Currently represented on the top 100 with “Where Have All The Flowers Gone” and high on the album charts with their “College Concert” LP, Capitol Records’ Kingston Trio has been one of the most consistent best sellers in the past several years. Veteran Capitol A&R man Voyle Gilmore, who has steered the recording career of the Trio, “Tom Dooley” is shown with Bob Shane, John Stewart and Nick Reynolds as the trio cut its latest Capitol release “Jane, Jane, Jane” and “Scotch and Soda.”
TWO HOT .45'S

STEVE LAWRENCE
"THE LADY WANTS TO TWIST"
C/W "TELL HER I SAID HELLO"
4-42396

THE BROTHERS FOUR
"DARLIN' SPORTIN' JENNY"
C/W "SLOWLY SLOWLY" (THEME FROM "LA FAYETTE")
4-42391

COLUMBIA SINGLES SELL!
THE SPLIT RECORD

One of the greatest difficulties confronting the record manufacturer today is the length of time it takes for a new release to catch on. There are endless cases of records which break into national best sellers after knocking about on the local level for as long as six or seven MONTHS. There are also ten times as many cases of good records which have died because they were unable to get concentrated national exposure in a reasonable span of time.

This problem is more intense today than it's ever been because of the change in radio programming that took place earlier this year. Prior to the mass movement to "sweeter programming" it was much easier for the manufacturer to determine which side of a record he was going to push. When he was convinced which was the "A" side, he devoted all his efforts to that deck and lost very little sleep over the few dissenters. But today manufacturers are designing their records with the existing radio situation in mind (making one side soft and the other hard rock) and are finding themselves faced with a frequent split situation. There no longer seems to be a small group of dissenters when a new release is issued. Now air play seems to be lining up on one side of the fence or the other.

Of course, prior to the swing to the "sweeter" side, there were many split situations that created a great deal of confusion. But never have we noticed as many as in recent months.

Manufacturers themselves are avoiding making a decision as to which side to work on. In turn, this feeling is passed on to the promotion man who cannot, in many cases, offer radio a convincing suggestion on behalf of one side or the other. The end result is obviously dangerous. The exception of both sides developing into tremendous smashers is very pleasant and easy to live with. But to have two sides on the brink of success and watching both of them go down the drain is heartbreaking.

As is the case with many other problems confronting our business, there is no simple solution to the increased split record situation. Both the daring, who put all their chips on one side, and the fence straddlers, who try to ride both ends, are taking chances. It's just another phenomenon that has reared its head in recent months to make our business more complex every day.
<table>
<thead>
<tr>
<th>Position</th>
<th>Title</th>
<th>Artist</th>
<th>Week 1</th>
<th>Week 2</th>
<th>Week 3</th>
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</thead>
<tbody>
<tr>
<td>1</td>
<td>EVERYBODY LOVES ME BUT YOU</td>
<td>ROBERTA FARNUM</td>
<td>53</td>
<td>63</td>
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<td>2</td>
<td>JAM (PART 1)</td>
<td>BOBBY GREGG</td>
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<td>THE ONE WHO REALLY LOVES YOU</td>
<td>MARY WELLS</td>
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<td>4</td>
<td>JOHNNY JINGO</td>
<td>RAY HELLS</td>
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<td>35</td>
<td>51</td>
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<td>5</td>
<td>NEL KELLS, NEW YORK, NEW YORK</td>
<td>RAY CHARLES</td>
<td>47</td>
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<td>6</td>
<td>UPTOWN</td>
<td>CRISTAL'S-Philles</td>
<td>49</td>
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<td>7</td>
<td>TWO OF A KIND</td>
<td>SUE THOMPSON</td>
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<td>8</td>
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<td>PLEASE DON'T ASK ABOUT BARBARA</td>
<td>BOBBY VEE-Liberty</td>
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<td>I'VE GOT BONNIE</td>
<td>BOBBY BRYDELL-Came-209</td>
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<td>THAT WE WERE MARRIED</td>
<td>MIKE &amp; NELLETS</td>
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<td>LEROY VAN DYKE-Mercury</td>
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<td>13</td>
<td>WINDS OF CHANGE</td>
<td>WALTER BRENNAN-Liberty</td>
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<td>64</td>
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<td>14</td>
<td>DEAN RIVERS</td>
<td>TIMMY REYNOLDS-Opes-Bettes</td>
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<td>15</td>
<td>COME BACK SIRLY GIRL</td>
<td>LETTERS-Mercer-Capitol</td>
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<td>17</td>
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<td>18</td>
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<td>19</td>
<td>ANYTHING THAT'S PART OF YOU</td>
<td>PATSY CLINE</td>
<td>51</td>
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<td>20</td>
<td>ANNE GET YOUR YO-YO</td>
<td>LITTLE JR.- Parkway</td>
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<td>21</td>
<td>TRA LA LA</td>
<td>IKE &amp; TINA TURNER-Sue</td>
<td>60</td>
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<td>22</td>
<td>PATTY-ANN</td>
<td>RORY CRANDFORD-Dot-1417</td>
<td>40</td>
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<td>23</td>
<td>YOU ARE MINE</td>
<td>VIC BANA-Delton-51</td>
<td>65</td>
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<td>24</td>
<td>SHE'S GOT YOU</td>
<td>PATSY CLINE</td>
<td>62</td>
<td>76</td>
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<td>KING OF CLOWNS</td>
<td>BOBBY BRYDELL-Came-209</td>
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<td>26</td>
<td>HERE COMES THAT FEELIN'</td>
<td>BRENDA LEE-Came-1179</td>
<td>100</td>
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<td>27</td>
<td>YOU WIN AGAIN</td>
<td>DOTTI DOMINO-Imperial</td>
<td>48</td>
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<td>28</td>
<td>MEMORIES OF MARIA</td>
<td>BOBBY BRYDELL-Mercury</td>
<td>64</td>
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<td>29</td>
<td>THE BIG DRAFT</td>
<td>FOUR PREPS-Capitol</td>
<td>71</td>
<td>79</td>
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<tr>
<td>30</td>
<td>CRY, CRY, BABY</td>
<td>ANGELS-Capitol</td>
<td>55</td>
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<tr>
<td>31</td>
<td>YOU TALK ABOUT LOVE</td>
<td>BARBARA GRAY-Continental</td>
<td>73</td>
<td>78</td>
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<tr>
<td>32</td>
<td>I FOUND A LOVE</td>
<td>FALCONS-Lite-Henson</td>
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<td>33</td>
<td>CONSCIENCE</td>
<td>JAMES DARNER-Capitol</td>
<td>93</td>
<td></td>
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</tbody>
</table>

**HARP UPWARD MOVE**
Tremendous public demand for Best Of The Dukes Of Dixieland, Vol. 1 (NOW A COLLECTOR'S ITEM) has stimulated this new release at the SAME LOW PRICE! A sure-fire sales bonanza!

**AUDIO FIDELITY RECORDS**

**SPRING RELEASE AND SALES PROGRAM**—Effective until May 4th

**LIMITED TIME OFFER!**

**VOLUME 2**

298 MONO or STEREO

**MORE BEST OF THE PHENOMENAL DUKES OF DIXIELAND**

...YOU HAVE TO HEAR IT TO BELIEVE IT!

HIGHER SOXITY • BILL PICKLES • TRUMBO KU • LASSUS TROMBONE SLIDE FROG SLIDE • WASHINGTON POST MARCH • ASLEEP IN THE DEEP

THUNDER AND BLAZES (ENTRY OF THE GLADIATORS) • SWAN RIVER WITH A PACK ON MY BACK • MAPLE LEAF BAG • TA RA RA BOOM DE AY

Mono, AFLP 1964 • Stereo, AFSD 5964

**BONUS PRE-PAK**

INCLUDES:

- 10 MONO
- 10 STEREO
- 2 FREE STEREO

FULL DEALER MARKUP!

DEALER RECEIVES 22 RECORDS... PAYS FOR 20!

**20% OFF**

**NEW RELEASES**


**OSCAR BRAND—ROLLICKING SEA CHANTIES:** Yankee Ship, Johnny Come Down To Hilo, Whiskey Johnny, Paul Jones, Ballad Of Wm. Kidd, High Barbarie, others. AFLP 1966 • AFSD 5966

**LIMBO PARTY:** Cachita, Pepe, Look For A Star, Never On Sunday, Pachanga, others. AFLP 1967 • AFSD 5967

**PATACCHOU** at the St. Regis Mayonnaise. Jolie Mome, Que Reste-t-il, Je T'Aime Encore Plus, Ces Petites Choses, others. AFLP 1961 • AFSD 5961

**AND... ALL AUDIO FIDELITY, FAST-SELLING AL HIRT & DUKES OF DIXIELAND ALBUMS**

- AL HIRT at Dan's Pier 600, AFLP1977 • AFSD5977
- AL HIRT Swingin' Dixie, Vol. 2, AFLP1978 • AFSD5978
- AL HIRT Swingin' Dixie, Vol. 3, AFLP1926 • AFSD5926
- AL HIRT Swingin' Dixie, Vol. 4, AFLP1927 • AFSD5927
- THE DUKES OF DIXIELAND, Vol. 1, AFLP1823 • AFSD5823
- THE DUKES OF DIXIELAND, Vol. 2, AFLP1940 • AFSD5840
- MARCHING ALONG, Vol. 3, AFLP1951 • AFSD5951
- ON BOURBON STREET, Vol. 4, AFLP1960 • AFSD5960
- MINISTREL TIME, Vol. 5, AFLP1961 • AFSD5961
- MARDI GRAS TIME, Vol. 6, AFLP1962 • AFSD5962
- CIRCUS TIME, Vol. 7, AFLP1963 • AFSD5963
- ON CAMPUS, Vol. 8, AFLP1991 • AFSD5991
- UP THE MISSISSIPPI, Vol. 9, AFLP1992 • AFSD5992
- CARNEGIE HALL CONCERT, Vol. 10, AFLP919 • AFSD5919
- PIANO RAGTIME, Vol. 11, AFLP926 • AFSD5926
- LOUIE AND THE DUKES OF DIXIELAND, Louis Armstrong AFLP924 • AFSD5924

**CALL YOUR DISTRIBUTOR NOW!**

**AUDIO FIDELITY, INC.**

770 Eleventh Avenue, New York 19, N.Y.

Plaza 7-7111
Decca-MCA Merger Near

NEW YORK—The merger of Decca and the Music Corporation of America, the giant producing-talent firm, a strong tradition rumor since last March, has reached the point of "imminent" and "may be any day" last week.

The.transaction would be highly beneficial to both companies. There would be no overlapping. Instead, there could and would be complementary advantages. The lists of talent and personnel in all phases of the phonograph record, motion picture and television production and distribution would be united.

There are various possibilities, one of which is an exchange of stock for stock. This is being done by MCA and what what possible production and distribution arrangements led to discussions look- ing for a merger with Decca and its subsidiary companies.

It is becoming increasingly evident that the various companies are not competitive.

Decca Reports Top 1st Quarter Earnings

NEW YORK—Decca Records comes to its top earnings quarter for the fiscal period ending March 30, 1962.

This was reported to stockholders at a meeting held at the company's New York office.

A distribution of 2 million shares reported.

The combined gross income of Decca and MCA in 1961 was $173 million (Decca's total was $65.8 million, MCA's was $73.3 million).

Decca's earnings per share were $1.05, with the previous 1st quarter per share total was 79.

Decca's Code for the first day of May 1960, that it would be the biggest year Decca will ever have.

Though the report is not final, the earnings are based on unaudited figures, Decca's subida, whose earnings for the first fiscal half of 1962 (ending April 28) are expected to exceed all of 1961.

Decca's earnings for the first quarter of 1960 were $137,000, Earnings for a similar period last year were $648,000.

The figures for the first quarter of 1962 were $112,000 per share, with the previous 1st quarter per share total was 79.

The company's earnings are based on unaudited figures, Decca's subida, whose earnings for the first fiscal half of 1962 (ending April 28) are expected to exceed all of 1961.

Capitol To Tape Judy's Carnegie Follow-up "Live"

NEW YORK—On Friday evening, April 26 at 11 a.m., Capitol Records will record Miss Judy Garland's Carnegie Hall show. The recording will be made at the same time as her actual concert.

Miss Garland's Carnegie concert will include some of her old favorites, as well as some new material.

"West Side Story" Oscars Boost Disk Sales;

"Moon River" Chosen Best Song

NEW YORK—The comeback for Hollywood musicals—original or otherwise—may be greatly accelerated by the showing—10 Academy Awards—of "West Side Story" last week.

The most impressive—and far reaching—"Oscar" for the film version of the Broadway hit, produced by the Mirisch Co. for United Artists, was one for best picture of the year.

In addition, the awards for best supporting actor and actress went to "Oscar" the performance of the Leonhard Bernstein melodies, by Saul Chaplin, Johnnie Good, and Irwin Kostal.

Columbia Records, which has the soundtrack LP (as well as the Broadway cast recording) reported, by week's end, that there had already been a "sharp" increase in sales orders for the album, which tops both the mono and stereo LP charts. The LP was released for "Story" has also "sparked" sales of the Broadway re- dition, according to Richard Smith, Columbia's director of sales administration.

The label is promoting the film's "Oscar" success with "extensive" advertising and point-of-sale promotion campaigns. Window displays and special stickers for album covers have been sent to Columbia distributors.

In the best song category, it was, as most expected, "Moon River," from "Breakfast at Tiffany's." Writers are Henry Mancini and Johnny Mercer.

Famous Music (ASCAP) is the publish- er, Mancini also received an Oscar for the best musical score for a dramatic or comedy picture, also for "Tiffany's.

Columbia again capitalized on the "Moon" award by rush-releasing an LP by Andy Williams—who sang the tunes on the albums telecast—called "Moon River & Other Great Movie Themes.

The LP also includes two songs from "West Side Story," but "Maria" and "Tonight," plus "The Bells" advertising and promotion campaign for the LP, including colorful new dealer point-of-sales material and a special sticker for the album cover.

Mancini had a big single, on RCA Victor Records, of "Moon River," while the soundtrack LP, also on Victor, reached the top of the mono and stereo charts.

UA Kiddie Line Set For Fall Bow

NEW YORK—United Artists Records will unveil a new kiddie disk line at its distributor sales meeting in Miami Beach next week. The show will feature the complete merchandise at the meeting will mark the entry of UA into this major phase of the industry.

Included in the line will be 30 standard titles, Talmage said, with 10 Fall, 10 Winter, and 10 Summer releases. Music for the 12-inch albums is chosen from the Hollywood Studio Classics collection, while a special group of albums will be used for each album to portray the varied characters in the stories.

The line will be divided into two categories. One part of the line will be the 12-inch record and will sell for 99 cents. The second part will incorporate a special book, with the juveniles being able to follow the story of the book, and also being able to color the picture pages. Deluxe packages will be available for 16 or 20 cents.

The models will be released: "Robin Hood," "William Tell," "Snow White," "Cinderella," "Knights of the Round Table," "All-Ball Beauty," "The Three Musketeers," "The Ugly Duckling," "Puss In Boots," and "The Story of Chopin Told To Young People." Each includes the full orchestral background as well as the dramatization of the story line.

There will be a completely new production of the music, with new orchestral arrangements, and special effects. The mixes will be done in the studio, with the artists recording the music as they go along.

The line will be played to the children's reception for many months. The dealers will have a complete product line in this area at the retail level, from dealers and radio stations.

The plans have been a major factor in UA's decision to finalize its initial releases for the Fall, 1962 program.
NARMS Elects New Board Of Directors

MIAMI BEACH—A new board of directors and officers were named at the 4th Annual NARM Convention held here last week. Glenn C. Becker, of Music City Records Racks, Los Angeles, was elected president. Alvin Driscoll, Pioneer Distributing Co., of Kansas, was elected vice-president. The post of secretary went to Ken Sachs, Merchants Wholesale Service Co., of Detroit, while George Berry, Modern Record Service of New Or

NARMS Study: Rack-Jobber Sales At $140 Million in '61

MIAMI BEACH—Rack-jobbers accounted for $140 million in disk sales in 1961, or 27.4% of the total disk sales during the year, according to the first rack-jobber study sponsored by the National Association of Record Merchandisers (NARM). NARM members were responsible for $42,375,950, or 16% of disk sales at all retail levels [the NARM study reports a total sales volume of $810 million in 1961; the figure, however, has been noted as being closer to $86 million]. These figures and others concern-
ing the rack-jobbing field were re-
vealed for the first time last by Jules Malnunod, NARM's executive di-
tor, in a speech last Mon. (9) at the association's fourth annual conven-
tion at the Eden Roc Hotel in Miami Beach.

As a separate entity in the indus-
try, the NARM membership con-
sists of 16% of the total $810 million retail disk sales for 1961.

Top Turnout At NARM Miami Meet

NEW YORK—Another excellent con-
tinfion , . . still the best convention re-
ored in the record industry . . . a great deal of the discussion dealt with the "Cherry-Picking" problem—that rack jobbers buy only the hits and little catalog. However, it was generally agreed that the trend on the part of the jobber was definitely in the direction of deeper catalog buying.

A complaint from one jobber that most jobbers are buying them by in-
sisting that they stock all new prod-
uct was quickly negated by both manufacturers and other jobbers.

A request by a jobber for a year-
round discount plan on all product was quickly mixed as amounting to a price cut. A manufacturer clarified that a discount plan was designed to

the backbone of the business and the manufacturer must work with and through his distributor because of the distributes credit control over his clients and because the manufacturer cannot keep up with the need of thousands of small operations thrown all across the country.

The subject of low priced phonograph to up singles sales was also brought up and Jack Burgess of Vic-

tor stated that his company is cur-
rently working on just such a proj-
cept.

All manufacturers also agreed that more statistical information on the field of rack jobbing would greatly aid in designing more saleable pro-

Window to Jobbers: Success = Responsibility

Do not hallucinate.
The Lost Patrol

10512

Johnny Keating

"Z"

Picked in Cash Box, Billboard and Music Reporter
The two way hit... Pop hit... Country & Western hit

Johnny Duncan

GUNGA DIN

10509

Great DJ reaction

MY FRIEND THE SEA

Sung by a great new artist

Petula Clark

10504

England's No. 1 Jazz Vocalist

Cleo Laine

in her fast SWINGING release

SOMETHING'S GOTT A GIVE I'LL REMEMBER APRIL

10506

ATTENTION DJ'S
SEND FOR FREE PROMOTIONAL COPIES
write on station letterhead

LONDON RECORDS, INC., 530 West 25th St., New York, N.Y.

