No, this is not an argument. As a matter of fact, the two gentlemen seen above are no doubt the happiest people in the record industry. Both "unknowns" several weeks ago, today they are residing in the number one and two spots on the best selling album charts. On the left is Allan Sherman—an oft-right Vaughn Meader. Between the two of them they have completely turned the record world upside down. Meader, with his brilliant impersonation of the President of the United States, has skyrocketed the "First Family" Cadence LP into the #1 spot in its second week on the charts. Reports indicate that Meader's is the fastest selling album of all time. Allan Sherman, just a few weeks ago, took four weeks to hit the the top spot with his hilarious parody LP for Warner Brothers. "My Son, The Folk Singer." The two LP's are receiving unprecedented publicity and air play and have caused all but riots in retail shops throughout the United States.
Once in every great while a combination of performance and material comes along and leaves its indelible hand on the entire American scene.

—Bill Gallagher

Marion Worth

SHAKE ME I RATTLE (Squeeze Me I Cry)
and TENNESSEE TEARDROPS

Columbia Records
Singles Sell
A great deal has been written through the years about the commercialization of the Christmas Holiday, much of which has had considerable merit. But in the area of Christmas Music, a factor which adds so much melodic color to the Yuletide, hesitancy to play Christmas songs a bit earlier than has been the practice in recent years, has dealt a terrible blow to the popularization of new material and what could be the Christmas Standards of the future.

New Christmas ballads appear to be non-existent. The warmth that has been added to the Holiday by such classics as "White Christmas," "The Christmas Song," "I'll Be Home For Christmas" and "Have Yourself A Very Merry Christmas" is immeasurable. All of the aforementioned songs attained worldwide popularity during the past generation. But what about the next generation? Because of the fear of being overly commercial, are we to never again add such pretty Christmas music to the Yuletide's repertoire? Perhaps radio is being overly cautious.

A ballad by nature takes much more time to win acceptance than a novelty. For that reason we see no damage resulting from the programming of a beautiful song that could further enhance the spirit of Christmas and add a new touch to the Holiday. We think the public feels the same way too.

Good evidence of the public's early acceptance of a Christmas song it loves is the "Chipmunk Song" by David Seville of a few years ago. Issued shortly after the beginning of November, it was more than two weeks before Thanksgiving that the song broke loose and the public was invading the record shops in an effort to purchase this delightful Holiday novelty. We didn't hear one complaint that this was commercializing the Holiday. If anything, hearing all the children impersonating Alvin only added more gayety to the year-end joviality.

Programming of Christmas music is not distasteful if handled with discretion—and, of course, it must be handled with discretion. If there is no change in the current concept of Christmas Music programming (which seems to follow an unwritten rule that such play begins after Thanksgiving or later) we may never add a new Christmas ballad to the current list of evergreens. And it is conceivable that the short exposure period may discourage many from issuing Novelties in the future.
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ATTENTION DJ's AND PROGRAM DIRECTORS...

Send for the following 7" 33½ RPM compacts

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DJX-11
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DJX-6
Moon River; Never On Sunday; Fanny; The Apartment; The Big Country; Judgment At Nuremberg

DJX-7
Something's Coming; Comes Once In A Lifetime; The Sweetest Sounds; Once In A Lifetime; Shalam; Old Devil Moon

I Wish You Love; Melodie D'Amour; Volare; If You Love Me; April In Paris; Why Do You Pass Me By

Pop Goes The Weasel; Gone With The Wind; I Guess I'll Have To Change My Plan; Lonely Boy And Pretty Girl; Tes! We Have No Bananas; others

Once In A Lifetime; Melinki Melinchick; Lum berton; What Kind Of Fool Am I?; Gonna Build A Mountain; Someone Nice Like You

Please write on station letterhead to: JOE BOTT, LONDON RECORDS, INC., 539 WEST 25th STREET, NEW YORK 1, N. Y.
Columbia's Masterworks Sales Up 75% Over '61—Gallagher

NEW YORK — Columbia Records' mostly longhair Masterworks line is completing its peak sales year with another marked increase over last year. The 70% sales increase over '60, said marketing veep Bill Gallagher reported last week.

See Label Putting Factoring Firm In Red

NEW YORK—A diskey is believed to be responsible for what could mean the elimination of all corporate earnings of a major New York financing and factoring firm.
The firm, Century Industries, would not make the name of the label known, but it is understood that $1,100,000 was loaned to the diskey, secured by $1,650,000 accounts receivable. The accounts receivable, declared Alfred A. Tannebaum, president of Century, were far in excess of the money advanced, but he didn't know "how much of that collateral was good."] He said that problems had arisen over "discount bills" and "advertising allowances."]

It was observed that Century's difficulties could have stemmed from various label-distrib practice including the high rate of returns and credit on product given to diskeys on coop advertising. In the latter case, it was noted that the remaining allowances were not deducted from bills.

Tannebaum said that an investigation to uncover the extent of the loss, which may reach $500,000, was still being conducted and efforts are being made to attempt to realize the maximum recovery on the collateral.

As of present time, Century had not announced any take legal action against the firm.

Warner-Brothers Pacts Phoenix Singers

BURRANK, CALIF. — The Phoenix Singers, formerly the Belafonte Singers, have formed their own label and their first album for Warner Brothers was released last week. The trio, managed by International Talent Agent John Somers, all of whom have two-week stints at Gotham's Blue Angel. They will also return to the "Tonight" show where they premiered on the initial night of Johnny Carson's hosting the show.

Music Hath Charm To Increase Output

NEW YORK—Mood music albums are more than just conducive to romance, but—to be rather business-like about it—improve output in menial, monotonous tasks.

After an experiment on college students, it was found that output increased 17% for manual tasks and 11% for intellectual tasks. A number of errors made during the test period were not affected by the sound-of-music. The study also revealed that workers with more monotonous tasks better than men, did not react better to the music, as was expected.

Background music is heard by 55 million people during each year, and is used by 20,000 companies.

The findings were reported last week to the annual gathering here of the Human Factors Society—composed of engineers and psychologists—by Stephen Kona, who made the experiment as a member of the mechanical and industrial engineering department of the Univ. of Illinois.

ABC-Paramount Cuts Deluxe LP Series $1

NEW YORK—ABC-Paramount Records has made a price cut of $1 on its Aristocrat Series of LPs. New price, $4.98 each. Albums in the series include "Hello Dero" by Allen & Rossi; "The Sound of New York" and an album by flomenco guitartist Sabes.

UA's National Distrib Relate Meet In January (New York) Will Introduce New Albums

NEW YORK—United Artists Records will present its initial album release of 1963 at a national distrib meet in New York Jan. 3 and 4, it was announced last week by Art Talmadge, the meet, which will be attended by all UA distribs, will be held at the Americana Hotel and will be helmed by Morrie Price, national sales manager.

The program, to be called United Artists '63 Jamboree, will present a full line of product covering popular, country and western, jazz, classical and kiddie releases, and will include most of the top artists on the label including Ferrante and Teicher, George Jones, Al Calio, Tito Rodriguez, The Highwaymen as well as a number of new names to the line.

CHICAGO—Mercury Records is showing 23% increase in sales volume over 1961, according to Irving Steinberg, the label's executive vep. Additionally, Steinberg reported that the Smash and Philips labels' sales figures for the last full presentation show a sales volume in excess of $1 million each.

"In the retail sales picture is due, we feel, to Mercury's concern for the proper adjusting to changing market conditions," Steinberg said. "Our current emphasis toward selective product is in part a demand by the trend toward idealism in retailing today.

For the New Year, Mercury's entire A & R staff was scheduled to meet in Chicago last Friday, (30) with top corporate, marketing and distribs to discuss the re-lease policy and schedules for 1963.

Under discussion was a program of world-wide market development of records in both the single and LP fields, with each new product screened for its saleability, and with the ultimate goal of giving the A & R man a sounder basis for planning (Mercury, Philips, Smash and Fontana) its own distinct approach to the market.

According to Steinberg, "This meeting is the final stage in Mercury's evaluation program of all merchandising techniques. We have previously surveyed our field staff, disc jockey promotion, advertising and public relations in an effort to determine to just what extent expenditures in these areas create a consumer awareness. We are adding another ingredient: a review of artists and number of releases.

The meeting will also serve to determine Mercury product plans which prexy Irving B. Green will carry into a European A & R staff meeting in the next few weeks where attended the Chicago meeting was Green and Steinberg; sales managers Kenny S. Myers for Mercury, Charlie Fitch for Smash and Fontana, and Tim Phillips for the A & R staff, Sheila Singleton, Quincy Jones, Jack Tracey, Hal Moore, David Carroll, Jerry Kennedy and Jerry Reed.

Eva Dolin Heads Mercury Promo; Set World-Wide Promo Center

CHICAGO—Mercury Records has promoted Eva Dolin as publicity director for all its labels, including Mercury, Philips, Smash and Fontana.

At an one-conclave last week (27), who Ms. Dolin's promotion was announced, it was also announced that as part of the label's extensive new publicity and promotion program in the ULC, a new center has been formulated for the development of an around-the-world publicity center in Geneva, Switzerland, under the direction of Price Somers, international chief of Mercury.

The program will be aimed at individual publicity service to fit the needs of each foreign licensee affiliated with world-wide distribution operation on all labels.

Mrs. Dolin, who joined Mercury as a member of the agency after being associated with MCA, replaces Charlie Byrnes, who recently assumed the managing director post for the American Association of Audition Managers.

Attending the special meet were Kenny Myers, vep in charge; Charlie Fitch, Smash and Fontana; Lou Simon, sales manager of Philips.

Also in attendance at the special function was Aaron D. Cushman, president of Mercury's public relations firm, Aaron D. Cushman & Assoc., and account executive for the agency. The Cushman agency will work closely with Mrs. Dolin in increased emphasis on artists' promotion in all media.

Cash Box—December 8, 1962
Capitol Puts $3,000,000 In Hands Of Feuer & Martin For Show Biz Investments

NEW YORK—Capitol Records has given the click Broadway producing team of Cy Feuer and distribute Martin $3 million in spending money.

Although Capitol naturally has an eye on musicals that are to be put on by the pair—they’ve come up with at least 12 shows in eight years—it is understood that the outlay, to be used in a revolving fund, can be employed in any show business venture that Feuer & Martin deem a wise investment.

So far, the deal, which makes Cap-
itol a partner in Feuer & Martin proj-
ec- ts in which Capitol money is used, has already led to Capitol’s going in two current Feuer & Martin musical hits, "How to Succeed ..." and the more recently opened "Little Me." Both original-cast LPs were released on RCA Victor Records. But, two more musicals are scheduled to be released by Capitol & Martin during the five-year run of "The Nutty Professor" on Broadway, and it’s understood that, granted approval by the writers, these two records will have their cast LPs on Capitol.

Martin noted that before the Capitol deal no dicastery had made any invest-
-ments in a production presented by Feuer and Martin.

It was also learned that Feuer & Martin had in-directly been associated with Capitol through its association with Electrical & Musical Industries, the giant English disk-electronics firm which controls Capitol, in the pre-
-vious Purchase of London’s Prince’s Theatre in the Shastshebys. The London version of "How to Succeed ..." will open there in March. A third party in the theatre purchase is Charles Clore, a British real-estate operator.

Recent Capitol investments in Broadway musicals, which gave the label the original-cast LPs, include "The Unsinkable Molly Brown," (92,000), "The Gay Pinto" (110,000), and "A Funny Thing Happened ..." (a $12,500 equity). The diskery’s greatest cast LP success, and, for that matter, its most pastureable record, is "The sto-
tory, is the B/W cast LP of "The Music Man." Sales of the album have hit the 1 million mark.

Duke Ellington Joins Represe As Recording Artist and A&R Producer

CHICAGO—Reprise Records has ac-
-quired the services of jazz great Duke Ellington both as a performer and head-of-the-scenes builder of its jazz catalog.

Announcement that Ellington had

CRDC Declares 10% Off On Nov-Oct-Dec LP’s

HOLLYWOOD—Capitol Records Dis-
-tributing Corp. is offering a 10% dis-
count on new Capital and Angel disks released in the period Oct. 1 through Dec. 31.

Included are the Dec. 2 release of Nat “King” Cole’s "Dear Lonely Hearts," the Nov. 30 release of "New Frontier," the Kingston Trio; "Perry Como's "Party Favorites," and the Johnny Mathis "Hurry Sundown," "Plumb" and other releases.

Ellington’s last disk affiliation was with the Columbia label.

The artist, fresh from crossing the US with his barbershop quartet, has also appeared at the party with Sinatra along with other Reprise artists Dean Martin and Sammy Davis, Jr., who were in Chicago to share a relax in their hotel locations together.

The artist will also be playing for the CBC television network next week.

A&R Board To Meet At “Act Now” Session

NEW YORK—In a time-to-action move, the board members of ARMA-DA have been summoned to New York for a two-day meet next week (10, 11) in Detroit to blueprint decisive action on the many problems that confront the organization.

The association’s top officers, Amos Helicher, president, John Kaplan, executive veep, and Harry Schwartz, treasurer, decided on the two-day meet in order to give ample time to a discussion of the agenda.

Helicher urged all board members to be prepared to stay for two days, saying, "Many problems must be considered fully and discussed with the entire board," he stated. According to pres-
-ent indications, it is expected that all board members will be present for the meet-
ing, which will be held at John Kap-
-pan’s new building in Detroit.

It can be assumed that a good part of the agenda will be concerned with methods of coping with direct dealing by manufacturers, transhipping and other perennial problems; but this meeting has a sense of greater ur-
-gency because of the imminent end of the two-year term of all the current ARMA-DA members.

"A sense of foreboding exists that the possibility of a united stand by ARMA-DA members is clearly indi-
cated with regard to relations with many of the record industry’s leaders, spelling out greater distributor protection.

Many distributors feel the greatest opportunity for bringing stability to the industry lies with the Federal Trade Commission, which is expected to move toward a trade conference about the first of the year. Others, however, feel it is not advisable tacti-
cally to place all emphasis on the FTC to the exclusion of other actions.

Should the record industry be rallying to ARMA-DA’s upcoming board meeting, Andy Anderson, Presi-
dent of the dealer trade organization, SORD, will speak to the distributors Monday (10) regarding areas of mu-
-tual interest. Meanwhile Mickey Gen-
er, president of the Association of Record Executives, will tell the manufacturers how he plans to "assist the industry jointly to achieve business sanity."

In addition to Helicher, Kaplan and Schwartz, others who are known to be going to the Detroit meeting include Bob Chatton, Oakland, Calif.; Al Sherman, Los Angeles, Jimmy Martin, Chicago, Carl Glasser, Buffalo, N.Y.; Jake Friedman, Atlanta, Ga.; Irwin Fink, Newark, N.J.; Bill Scho-
-chet, New York, and Bud Lampe, St. Louis, and Paul Ackerman, AR-
-MA-DA’s executive secretary.

Victor Coordinates A&R Sections In N.Y., Hollywood & Nashville


According to Ben Rosner, newly ap-
-pointed pop & A&R manager, in an effort to bring closer together the three record-producing areas of Vic-
tor’s pop & A&R department, Hugo and Luigi, Chet Atkins, and Neely Plum-
ner will work as a team to acco-
modate the needs of all Victor and Groove artists.

"Ideas for records, both singles and albums, and for recording our artists will be interchangeable regardless of physical locations of offices. In other words, we are re-organizing to effect a one-company A&R effort in behalf of artists and product," stated Rosner.

Hugh (Peretti) and Luigi (Crea-
tor) will run the New York record-
ing operation, make all recording assignments, and submit recommenda-
tions for the signing of new artists. Under their supervision will be A&R directors Marty Gold, Brad McCuen and John Eargle, who recently joined the company.

Neely Plum, who headquarters in Hollywood, has been appointed man-
-aged pop & A&R on the coast, and will report operationally to Steve Sholes, manager of coast operations, while coordinating his functions with Rosner. Darrol Rice, a coast A&R di-
-rector, reports to Plum.

Chet Atkins continues to head Vic-
tor’s Nashville operation, assisted by Anita Kerr. Both will still record as artists for the company, and will co-
-ordinate their activities with Rosner.

In the re-organization alignment, Herman Diaz will serve as admin-
nistrative assistant to Rosner on a national basis and also be available for special in-studio recording projects.

Also in New York, Ethel Gabriel continues to be responsible for A&R on RCA Camden, Joe Linhart will concentrate on Broadway original cast album acquisitions, and Bernie Miller will handle all A&R and handle all A&R associate activities.

Newly Placed at Capitol

Sidney Nathan, manager of N.Y.

Cash Box Names New Belgian Rep

FRANS ROMEYN

NEW YORK—Cash Box’ new cor-
-repondent in Belgium is Frans Romenys, who, although only 26-years-old, is very familiar with the show-business scene in Belgium.

Born in East Flanders, he was attracted to journalism at a very early age and contributed his first newspaper and magazine articles while still a student in High School.

By the time he was 22, Romenys had joined the staff of an important Flemish newspaper, editing a weekly disk and show news column. In addi-
tion to his journalistic activities, he is a well-down and experienced TV per-
-sonality with his own regular disk programs on which he interviews many top international disk stars.
THE WOODS BROS.

Order Now...

In The Exclusive AT LAST Records

SING - ALONG - SLEEVE

(Lyrics To Both Songs Printed On Back Of Sleeve)

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New Orleans, La.
(Phone 325-6210 or 524-3774)

CAN'T MISS...

TO YOU MY LOVE

and

LOVE, LOVE, LOVE

AT LAST #1002

Always Hot:

ALWAYS ACCUSED

and

ALL FOR ONE

A.F.O. 307

Willie Tee

Off to the Winning Circle...

