sung by Brigitte herself.

Holland

The International Jazz Club has made its 1962 award. First prize: the Club's own "To-Denoe" with Buck Clayton (Vol. 2). Jazz Hot granted its award to a London recording by Dizzy Gillespie and his big band. All these albums are Vogue records. Le Jour International Series is Johnny Haliday's "Twistin' the Rock", 12-inch.

A well-established custom now is to release albums recorded on-the-spot. The list of the best-known headliners of the different shows there, Vogue has got into the swing with its latest, by Colette Renard. One of the best songs on it-"Charmant Nature," composed by Henri Salvador. Regis Tabar is pleased to let us know that Tony Perkins' first French recording will be for the Pathé label. It's "Il n'y a plus d'aprias," from the new film "Un Populaire." Its lyric by Luc Roman, who wrote for Fontana. First tune to note: "Les Mois;" and the lyrics are Luc's. That coupling everybody's waiting for has finally been released. It's "Un peu de soleil," by the Renards. Record by RCA.

Barclay, Les Chaussettes Noires have now added "Le Chemin De La Joie" to their "Euro Spain" series. Barclay has released is "Punta de Avignon."

Barclay star took Marseille by storm in recent Spain. Keep an ear out for two of his latest efforts, "Espenanza" and "Halleljah.

"Le Mexicain," a French Music" tune, has been waxed by Marcel Amont and the Compagnons de la Chanson plan to record this one. Too, newest twist ensemble to make its appearance is the group led by Gary, Lane Noor and its first session included "Ya-Ya Twist" and "De L'airer De L'alme, the French version of "Come On, Everybody, the tune that made Vince Taylor known here.

Dallida continues to hold her own as one of the really top French singing stars and according to Vie Tabar, joke box king, Dallida's "Achete-moi Un Juke Box" is selling and selling. On tour in Normandy and Brittany, Orlando (Bel-Air) is fast becoming a favorite of the concert fans. Frida Bocera, who was successful in one of the earlier sessions in London, and well as in Italy, has released her newest album "Frida Bocera Sings In Honor of Berthe Syka" (the title's in French, of course). Very much in demand-"Espenanza" sung by Nino de Mora on the Festival tag. Ted Mora of American announces that Broussolle and Calvet's latest song, "Yassum Toujours" will get its first hearing this week on the French RCA label. Broussolle and Calvet have released the song recorded by Les Compagnons de la Chanson. The same firm has more than 20 recordings planned for "Happy Joe" ("Ching-Ching") in French, including one by Lutece Billaud (Bel-Air) Robert "R. B." Seix, Ed Taillet, et al.

A piece of good news about Sacha Distel: with his contract with Philips having ended on December 30, 1961, Sacha has chosen what is at least a new formula here for handling his career. He will serve as his own producer, choosing, recording and promoting his disks and the sales part only will be handled by RCA. First platter will be an EP. To be noted in particular, Sacha's new interpretation of Frank Sinatra's "Love Is A Many Splendored Thing" and also the French version of "I'll Be Seeing You". In addition, Distel has signed an exclusive agreement with Polydor for the U.S. and other English-speaking countries, a two-year contract links him to RCA. During this period, he will release two 12-inch albums and five singles in English. RCA will handle half of the albums sold in France as well as in Italy. In addition, Distel has signed an exclusive agreement with NBC calling for one broadcast every quarter. To finish things off nicely, RCA threw a big party for Sacha Distel. First, RCA and who, as far as France is concerned, will be able to count on that firm's dynamic staff to return him to the big seller class he merits on market.

Note in the Arteco 9.95 N.F. series-an album called "The Most Beautiful Strauss Waltzes" played in the tempo originally conceived by Johann Strauss himself. Veteran singer Darcely, who has recorded for Arteco for 55 years, introduces the 1962 version of "Rosenkavalier," "Rosenkavalier" and "Mendelsohn, Etching" to a full hall in Paris as they ended their successful European tour. Arteco distributes their Blue Note album, "Mozart," shipped in by air especially for the occasion.

Marlene Dietrich will do the Olympia show beginning April 28 and Philips will have their latest disks on the market here in time for the event.

Run into Roger Maruani (EMI) at the last Musicorama show. He was most pleased with Bobby Rydell's reception from the Parisian fans present. Also saw Camillo (EMI), whose "Sar Warum" went over rather well and will now feature a series of recordings in French with the hope of having equal success as his last Ricordi album "Romantique".
### Country Top 50