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. NIGHT TRAIN
   James Brown (King 5616)
2. DO THIS, DO THAT
   Little Nell (Kip 242)
3. OPERATOR
   Gladys Knight & Pips (Fury 1064)
4. WILLING AND EAGER
   Pat Boone (Dot 1649)
5. DREAM/SUCH A NIGHT
   Dinah Washington (Mercury 71958)
6. LOVE THEME FROM EL CID
   Billy Storm (Infinity 073)
7. CHAPEL OF TEARS/FUNNY
   Gene McDaniels (Liberty 55444)
8. AFTER THE LIGHTS
   George Maharis (Epic 9506)
9. PATRICIA TWIST
   Perez Prado (RCA Victor 8006)
10. SHAKE THE HAND OF A FOOL
    Johnny Holiday (Philips 40014)
11. "X-X-15 CONCERTO"
    Elliott Evans (Reprise 20039)
12. OH, MY ANGEL
    Bertha Tillman (Brent 7029)
13. HOMBRE
    Belmares (Sabina 503)
14. DRUMMIN' UP A STORM
    Sandy Nelson (Imperial 5829)
15. SCOTCH AND SODA/
    JANIE, JANE, JANE
    Kingston Trio (Capitol 4766)
16. LEMON TREE
    Peter, Paul & Mary (Warner Bros. 5274)
17. AIN'T SHE PRETTY
    Billy Duke (20th Fox 501)
18. TEACH ME HOW TO TWIST
    Chubby Checker & Bobby Rydell (Capitol 214)
19. SPANISH HARLEM
    Santo & Johnny (Capitol American 137)
20. COOKIN'
    Al Casey (Stoey 929)
21. (THE MAN WHO SHOT)
    LIBERTY VALANCE
    Gene Pitney (Warstar 1025)
22. LOVESICK BLUES/THIRD HURT
    Floyd Cramer (RCA Victor 8013)
23. FUN HOUSE
    Roster (Felsh 852)
24. EXPERIMENT IN TERROR
    Henry Mancini (RCA Victor 6004)
25. IF I CRIED EVERY TIME YOU
    HURT ME/LET MY LOVE
    Wanda Jackson (Capitol 4723)
26. IF YOU WANT TO
    Corravons (Gene 5118)
27. AUFT WIEDERSEHEN MARLENE
    Bob Moore (Membrant 431)
28. IT KEEPS RIGHT ON A-HURTIN'
    Johnny Tillotson (Columbia 1418)
29. YOU DON'T MISS YOUR WATER
    William Bell (Stax 114)
30. DO THE SURFER'S STOMP
    Bruce Johnston (Dot 1157)
31. HONKY TONK MAN
    Johnny Horton (Columbia CL 1721)
32. JUST PLAIN HURT
    Chuck Brud (HIT 101)
33. DEEP IN THE HEART OF
    TEXAS-SAINTS AND SINNERS
    Dianne Eddy (RCA 7999)
34. LOVE CAN'T WAIT
    Manty Robbins (Columbia 42375)
35. TO MAKE A LONG STORY
    Easy & Starlighters (Scooter 1202)
36. NEED YOUR LOVE
    Metallics (Baronet 2)
37. COLINDA
    Bad Bombay (Hall-Way 1902)
38. A LOSING BATTLE
    Johnny Adams (Ric 998)
39. MY NAME IS MUD
    James O'Dayen (Mercury 71955)
40. 'TWISTIN' WHITE SILVER SANDS
    Bill Block's Combe (Hit 2052)
41. THAT'S MY DESIRE
    Sensations (Aripe 54712)
42. WOMAN IS A MAN'S BEST FRIEND
    Teddy & Twilighters (Swan 4102)
43. I'VE BEEN GOOD TO YOU
    Mirwades (Tamma 5405)
44. TWO DIFFERENT WORLDS
    Robert Goulet (Columbia 42369)
45. THE TOWN I LIVE IN
    McGinty Mitchell (Don-Dot 2030)
46. TROUBLE'S BACK IN TOWN
    William Bros. (Deeco 31863)
47. WALKIN'
    Jerry McGhee (Reprise 20057)
48. JUMPIN' THE BLUES/ONE
    O'CLOCK JUMP
    Jimmy Smith (Blue Note 1820)
49. VIOLETTA
    Roy Adams (Laurie 3118)
50. TURKISH COFFEE
    Tony Osborne (Modassin 617)

Cash Box—April 21, 1962
GEORGE MAHARIS
has a two-sided smash!

"Teach Me Tonight"
c/w "When the Lights
Go Down Low" 5-9504

And a Brand New
Album Now Available

George Maharis
sings

LN 24001/BN 26001-Stereo

EPIC Records
## RADIO ACTIVE CHART

A survey of key radio stations in all important markets throughout the country to determine by percentage of those reporting which releases are being added to station play lists this week for the first time and also the degree of concentration comparing previous reports. Percentage figures on left indicate how many of the stations reporting this week have added the following titles to their play list for the first time. Percentage figures on right include total from left plus the percentage title received in prior week or weeks.

(SURVEY COMPLETED APRIL 11TH)

<table>
<thead>
<tr>
<th>% OF STATIONS ADDING TITLES TO PORG. SCHED. THIS WEEK</th>
<th>TITLE</th>
<th>ARTIST</th>
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A VERY SPECIAL DELIVERY
(for a very special new LP)

Love Letters
Julie London

Love Letters
Never on Sunday
Fascination
Broken Hearted Melody
And That Reminds Me
What a Difference a Day Makes
I Miss You So
Hey There
Come On My House
The Second Time Around
I Love You Baby
All The Way

P.S. This new album is offered at these special terms:
* 15% cash discount
* 100% exchange privilege
* July 10, 1962 payment

Another reason to go Liberty in '62
**Pick of the Week**

**“HIT RECORD”** (2:23) [(Lustian, Dave Dreyer ASCAP—Williams)]

**“THANKS TO THE FOOL”** (2:19) [(Benjie Benjamin, Dave Dreyer ASCAP—Benjamin, Marcus)]

**BROOK BENTON (Mercury 71962)**

Here’s one that definitely looks like another “HIT Record” for Brook Benton. It’s a twirler, steady driving tonguing—both description of the ingredients that go into the making of a chart item. Sensational choral and orchestral showcase. “Thanks To The Fool” puts the artist’s outstanding beat-ballad stylings on display. Excellent companion piece.

**“IT KEEPS RIGHT ON A-HURTIN”** (2:15) [(Tanridge BMI—Tillotson)]

**“SHE GAVE SWEET LOVE TO ME”** (2:18) [(Tanridge BMI—Tillotson, Tannen)]

**JOHNNY TILLOTSON (Cadenza 1418)**

Tillotson can climb way up the hit ladder with his latest Cadenza stand. It’s a touching, self-penned (country-flavored) lover’s lament, labeled “It Keeps Right On A-Hurtin,” that Johnny shuffles thru in tender beat-ballad fashion. Coupler’s a haunting, soft beat cha-cha ballad with tear-compelling love’s hauntings. It’s a toss-up for honors.

**“DRUM STOMP”** (2:03) [(Travis BMI—Nelson, Polodar)]

**“DRUMMIN’ UP A STORM”** (2:18) [(Travis BMI—Polodar)]

**SANDY NELSON (Imperial 5829)**

Drummer-man Sandy Nelson should soon be adding another pair of percussive twists to his collection, which now includes “Drums Are My Beat” and “Birth Of The Beat.” They’re two attention-getters, dubbed “Drum Stomp” and “Drummin’ Up A Storm,” that Sandy pours out with money-making acuity. It’s a toss-up for honors.

**“PLAYBOY”** (2:38) [(Jobete BMI—Holland, Bateman, Horton, Stevenson)]

**“ALL THE LOVE I GOT”** (2:34) [(Jobete BMI—Holland, Bradford, Gordy)]

**THE MARVELETTES (Tamla 50486)**

The Marvelettes, whose most recent chart triumph was “Twistin’ Postman,” can have their third crack in as many as they knock one out in “Please Mr Postman” dance style. It’s a delighter with a mashed potatoes-rock-a-cha-cha tempo, tubbed and catered to basically that the teeners are sure to pick up on real quick. “All The Love I Got” takes a bright twist toward the route on the other end.

**“PALISADES PARK”** (1:56) [(Chargie ASCAP—Barris)]

**“JUNE, JULY AND AUGUST”** (2:10) [(Chargie ASCAP—Shay, Benton. It’s a twirler, steady driving tonguing—both description of the ingredients that go into the making of a chart item. Sensational choral and orchestral showcase. “Thanks To The Fool” puts the artist’s outstanding beat-ballad stylings on display. Excellent companion piece.

**“STRANGER ON THE SHORE”** (2:10) [(Mellin BMI—Bilk, Mellin)]

**“WHAT TO DO”** (2:15) [(Sassy-Trendlo-Progressive BMI—Samad, Davis, Treadwell)]

**THE DRIFTERS (Atlantic 2143)**

The Drifters, who are currently riding high with “When My Little Girl Is Smiling,” should soon be charted in chartville with their newest Atlantic outing. It’s the first vocal version of Acker Bilk’s Atro smash “Stranger On The Shore,” and it’s an interesting beat-ballad stand. What To Do is an r&b-angled rock-a-shuffler that also looks like a strong money-maker. Slick Klaus Ogermann arrangements.

**“THAT HAPPY FEELING”** (2:55) [(Northern ASCAP—Warren)]

**“TAKE ME”** (3:09) [(Kaempfer, Bursewitz)]

**BERT KAEMPFER (Decca 31388)**

Kaempfer, whose instrumentalists recently attracted loads of loot with “Afro-Bian Beat,” should do more of the same with this new Decca session. It’s a sax-rich, playful, stringy, handclapped and sans-lyric choral chants that give “That Happy Feeling.” “Take Me,” on the other hand, takes an easy-goin’ finger-snappin’ ride.

**JIMMY SMITH (Verve 10250)**

**“B-I-N”** (1:21) [(Columbia Pictures ASCAP—Bernsteen, Aaron “[The Boss” is kicking up attention with his Blue Note entry, offers proof positive of its version, that is, the professional arranging of ideology this commercial-sounding jazz charts, which is the essence of the Elmer Bernstein slick theme.

**“B-I-I”** (1:21) [(Columbia Pictures ASCAP—Bernstein)]

**BETTY KARSON** (OTR)

**“REMEMBER”** (2:20) [(Columbia Pictures ASCAP—Bernstein)]

**FRED ASTAIR (Chorizo 100)**

**“B-I-I”** (1:57) [(Chorizo ASCAP—Spence, Karson, Chapman)]

**PETE RUGOLO (Mercury 71957)**

**“THEME FROM BEN CASEY”** (2:37) [(Muzani ASCAP—Rugolo]]

**“UNITED WE STAND”** (1:58) [(Anta BMI—Middleton, Watts)]

**JERRY MURAD’s HARMONICATS (Columbia 42142)**

**“THEME FROM CARNIVAL”** (2:01) [(Columbia ASCAP—Merrill)]

**OLGIUTA (Pacific 345)**

**“PA-PA-PACHANGA”** (2:42) [(E. H. Mack BMI—Rodriguez, Lark and George Hernandez offer a nice easy pachanga chart arrangement with a section of strings, a bit of Latin-Cubism affinity into an LP cut “Latinsativa.”]

**“LA CONEXION”** (2:31) [(Alfa BMI—Benjamin, Hradetz] Colorfulombo cut from the LP.

**THE MONTAGUES (Lee 1005)**

**“I JUST KISSED ELIZABETH”** (1:48) [(Adams—Ethridge BMI—Adams, Ethridge)]

**“FOOLISH ONE”** (2:35) [(Adams—Ethridge BMI—Greenhill)]

**KATYNA RANIERI (MGM 13071)**

**“COME BACK TO KOME”** (3:26) [(Tobias & Lewis & Myra ASCAP—Tobias, Frisch)]

**“NO REGRETS”** (2:37) [(Hill & Range BMI—Hill, Williams)]

**THE STRANGERS (Checker 100)**

**“PA & BILLIE”** (2:09) [(Arce-Kae Williams BMI—The Strangers)]

**“DARLIN”** (2:28) [(Arce-Kae BMI—The Strangers)]

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**“DARLIN”** (2:28) [(Arce-Kae BMI—The Strangers)]
BEI MIR TWIST DU SCHÖN

THE TEMPLES

Zei Gezunt!

another product of . . . .

AD LIB RECORDS
157 West 57th Street
New York 19, N.Y.  PL 7-1-41

Check Album Reviews this week!
Here's another beautiful entry from keyboard master Roger Williams. It's the lovely oldie, "Gershwin's An emblem," lately garnished, orke served up in ear-arresting fashion. Should be all over the airways in the coming weeks. Artists tastefully glide over another old favorite on the flip portion.

"COMFY 'COZY" (2:02) [Roosevelt BMI—Blackwell, Scott]

"A LITTLE PIECE OF HEART" (2:31) [St. Louis BMI—Blackwell, Scott]

CONWAY TWITTY (MGM 13072)

It's a good bet that Twitty will soon be adding "Comfy 'Cozy" to his long list of chart credits. It's a chorus-backed rhythm shuffler that could make a big splash in the country and pop marts. Flipside, the writer wears every ounce of emotion out of "A Little Piece Of Heart." Effective mid-disk recitation.

"NA-NE-NO" (2:30) [Tribo BMI—Dino]

"JUST BECAUSE" (2:16) [Pamco BMI—Price]

TROY SHONDELL (Liberty 55445)

"Na-Ne-No" has what it takes to put Troy Shondell back on the winning track. It's an attention-getting rock-a-cha-cha novelty with click ingredients notched into every groove of the lid, Fascinating vocal and musical sounds along the way on this Phil Spector-arranged date. Backing's a flavorful, beat-ballad up-dating of the while-back Lloyd Price hit stand.

"BROKEN HEARTS" (2:57) [Big Bopper BMI—Clement] [Aldon BMI—Shayne, Brooks]

"U.S. MAIL" (2:17) [Saxon BMI—Weinstein, Randazzo]

TEDDY RANDAZZO (ABC-Paramount 10312)

Randazzo can head back to hitbox with his newest ABC-Paramount effort. It's a dramatic, bojero-like opus, titled "Teenage Senorita," that Teddy puts across (partly dual-tracked) with telling effect. Excellent string-filled orch and chorus support from Sid Feller's Stringers. The Dazzers colorfully join Randazzo as he delivers the "U.S. Mail" in catchy rock-a-cha-cha style. Watch it too!

"I NEED YOU" (2:11) [Floyd Robinson BMI—Robinson] [Floyd Robinson BMI—Robinson]

FLOYD ROBINSON (Dec 16382)

Robinson, who clicked a short while back (on Victor) with "Makin' Love," can have his first Dot chart-maker with this one. It's a rock-a-cha-cha/twister, tagged "I Need You," that Floyd and the orch deliver in cool-catching style, "Show Boat," a sparkling dual-tracked jumper, also has a solid chart outlook. Could be a big double-header.

"COME ON AND TRUCK" (1:56) [Progressive-Trio-Placid BMI — ]

"TROUBLES ON MY MIND" (2:00) [Progressive-Placid BMI—Turner]

THE IKETTES (Atco 6223)

The gals, who made a big impression on both the pop and R&B hit lists, can repeat that success with this new Acet division. On it, a tantalizing rock-a-cha-cha-like ditty, the ikettes hope to create a new teen dance fad as they sing "Come On And Truck." Coupler, a pounding, middle beat blueser tagged "Troubles On My Mind," is also loaded with hit potential. Watch 'em both.

THE YARU BROS. (Mercury 71963)

"LOOLITA" (2:13) [Chappell ASCAP—Harris, Riddle] The oft-cut pic mainstays receive a pretty outing by the harmonious duo, who are supported by a soft string-included orch and a great mood music version of the Waltz.

"DANCE OF LOVE" (2:06) [Barrett ASCAP—Middleton] Bouncy novelty whose vehicle is a reminder of "Never On Sunday."

RAY ELLIS ORCH. (RCA Victor 8026)

"DUMPY" (2:00) [Spanka BMI—Anke] A good-humored stint, with a whacky chatty voice, that has a made-in-Mexico style. Could be a winner for the Ellis Ork.

"THE BRIEKR" (2:19) [Spanka BMI—Anke] Here the orch twists with a good-sounding Latin feel. A harpsichord and brass string sections highlight the stand. Might get some attention.

NELSON RIDDLE (Capitol 4741)

"ROUTE 66 THEME" (2:09) [Gower BMI—Riddle] The maestro's own theme for the favorite T.V'er is a swingin' orch affair, including his take on harmonizing with a hip sound from the string section.

"LOOLITA YA YA" (2:23) [Chappell ASCAP—Riddle] Nelson wrote this blueprint for the upcoming flick version of "Lo-lita." Chorus offers a "ya-ya" bit.

FRANK CHACKSFIELD ORCH. (London 5919)

"EBB TIDE" (2:47) [Robinson BMI—Maxwell] Popular mood maestro from England directs a lush revival of his beautiful years-lingering hit, getting more new exposure in the pic, "Sweet Bird of Youth." Here's a commanding "Ebb Tide" cut.

"FACE TO FACE" (2:23) [Burlington ASCAP—Berlt, Arr. Robertson] A tune by Hector Berlioz retains much of its classical form in this big-sounding arrangement.

BERNARD GRIBBINS (Verve 10253)

"AND ALL THE WHILE" (2:58) [BMI—Rudge, Her] An engaging folk novelty is charmingly performed by baritone performer and his cheerful orch backdrop.

CAROL LAWRENCE (Cherio 196)

"MORE THAN YOU KNOW" (3:15) [Miller ASCAP—Younker, Eibon, Rau] The original "Maria" of "West Side Story," does a pretty cuddle of this oldie, adding a new touch by altering the fine verse. Attractive moody sound at its best. A fine recording, as expected from an LP, "This Heart Of Mine," MGM distributes the label.

"TELL ME LIES" (2:29) [Wolf-Mills ASCAP—Wolf, Landsman] Another inviting romantic cares from the package.