ONE NAUGHTY FLAT

and

THE POINT

CLAP YOUR HANDS & PEACE OF MIND

WALLACE JOHNSON
A.F.O. #308

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. JOEY'S SONG
   Bill Black's Combo (Hi 2059)

2. GETTIN' READY FOR THE HEARTBREAK
   Chuck Jackson (Wand 128)

3. HERE I AM
   Chip Taylor (Warner Bros. 5314)

4. CAST YOUR FATE TO THE WIND
   Vince Guaraldi Trio (Fantava 563)
   Martin Danny (Liberty 55514)

5. GONNA RAISE A RUCKUS TONIGHT
   Jimmy Boon (Columbia 42600)

6. FROM A JACK TO A KING
   Nad Miller (Fabor 114)

7. THE BEST MAN CRIED
   Clyde McPhatter (Mercury 72051)

8. ANONYMOUS PHONE CALL
   Bobby Lee (Liberty 55521)

9. ZERO ZERO
   Lawrence Welk (Dot 16420)

10. BIG NOISE FROM WINNETKA
    Casy Cole (Coral 62399)

11. SUNRISE SERENADE
    Willie Mitchell (Hi 2058)

12. COME TO ME
    Richard "Pepeener" Wylie (Epic 9543)

13. THE LONGEST DAY
    Match Mifler (Columbia 42585)

14. MY MAN - HE'S A LOVIN' MAN
    Betty Lovett (Atlantic 2160)

15. THERE'LL BE NO TEARDROPS TONIGHT
    Andy Wade (Epic 9557)

16. MIND OVER MATTER
    Helen Strange (Fortune 546)

17. STILL WATERS RUN DEEP
    Brook Benton (Mercury 72055)

18. BALLAD OF LOVERS HILL
    Teresa Brewer (Philips 40077)

19. HOLLY
    Bobby Goldsboro (Lavie 3148)

20. WON'T YOU COME ON BACK? HANDS ACROSS THE TABLE
    Pats Domino (Imperial 5005)

21. YOU WON'T FORGET ME
    Jackie DeShannon (Liberty 55497)

22. WALKIN' THROUGH A CEMETERY/TELEPHONE GAME
    Claudine Clark (Chancellor 1124)

23. AGAIN
    Letterman (Capital 4851)

24. THE DARKEST STREET IN TOWN
    Jimmy Clayton (Ace 4005)

25. WISHING STAR (THIS AE FROM TARAS BULBA)
    Jerry Butler (Veejay 425)
    Fredric & Tucker (United Artists 537)
    Maxine Star (New Hits 3010)

26. MY WIFE CAN'T COOK
    Lonnie Luss (JAS01)

27. BLACK CLOUD
    Leroy Van Dyke (Mercury 72057)

28. THE HAPPY TRUMPETER
    Bert Kaempfert (Decca 31431)

29. THE ONE ROSE (THAT'S LEFT IN MY HEART)
    Bob Willlow (Diamond 125)

30. GO TIGER GO
    Guy Mitchell (Tay 270)

31. THREE HEARTS IN A TANGLE
    Jones Brown (King 5701)

32. TOO STRONG TO BE STRUNG ALONG
    Mervellettes (Tamba 54072)

33. BIG BOAT
    Peter, Paul & Mary (Warner Bros. 5325)

34. I DON'T BELIEVE I'LL FALL IN LOVE TODAY
    Bobby Bare (RCA Victor 8083)

35. UNDER YOUR SPELL AGAIN
    Lloyd Price (ABC Paramount 10572)

36. LET ME ENTERTAIN YOU
    Ray Anthony (Capitol 4846)

37. ANGELA JONES
    John D. Loundermilk (RCA Victor 8101)

38. PARADISE
    Temptations (Gordy 7010)

39. THEME FROM NORTHERN LIGHTS
    Lister Shaw (Amy 862)

40. FROM THE BOTTOM OF MY HEART
    Dean Martin (Reprise 20116)

41. WATERMELON WALK
    Five Counts (Brent 7034)

42. FLY ME TO THE MOON
    Joe Hartell (Kapp 497)

43. WELCOME HOME
    Frankie Avalon (Chancellor 1125)

44. SAILOR BOY
    Cathy Carr (Leeie 3147)

45. CINNAMON CINDER
    Claders (Walter Bros. 5326)

46. WILD WEEKEND
    Rebels (Swan 4125)

47. PEPPERMINT MAN
    Dick Dale & Del-Tones (Decca 9020)

48. LET ME DO IT MY WAY
    Joanne Campbell (Cameo 237)

49. DOES HE MEAN THAT MUCH TO YOU
    Eddy Arnold (RCA Victor 8102)

50. LITTLE TIN SOLDIER
    Toy Daris (Er 1093)

Cash Box—December 8, 1962
Mary Wells
“TWO LOVERS”
Motown 1035

The Marvelettes
“STRANGE I KNOW”
Tamla 54072

The Supremes
“LET ME GO THE RIGHT WAY”
Motown 1034

Marvin Gaye
“STUBBORN KIND OF FELLOW”
Tamla 54068

The Miracles
“YOU GOT A HOLD ON ME”
Tamla 54073

Jay Walker
“CLEO’S MOOD”
Harvey 117

TAMLA/MOTOWN RECORDS
2648 W. Grand Blvd.
Detroit 8, Mich.
**RECORD REVIEWS**

Cash Box

B+ very good  B good  C+ fair  C mediocre

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

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**Pick of the Week**

**"I'M GONNA BE WARM THIS WINTER"** (2:25)  
[Meran BMI—Hunter, Barkan]

"AL DI LA" (2:25)  
[M. Witmark & Sons ASCAP—Donida, Magoi, Drake]

**CONNIE FRANCIS (MGM 13116)**

The MGM smash-maker, coming off a double-header in "I Was Such A Fool" and "He Thinks I Still Care," is a cinch to keep the sales-fire raging during the coming months with this new one. It's a sensational rock-a-twister, labeled "I'm Gonna Be Warm This Winter," that Connie and the Bill Ramal ark-chorus deliver in untra-commercial fashion. Composer, a recent int'l success, can again see chart status as a result of the lark's potent warbling. Side's from her "Italian Hits" LP.

**"IT'S UP TO YOU"** (2:30)  
[4 Star Sales BMI—Faller]  
[Hiillard BMI—Knight]

**RICK NELSON (Imperial 5901)**

Both ends of Rick Nelson's new Imperial release will more than likely soon be added to the artist's long string of disk successes. Both are soft and pretty romancers, the cha cha beat "It's Up To You" and the slow, rambling folk-like "I Need You," that Rick cuts out with touching sincerity. Two-sided sales dynamite.

**"SHAKE SHERRY"** (2:29)  
[Jobete BMI—Gordy]

"YOU BETTER GET IN LINE" (2:27)  
[Jobete BMI—Gordy]

**THE CONTOURS (Gordy 7012)**

The Contours can have back-to-back chart triumphs with this follow-up to "Do You Love Me," side, tagged "Shake Sherry," is pulsating, steady beat rocker that the crew "pushes" out in the spirited style of their initial success. More hard-hitting dance stuff on the other end.

**"WOULD YOU MAKE ANY DIFFERENCE TO YOU?"** (2:35)  
[Pamper BMI—Forshee]

"HOW DO YOU TALK TO AN ANGEL?" (2:36)  
[Chappell ASCAP—Styne, Hilliard]

**ETTA JAMES (Argo 5430)**

Lark, whose long chain of dual-mart hits now includes "Next Door To The Blues," should soon be adding either (or both) sides of her new Argo release to her collection. Top half's a touching country flavored filter labeled "Would You Make Any Difference To You," while the flip's a lovely beat-ballad up-dating of "How Do You Speak To An Angel." Excellent duo.

**"LOVESICK BLUES"** (2:38)  
[Mills ASCAP—Friend, Mills]

"ANYTIME" (2:38)  
[hill & Range BMI—Lawson]

**FRANK IFIELD (VeeJay 477)**

Ifield, one of the most American-sounding English rock-market artists, can easily repeat his big Top 100 showing on "I Remember You," with a contiguous reading of the eddie, "Lovevick Blue," already the number 1 deck in England. As with "Remember," the artist employs his yodel-like gimmick, but his backing is a different, trumpet-led ory affair. Work on "Anytime," the old Eddie Fisher hit, is closer to the "Remember" session.

**"WHAT TO DO WITH LAURIE"** (2:33)  
[Trio BMI—Lieber, Stoller, Wheeler]

"THAT'S WHAT THEY SAID" (2:16)  
[Trio BMI—Raleigh, Greenwich]

**MIKE CLIFFORD (United Artists 357)**

Looks like another gal's gonna play an important role in Mike Clifford's disk life. Singer, who hit the bigtime with "Close To, Cathy," has another top ten contender with "What To Do With Laurie." It's a beautiful wistful with a folksy-like quality that Mike puts across with telling effect. Pairing's a soft beat-ballad charmer.

**"CHICKEN FEED"** (2:06)  
[Metronor BMI—Graves, Ingmann]

"THAT CERTAIN PARTY" (2:20)  
[Bourne—Donaldson ASCAP—Kahn, Donaldson]

**BENT FABRIC (Ato 6213)**

"Chicken Feed" is more catchy keyboard stuff from the European artist, who just had "Almost In Love," of 1962's big left-field instrumental novelties. "Chicken" is a delightful, "Alley Cats"-type affair that comes across as if someone's having a happy time taking a piano lesson. Flip is a relaxed, light-best reading of the 1930's favorite. Big portion is "Chicken Feed."

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**Best Bets**

**ARETHA FRANKLIN** (Columbia 40205)

(B+ ) "TROUBLE IN MIND"  
[Leeds ASCAP — Jones]  
[Trio BMI—Lieber, Stoller, Mann]

(Trial BMI—Leiber, Stoller, Mann)

"YOU" (2:30) (Univ. BMI)  

**TIPPIE & THE CLOVERS** (Tiger 201)

(B+ ) "THE BOSSA NOVA" (My Heart Said) (2:40)  
[Trio BMI—Leiber, Stoller, Mann]

"BOSSA NOVA" (2:40)  
[Alan Berkley, Stoller, Stoller]  
[Leiber, Stoller]  
[Stoller, Stoller]  
[Leiber, Stoller, Mann]  
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**MARK KNOPFLER** (United Artists 556)

(B+ ) "KEEP TELLING YOURSELF" (2:52)  
[Janet BMI—Greenwich, Powers, Gilich]  
[Michael Johnson will be back on the charts with his very touching display of a strong fooling-one self ballad. Attractive vocal, well put together, but suffers somewhat in the way Mark Knopfler".

(B) "EVERYONE WHO'S BEEN IN LOVE WITH YOU (Has Cried & Cried & Cried)" (2:58)  
[Quartet ASCAP—Hill Ltd, Bacharach]  
[Quartet ASCAP—Hill Ltd, Bacharach]

(B) "I'M WAITING" (1:52)  
[camel ASCAP—Vaughn]  
[The Vaughn's song about a lost love, this bright stint on a happy Vaughn original.

**THE CASTELLS** (Era 3098)

(B+) "ETERNAL LIFE, ETERNAL SPRING" (2:25)  
[Mont-claire-Gilksyn]  
[Opus is a lovely ballad and its group's up with loving care by the song crew, which doesn't actually begin to sing the lyrics until a minute in. There's a beauty in the songs, which often has chart items before this date could develop into a big one.

**"CLOWN PRINCE"** (2:10)  
[Hammond BMI—Talmy]  
[A corn- celflame-type sound from the ark backs the group's wide-sounding display of a folkish romance.

**SOMOLO BURKE** (Atlantic 2170)

(B+) "I SAID I WAS SORRY" (2:29)  
[Hall & Range BMI—Byers]

"Byers" feeling a hard time getting his chick to accept his apolo- phy (he thought she was untrue) in this skilled upbeat blueser from the pro blues singer. He's accompanied by a strong full ark blues sounds and a gal chorus, which portrays his flame. Can score.

(B) "GO ON BACK TO HIM" (2:58)  
[Hall & Range BMI—Byers]  
[Striking slow beat blues full of passion.

**JERRY LANDIS** (Amy 875)

(B+) "THE LONE TEEN RANG- E" (2:50)  
[Landis BMI—Landis]

"Lone Teen Ranger" is a teen novelty that could be an immediate coin- catcher. Highlighted by all sorts of chant gimmicks, this tells of a boy whose gal diga dig's "The Lone Teen Ranger" hits the air just in time for him. Keep close tabs on this one.

(B) "LISA" (2:94)  
[Landis BMI—Landis]  
[Inviting rock-a-cha romance.

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Cash Box—December 8, 1962
Epic Takes The Bull By The Horns
With These Hard-Hitting Albums

THE LONELY BULL
THE ARENA BRASS

THE LONELY BULL • AMOR • TEQUILA • THE COMANCHE
LA BANCA • LA VISION DE LA ROSA • LA RANA • THE DEVIL

Arranged and Conducted by Robert Mersey

BOBBY VINTON

THE BIG ONES
Featuring
RAIN RAIN GO AWAY
I LOVE YOU THE WAY YOU ARE

©“EPIC,” “CBS,” Marca Reg. T.M.
PRINTED IN U.S.A.
**Pick of the Week**

**“WHAT GOOD AM I WITHOUT YOU”** (2:06)

“A GIRL NAMED TAMIKO” [Famous ASCAP—Bernstein, David]

JACKIE WILSON (Brunswick 55236)

This could be the one to push Wilson back to the upper rungs of the sales ladder. It’s a dandy twist offering, tabbed “What Good Am I Without You,” that Jackie and the Alan Lomber orch-chorus take for a chart-maker, “Stranger,” that Buddy etches in tender, tear-compelling style. Coupler’s on a touching Greco original ballad that also merits attention.

**“OH! BABY”** (2:02) [Rosewood BMI—Farrell, Jordan, Feldman]

“LET’S HURT TOGETHER” (2:33)

[Tree BMI—Fitzmorris, Smith]

**BRUCE CHANNEL (Smash 1792)**

The “Hey! Baby” man, Bruce Channel, is back with one tagged “Oh! Baby” and it looks like it’ll follow in the chart footsteps of his Smash bow. Tune’s an infectious, echo-chamber-styled jumper that Channel and the instrumentalists wax with loads of appeal. Lower deck finds Bruce in a winning, crying towel shuffle pose.

**“I FOUND A NEW BABY”** (2:10)

[Pickwick ASCAP—Palmer, [Alon, Progressive BMI—Sedaka, Williams]

BOBBY DARIN (Atco 62414)

From the Atco catalog comes two more strong Darin performances that stand good chances of breaking into hit territory. Loadoff’s portion of a hip, finger-snapping up-dating of “I Found A New Baby,” inviting jazz-oriented backdrop. Coupler’s a sizzling new twist/labeled “Keep A Walkin’.” It’s a toos-up.

**“GOOD BUDDIES”** (2:16) [Alon BMI—King, Goftin]

“YOU Gotta WEAR SHOES” (1:54)

[Maravilla BMI—Hooven, Winn]

**THE CRAWFORD BROS. (Del-Fi 491)**

The actor brothers, Johnny (already a wax star—currently hot with “Rumors”) and Bobby Crawford team up for the first time on a Del-Fi cluster that should rapidly climb the hit ladder. Side to watch is “Good Buddies,” a delightful, teen beat, cha cha opus that the fellows polish off in charming style. Duo turns in another spectacular showing on the twirlin’ undercut.

**“DEEP INSIDE ME”** (2:14) [Lowery BMI—T. & J. South]

“If You’re So Smart” (2:11)

[Low-Ab BMI—E. & C. Thomas]

**THE TAMS (Arlen 717)**

The Tams, having stepped into the national spotlight with their “Unite Me” bow on the Philly-based Arlen label, can hold on to it with this one. Side’s a captivating rock-a-cha-cha romance, tagged “Deep Inside Me,” that the songsters, especially the lead, groove in attention-getting manner. More top cha cha sounds on the weeper coupler. Strong instrumental support on both sides.

**“ALWAYS”** (2:10) [Irving Berlin ASCAP—Berlin]

“I’ve Got My Mind Set On You” (1:49)

[Good Songs BMI—Clark]

**JAMES RAY (Dynamic 593)**

This outing by Dynamic, the Congress affiliate, can produce chart results similar to those he received on “If You Gotta Make A Fool Of Somebody.” It’s the Irving Berlin classic, “Always,” that Ray and the Hutch Davie crew rev in fascinating blues-like rock-a-waltz setting. There’s a fetching gospel feel to the rockin’ up tempo undertow.

**“STRANGER”** (2:26) [Cedarwood BMI—Stanton, Walker]

**“JUST WALK AWAY”** (2:16) [Harriet ASCAP—Greco]

**BUDDY GRECO (Epic 9583)**

Greco, who recently came thru with a change-of-pace country angled effort, “Mr. Lonely,” stays in the same groove with this new Epic slice. Side’s a potent pop-country-flavored version of Lefty Frizell’s C&W chart-maker, “Stranger,” that Buddy etches in tender, tear-compelling style. Coupler’s on a touching Greco original ballad that also merits attention.

**LITTLE FLOYD (Arlen 716)**

**“HERE AM I”** (2:29) [Low-An BMI—Lewle] A hammering ballad with a “St. James Infirmary” feel, is done with a striking blues-oriented delivery by the performer and string-equipped orch backdrop. Could make chart news with sufficient exposure.

**“MY BABY LOVES ME”** (1:45) [Lowery BMI—Lewle]

Catty Latinish blueser.

**WADE FLEMMONS (VeeJay 471)**

**“AIN’T THESE TEARS?”** (2:29) [Conrad BMI—Flemmons]

Songster, who got his chart sales with previous versions, could step out again with this solid-sounding country-styled, bouncy blues entry. Worth eyeing.

**“HOPE, I THINK, I WISH”** (2:10) [Tree BMI—Pay)

Performer may also have a chance stand with this relaxed, Nashville-styled plaintive number. Solo trumpet part is part of the choice backdrop arrangement.

**THE LEGENDS (Ermine 45)**

**“BOP-A-LENA”** (2:22) [Cedarwood BMI—Tillis, Pierce]

The old country-pop noise-maker gets a new spiced-up beat run-through from the songsters, who get a solid guitar-led combo attack for their setting. Good rock color here.

**“I WISH I KNEW”** (1:57)

[Venetia BMI—Oehler]

A quick-tempo, twirlist-chime ballad blend by the boys.

**CHRISTMAS**

**BILLY STRANGE (Vista 400)**

**“I’LL REMEMBER APRIL”** (2:06) [Leeds ASCAP—Raye, DePaul, Johnson]

The lovely standby gets a strong rock-a-string-backed reading by Strange, who makes his debut on Vista after a stint with Liberty. An exciting sound that could happen big.

**BOB MCUSSES (1:46)**

[Wonderland BMI—R. M. & R. B. Sherman] A luscious item about pirates from a Walt Disney TVr of the same name.

**Best Bets**

**LITTLE ANTHONY JONES** (Ember 1090)

**“DEAR GESU BABINO”** (2:05)

[Caro BMI—Bambino] This could stand, and his Twilights should garner many spins with this danceable, teen-oriented traditional lament.

**GARY CRISS (Diamond 127)**

**“LONG LONELY NIGHTS”** (2:18) [C. H. BMI—Andrews, Davis, Uniman, Henderson] Singer Criss packs lots of teen-market feeling into an oldie-type romantic affair. He gets all his ingredients on his orchestrally, backdrop. Much teen appeal here, with chart action possible after sufficient airplay.

**“I STILL MISS YOU SO”** (2:03) [Willkey BMI—Ramal, Criss BMI—Lewle] A warbling on the order of Tony Orlando.

**THE PIXIES (AMC 102)**

**“JUST A LITTLE TEAR”** (2:39) [Sofuko BMI—Mason]

Team’s currently doing a very expressive teen-market essay of the strong tale of a lost-love. She’s backed by a solid display by her teammates and a string-incuded ok. Date could step up in a hurry if it’s located in N.Y.

**“CRY LIKE A BABY”** (2:10) [Sofuko BMI—Mason] Busy upbeat blues stylings by the singers.

**RAL DONNER** (Reprise 20,135)

**“SECOND MIRACLE (OF Christmas)”** (2:26) [Ral Donner BMI—Donner, Joseph] Donner, previously on the Gene label, sincerely renders a dramatic inspirational-type Yuletide number about a blind boy who regains his sight in a “second miracle of Christmas.” A strong performance that could be a holiday favorite among teeners.

**“THINGS THAT MAKE UP CHRISTMAS DAY”** (2:10) [Ral Donner & Miraj BMI—Donner, Joseph] Lighter Xmas session has and this Presley-styled delivery on both ends.

**NATHANIEL MAYER** (Fortune 550)

**“MRS. SANTA CLAUS (BRING ME HOME MY BABY)”** [Triax BMI—Brown]

Nathaniel Mayer, who scored recently with “Village Of Love,” could duplicate that success with this raucously high, low-down blues with an Xmas theme. Side could pull plenty of seasonal loot.

**“WELL, I’VE GOT NEWS (FOR YOU)”** [Triax BMI]

The chart-maker and his Twilights should garner many spins with this danceable, teen-oriented traditional lament.

**PAUL EVANS** (Kapp 199)

**“THE BELL THAT COULDN’T JINGLE”** (2:38) [Rosewood ASCAP—Bacharach, Kuk] Date is certain to stack up as one of the more engaging, good music Holiday novelties this year. Evans’ other phrases like Johnny Mathis goes here, does his warble against a good-teenier orch-chord setting. Might happen.