<table>
<thead>
<tr>
<th>Pos.</th>
<th>Last Week</th>
<th>This Week</th>
</tr>
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<tbody>
<tr>
<td>1</td>
<td>MISERY LOVES COMPANY</td>
<td>Porter Wagoner (RCA Victor 7907)</td>
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<tr>
<td>2</td>
<td>A WOUND TIME CAN'T ERASE</td>
<td>Stonewall Jackson (Columbia 42279)</td>
</tr>
<tr>
<td>3</td>
<td>A LITTLE BITTEN</td>
<td>Ray Price (Columbia 42302)</td>
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<tr>
<td>4</td>
<td>ALLA MY LOVE</td>
<td>Webb Pierce (Columbia 31147)</td>
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<tr>
<td>5</td>
<td>NOBODY'S FOOL BUT YOURS</td>
<td>Buck Owens (Columbia 4679)</td>
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<tr>
<td>6</td>
<td>ACHING, BREAKING HEART</td>
<td>George Jones (Mercury 71790)</td>
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<tr>
<td>7</td>
<td>SHE'S GOT YOU</td>
<td>Petry Cline (Decca 31534)</td>
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<tr>
<td>8</td>
<td>UNLOVED, UNWANTED</td>
<td>Kitty Wells (Decca 31546)</td>
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<tr>
<td>9</td>
<td>LONESOME NUMBER ONE</td>
<td>Don Gibson (RCA Victor 7959)</td>
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<tr>
<td>10</td>
<td>THAT'S MY PA</td>
<td>Sheb Wooley (MGM 13046)</td>
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<tr>
<td>11</td>
<td>LOSING YOUR LOVE</td>
<td>Jim Reeves (RCA Victor 7950)</td>
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<tr>
<td>12</td>
<td>CAJUN QUEEN</td>
<td>Jimmy Dean (Columbia 42282)</td>
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<tr>
<td>13</td>
<td>TWENTY MILES FROM SHORE</td>
<td>Hank Snow (Columbia 42223)</td>
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<td>14</td>
<td>TEARS BROKE OUT ON ME</td>
<td>Eddie Arnold (RCA Victor 7984)</td>
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<tr>
<td>15</td>
<td>YOU ARE MY LIFE</td>
<td>Webb Pierce (Columbia 31349)</td>
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<tr>
<td>16</td>
<td>WALK ON BY</td>
<td>Leroy Van Dyke (Mercury 71834)</td>
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<tr>
<td>17</td>
<td>AIR MAIL TO HEAVEN</td>
<td>Carl Smith (Columbia 42277)</td>
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<tr>
<td>18</td>
<td>IT SURE LOOKS LONESOME OUTSIDE</td>
<td>Slim Whitman (Imperial 5979)</td>
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<tr>
<td>19</td>
<td>CHARLIE'S SHOES</td>
<td>Billy Walker (Columbia 42387)</td>
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<tr>
<td>20</td>
<td>THE WALTZ YOU SAVED FOR ME</td>
<td>Ferlin Husky (Capitol 4650)</td>
</tr>
<tr>
<td>21</td>
<td>WHERE I OUGHT TO BE</td>
<td>Skeeter Davis (RCA Victor 7979)</td>
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<tr>
<td>22</td>
<td>ON THE ROAD TO MEXICO</td>
<td>Hank Snow (RCA Victor 7952)</td>
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<tr>
<td>23</td>
<td>TENNESSEE FLAT-TOP BOX</td>
<td>Johnny Cash (Columbia 42147)</td>
</tr>
<tr>
<td>24</td>
<td>HAPPY JOURNEY</td>
<td>Hank Locklin (RCA Victor 7965)</td>
</tr>
<tr>
<td>25</td>
<td>BLUE HOUSE PAINTED WHITE</td>
<td>Burns (United Artists 395)</td>
</tr>
</tbody>
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### Country Round Up

Mike oatman, program director of KHEY-El Paso, writes in that his station enjoyed a standout year in 1965. The station, which is a Top 20 station and one of the top 20 in the country, has had a number of successful promotions this year. One such promotion was the station's "Saddle Up" contest, which was conducted in cooperation with the El Paso Chamber of Commerce. The contest ran from October 1 to October 15, and the winner was announced on October 16. The winner received a new saddle and other prizes. The station also sponsored a "Rodeo Night" event, which featured live music and a rodeo performance. The event was held on October 28 and was a huge success. The station also sponsored a "Country Music Festival," which was held on October 30 and featured performances by some of the top country artists of the day. The event was a huge success, and the station received a lot of positive feedback from the public.

Davey "25 years with Decca. Throughout the broadcast day the program features a variety of music styles, including pop, rock, and country. The station's music library includes a wide range of artists, from the classic country acts of the 1940s and 1950s to the contemporary artists of today. The station's disc jockeys are known for their knowledge of the music and their ability to engage the audience. The station's success is a result of the hard work and dedication of its employees. The station's owner, John Doe, is committed to providing the best possible service to its listeners. The station's future looks bright, and it is expected to continue to grow and prosper.
Operators Can Turn The Tables With A Location Contract

Time was when an operator could turn in after a day on the route, secure in the knowledge that nothing more than a bond of friendship was all that was necessary to hold his locations. Years ago, before coin machines on locations reached the near-saturation point of today, machineless locations were abundant and provided a fertile oasis for newcomers to the business as well as the established operating firms looking to expand. Competition was not as keen among operators and location owners hadn't received an education in dealing with this segment of suppliers to their business. As a matter of fact, many locations were delighted to be the proud possessors of a juke box and perhaps a game or two. Not every tavern could boast such crowd-pleasing equipment. Many location owners were kept pretty much in line with the knowledge that machines could just as easily be removed in favor of a competitor in the same neighborhood. The only clouds on the horizon at that time were the shortage of new equipment which would eventually be solved through greater production, and the shortage of cash to buy this equipment, a problem of every businessman who ever opened his door for business, but one that would be relieved via finance programs devised by the money lenders. The world was indeed a beautiful place and the only direction in which the coin machine business could go was up. Well, business did move upward and continues to do so in many areas today. But the coin machine operator without contracts legally binding his locations to his operating firm must sleep with one eye open these nights.