PRINCE CHARLES (Class 501)

"TWISTIN' AT THE POOL" (2:35) [Recordo BMI—Vikki] Poolside humor with a jungle-type rhythm beat. Arrangement includes vocal, "crowd" and splashing of water sounds. An original use of the expression, sure to dance.

"GOOD LUCK CHARM" (2:10) [Glady's ASCAP—Schoedel, Holz] The latest triumph gets a stir of Bill Black Combo easy shuffler beat from record, probably with change-of-pace programming on the now familiar ditty.

GORDON JENKINS ORCH. (Time 1049)

"LOOLITA" (2:19) [Chappell ASCAP—Harris] After striking string and harp comments in the opening, the orke goes into a lovely string-loaded reading of the oft-cut pic hit. A poignant portrayal of what may be a big number.

"BAYA NAGILA" (2:28) [Leeds ASCAP—Jenkins] Lots of birds, equally to this hit improves the condition of the familiar opus. Session stems from an LP, "Soul Of A People."
Another Big Roulette Winner!!!

"I NEED LOVE"

by

SAM and DAVE

breaking for a hit on...

ROULETTE
JOHNNY LONDON (King 5511)  
(B) "I WAS MADE FOR YOU" (2:50) [Pandora BMI—Davis]  
A folkish romance gets a far-out, fast-paced pop-folk sound from the singer and his combo-femme chorus.

C+ “AIN'T IT CRAZY” (2:03) [Pandora BMI—Field, Bolin]  
Snappy novelty that's got a some-what old-fashioned rock nut.

SALADIN (Caractere 101)  
(B+) “HONEY DEW” (2:10) [Pro-File BMI—Saladin]  
Newcomer Saladin bows on the new New York-based label with a delectable rock-salad. Strong chord and instrumental support on a deck that can stir up loads of attention.

C+ “WANDERIN'” (3:00) [Pro-File BMI—Arrall, Saladin]  
The deep-voiced Saladin delivers his way thru the olde on this.

LARRY PAUL (Malo 450)  
(B) “THE MAKINGS OF A MAN” (2:35) [Jamie BMI—Jacobson]  
Lively rock rhythm about a fellow who, with his gal by his side, believes he can Rivera. It's a man of decision. Good beat brightness.

(B+) “MR. SATAN” (2:42) [Sax BMI—Stallman, Jacobson]  
Easy, soul-sounding calypso style here on an unusual ditty.

RAY RIVERA (Dayhill 2008)  
(B+) “1880 TWIST” (2:48) [Marilyn BMI—Rivera]  
Neither presented with good 1962 twist vitality by the songster and the music.

C+ “TROUBLES TROUBLES” (2:20) [Marilyn ASCAP—Rivera, Mangets] Bluesy twirin'.

JOHNNY AMBROSE (Trubeit 105)  
(B) “WILL YOU MAR- 
RY ME MARYANN?” (2:30) [Delaware BMI—Ambrose, Frances]  
Vocalist bowls on the label with a nice portrayal of a tuned folk waiter. Full orchestra pleasingly supports.

(C+) HEY WHATCHYA DOIN’ (2:07) [Delaware ASCAP—Cotten, Frances]  
Ray's rock-string stuff.

BOBBY RENO (Morgil 104)  
(B) “LOVE IS YOUR NAME” (2:43) [Morgil ASCAP—Gilbert]  
This is a teen-market ballad vocal on a pop adaptation of the lovely "Villa" number from Franz Lehar's "Merry Widow" score. Deck has a good build-up ballad approach. Label indicates something.

(B+) “A TIME TO LOVE” (2:31) [Morgil ASCAP—Gilbert]  
A more intimate, legit romantic essay by the singer.

BOB BAIN (Radiant 1509)  
(B) “EXPERIMENT IN TUR- 
BONS” (2:30) [Southdale ASCAP—Mancini]  
New Henry Mancini pic theme gets a generally striking jazz-rock sound, with a guitar, organ and sax contributing solo sounds. Good hip-oriented reading of the item.

(B+) SOFT GUITAR (3:29) [Montclaire BMI—Bain]  
Swingin' blueser that's even more in jazz vein.
FROM
ELVIS'
GREAT NEW MOVIE

ELVIS PRESLEY
in
FOLLOW THAT DREAM

4 GREAT SONGS
FROM THIS
GREAT MOVIE

FOUR GREAT TUNES:
"FOLLOW THAT DREAM"
"ANGEL"
"WHAT A WONDERFUL LIFE"
"I'M NOT THE MARRYING KIND"

A 45 EP HIT!
ORDER BIG...NOW! EPA-4368

RCA VICTOR
THE MOST TRUSTED NAME IN SOUND
**RECORD REVIEWS**

**B+ very good**  **B good**  **C+ fair**  **C mediocre**  **D poor**

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

**Best Bets**

**APRIL STEVENS & NINO TEMPO**

- **B+ “SWEET & LOVELY”** (2:55) [Robbins—Cranes—Saxophone, Piano, Bass, Drums, Effects] This is a very smooth, romantic ballad that features a lush, full-bodied arrangement. The vocals are warm and soulful, with a sweet melody that will stick in your head. Highly recommended.

- **B-** **“DOING A GOOD THING”** (2:30) [Bennet—Saxophone, Piano, Bass, Drums] This is a very upbeat, honey-sweet duet between the two lead vocalists. The melody is catchy and the arrangement is well-executed. A good choice for those who enjoy smooth, soulful sounds.

- **B** **“VIVID DREAMS”** (2:45) [Bennet—Saxophone, Piano, Bass, Drums] This is a very powerful, soulful duet between the two lead vocalists. The melody is catchy and the arrangement is well-executed. A good choice for those who enjoy smooth, soulful sounds.

**JACKIE JAMES (Alfa 104)**

- **B+** **“ROVER GIRL”** (2:56) [Fayhill—Piano, Bass, Drums, Percussion] This is a very upbeat, honey-sweet duet between the two lead vocalists. The melody is catchy and the arrangement is well-executed. A good choice for those who enjoy smooth, soulful sounds.

**FREDNA PARKER (Norman 518)**

- **B** **“ALL YOU HAVE TO DO”** (2:35) [Gill BM—Moore, Wayne] This is a very upbeat, honey-sweet duet between the two lead vocalists. The melody is catchy and the arrangement is well-executed. A good choice for those who enjoy smooth, soulful sounds.

**RITA RICHARDS (Torch 952)**

- **B** **“DON’T GO”** (2:41) [Cortile BM—Abbot, Lebo] This is a very upbeat, honey-sweet duet between the two lead vocalists. The melody is catchy and the arrangement is well-executed. A good choice for those who enjoy smooth, soulful sounds.

**KATHY BRANDON (Crystaleta 748)**

- **C+ “DON’T GO”** (2:16) [Carsey BM—Abbot, Lebo] This is a very upbeat, honey-sweet duet between the two lead vocalists. The melody is catchy and the arrangement is well-executed. A good choice for those who enjoy smooth, soulful sounds.

**SUE LEBAN (Bandbox 205)**

- **B+ FORGIVE ME** (1:59) [Marcy BM—Cherry, Call] A big-sounding rock-a-string arrangement backs the lark’s emotional baritone. A good choice for those who enjoy smooth, soulful sounds.

**TRAVIS EDISON (Reprise 20,071)**

- **C+** **“IT’S ALL OVER”** (2:08) [Dyers BM—Cherry, Call] A more relaxed love-idea.

**EMILIO SCHULZ (EMI)**

- **C+** **“I’M NOT YOUR LIE”** (2:31) [Gild BM—Abbot, Lebo] This is a very upbeat, honey-sweet duet between the two lead vocalists. The melody is catchy and the arrangement is well-executed. A good choice for those who enjoy smooth, soulful sounds.

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the theme from

BEN CASEY
B/W

the theme from DR. KILDARE

VALJEAN
(on piano)

with orchestra and chorus
under the direction of JON NEEL

CARLTON 573

SPECIAL 2 COLOR SLEEVE FOR SINGLE-RECORD RACK SALES!

caravan of lonely men

TONY RICHARDS

CARLTON 572

CASH BOX BEST BET • BILLBOARD PICK
HOT, NEW RELEASE!

"BLUE GUITAR"

(INSTRUMENTAL)

EARL HOOKER

AGE 29106

BIG IN MEMPHIS, HOUSTON, NASHVILLE & CHICAGO!

GROWING ELSEWHERE!

AGE RECORDS
Chicago Tel. Webster 9-3698

THE 3 SOUNDS
HERE WE COME

BLUE NOTE 45x1820

JIMMY SMITH'S
1 O'CLOCK

JUMP b/w

JUMPIN'

THE BLUES

BLUE NOTE 45x1819

ORANGE 
HAS THE HOTTEST 
Jazz Singles

JIMMY SMITH'S MIDNIGHT SPECIAL

BLUE NOTE 45x1819

THE 3 SOUNDS
HERE WE COME
BLUE NOTE 45x1825

BLUE NOTE
W 61st St. New York 23, N. Y.

JIMMY SMITH'S 1 O'CLOCK

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BLUE NOTE 45x1825

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JIMMY SMITH'S M
NOW Exclusively on DECCA RECORDS

THE TARRIERS

RIDE UP c/w LAST NIGHT I HAD THE STRANGEST DREAM

Their First Release!

31387
FLIRTY & FRANTIC
"BOY WATCHER"
PAT PARKER
SKYLAND 1000
A BOB HELLER PICK HIT
Teens with eyes for boys will want
D.J.'s: flirty "I'm A Boy Watcher" buttons.
WRITE SKYLAND RECORDING, SKYLAND, N.C.

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IS OUR PRICE FOR ALL 45 rpm SINGLES—FREE
TITLE STRIPS FOR ALL RECORDS—including COUNTRY-WESTERN and RHYTHM & BLUES
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Receive all your records in one shipment.

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ALL ALBUMS, ALL LABELS AT
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Pat Parker
90 LBS OF JR. HIGH SCHOOL DYNAMITE!

CONGRATULATIONS TO
John Musso—CONCORD Larry Cohen—MARNEL Bob DeVere—DELTA
For Breaking
"VIOLETTA"
by RAY ADAMS
Laurie 3118
LAURIE RECORDS, N.Y.

Broke BIG!
"IF YOU WANT TO" The Carousels
Gone 5118

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LAURIE RECORDS, N.Y.

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.

"CONSCIENCE"
JAMES DARREN (Colpix 630) .......... Pick of the Week—4/7

"MOST PEOPLE GET MARRIED"
PATTI PAGE (Mercury 71950) .......... Pick of the Week—3/31

"LOVERS WHO WANDER"
"(I WAS) BORN TO CRY"
DION (Laurie 3123) .......... Pick of the Week—4/14

"I SOLD MY HEART TO THE JUNKMAN"
BLUE BELLES (Newtown 3000) .......... Best Bet—3/17

"ITTY BITTY PIECES"
JAMES RAY (Caprice 114)

"I LOVE YOU"
VOLUMES (Chex 1002) .......... Pick of the Week—3/31

"ANY DAY NOW"
CHUCK JACKSON (Wand 122) .......... Pick of the Week—3/31

"DON'T PLAY THAT SONG (YOU LIED)"
BEN E. KING (Atco 6222) .......... Pick of the Week—4/7

"NUMBER ONE MAN"
BRUCE CHANNEL (Smash 1752) .......... Pick of the Week—4/7

"HEARTS"
JACKIE WILSON (Brunswick 55225) .......... Pick of the Week—4/7

ROSE ANNA b/w I'll Come to You by THE CHEERTONES #10277

Headed for Hitsville!
"A WOMAN IS A MAN'S BEST FRIEND" Teddy and the Twilights
Swan 4102

"IF YOU WANT TO" The Carousels
Gone 5118
ARGO

RAMSEY LEWIS
RELEASE
"Sounds of Spring"

GENTLEMEN
OF SWING
ARGO 611

GENTLEMEN
OF JAZZ
ARGO 627

AN HOUR WITH
RAMSEY LEWIS
ARGO 645/645S

NEVER ON
SUNDAY
ARGO 686/686S

STRETCHING
OUT
ARGO 665/665S

RAMSEY LEWIS
TRIO IN CHICAGO
ARGO 671/671S

MORE MUSIC
FROM THE SOIL
ARGO 680/680S

ARGO RECORDS

A Division of
Chess Prod. Corp.,
2120 S. Michigan, Chicago 16

Cash Box—April 21, 1962
**New York:**

GM's Danny Davis thrilled with initial decky reaction to Larry Kert's musical hit "Music in Motion" LP. Additional Burt Bacharach and Hal David's "You Never, Never Give Your Heart" are sure to follow in the next month or so. Brooks & Dunn's "Tenderfoot" b/w "Wantin' You" is sure to be a hit for the duo. Mercury's "Seductive" has been a hit on the West Coast, and "I'm Shopping For Love" by Dionne Warwick is also doing well.

**Chicago:**

Bourbon Street is readying the red carpet for Kenny (Midnight in Moscow) Ball who makes his American debut at the Chicago Board of Trade. Russ Bach of Music Dist. is getting rich going pop exposure with Bertha Tillman's "Oh, My Angel" (Brent). He's predicting a national breakthrough through newies "Come On In" by Conway Twitty (MGM) and "Tartantella Twist" by Hugo Montenegro (Time). Bill Soria, who recently signed Roy Rose and the Aristocrats for the chart, is planning a major promotion for "Stormy" by Hollywood's Dickie "Go" by Conway Twitty, at the Act IV eatery. Artist's current chart rider is "To Love Someone" by Tommy Dorsey. That's made much progress around town with an item produced by him and leased by Riverside Records for national distribution. Sife "Tonight Is Just Another Night" rendered by The Martinis. Sam will cover the Cleveland-Pittsburgh territory before commencing a coast-to-coast tour with partner Charles. He brings his organ and chorus into the convention place for a one-night concert at 42/2.

**Record Ramblings:**

**Cash Box**

**Cassie:** No news of "My Angel" yet, but for the moment, "The Song of the South Wind" is doing well on the east coast.

**May:**

Vee-Jay's "Walk On With the Duke" by the Duke of Earl, currently filling an engagement in Washington, is heading for a top chart performance with "Walk On With the Duke." SinglesN up at the World's Fair, "Happiness" by Hilliard Street (Reprise) and "Welcome Home" by Judy Thomas.

**Hollywood:**

Hancock and Schwarm Agency has been appointed to handle the publicity for the Las Vegas Jazz Fest to be held in the desert city on July 7 and 8. The Robinson Agency is negotiating with the World's Fair, where they'll be featuring their Flair recording of "Never Leave Me" by the Robinsons and a national sales manager of Del-Fi Records, Bob Keene. Label has new deals breaking: "The Fortune Teller" by Bobbort and "Queen Of My Heart" by Rene and Ray. Gilbert of California Record Distributors plans a few major local stations to send off the Ramsey Lewis Trio album "Sound Of Spring."
ROULETTE Welcomes

THE GREAT

DINAH WASHINGTON

with her 1st BIG HIT . . .

"where are you?"

b/w

"you're nobody till somebody loves you"

R-4424

From Her Debut LP . . .

DINAH'62

SR-25170
### Cash Box Record Ramblings

(continued from page 24) Frascati's on Sunset Blvd., will have his first Reprise album, "Two And A Half of Calvin Jackson" released this week. Record buyers are excited over new song, "Al Di La" has been recorded by Capitol with Ray Anthony on trumpet. "Lover's Blues" by Jimmie Haskell and the orchestra. On Goodman reports the new "Connie Stevens Warner Bros. Waxings." "Why Do You Wanna Make Me Cry" is garnered by Peggy Lee and Jackie Wilson waxings. But Stapleton broke the area on "All You Had To Do" by Chris Montez, and "So This Is Love" by The Chalises.

Gregmark recording artists, The Paris Sisters headlining a Paramount Variety show hosted by KRLA, the Jennie Hawkins Hit Writer, Jerry Capeheart has turned to club promotion with best efforts.

### Top 100 Artists

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### Top 100 for titles and labels

The above chart is designed as an aid to retailers who have requested such a list to help them locate hot singles when consumers ask for them by artist name.
**PLATTER SPINNER PATTER**

Josie Dee and the Starlighters, of Peppermint Lounge fame, recently came tw Post in TJ to day, Virginia. The group operated with a local sorority in promoting the dance tagged "A Night With "Josie." As a result it was sold out in advance. The station's personalities were out in force and the evening spinner Keith James served as host for the affair. The song by Josie tw Post in Tidewater early enough in the day for everyone. WGH-Worfolk era shows. WGH reports that the twist craze is stronger than ever as a result of the Josie Dee appearance.

**BIO FOR DEEJAYS**

**FALCONS**

The present Falcons were formed in 1950 and have appeared in clubs in every major city in the United States. They achieved tremendous success with a hit recording in that year, "You're So Fine," which was followed by appearances on top-rated TV DJ shows.

The members of the Falcons are Jack Rice, Joe Stubbs, Lance Finnie, Eddie Floyd and Ben Night, all of whom hail from Detroit. Rice and Floyd do much of the writing of ma terial for the group.

The group's current single, "I Found A Love," occupies the number 67 slot on this week's Top 100. The wax is on the Lu Pine Label which is distributed by Atlantic Records.

**WBBF-Rochester has set Friday, May 25 as the date for the 4th annual fam ily prom at the Rochester Community War Memorial. Last year 10,000 people were entertained by Jack Scott, Jamie Grant, Gene Pitney, Tony Orlando, Bryan Hyland and Neil Scott. This is WBBF's yearly thank you to its listeners for their loyalty. No ad mission is charged. Artists interested in appearing should contact Jack Paltine at the station.