2 New Hits from

JACKIE WILSON

sings

WHAT GOOD AM I WITHOUT YOU?
c/w
A GIRL NAMED TAMIKO

from the Paramount Picture A Girl Named Tamiko • A Hal Wallis Production

55236

THE SWEETHEARTS

sing

IN BETWEEN KISSES
c/w
(He’s My) SUPERMAN

55237
"I'M SO AFRAID OF LOSING YOU" (2:25) [Paisley, Youngblood]—a gentle I'll never lose you again song that's quite pretty. Piano and strings set the mood for her pretty, unassuming voice. Not the hardest song to use, but it's got a dreamy, sad, tender quality to it.

"THE LOVELIEST GIRL IN TOWN" (2:05) [Kilt & Pocono BMI—Hunter, Barkan]—LINDA SCOTT (Congress 1085) Scott's strong, smooth voice and pleasant presence appeals to the extremely pretty, emo. "I'm So Afraid Of Losing You." It's a tender, mild beat-ballad romancer that the canary renders with heartfelt sincerity. Linda also has a fine feel for it, and a good eye for a melody.

"JELLY BREAD" (2:25) [Rast BMI—Jones]—"LAW MERCY" (2:25) [East BMI—Gladus, Jackman, Steinberg]—BOOKER T. & THE M.G.'s (Stax 131) Booker T. & the M.G.'s follow their smash Stax bow, "Green Onions," with another striking instrumental that can make it two-in-a-row. This intriguing shuffle-rhythm affair's labeled "Jelly Bread" and it has what it takes for a repeat success. Coupler's another catchy instrumental.

"THAT'S A LIE" (2:36) [Champion BMI—Harrison]—"OLD ACQUAINTANCE" (2:01) [Northern ASCAP—Jerome]—THE COUNT VICTORS (Coral 62342) The Count Vitors, with Danny Harrison in the solo vocal can top the sales figures on their recent chart-marking Coral outing, "Feelin' And Hidin'," with this new stand. It's a pulsating, cha-cha ballad, weeper, labeled "That's A Lie." Hissing mixers sit up and take notice. Also keep close tabs on the warm up-dating of "Old Acquaintance." It can also make the grade. Extremely strong pairing.

"TEENAGE HAS-BEEN" (2:35) [Aldon BMI—Mann, Goffin, Wein]—"BLESS YOU" (2:09) [Aldon BMI—Mann, Wein]—BARRY MANN (ABC-Paramount 10380) Prolific tunesmith Barry Mann, who has had his top ten a short while ago in "Who Put The Bomp" goes up with a rib-ticking weeper on his own disc career in this delighted getter "Teenage Has-Been." The riotous lyrics, done part talk, part sing mixture makes reference to the no-hit follow-up to his big disc. Dejazay exposure could sell it soaring. Backing's a pleasing version of a Mann original, which made chart news last year for Tony Orlando.

"LITTLE TOWN FLIRT" (2:10) [Vicki, M wygląda, BMI—McKenzie]—"THE BAMBOO" (2:27) [Vicki, McLaughlin BMI—Shannon]—DELAN SHANNON (BigTop 3131) Shannon's latest for BigTop has those chart ingredients needed to show his groove on the disc. It's a tuneful, rocking-cha-cha styled affair, labeled "Overlooked And Underloved," that looks like sure-fire chart material. Stellar ork-choral support for Reed's top notch ten delivery. More of the same happy beat on the revival of the Bill Carlisle years-back success.

"TWEEDEE DEE" (2:50) [Progressive BMI—Scott]—"GIFT OF LOVE" (2:30) [Chevis—Cortez BMI—Clowney, Davis]—DAVE "BABY" CORTEZ (Chess 1812) Could be that "Tweedle Dee" (the years-back vocal success for both Lavern Baker and Georgia Gibbs) can make the rounds once again. This time it's under the expert instrumental guidance of Dave "Baby" Cortez and his men. It's a happy-go-lucky waltz that the kid's love. The rock-a-cha-cha companion piece also has a healthy chart outlook.

"PEPPERMINT MAN" (2:18) [Bloor-Howard BMI—Willis]—"SURF BEAT" (2:58) [Monsour ASCAP—Dale]—DLE (Delton 5629) Dale & the Del-Tones, who chipped a few years back with "Let's Go Trippin'," are currently kicking up a west coast fuss with both "Miseryou" and their latest for Deltone, "Peppermint Man." Side's a slow raunchy cha cha beat opus that sports a catchy vocal and instrumental performance from the crew. Also the eye rockin', mostly instrumental undercurrent, "Surf Beat."

THE FIVE SUPREMES (Garpax 44170) (B+) "BIG SHOT" (2:49) [Garpax BMI—Marble, Williams]—an ostentatious know-it-all is the theme of this romp novelty by the teen team. (Kilt BMI) The boys are backed by a wild combo sound, including "big-ol'-guitar," which is really a great bit with a lot of character. As the title indicates, date is a wistful affair, and its aim is to get teenage sympathy.

FELIX SLATKIN (Liberty 55523) (B+) "ORANGE BLOSSOM SPECIAL" (2:36) [Metro BMI—Arr, Mann, Slatkin]—Maestro Slatkin and his "fantastic fiddles" offer an exciting, hoopoe portrayal of the traditional tune, spiced with a number of effective choo-choo bits. It's from an LP tagged "Hoo-Dee." (B) "MAIDEN'S PRITE" (2:04) [Metric BMI—Arr, Mann, Slatkin] A solo "country" fiddle opens and closes this warm ori date. Also from the LP.

THE CHARMERS (Laurie 3142) (B+) "MY KIND OF LOVE" (2:25) [Lobar & Just BMI—Abbott, Heckett] Both the larkes and their instrumental backing put over the lovely item with infections, blues-styled finesse, Original-sounding offering for the kids.

JOHNNY GLOVER (2:30) [Just &再一次 BMI—Jones, Young] A tear jerker, including narrative sections, about a G.I. who gets a "Dear John" letter and is later killed in battle.

LOU BUSH ORCH. (Warner Bros. 6329) (B+) "LISBON ANTIGUÍA BOSSA NOVA" (2:06) [Southern ASCAP—Gill, Galhardo, Vale] A pleasing encore for the old instrumental hit, this time getting an adaptation that notes the disc attention being accorded the Bossa Nova rhythm. Worthy legit take.

"DIMPLES" (2:20) [E. H. Morris ASCAP—Leigh, Coleman] A tune from "Little Me" gets a solid "Stripper"-like pose.

JOEY POWERS (RCA Victor 8119) (B+) "ME, MYSELF AND I" (2:26) [Vanno ASCAP—Vance] Byron Vocalist Powers does a fine job as he reads a solid plaintive about a guy who, since his gal's departure for a new love, is a pretty lonely soul. Simple, but effective National style setting back-up. Could get big action.

"DON'T ENVY ME" (2:20) [Famous ASCAP—Bachrach, David] Brighter Latinish pose.

JERRY MASON (Swan 4129) (B+) "JONES STREET" (2:35) [Claridge ASCAP — Fagan, Fagan]—Jerry Mason, who has hit in every bit of drama contained in the emotional lost-love opus. He's backed by a big-sounding ork arrangement.

"SWEET ENOUGH" (2:30) [Claridge ASCAP — Lordan] Performance do good light-hearted teen touch here.

LITTLE CHERYL WILLIAMS (Kapp 500) (B+) "POCKETFUL OF MONEY" (2:10) [Mered BMI—Jackson] Young lark heads a bright rock-a- max later the potential is hard to deny, and the whole album is a ditty that takes the unemotional view that you can't live on love alone. Female chorus is an excellent touch, and makes up part of the LP.

"JIM" (2:28) [Mered BMI—Jackson] High lost-love teen-ballad drama. Tune is not the oldies.

WOODS BROTHERS (At Last 1002) (B+) "TO YOU MY LOVE" (2:30) [At Last BMI—Blek] The Woods Brothers could make some noise with this slow-paced romancer. This album is a much more exciting, soulful sound which should attract a host of followers. Eyes it.

"LOVE, LOVE, LOVE." (2:30) [At Last BMI—Richards, Bazzle] The boys turn in a fine performance on this rousing, contagious teen-oriented item.

BENNY SPELLMAN (Minti 659) (B+) "YOU GOT TO GET IT" (2:30) [Minti BMI—B, & L. Spellman, Nichols] The vet performer unleashes this tune with full-blast in this raucous, hard-driving item. Odd side has enough good stuff in it to score.

"STICKIN' WHICHA BABY" (2:38) [Minti BMI—Neville] More pretty tune itself, also recalls earlier teen-beat days.

THE DYNAMICS (Deeco 31450) (B+) "HOW SHOULD I FEEL" (2:10) [Daryl ASCAP—DeCillo, Cipollino] This boy's group's leader and fellow warmers give the teens an inviting, old-styled rock-ballad. A fine piece of work.

"SIMPLE AS IT SEEMS" (2:04) [Mered BMI—Galhardo, Vale] More first-rate blues-backers. This side's a popish, chorus-backed teen-angled item.

ADA RAY (Zell's 235) (B+) "I NO LONGER BELIEVE IN MIRACLES" (2:19) [Zell's BMI—Sander] An unusual plaintive blues affair from the songwriter. There's a section in which the gal breaks-down and is consoled by another girl, enabling her to continue her wail. Striking, mostly blues-market entry. Label is located in the Bronx, N. Y.

"GIVE OUR LOVE A CHANCE" (2:17) [Zell's BMI—Sander] Busy upbeat blues stuff.

CURTIS & THE CREEPERS (Buss 2029) (B+) "THE THING (Part 1)" (2:20) [Donela BMI—Williams] Work on the new chart song, and the years-back Phil Harris hit—carries effective blues comments and a interesting vocal interjections. Solid wild-one from the Audio Fidelity-handled disk.

"THE THING (Part 2)" (1:57) [Donela BMI—Will- liams] Kids will welcome more of the same.
BIG AIR-PLAY
BIG SALES

BIG NOISE FROM WINNETKA

by COZY COLE

Coral Records
“WALK RIGHT IN” (2:32) [Ryerson BMI—Darling Swanoe]  
“COOL WATER” (2:50) [American, Valley BMI—Nolan]  

Check the charts in the coming weeks for an appearance by the Roofsea Singers (with Erik Darling of “Weavers” fame). The folk-pop artists come up with a tantalizing thumper, tagged “Walk Right In,” on a deck that could give the label’s big single item, ear-arresting guitar-led instrumentation rounds out the side. Backing’s a smooth toe-tappin’ revival of “Cool Water.”

“SETTLE DOWN” (2:26) [Essex ASCAP—Settle]  
“BRANDY WINE BLUES” (2:26) [Melody Trails BMI—Williams]  

MIKE SETTLE & THE SETTLERS (Folk Sing 1002)  

Chances are Mike Settle & the Settlers’ll soon join the ranks of the pop-folk hit as a result of this London-distributed Folk Sing session; Side’s an exciting, fast moving affair, tagged “Settle Down (Goin’ Down That Highway),” that looks like chart-toppin’ off the way. The fetching “Brandy Wine Blues” is treated to an appealing easy-goin’ reading on the flip. Both ends are in the crew’s “Sing Halliebugs” LP.

GEORGE ALLISON SINGERS  
(Capitol 4930)  

“JENNY ANGEL” (2:17) [Music Productions ASCAP—Shanklin] Fine good-music song team, composed of the male and female singers, offers a fine ballad blend on a very appealing affectation. Warblers are backed by an attractive, bashy, ork backdrop. Date could come up with big radio/station time.

“IVAN, GO HOME” (2:32) [Music Productions ASCAP—Shanklin] Pretty Russian-flavored tune is a vehicle for lyrics of a symbolic nature (Ivan, Go Home from Cuba and other satellite countries).

CHRIS BARBER (London 9591)  

“VALLEY OF ROSES” (2:23) [Metroplex BMI—Yorke] Barber’s trombone smooth offers a very attractive melody. Remembered hit of his “Petite Fleur” hit some years ago, the European artist could be getting around in the U.S. again with this lovely sound.

THE LONELINESS OF THE LONG DISTANCE RUNNER (2:10) [Miller—Par-Addison] Another pretty stand, this time oven-fame from the Fairlanes’ British flick that’s been re-titled “Rebel Without A Cause” (not to be confused with the 1961-back-pick, “Rebel Without A Cause.”

STEVE ROSS (ABC-Paramount 10381)  

“GINNY LEEL” (2:11) [Hill & Range BMI—Byers] This solid-sounding, bright rock stand contains the theme the guest writer writes a hit song about his love, and the guy who makes the click deck takes the call back from him. Singer Ross can score with this take.

“THE SANTA” (2:27) [White Castle BMI—Diamond]  
“GREAT BIG WORLD” (2:12) [White Castle BMI—Maligmat, Jr.]  

THE ROCKY FELLAS (Scepter 1245)  

The Scepter outfit can have one of this year’s big seasonal entries in this charmer that rocks the rocky Fella, Side, tagged “Santa, Santa,” sports a con-ga type of beat, especially by the boy lead on a calypso-like ear-pleaser. Watch it! Underhill’s a fetching, Latin-teen beat opus titled “Great Big World.”

**BABY SITTIN’ SANTA** (2:42) [Herb Reis BMI—Parker]  
**KISSIN’ DOLL** (2:05)  
[Iris-Trojan, Herb Reis BMI—Richards, Grassi]  

BARRY RICHARDS (Epic 9564)  

The kid sounds like he’s becomin’ a tunesmith. Johnny Parker’s son, who was heard gurglein’ away on the white-back Bux Silfford smash, “Baby Sittin’ Boggie.” This one has Barry Richards featured on a delectable Christmas re-release tagged as “Baby Sitting.” Bright rock support from the Tony Piano crew. Backing’s a colorful teen beat thumper.

**CHRISTMAS RE-RELEASE**  
“ROCKIN’ AROUND THE CHRISTMAS TREE” (2:42) [St. Nichols ASCAP—Mark]  
BRENDA LEE (Decca 30776)  

“JINGLE BELL ROCK” (2:12) [Cornell ASCAP—Beal, Booth]  

**WHITE CHRISTMAS** (Irving Berlin)  
BING CROSBY (Decca 23778)  

“DEAR GESU BAMBINO” (2:20) [Southern ASCAP—Shaffer, Cummins, Cartagci, Sklar]  
CHRISTIAN MORANDI (Decca 31341)  

“HOME FOR THE HOLIDAYS” (2:50) [Rometon ASCAP—Stillman, Allen]  
PERRY COMO (RCA Victor SP-119)  

LOU JORDAN (Josie 903)  

“YOU MADE A FOOL OUT OF ME” (2:10) [Bennell-Starfire BMI—Hoffman, Bell] Lots of teen-market polish has been put into this, good-sounding, lively romp that’s been very well backed by the warbler and the BERT Keyes-directed ork-chorus support. Side deserves exposure to the young set.

“JUST TO LOOK AT YOU” (2:18) [Trinity BMI—Barry, Schuster] More interesting upbeat doings for the teen trade.

KATHY KIRBY (London 9572)  

“(He’s a) BIG MAN” (2:20) [Foster BMI—Mayfield] After a warm verse opener, lark and that big-sounding ork backing offer that “He’s a Big Man”-style based in Tyler, entry. Can get attention! Watch it!

“SLOWLY” (2:18) [Roosevelt BMI—Backwell] This bouncy item is somewhat on the smart side.

JAN BRADLEY (Factor 1044)  

“MAMA DIED LIE” (2:10) [Custom BMI—Mayfield] Blues-oriented vocal less heads an infectious showing for the teen (9631), re-lying a very catchy opus about a youngster who gets (and makes use of) good advice from a bond lady. Could be a click item for the Chicago-based waxy.

(JANLOVERS ME” (2:08) [Jando BMI—Tally] Less effec- tive bounce-beat blues.

TROY SHONDELL (Everest 2018)  

“I’VE GOT A WOMAN” (2:39) [Progressive BMI—Charles] Ray Charles’ blues standard is effectively read for teen in this busy rock outing by the song- writer and his combo-chorus backing. Good top display.

“NO FOOL LIKE AN OLD FOOL” (2:00) [Fincus BMI—Shelton] A guy can’t keep away from a gal she should keep away from in this well-drawn positive from the performer.

TONY DOUGLAS (Custom 102)  


“GABBY ABBY” (2:40) [Ty- ler BMI—Douglas, Jennings] A fun date with a rock-a-billy ap- proach.

BILL PURSELL (Columbia 42819)  

“OUR WINTER LOVE” (2:22) [Cramart BMI—Go- well] Pursell, who has played at many a disk date as a sax man, gets a spotlight in a very inviting ork reading of a highly attractive, sentimental ballad. A strong-good mood stand that could come through if it gets enough exposure.

“A WOUND TIME CAN’T ERASE” (2:04) [Buna BMI—Johnson] This is a bright, almost ghost-sounding track.
REPEAT PERFORMANCE....
BY THE NATION'S HOTTEST LABEL!!
MONEY MAKERS GALORE

#34 ON CASH BOX COUNTRY TOP 50
NOW GOING POP!

"HELLO TROUBLE"
by
ORVILLE COUCH
Vee Jay #470

"I HOPE, I THINK, I WISH"
by
WADE FLEMONS
Vee Jay #471

"LET'S GET TOGETHER"
by
JIMMY REED
Vee Jay #473

HOT NEW RELEASES!

"NOWHERE TO GO BUT UP"
by
STUART FOSTER
MOHAWK #133

"YOU DOUBTED ME"
by
GARY STITES
MR. PEEKE #122

"IN AN INSTANT"
by
HAROLD DORMAN
SANTO #9005

"MOVE & GROOVE"
by
GIL HAMILTON
Vee Jay #479

"ELEVATOR OPERATOR"
by
THE SHEPPARDS
ABNER #7006

CASH BOX SURE SHOT
CB TOP 100 AT #65

"YOU THREW A LUCKY PUNCH"
by
GENE CHANDLER
(DUKE OF EARL)
Vee Jay #468

SMASH HIT SUCCESSOR TO "I REMEMBER YOU!"

"LOVESICK BLUES"
by
FRANK IFIELD
Current No. 1 HIT in England!
Vee Jay #477

CASH BOX PICK OF THE WEEK

"THEME FROM TARAS BULBA"
by
JERRY BUTLER
Vee Jay #475

Jerry On All National Charts
With "YOU CAN RUN"

Powerful Follow-up To "VENUS IN BLUE JEANS"

"DARKEST STREET IN TOWN"
b/w "DREAMS OF A FOOL"
by
JIMMY CLANTON
ACE #8005
SEAN THOMAS (Camreo 220)
(B+)) "I JUST DON'T LOVE YOU ANYMORE" (2:41) [Check-Colt BM—Edwards, Gates] Fella's calling it quits with his chick in this bright display of a gospel-flavored number.

MARCY JOY (Swan 4128)
(B+) "HOW SOFTLY A HEART BREAKS" (2:30) [Check-Colt BM—Edwards] is very well by an inviting tale of a displaced lady who finds the heart-beat falling that shows lots need of airtime to make the grade.

(B+) "NIGHT" (2:40) [Conley ASCAP—Slay, Crewe] Backing for another picturesque performance is somewhat brighter on this end.

LINDA MANNING (Gaylord 6425)
(B) "JOHNNY KISS & TELL" (2:35) [Central BMI—Howard] Tuneful teen romantic by Harlan Howard receives a catchy, light-beat rock-a-billy reading from the thrash and guttural vocals of the group. Appears to be the new affable of Pumper Music, impressive.

(B) "THANKS A LOT FOR EVERYTHING" (2:43) [Pumper BMI—Gilfoye] Long-playing stand by the songstress.

THE LEXON SISTERS (Dot 10429)
(B+) "BELIEVE IN THE PROMISED LAND" (2:36) [Paras ASCAP—Secunda, Jacobs, Cahin, Chaplin] Lead member of the Law-Whitney team carries the LaVernia item. His pipe playing has the oldie's verse, which is followed by a busy rock-a-billy reading of the refrain. Generally interesting rock-field view of the number.