Today's location owner has been educated to the techniques of using the changes that have taken place in the economy of the coin machine business (and the beer business, the restaurant fixture business, the tavern supply business, to name other targets for the soft touch) to his advantage. He takes a business which has become highly competitive, such as the coin machine business, analyzes the value of his particular location to the operator currently splitting the income with him, takes note of various avenues of profit which may be derived from such a situation in which he holds the key, namely the location ownership, and then makes his move for a cash loan, a bonus, or similar request for funds, constantly aware of his ace in the hole, the right to dismiss the operator in favor of a competitor. Eventually, the owner comes up with a loan or a bonus, word gets around town, and the operator becomes a target for every location on his route. This is the situation today.

Without a location contract which legally protects him from ouster, there is no limit to the demands an owner may make on the operator. Once a contract is in effect, however, it can be used as a defense against relentless demands for handouts and staves off the threat of a competitor. Comes contract expiration time, terms may be written in keeping with the financial demands of the owner at that moment. Periods can be extended from the standard one-year to a three-year or five-year contract period, minimums can be utilized, and loans may now be granted in keeping with a common sense logic that comes with the security of a long-term business arrangement.

It all makes for more efficient operating and the key is the location contract. It is the tool that permits the operator to turn the tables, as they have been turned on him. The Music Operators Of New York use a contract which features a clause permitting arbitration by the American Arbitration Association and has been upheld in the courts. Copies have been, and will continue to be, available from the New York office of Cash Box upon written request.
CHICAGO—J. A. (Art) Weinand, vice president in charge of sales for Williams Electronic Coin Operated Manufacturing Corporation of this city, said, particularly in announcing the introduction of the firm’s “3 Coins” single player pinball amusement game, that the ever popular play card theme, which greatly enhances this most recent Williams release.

Seeburg’s First Qtr. Shows Healthy Increase Over ’61

Sales Reach $11,728,923

CHICAGO—The Seeburg Corporation reported record sales of $11,728,923 for its first quarter ended March 31, 1962. Sales for the same period last year were $11,700,000. The increase was primarily due to the greater volume of sales in the vending machine manufacturing segment of the company’s operations.

Earnings for the first quarter were $312,530 or $.19 per share, based on 1,666,000 shares outstanding. This compares to earnings of $145,575 or $.08 per share for the first quarter of the preceding year.

Reported earnings included elimination of Federal income taxes of $150,000 in 1962 and $40,000 in 1961 because of loss carry-forwards. Pre-tax earnings were $462,530 in the first quarter of 1962, as compared with $284,575 in the same quarter of 1961.

The company anticipates that the second quarter sales will set a new record and that earnings for the second quarter will show a substantial increase over the similar period last year.

AMOA Will Feature Speaker Of Month At Association Meets

HARRISBURG—Leon Takesen, manager of the Amusement Machine Operators Association of Pennsylvania, announced that he intends to feature a prominent speaker at each of the regular AMOA meetings during 1962. Takesen, one of the organizers of the western Pennsylvania coin machine industry, has been appointed president of the Pennsylvania Coin Machine Operators Association. The association has a membership of nearly 100.

Takesen stated that the AMOA intends to continue with this program throughout 1962 after achieving success in the area during the past two years.

This new game follows hard on the heels of the Chicago based firm’s two recently released baseball amusement games “Extra Innings” and “1922 World Series” (a free-play type game of territory which can be played as a “1922 World Series” or “1922 World Series” type amusement game).

“This game is loaded with exciting Williams created play and scoring innovations, that virtually anyone will be able to ‘move target’ on to the playfields of pinball machines. The popularity of this feature is a foregone conclusion.”

“Especially since numerous operators of amusement equipment are already anxious to see the first play cards in the ‘3 Coins’ game, it is anticipated that this will be a great game for greater play appeal and excitement.”

“Importantly,” Weinand concluded, “a pinball amusement game must have a ‘move target’ to be successful, to have the operator and location owner, of excellent, steady collect report cards...”

Weinand continued, explaining the time and expense mathematics, in the details. Initially, the insertion of the coin in the slot lights the “3 Coins” playfield, which is a move target on the playfield for action.

“Jacks,” “Queens” and “Kings” will light a “10,” all play cards. The operator can route the “10,” to the bottom right or left roller lane for a “Special.”

Similarly, when the player hits the third “Ace,” the “Queen” will light a “Jack,” “Coin” and “Ten” play cards consecutively the “10” on the playfield is lighted. This also lighted a move target” on the playfield for a “Special.”

In another scoring innovation the four “Side Targets” are lighted play cards and advance the scoring considerably. The player will score all the “10,” targets, bottom lanes and the “Move Target” to spot cards.

The beautifully designed and attractively colored play field is embellished with eye-catching illustrations. There is a “Plasticine” finish for greater durability on the playfield, and a combination stack box, a slug rejector and single or twin coin acceptors (optional).

Weinand concluded by informing that sample shipments are already being delivered to coin machine distributors all over the country. The game is now in heavy production along with the new Williams baseball games.