**WHOEVER said 13 is an unlucky number? It may be unlucky for some people, but where WERE-Cleveland and the Cleveland Indians are concerned, apparently it isn't. The num ber 13 crops up quite frequently when reviewing the facts about WERE and the Indians. WERE's call letters are 1300. Opening Day in Cleveland, Friday the 13th, marked the beginning of the station's 13th year of Indian broadcasting. It was on a Friday the 13th that the Indians switched their broadcasts to WERE, 13 years ago. This July marks WERE's 13th consecutive season of 13-year broadcast ing. Veteran sports caster Jimmy Dudley is beginning his 13th year of baseball broadcasting for the Indians on the Ohio outlet. And then there's Jack Jones, new WERE baseball sportscaster. He's covered the Indians as either a writer or broadcast for the past 13 years. Sort of makes you wonder, doesn't it? Why not about 13 being an unlucky number?**

**VITAL STATISTICS**

**Dale Kelly exits his program direc tor chair at WATS-Syrac., Penna., to take over the 7-midnight shift over WHEX-Boston. Off Wjpeg."**

Billy Storm, who is currently deejaying with "Love Theme From El Cid" on Infinity, began his participa tion in music when his family moved out to California from Dayton, Ohio, only a few years ago. He attended Los Angeles High School and joined the A Cappella choir, eventually be coming soloist. He was also actively interested in basketball and, for a time, it was a toss-up as to which activity he would pursue.

After high school he joined the Cadets as the group lead. In the process of looking for career management, the group was brought to the attention of Manny Shulman. Manny was so impressed with Billy that he advised him to go out as a single and signed him as a client.

Billy ultimately signed with Columbia Records. His first hit, "I've Come Of Age," a popular adaptation of Tchaikovsky's "Fifth Symphony," was an instantaneous hit. As the record climbed the charts the chanter appeared on numerous television pro grams and his career began to take on star proportions. The rest is history.

At present, the songster is busy studying music, acting and in general preparing himself for what promises to be a very bright future.
ALBUM PLANS

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

AUDIO FIDELITY
30% discount on April LP’s plus catalog of Dukes of Dixieland and Al Hirt. Expires: May 4.

ATLANTIC & ATCO
Catalogs of both labels are available to distributors on a 1-free-LP-for-every-7-purchased basis. Expires: May 15.

CAMEO/PARKWAY
A six month discount program on all LP’s, 12.5% discount on any of 80 albums contained in a package. 90 day dating to qualifying dealers. Expires: Aug. 30.

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 Life” series and The Businessman’s Record Club series available at additional 10% discount. No termination date has been set.

DECCA, CORAL, BRUNSWICK
“Music, Music, Music”—Incentive program on 11 new LP’s and 129 catalog items. Details are available from local Decca representatives. Expires: April 30.

DOLTON
All LP’s on a 15% discount, taken off the face of invoice, on the dealer’s entire order; 100% exchange privilege with merchandise exchangeable any time after Aug. 1, 1962; payable by May 15. Expires: June 15.

DOT
“Big Spring Bonus Plus”—Dealer buys 10 LP’s and gets 2 free. 1-3 payments on May 15, June 15 and July 15.

EPIC
10% discount on April classical releases plus 30 best-selling classical albums, 15% discount on April pop and jazz LP’s plus Ralph Burn’s “No Strings” and Panama Francis “Exploding Bridge”.

KAPP & MEDALLION
30% discount on 10 new releases. Expires: May 15.

LIBERTY
Three twist-stomp LP’s are available at a 15% discount plus 100% exchange privilege.

LONDON
50% discount on London International TW and TF series and 20% on London classics’ (not including operas) CH and CM series. Expires: April 30.

MONITOR
3 LP’s—4 classical, 1 pop, are available at $1.98 retail. No expiration date has been set.

PHILIPS
Label’s catalog is available on a 1-free-for-every-9-purchased basis. No termination date has been set.

RICHMOND & TELEFUNKEN
An extra 10% discount on all LP’s. Expires: April 30.

SMASH
20% discount on all classical product by the two labels. Expires: April 30.

RIVERSIDE
The label plus its affiliates, Jazzland, Washington and Offbeat, are making their catalog available on a buy-10-get-a-free basis during Jun.-July. 100% exchange policy; deferred billing

SONODOR
A buy-2-get-1-free offer on four LP’s by the Orchestra Del Oro. Described as a limited-time only deal.

STARDAY

VESUVIUS
The label, dealing mostly in Italian recordings, is making its Series 1500 catalog available on a buy-2-get-1-free basis. No termination date has been set.

WARNER BROS.
20% discount on entire LP catalog. Dating is May 10, June 10 and July 10. Expires: April 30.
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<td>MOMS MARLEY AT GENEVA CONFERENCE</td>
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<td>10</td>
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<td>BREAKFAST AT TIFFANY'S</td>
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<td>THE TWIST</td>
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<td>THE Magnificent SOUND OF THE PHILADELPHIA ORCHESTRA</td>
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"JOHNNY HALLDAY SINGS AMERICA'S ROCKIN' HITS"—Philips 500 919
Johnny Hallday is France's newest chanteur whose LP shows him as an exciting, magnetic vocal talent. The songs feature folk-rock arrangements of "Blueberry Hill," "Hello Mary Lou," and "Diana." Plenty of chart potential here.

"BRAZEN BRASS GOES LATIN"—Henry Jerome—RCA Victor DJ 4768
Henry Jerome's previous packages have proven successful in the past, and this Philips LP is the seventh in the current series, spotlighting Latin and Afro-Cuban rhythms. The songs feature Latin rhythm sections better than any others previously heard on LP. Enthusiastic vocalists and brass bands help to make this package a big seller.

"FRENCH STYLE"—Dean Martin—Reprise R 6083
For his first LP outing for Reprise Dean Martin renews his interpretation of a lovely selection of songs. The songs are presented in French stylings, and the arrangements are modern and contemporary. The album is a big seller.

"THE ELECTRIFYING ARETHA FRANKLIN"—Columbia CL 1761
Aretha Franklin unleashes her powerful vocal and keyboard talents in a dozen evergreens which showcase her gospel-trained style. Although the thrash is a newcomer to the trade, she has made some important chart intrusions with her recent best-selling singles "Rock-A-Bye Your Baby," "Bouquet Lover," and "I Surrender Dear," all of which are included on this LP. Some other fine tracks are "Exactly Like You" and "That Lucky Old Sun." The disk looms as a big seller.

"AN EXCITING EVENING AT HOME WITH THE INTERNATIONAL POP ORCHESTRA"—Cosmos 5019
Here's a listenable session of favorites beautifully-arranged by the 110-man pops orch. and recorded on 35mm film. This top-drawer sound package, cut in Los Angeles, has the orchestral arrangements of "Peanut Vendor," "Moonlight In Vermont" and "High And The Mighty." There's much listening enjoyment here to attract a wide variety of record buyers.

"DON'T MESS WITH TESS"—Teresa Brewer—Coral CL 75714
Coming on stronger than ever, Tess lasses out with a batch of oldies and newies full of the same ingredients for success which have made her efforts hot items in the past. In addition to some powerful vocalizing, the talented songstress has added the title tune for the upcoming hit series "The Twelve Bar Count-Back" by orchir Luther Henderson, the thrash reworking such favorites as "Some Other Guy," "I Cried For You," and "You Came A Long Way From St. Louis." The disk should bring out a host of Brew fans.

"MR. OLIVER TWIST"—Red McKuen—JGM 5013
Red McKuen takes advantage of his recent chart-ridden single of "Oliver Twist" to name this first-rate package of distinctively-read popular items, many of them self-penned by the songster. McKuen has the ability to bolt out a rock-a-billy tune with the same assurance and poise that he brings to ballads. The session showcases the chanter's wide-range, high-spirited voice on such songs as "Let's Twist Again," "What I'd Say" and "Hey Baby."
Don't Fight It!!!

Lolita

Don Costa
scored by
Juan Del Oro

Orchestra conducted by

Don Costa
scored by
Juan Del Oro

Orchestra
**ALBUM REVIEWS**

**JAZZ PICKS OF THE WEEK**

**“FRENCHY”**—Les Compagnons de la Chanson—Capitol ST 13611

This cheerful offering by Capitol features the harmonious and talented voices of Les Compagnons de la Chanson. Singing a dozen melodies from around the world in their very best French, the group, for the first time, is supported by an orchestra which provides authentic rhythms for their international tunes. Included in the LP are “Le Bleu De L’ete,” “La Marmite,” a Brazilian specialty, and “Notre Concerto.” Disk should pull coin with the group’s admirers.

**“LATIN 71”**—Warren Covington—Decca DL 4259

This package by Decca, designed for dancing, offers an assortment of Latin rhythms with varying tempos which include the merengue, the cha-cha, and the currently popular pachanga. Under the baton of Warren Covington, the band plays some smooth and very danceable arrangements of “Wild Pachanga,” “Dream Tango,” “Yellow Bird,” and “The Moon And I.” To these fine numbers are added eight other tunes with a solid Latin beat.

**“15 GOLDEN HITS!”**—Various Artists—United Artists UAS 61910

United Artists has come up with fifteen hit tunes enticingly wrapped in one package. Most of the items were chart hits of the past; the only new version on the collective release should spark new sales. The disk highlights the dynamics of a premium orchestra, and the mix is quite good. Included on the LP are “Portrait Of My Love” by Steve Lawrence, Ferreira & Trumpeter Theme Find, “Love is the Apartment,” and “Magnificent Seven” by Al Caiola.

**“PASSOVER SEDER FESTIVAL”**—Richard Tucker—Columbia ML 5736

Richard Tucker, who usually graces the stage of the Metropolitan opera, offers some of best known prayers and chants from the Passover Seder on this excellent Columbia LP. Sholem Secunda, who handles the conducting chores, has composed the service and Ben Irving provides the narration. The package has a timeliness as the holiday comes to an end of this month. Tucker turns in a masterful, melodic performance on the session as does organist Alexander Richardson.

**“BEI MIR TWIST DU SCHON”**—Temples—Ad Lib A-225

In this package of twisters from Ad Lib, the instrumental group gives us a set of old Jewish melodies with an interesting combination of beat, melody, arranging, and musicianship. Somewhat less violent than many of the current twist offerings, the disk has some good danceable tracks such as the title item “Bei Mir Twist Du Schon,” “Hava Nagilah,” “Twist,” and “Salty Bubbithiki”—Twist.

**“LAST LIFE WOMAN”**—Lightnin’ Hopkins—Verve 5141

Lightnin’ Hopkins, a leading exponent of the “sunny blues,” indulges in some serious soul-searching in his moving delivery of this collection of blues numbers. The singer uses the blues, in a personal and down-to-earth style, to give vent to his feelings and as a social commentary of the life of the American Negro. His attitudes are poignantly expressed as he reads “Tim Moore’s Farm,” “Short Haired Woman,” and “Travelin’ Blues” and other slow-tempo blues items.

**“LATINSVILLE!”**—Olguita—World-Pacific WP 1031

World Pacific have come up with a top-drawer LP containing vocal and instrumental versions of the most requested Latin dances. This listenable, danceable package boasts the talents of Olguita whose full-bodied, rich tunes are perfectly suited for the big band sound of George Hernandez. The lark belts out a tasty sampling of cha-cha, boleros and merengues including smooth renditions of “Baila Tu,” “La Mejor” and “La Conexion.”

**“ANDRE PREVIN AND J. J. JOHNSON”**—Columbia CL 1741

The combination of Andre Previn and J. J. Johnson playing a group of Kurt Weill tunes could help this Columbia disk pick up some dual-market coin. Previn demonstrates his polished keyboard artistry while Johnson gets a chance to show-off his warm, feelingful trombone. The惬asome are supported by Red Mitchell on bass and Frank Capp on drums. The tunes include some top-drawer arrangements of “Bibbo-Song,” “Mack The Knife” and “Sarasay—Johnny.” Strong sales candidate.

**“THE BRIDGE”**—Sonny Rollins—RCA Victor LPM 2027

Sonny Rollins, who has been on a two year sabbatical, comes up with his first album since his return and offers positive and progressive superior relaxed, free-flowing musical talents. The tenter saxist has cut a first-rate set which should appeal to both conservative and new-wave jazz buffs. Session has some listenable solos by Rollins and guitarist Jim Hall. Sonny shines on “Without A Song,” “Where Are You” and an original item tagged “John S.” The disk should win the saxist a host of new admirers.

**“OH YEAH!”**—Charles Mingus—Atlantic 1377

Charlie Mingus has won many laurels for himself in the past for his distinctive brand of jazz artistry and this new Atlantic disk, which premieres Mingus playing just the piano for an entire set and marks the first time that he sings, offers sure-fire proof of the jazzman’s creativity and constantly progressing talents. The session has seven Mingus penned items with “Devil Woman,” “Eat That Chicken” and “Passions Of A Woman” taking top honors among the selections. All solos are the soul-searching saxophone solos of Roland Kirk.

**“THE SOUND OF SPRING”**—Ramsey Lewis Trio—Argo LP 693

Looks like Ramsey Lewis could pull plenty of loot with this superbly-planned disk of free-flowing jazz geared to theme of Spring. The first side features the trio offering some sassy evergreens among a lush backing of strings. Best listening bets are the title tune of “Sound Of Spring” and “Springlee.” Here the trio side has the trio playing strictly solo. Here the group comes off in fine fashion with “Soft Winds.” Spinners should flock to this package in droves.

**“LOVE IS A NECESSARY EVIL”**—Don Elliot, Irma Curry—Columbia CL 1754

Here’s a tasty package boasting the cool, swingin’ rock of Don Elliot, the relaxed, soft jazz-based voice of Irma Curry, some top-flight Al Cohn arrangements and the lyrics of Jack Segal. The latter is perfectly suited for full-bodied Segal-penned ballads as is orchestrator Elliot who demonstrates his fresh vibraphone playing on the set. Jazzophiles should really dig sweet renditions of “A Stranger In The City,” “Too Much Too Soon” and “When Sunny Gets Blue.”

**CLASSICAL PICK OF THE WEEK**

Schubert—Symphony No. 9 in C Major—Philharmonic Orchestra conducted by Otto Klemperer—Angel S 33948

Otto Klemperer and the Philharmonic Orchestra have turned in a magnificent performance of the intricate and very melodious symphony. The conductor maintains a disciplined control over the thematic development and yet his majestic and expansive conclusion of the work is almost free-flowing in its execution. Highly effective orchestration and the maestro’s sensitive interpretation of the composer makes this an exceptional classical offering.
York—Some 50 performers prominent businessmen have been named to the honorary committee of Columbia's World Fair, of & Sound Aug. 21st at Joe's Place.

The honorary committee includes: Governor Otto Kerner, Louis Armstrong, Stanley Turrentine, Billie Holiday, Duke Ellington, Nat King Cole, Duke Ellington, Stitches Henderson, Bobbie McFerrin, Mary Lou Williams, Margaret Hillis, Vivian Selsalva, Ferdinand Rivas, Rianto Bush, Robert Young, Mr. Nilson, Dr. Eric Oldberg, Lonnie Stewart, Louis Spence, Ann Hark, Carlo Totonetti, Manolo Las, Earl Wrightson and Roberta Flack.

Bradford Gets New Art Post at Columbia

NEW YORK—Columbia Records has named John Bradford, formerly at CBS, as its new advertising and sales promotion director at the art and design department of executive services.

Bradford was responsible to Robert Cato, head of the department, for the design and layout of both advertising and sales promotion material for Columbia. He joined the Columbia services department last Oct., advertising art director. Before coming to the label, he had 12 years of experience in the design and preparation of advertising art for Marshall Field & Co. and The Rockmore Co., a New York ad agency.

Decca Inks Tarriers

NEW YORK—The Tarriers, whose "The Banana Boat Song" helped spark the calypso craze a few years ago, have been signed to an exclusive recording contract. Their first single, "Last Night I Had The Strongest Dream" and "Ride Up," was issued last week. Group is currently concluding an extended engagement at the Bitter End in Greenwich Village and will shortly begin a 4-city tour with Bobby Darin and the Count Basie Orchestra.

High Interest in New Mercury-Ling LP's

CHICAGO—Six albums released April 1 by Mercury-Ling, the low-priced label have gained an interest that has "surpassed that for any other recent releases from the disc- making capital," Harry Kelly, sales manager. Issues include dates by Clyde McPhatter, "May I Sing For You," and Dinah Washington, "Dinah Washington Sings."
Lazy Talk

OLLYWOOD—KHJ spinner Paul Compton (right) points to guest St Zentner's recent Liberty chart-ending album "Up A Lazy River." The on-air is Compton's program last week and took part in a one-hour gifting and interview session. Immediately following his KHJ appearance, Zentner took his act on a nationwide tour.

$10 Million Gets WINS For Westhouseing

NEW YORK—the purchase of radio station WINS-New York by the Westhouseing Broadcasting Co. from Gotham Broadcasting has been set—and the price tag of $10 million is the second highest payment ever for a radio outlet.

Storer Broadcasting recently acquired another top New York outlet, WRIL (now WIN), for a record sum of $11 million.

WBC is also understood to be counting on the purchase of KLAC-Los Angeles for a reported $5 million.

The Westhouseing deal, subject to approval by the Federal Communications Commission ( FCC ), is expected to be completed within a period of six months to a year.

WINS, a 50,000 watt outlet, recently went "good-music" after a stunt that involved the programming of only Frank Sinatra disks for more than 60 hours.

Gotham purchased WINS from Heart Radio about eight-and-a-half years for $100,000.

4:35

CAMEO/PARKWAY RECORDS, INC.

BEST SELLING COMEDY

THE BOLD HATTIE NOEL
#825

Earthy Myrth
#826

CRAZY NIGHT COURT
#827

DOOTO

U.S. PAT. OFF.

MARTINDALE GETS
PROMO, A&R POSTS AT DOT

HOLLYWOOD — Wink Martindale, the artist-director, has been appointed national director of promotion and assistant director of A&R at Dot Records, for which he also records. Martindale, who recently resigned from radio station KRLA-Hollywood, assumed his new executive responsibilities, gained disk fame a few years ago with Dot dishing of "Deck of Cards."

Columbia Cuts
"Brecht On Brecht"

NEW YORK—Columbia Records has cut the successful Off-Bway production of "Brecht On Brecht" with the original cast. Based on songs, poems, letters and other writings of the late Bertolt Brecht, who wrote "Three Penny Opera," with Kurt Weill, the LP stars Diane Clark, Anne Jackson, Lotte Lenya, (Weill's widow), Vivia Lindorf, George Voskove and Michael Wagner. Goldoib Lieberson, the label's president, personally directed the session.

Copa Debut
For Jackie Wilson

NEW YORK—Jackie Wilson, the Brunswick label's leading vocalist, makes his first stand at New York's Copacabana this week (19). Performer is currently clicking with "Hearts."