(B) "ROSE ROSE" (2:38) [Frank ASCAP—Wilson] Has the charm of the barbershop quartet ditty from "Music Man."

JOHN CONTE (Chattahoochee 723)
(B) "THE GIFT" (Recado-Bossa-nova) (2:01) [Paris ASCAP—Antonio, Ferreira, Webster] "The melodic Bossa Nova instrumental," Recado, now a part on English lists, is more by the LaVernia item. The act-stor against a bright full ork Bossa (2:00) does it, a place of many from the non-vocal outings available.

"PROMISED LAND" (2:13) [Stone ASCAP—Ihersenberg, Glaser] An "Exodus" type entry.

EARL SINKS (Capitol 4885)
(B) "A LITTLE BIT OF HEAVEN" (2:17) [Cedarwood BM—Westbury, McCoy] Sinks does a fine job with this one and he deftly handles this lovey up-tempo find. He's accompanied by an attractive sound. Sure-handed session for the kids in this one.

(B) "BE GOOD" (2:38) [Acuff—Rose BM—Sinks, Ackerman] A well-done, over-dubbed side in which a guy tells his about-to-be-chick to be good while her's away.

KING & THE SHARPETTES (Aloe 503)
(B+) "ROSE HILL BM—Ellen" Blues singer King & his lark team come together for an atmospheric sound of the strong blues. The song could develop into something.

(B+) "DO YOU STAND TODAY" (2:19) [Rose City BMI—Johnson] Busy upbeat bluer.

ETTA JONES (Prestige 223)
(B+) "YOU LOVE ME BABY" (2:48) [—Cook] Label has cut a fine after-hours cut from the vibrant voice of Etta. The number gives you a sax and guitar get featured billing. Label is Hampton's new York out.

(B) "BOSSA NOVA YORK" (2:45) [11th Ave. Theat. ASCAP—Madrid, Paul] Carmen Costa is the thrush on this BM date.

BUSTER BROWN (Fire 516)
(B+) "GONNA LOVE MY BABY" (3:00) [Fast & Olivia BM—Brown] Buster Brown could have cut a fast-nose-slow ditty on his hands with this slow-paced, raunchy low-down splatt that the waltz-dance delivery coupled with some smart material give the side an excellent chance.

(B+) "RAISE A RUCKUS TO NIGHT" (2:43) [Fast & Olivia BM—Brown, Robinson] This time out Brown covers up with a rousing, danceable, hand-clappin' affair.

TONY ST. THOMAS (Mercury 70322)
(B) "LITTLE DAVID" (2:50) [Atkins ASCAP—Harpest] The Virgin Islands folk artist bows on Mercury with an interesting up-tempo number that's always the same kind of tunes. His narrative delivery coupled with some smart material give the side an excellent chance.

(B+) "HOW KLUNK" (2:00) [Leeds ASCAP—Baird, Harris] This happy item is a creepy sort of affair. Artist has a Harry Belafonte-type delivery.

AHMAD JAMAL (Argro 5429)
(B+) "TWO DIFFERENT WORLDS" (2:50) [Princess ASCAP—Freeman, Butler] B&F offers a top-flight reading of this one. Ahmad Jamal's cathartic approach should help the side do well with os and publishers. "Tuba" is taken by the pianist's Jamal At The Blackhawk LP.

(B+) "NIGHT MIST BLUES" (3:00) [Jamal Enterprises BMI—Jamal] This one's a funky, slow-paced Jamal original also culled from his album.

KENNY CAIN (Hi 2000)
(B) "PRACTICE MAKES PERFECT" (2:20) [Hall, Miller, Porter] A contagious blues-flavored outing by the vocalist and his ensemble. The theme of the ditty is that the rule of prac- tice is the parent of success. This rule should be applied to the art of romance.

(B) "WORDS CAN NEVER SAY" (2:07) [Joc BMI—Porter] Speedy blues stuff.

CHRISTMAS

THE MARK SCOTT TEENS (Challenge 9177)
(B-) "CHRISTMAS" (2:23) [Ateny & Western ASCAP—Hafner] Youthful chorus amply rendering the festivities with a grace of time and Holiday Season. Organ-led backing is injected towards the teen-market. Might work on something.


ROGER CHRISTIAN (Rendezvous 195)
(B-) "RARE MARY CHRISTMAS" (2:50) [Alamo & Gar- max, BMI—Mize] Against a brisk Nashville-type combo-back drop, the performer offers a rhyming narrative about a crippled orphan, braved the hills to get his X-mas present on Christ- mas Day, who is adopted on that same Holiday. May win over many seasonal kids.

(B+) "THE MEANING OF MERRY CHRISTMAS" (2:50) [Alamo & Garman, BMI—Me, Nickles, Ricepelle] Similar backing for another Xmas narrative in which each letter in the word "Christmas" is defined.

THE CHANTS (U.W.R 4243)
(B) "ROCKIN SANTA" (2:14) [Twin Tone BMI—Benson, Edwards] Bright Yuletide-theme attack on the bluesy-styled song crew. Label is located in Brooklyn, N.Y.

(B+) "RESPECTABLE" (2:35) [Jec ASCAP—Jec, Isley, Isley] Isley's This non-Xmas entry has a ditty that sounds like the recent Joey Dee hit, "What Kind Of Love Is This."

JIM MILLS (Windy City)
(B) "WHAT IS NEW YEAR"? (2:43) [Barister ASCAP — Mills, Warren, Scott] Against an or- gan-to-sax backing, this item is a sentimental narrative about the New Year and how it can be lived through in a worthwhile way. Label is based in Chicago.

(B+) "WHAT IS CHRISTMAS"? (2:43) [ASCAP—Mills, War- ren, Scott] Similar issue for Xmas Day. Some Holiday Carols are sung.

CHARLES KING (King 5731)
(B+) "WRAP YOURSELF IN A CHRISTMAS PACKAGE" (2:10) [BMI—Baggett, Hill] The velvet performer offers a charming Yuletide cut tied-in with a romantic angle. A small combo swings nicely. Brown has a big season- al item. "I'm Coming Home For Christmas," some time ago.

B+) "CHRISTMAS QUESTIONS" (2:23) [Mat-Kay BMI—Linnis] For the kids, an engaging stand by the artist.

HANK BALLARD (King 5729)
(B+) "SANTA CLAUS IS COM- ING" (2:50) [Ha-Leo BMI— Ballard] The blues artist's Yuletide offering for this year is a happy shuffle-butt beat affair on an original ditty by the daddy of the twang (tweet is not to be confused with the oldie, "Santa Claus Is Coming To Town"). Songster is backed with a bright sound by his Midightiners.

(B+) "CHRISTMAS TIME FOR EVERYONE BUT ME" (2:56) [Ha-Leo BMI—one] A touching blues ballad with the artist.

THE COUNTRYMEN (LaBele 778)
(B) "THE VIRGIN MARY" (2:50) [Salem] Lovely folk-type Holiday number is sung with sensitivity by the folk seven. Sisterhood for more serious Yuletide programming.

(B+) "INDIAN CHRISTMAS" (2:27) [Moontunes ASCAP] Another attractive folkish Xmas sound from the crew.

PATRICIA MAY (Parkway 858)
(B+) "WHAT CHRISTMAS MEANS TO ME" (2:34) [Al- lied ASCAP—Stuart, Lochken] Lark nicely handles a pretty pop Xmas tune with the backing boss having a pleasing light-beat quality.

(B+) "ANGEL OF LOVE" (1:45) [Salem] Great sentimental waltter featuring a mixed chorus.

THE CONFORTI SISTERS/ DONNA CONFORTI (Gleno 125)
(C+) "ROCK IN ROLY POLY" [SANTA CLAUS] (2:02) [Auburn ASCAP—Vann, Evans, Frederick] Young lark team goes after the kiddie market with this appealing novelty. Label is based in N.Y.

(C+) "MERRY CHRISTMAS SAN- DRA" [Sandra Daudle ASCAP—McNamara, Frederick] Team member Donna Conforti gets top-billing in another amiable Holiday ditty.

HERB DODSON (Stacy 964)
(B) "A DISK JOCKEY'S CHRISTMAS EVE" (2:58) [Gayla ASCAP—Van Steen, Dolan] In this adaptation of "The Night Before Christmas" a disk-jockey learns from Santa himself that he's doing something worthwhile by working Xmas in his own Holiday songs.

(B) "WHAT IS A DISK JOCK- EY"? (2:58) [Gayla ASCAP— Van Steen, Dolan] A sympathetic view of the deejay.

JOE BASHAM (Jen 1101)
(C) "THIECKS CHRIST- MAS CAROL" (2:20) [Alyce BMI—Van Steen, Dolan] B&F offers a Xmas for its first ent- try. Legit singer teams up with Charles Dickens on Charles Dickens "A Christmas Carol."

(C) "SANTA'S SOUTHERN VIST- TOP BILLING" (2:18) [Alyce BMI— Conforti] This end is directed at the moppets.

Cash Box—December 8, 1962
Once Again,
HOW MANY TIMES DO WE HAVE TO TELL YOU THE BIG ONES COME FROM SCEPTER
'Specially For Christmas

LISTEN.....AND YOU’LL FLIP!

THE ROCKY FELLERS
SCEPTER
THE ROCKY FELLERS
SCEPTER
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THE ROCKY FELLERS

"SANTA SANTA"

SCEPTER 1245

SCEPTER RECORDS - 1650 BROADWAY, NEW YORK, N. Y.

Cash Box—December 8, 1962
Once again KDKA-Pittsburgh is asking for pennies. Cash Box is confident that its listeners will respond with thousands of dollars. Jack Williams, program manager of the station, said the "Penny-A-Month" campaign for Children's Hospital will be even bigger until Christmas. As part of the Pittsburgh Press Old Newsboys campaign for the hospital, the KDKA idea brought in more than $16,380 last holiday season. This will be the fifth year in which the station has asked for contributions of a penny a month from the listeners, which amounts to $1.20. An early event of the year was the benefit Good Skate Hop which was sponsored by KDKA and the Press Boys, and Girls' Club. Other outside activities, interviews with patients and hospital officials, concerts from the hospital and additional features are planned.

News Grows: In the last two weeks KPZP-Part Worth has taken giant steps to insure faster news coverage. The city news force has been expanded to eight active men and another two-way equipped land unit has been added. And now the outlet has gone airborne and is the first Texas station to successfully use a light helicopter. In addition, a three-place Bell chopper KPZP has been purchased as a tri-pacer and a twin engine Piper Apache to their news department.

In conjunction with WWDC-Washington's celebration of morning personality Art Brown's annual "30th" birthday, Brown is conducting a Mr. No Name contest. Mr. No Name is the great predictor of a male canary, now perched in a local pet shop, who is a canary is a brother of Brown's prize-winning singer. Specks, featured every morning on WWDC. The winning name will be announced shortly after the station's birthday party for Brown on Dec. 17th. KJJ-Hollywood's Lucky Pierre Gourneau recently helped in a merchandise promotional stunt for the station, when he appeared as a clerk in the New York market. Idea was to identify him with various prizes. The manager of the market was so pleased with Pierre's work that he offered the deejay a checker's job. . . . KELI personality Walter O'Keefe has started a new weekday evening 14 to 16 program tagged "The Walter O'Keefe Almanac," in which he will interview leading Hollywood celebrities and play outstanding music from certain eras.

The 40th year of consecutive broadcast on WIP-Philadelphia was recently commemorated by the Church of the Holy Trinity during one of the Church's regular service broadcasts from their Rittenhouse Square location in the Quaker City. The Church broadcasts on WIP are the only consecutive religious broadcasts in the world, i.e., Harry Glasscoek, vpep and general manager of WIP, was named as one of six judges to select winners in the third annual golden Quill Journalism awards competition. The six selected from the communications field were: mayor of the metropolis area of Washington, Pennsylvania will be announced Dec. at the annual Golden Quill Dinner in Pittsburgh.

A wonderful Christmas idea is being featured on KALL-Salt Lake City's Will Lucas show. The station is offering hippopotamus steaks exclusively to his audience as a solution to buying something for that special person who has everything. The African nation of Uganda is offering hippo meat as an export to bolster the economy and Lucas (a citizen-of-the-year) is answering the calls. He contacted the Uganda delegate to the United Nations and received a warm reply.

Sorry, but one of our scribes goofed. Greg Mason is not a deejay for WMBX. Chad Rambod of balloon and parachute sports, recently was granted his free balloon pilot license by the Federal Aeronautics Administration. Oliver made his first balloon trip during the recent KNUZ-promo held in conjunction with Houston's International Trade and Travel Fair at the Houston Astrodome. The station made arrangements with a local shop to have a large balloon be launched from a local shopping center's parking lot. High winds prevented this launching. TV show "Squizzy," moved to a site near the Astrodome where the spectators watched it rise into the air.

At the annual fall meeting of the Maryland-D.C. Broadcasters' Association held recently at the Baltimore Country Club, Joseph W. Goodfellow (WRC-AM-FM-TV-Washington) was installed as president. Thomas S. Carr (WBAL-AM-FM-Baltimore) was elected vice president and Morris H. Blum (WANN-Annapolis) was given the green light as secretary-treasurer.

Jim Runyon, host of KYY-Cleveland's "Runyon Room," Sunday through Friday recently made his local TV debut on KYY-TV's "Juke Box." The premiere show spotlighted Sonny Stitt and Eddie "Lockjaw" Davis.

In an unprecedented move in Bay Area television history, KPIX-San Francisco recently initiated a full-hour in-depth news report, "The Big News." In addition to being the first hour-long news report in the Bay Area, the new program has the distinction of being the only early news report to be seen six days a week, Monday through Saturday.

KDWG-Minneapolis recently conducted the longest dance in the history of the Twin City metropolitan area. The affair began on a Friday at 10 o'clock in the morning and ran until 11 PM that night. All the net proceeds of the dance went to persons suffering from cerebral palsy. Led by four big bands playing music from all eras, the event went like clockwork. A 13 hour stunt, the outlet's deejays presented, in person, top name personalities from the entertainment world.

VITAL STATISTICS:
Bill Goff named operations director of KVI-Seattle. . . . Red Jones exits his program director chair on WQXL-Atlanta to take over similar duties on WDGY-Minneapolis.

If Ben Colder, who currently has the #80 spot on this week's Top 100 with "Don't Go Near The Eskimo," looks familiar it's because he is really Sheb Wooley. The artist was born on April 10, 1921 in Erick, Oklahoma and spent the early years on his father's farm.

He was always interested in music and began playing guitar at the age of three. As a young man he another accompanied himself with his singing of country tunes at clubs and rodeos in around Texas and Oklahoma. In 1946 Sheb formed his own band and toured the Southwest. He was the star of his own radio show for three years. In 1948 he signed a contract with MGM Records, singing his own compositions.

In 1953 Sheb went to California for a screen test. He subsequently made a number of movies including a featured role in "High Noon" and Terri-wick in "Rawhide." The versatile performer then branched into writing pop tunes. "Are You Satisfied," which he recorded himself, became a hit and quickly gave him a pop rep. Then followed his famous "The Purple People Eater" smash.

Flatt & Scruggs

Having never swayed from their traditional style, Lester Flatt and Earl Scruggs are two of the best known exponents of bluegrass music in the entire country field. The Columbia recording stars are currently riding the Top 100 with "Ballad Of Jed Clampett," which is the main theme of the new hit TV series, "The Beverly Hillbillies." The boys have never drifted towards a "pop" sound as so many other country musicians have. Their group consists of Scruggs on the five-string banjo (playing the three-finger style he virtually invented) and Flatt on guitar, and a fiddle, a mandolin, a bass and a second guitar. Their most distinctive sound comes from the fact that none of their instruments are electrified. The boys often add wild, soaring vocals of old folk songs, usually dealing with unhappy love.
It's everywhere! everywhere! everywhere!... this year's Christmas Hit!

"SANTA CLAUS IS WATCHING YOU"

Ray Stevens
72058

Load in now!
Only 18 shopping days left!

America's First Family of Fine Recordings
Johnny Marks’ Christmas Pin-Up Sheet

A SMASH AGAIN!

BRENDA LEE

sings

ROCKIN’ AROUND THE CHRISTMAS TREE

(Decca Records)

RUDOLPH THE RED-NOSED REINDEER

15 New Releases 35,000,000 Record Seller

I HEARD THE BELLS ON CHRISTMAS DAY


Joyeux Noel, Buon Natale, Feliz Navidad

A MERRY, MERRY CHRISTMAS

Sammy Kaye (Decca) Art Mooney (MGM) J. Johnson (Prom)

THE NIGHT BEFORE CHRISTMAS SONG

Rosemary Clooney and Gene Autry (Columbia) Ames Bros. (Victor) Pete King Chorale (Kapp) Giselle MacKenzie (RCA Victor) Eileen Barton (Coral) Spike Jones (Verve) Russ Morgan (Decca) Jon Arthur (Decca) Mitch Miller (Golden) Johnny Kaye (Prom) etc.

WHEN SANTA CLAUS GETS YOUR LETTER

Gene Autry (Columbia Hall of Fame) Capt. Kangaroo (Golden) Tex Johnson (Prom) etc.

ST. NICHOLAS MUSIC, INC.
1619 Broadway, N. Y. 19, N. Y.
Bert Huber, Lucky Wilper, Ed Penney, Mike Conner, Herb Shucker, Phil Miller, Doc Burger, Marvin Drager (PR)

ALBUM PLANS

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

ATLANTIC, ATCO & STAX

All new releases and catalog are being sold to dealers at $2.15 for a $2.98 list record; $2.43 for a $4.98 record; and $3.15 for a $6.98 list (this is comparable to a 15% discount).

CADENCE

“2nd Fall Program”: Distribute get entire catalog and 4 new LP’s under a 4-free-for-25-purchase-of-the-same-10. Expires: Dec. 15.

CAMAY

Two albums, “The Crew Cuts,” and “Country & Western Bananas,” offered on a buy-10-get-1-free basis. No termination date announced.

CAPITOL

15% discount on Capitol and Angel LP’s released from Oct. 1 to Dec. 31.

COLPIX

“Holiday Catalogue” — On 13 of the label’s holiday LP’s, distribute 2 free for every 10 purchased. Expires: Dec. 31.

EPIC

“Christmas Bonus Program” — 15% discount to distributors on 7 new LP’s, 18 previously released albums and 5 new tapes. Expires: Dec. 10.

FIRE/FURY

All labels marketed by the firm are available on a buy-5-get-1-free basis. No expiration date has been set.

HORIZON

15 free LP’s with the purchase of 10. Offer covers 10 LP’s released in Aug. & Sept. No termination date.

LIBERTY


Capitol Xmas Sales Program: 15% discount on all Capitol LP’s & EP’s. 100% exchange privilege. Payment authorized: ½ Dec. 15, ½ Jan. 15. No termination date announced; 15% discount on regular and Premio LP’s. 100% exchange privilege with merchandise exchangeable anytime after April 7, 1963. Payments are skedded for ½ Feb. 15, ½ March 15. Expires: Nov. 30.

NASHBORO

Buy-7-get-1-free on entire catalog including new LP’s. 100% exchangeable. No expiration date has been set.

PHILIPS

15 free albums with the purchase of 100. No termination date announced.

PRESTIGE

15% discount on LP’s by Miles Davis, Gene Ammons, Shirley Scott, Eddie “Lockjaw” Davis and John Coltrane. Expires: Dec. 31.

REQUEST

LP catalog available on a buy-10-get-2-free basis. Described as a limited-time offer.

SONODOR

A buy-5-get-1-free offer on four LP’s by the Orchestra Del Oro. Described as a limited-time-only deal.