Happy Birthday This Week To:

Geo. Szydlak, Akron, Ohio; ... Samuel Engelmann, N.Y.; ... Wm. P. Howes, Atkins, Ark.; ... Ben H. Hochstein, Little Rock, Ark.; ... Leon Schneier, N.Y.; ... John F. Pierce, Lansing, Mich.; ... Herb Jones, Chicago; ... Max Klein, Little Falls, N.Y.; ... Leonard Hick, K.C. Mo.; ... Dave Feldman, Bly, N.Y.; ... Lowell B. Gossard, Draper, Utah; ... John J. Elms, New Orleans, La.; ... Leon C. Groves, Cape May, N.J.; ... Gerald J. Baum, Iowa City, Ia.; ... Ronald M. Cates, Gallup, N.M.; ... Lloyd R. Warwick, Chattanooga, Tenn.; ... Felde Spinabo, Beacon, S.D.; ... Rich N. Shriver, Oakland, Cal.; ... Thomas P. Libby, Jr., Haverhill, Mass.; ... L. C. Broom, Logan, Va.; ... N. E. (Her) Abett, Abett, Abett, Abett, Abett; ... Hal L. March, Brattleboro, Vt.; ... Grover A. Alford, Kalamazoo, Mich.; ... Moody, Austin, Tex.; ... Paul K. Heaton, Monroe, Mich.; ... Wallace J. McFarland, Santa Barbara, Calif.; ... Dick Zimmerman, Paris.
WHOLESALE ADS IN CASH BOX ARE MORE IMPORTANT THAN EVER!

Shortages of used equipment have brought about extended shopping sprees by operators looking for good music and games. Help the operator-buyer along on his shopping tips by offering values through advertisements which appear in every State in the Union and around the world!

Tell the operator in search of a particular game, a specific model phonograph, an arcade machine, a vending machine. Values presented in ads appearing regularly more than pay for themselves...they make a profit or you faster than any other way, establish the name of your firm in the minds of the entire trade as a source of supply for future purchases, and build momentum with each passing week the volume of business that comes from a regular advertising schedule in CASH BOX.

In addition to regular weekly readers, you sell the operator who buys sporadically. In order to reach him when he's ready to buy, your ad must appear on a regular basis. CASH BOX is the leader in the coin machine trade throughout the United States and in every coin machine market of the world. Buyers look to CASH BOX to provide the merchandise they are looking for. Your ads will be met by an audience of buyers with each and every appearance because the buyers read CASH BOX!

Advertsing rates on request — Call Collect JUdson 6-2640

NOTE: Advance dates of Special Issues are available in order to help you plan advertising months in advance. Write today for list of dates, specials, and special advertising promotion packages for coin machine ads.

Cash Box

1721 BROADWAY New York 19, N. Y.
Excitement With Every New Machine

Johnny Bilotta, Hard-Selling Distrib, Is Hard At Work

NEWARK, NEW YORK—Johnny Bi- lotta must be a manufacturer’s dream distributor. The latest Williams baseball game, “Extra Innings,” was hardly off the production line and samples were still cold from the trailer which delivered them when Bilotta exclaimed, “This baseball game is the hottest thing I’ve seen in years!”

Well, with a man of Bilotta’s experience, one must take several things into account. Before we started accounting, Bilotta spoke, “It’s the first baseball game that has been designed with the operator in mind. This model, ‘Extra Innings’ was made special for the New York State operator (Ed. Note: other territories with the same legislative rulings). It has an additional prize feature that will set this territory on its ear,” continued Johnny. “The novelty (non-free play) model has a valuable play feature in that the game really isn’t over until the last out is made. A player can continue play to build up the bonus points in the additional play feature and that’s just what caught my eye the minute the machine was unloaded.”

Bilotta continued on as though he were facing the New York Yankee en- trants for the 92 season and spotting emblematic Ruths, DiMagguios, and Mantles in the line-ups. “The game doesn’t reach its climax until somewhere along the last innings but that extra inning can change the entire situation. I just know it’ll catch on with our operators.”

Bilotta is set for a territorial drive with the baseball game and expects to flock to his Syracuse, Newark and Albany showrooms to see the sample now on display. Delivery will be made in the coming weeks.

In addition to Williams, Bilotta handles certain other lines and before we could depart he managed to cover several of them with general discriptions of the success each line is enjoying.

“The Wurlitzer line, for instance, is doing big things up here with that terrific Ten Ten Tunes feature. The play is great, the collections are really bigger than anything I’ve heard of in many years, and listen to this—the picture on the recorded record on the machine gives more impetus to that specific record than just about anything else a juke box can do. I’ll go along with that idea anytime. ‘Home of the stars on the machine means money and whenever we sell a machine, you can bet we suggest just that, a photo of say, Johnny Mathis, who is currently getting lotsa play on our machines because of that color photo of him. Why we’ve used streamers of record artists and displayed them on the walls of locations using wotch tape. The play for that record—that should always be programmed in the number one position, incidentally—is just unbelievable."

Before Bilotta got to the vending line and his Smokebox cigarette ma- chine, several phone calls and some passerby interrupted our conversation. Johnny, it seems, has been too busy to catch his breath. Just long enough for him to begin to realize that the visiting callers had something to sell, and like a good salesman, Bilotta sat back—and listened—and bought!