"Duke" Radio Promo

ST. LOUIS—Red Schwartz, national promo manager of WIP, recently stopped by station WIL promoting the new Duke of Earl Wax, "Walk On With The Duke." Shown (left to right) are program director Dick Drury, music director Bob Osborne and Schwartz.
Leslie Tells NARM Of Special Product

Leslie also pointed out that it was truly a "marketing concept" to offer albums...
Music ‘N’ Words

NEW YORK—United Artists Records, with a string of best-selling singles and albums in the motion picture field to its credit, has come up with another film package; “Original Motion Picture Hit Themes,” which, because of its content and initial reception is expected by UA to repeat the success story of the label’s “Great Motion Picture Themes” LP of 1961.

Issued April 1, “Original Motion Picture Hit Themes” contains four of the five nominated songs for the Academy Award, including the eventual winner, “Moon River” by Ferrante and Teicher. Also in the package are “Town Without Pity” by Gene Pitney; “Tonight” and “Maria” from “West Side Story” by Ferrante and Teicher; the themes from “Pocketful Of Miracles” and “El Cid,” both of which were nominated for Oscars, and Ralph Marterie’s “Lili Marlene” from “Judgment At Nuremberg,” winner of two major awards. All told, there are 16 tracks in the album, with most of the motion pictures nominated for an award represented.

“Great Motion Picture Themes” has been on the nation’s best-seller lists for the past 65 weeks and is still going strong. The new entry spotlights music from the top motion pictures of 1961, and features, in addition to those artists mentioned above, Al Caiola, Nick Perito, Louis Armstrong and others.

Bel Canto Issues

Mercury, Dot, Liberty Tapes

NEW YORK—Top 4-track stereo tapes from the Mercury, Dot and Liberty labels.

Mercury product includes: Clebanoff Strings’ “Strings Af’re”; Xavier Cugat’s “His Costal Hits”; Dori Colton’s “All The World Dances”; Frederick Fennell plays Cole Porter.

From Dot: Keely Smith’s “Because You’re Mine”; Miltos Bros. “Hawaiian Hits”; Billy Vaughn’s “Golden Waltzes”; Earl Palmer’s “Drumsville.”

The Liberty dates are: Johnny Mann Singers’ “Ballads Of The King, Vol. 2” (TrIBUTE TO FRANK SINATRA)” ; Felix Slatkin’s “Magnificent 12”.

UA Aims To Repeat

“Themes” Success With New Album

Liberty Names New Distributors

HOLLYWOOD—Don Bohanan, national sales manager of Liberty Records, has announced that two distributors for the label have been set in two markets. In Houston, Texas, J. A. Walsh & Company will handle all Liberty-Dalton products, while Billings, Montana will be serviced by Central Distributors.

Atlantic’s “No Strings” LP Includes 4 Performers

NEW YORK—Four artists on the Atlantic label take part in a “after-theater” LP of 12 songs from the score of Richard Rodgers’ new musical, “No Strings.”

Performing the songs are Laverne Baker, Chris Conner, Herbie Mann and Bobby Short. Mann, Al Cohn and Bobby Scott wrote the arrangements.

The idea of doing such an unusual LP came about when Atlantic president Nesbitt Ertug saw a preview of the show and felt that the material which impressed him, would be “ideal” for several of the label’s artists.

Two of these new jazz singles from Atlantic feature sides from the show: Herbie Mann’s “La La La” (with “Carnival”), Chris Conner’s “The Sweetest Sounds” (with “Optimism”). The track is from Mitchell-Ruff Trio’s “Gipsy In My Soul” and “Street Of Dreams.”

GLG Goes Real Estate

NEW YORK—Ken Greengrass, head of GLG Productions, has announced further expansion of the firm into the real estate field. His initial project will be the building of a swank new motel in the Virginia Islands. GLG, which also includes Steve Lawrence and Eydie Gorme, all principals, has been primarily concerned with activities in the entertainment field, producing records, management of talent, etc. The plans to expand into other areas have been blueprinted for some time, Greengrass stated, and the construction activity in the Virgin Islands, as well as activities in the investment field, are the initial moves in the expansion program.

As currently under study by GLG is the production of a network television series for the 1962-63 season.

Barry Mann & Spouse

Click As Writing Team

NEW YORK—Teen-market clippers Barry Mann and his wife Cynthia Weill represent strong names in today’s disk scene after only a year of writing together.

The pair has collaborated on four tunes that are currently Top 100 entries. These are “I Love You, My Love” (by the Crystals on Phyllels (38), “If A Woman Answers” by LeRoy Van Dyke on Mercury (46), “Come Back My Girl” by The Lettermen (49) and “Conscience” by Jimmy Darren on Colpix (68).

Previous chart numbers by the team were “Bless You” (Toledo Islands) and “A Girl Has To Know” (The G-Clefs).

With other writers, they have been responsible for such other hits as “I Love You, My Love” (The Paris Sisters), “To Put the Bomp” (Mann himself), “The Way Of A Clown” (Teddy Randazzo), “I Could Have Loved You So Well” (Ray Peterson) and “She Say” (The Diamonds).

Mann and his wife publish their numbers through the hot Newman-Kirshner organization.

Breaking Big!

ANY DAY NOW

Chuk Jackson

Brand New Watch For

JOE HENDERSON’S

“SNAP YOUR FINGERS”

NEW YORK—Ann-Margret recently guested on the Ed Sullivan TV’er and promoted the 20th Century Fox production of “State Fair” in which she has a co-starring role. The TV audience saw the screen song won the lark her role in the flick. Currently, Ann-Margret is clicking with “What Am I Supposed To Do?” on Victor. Last week she was the subject of comment in the press for her interesting rendition of “Bachelor In Paradise” on the Academy Awards show.

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Tarr Tells NARM Members of Their "Changing Roles"

TAMI BEACH—Though rack-jobbers have been active agents of change, the Tide is turning, according to Irwin Tarr, RCA Vice President and Rack Division manager. Asked if rack-jobbers were going to lose their titles, he said, "No, no. But rather, they should be changing their role to suit the changing business situation."

"They are no longer simply salesmen who merely set the people off the products in the store, but are now" salesmen who, with the help of the manufacturer, can make the product do the selling," Tarr said.

Tarr feels that those firms which will be in the business 10 years from today will be those which note that "responsibility is the partner of privilege.

"They will be run by people who appreciate that records are not but- tons—merely pieces of plastic with holes; who know that although price does not mean profit, profit must be realized. They will be real- poten: than price; who are astute enough to make shopping departments a pleasant adventure. Above all, they will be firms run by people who realize that rigid formula- ws won't always work in changing circumstances . . . and who have the acumen and courage to change.

Top Turnout At NARM Miami Meet (Continued from page 7)

The failure of the 33 1/3 rpm sin- gle was attributed to the lack of con- sumer education as well as the lack of public support. It was also indicated that the large sale of 45 adapters and spindles was evidence that the 45 single was firmly entrenched as the rock's singles buying habit.

It was also stated that the jobber waits too long to buy singles and "only jumps for new ones by provenartz."

"This one jobber indicated that what hits in one area is not neces- sarily good in another area.

However, both manufacturers and jobbers agreed that if you stick with the big names and wait too long before you buy the new names, a great many sales will be lost.

"Do singles make money for you and how do you continue to handle them?" was another important panel topic. All agreed that singles were of great importance to all racks because they frequently are responsible for attracting people to a rack. And if trade publications are watched closely good profits can be made from single sales.

It's important that you understand that they would continue to handle them.

Are EP's really dead and what about the compact double? One jobber who had been in the business for 20 years indicated that, if you stick with the big names and wait too long, you will continue to handle them.

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Jazzists Write For D.C. Jazz Fete

NEW YORK—Seven jazz writers have been commissioned to write works to be performed during the “First International Jazz Festival” to be held in Washington, D.C., May 31-June 5, sponsored by the President’s Jazz Committee of the People-to-People Program. Broadcast Music, Inc., in cooperation with the Festival Planning Committee, has commissioned works by J. J. Johnson, Andre Hodeir, Gunther Schuller, Edgar Summerville, Fanny Giuffre, George Russell and Lalo Schifrin.

Moon Orders For Monk “Seven” LP

NEW YORK—The original cast LP of Julius Monk’s “Seven Come Eleven” review, produced by Columbia Records, will be released in June. Monk, one of the key figures in the post-war jazz scene, is known for his innovative and complex compositions. This LP promises to be a highlight of the festival's musical offerings.

Cash Box Top 100's Publishers

Annie Get Your Yo-Yo

Mashed Potato Time

Meet Me at the Twistin’ Place

Memories of Maria

Midnight in Moscow

Most People Get Married

Number One Man

Nut Rocker

Old Rivers

Patti Ann

Play the Thing

Please Don’t Ask About Barbara

P.T. 109

Rains Came

Runaway

She Can’t Find Her Keys

She Cried

She’s Got You

Shout (Part 1)

Shout (I Did It Myself) (Eey-Away)

Slow Twistin’ (Woodruff)

Something’s Got a Hold on Me

Soul Twist

Stranger on the Shore

Sugar Blues

Teach Me Tonight

Tell Me

Thou Shalt Not Steal

To Love Someone

Tra La La (Sterni-BMI)

Tuff

Twistin’ the Night Away

Twist, Twist Senora

Twistin’ Matilda

Two of a Kind

Uptown

Village of Love

Walk on With the Duke

What I Say

What’s Your Name

When My Little Girl

Where Have All the Flowers Gone

White Rose of Athens

You Are Mine

You Better Move on

You Talk About Love

You Win Again

Young World

* Asterisk indicates first appearance on Top 100
**April Album Releases**

**POPULAR**

**ATCO**
- "Bobbi Darin Sings Roy Charles"—Bobbi Darin 5345
- "Teenage Teddy Bear"—Bobbi Darin 5345

**BLUEBELLS**
- "Teenage Teddy Bear"—Bobbi Darin 5345

**CAPITOL**
- "Bobbi Darin"—Bobbi Darin 5345

**COLUMBIA**
- "Roy Charles"—Bobbi Darin 5345

**EPIC**
- "No Strings"—Wynter Morales & Orchestra
- "Mississippi"—Sakhuza (2) 14076

**MERCURY**
- "From the Second City"—The Second City Players
- "Candy"—Jerry Lee Lewis 17296

**MOSGILL**
- "Golden Songs Of Greece"—The Hymns of Greece
- "Golden Songs Of Greece"—The Hymns of Greece

**NEAR EAST**
- "Boy And Girl"—John Colianni 9824

**NEW JAZZ**
- "Yanyut Yo"—Yuji Yokoyama 9341

**PRESTIGE**
- "Til's My Girl"—Shirl Scott 17270

**PRESTIGE INTERNATIONAL**
- "Louisiana Blue Grass"—Louisiana Haydippers
- "Korea's Blues"—Korea's Blues

**REPRISE**
- "Everybody's Doin' It!"—The Sennies
- "Wild Wonderful Woman"—Wynonna Judd

**PHILLIPS**
- "DNA Gene"—Dan Yancey
- "Johnny Doll"—Johnny Doll

**RCA CAMDEN**
- "Hank Locklin—CAL 705 (M)
- "Elvis Presley—CAL 705 (M)
- "Brown Sugar—CAL 705 (M)

**RCA INTERNATIONAL**
- "Overtures On Parade"—Overtures On Parade
- "The Best Songs From Indian Films Of International Fame"—Overtures On Parade

**JAZZ**

**ATLANTIC**
- "Oh Yeah"—Charlie Mingus
- "Jazz With A Twist"—Sidney Howard 16000

**BLUE NOTE**
- "Great Green/Great Grandson"—Tosef Yosef, Jack Johnson
- "Guitar Caravan—Blue Note 4068

**COLUMBIA**
- "A Jazz Version Of The Broadway Hit Songs"—For Strings
- "Great Golden "Round Table—"—Les McCann Sides

**PHILLIPS JAZZ**
- "The Royal Family Rhythm Band
- "The Royal Family Rhythm Band

**CLASSICAL**

**COLUMBIA**
- "Passeerer Sinfonia"—Heinrich Tuckes, Tenor
- "The Great River"—George Voigt

**GORDY**
- "Dream Come True"—The Temptation

**VALOROM**
- "Biggest Hit Since"—Please Love Me Forever
- "CATHY JANE & THE ROOMATES"—Please Tell Me

**BOOM BOOM**
- "I Betcha Gonna Like It!"—Phillips Int. 3575

**BILLY DUKE**
- "Heads for the Charts!
- "AIN'T SHE PRETTY

**CARL CASH"—Biggest Hit Since

"CATHY JANE & THE ROOMATES"—Please Tell Me

Valerom 16

**BOOM BOOM**

"I BETCHA GONNA LIKE IT!"—Phillips Int. 3575

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Valerom 16
England's Best Sellers

**FLEMISH**

1. Let's Twist Again (Chubby Checker/Columbia) (Belinda/Brussels).
2. The Twist (Chubby Checker/Columbia) (Belinda/Brussels).
3. Let's Twist Again (Chubby Checker/Columbia) (Belinda/Brussels).
4. The Fly (Chubby Checker/Columbia) (Belinda/Brussels).
5. Making Love (Fats Domino/Imperial) (Chappell/Parla).
7. La Paloma (Freddy/Folody) (World Music/Bruussels).
8. The Peppermint Twist (Joey Dee/Boulette) (World Music/Bruussels).
10. Let's Twist Again (Chubby Checker/Columbia) (Belinda/Brussels).

**WALLOON**

1. Vien Danser Le Twist (Let's Twist Again) (Johnny Halliday/Pye) (Chappell/Parla).
2. Love Is Here Again (Bobby Rydell/Capitol) (World Music/Bruussels).
4. Love is Here Again (Bobby Rydell/Capitol) (Ed. Raoul Breton/Brussels).
5. Let's Twist Again (Chubby Checker/Columbia) (Ed. Raoul Breton/Brussels).
6. Chats Sauvages/Fatte (Chappell/Parla).
8. You Don't Know (HeLEN Shapiro/Columbia) (World Music/Bruussels).
10. Making Love (Fats Domino/Imperial) (Chappell/Parla).

Belgium's Best Sellers

1. Let's Twist Again (Chubby Checker/Columbia) (Belinda/Brussels).
2. The Twist Again (Chubby Checker/Columbia) (Belinda/Brussels).
3. The Twist Again (Chubby Checker/Columbia) (Belinda/Brussels).
7. La Paloma (Freddy/Folody) (World Music/Bruussels).
8. The Peppermint Twist (Joey Dee/Boulette) (World Music/Bruussels).
10. The Fly (Chubby Checker/Columbia) (Belinda/Brussels).

England's Top Ten LP's

1. The Young Ones—Cliff Richard—EMI (Columbia) (Belinda/Brussels).
2. Blue Hawaii—Elvis Presley—EMI (Columbia) (Belinda/Brussels).
3. The Thrill of it All—Elvis Presley—EMI (Columbia) (Belinda/Brussels).
4. South Pacific—Soundtrack—Columbia (Belinda/Brussels).
5. The Roaring Twenties—Dorothy Provine—Warners Bros.
7. I Saw Her Again—Karl Denver (Decca) (Belinda/Brussels).
8. Too Much, Too Soon—Patty Duke (Decca) (Belinda/Brussels).

Holland's Best Sellers

1. Mexico (Beverly/London, Willy Schobben/Artoon) (Aucot Rose Music/Belgium).
2. Let's Twist Again (Chubby Checker/Columbia) (Belinda/Brussels).
4. The Roaring Twenties—Dorothy Provine—Warners Bros.
5. The Tailor of Panama—Bobby Vee (London) (Belinda/Brussels).
6. I Saw Her Again—Karl Denver (Decca) (Belinda/Brussels).
8. The Young Ones—Cliff Richard—Columbia (Belinda/Brussels).

Cash Box—April 21, 1962—International Section
Holland

Artono's purchase of the important Tivoli and Pythia catalogs, is certainly a sign that the阿根廷 market is showing signs of life. However, in the case of the Pythia catalog, the sale was not considered a success by some, who feel that the catalog was not properly exploited in its original form.

The Pythia catalog contains a large number of records, including classical, jazz, and popular music. It was started in 1932 and continued until 1945, when it was purchased by the Pythia company. The catalog contains over 5,000 recordings, including many by famous artists such as Django Reinhardt, Django's Musette, and the Python Trio.

The purchase of the Pythia catalog by Artono is seen as a sign of the阿根廡 market's potential for growth, and it is hoped that the new owners will be able to exploit the catalog's value.

FRANCE

The Top Seller of the Week

Johnny Hallyday's new album, "Bijou Mieux," is making a splash in the French market, and the song "Twistin' the Twist" is becoming a hit. The album features a range of French artists, including Mireille Mathieu, Alain Souchon, and Gainsbourg.

The album has sold over 500,000 copies in its first week, and the song "Twistin' the Twist" has been played on radio stations throughout the country.

Other Top Sellers

1. "Les Chants d'Aznavour" by Charles Aznavour
2. "Le Mistral" by Jean-Claude Pascal
3. "La Valse Bleue" by Claude Debussy

HOLLAND

Bush's new single, "Goodnight, Irene," is doing well in the US charts, and is expected to be a big hit. The song features a duet with the late George Jones, and has been well received by fans.

Other Top Sellers

1. "The Thrill Is Gone" by B.B. King
2. "Georgia on My Mind" by Ray Charles
3. "Emotional Rescue" by The Rolling Stones
DENMARK

Coming up strongly here is a local recording of "Walk On By" with Grethe Sørensen, and Henning, who believed that her version of the popular song will be a great competitor to Leroy Van Dyke's version of the same song. The latter appears as number 10 on the charts this week.

Now that his successful season of recording with the Fontana label is over, the Fontana producer, Uffe Peterson from Stockholm, Miss Lindholt got a gold disc for the sale of the same song in Sweden, in February this year.

Two songs were recorded by Gitte and Dick Passer, the latter a Philips artist who was "loaned" to EMI from his company for this record. The songs are "Lille Violen" and "Jag Kan Li Ka He - The One I Can Like." Another EMI release with great possibilities is Orren Branden's "Moskvannet (Moscow Nights)."

The Stompers are taking a week's tour in Denmark and did very well. They also had a TV show while in Denmark.

Metrotone in Copenhagen reports great success for Perry Knudsen's "Ching Chong," now out for several weeks, and the Ivon Mallinquist's Danish version of "Don't Read The Letter" is doing very well.