STARDAY

“Christmas Stocking Plan” — 1 free LP for every 5 purchased. No termination date announced.

Cash Box Meets Vi Velasco

NEW YORK—Colpix Records recently gave a cocktail party for lark Vi Velasco in their executive offices in Gotham. On hand to meet the artist were several members of the Cash Box staff. Shown (left to right) from the magazine are Larry Kristel, Bob Ettinger, Dick Zimmerman, Bob Austin, Vi Velasco, Alvin Epstein and Bernice Massey from the cast of “No Strings.” Ira Howard, Irv Litchman and Mike Martucci. Kneeling in the foreground is Marty Ostrow.

Cash Box—December 8, 1962
A GREAT CHRISTMAS SINGLE
THE BELL THAT COULDN'T JINGLE

PAUL EVANS

KAPP-499

ROSEWOOD MUSIC CORPORATION KAPP RECORDS, INC.
NEW YORK:

Canadian-American's newly appointed promo mgr Mike Gruber is back from an extended tour of the east and mid-west with glowing reports. Dick Biskin's "Engel's Mirror, On The Wall" (Sabina) and Carl, "The教父" (Poli), both Mike and topper Bernie Lawrence head out on the road this week in behalf of Sante & Johnny's "Around The World" LP and their personal singles, "Tamas Ambassador's Bells". "Laurie Record's Eddie Mathews telegrams that both the Bobby Goldlin's waxing of "Milly" and the Cathy Carr slice, "Sailor Boy," are starting in a big way.

Likewise for the Ikettes' Atlantic debut, "I Had A Dream The Other Night"-according to label exec Bob Kornheiser. "Nice to see Steve Topley of the L.A.-based Infinity label who was in town to preview the Jimmy Armstead (formerly of the Ikettes) croon, "Looking For A Lover Boy" and to tell us about the sales excitement on the Penny Ray "Shame, Shame, Shame" session. "Buzzin' from Philly, where he might possibly stay, was Tamla/Motown/Gordy's national rep Connie Hechter, who's flipping over the big new decks by the Marvelettes, the Miracles, Mary Wells and the Contours. Also on the long-distance circuit was Era's Herb Newman with the LP of Ruth Brown's "Little Tin Soldier," Chris Montez' "Some Kinda Fun" (Monogram) and "Yes, I Love You" (Gremark).

Jack Pine, Amy/Mala's VP is in charge of promotion sales, alerts us to the upcoming "The Red Riding Hood And The Wolf" (Mala), the Varlo's "The Wash" and Jerry Lewis' "The Man Made Me Do It" (Amy). Herb Kersak, of Vanguard Records announces the signing of the Rooftop Singers and the release of their first single, "Walk Right In"-with an un-credited LP release to us London's Paul Robinson's expecting two movies, Cathy Kirby's "He's A Big Man" and Tony Raymond's "The Infant King" to follow the Tornadoes' "Tornado" with L.B. Nesmith's ex-exec VP, Ira L. Moss, due back from Europe next week-where he's been setting up deals for the firm's Peter Pan, Diplomat, Guest Star and Hear and Now Clear Channel.

Frank Waxman, composer of the "Tara Bulba" score, flew to England last week, and will be there until the New Year, where he will work with producer Ira Rante & Teicher, currently clicking with the pic's theme, will complete their current tour Dec. 3, return for new wax sessions and then start a new project. Producer Alan Douglas, flies to Paris Dec. 4, where he's recording European artists for the label.

Frank Hacksinon postcards that he's having an extremely enjoyable several weeks on the Laddies' "I'll Kiss Your Tear Away" (making Motown's Bob Boyer happy) and the new Dickie Lee chart lead, "I Saw Linda Yesterdays" (Mare Records). "Outlaw" Dean's name was left out of an Atlantic item. "There it is!... "T.J." Johnson, "forms a hit..." of Chicago, house of the Erminne, Witch and Cortland labels. Among the roster are "Boy, What I'd Give For You" by Johnny Cooper (Erminne) and "Everybody's Got A Lover But Me" by Richard Berry and produced by Gary Paxton whose hit credits include Del Shannon's "Runaway," Bobby Vee's "One Hundred Dollars," and the outlaw's other several other artists involved in the deal. Included in Big Town's list of goodies are "Lovin' sick Blues" by Frank Held, "Santa Claus Is Coming To Town," "Rockin' Around The Christmas Tree," and "It's Beginning To Look A Lot Like Christmas". None wonder Kent Beacham's in a jolly mood over the Flicker themes these days. "Murphy On The Bounty" by Roger Williams (Kapp) "The Ballad Of Billy Buddy" by Nick Woods (Jody) have been making tremendous strides in this area, securing or Kevin esters. A note from Conrad Maitland of Athon Music pubbery in Naperville, Ill. announcing the formation of Athon Records, and the release of initial sides "I'm Lonesome b/w "The Game Of Hearts" waxed by the Braden Irises..." Garth's "Maiden "is set all for a healthy sales run with "The Beat Goes On." "Welcome Home" by Frankie Avalon and the latest Barry Mann offering "Teenage Hair"-deco's Shim Weiner is quick to advise that the labels' buying fullscale national activity on Casey Cole's "Big Noise From Winnetka and Bob Beckham's "Building Memories," adding that LP's "Bleeding Along With Lou Reed," "The Beatles," and "Fairy Tales" by Guy Warren are beginning to move locally... Promo men-in-motion: Irrio (RCA Dist.), plugging "In This Very Same Room" by George Hamilton IV and "Don't Envoy Me" by Joey Powers. Dick Gassen (Columbia), carting the new "Misty" (Eleven Million Bicycles) by Wendy Bulkin. Bill McCloud (Summit Dist.), hoping for repeat sales performances with "Strangers" by Buddy Greco (Epic) and "Big Box" by Peter Paul & Mary (WB). Pete Wright, working on the release of "The Voice Of America" (Capitol) "I'm Eisenhower's Coloring Book" (RCA-Victor) and "Sailor Boy" by Maxine Starr (New Hits).

Columbia's r&b promo man Charles Deveres, has found a big local breakthrough on Aretha Franklin's "Trouble In Mind" which is being handled by Bill Leener (United Record Dist.),... "Paul Winter Rooftop Singers 1960 Dina Clare"...
(Continued from page 24) comes in for another ribbing, via Liberty's new album, "Pork Songs For The Rich."... GNP's Rene Touzet "Mr. Cha Cha Cha" now giving out with the Bosna Nova at the Thunderbird Lounge in Las Vegas... The Four Saints, out with their premiere album on Warner Bros. Records set with a full booking schedule in the mid-west through January... Singer-actress De De Linds has signed a seven year recording contract with Del-Fi Records. Prexy Bob Keene is selecting material and planning a big promotional campaign to launch her first single.

Jimmy McHugh sending a seven page booklet containing the latest recordings of his songs to the nation's disk jockeys... Everet subsidiary, Terri-Ann records releasing new comic disc of "Shlyly Out Of Tune" by The Sour Tones... The Mark Scott Teens, a chorus of youngsters out with a Christmas single on Challenge Records... June Foray is recording a children's album for Capitol Records... Gil Bogos, California Record Distributors reporting the new contours single, "Shake Sherry" stirring up big initial reaction... Glen Campbell's new single on Capitol, "Long Black Limousine" was arranged and conducted by Jimmie Haskell with a chorus of 17 voices.

Allan Sherman currently singing with "My Son, The Folk Singer," has signed with George B. Durgam and Ray Katz as personal managers... Initial reaction of Felix Slatkin's Liberty Records has been extremely thrilling according to discjockey's rep George Russell... Dot Records has named Hank Levine as musical arranger for The Fleetwoods' next album session. Levine has handled all disk arrangements for the group since they were signed to the label.

Bill Wenzel hosted a party for The Rumbblers in honor of their signing to a Dot recording pact via "Boy," which was originally on the local Downey label. The Rumbblers are a popular band from the Long Beach area... Skylark Records to contribute a share of the proceeds from the sale of every record of "My Bar Mitvrah Day" by Barry Martin to the Damon Runyon Cancer Fund... Kay Terry reports Leslie Uggams, one of the featured stars of the Mitch Miller TV Show, getting heavy play with her Columbia disk, "Each And Every Day."

Mike Elliot's Circa distributing network has been named to handle a new Amazon Records' album of oldies, which will include many top sellers... The Roommates single, "A Lovely Way To Spend An Evening," written by Jimmie Haskell, will soon be released on Val Mar label... The Modernaires have been signed to headline Razzle's Club, Lake Tahoe for three weeks, in early '63.

HERE AND THERE:

PHILADELPHIA—Jack O'Fay, of Raymond Rosen distributes, sends along word that the Harry Simeone Chorale wanging of "Do You Hear What I Hear" (Mercury) has busted loose in town. Jack adds that Quincy Jones was in town last week to record his "Soul Bossa Nova." Over at David Rosen distributes Joe Biala tells that with the Philly action on the Blue Notes "W-P-L-Z," Group is set for a return Canadian engagement when they open, 12/31, at the Oyster Barrel Nite Club in Quebec City. This week's best new deck, notes Heller distribs Ellis Robinson, are Bob & Earl's "Oh Baby Doll" (Tempe) and Rasa Stuard's "You're Nothing" (Legrand), Heller's new handling the Kenyon line--currently out with Ron Lee's "Why Don't Cha."

RICHMOND—The recent Cash Box review of the Virginians' "Cobix bow received a big play in the Sunday Leisure Arts section of the Richmond Times-Dispatch. The trio, Bob Brown, Rusty Grimsley and Dick McCray made their intro with "Limbo Baby," this week's big breakout is Jackie Lee's "Ruff!" (Oasis) and that Lou Monte's "Pepino" (Reprise) is headed for the #2 slot on the charts... Ed Barsky distrib gig Frank Murphy telegram that Frankie Lenee's LaRosa deck, "First Star," looks like a tremendous seller and that Connie Francis already has a hit with her MGM newbie, "I'm Gonna Be Warm This Winter."... Best new sellers with Columbia's Ted Kellem include Aretha Franklin's "Trouble In Mind," Barbra Streisand's "My Coloring Book" and Anita Bryant's "A-Sleeping At The Foot Of The Bed."... 3 Sons Record execs mighty pleased

SAN FRANCISCO—Cathy Furnish writes to tell us that Steve Bryan's "If I Had My Way"—"Lilac Tree" Norrel duo is getting the station pitch-hit action out there... Acme Sales mgr. Olen Harrison sends along word that the Tommy Smith, Jr. trio's wailing of "Soul Pias Soul" on the Orches- tra label is breaking big out west and starting to spread towards the east.

MACON, GA.—Phil Walden, who heads up the Artists & Promos firm bearing his name, letters that there're been great southern reaction to the Otis Redding, Volt LP, "These Arms Of Mine," and that artist is on an ex-
BREAKING WIDE OPEN!!!

BOBBY (THE JAM) GREGG AND HIS FRIENDS

LETS

JAM

AGAIN PARTS 1 AND 2

EPIC 9541

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<td>WEST SIDE STORY Film Trax (Columbia OS-2070)</td>
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<td>BAYBIE ELEPHANT WALK Lawrence Walk (Dot DLP 25437)</td>
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<td>JAZZ SABA Star Gatt &amp; Charlie Byrd (Verve V 8423)</td>
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<td>RHAPSODY IN RHYTHM Roy Conniff (Columbia CS 8688)</td>
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<td>MUSIC MAN Original Filmmusic (Warner Brothers WS 1459)</td>
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<td>CAROUSEL Alfred Drake &amp; Robert Peters (Command SO 843)</td>
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<td>PETER, PAUL &amp; MARY Warner Bros. (W 1449; WS 1449)</td>
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<td>WEST SIDE STORY B'way Cast (Columbia OS 2001)</td>
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<td>ANDY WARHOL Original Filmtrax (Warner Brothers WS 1459; CS 8689)</td>
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<td>THE SOUND OF MUSIC B'way Cast (Columbia KOS-2020)</td>
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<td>MODERN SOUNDS IN COUNTRY &amp; WESTERN MUSIC Vol. I II Roy Charles (ABC Paramount ABC 435; ABC 435)</td>
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<td>31</td>
<td>THAT HAPPY FEELING Bert Kaempfert (Decca DL 7405)</td>
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<td>MUSIC MAN Original Filmtrax (Warner Brothers WS 1459; CS 8689)</td>
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<td>32</td>
<td>SOMETHING SPECIAL Kingston Trio (Capitol ST 1747)</td>
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<td>JOAN BAEZ IN CONCERT Vangelis VUS 9112; VSD 2122</td>
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<td>WARM &amp; WILLING Andy Williams (Columbia CS 8679)</td>
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<td>I LEFT MY HEART IN SAN FRANCISCO Tony Bennett (Columbia CL 1819; CS 8689)</td>
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<td>34</td>
<td>BIG BAND BOSSA NOVA Sten Gate (4E 4414)</td>
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<td>RAMBLIN' ROSE Hat &quot;King&quot; Cole (Capitol ST 1793)</td>
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<td>50 GUITARS VISIT HAWAII Tommy Garrett (Liberty LSP 14023)</td>
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<td>GIRLS, GIRLS, GIRLS Elke Potsch (RCA Victor LP 2621; LSP 2627)</td>
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<td>36</td>
<td>MR. PIANO Roger Williams (Kapp KS 2390)</td>
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<td>SHERRY Four Seasons (Vee Jay LP 1052)</td>
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<td>ADVENTURES IN JAZZ Stan Kenton (Capitol ST 7196)</td>
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<td>ALLEY CAT Best Beatles (A&amp;M 33-145; SD 33-148)</td>
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<td>38</td>
<td>NEW CHRISTY MINTRELS Columbia CS 8672</td>
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<td>MODERN SOUNDS IN COUNTRY &amp; WESTERN MUSIC Original LP Mount (ABC 410; ABC 410)</td>
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<td>39</td>
<td>FOLK MATINEE Limeliters (RCA Victor LSP 2548)</td>
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<td>RAPTURE Johnny Mathis (Columbia CL 1915; CS 8715)</td>
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<td>IRVING BERLIN-CARNEGIE HALL Erich Light (Command RS 840 50)</td>
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<td>16</td>
<td>A TASTE OF HONEY Martin Denny (Liberty LSP 7237; LSP 7327)</td>
<td>16</td>
<td>41</td>
<td>SPAIN Stanley Black (London SP 4016)</td>
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<td>17</td>
<td>MOON RIVER Andy Williams (C CBS 8691)</td>
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<td>42</td>
<td>HERBIE MANN AT THE VILLAGE GATE Atlantic 1460</td>
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<td>18</td>
<td>MANY MOODS OF BELAFONTE Harry Belafonte (RCA Victor LPM 2547; LSP 2547)</td>
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<td>43</td>
<td>CARIBBEAN GUITAR Chet Atkins (RCA Victor LSP 2548)</td>
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<td>19</td>
<td>OLIVER Original B'way Cast (RCA Victor LSP 2004; LSP 2004)</td>
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<td>44</td>
<td>RAY CHARLES GREATEST HITS (ABC Paramount ABC 415; ABC 415)</td>
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<td>20</td>
<td>SOMETHING SPECIAL Kingston Trio (Capitol T 1747; ST 1747)</td>
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<td>45</td>
<td>COLORFUL PETER NERO (RCA Victor LSP 2018)</td>
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<td>21</td>
<td>STOP THE WORLD— I WANT TO GET OFF Original B'way Cast (London AM 2001; AMS 80001)</td>
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<td>46</td>
<td>BREAKFAST AT TIFFANY'S Henry Mancini (RCA Victor LSP 2548)</td>
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<td>22</td>
<td>WARM AND WILLING Andy Williams (Columbia CL 1879; CS 8679)</td>
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<td>47</td>
<td>WORKS BY CHOPIN, RACHMANNINOFF, SCHUMANN &amp; LISZT Vladimir Horowitz (Columbia KS 6371)</td>
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<td>23</td>
<td>THE TWO SIDES OF THE SMOTHERS BROTHERS Mercury MG 20687; SB 60475)</td>
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<td>48</td>
<td>RONNIE ALDRICH AND HIS TWO PIANOS (London SP 40018)</td>
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<td>24</td>
<td>HATARI! Original Filmtrax (RCA Victor LPM 2559; LSP 2559)</td>
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<td>THE FIRST FAMILY Virginia Henderson &amp; Other Artists (Columbia 25582)</td>
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<td>RAY CHARLES GREATEST HITS (ABC Paramount ABC 415; ABC 415)</td>
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<td>50</td>
<td>NO STRINGS B'way Cast (Capitol SO 1695)</td>
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"SONGS—a popular talent that has made him one of the most consistent best-sellers in the business. Best bet here are the title tune; "I Don't Wanna Be Tied," "A Boy Like Me, A Girl Like You," and his smash chart-rider, "Return To Sender."

"LIMBO PARTY"—Chubby Checker—Parkway P 7020
Chubby Checker's sizzling, power-packed delivery carries him in good stead on this rousing package of popular items re-styled for the limbo beat. The new national dance craze should gain plenty of steam with ultra-commercial teen-angled disk. The chanter unleashes his vocal talents full-blast on "Baby, Come Back," "La La Limbo" and his current runaway best-seller of "Limbo Rock." LP should reach the charts in no time flat.

"PEPINO THE ITALIAN MOUSE AND OTHER ITALIAN FUN SONGS"—Lou Monte—Reprise R 6685
Lou Monte, who is currently riding the charts with "Pepino The Italian Mouse" to the end of the year, is on the success of the single hit to tag this delightful collection of warm-hearted fun songs. In addition to his biggest the chanter comes up with top-flight renditions of "Please Mr. Columbus," "Eh Marie, Eh Marie" and "Mala Femmena." Package seems destined to pull loads of loot.

"AT THE HOP WITH THE SHERRYS"—Guy den GLP 593
The Sherrys who recently had a strong best-selling single with "Pop Pop Pie," unleash their pop rock talents full-blast on this initial LP outing. The girls have a fresh, distinctive wide-range sound as they offer top-flight renditions of "At The Hop," "Dancin' The Strand" and "Double Order Mashed Potatoes." The disk has all the necessary success ingredients to become a smash.

"THE PHOENIX SINGERS"—Warner Brothers WS4152
Here is an album of folk music by "The Phoenix Singers" that is destined to find immediate and wide acceptance. The trio, formerly with the Belafonte singers, has selected an exciting and melodic program for its first outing on Warner Brothers. Boy Thompson, Ned Wright and Arthur Williams each have an exceptional vocal talent that is effectively showcased on this disk which includes top-flight renditions of "Cotton Field Song," "The Jolly Swagman" and "Didn't It Rain." Eye this one for an early trip to chartville.

"A KNIGHT AT THE ORGAN"—Sir Julian—RCA Victor LPM 2591
Sir Julian demonstrates his dexterity at the electronic organ in this new package on Victor. The organist relies on the melodic qualities of the evergreen to come up with some swinging arrangements of such goodies as "Swingin' Down The Lane," "The Princess And The Pea" and "Lullaby Of Birdland." Since organ music is growing in importance, this fine up-tempo session by Sir Julian could enjoy more than just limited audience appeal.

"PIANO ARRANGEMENTS OF FAMOUS SPIRITUALS"—Don Shirley—Cadence CLP 3943
Don Shirley, a pianist who was classically trained, has a deep-seated feeling for jazz, and combines both talents to come up with a pop sound. On this Cadence album, the 88-key aims his keyboard artistry at a session of spirituals which have been given a classical polish. The pianist has effectively dressed them up without impairing the mood or feeling inherent within each spiritual. Included here are "Were You There," "Swing Low Sweet Charriot" and "Go Down Moses." Kudos to Shirley for excellent arrangements.