Empire Offers Free Clock Radios
To Buyers Of Rock-Ola Phonos

Pool Table Boom Continues
NEW YORK—Williams Mosconi, champion billiard player, continues reaping nationwide publicity every time he takes cue in hand as a result of an acclaimed drive staged by the Phila- delphia distributor and operator, who has decided that pool backs belong in the pool room and bowling alleys.

The result is that everytime Mos-coni stages an exhibition, the nation’s press takes pen in hand and records every shot. Mr. and Mrs. reader then become interested in pool, look upon it as a reputable participation sport instead of a pastime generally associated with dark poolhalls and even shadier characters. Bowling alleys are looking for additional income and in the case of many of the new ones, coin-operated tables are filling this need. A prime example is Dave Rosen, Philadelphia distributor and operator, who currently has two dozen pool tables on location in a giant bowling emporium on the outskirts of Phila- delphia called Willow Grove. The ac- tion is unbelievable and saturation has not been reached in this one location.

Pool table manufacturers the Bruns- elic-operated table are definitely en- joying plus business from all of the publicity and this segment of the indus- try couldn’t be happier.

Bingo and Cigarettes

Johnny Bilotta, the “Bing-O-rama” operator who purchases a Rock-Ola “Princess” phonograph.

Robbins stated that this big prize offer will run from March 10 through April 30.

We urge all operators in this area to come in on this sensational offer,” Robbins said, “since they enjoy the ex- ceptional pricing opportunity of the ‘Princess’ phonograph, as well as re- ceiving this free Hitachi Transit Clock Radio as a free gift.”
First Coin's '62 Catalog Ready
Called "Largest In Firm's History"

Kolber explained—and this was reiterated by Joe Klune, president of First Coin Machine Exchange—that the firm has available for export a wide range of reconditioned coin-operated phonographs. The firm is distributor throughout this area for Wurlitzer phonographs. Some portions of the catalog carries translations of the English text into Spanish, French and German for the convenience of foreign importers.

Kolber explained that First Coin covers the world, and has 25 years of experience in the coin machine export field to back "a solid foundation to serve the export field efficiently and with maximum service in all markets."

"Our trained technicians," he said, "completely check every part of the machine. Naturally, our shop is equipped with the latest facilities for testing and repairing every type of used games and phonographs."

"Refinishing coin machines the first-class way is an art and our factory trained refinishers take pride in their workmanship and unexcelled cabinet work."

"Our refinishing department is equipped with the latest high pressure spraying apparatus, heavy duty compressors and specially designed spray booths to produce the finest reconditioned equipment in the industry. Among our modern applications is the new multi-colored 'Kroma-Cote', the identical finish now being used by all the game factories."

"In order that every machine will arrive in excellent working order and appearance," Kolber said in conclusion, "our shipping department uses every modern development in preparing equipment for shipment. Every unit to be exported is carefully packed and protected to insure safety in overseas transit. Shipping crates and containers are strapped with steel bands for rigid reinforcement to further protect our customers' investments."

HICAGO—Sam Kolber, manager of the greatly expanded export division of First Coin Machine Exchange, announced the distribution, this past week of the "largest coin machine catalog in our firm's history" to customers throughout foreign markets.

He stated that First Coin is offering in this large catalog the greatest selection of amusement games and music equipment ever offered to foreign customers.

"Furthermore," Kolber stated, "we guarantee that every machine we ship to our overseas customers will be completely reconditioned and trademarked by our own factory trained technicians. During this reconditioning process the mechanism is completely overhauled, the cabinet exteriorly refinished, and—finally—the playfield removed and rails refurbished on all games.

"As an added convenience for our customers," Kolber added, "we supply them with new price lists every 30 days to make available to them an up-to-date pricing schedule constantly. This has proven to be a very excellent First Coin policy for our overseas customers."
The ops are still complaining about loans to banks but let’s face it, if you’re going to try to work something out, you’ve got to work on the source of money supply. When you start using money for loans that would otherwise have gone for new equipment and diversification that can build back your progress in this field. Otherwise, an op can give the loan with strings attached and if the strings are attached to long-term contracts and other advantages, then loans could be the answer to get the location who won’t prefer $100 now, to $150 extended over a 52 week period. And therein lies the solution to the problem.

Baseball is getting its share of conversation these days what with United’s “Bonus Baseball,” available in free play and non-free play models, making the grade with ops hereabouts. Hal Holzman, a former East Coast guy they give credit to for the early release of the baseball game, claims that the machine could very well break all existing sales records for a machine in the Rutland outlets.

Wally Perry, the 42nd lowest Buy of Chicago.

Johny Bilotta’s baseball game (The World Series”), Shug told us that the machine was expected in any day now. “Williams is making more progress this year on/on/one/them/they’re machines that they’ve marketed, on the 5-balls over in Jersey, and the arcade-and-now baseball game in NYC and Conn. Williams’ service rep. Norman Clark, in the service schools in Chicago, thought that the baseball game, which is currently in production, would be delivered any moment. Clark, a seven-year man with Williams, is expected to be in the delivery week, caught “had Sued in Business Without Really Trying” on Monday evening, taught NY, Jersey and Conn. ops the intricacies of the ball game, then departed for Chicago, and homesick for the latter part of last week in Philly with Dave Rosen. Norman has been in the country eight years, halls from Canada (Montreal) and now lives in a suburban house in Jersey, but he didn’t have any kitchen in the “Kemp” Ramper in Jersey Friday night. He left for a Tuesday morning with good sales news from Connecticut. The music (AMX) and Bandleader, Mr. Kempley, is doing regular well according to the latest sales reports, the machine was expected ed of the order, and man-behind-the-man (sale-man, that is). . . Perry Lowengrub keepin’ similar equipment moving in the metropolitan area and changing his office for a Tuesday meeting.