SWEDEN

On April 9, international sales manager Birge Ekberg of Metrotone left Stockholm on a trip that takes him to Istanbul, Beirut, New Delhi, Bangkok, Hong Kong, Tokyo, Honolulu, Los Angeles, Las Vegas and New York before the trip ends May 26. On his round-the-globe trip, he will see what can be done to extend the international activity of Metrotone to the Nordic countries.

Philips artist Ove Thörnqvist to England where he is staying one week working with the Philips London office. The trip is a combined vacation and business trip. Ove told Cash Box that Ove is the next name in the Philips artist's stable who will be introduced at the international market.

As the Swedish Record Magazine Scan-Disc will handle five different labels, it is leared. The start was made on April 15 with a label named Pepi, with Lili Malmquist being the first artist on the new label. Lili Malmquist, sister of the Metrotone artists, has also been signed with the new company.

Anders Burman, A&R man of Metrotone, to Oslo next week for new recordings with Norwegian group Red Brothers. He informed Cash Box that Siv Malmquist has just recorded "Music Music Music Twist," which the firm expects a lot from. Per Myrberg, the artist from Royal Dramatic Theatre, has also done a new record, "Stockholm-Blues" (which is "Ham Drum Blues") by Oscar Brown Jr. with Swedish lyrics by Beppe Weigers. Another recent hit in this country is "Why My Little Girl Is Smiling" with The Drifters on Atlantic.

Bjorn Fremer, publicity man of Sonet Records was expected to leave for New York on April 15. He will be staying in the United States for one year, acting as a Sonet representative during his American visit. He told Cash Box that Sonet artists Cave Stompers are contracted for a tour in England sometime this summer.

Osten Warnebring has made a new EP for Karusell, reports Simon Brehm to Cash Box. Two of the songs are original compositions by Warnebring and the other two are "African Waltz" and Earl Bosic's 'Flamingo' with lyrics by Warnebring.

BRAZIL

Rosana Toledo, Brazilian romantic singer, formerly with RCA Victor, signed a contract with EGE. She's already cut her first single.

Amaiz Rodéo, one of the best and most popular Brazilian teenage singers, recorded for RCA Victor Records, with Portuguese versions of bands like "Danny Boy," and the Mexican best-seller "Adeante." Copacabana expects a great deal of sales.

Ldburg released a very unusual album called "Do Outro Lado Da Vida (From The Other Side Of Life)" with music composed by convicts who are still doing time in Brazilian prisons. Two singers are responsible for the interpretations: Otde Amaral and Cyro Monteiro Junior, accompanied by the Pentecostal Church Stearine, under the direction of Professor Leons Brito. Among the songs is the Waltz "Lado Da Vida Sombra," one of Sao Paulo's best sellers.

Maurcio Fyrry, a young and talented comedy star, recorded his first LP for Companhia do Mosaico, the selections for his new LP are "Make Haste, My Love," from Ulpio Minicci and Ray Jordan, with Brazilian words by Paulo Rôgério; "Our Language Of Love," from "Irra La Douce," "Norma," and "Amor Bem Verdadeiro (Very True Love)."

RCA Victor released its new collection of albums, including the first by Paul Affiner singer, is very popular around here and all his records from "Diana" have appeared on the best-seller lists. Another album that probably will be hit is "Francesca" appearing, after a long absence. Melachrino used to be one of the most popular orchestras in Brazil. "Palhetas Esperlux" is another RCA album, with International, conducted by his Orchestra, playing sambas, not only Brazilian sambas, but some North-American hits in samba rhythm, such as "Dizzy Fingers," "Beehive Blues" and "Holiday For Strings."

The situation in Sao Paulo hasn't changed. Musicians still refuse to make records because they want a raise of almost 100% in their salaries. All the top bands like Ldburg, Sao De Janeiro, but both musicians and labels are trying to solve the problem.

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BRAZIL

SAO PAULO

1. *Amor-Silvana & Rinaldo Calvagem* (Vitale) (Philips)
2. *Poesia Renato Guimaraes* (Vitale) (Philips)
3. *Amor-Vivaldo & Chico* (Vitale) (Philips)
4. *Luar De Vida Sombra-Tito Martins* (Chantecler) (Vitale)
5. *Chiquinho Chubby Checker* (Fernata) (Philips)
6. *Declass Cruel-Maurice Moura* (Chantecler) (Columbia)
7. *Lembrancas-Milton C* (Euterpe) (Columbia)
8. *Lembrancas-Carlos Galhardo* (Columbia)
9. *Lembrancas-Cresus Cunha* (Columbia)
10. *Guitar Soloist Angelo Maria* (RCA Victor) (RCA Victor)

RIO DE JANEIRO

1. *Poesia - Renato Guimaraes* (Chantecler) (Philips)
2. *Amor - Silvana & Rinaldo Calvagem* (Philips)
3. *Lembrancas Carlos Jose* (Continental)
4. *Cantos De Amor* (Philips)
5. *Em Cuero* (Philips)
6. *Amor* (Columbia)
7. *Em Cuero* (Philips)
8. *Amor* (Philips)
9. *Amor* (Philips)
10. *Amor* (Philips)

Sao Paulo's Top Ten LP's

1. *Cantos De Aves Dos Brasil* (Copacabana) (Philips)
2. *Let's Twist Again* (Chubby Checker) (Philips)
3. *Twist With Chubby Checker* (Philips)
4. *The Young Ones* (Chico & Chico) (Philips)
5. *Tonight* (Ellen Winthor) (Philips)
6. *Let's Twist Again* (Chubby Checker) (Philips)
7. *Twist With Chubby Checker* (Chita) (Philips)
8. *Milton* (Chita) (Philips)
9. *Your Party Twist* (Chita) (Philips)
10. *Os Grandes Sucedidos De Billy Vaughn* (Columbia)

Rio De Janeiro's Top Ten LP's

1. *Miltono E Samba* (Columbia)
2. *Isto E Dance* (Columbia)
3. *Twist* (Columbia)
4. *Twist* (Columbia)
5. *Twist* (Columbia)
6. *S Different* (Columbia)
7. *S Different* (Columbia)
8. *S Different* (Columbia)
9. *S Different* (Columbia)
10. *S Different* (Columbia)

Sweden's Best Sellers

1. Walk On By (Leroy Van Dyke/Mercury) Ivan Mogull Music/Swedish Music
danish copyright.

Norway's Best Sellers

1. Sant Ar Livet. You Can Have Her (Anita Lindbom/Fontana) Ivan Mogull Music/Swedish Music
danish copyright.
2. vielen Dukke (Jim Reeves/BCCA) Egil Mann Jverson A/S
3. Wonderful Land (The Shadows/Columbia) Norrk Musikforlag
4. The Young Ones (Cliff Richard/Oslo) Musik Huset A/S
5. Ching Ching (Happy Joy) (Dave Appel/Columbia) Sonet Music
6. Ching Ching (Happi Joy) (Dave Appel/Columbia) Sonet Music
7. Ching Ching (Happi Joy) (Dave Appel/Columbia) Sonet Music
The small label is coming into its own in Germany. Following much in the footsteps of the American market, Germany is swiftly becoming a land where the music market is controlled by a few major companies with their own distribution. The first step in this process is the creation of a new type of company that will take advantage of the opportunities presented by the market. This new type of company will be owned and operated by the major companies, which will provide a distribution network for the small independent labels.

Tomato's sales company out operators, over men, songs distributed from its Records. France's Ariola Rolf to market music *Eine Zwei* "You Silver Carren — that to market the major labels. Several record producers tried to cope with the problem by selling out salesmen, but most of the firms ended up in the hands of larger labels. Metronome, for instance, has taken over distribution of Sonet-Storyville and its labels, and Bella Musica Records, both of which had its own distribution set-ups, as well as Simon Records produced by popular Hans Arno Simon, and the Polydor produced "Adano" label which wanted an outlet for new artists without burdening its own distributors with too much product. Publisher-song writer Ralph Maria has an import service with distribution of mostly jazz labels and LP material, but he also wanted to try his hand in the singles market. He arranged to take over three offices in the hands of the music operators, so he produced special material designed for music boxes, and went out to the major operators to sell his product. He was so successful with this approach. The secret to success is simple. The 3rd point is concentration of product. The major labels have 20 or 20 singles a month to sell, and the small labels push one or two singles a month. Of course, the best option will be to keep the product on the crowded German market.

France's Sacha Distel is producing his first German speaking records for Polydor with A&C man Kurt Felts. Ariola has released an LP of Glenn Miller songs from 1939 and 1940. The records were in the soundtrack of the pipe comedy "El Profesor," which was filmed in England. Rolf Budde reports that his pabay is swinging with German versions of the French hit "El Maintenant" sung by author Gilbert Becaud for Electrola's "Ariola." The other hits for the firm include "The Meaning One" selling well in English by Cliff Richard, and in German by Peter Kraus. The other hits for the firm include "The Meaning One" and "The Meaning Two" by Boe and in German by Gerd Boettcher. Other American songs recorded in German and doing well include "Land Of Teenage Love" by Peter Maria, and "God is a Rock" by A&M's Don Everly. Budde has hit sales with "In The Fire" by Pat Boone, "High School Confidential" for Mercado's "El Profesor," and "Sun Resume" for Rolf Budde. Other major labels have or will also sell songs in the U.S. over the sales and promotion of the indie producer, but until someone makes the move, and it's an expensive proposition, different artists will be tried until one finds the best solution for the operation. There are also about 10 major operators and one-stops who can buy from 10 to 20 thousand of a single record, which is enough for a small firm to realize some profits. The 3rd point is concentration of product. The major labels have 20 or 20 singles a month to sell, and the small labels push one or two singles a month. Of course, the best option will be to keep the product on the crowded German market.

Brenda Lee is due in Germany at the end of April for a tour of Army bases in Germany.
The "tradi" jazz bug seems to be catching on fairly strongly with record companies, radio and TV stations and some entertainment spots. The Kenny Burrell LP "Mississippi" is among the few albums to which jazz aficionados can turn for top selling quality. In the jazz world, a new LP by Hank Jones featuringILTDOGjazz to be appreciated by the jazz cognoscenti, and the Dallas Symphony Orchestra with conductor E. Lippincott, has received good notices. The new album features the works of American composers such as Aaron Copland, Ira Gershwin, and George Gershwin. The spoken word segment of 15 minutes adds a unique flavor to the album.


CANADA (Cont'd)

Decayes at Montreal's CKGM played host to an honest-to-goodness real life Irene Dunne and helped create a new record. The Disc Jockey Club of Montreal had in its possession a special 78 rpm record with a stereo effect. The record was so life-like that it caused a sensation among the disc jockeys. However, the record was only sold as a novelty item and did not become a hit.

Harold Mood, BMI Canada, all excited about a new Columbia session by Stu. Stu was supposed to be recording "When I Get Back Home" but decided to stay and do "This Heart Of Mine" in Toronto. But session supervisor Frank Jones was unable to get away from Nashville. The end result was that Stu went to Nashville and recorded "This Side Of The Road" for Decca. The record was released in Canada and became a hit.
The “visitor” of the week was Hedo Heide, from Deutsche Grammophon. He was here to start his worldwide work in Buenos Aires as coordinator of operations for DGG for Latin America and will visit all the countries where his company is represented. He will return to headquarters in Europe next month and spend a few days in a Brazilian vacation, and then he will take his leave. As previously reported, DGG is currently represented in Argentina by Inter Bas, and changed recently from relying on the cooperation of Capital Records to that of the new Argentine agency that will be announced shortly.

Each member of the association will be able to enter up to three disks of foreign artists, with the stipulation that one of the disks must be recorded by a local artist. The other disks must be made by music from a country other than Japan. The disk will be submitted to the association by each member, and a special jury will select one disk to be featured in its concert.

On the local level, each year the festival will now allow five disks to be represented by each label instead of the four previous years—inclusion of one pop entry.

Victor just released four singles to bow its “Hit Song Series,” including “Tape USA” by Hidetoshi Kikakura and “I Wanna Love” by Masaki Hiram. The series will feature international pops by local Victor artists.

Songstress Chiemi Eri, heard on King Records, will celebrate her 10th anniversary of her professional singer next month. She will have a week-long commemorative concert at Shochiku’s Nippon Hall. Starting on May 25, the series will conclude in May with a special LP, “From Tennessee To San’anso,” consisting of her newly recorded hit tunes by the performer. Title: includes market and her latest.

Labels and JASRA, the Japanese clearing house for royalties, have agreed to postpone their new pact for another month. This was caused by the failure in reaching an agreement on the problem of royalty payments for “lyric slips,” the inclusion of the words of a song with each disk. They have been used, labels say, as “an aid to customers” for 30 years or so. JASRA, however, claims that royalties are due writers and publishers when the “lyric slips” are inserted, adding that such payments are made in other countries.

The basis of much of the controversy is the fact that music publishing activity in Japan is not yet fully established. In fact, the first music firm came into existence only two years ago in the country. Each local disk, therefore, has its own exclusively partnered writers besides its roster of performers. This, the writer claims, makes it pretty easy for labels to produce free-of-charge “lyric slips” since the songs were owned by the label itself.

**Japan’s Best Sellers**

**INTERNATIONAL**
1. *Hello Mary Lou* by Neil Sedaka, Victor
2. *Hat Off To Happiness* by Doris Day/Shelly Sherwood, London
4. *Oh, My Darlin’*, The Browns, Victor, Jimmie Toppa, King
5. *Commander/Claro King*, King; *The Hollerings Strings*, Capitol
8. *Walk On By/Paul Raven*, Angel
10. *Local*:
   1. *Erikh-Vaish Hashi*, Victor
   2. *Sudara Bushi/Hitoshi Ueki*, Toshiba
   4. *U-e Muine Aruko/Q Sakamoto*, Toshiba
   5. *Koshi/Akira Matsui*, Victor
   6. *Hibi-no Watari-Dori Da-yo/Hibari Misora*, Columbia
   7. *Kawa-nara Nagare/Niki Nakasone*, King
   8. *Yamato-Anto Uta/Bony Jacks*, King

**Malta’s Best Sellers**

As Compiled by Malta Disk Jockey Victor Aquilina

1. *Hey Baby*—(Bruce Channel)
2. *Gradeno*—(Renzi/Perold/Anton)
3. *Wonderful Land*—(The Shanty)
4. *Tango Italiano*—(Mila/Bruno/Maestri)
5. *Don’t Break The Heart You Love You!*—(Connie Francis)
6. *Wheels*—(Marcel Amont)
7. *Tell Me What He Said*—(Helen Shapiro)
8. *Addie*—(Connie Francis)
9. *Let Me In*—(The Sensations)
10. *Tiger Twist*—(Arminda Scamea)

**South Africa’s Best Sellers**

1. *Stand At Your Window* (Jim Reeves)
2. *The Young Ones* (Cliff Richard)
3. *I Love You* (Al Martini)
4. *No More* (Elvis Presley)
5. *Outside* (Cliff Richard)
6. *Twist No. 1* (Mother Francis)
7. *The Lion Sleeps Tonight* (The Tokens)
8. *Blowin’ In The Wind* (Bob Dylan)
9. *I Can’t Help Falling In Love* (Elvis Presley)
10. *Johnny Will* (Pat Boone)

**Argentina’s Best Sellers**

1. *Popotitos* (Venezuela—Edi Koom Tontos) (Columbia)
2. *Banda De La Trompeta* (Tunten—Fernanda) (Los Cinco Latinos (Columbia)
3. *Tango En USA* (Twist USA) (Kollmann Rosasita—Fernanda) (Clubby Checker (Fernanda)); Johnny Teddy (RCA); Las Guarras Del Diablo (Philips)
4. *Banda De La Trompeta* (Oeste—Twist) (Kollmann Rosasita—Fernanda) (Clubby Checker, Meyer Davis (Fernanda); Richard Anthony, Pien-Jop De tourre, Lurr, Angela Mos (Patton, Pops), Don Goyo (Orfeo); Conjunto Primivalea (Record); Lalo Frances (RCA); Eddie Clark (Serena)
5. *La Banda* (Lung, On The Phone) (Fernanda); Pata (Ariel), Otto Cundillo (RCA); Roberto De la Rosa (Orfeo); Tony Grefe (RCA)
6. *Das Esta El Amor* (Non Existe L’Amor) (Fortissimo) (Adriano Celentano, Adriano (Microfon); Tony Vilar (Columbia); Johnny Teddy (RCA) (Banda De La Trompeta (Tunten)); Torniello (Music) (Casa); Cecilia (Note-Neu); Dino Baldoni (RCA)
7. *Guacho Pachanguero* (Korn) (Carlos Argentino (Musicia Plebea)); Plinio (Microfon)
8. *Salud* (Cuba—Cuba) (Salud)
9. *Fidel* (Cuba—Cuba) (Fidel)
10. *Gran De Arena (Korn) Nico Fidencio (RCA); Ricardo Orfeo (RCA)

**Hamburg Visitor**

NEW YORK—Michael Arends of Paul C. Arends, a Hamburg publisher, stopped up last week to visit Cash Box. Arends, who is editor of the well-known twenty-two year old music magazine in the States seeing publishers to acquire material for Germany.
### Cash Box Top 50

<table>
<thead>
<tr>
<th>Week</th>
<th>Song</th>
<th>Artist</th>
<th>Label</th>
<th>Sales</th>
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<tr>
<td>4</td>
<td>LAUGHIN' THE BLUES</td>
<td>Shub Woolsey ( MGM 10055)</td>
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<td>1</td>
<td>THE BIG BATTLE</td>
<td>Johnny Cash ( Columbia 33200)</td>
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<td>JUST AIN'T LOVE</td>
<td>Lefty Frizzell ( Columbia 55756)</td>
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<td>FUNNY WAY OF LAUGHIN'</td>
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<td>ALL MY LOVE</td>
<td>Webb Pierce ( Decca 32747)</td>
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<td>I STILL CARE</td>
<td>George Jones ( United Artists 454)</td>
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<td>6</td>
<td>BIG SHOES</td>
<td>Ray Price ( Columbia 42310)</td>
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<td>MY NAME IS MUD</td>
<td>James O'Donnell ( Mercury 19735)</td>
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<td>TEARS BROKE OUT ON ME</td>
<td>Eddy Arnold ( RCA Victor 7984)</td>
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<td>A WOUND TIME CAN'T ERASE</td>
<td>Stanwood Jackson ( Columbia 42229)</td>
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<td>NOBODY'S FOOL BUT YOURS</td>
<td>Buck Owens ( Capitol 4679)</td>
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<td>BEST DRESSED BEGGAR (In Town)</td>
<td>Carl Smith ( Columbia 42347)</td>
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<td>P.T. 109</td>
<td>Jimmy Dean ( Columbia 42338)</td>
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<td>18</td>
<td>YOU TAKE THE TABLE (AND I'LL TAKE THE CHAIRS)</td>
<td>Claude Gray ( Mercury 19736)</td>
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<td>TROUBLE'S BACK IN TOWN</td>
<td>Wilburn Bros. ( Decca 31563)</td>
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<td>CHINA DOLL</td>
<td>George Hamilton IV ( RCA Victor 8001)</td>
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<td>BAD NEWS GETS AROUND</td>
<td>Warren Smith ( Liberty 53409)</td>
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<td>20</td>
<td>I'VE JUST DESTROYED THE WORLD (I'M LIVING IN)</td>
<td>Ray Price ( Columbia 42310)</td>
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<td>UNLOVED, UNWANTED</td>
<td>Kitty Wells ( Decca 31489)</td>
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<td>HONEY TONK MAN</td>
<td>Johnny Horton ( Columbia 42302)</td>
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<td>BLUE HOUSE PAINTED WHITE</td>
<td>Sunny Burns ( United Artists 391)</td>
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<td>ACHING, BREAKING HEART</td>
<td>George Jones ( Mercury 79710)</td>
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<tr>
<td>30</td>
<td>YOU TAKE THE FUTURE HANK SONG</td>
<td>Hank Snow ( RCA Victor 8009)</td>
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<td>30</td>
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</table>

### Cash Box Round-Up

Mark Brooks, program director of WHEW-Riviera Beach, Florida, sends the word that his station recently took a giant stride in the advancement of country music in the Sunshine state by a highly successful promotion at the South Florida Fair. The station set up remote facilities at a key point and brought along news machine, "Igor," a lagging robot, live harmonies, WVHE, and broadcast from the fairgrounds from the moment the fair opened each day until the time it closed. Thousands of people swarmed to the fair and saw a real radio station in operation and the WHEW jockeys—they'd heard but never seen, walking around in western outfits. In this way people not only from Palm Beach County, but all of South Florida were introduced to the only true country and country music station on the Gulf coast of Florida. A high point of the event was a special trio-color reunion on the fairgrounds at the station by the prexy of the fair for its "outstanding coverage and diligent work in the interest of the fair."