"FROM PARIS WITH LOVE"—Sacha Distel—RCA Victor LPM 2611
Although comparatively unknown in the U. S., Sacha Distel is one of the most outstanding jazz practitioners and singers in Europe. On this Victor outing Distel showcases a remarkable understanding of the American musical idiom by singing a dozen evergreens with a firm understanding of the lyrics. With a full orchestra supplied by Ray Ellis, the chanter demonstrates first-rate performances on "Let's Fall In Love," "Let's Do It" and "From This Moment On.

"THE MAGIC TOUCH OF TONY"—Tony Williams—Phillips 6841
Tony Williams, who made his mark in the biz as lead singer with The Platters, goes it alone on this program of oldies from Phillips. The pianist utilizes material that has become closely identified with other vocalists, adding his distinctive personal touch to each tune. The songster faultlessly surveys such goodies as "When Day Is Done," "You Made Me Love You" and "I'm Walkin' Behind You." Plenty of nostalgic listening here.

"ARRIVAL TIME"—Hank Jones & Dean Kay—RCA Victor LPM 2376
Hank Jones and Dean Kay have gained a wide following all over the world via their highly touted appearances on the Tennessee Ernie Ford TV show and this premiere Victor LP entry should attract a legion of fans. The duo demonstrate a fresh, distinctive style, fine voices and imaginative phrasing as they cover such songs as "Ivy Tower," "Memories Are Made Of This" and "Sentimental Journey." Album could start out in the sales department.

"SHAKESPEARE/SOUL OF AN AGE"—Sir Michael Redgrave, Sir Ralph Richardson—Ceddon TC1170
Here is a quality package of readings and narrations by two of England's foremost dramatic actors, Sir Michael Redgrave and Sir Ralph Richardson. With a very capable supporting cast, Redgrave gives many and elegant performances of the diverse roles included in this selection from the bard. Richardson's introductory remarks and commentary add perfect continuity to the performances. The package is an attractive bookend with plentiful notes. Taken from the NBC TV spec of last Friday, the set should receive plenty of action from literary buffs everywhere.

"SONGS FOR THE JOHN"—Jackie Kannon—Roulette R23187
Jackie Kannon, who made a name for himself with a book called, "Poems For The John," comes up with a like-titled entry on this for Philips. Although the laughman's humor is unsuitable for air play, there is loads of geared-for-adults hilarity to be had here. Especially funny tracks here are "I Never Kiss," "How About That," and "Let's Hear From Brother Jackie." This laughladen session is charged with sales potential.

"GOSPEL TIME"—Ruth Brown—Philips PBS 600 655
Although she has built a solid reputation in the R&B field, Ruth Brown displays an impressive versatility by offering eleven gospel standards on this her second disk for Phillips. Backed by a fine choral group and an unobtrusive instrumental group the lady's unique voice stands on her own without professional vocal merits. Top-flight tracks here include "Morning Train," "I've Got Shoes" and "Swing Low, Sweet Charlie."

"THE VERY BEST OF EYDIE AND STEVE"—Eydie Gorme and Steve Lawrence—United Artists UA26196
Eydie Gorme and Steve Lawrence, individually and collectively, have captured a host of laurels in every show biz medium and their distinctive vocal talents mark them as real "pros." Here are a dozen duets, cut during their UA affiliation, which could pull as much coin now as they did when released initially. Swingin' sides here are "Swingin' In The Rain," "Sometime My Love," "A Fine Romance," and "A Lot Of Livin'."
MOST POPULAR RECORD ARTISTS IN '62 ....

... HEADING INTO '63 AT THE TOP ......

THE 4 SEASONS

HOTTEST SELLING CHRISTMAS RECORD OF THE YEAR!

“SANTA CLAUS IS COMING TO TOWN”

by THE 4 SEASONS Vee Jay #478

SEASON’S GREETINGS TO ALL FROM THE 4 SEASONS

BIG GIRLS DON'T CRY & 11 OTHERS

THE 4 SEASONS

SHERRY & 11 OTHERS

THE 4 SEASONS

Watch for This One Coming Soon! It's Their next Big Album “BIG GIRLS DON'T CRY” & 11 OTHERS” by THE 4 SEASONS VJ-465

No. 1 On All Charts

“BIG GIRLS DON'T CRY”

by THE FOUR SEASONS VJ-465

1449 S. MICHIGAN AVE., CHICAGO 5, ILL.
"THIS THING CALLED LOVE"—Sy Rady Singers—Columbia CL1911
Two dozen evergreens (mostly ballads) from the pens of the country's greatest composers are given a choral airing by the Sy Rady Singers on this new entry from Columbia. With so many titles included, the shortened versions of these fine pieces make for a very refreshing listening experience. The singers give top-flight readings of Jack Halloran's "All The Things You Are," "The Way You Look Tonight," and "You'd Be So Nice To Come Home To."

"COME ON AND JOIN LITTLE WILLIE JOHN AT A RECORDING SESSION"—King 502
Little Willie John has earned many laurels in the past for his distinctive, sentimental style of poetry and this excellent Dot offering boasts the post-journalist reading twenty-four of his own compositions. All of the poems here are culled from Kenny's new volume of verse, "Poems To Inspire," and are an exact reproduction of his personal inspiration. Package should spark healthy sales.

"HAWAII AND I"—Jack La Forge—Purpletone P 716
Jack La Forge displays a commanding keyboard style on this first-rate set of Hawaiian-flavored items from Purpletone. The talented musician effectively utilizes both the piano and the Hammond Organ as he goes through his musical pieces with a fine jazz-oriented backing from Don Serbesky's crew. Best bets here include "Mala," "Chains Of Love," and "It's Time To Say Aloha." Fine fare for tars of the tropics or those seeking listening enjoyment.

"GOD'S TROMBONE"—Fred Waring—Decca DL7435
"Godd's Trombones," a musical work by James Weldon Johnson, is delivered in a musical setting by Fred Waring and his Pennsylvaniaians. Featuring a variety of soloists and narrators, Waring has come up with an effective program with a genuine religious tone. Produced by the orchestral and choral backing, the orchestra also includes renditions of standard spirituals such as "Countin' My Blessings," "You're There," and "Sometimes I Feel Like A Motherless Child."

"TAHITI: ISLAND OF PARADISE"—MGM E4052
Here is a package of tunes from Tahiti recorded on location in Papeete during the filming of "Mutiny On The Bounty." Performed by the native singers of Tahiti, all of the authentic flavor and subtle rhythms of the islanders is evidenced here in "Umi Umi," "Te Ume Horoehui," "Tiare" and "Tea Tea." The interest in Hawaiian music could spark some sales for this LP which has a similar sound.

"SWEET SAX"—Freddy Gardner, Alvy West—Decca DL74317
Freddy Gardner and Alvy West each take a side of this disc from Decca and showcase their individual talents on the alto saxophone. Gardner was and West is an accomplished saxman but the organ backing for Gardner and the instrumental backing for West lack the life and brilliance that would effectively showcase their artistry. Included here are "Freddy's Old Sweet Song" and "Will You Remember." Despite an over abundance of schmaltz, the LP has merit in the solos of the saxmen.

"ADVENTURES IN JAZZ"—Stan Kenton—Capitol ST 1796
The vet okster has earned many laurels in the past for his numerous contributions to the modern jazz scene. However, this LP outshines sparkling arrangements has already begun to sell in large quantities. Many members of the band showcase their individual talents as Kenton leads the crew through seven sturdies including "Stairway To The Stars," "Missy," and "Body And Soul." Fine fare for either dancing or listening pleasure.

"TWO OF A MIND"—Paul Desmond, Gerry Mulligan—MGM E4059
Paul Desmond and Gerry Mulligan, two of modern jazzdom's outstanding soloists, are melodically united on this new Valley set. Desmond's free-flowing alto perfectly blends with Mulligan's rich baritone sounds in some exciting improvisation counterpart passages. There's a warm cameraderie as the two swing with "Willie's In," "Star Dust," and "The Way You Look Tonight." A top-notch jazz effort.

"ANOTHER GIT TOGETHER"—Art Farmer, Benny Golson Jazztet—Mercury SR 2813
The Farmer-Golson combo displays a remarkable comprehension of the contemporary jazz idiom on this their second disk on Mercury. The group offers proof-positive that technical excellence can take precedence over novel experimentations. An intriguing repertoire of standards and originals is an artful balance. Top flight bands here include "Dominio," and "That Other Git Together," and a delightful Golson-penned original "Reggie." Potent wax.

"A PICKLE Sonance"—Jackie McLean—Blue Note 4089
Alt saxist Jackie McLean displays a passionate lyrical maturity on this new Blue Note set. This time out McLean is teamed up with Tommy Tune (trumpet), Sonny Clark (piano), Butch Warren on bass and Billy Higgins on drums. Although the saxist is clearly the star, each jazz man gets equal opportunity to showcase his individual talents. The quartet swings both "Can You Get It" and "Subdued" and "Lost." Superior listening enjoyment throughout.

"CLASSICAL PICK OF THE WEEK"

Tchaikovsky's enchanting and flamboyantly melodic ballet "The Nutcracker," normally performed as an orchestral suite, is presented in its entirety in this new two-disc set from Mercury. The London Symphony Orchestra employed through the two-act ballet by Antal Dorati whose definitive interpretation adds new warmth and luster to this great work. The many beautiful waltzes, the fiery trepak, the galop and the polonaises are as fresh and exciting as they were when the "Nutcracker" was written. A superb classical disk that should see plenty of sales action during this holiday season.

JOHANN STRAUSS: Die Fledermaus, Various Artists—Richard SB2606
One of the entries in Richmond's new opera catalog is this fine performance of "Die Fledermaus" by Johann Strauss with Hilde Gueden supported by an excellent cast and the Vienna Philharmonic Orchestra and Chorus conducted by Clemens Krauss. The opera, lush with lilting waltzes and lyrical arias, was originally recorded on the London label and the economy price of $2.98 is sure to be a strong sales point with all opera buffs.

Cash Box—December 8, 1962
"Gypsy" brings to life the force of fa-bled personalities Rosalind Russell, Natalie Wood and Karl Malden in the greatest musical whoop and a holler since "Oklahoma." Write, Wire or Phone your distributor.
“Twas the Night Before Christmas... Back Home” — Walter Brennan — Liberty LRP337

Walter Brennan, who has had a series of successful singles during the past year, directs his transitional talents at a group of Christmas recitations with orchestral and choral backing. The vet actor delivers each selection with expected charm and warmth that is guaranteed to delight his legion of admirers. Entertaining tracks here are “A Farmer’s Christmas Prayer,” “Old Time Christmas Stories” and “A Good Year For Santa Claus.” Album should be a dual-market coinmaker.

“Frankie Avalon’s Christmas Album” — Chancellor CHL 5031

Frankie Avalon has come a long way from his early r&b days. On this excellent Xmas album the young chanter shows himself to be an individual song stylist who renders a fine batch of seasonal items with finesse and understanding. All of the artist’s many fans should dig his mature readings of “White Christmas,” “The First Noel,” and “Have Yourself A Merry Little Christmas.” The package seems destined to score.

“Chanukah Carols” — Stanley Adams — Sight & Sound LPM 6104

With the recent successes of off-beat comedy albums this rock-filled album of songs for Chanukah could well develop into a seasonal best-seller. Sid Wayne and Stanley Wayne, who recite and sing on the disk, have written some extremely funny songs utilizing many Yiddish words and expressions. The package sparkles with originality as an old favorite such as “Jingle Bells” miraculously becomes “Matzoh Balls.” Many laughs to be had here.

“Nashville Christmas Party” — Various Artists — RCA Victor LPM 2575

Here’s one of the most enjoyable Christmas albums released thus far this season. The set spotlights such top-flight Victor country luminaries as Skeeter Davis, Porter Wagoner, Hank Locklin, Floyd Cramer and Hank Snow rendering a bevy of the most popular Yuletide items. All the tracks boast the distinctive, warm, guitar-oriented “Nashville Sound.” It all adds up to a completely professional seasonal entry. Buy the LP for quick consumer acceptance.

“A German Christmas” — Bielefelder Kinderchor — Capitol ST16065

The coming holiday season will be sparked by a host of Christmas albums from other countries. Germany, which is responsible for some of the world’s most beautiful Christmas music, is represented here on this excellent offering from Capitol. Directed by Friedrich Oberschelp, the Bielefelder Kinderchor sings twenty-one traditional German Yuletide songs accompanied by organ and chimes. Excellent bands by the youthful choir are “O Tannenbaum,” “Silent Night” and “Vom Himmel Hoch.”

“Christmas with Korla Pandit” — Fantasy 3360

In the past year the organ has experienced a significant revival jumping from near musical obscurity to major importance. On this interesting Fantasy disk ace Indian organist Korla Pandit expertly douses up a fine collection of Christmas carols with some of the most appealing organ stylings heard. In addition to one original item tagged “Merry Christmas,” Pandit renders such favorites as “We Three Kings,” “Joy To The World” and “Silent Night.”

“Organ and Chimes” — Jesse Crawford — Diplomat, X 1010

With all the excitement and fun of Christmas the basic religious significance of the season is sometimes neglected. Jesse Crawford beautifully restores the true meaning of Xmas with this excellent Diplomat offering of traditional carols. The organist turns in fine performances on “O Holy Night,” “The First Noel,” “It Came Upon A Midnight Clear” and “Silent Night.” Entertainment for the entire family.

**GOING ALL THE WAY UP! UP! UP!**

**The Earls**

“REMEMBER THEN”

Old Town—1130

1697 Broadway, New York 19, N. Y.
The can’t-miss Christmas single:

Ral Donner’s

second miracle

OF CHRISTMAS

C/w (THINGS THAT MAKE UP) “CHRISTMAS DAY” (produced by L’AVENIR RECORDS)

Ral Donner

now exclusively on reprise
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 combining 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.

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<td>Ruby Ann—Marty Robbins—Columbia</td>
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HEADED FOR A MILLION, TOO!

ELVIS GIRLS GIRLS ELVIS ELVIS GIRLS ELVIS

ELVIS' LATEST SOUND TRACK ALBUM LPM/LSP-2621

PARAMOUNT presents

ELVIS

in HAL WALLIS' PRODUCTION

Girls!

Girls!

Girls!

13 GREAT SONGS

Right on the tail of his million-seller hit single! "Return To Sender" #8100

Ask your distributor about Elvis' great 1963 Four-color Calendar!

RCA VICTOR

RCA THE MOST TRUSTED NAME IN SOUND
ST. LOUIS—Bob Skaff, national promo director for Liberty Records, recently held a summit meeting here which brought forth key drumbeaters from all territories. Shown (left to right) are Joe Sald (south), Tommy Li Puma (So. Cal.), Harvey Goldstein (Liberty Dist. of Ill.), Ray Hill (Mid-West), Skaff, Ted Peigen (East Coast) and Bud Dain (West Coast). The Rivingtons, who were in the city for the R&B deejay convention, stopped by to clown with the men.

Elektra Issues 2-LP Xmas Set For Kiddies

NEW YORK—Elektra Records, the folk-field diskery, has made a special kiddie LP release for Holiday sales. It's called "A Treasury of Folk Songs for Children," featuring 58 songs by such top folk performers as Oscar Brand, Ed Murdy, Joan Bitchie and others.

The 2-LP set, which lists at $4.98, also contains four coloring pages which depict famous scenes from history and "Color Me" contest, winners of which will receive $50 in their choice of Elektra albums. Second prize winners get a selection of LP's worth $25. Contest is perpetual, with winners chosen every six months. All who submit an entry get a discount privilege on a new Elektra album.

To promote the package, the label has in-store promotion, featuring self-standing stands which display the album and gives details of the contest.

LP is the fourth release in the label's $4.98 Boru-Paks series.

Dimension Adds "Baby" To Eva LP

NEW YORK—Dimension Records has added a 13th track to its Little Eva LP, "Locomotion." It's the lark's current Top 100 hit, "Keep Your Hands Off My Baby." Bright colored stickers have been pre-attached to the jacket indicating the hit single is included in the album, which also includes the performer's initial hit, after which the album is named. Herb Linsky, director of sales, said that the addition of the track has created new interest in the LP from rack-jobbers and one-stops.

Col.'s Bob Thompson Is A New Daddy

NEW YORK—The wife of Bob Thompson, national promotion manager of pop songs and albums at Columbia Records, gave birth to a boy, Philip. At the Jewish Memorial Hospital in New York last week, (27), Baby, who weighed-in at 9 lbs. 2 oz., is the first for the couple.
Peter, Paul & Mary
Set College Dates

NEW YORK—Peter, Paul & Mary, who, after you take into account the tremendous success of two comedy LP's, one by labelmate Allan Sherman and Vaughn Meader's “First Family” (Cadence), are the hottest non-laff LP's, around, have set 24 college bookings through Feb.

After stints in the south last month and a sell-out Carnegie Hall appearance on Sat., Nov. 24, the group moves from the east cross-country to the Univ. of Southern Calif., playing such colleges as the universities of Dela-ware, Minnesota, Oregon State, Lewis & Clark and Calif. A two-week stint has also been set, Dec. 18-31, at Washington D.C.'s Shoreham Hotel.

The group's LP debut on Warner Bros. Records, named after the trio, has passed the half-million mark in sales, according to the label. On this week's album charts, the LP holds down the number 4 spot in both mono and stereo. A second album is due in Jan.

Capitol's Venet Marries

HOLLYWOOD — Capitol Records' youngest A&R producer, 24-year-old Nick Venet, married fashion model-cover girl Sherry Ahment before a Las Vegas justice of the peace last Tuesday morning, Nov. 27.

Venet was back at the Capitol Tower Tues. afternoon making prepa-
rations for a Ray Anthony recording session. Thursday he and his red-
haired French bride left for New York, where they hope to get in a
honeymoon between Bobby Darin and Letterman recording sessions.

Jim Bowen, A&R producer for Re-
prise Records, was Venet's best man.

The couple will make their home in
Nick's Hollywood Hills residence.

Verbit Better
After Heart Attack

PHILADELPHIA — Nelson Verbit, owner of Marnel Dist. in Phililpy, is re-
covering from a heart attack he suf-
fered on Tues., Nov. 20. He's recup-
erating at Einstein North Hospital.

Verbit's son, Marshall, is running the
operation in his dad's absence.

Base Playback Session

NEW YORK—Arnold Maxim (left), proxy of MGM/Verve Records, Count Basi and Verve A&R staffer Jim Davis listen intently to a playback from Count Basie's newest Verve album "On My Way And Shoutin' Again." The album features music and arrangements by Neal Hefti.

Award For "Indians"

NASHVILLE—Mercury Records re-
cently established a new annual award to honor its most successful country artists. One of the winners was Rex Allen who received an award for his big pop-country chart-rider of "Don't Go Near The Indians." In the above photo the chanter (left) is pictured getting his award from Mercury A&R veep, Shelby Singleton.

Chuck Jackson
GETTING READY FOR THE HEARTBREAK

Chuck Jackson, former Atlantic label's best young vocalist, is now a singer for the Verve label. His new album, "Getting Ready For The Heartbreak," is due out in January.

New Rhythm Breakout!

"AFTER HOURS"
BOB TAYLOR
STACY #953

"CHICKEN FEATHERS"
and
"LAUGHIN’"
STACY #950

DISTRIBUTED BY

STACY RECORDS

1918 So. Prairie
Chicago 16, III.
TEL: 225-6460

Cash Box—December 8, 1962
NARAS Sponsors "Artists & Critics" Meet
NEW YORK—"The Artists Meet The Critics" is the subject of a symposium to be presented by the National Academy of Recording Arts and Sciences (NARAS) on this week (Monday, Dec. 10) at Filmline Recording Studios, this city.