Al “Senator” Bodkin, and his lovely Frances, back from the sunny south after a Miami vacation. Looking great and feeling fine, the “Senator” was spending New England time. As predicted, he was heading for a MONY meet as he trekked up Tenth Avenue.

George Kelsey, AC Automatic rep. in the eastern area, up from Florida, after he had the AC route in and into NYC for a week, with the Runyon folks and then on to Beantown for similar talks with Dave Bond and Jack Szymon, at Automatic’s Canton outlet in the Boston area. . . Si Redd selling Seeburgs at a rapid pace in the New England area with a great deal of help from Redd’s top sales chief Bob Jones. Si’s still doing a fine job on the vending end.

Sandy Moore nailed with a $362 thousand judgment last week as Federal Judge Walter Bruchhausen filed the award on application of court-appointed trustee, the Albatross firm in Chicago, the Glibbard firm, Harold Levin, a lawyer, and Bernie Levine, Moore associate, were included in the charges. The decision stated that the three men had conspired to cancel Moore’s debts to a firm known as Funds for Business, Inc., which is chaired by Levin the lawyer. The Judge reported that assets of Glibbard consisting of $30,000 in stock and bank account to $10,000, have been seized by the Federal_overned by the Federal authorities, the subsequent receiver has received sentences last March for diverting Glibbard’s assets, Schwall and Kerem found him guilty of fraud, and a year later with Moore is still in prison. Before the sentencing at that time, Moore was reported to have said that because of a “fix” he would not go to jail. As a result Moore, a former trustee, an in-house bookkeeper and a radio hobbyist, were indicted by a Federal Grand Jury. All have pleaded not guilty.

Continental’s crew getting set for the NATDI (National Assoc. Of Tobacco Distributors) Convention in Miami April 1-6, . . . The NY Automatics are spending the May 4th weekend at the Laurels. All vending men please take note. . . Vending service school at Atlantic, NY Corp, on which I’m expected to be well attended. The last school on Bally coffee machines attracted 60 vending ops. . . Harry Berger, Westside Distributing Company,Opaque’s and Albatross firm, from the Midwest, to LA with his and his coplans, made recent deliveries of his own for the release of a few more months, Moore is still in prison. Before the sentencing at that time, Moore was reported to have said that because of a “fix” he would not go to jail. As a result Moore, a former trustee, an in-house bookkeeper and a radio hobbyist, were indicted by a Federal Grand Jury. All have pleaded not guilty.

N. Eng. Shuffie
Tourneys Set For
N.H., Vermont

MANCHESTER, N. H.—Ed Martell, Tri-State Amusement Company, coin machine distributors here, has advertised that tournaments scheduled for the New Hampshire State Shuffleboard Championships have been received with great acclaim by citizens of the State. The tournaments sponsored by the State, are conducted on new American Shuffleboard Corporation equipment. Tri-State is the New England distributor for the line.

Information about this year’s play-offs can be obtained from Earl Feltch, chairman of the New Hampshire Tourney, Paluska Club, 199 Manchester St., Manchester, N. H.2

The Vermont State Tourney is headed by Ed DeRocco. The contest will be held at the Burlington Vets., 2 South Winowski Ave., Burlington, Vermont.

Martell stated that all games in both tourneys will be played on America’s “Imperial” model featuring the cantrived scoreboard with built-in lights and new end lamps.
Music operators are, according to an accumulation of reports, very much aware of the fact that 35 single records are available through Seeburg and AMI distributors.

The baseball fever is presently mounting considerably, now that the major leagues teams are loosening up their musclemen for the coming baseball season, and the release last week of Midway's new Deluxe "Baseball" amusement game, Hank Ross, Marcine "Iggy" Wolverton, and Ralph Sheffield heard this as the game of the season for all territories. This game moves into the battery's box along side of United's "Bonus Baseball" and Williams' "Extra Innings" and "1962 World Series" games, which are selling like—baseball games should!

All one has to do is buckle with Bally Mfg. execs Herb Jones, Bill O'Donnell and Don Moloney to know that Bally has a hefty amusement game, and terrific seller in Bally's "Super Shuffle" alley. Genial Bill tells us it represents excellent collections in locations for the nation's operators.

There's big action at D. Gottlieb & Co., and the reason, according to Alvin Gottlieb, Nate Gottlieb and Judd Weinberg, is Gottlieb's 1-player pinangle "Liberty Belle," which is ringing up (and you'll pardon the pun) heavy sales in most domestic and foreign markets.

As we gaze upon this dreary midwestern weather we think of the likes of Sam Stern, proxy of Williams Electronic Mfg.—who is basking lustily in the exotic splendor of Acapulco; and J. H. Keeney's Paul Huchec and Roy McEland, who are (like-wise) with their families in Florida's sunny clime. Before explaining for the sunny southland Paul heaped odes of praise on Keeney's "El Rancho" and "Hacienda" games. Meanwhile Clayton Nemanoff and Harold Dorgan, who are minding the store at the Keeney plant, concur with Paul, advising that sales are phenomenal.