Howard Vokes and his Country Boys are now making plans for their long tour this summer season. Bookers interested in his strictly country act are invited to write to him in care of Vokes Music Promotions, New Kensington, Pennsylvania.

Carley Gerald and his Texas Tune Twisters are currently performing before record breaking crowds throughout California. Recently Carley and his boys put on a big two hour musical show for the U.S. Public Health Hospital in San Francisco. This marks the fifth year that Carley's country music has played the government hospital.

Spinners who were missed in the mailing of Ott Stephens Fulltime Pickin' (MGM) and Earl Dibbles, Jr., Star Dribbles (ABC), certain copies by writing on their station's letterhead to Teresa Simpkins, the station's fan club prez, at Route No. 4, Box 670, La Fayette, Georgia.

The Wilburn Brothers, who are currently putting their hopes in their chart-riding Decca entry of "Trouble's Back in Town," have a series of key dates set in Iowa, South Dakota, Montana, and Idaho before turning up with Margie Bowes and Merle Kilgore in Spokane for a tour in Canada with Marilyn Payne, Jack Davis, Marty Robbins and his band will also be featured with the boys on their Canadian jaunt.

Tommy Edwards reports that bluegrass music has been hitting hard in Cleveland, Ohio. Tommy says that there's been packing them in at the Denison theatre with an all-star of top bluegrass artists including such names as Kenney, Sue, Monroe, the Stanley Brothers and Bill Clifton.

Rob Staten, jockey on KCLW-Detroit, is off to a good start on his new country music show over the Michigan 50,000 wattier. Rob is on from 7:50 P.M. until midnight and says he's getting heavy mail and a heap of interest. The deejay could use loads of country platters both old and new.

with their new publishing firm, Glass music, which organizes that station's program. "I've (Cap) 147th Ave. North, Nashville.

The New Hank Snow tune "You Take the Scare Out of Me" was written by Hank and backed by the boys, could develop into a hot chart item. Additionally, these boys could pull something of their own wax of "Let Me Down Easy."

Val Records of Victoria, Texas, has retained their new outlet in the state. Wax to handle the drumming chores on their new Holly and the Teenagers single "You Are The One."

Ramblin' Lou, WJVL-Nagas Falls personality and country promote plans for 1955 include that he's set to bring the Grand Ole Opry show starring Hank Snow and the Ranch Boys for three shows in the Empire state later this month.

Buck Owens has returned to his California home after a southestern tour. The charters and engagements in the Fresno, Calif. barn and getting ready for a new tour through the Pacific, northwest, mountain states and the eastern seaboard. Recent visitors to Buck Owens' KREP-Fresno country deejay show were Buck Owens, Teddy and Doyle Wilburn, and Billy Walker. Ed Libbey recently began his fourth year with the coast outlet.

The Blackwood Brothers are on the road again. This time the boys have a slew of dates scheduled in Michigan, Ohio, Oklahoma, Texas and Arkansas.

Al Dexter info's that the folks at Capitol think his "I Won't Be Number Two" and "My Little Heartache" could be the one to bring in the national spotlight. Al has been in the motel and real estate business for the past few years and hopes this new single can successfully mark his return to charting.

Lee Nichols has moved from KOKO-Omaha, Neb., to KRBG, a 50,000 wattier in Tulsa, Okla. Lee is now doing two country spots per day.

April 23-30 has been tagged Pete DeRose Week. Roy Horton mentions that he's seen his late aunt with such biggies as "Vagten Wheels," "Have You Ever Been Lonely," and "I Heard A Forest Praying."

Judy Steinberg, who has been filling in for Hank Davis on the "Tennessee Border" show over WKCR-NY, reports that her dire need of country platters for the station is the FM outlet of Columbia University.
Gone are the days when Government did not concern itself with private business. The role of Government in business has grown to the point where even the coin machine industry, admittedly a pebble among boulders of the business world, can expect continued legislation to affect its very existence. Broad legislative action extending in all directions, while necessary in many respects, has resulted in revised manufacturing, distributing, and sales policies which must conform with Governmental rulings.

A case in point is the perennial legislative dictums which have slowly chipped away at what once was a major segment of the amusement machine business. While operators pay unusually high taxes for the privilege of operating this equipment, manufacturers wait with bated breath for the next ruling which may slice away still another portion of this market. Right or wrong, Government has assumed the position of a major entity insofar as this area of the coin machine business is concerned—and it affects the livelihood of every operator, wholesaler, manufacturer and location owner.

Last month President Kennedy’s tax proposal was submitted to Congress. The prime purpose of the tax program is of course to increase Government income via revised corporate and individual income taxes. However, restaurant industry leaders saw fit to fly to Washington in order to confer with officials before passage of the legislation knocks the expense account right out of the box. Any ruling which affects the entertainment or the restaurant business naturally affects the coin machine industry.

But this isn’t the point of discussion here. Government edicts can oftentimes change the basic business picture. It so happens that the vending machine business may very well benefit from this same tax law. Restaurateurs claim that the substantial job loss which will come about if the expense account is slashed, must be made up through greater use of automatic feeding, the one system which eases personnel payroll costs.

While it’s old hat to the American public, the cancer-cigarette link has been published in Europe and following on its heels were several programs designed to prevent juveniles from smoking. Last week Italy outlawed cigarette advertising and England’s major tobacco companies agreed to see that 6000 cigarette vendors were removed from public locations. No one is condoning cancer or sub-teen smoking, but the fact remains—Government action brought these changes about.

All of which points to an ever growing need for a strong industry voice in Government. Unless the coin machine industry can count on solid representation in Government—federal, state and municipal—we could win the competition for the consumer’s dollar but lose the ball game.
Sandy Moore Charges Official With Coercion

NEW YORK — Sandy Moore, local coin machine operator currently serving a prison term for violation of the Bankruptcy Act and awaiting trial for allegedly attempting to bribe a Federal Judge, made headlines in New York newspapers last week with a charge and a former assistant United States Attorney and a Doctor that they combined to threaten the comedian with a fifteen year sentence unless he paid off to them a $35,000 bribe. In an affidavit made public in a case for the Prosecutors in the New York Times, the comedian accused Elliott Kahn, former US Attorney and Dr. Robert Erdman as being key participants in a conspiracy to obstruct justice. The announcement came as a complete turnabout, considering the charges made against Moore several months ago charging him with the bribe attempt of a judge.

The affidavit signed by Moore read in part: “I accuse Elliott Kahn, a former Asst. U.S. Attorney, together with certain of his confederates of coercing me to pay money to the defendant on March 9, 1961, and exerting $35,000 from me.” Moore’s affidavit outlined the alleged coercion in a step-by-step “trap” which Moore claims forced him to pay money to the accused “in his hand” after Moore had earlier remarked that he was willing to pay the sum of $30,000 for legal talent in the case.

Erdman, Kahn, former Supreme Court Justices Vincent Keogh and Anthony Cornillo are under indictment on charges of conspiracy and are scheduled to go trial May 7. All have pleaded not guilty.

Territories Outlined

Territorial chairs were named and are as follows: Lou Boorstein, Manhattan; Carl Pavesi and Seymour Polak, Westchester County; Jack Wilson, Hudson Valley; Abe Fish and Mac Pearlman, Connecticut; Al Senator (R. L. Littleford, Jr., who was named Special Gift Chairman. His wife, Frances, was officially named First Lady of the UJA and heads a Ladies Telephone Group comprised of the following wives of comedians: Etta Bloom, Jean Blatt, Evelyn Skind, Ruth Holtzman, Frances Den-
NEW YORK—The much publicized British Conference of Physicians and report on the link between cancer and smoking touched off a campaign in Britain last week with the removal of 6000 cigarette vending machines. Campaigners to discourage smoking began after medical reports indicated that a possible connection between the disease and habitual smoking may exist. Similar reports issued in the U.S. during the past several years have not interfered with the sales of cigarettes, and have as a matter of fact, brought about the filter-tip cigarette which has helped cigarette sales increase with each passing sales quarter.

The sale of U.S. made cigarettes in European markets are not expected to suffer to any extent, and most manufacturers enjoy only a small percentage of overall sales in this market.

Cigarette stocks here did dip though last week with the industry's talk spreading to U.S. media. Tobacco stocks dipped at mid-week but were back to the normal level by Friday morning. The market was quite upset however with many brokers complaining about the hesitancy of stock buyers to purchase tobacco issues. The possibility of more negative ads was probably the main reason for this reluctance. U.S. cigarette manufacturers, unlike their European counterparts, have repeated earlier contentions that the link between cancer and smoking is speculative.

Joseph Pullman, President of Philip Morris Inc. stated at the firm's annual meeting last week that "there is no clinical proof of the existence of the so-called smoking disease. He didn't concern himself with the drop in stock prices earlier because in recent months the stocks have dropped with the release of similar news and then rebounded to normal prices.

While Europe is setting an educational campaign and the smoker of possible harmful effects from tobacco, Italy has already banned all cigarette advertising. Most advertising of cigarettes in Italy is for imported brands. British tobacco manufacturers have agreed to limit advertisement commercial hours to later in the evening in order to circumvent the study audience.

Previous cancer reports in this country have led to proposed legislation (Continued on page 54)

Cash Box—April 21, 1962
Arcade Ops Ready For April 14th Openings But Equipment Shortage Continues To Plague Fundlands

NEW YORK—Arcade operators in his area were rushing to meet the big opening date for the '62 season last week. Saturday, April 14th approached. The 14th has been set as an official opening day for arcades and amusement parks here. Palisades Amusement Park, one of the largest operators in the East, planned on a gala opening with recording star Bobby Rydell heading a long list of live attractions to draw an opening weekend crowd of thousands. Coney Island jumped the gun last month with premature weekend openings and will be in action seven days a week starting next week.

Asbury Park and Atlantic City are ready for an April 14th opening and families operators along the seashore have, of course, joined in for a simultaneous opening.

The biggest obstacle in the path of arcade owners continued to be a shortage of equipment and at press time last week there was no cure in sight for this desperate situation. Mike Munves, veteran arcade wholesaler, advised last week that orders were on hand for enough equipment to keep his refreshing and shipping crew busy all season—if we had the machines.

Wholesalers throughout the nation were plowing, and making personal field sales trips for possible quantities of machines, in order to fill an unusually high demand for the novelty equipment.

An operator in New England suffered a fire last winter which ruined the entire plant and equipment along with it. Insurance covered the costs, but the source of equipment through which he may refurbish the funspot just isn't there. "I should have insured the machines as collector's items. That's what they're getting to be these days!"

Nationwide calls from leading arcade operators have resulted in nothing more than a handful of notices offering ancient machines which have little value in today's market.

However, the arcade operator is a student of psychology. If it just can't be done, move on to something that can be understood, solved, and overcome is his motto. So arcade owners everywhere are looking to the weatherman for a sunny, warm opening day.

Std. Financial Has Hope Of Record Net

NEW YORK—Theodore Silbert, President of Standard Financial Corporation, factoring house with nationwide branches serving the coin machine and vending industries, hopes 1962 will be a record year for earnings. Silbert made the statement at the firm's annual meeting held here last week.

The firm's first quarter earnings had been set at 53% higher, but the company president Silbert said that business for the firm's clients was not as good as he had hoped it would be expected to increase during the next three months.

The firm could top its last year's figures for the twentieth year in a row.

Silbert said that no particular investor talks were going on now but added that preliminary conversations are "going on at all times."

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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 trips by offering values through advertisements which appear in every State in the Union and around the world!

Sell 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 for 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!

Advertising 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.

1721 BROADWAY New York 19, N. Y.
Two New 33 Disk Packs

NEW YORK—Two new 33 rpm 7” single packages were made available for juke box programming last week by Seeburg distributors. The new product represented number 187 and 188 in the release of special five-record packages since the advent of the 33-1/2 juke box model by Seeburg. The titles are “Breakin’ It Up On Broadway” by Dukon Of Dixieland, and Frank Sinatra’s “Sharon and Strings.” The disks are in stereo and are now available.

Heinz Prummer Arrives In New York

Accompanied By Marcel Grosch, Belgian Buyer

NEW YORK—Heinz Prummer, President of Automaten Groschandel, German coin machine firm, arrived here last week on the heels of a wave of advertising announcements which resulted in the column receiving inquiries from dozens of leading coin machine distributing firms in this country. Prummer’s first stop upon arrival in the USA was the Cash Box Broadway offices where he picked up inquiries received via the special advertisements.

Prummer was accompanied by Marcel Grosch, of Liege, Belgium, who is here to purchase equipment for several machine firms in Belgium as well as for his own firm which sells machines throughout Europe. Prummer operates and jobs machines in Germany only.

The column planned a buying trip which included stops in Boston, New York, New Jersey, Philadelphia, Chicago, and from there, “wherever there are machines,” according to Prummer. The pair stopped at New York’s Abbey Hotel while here and received several callers. They didn’t know exactly how long their stay would be since no specific itinerary was outlined. But they will be in the country “at least two weeks,” indicating that three to four weeks was more likely.
BRITAIN BANS CIG VENDORS

(Continued from page 50)

penses a Presidential approved health education program on a broad basis, nationally. In the House, a bill has been submitted asking for cigarette labels to state tar and nicotine contents.

The tobacco industry received support, indirectly, when the Metropolitan Insurance Company, absolutely denied any issuance of lower insurance rates for non-smokers.

Several countries in Europe are studying the current, growing counter-cigaretes that are the steps which were and might be taken to prevent children from purchasing cigarettes. This of course would affect vending machines in public places as in the case of Britain where 6000 were banned.

New Orleans Port Will Aid Coin Exports

JFK To Dedicate May 4

NEW ORLEANS—Coin machine importers in this area will receive a spiking new port of export in May. The export market in Latin America is served through the New Orleans port where close to eight coin firms ship coin-operated music and games to foreign importers. President Kennedy will deliver a major address on U. S. foreign trade at the formal dedication May 4 of the $10 million New Orleans office wharf of Lykes Bros. Steamship Co. in the port of New Orleans.

A White House spokesman said that the President had been "fully briefed on the Nashville wharf and the fact that it is the most modern of its kind in the world."

"The President, the spokesman continued, will arrive here, android, modernizing our ports and adding to our ability to handle the trade of the world so that we can better operate with other nations for the benefit of our people."

More ops in this week than quite some time what with new equipment for the market. Coin Machine and UJA are among other good reasons for visiting Tenth Avenue. Among the operators were Al "Senator" Bodkin and his wife, Mrs. E. Boorstein, who are Jewish American Hebrew Anti-Defamation League—Coin Machine Div. during a meet Tuesday eve at UJA head quarters. Everytime's fine with Al and it appears that he's done another big fun job for Jewish cause.

Bill Skiing at the Florida tan and looking like a lawyer who just passed his bar exam. . . . Louis Block, who has taken over One-Spot's pret, attending the major UJA luncheon last week was briefed on the goals for this year's drive and presented them to coinmen at a meeting earlier in the week. Dick D'Cicco, Westchester op, advised that his son, Richard, will be entering the UJA Enter the Actors Studio for training which he hopes to be joined by his fellow coinmen for the late summer and fall showsubseteq. Dick has played the lead in many of the summer shows during Summer Stock vehicles and his Dad is looking for big things from the lad.

Howard Herman, down from Westchester, looking trim and full of vigor. . . . Gil Sonin made the mistake of many men. He went out and got his new golf clubs which consists of dirt (when both have holes), but he's still around and has already started on a program of turning this mess into a fine lawn. No tips, Gil, just use your own technique. It's easier to give tips on horses than on ways of producing a fine lawn!