The session entitled "An Evening of Interchange of Ideas, Opinions, Viewpoints, etc. Among Those Who Perform on Records and Those Who Write About Them," the session, which begins at 8:30, will feature "Cannonball" Adderly, Tony Bennett, Neil Sedaka and a "surprise" classical artist. Billy Taylor, treasurer of the New York NARAS Chapter, will serve as moderator.

The affair will be the kick-off in the record academy's expanded program of recognizing, encouraging and publicizing "truly creative activity" in the recording field. Admission is free to all NARAS members as well as to any other interested in the subject. Refreshments will be served.

Parker Names Promo Men
NEW YORK—Parlak Records has re-organized its promotion men in the east coast and on the coast for albums in its fall release. Bob Halliday of Los Angeles is in charge of the coast, and Mike Fal- lish and Mike Benne will handle New York and the east coast. Top albums are "Hey! This is Kevin Gavin," "Modern Sounds of the Orioles Great- est Hits," "Rebel Hours," "Baby It's Cold Out," "Having a Party" by Beatrice Kay.

Big Promo Set For Wilson Warble Of Pic Title Tune
NEW YORK—Paramount Pictures and Brunswick Records have sched- uled a major promotional effort in behalf of the new Jackie Wilson disk picture, "A Girl Named Tamiko." More than 5,000 disk jockeys throughout the nation have been serv- iced with the platter, released last week, and field forces of both Param- ount and Brunswick are currently cooperating in setting local care- tage geared to the openings of the picture. "A Girl Named Tamiko" has a prominent international cast headed by Laurence Harvey, France Nuyen, Martha Hyer, Miyoshi Umeki, Mich- ael Wilding and Gary Merrill. John Sturges directed the Wallis produc- tion.

Pailette Trics "The High Life"
NEW YORK—The High Life, the folk dance of the young nation of Ghana, is presented in a new single from Palette Records. "The High Life," a single release, was noted "The Empire," "The Defenders," "The Un- touchables." He is regular on the "Aquaman" show.

Cash Box—December 8, 1962
A N.Y. Nitery Goes
Bossa Nova (Who Knows?)

NEW YORK—The place-to-be, it seems, when one wants to hear and/or dance to the rhythm of the Bossa Nova is a New York nitery called Trude Heller’s. Establishing itself as a sort of Peppermint Lounge of the Bossa Nova, the nitery, located in Greenwich Villagenext to a high-business, consumer press attention and a number of club owners, who want to see the BN beat is going to replace the twist and the Hula.

Dishing out the Bossa Nova sound is the band of Ray Milan (His Quartet Nones), who has just been signed to a disk pact by ARC-Panama Records. Such mugs as Glamour, American Weekly, Holiday have been doing features on the nitery and Milan. Milan is managed by Jolyle Joyce, who also has, among his other talents, Bill Haley & His Comets, one of the pioneer rock ’n roll groups.

An interesting sidelight to the whole business is that 19-year-old Milan was supplying the twist and various Latin dancebeats at New York’s Peppermint Lounge before the twist caught on in a big way, performing there for five months.

DJ’s Select 30 LP’s In “Basic” Teen Library

NEW YORK—A group of 30 teen talent scouts, representing a disk advisory council, has selected 30 albums for a “Basic Pop Album Library for Teenagers.” The deejays, polled by Ingross, the teen talent scouts, made their choices on the basis of “enjoying enjoyment.” Columbia Records and its affiliated labels, Epic, led with a total of nine albums, while the runner-up was Capitol.

First place album winner in the male vocalist category was Elvis Presley with his “Elvis’ Golden Records” (RCA Victor) LP; tops in the female vocalist position was Connie Francis with “Connie Francis’ Greatest Hits” (MGM); leading vocal team was Dorsey Brothers with their LP, “The Kingston Trio” (Capitol); Ray Conniff led the orchestral division with “5 Continental” (Columbia), while “West Side Story” (Columbia), was the top soundtrack package in the show and film category.

Among the total line-up of the purposely limited list of 30 LP’s:

MALE VOCALISTS
2. “Song of Swingin’ Lovers,” Frank Sinatra (MGM).
4. “Parisian Hi-Fi,” Pat Boone (Dot).

FEMALE VOCALISTS
2. “Brenda Lee,” Brenda Lee (Decca).
3. “George Germon Sing Song Book,” Ella Henderson (Verve).
4. “Judy At Carnegie Hall” Judy Garland (Capitol).

VOCAL GROUPS
2. “A Song for Young Love,” The Lettermen (Capitol).
6. “Ferry By The Station,” The Four Preps (Capitol).

Winners Take Table

PHILADELPHIA—Genneth Sachs, president of Merchants Wholesale Service Company of Detorit, and a director of NARM, the rock-jobber organization, announced the purchase of Blim Distribution, of Toledo, Ohio, a rack jobbing company servicing accounts in western Ohio and northern Indiana. The purchase price, which was not disclosed but was said to be in the five-figure range, included racks, fixtures, and inventory.

Since Merchants Wholesale has been operating in some of Blim’s territory, the move served to consolidate their operation, and in addition, extend the area Merchants’ covers in Mansfield and Upper Sandusky areas as well.

Among the outlets which Merchants Wholesale will serve with the purchase are forty supermarkets, including stores in the Seaway Foodtown, Panglee’s, Chief’s, and Dedanne chains.

The total number of accounts purchased was 160, all of which here-to fore carried only promotional and kiddie records. However, Sachs has announced that the record operations will be expanded to include a full range of merchandise, both in singles and album products.

SPOKANE—Radio station KPEG here had this round pool table built for a contest they are running in conjunction with Andy Griffith’s Capitol recording of “The Pool Table.” Contestants send in post cards with station’s call letters written as many times as possible. The winner will receive the pool table. Pictured above the table is KPEG spinner, Bruce Hughes.

While Diahann Rests, Vi Heads “No Strings”

NEW YORK—Vi Velasco, Diahann Carroll’s stand-by in “No Strings,” will perform the leading role in Richard Rodgers’ hit musical for two weeks in mid-December when the star of the show goes on vacation. The thrill, heard on the Colpix label, has done the role six times previously.

NEGRO DEEJAYS

If your air presentation meets these qualifications, we’re interested in you for a top job in the top five markets. 1.) Voice: bright, warm, with no trace of accent, regional or otherwise. 2.) Show: not just time and temperature but interesting or humorous in nature. 3.) Production: tight and fast.

Mail your tape and background notes post haste to Cash Box, Box 578, 1780 Broadway, N.Y.C.

The Hit Version!
THEME FROM TARAS BULBA
(The Wishing Star)
Maxine Starr

Harold B. Robinson
660 N. Broad

Well! Looka Here

COZY BOX Pick of the Week

FOXY DEVIL

By Junior Parker
Duke 357

GREETINGS
You Are Cordially Invited
To Listen To
THE CHRISTMAS PARTY
By EDDIE & THE DEMAVELTONS
Pooceek 1920

Hey! How About This!

HEY MARVIN
By THE C & C BOYS
Duke 354

Latest Spiritual

FATHER I STRETCH MY HAND TO THEE

b/w

LORD REMEMBER ME

By FIVE BLIND BOYS
Pooceek 1869

DUKE/PEACOCK RECORDS
2809 Eratoest, Houston 26, Texas

41

Cash Box—December 8, 1962
New York—Atlantic Records reported last week that its Nov. LP plan, which had the unusual feature of quoting dealer's specific costs of each LP in a certain price category, amounting to a 15% discount, had proved "highly successful." The approach proved of benefit to the label's distrubuts, too. An exee of Cosnat Distributors, which handles Atlantic product in three markets, said that it simplified the merchandising of the albums for dealers.

Besides the Atlantic and Atco catalogs, the program also applied to a Stax LP, "Green Onions" by Booker T. & The M.G.'s. New albums by Mel Torme, The Modern Jazz Quartet, Ray Charles/Milt Jackson, Slide Hampton, Hound Dog and Casey Anderson figured in the program.

Shown above discussing the album plan are Len Sachs, national LP sales manager of Atlantic-Atco, and Elliot Blaine, secretary-treasurer of the Cosnat Corporation. Atlantic distributes through Cosnat in New York, Cleveland and Philadelphia. Atco is handled by Cosnat in Newark and Detroit.

Atlantic LP Program Seen As Big Success

New York—Atlantic Records, not only mama's folk-singing son, but one of America's favorite LP sons, will make his first professional concert appearance in New York at Carnegie Hall on Fri., Dec. 28. According to Sherman at the one-performance date will be the Hollywood Orchestra, under the direction of Lou Busch. Sherman will also be making in-person concerts at Bonnrell Auditorium, Hartford, Conn. (36); Symphony Hall, Boston (27); Mosque Theater, Newark (29) and the Lyric Theatre, Balt. (30).

Allan Sherman Ent. has been formed to present this series of concerts. Producing the events are Durgon-Katz, Associates, Inc., his personal managers.

Sales of his fantastic LP success, "My Son, The Folk Singer," have topped the 500,000 mark in sales, according to Warner Bros. Records.

Keep Your Eye On A New Rhythm-Tamure

New York—Don't look now, but an authentic Tahitian rhythm, called the Tamure, a sort of Polynesian twist, could be taking up lots of disk session time in the near future.

Word from Paris has it that the dance is one of the night-life joys there. A vocal-instrumental group, Les Karaos, first brought the dance to the attention of Parisians and it is currently so much in demand that they are appearing in two cabarets. Team is under contract to Vogue.

In the U.S., the rhythm is getting a boost from Criterion Music, which, according to Lennie Hodes, professional manager, has built the world's largest Hawaiian and Polynesian music catalogs over the past several years, including Tamure music.

"During the past week," Hodes noted, "most of the major labels have been calling Criterion both in New York and Hollywood for Tamure music for both singles and albums.

"ABC-Paramount Records is releasing the rhythm on a single by The Del-Vikings. Title is "The Fishing Chant (To Mama Pukarua)," which is featured in the stone fishing scene in the big re-make of "Mutiny On The Bounty," much of it photographed in Tahiti. Exposure of the rock could be of significant value in making the Tamure a world-wide success.

Col. To Release 3 Stereo Tapes In Dec.

New York—Columbia will release three 4-track stereo tapes in Dec., including the original soundtrack of Billy Rose's "Jumbo."

Rudolph Serkin appears as soloist in the Beethoven Concerto No. 5 in E-Flat Major for Piano and Orchestra with the New York Philharmonic conducted by Leonard Bernstein. "The Lord's Prayer, Vol. II" is the second tape release and features the Philadelphia Orchestra conducted by Eugene Ormandy and the Mormon Tabernacle Choir singing songs of faith and inspiration.

"Jumbo" is the third tape release and it is the soundtrack from the forthcoming MGM musical starring Doris Day, Stephen Boyd, Jimmy Durante and Martha Raye.

The Sherry of Glass—
A SCREAM OF FEAR—
THE HOWL OF A WOLF—
THE SPOOK IS HERE!—
PLAY IT!

It's ghastly, it's ghastly, it's ghoulous, it's good—it's the SPOOK

Artisque 56 3rd St., Hoboken, N.J.
Rusty Warren Gets 2nd Gold Disk

CHICAGO—Rusty Warren, Jubilee Records’ popular disk comedienne, was abundantly surprised during the opening night performance at Mister Kelly’s ninety, last Monday (26) when Jubilee prezzy Jerry Blaine presented her with her second gold record for her “Dusty Warren Bounces Back” LP. Her first gold record winner was “Knockers Up.”

During the presentation on stage, Blaine stated that in her four year association with Jubilee, the performer’s record album sales had exceeded 600,000.

Blaine hosted a party at his table during both of Bliss Warren’s stints, which were played to capacity houses according to Oscar and George Marienthal, owners of Mister Kelly’s. Guests at Blaine’s table, along with Mrs. Jerry Blaine, who made the trip to Chicago for the presentation, were Mr. & Mrs. Cy Berger, Mr. & Mrs. Al Tomaner, Fred Spiro, Joe Resnick, Money Alexander, and Howard Rosen. Also representatives of the trade papers, Co-hosts were Ed’s Walker, Paul Baio and Fred De Mattia.

The comedienne’s latest LP is “In Orbit.”

Four Saints Booked Through Jan.

NEW YORK—The Four Saints, Warner Bros. Records’ instrument-vocal group, have a solid line-up of bookings Jan. 1st. Team, whose initial WB LP was released last month, will complete its current engagements with a concert Jan. 29 at Oklahoma State College.

Allegro Wins 5 Awards From Spanish Mag

NEW YORK—Allegro Records, the Latino label, has received five awards for disk production from Farandula, a New York-based Spanish publication on the order of Guide. The Latin album of the year award went to Allegro’s “Pacheco, Vol. 3.” The other Allegro awards are: record producer, Albert Santiago; pianist, Charlie Varela; male singer: Joby Rivero; orchestra of the year: Diores Valderrama. Awards will be presented Dec. 7 at the Jefferson Theatre, this city.

Radio Promo

MIAMI—Terry Tyler (center), local promo man for Sunland Records, recently stopped by WQAM-Miami to promote some of his firm’s new releases. Shown above are Graham Richards (left), general program direc- tor of all the Storrs stations, and lining on is WQAM spinner Alan Freed.

Album Confab

HOLLYWOOD—Don Blocker, exec assistant to Al Bennett, topper of Liberty Records, finds his work can be rewarding in more ways than one. Blocker is pictured above with label through. June Langlois stands by the platen on behalf of her newest LP, “Love On The Rocks.”

Heller-Ferguson Form B-Cast Production Firm

STUDIO CITY, CALIF.—Hugo Hel- ler and Allyn Ferguson have formed a broadcasting production company, Heller-Ferguson, Inc., out of Studio City. Heller has been program director for radio station KPFA in San Francisco for the past three years, and was previously associated with MCA, while Ferguson has been musical di- rector and arranger for such performers as Johnny Mathis, The King Sisters, the Guy Mitchell Show and, presently, for Vivienne Della Chiesa. Fergu- son has also written the score for 12 flicks.

The firm has been signed by Golden West Broadcasters as program consultants for its four outlets (KMPF-Hollywood; KSFU-Pasadena; KEX-Portland; KVI-Seattle).

3 New Distribrs For Disneyland

NEW YORK—The Disneyland and Vista labels have announced the addition of three new distributors, according to Bob Elliot, sales manager. They are: Adets, RFD-1, Dallas; The Perry Shankle Co. in San Antonio and Associated Dist. of Indianapolis.

Mercury Signs “O’Toole” Star

BEVERLY HILLS—Add another TV performer to the list of those who’ve become disk personalities. With Mercury Records has just inked Jack Mullaney, co-star of the “Ensign O’Toole” series, who, under terms of the pact, will make a total of eight sides during the year.

Prestige Bows Getz “Hit” LP

NEW YORK—Stan Getz, the jazz tenor saxist whose audience has been widened with his “Desafinado” suc- cess, will release his new Prestige LP with “Stan Getz Greatest Hits,” a 12-track LP cut in 1949 (4) and 1950 (8).

Set All To Go

NEW YORK—Frank Fontaine, Jack Ba Ilman on the Jackie Gleas- son CBS-TV series, gives the band a glimpse of pointers during his first recording session for ABC-Paramount Records. Fontaine’s new single, “When Your Hair Has Turned To Silver” and “Heart Of My Heart” has just been released.

Starday Adds 4 LP’s To Xmas Stocking Deal

MADISON, TENN.—Four albums have been added to the “Christmas Stocking Plan” from Starday Records.

One of the new LP’s in the buy-five-get-one-free deal is a perennial Xmas package on the label’s Holly- wood tape. ALSO is “Merry Christ- mas Baby,” featuring such R&B fa- vorites as Charles Brown’s “Merry Christmas Baby,” Lloyd Glenn’s “Sleigh Ride,” “Lonesome Christmas,” Parts 1 & 2” by Lowell Fulson. A new cover was designed.

The other albums, on Starday, are “Vivioner’s Songs” with Johnny Cash, Cowboy Copas, Johnny Bond, Ryle Brown and others, “Blugrass Debbies” by The Kentucky Travelers and “Buddy Starcher & His Mountain Guitar.”

Mercury Debuts Awards For Its Top Country Artists

CHICAGO—Mercury Records has estab- lished a new annual award to honor its top selling country music artists. A special ceremony was held for the first award presentation in Nash- ville during the recent country convention.

Two awards were presented to Le- Roy Van Dyke for his recordings of “CMA” and “If You’ve Got Answer.” Claude Gray received an award for the year’s “Have Another Cup of Coffee” and Box Allen, for “Don’t Go Near The Indians,” and George Jones, for “Window Up Above.”

Cash Box—December 8, 1962
Robbins Music Gets "Sodom" Music Rights

NEW YORK—The Robbins Music wing of Big 3 Music (Robbins-Petz-Miller) is publishing the Miklos Rozsa score to the upcoming Titanus film production, "Sodom & Gomorrah," to be nationally distributed in Jan. by 20th Century Fox. RCA Victor Records will release the soundtrack LP. Robbins is planning a major disk exploitation campaign and special music print promotion for the score.

WB Tags Finnish Rep

BURBANK, CALIF.—Robert B. Weiss, international director of Warner Bros. Records, has announced the appointment of OY. E. Westerland AB of Helsinki, to distribute WB product in Finland.

Immediate release plans include exploitation of the sound tracks of "Lovers Must Learn," "The Music Man," "Gypsy" and "Gay Purrrr," plus LP's and singles by the Everly Brothers, Peter, Paul and Mary, Bing Crosby, Dorothy Provine, George Gershy, etc.

Weiss has embarked on a series of sales meetings covering Singapore, Bangkok, Calcutta and Tel Aviv.

Glicken To Courtland

CHICAGO—After two years with a national manager versus music man Earl Glicken left the label to assume a sales vice-presidency with the Cortland setup. The exee will be in charge of sales for the Ernie, Witch and Cortland labels. The above photo shows Bill Erman (left), topper of the firm, inkling Glicken to a contract.

Letters Lead To Inking

NEW YORK—Letters we-get-letters was once the intro to a song medley by Perry Como on his TV'ers. Letters were one of the reasons for the Colpix label's pact of Sandy Stewart, a Como show regular. Her reading of "My Coloring Book" on the show's kiddie back has inspired some 25,000 letters requesting a recording of the song. Colpix obliged, as did a number of other diskies.

In last week's review of the Stewart waxing of the tune, the copy referred to it as a deejay copy containing two versions of the song, one with the verses, the other sans-verse. Tune is actually backed with "I Heard You Call My Name Last Night?" Time is 2:47; publisher in Porgie (BMI).

Tobias & Ormont Writing Kiddie LP Series

NEW YORK—Henry Tobias and David Ormont, who operate Patore Music, this city, are writing a series of children's albums for Ambassador Records' Peter Pan kiddie line for release during 1963.

Six of the albums are already completed, each containing 12 original songs by Tobias (music) and Ormont (lyrics). They are: "Let's Go to the Zoo," "Let's Go to the Circus," "Let's Go to a Birthday Party," "Let's Learn How to Be Happy on a Rainy Day," "Let's Listen to Mother Goose Jumboree" and "Let's Listen to Your Favorite Fairy Tales."

Team is also writing two other albums, the first in a series of kiddie musical comedies based on famous fairy tales. All creations by Tobias and Ormont will be published by Patore Music.

New "Family" Man?

NEW YORK—It's a bit of a strain for WINS-New York deejay Stan Z Burns (left) to assume the Kennedy presidency of Vaughn Meader, headliner of Cadence's number 1 best-selling album in the country, "The First Family." It was no strain, however, for Burns to play the album on his regular afternoon air stanza.