A very optimistic report emanated from the office of Delbert Coleman, Seeburg board chairman, and Frank B. O'Brien, president, last week to the effect that Seeburg enjoyed record sales during the first quarter, ended Jan. 31, 1962. Naturally earnings for this first quarter period were extremely high as well. Coleman and O'Brien anticipate a new record in sales to be established for the second quarter based on current sales reports.

We happily extend our belated birthday greetings to Gil Kitt, owner of Empire Coin (who's just 'breaking' 21—one side!). Gil still manages to enjoy every minute of every day, while putting in a hectic work day at the office every day, Gil's secret: he likes to make the most of every 24 stint—not letting a moment go to waste (that, sir, is livin'). Joe Robbin's and his lovely Marian's younger son is named Richard Harry Robbin (and we hope he looks like mamma, Joe!) . . . It was a pleasure chinning with Kenosha operator, Bill Isett, Sr., and young Bill, Jr. during their rounds of coinrow last week, Bill (Sr.) is an old pro in the ranks of Skeeter shooters. He has the distinction of having captured international championship honors once. He wields a mighty sharp "shooting iron."

The happy smiles on the faces of Sam Walberg, president of Chicago Dynamic Industries, Sam Gensberg and Mort Secore are easily reflected in sales Chicago is enjoying with "Variety Roll Down" ball shuffle alley and Chicago's "Rifle Gallery." Both games are racking up excellent sales in the east as well as other sections of the nation.

One of the happiest coinmen in these parts is Joel Stern, proxy of World Wide Distributors, who reports excellent sales with Seeburg's phonos and vending equipment. Joel tells us diversification was a tremendous boon to his business and he is looking forward to the Seeburg lines. . . . There hasn't been the slightest slackening at Rock-Ola Mfg. of sales of the "Princess" phonos and Rock-Ola's "IVY" and Hefel vending machines, according to the firm's exec veep, Edward G. Doris, and ad chief Ralph Wyckoff. Sales minister Les Ricek conveyed the unhappy news that ex-Rock-Ola coinman Lou Sebastian (61) died last week in San Antonio, Texas. Lou underwent surgery for a tumor and expired from complications after the operation. At the time of his death Lou was associated with Pete Geritz's Mountain Distributors of Denver, Colorado.

Robert F. Haley has been named a vice president of Pepsi-Cola, and general manager of the firm's 13 state central division with headquarters in Chi. . . . My, My! But those birthdays are floating 'round about of late. Among the local celebrants are Alvin Gottlieb, the aforementioned Gil Kitt, Atlas Music's genial Eddie Ginsburg and Marvel Mfg.'s, Estelle Bye. Happy birthday, gang!
SPECIAL BARGAINS ON VENDING MACHINES
Immediate Delivery!

- Lynes Cold Drink Vendor 20, REC .................................................. $150
- National Cigarette Machine 9 Col., AS IS ........................................ 50
- Electro Cigarette Machine 22 Col., AS IS ........................................... 75
- OVI Coffee Vendors, TRUL 1000 cup batch brew, GOOD .................... 1095
- Seeburg Cold Drink 4CD-110 (1400 cup), LIKE NEW ......................... 1095
- Rowe Cold Drink L 1000, LIKE NEW ................................................. 545
- Cole Cold Drink TM 1000 (7 drink) 9 oz., LIKE NEW ......................... 495
- Seeburg Cigarette 22 col., E, GOOD ................................................. 245
- Stoner Coffee Vendors (Model D1) with hot choc., GOOD ................. 195
- Shipman Cigarette Machine 22 Col., AS IS ........................................... 45
- Continental Cigarettes 30 Col., GOOD .............................................. 245

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The new Williams baseball game
"EXTRA INNINGS"
A game that makes sense for the operator because
if the game really isn't over until the last out is made
DELORE MODEL MADE SPECIAL FOR NYS OPNS
NOW ON DISPLAY . . . PLACE ADVANCE
ORDERS NOW!
Additional play feature built-in extends play of
will keep interest at peak till climax is
Score-free play model for N.Y. State.

REX-BIOLLA DIST. CORP. Ask for Jack Showemay
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Meeting Dates

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 Bullpen, Paramount, Calif.
March 7—Amusement Machine Operators' Assoc. of Penn.
Place: Penn-Harris Hotel, Harrisburg, Pa.
March 8—Berks County Amusement Machine Operators' Association
Place: Arndt Restaurant, Reading, Pa.
March 9-10—Music Operators of Virginia
Place: Cavalier Hotel, Virginia Beach, Va.
March 12—Milwaukee Coin Machine Operators' Association
Place: Ambassador Hotel, Milwaukee, Wis.
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: Sheraton Hotel, Rochester, N.Y.
March 19—Westchester Operators' Guild, Inc.
Place: American Legion Hall, 57 Mitchell Pl., White Plains, N.Y.
March 19—Jefferson Amusement Co.
Place: Sheraton Hotel, Rochester, N.Y.
Place: Room 24, 550 Broadway, Gary, Ind.
March 21—New York State Operators' Guild, Inc.
Place: Hotel Washington, Newburgh, N.Y.
Place: General DeKalb Inn, 2519 Street, Norristown, Pa.
March 26—Central State Music Guild
Place: 805 Main St., Peoria, Ill.
April 5—California Music Merchants' Association
Place: Sacramento, Calif.
April 6—California Music Merchants' Association
Place: U. S. Grant Hotel, San Diego, Calif.
April 7—South Dakota Phonograph Operators' Association
Place: Sawnee Hotel, Brookings, S.D.
GOTTILEB'S

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

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

SEE YOUR DISTRIBUTOR FOR A DEMONSTRATION TODAY!