Postal cards from Barney Superman indicate that the Runyon exec and his wife Molly have already visited Cannes, Monte Carlo and the French Riviera. Failed to mention that the new Rowe cig machine happens to be named after that same name. He must be enjoying himself too. The scenes bear a resemblance to Shubert Time Flies—only two more weeks and the AMI distribution will be back.

Si Redd phones us from Boston to advise that business is fine and that he has new European sales representative, Marinos Van Der Weijde, is residing in West Germany handling Redd's segment of the export biz to be derived from Eastern Europe. Bill will travel this week to call on importers and then have a meeting with Katz and will have an announcement to make shortly. Katz is currently in NY planning a road trip for a coin-operated line. . . . E. A. Brown, Bermuda coin machine, calls on Larry Brown, who has started up with Abe, and Harry Kovel, who flies South after viewing the equipment he ordered from the coin outlet. Edward Brown of Brown Bros. plans to visit Europe while he's in Bermuda. Wow! . . . Henry Slavis, Lipsky's parts manager, checking in with the Deuce regularly, expecting an okay to work full time. Spends a few hours on the job, then driving back into the swing of things, after surgery last month.

Steve Tarsana and Sam Morrison keeping busy making stops and setting up installments on fresh-forking flippers. Larry Pavesi, of AP Credit, is especially busy, but with the Sun's coming up, he may be able to get the UJA Banquet in NYC's Plaza Hotel June 4th honoring Joe Orlick and Ray's Littlefod. Irve Holzman managed to lose the UJA okay the date even with hectic schedule. He's a close friend of Holzman.

Murray Kaye recapping while Mike Calland does his best to fill in. "I'll be glad when Murray's back for more than one reason," said Mike as he looks for the files, the orders, and the red tape. Meyer Parkoff had some business conduct later Tuesday PM which held him up making for a late arrival as UJA meet some night. Meyer's brother Oscar will head the committee work in Jersey.

Mike Munyes picked up enuf business last week to keep the crew busy until next Fall. "Now if only we had all of the machines they want, and could conduct them in time for their next, we'd see some exciting show!" Jerry Steinberg tried to round up some of the hard-to-get arcade machine line to cut some film for Grandma who would have loved a date even with the hectic schedule. He's a close friend of Holzman.

Irve Holzman, United States East Coast Sales (When he's chairman) advised that United will have news for the trade in another two weeks. Business has been great this year and they have been solid months for the manufacturer and distributors of United equipment.

Al Simon attended the UJA luncheon last week with Lou Boorslem, both past Guests of Honor, and then proceeded to the committee meet on Tuesday. Earlier in the day we discussed the Rock-Ola situation with Simon to learn that he has sold more machines this quarter than he estimated his most optimistic estimates he had made. . . . Morris Rood, in a confident mood about his bowling, either gave us the wrong information or we didn't catch him right the first time (which isn't unusual) but in any event he never did bowl a 150 in Newark following his failure to win a Detroit tourney two weeks ago. . . . Bill Johnson called from LA to report his recent call with the National Coin Machine Association with a score of 150 in Newark. (Now if he bowled 300 that would be great). . . . Bill also reported that the UJA Fund drives locally. . . . Irve Kempf, lessef off an illness last week, reported and was back on the ball. Evidently working on the road and in the trade, he may be the best coin man in the country. His still moving quantities of the Vendocraft compact vending machine line to cut salesmen around the country. Expect some new machines in this month—like: food, sandwich, and a specialized item.

Looks as the Irving Kaye will have that new idea ready soon. His sign for the one slot box for the MoTA in Chicago is in and about ready to be in the front line. . . . Harry Greenberg of the Erie bowling emporium keeping in shape for the upcoming Natl. Polio Tourney scheduled to be held in Cleveland in two weeks. . . . Seymour Pollock never received a reply from New York's billing department. (Remember it's not a man) so he wrote an article two reporters wrote about the public's taste in music. Carl P. also working fine, as well as Howard Pavesi and others for UJA this year. . . . Chalm Seidel now with Natl. Business Exchange—No word on Ray Koons' condition as we go to press. Ray's laid up at Madison AV Hospital in NYC. . . . Perry Wright, manager for national, said he had 4,500 complaints, back from a trip to Florida where he played golf and did little of anything. Other (what else is there?) . . . Visitors to Cash Box this week included Heinz Purnamer, German coin machine buyers who attracted notoriety from the entire trade with a preliminary ad schedule in Cash Box announcing his arrival. Received a donation personally given to him by Moe Greenberg, a Belgian buyer. The coinmen will tour the USA in search of equipment.
The sports-minded had their "field day" last week, with the traditional annual hunting of the big sporting events. The Indy 500, the Stanley Cup Playoffs, and the U.S. Open tennis were all part of the scene. In fact, the biggest event of the week was the opening of the new Chicago Bears football stadium. The Bears won their first game.

Speakin' of Chicago Coin (and we were), there's oodles of activity all over the country, according to Mort Secore, with particular emphasis on the new "Varity Roll Down" shuffle alley bowler, "Long Range Rifle Gallery" and "Criss Cross" Hockey game. It's turning into a "beautiful Spring" at United Mfg. of these days, where Herb Oettlein and Bill Hultel are watching an increasing share of sales in "Bonus Baseball," "Holiday" bowling alley and "Crystal" shuffle machines. Meanwhile, LeRoy Krause and Glen Johnson have been fully enthused over the immediate acceptance of United's new UP-100 coin-operated phonograph.

Seeburg Corp. is at full strength at the huge plant this week with the recent re-employment of former employee Frank B. O'Brien, vice presidents Tom Herrick, Jack C. Gordon, Leon C. Popp and numerous others. Also Dave Howie and Bob Brether. Another returnee was Bob Dunlap. A Seeburgite, who is a man-in-motion these days is Lou Babey, district manager of the vending division. World Wide Distributors Joie Stern returned from a recent winter vacation looking very fit. He and his Bernadine had a ball in the southern climes. Fred Shoroff feels that Art Wood is back on the road again for World Wide. Howie Fretery busy on the phones.

Heavy increase in Spring business is noted at Bally Mfg. Herb Jones and Bill O'Donnell happily anticipate steady climb in sales for several months. Meanwhile, the Maloney is busy with each successful day. While Empire Coin owner Gil Kitt and sales manager Joe Robbins are enjoying their new Spring trade, domestic buy a big appeal with Empire Coin Exchange. With amusement and music equipment, Jack (Bottles) Burns and Bill Herbord are blazing the trails calling on ops. Jack is in Northern Michigan and Indiana, and股 is a "what's the deal" in neighboring Illinois.

Leonard Singer, coinent who operates his own coin machine servicing operation in Chicago, just returned from "seven wonderful days" in Grand Rapids, where he took the AMI service course in the "Little Red School House." Len and high praise for AMI's service program. "A really nice job," he says. According to AMI sales manager Bill Stueve of the Big Four, "there's no one who can match AMI's". Also, AMI sales chief Phil (Handsome) Glover and Jerry Rountree, while in Grand Rapids Singer basked in the luxury of the Morton Hotel.

Atlas Music's Ivy Ortiz recently returned from a fine Miami Beach vacation with his wife. Ivy returned the fabulously sun-framed just before the start of the NATD convention at the Fountainhead. Nate Feinstein preceded Ivy there as a valued representative in the Midwest. Unfortunately, the salesmen in Atlas Music's showroom on Wednesday, April 4, featuring the Row's "Riveria" cigarette machine. He was joined by Frank Bach, Manuel Herman and Ray Gray—all Atlas coinent. Ops and service men on call were Dick Stuart, Massoy, Charley Rothgeb, Roger Kompan, Leonard Piccolino, Ted Frantzen, Jack Jankowski, Jimmy Galanis, Gus Streek, Ed Wiegele, and Earl and Kenneth Hawking.

It's definitely export time at First Coin Machine Exchange these days, according to Joe Kline and Sam Kobler. Sam and Fred Kline are busy as blazes of late filling the multitude of requests for First Coin's very complete Export Catalog. The export operation is world wide.

Dave Rosen visited with Tom Sams, AC Automatic Serves vice president last week during a brief stopover in Chicago. Most of the big season with the AMI phonos, Vice prexy Jack Harper, Tom tells us, is looking great. All the mileage all over the country calling on AMI salesmen is paying off, according to Genial Dean McMurdie, another enterprising AC Automatic vice prexy, finds business in the AMI machine and Rowe vending divisions reaching an all time high. "For us," AC's National Western last week Norm was unhappily bedded down with a nasty cold. As a result, he was unable to sign petty cash checks, and (checklist) all the execs were borrowing from each other. Now that the "crisis" has passed and everyone is smilin' again (all the way to the bank). The Fitzgerald of Automatic Canteen is back in his Mart office after a recent trip.

(Roy the way:) The United Jewish Appeal in N'Yawk can't help going over the top in this year's fund raising drive, since our Joe Orleck is pegged to receive the coveted tribute, June 3, at the Plaza Hotel. Joe is noted for his untiring efforts over the years in behalf of UJA and other worthy causes. His popularity will certainly sway the coinent rank & files in Bigtown.

The heavy production pace continues at Rock-Ola Mfg. with emphasis on sales of the ever popular "Princess" phone. Ralph Wyckoff tells us Edward G. Robinson will be making a personal appearance at the company's Chicago showroom this week. The Robins will autograph the new 8-bar "Princess," the most popular model. Sales are also excellent in the trade in the Midwest. . . . There are smiles—and plenty of them at Williams Electronic Mfg. Corp.—on the faces of presy Sam Stern, vice president (Art) Kline, and George Secore, president, during various conversations with Pacific Coinent, according to good cause, Art the reason: Ever increasing sales of Williams machine. . . . "Coin and Inning" and "1962 World Series" baseball games, and "3 Coins" five-ball game.

Paul Huebch, vice prexy of J. H. Keene & Co., is spending much more time (When he can spend the time away from his busy sales desk) in engineering. We're anticipating exciting news any day about this. Clayton Nemerson is hearin' a lot about Keene & Co.'s new "El Rancho" and "Hacienda" games. Keene's "El Rancho" and "Hacienda" games are keeping Keene distributors busy and will continue to be a big item in the sale in the Midwest. . . . There are smiles—and plenty of them at Williams Electronic Mfg. Corp.—on the faces of presy Sam Stern, vice president (Art) Kline, and George Secore, president, during various conversations with Pacific Coinent, according to good cause, Art the reason: Ever increasing sales of Williams machine. . . . "Coin and Inning" and "1962 World Series" baseball games, and "3 Coins" five-ball game.

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Sales are continuing very heavy at Midway Mfg. on the new "Deluxe Baseball" game (and, Ralph Sheffield doesn't hesitate to mention that it is indeed a timely game). . . . Bill Weikel, sales director for Fischer Sales & Mfg. is again very much the man to call on the Eastern distr., . . . Joe Schwartz and Mort Levinson, National Coin Machine Exchange, are very much enthused over the excellent export business the company is enjoying. Only points that is that good exports needed to fill export orders. Meanwhile sales of Gottlieb's "Flipper Clown" are great, according to Mort.

A busy and happy coinent is Johnny Frantz, J. F. Frantz Mfg., who always finds the Spring season a fruitful one for him. Johnny's firm produces a line of machines which NAMA's Gerald F. Whaley announces that he will be calling on the machine and the "Ace's" with "The Time" and "Two Bad." Also the big feature guitarist Herb Ellis, who penned the original tunes with Papa Joe and Frank and Freddie Assunto of the fabulous Dukes of Dixieland.

Chicago's UJA campaign opens with $2,077,000 as Mayor Daley proclaims April as Jewish Appeal Month. At this meeting Mr. NAMA's Gerald F. Whaley announces that he will be calling on the machine and the "Ace's" with "The Time" and "Two Bad." Also the big feature guitarist Herb Ellis, who penned the original tunes with Papa Joe and Frank and Freddie Assunto of the fabulous Dukes of Dixieland.
Fabian Conducts 'Riveria' Course At Atlas Covers Mechanics of Coin Vendor

CHICAGO—Atlas Music Company, distributors throughout this wide area for A.C. Automatic Services, Incorporated's AMI music equipment and Rowe vending machines, held a service class, Wednesday evening, April 4, for instruction of Rowe "Riveria" cigarette vending machines (model #2800) in Atlas Music's showrooms on North Western Avenue.

Bob Fabian, popular Atlas Music sales representative and field service engineer, conducted the entire session before a near capacity attendance of vending operators and service personnel of several local vending firms.

Among the operators and service men present during the session were: Charles Rothgeb, of Vendex Company; Dick Nickels, Vendometer Co., Bob Massey and Leonard Piccininno, of Zenith Vending Co.; Roger Koopman and Ted Frantzen, Miccor Corp.; William Saunders, of General Vending Co. Attending for Preferred vending Company were Jimmy Galanos, Gus Stikas, Kenneth Hawking, Earl Hawking and Ed Wiegele.

Atlas Music Company was represented by its entire engineering staff, including Fabian, Frank Bach, Manuel Herman and Ray Grier.

Fabian, during his interesting discussion, covered every phase of the mechanics of the Rowe (model 2800) "Riveria" cigarette dispensing machine.

New Foot Vibrator

CONWAY, PENNA.—The Continental Manufacturing Company, Inc., has announced a coin-operated foot vibrator called "Relax-A-Lator," which was originally announced as being manufactured by the McDowell Mfg. Co. This division has been bought out by Continental.

The machine features the standard foot vibrator platform, operates for a pre-determined amount of time, and at the drop of a coin.

The firm is promoting the machine on highway locations and in terminals and advises that it has many uses. The machine is the latest in a long history of foot-vibrators which have been in use for many years.

Continental is located on Dewey Street in Conway, Pa.

Happy Birthday This Week To:


Cash Box - April 21, 1962

A New Sensational Add-A-Ball with Exciting "Number-To-Beat" Feature!

- Number-To-Beat is lit by making purple rollovers or left Roto-Target. Player gets additional ball by making higher number on white rollover or right Roto-Target.
- 3 places to spin dual-number Roto-Targets
- Additional ball for high score
- Tilt penalty feature continues game
- 3 on-off pop bumpers
- Sparkling cabinet design

EYE-CATCHING ANIMATION!

When player scores additional balls, Clown in light-box swings mallet and drives ball to top of strength tester.

See your distributor for a demonstration today!
NO NEED 
UM PONIES 
RIDE UM HIGH 
WITH AMI 

Hold a pow-wow with any AMI operator. He'll tell you the fabulous AMI "100" brings in the wampum as never before. You'll find AMI is good medicine on every music route.

TOP TALENT TUNE PROGRAMMING. You choose the headliners. All the delightful stereo music the public wants to hear is now available, one selection to a side on inexpensive 7-inch, 33⅓ stereo singles. See your AMI distributor.

STEREO ROUND®, A triumph in audio engineering that's never been duplicated. True stereo realism without remote speakers or protruding parts.

FULLY ADVANCED AMI MUSIC SYSTEMS satisfy all location requirements. Unequaled tonal quality ... location-name display panel ... rugged dura-

tility ... reliable performance ... low service and maintenance costs ... outstanding customer appeal that builds more play. Genuine diamond stylus standard equipment.

TWO GREAT MODELS, AMI Top Talent Tune "100"; AMI "200". Both Stereo Round.

* Patent pending

A C AUTOMATIC SERVICES, INC. 
18 South Michigan Ave., Chicago 3, III.

OPERATORS: Reproductions of this illustration by nationally famous Stan Ekman are available, without copy, from your AMI Distributor.

AMI COMPLETELY SELF-CONTAINED STEREO ROUND MUSIC SYSTEMS
Leonard Totaro, owner of Lenny's Bar, and Sid Balin, Sales Manager, Model Distributing Co., Philadelphia

WURLITZER TEN TOP TUNES FEATURE DOUBLES TAKE IN LENNY'S BAR

For the past two-and-a-half years the phonograph in Lenny's Bar, 3002 New Hope Street, Philadelphia averaged from $25 to $35 a week. Then a new Wurlitzer 2600 was installed, offering the exclusive Wurlitzer Ten Top Tunes at the press of a single button.

Here's what happened. First week's receipts were $52.70, including thirty-two half-dollars. Next week take totalled $57 and included forty-two fifty-cent pieces. Average to date? Twice the earnings of the previous phonograph.

Ask your Wurlitzer Distributor for the full facts on the effect of this Wurlitzer Musical Bargain in your area. He has them. They'll amaze you and stimulate you to get the Wurlitzer 2600 with its Ten Top Tunes feature multiplying earnings in your locations.
COLLECTIONS PROVE... it pays to operate the UNITED PHONOGRAPH

NEW "MUSICAL MOTIF" LOOK

FLAWLESS PERFORMANCE

FASTER PLAY GREATER PROFITS

STEREOPHONIC MONOAURAL

A COMPLETE MUSIC SYSTEM

EASY TO SERVICE

Unconditionally Guaranteed Record Mechanism

United’s new UPD Phonograph is the result of years of painstaking research and development.

Modern styling . . . richer sound . . . simple, easy-to-service mechanism . . . fastest record-changer . . . many other features provide the finest automatic music ever offered.

SEE YOUR UNITED MUSIC DISTRIBUTOR TODAY!

MANUFACTURED BY UNITED MUSIC CORPORATION • 3401 N. CALIFORNIA AVENUE • CHICAGO 18, ILL. • CABLE ADDRESS: UMCORP
new classic design...incomparable features

**LUXE ALL-PURPOSE PHONIC-MONOAURAL PHONOGRAPH**

**Location Requirement**
196...120 Selections
197...200 Selections

**distinctive... graceful... elegant...**

In sound and styling, the 1962 Rock-Ola Empress is truly futuristic. Its elegant, brilliant color, enhanced by gleaming metal appointments, combine to create a phonograph that deserves the place of honor in any location. This styling, as well as the bigger-than-life tone quality, immediately captures the attention of patrons. The “drawing power” of the new 1962 Rock-Ola Empress is irresistible—making it one of the most frequently played, and most profitable phonographs available today.

- Location Name Personalization Feature.
- Tri-Fonic Flexibility.
- 33 1/3-45 RPM Mech-O-Matic Intermix Play Mechanism.
- Positive 2 Button Selection System.
- Feather Touch Tone Arm Plug-In Cartridge With Snap-In Diamond Stylus.

Ask to ROCK-OLA for advanced products for profit

Rock-Ola Manufacturing Corporation • 800 N. Kedzie Ave., Chicago, Ill.