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NYC Tavern License Deadline February 28
NEW YORK—February 28 is an important date in the annals of NYC history insofar as tavern owners and coin machine operators are concerned. It's the date all license fees are due into the license commissioner's office and the rates run as high as $1,200 for hard liquor to $400 for beer and wine. Unless the application and fee are submitted by this date the license is cancelled and the location may not serve beer or liquor on March 1st or thereafter. And, it might be added, the location loses much of its value to the operator.

California Clippings

Business conditions seem to be on an upward trend this week with preparations for Spring changes, in motion. Frank Trenick of C.A. Robinson & Co. commented that baseball talk is becoming more prevalent and many operators are already asking for the 1962 baseball games. Al Bettelman combining business & pleasure with a trip to Seattle, relative to the approaching World's Fair. While in the North, he will also be crossing the border into Canada. At American Coin Machine Vinny Lanzo remarked they are still in the process of looking for newer and larger quarters, to ease their growing pains. Lou Dennis of Dennis Distributing, Portland, Oregon stopped at the Wurlitzer Factory Branch, while in town, John Bailey from the Wurlitzer division in Detroit, Mich., also paid a visit, while vacationing in Southern California. Valley pool table sales are on the increase at Simon Distributing Co. Bill Burgess of Ace Coin, Compton, was this week in pick up a load of pool tables and other equipment. Jack Simon has returned after spending some time in Hawaii. Jerry Barish informed that Twist records are still monopolizing the sales at California Music Co. The new Fisher Coronet pool table arrived at Badger Sales and are getting good reception from the operators. William Schneider and Pete Ley returned from a business trip to Las Vegas. Ed Claffey, sales manager of Seeburg Sales Corp. Chicago, spent two days at Badger Sales. Joe Duarte informs they are busy at Duarte International preparing export orders for Naha, Nanpo Island, and to the port of Noumea, New Caledonia. Tom Vriz, Mercury promotion manager, brought Lerry Van Dyke to "Leuenhagen's Record Bar" to spin his new release, "If A Woman Answers," on Mercury. Dorothy Freeman of Dot Records also stopped by with the new Billy Vaughn disc, "Chapel By The Sea." The Soles sisters report good sales action on the Smothers Bros. new Mercury release, "Down In The Valley." Business has been excellent the past week with both used and new equipment, at Paul Layman, Inc. Jim Wilkins busy covering the San Diego territory, calling on ops.

The complete Celebrity line of vending machines arrived at R.F. Jones & Co., and were readily accepted by all operators. Don Lundy, gen. mgr. of the background music dept. of A.C. Services, and Del Barkhoff from Las Vegas were visiting. Leon Hirsch rep of the Solon Super Lock Co., Washington, D.C., and manufacturer of the Nix-Pix locks, also paid a visit. Chuck Klein states there are many advantages of Nix-Pix locks. It eliminates duplication of keys, establishes internal control by giving the op his own combination, and creates greater efficiency. In town visiting 1-stops and distributors this week were: Frank Conners, Las Vegas; Walter Henning, Costa Mesa; Cecile Ellison, Lancaster; Fred Williams, Lone Rock; Tex Leerskom, Barstow; Bill Bradley, Covina; Bob Hathaway, Ventura; and Bill Curry, La Crescenta.
You'll strike a rich new vein of location earnings when you stake out your claim with the brilliantly styled AMI "100".  

**SIMPLIFIED PROGRAMMING** with 33⅓ singles. Play the music that's "hot"... one selection to a side on 7-inch, 33⅓ stereo singles. Use the brilliant Top Talent Tune display panel to feature favorite artists and personalize the location.  

**STEREO ROUND**. Sensational, self-contained stereo—amazing realism—no remote speakers, no protruding parts.  

**FULLY ADVANCED AMI MUSIC SYSTEMS** satisfy every location requirement. They have unequaled tonal quality... distinctive styling... rugged durability... everything needed to produce maximum earnings. And, a genuine diamond stylus is standard equipment on all models.  

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MAN, HOW IT MULTIPLIES EARNINGS!

No feature in the phonograph industry stimulates as much play as this Ten Top Tunes musical bargain! Prove it yourself by placing these new Wurlitzer 2600's in locations that are not earning their full potential. You'll be amazed at the increase in take from the first day on...all from the press of a single button.

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106 Years of Musical Experience
Available in
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DELIVERS All the sound thru the two built-in main unit speakers.

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Position on the TRI-FONIC SWITCH

Delivers all sound power to the two separate stereo extension speakers.

REINFORCED STEREO SOUND

Position on the TRI-FONIC SWITCH delivers the true stereo sound to the extension speakers.

Only from a Rock-Ola Phonograph with its “Tri-Fonic” flexibility do you get three phonographs in one.

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