The Hit Sound Of

JAMES RAY

"ALWAYS"

C-103

CONGRESS RECORDS

GO TIGER GO

Guy Mitchell

Joy 270

"SAILOR BOY"

Cathy Carr

Laurie 3147
It looks like the record business here has found a political idea that might turn into money in the bank warily. If you've read the papers carefully, you'll notice a faint flush on the political side of a number of its key men on the Mercury or the Columbia. This is good news for our pocketbooks, as it says a happy change in German policy is in the air.

At the recent press ball in Bonn, the Peter Van Eck Quintet came out with the Spiegel Twist, which he had written as a gag, and the rest of the evening was a rip-roaring success. Electrola Records quickly rushed Peter into a studio with his group and the record was made. Before it could even get warm on the shelves, Philips has capitalized on this success by quickly recording the second group, Trudi Herr, on her own, in another Spiegel Twist with different music and a different text. Both versions are off to a flying start saleswise.

Karl Breuer of Sirokoi Music is singing with hot recordings of American hits "The Squaw At The Yukon" by Peter Hinnen in German as well as two hot versions of "Two Voices, Two Shadows, Two Faces," a new recording of "It Tickles," and the Italian hit "Ciao Amore" by Laila in German on Philips. Of course, the LP and single version of the songs from the new Freddy musical "Knecht Nach St. Truid" are also selling like wildfire. Music was written by Lotar ("You, You, You") Olias, and the work is also co-published by Lotar's Edition Explanade.

Songwriter Heino Calcutta gave the press that he's been working hard on music for the new Caterina Valente film, a new film with Lilo Puviere, Jimmy Durante, Cesar Romero, Ethel Merman, Michael Todd, and and Carolyn Jones. Heino is not only the composer but the publisher with his Sonatina Edition. With the enlistment of the top-flight talent of Udo Junker, Sweden writes over the success of the number Zero-Zero which is swingeing through Europe via the Norman version on the way.

Germans' Best Sellers

This Last no. Week

No.

Week in chart


2. 3. 4. "Baby Twist"—Ivor Brundell & Kleine Elisabeth—Polydor—Gerig

2. 4. 3. "Marry Rose"—(Rambling Rose) Gerhard Wendland—Philips—Bof Budde

8. 9. "Drosseladler"—Sacha Distel—Polydor—Gerig

5. 10. "Menenn—Peppe Clark—Vogue—Montana

7. 9. "Des Abenteuer der Insel" (Mimi Never Goes To Sea Without A Murder Mystery)—Bill Ramsey—Columbia—Jergus

10. 9. "In Athen Geschah (It Happened In Athens)—Hanns Hoffner/Nata Mouskouri—Electrola/Pontana—Gerig

9. 9. "Ya Ya—Joyce Dover—Roulette—Marbot

10. 10. "Fiesta Brasiliana"—Ina—Mina—Polydor—Viktora/Gerig

Original German Copyright

Johnny Mathis Feted by CBS Records

LONDON—On the eve of his second British tour the CBS label feted Johnny Mathis with a very private dinner at the Savoy Hotel. Leading the club were: Cash Box; Vic Lewis, promoter; Stanley West, European co-ordinator of CBS; Mathis; and Tony Van De Har, commercial manager of Philips and Decca.

The major news of the week came without warning when EMI Records Ltd. announced a price increase in its top single records from 6/6d (99¢) to 7/6d (1.10¢) on October 10. Since most of the other record companies have now quickly followed suit. No increase has so far been announced for LP's and EP's. The news came as a blow to record dealers, particularly as the increase came at the start of the Christmas rush and will definitely add to the increasing costs within the organization which they have not been able to absorb themselves, was the explanation given to dealers by L. G. Wood, managing director of EMI Records Ltd.

It is generally hoped that this latest price increase by manufacturers means that dealers will not be cut in price by the record companies by as much as 45%.

The last cut in August this year when the Government removed the 10% sales tax on all records, was cut by 40%.

The increase has also been welcomed by EMI, who have been losing money at the rate of several thousand pounds a week from the loss of the 10% tax.

CBS Records hosted a reception for Johnny Mathis. Before setting out on his second British tour, Johnny appeared as a guest on the BBC's TV show "Johnnie Walker." Lional Bart now en route for New York and the Broadway opening on December 9th on which night his film "A Certain Age" will be shown at the Savoy and Clive Revell, still running in London after 1,000 performances, the show has been acclaimed in Los Angeles, San Francisco, New York and RCA so far, and is soon to be aired by the Cash mono and stereo charts.

Also New York bound for the opening of "Oliver!" is agent Jock Jacobson, who is a long-time director of DORIS Day. He is looking at a possible United Artists release visit to the scene of her 1961 triumph. Four weeks after she flies to Australia for another cabaret stint.

The latest of the many British hits to reach America is "Stop The World I Want To Get Off," grossing a steady $60,000 a week. New discs from the show are selling at a rate of 1,000 a week, and "Sunshine Superman" and "Build A Mountain,"—originally recorded by Denis Preston of Record Supervision for Stateside release on Kapp—hits the charts this week in London.

Just back from the States, Cliff Richard embarks on his hectic home schedule—Saturday At The London Palladium" by his own record company, will be released to Britain and to visit the States. The 5.50,000 copies and a new LP to be cut before Christmas. After the January premiere of his latest film "Summer Holiday," Cliff leaves for a tour of South Africa. Meanwhile the much-loved "The Most Beautiful Love" has cut out again on the "Bachelor Boy" and "The Next Time."

After a highly successful tour of Australia and New Zealand, Adam Faith returns to Britain and to visit with "Baby Take A Bow" on Parlophone. As usual, the composer is Johnny Worth, M.D. Johnny Reating and the publisher EMI.

Tedd Holmes of Chappells, publisher of the world hit "Exodus," played host to the composer Ernst Gold, currently visiting London with the latest LP, to fly to the States this week with major arrangements for two film scores "A Child Is Waiting" and "It's A Mad, Mad, Mad, Mad World." He will also arrange and produce the LP for "Sweet Charity," to be recorded with the London Symphony Orchestra the album will feature themes from twenty-two of his motion picture scores including "Exodus," "On The Beach"

Another famous American due in London is pianist-composer Cy Coleman. With an original hit to his name for "Take Off," this week The Red Roses" starring Dee Dee Sharp starts on the soundtrack LP of "This Can't Be Love," The Most Beautiful Girl In The World," My Romance" and "Little Girl Blue" all published by Chappells. The soundtrack LP is released on CBS.

Israel's Best Sellers

1. I Remember You—Frank Ifield.

2. I Remember You—Frank Ifield.

3. I Remember You—Frank Ifield.

4. Tower of Love—Frank Ifield.

5. I Never Loved A Man—Frank Ifield.


7. I Remember You—Frank Ifield.

8. I Remember You—Frank Ifield.


10. I Remember You—Frank Ifield.
There are several new records fighting their way to the charts this week:

"Piapa," "Dame Mantelanto," "The Longest Day," and "Answer To Corazon De Luto," among others. "Dí Papi", as we have informed, has been cut by Bobby Vee, and the results are not as bad as could have been feared. The diskery show that there seems to be strong reaction in the factory-to-dealer sales. This is probably due to the release of "El Quijoto" by Bobby Vee in Spain, "Dí Papi" is a French hit, waxed in 1956 by Eddie Constantine, "El Quijoto" was also released by the same label issue the original, and the reaction is due to the release of the new single.

Bobby Vee, instead of being the "Látigo" singer, has been the "Dí Papi" singer, and has been very successful in Spain, where he has been working for several years. The label expects very much from it, and is presenting the record in all the usual Spanish markets.

The record was released by Fronterizos, the composer of "Corazon De Luto" and turned to Spanish by Felix Villa, has been also released by Microfón, cut by Chacho Sanchez Cruz. This record is a "Látigo" also, but may not be as successful as in Spain.

Some days ago we had the pleasure of visiting Ricardo Gonzalez, owner of the "Látigo" label, and he expressed his hope that "Dí Papi" will also be a large sale here, and probably the fastest expanding one these days. Gonzalez has recently arranged the control over the record part of a new store opened by Casa Celio and has now opened a new branch in the big Gath & Chavez stores. His Látigo line of operating has been in general the supermarket one, with a stock that reportedly covers nearly every record released in Argentina. Price the Centro Cultural are about 20% under the suggested retail price, and it maintains a mailing list of about 29,000 names, who receive information about new records. Ricardo Gonzalez has a keen sense of the human movements, but that he wants the agreement of the diskeries, to keep tight cooperation with them and keep the Látigo line going.

Jose A. Rota of Odeon Pop is very happy with the success of Bossa Nova and also of "El Quijoto". Odeon released the first "Dí Papi" record about two weeks ago, and has been increasing steadily since then. Recently Jao's visit included the Bossa Nova major artists, including the Richard Anthony version of "Desafinado," recorded in France, Rota is also preparing the pre-select of tunes by Helios Shapiro that will be used for the Bossa Nova record, which is to become a big star in Argentina soon. Probably the first single by her will be "I Know You" and "I Know You" will be released by Warner Bros. Records, with a lot of promotion, and possibly the record LP's, with good results. The Shadows will also receive special promotion.

One of the interesting points of today's Argentine record industry is the increase in the number of art films that are being released. Art films were shown in all Latin American theaters, and meant very good promotion. The top-ranking artist of the week was "Bossa Nova," a Latin jazz movement. Certainly, the Centro Cultural lost that market and this form of promotion vanished, and only in the last few months some films carrying songs have been produced for export. Now these films are being projected in our market, and this may start a new movement. Currently, the only existing way of promotion is by personal visits of artists, with the different countries and the radio and television practice that has been extended very much in recent years. At least two companies are sending their local production to disc jockeys in five Latin American countries, and the results are very good.

Fernata Publishers reports that "OK Al Madison" will mean the start of the Madison campaign in Argentina. The tune has already been released by "El Quijoto" and "La Regata," and will be released by RCA and Los Cuatro Del Embers (also RCA). Another Madison item will be "Let's Dance Madison," has been already released by RCA.

Rogers Leque of Disc Jockey reports that his diskery is sending tapes of "Dí Papi" and "Dame Mantelanto" to the disc jockeys of the United States. Rogers Leque Importadora is very interested in these recordings. Disc Jockeys latest release is "El Quijoto" by Bobby Vee, which is doing very well in Argentina, and also in Europe. Hugo and Los Caminantes. DJ's best selling singles are "Every Night," sung in Spanish by Juan Ramon, and "Arrabal," which is also selling very well, "La Frontera," also by Juan Ramon, is also selling very well.

Ricardo Korn of Julio Korn Publishers has just completed a one week visit to Chile, where he studied several deals. JK is working well with "Corazon De Luto," and has been able to sell "Dame Mantelanto" also. Another interesting thing is that Charles Arnear, who has been recently in Buenos Aires, plans to record several Carlos Gardel tangos in French. Among the titles he will cut are "New York Blond" and "Roma," also "Viente Trenes" MIA and "Arrabal Amargo," all good standards that are still selling very well in both countries.

Music Hall is releasing a new LP by Hector Varela and his tango orchestra, with three singers: Jorge Roldano, Armando Laborde and Luis Corea, the first album recorded by Héctor Varela since five years ago. This album was produced by the Cuarteto America and another one by El Trio del Pleta. Lito Escobar is also releasing his first album with a new band, "Dipta," recorded by Héctor Varela, and also with his orchestra, and dedicated to modern tango music. Los Can- tores de Salavina have finished a tour of several northern provinces, and will now return to Buenos Aires, and they will record near their hometown, from local singers in that part of the country. Dany Montano is recording an album in Mexico, and there are rumors that he will be recording another one in Argentina, with an all-star cast of participants. Some of the titles he has cut is "Barquinha," "O Pato," "Tent Pena Del Mi.

Odeon has given a "sausage" (barbecue) party to the press and disk jockeys, celebrating the release of "Dí Papi," by Bobby Vee. Odeon is using this move for the promotion of "Dí Papi," because of the sales of their records, and the "Gold Temple" offered to Latin America, has been released by Odeon. Footnote: Approximate, it is about 35 years for Odeon, while Rodriguez started 25 years ago. Aguiló was inked in 1956. The estimated sales of Ross's records are near the million figure, which is much higher than the one million figure of "Dí Papi."

CBS is already working on its Christmas releases. One of them is a Com- pacta "El Monigote de Navidad" (The Christmas Joke) cut by Father Alejandro, a popular quartet from the San Miguel Church. In the folk music field, CBS has put to sale an album recorded by a children's vocal group, with ages averaging less than ten years, "Los Niños Rijamo." CBS also released "Los Niños Rijamo" in Argentina about 35 years for Odeon, while Rodriguez started 25 years ago. Aguiló was inked in 1956. The estimated sales of Ross's records are near the million figure, which is much higher than the one million figure of "Dí Papi."

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New EGE releases include three LPs: "A Gaia Mágica" (The Magic Mouth Organ) with the young and talented soloist Omar Izar playing arrangements from Walderme Lombe and Ruben Perez: "No Fui Mas Don," with the former cromer of the Lecuona Cuban Boys, Fernando Torres, recording a collection of songs written when Os Sucessos," under Dot label, with Jimmie Haskell and the Sing A Hits.

A new label is born in Brazil: MGL—initials of Minhas Gravacoes Ltda. This new recording company has its official office in Tijuca, Rio de Janeiro, in one of the largest states in the world, Gerais state, at Rua dos Corujilhos 424—21st floor, phone 4-3078. The first LP, a collection of songs written when Os Sucessos," features Iza and his group. Xixa plays the "cavaquinho." (Brazilian ukulele) and is, undoubtedly, one of the best soloists of Brazil. In his album, he plays dances composed since then, including "Renauncia," "Meu Riom," "Lua De Mel," and many others. "Páginas Inesquecíveis" and "O Samba Visit A O Clãsico," both albums with the Rickard and His Brothers, the first with Brazilian evergreens and the second with samba arrangements from the classics. And MGL Apresenta Sucessos Do Momento with Antonio Pontecci and His Combo offering current hits, such as "Stella By Starlight." "O Trovador Do Teatro," "Samba Da Mudraguda," etc.

Continental Records issued four new albums: "Só... Sucessos." (Only Hits) a selection of songs that reached the charts, such as "El Suco Suco," "Leva Eu Sozinho," "Suave E A Noite" (Tender Is The Night) "Bolerito Triste," and others, with different artists like Poli, Francisco Petroni, Osy Silva, Carlos José, José Orlando, etc. "José Orlando," with this songester, responsible for Sao Paulo's greatest hit in 1960, "José Orlando," and "José Orlando," with the Hap Arnold Orchestra, more with Paraguayan harp soloist Papal Gani playing all-time Christmas songs.

Vargi, our Pioneer Airline Company, has a very good public-relations Dept., directed by Mr. Josué, a young man. He had one idea a time ago about our Brazilian Music outside of our own country. He had a paper of English speaking, in an attempt to study that idea, called for Hara and he received a real and enthusiastic applause for that idea. It's very simple and the results, no doubt, will be very good. The idea is this: every musician in Brazil and Vargi. Each of Vargi's managers in those countries takes the records and sends them to the local radio stations with some words about it. Those radio stations play the records and give them a lot of promotion, and the.Brazil's Best Sellers

Sao Paulo's Top Ten LP's

1. *Volta Por Cima—Noite Ilustrada* (Phillips) (Cembra)
2. *Suave E A Noite*—(Tender Is The Night) "Bolerito Triste," with Poli, Francisco Petroni, Osy Silva, Carlos José, José Orlando, etc. "José Orlando," with this songester, responsible for Sao Paulo's greatest hit in 1960, "José Orlando," and "José Orlando," with the Hap Arnold Orchestra, more with Paraguayan harp soloist Papal Gani playing all-time Christmas songs.

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BRAZIL

**FERNATA**

The World's Leading Publishers of

**BOSSA NOVA**

Enrique Lebedanger
Avenida Alphage 32-23
Sao Paulo, Brazil

M. S. Brenner
San Martin 640
Buenos Aires, Arg.

**NEW COUPLE**

**OSLO**—Karín Dall and Jorge Fr-EIertsen, manager of the Egil Moen literary agency, Oslo, were recently married. The couple spent their honeymoon in Spain.

**LONDON**—Francis Day & Hunter, one of the world's largest and most successful publishing houses, recently celebrated its 50th Anniversary. The occasion was marked by a dinner at London's Tropicadero Restaurant, attended by more than 150 guests of the British musical scene and headed by Guest of Honour, celebrated author and composer Sir Alan Herbert.

Francis Day & Hunter was founded in 1877 by the brothers William and James Francis and Harry Hunter—all members of the Mohawk and Manhattan Minstrels—and one David Day. For many years the company prospered on the sheet music sales of numbers made popular by the minstrel shows which were then the rage. At the turn of the century—the hey-day of the Musical Revue (F. E. H.), continued to build their catalogue with songs made famous by the stars of the day. About this time David Day also started publishing the latest ballads from America.

When in 1900 'piracy' in the form of illegal printing and production of copyright works became a serious threat to the industry it was David Day who, in the name of the Francis, Herbert, Day & Hunter Copyright Association and the help of fellow publishers and writers whose interests he protected, succeeded in combating the bootleggers. Day, as Managing Director became a founder member of the Performing Rights Society and was for many years Editor of the Copyright Publishers Association. In 1905 his son, Frank Francis (present Chairman of the company) crossed the Atlantic to open their first American office in West 30th Street. Here he not only established British songs but also acquired American numbers and catalogues for the home market. He returned in 1911 to help his father in the fast growing London office which shortly afterwards moved to its present spacious quarters in Great War Road (Fin Pan Alley).

It is interesting to note in the light of future events that at this time their biggest rival in the publishing field was a young firm called 'Svenska Musiktrycket' whose early beginnings has been built up one of the largest publishing enterprises in the world with its own offices throughout Europe with representa-
Andy Russell is back home in Mexico after an eleven month tour through South America and Europe. He did his yearly stint of 4 months in Buenos Aires, recording with them dead with his one-hour weekly TV show. Presently in Miami, he made the jump to Barcelona where he did 48 one nights at a fee of 10,000 Pesos a night during his 9 week stay. After three months in Barcelona, he did three TV videos in Baden Baden Germany for televison on Caracas Venezuela. There he performed on a 3 week stint. He is now in Mexico City doing TV guest shots and pre- recording his TV show for the next month's vacation with his 6 year old son, Randy. There is a rumor around Mexico that Andy will go into the TV business in Angeles to do an album with his ex-consors Glen Wallach and Allan Livingstone. Andy was Capitol's number one boy back in the 40's with 'Bésame Mucho,' "Amor, Amor" and many others.

With a crowd waiting at the airport, American idol Paul Anka came to Mexico City November 13. The same afternoon, he received at the Hilton hotel an award for his recent record, "Sobia" a RCA cut, which premiered in January. The recording, a Latin tour of his own and as a result, the single became a big hit. It has been heard in Mexico City for the past few months and the song has been on the charts for three months. The Single was released in Mexico by RCA.

From South America, Guillermo Acosta, Musart's A&R man, came to Mexico City bringing an exact idea about what the Bossa Nova is and began to record immediately several records. Till now, the company recording most "Bossa Nova" dates is RCA, which began with Pablo Botrân Ruiz orchestra ("Desafiante," "Only One Note," "Baleinado," "Midnight Sun" and "White Christmas"), continued with The Navarett Sisters ("Only One Note" and "El Pato"), later with Fabriccio and Mariam and so on.

From Peerless, four recordings of a new talent Teo Couri. In this first LP, he emerges with songs "Who's Sorry Now," "Diabolico," "Love In Porto Fino" and "Felicidad." J. Tomás Muñoz from Gamma Records, released several LP's of labels he represents in Mexico. Among them, one of the most successful is "Sobia" a Bossa Nova album with Lory Holmes and his orchestra, a new Ray Charles album, one with Fernatte and Teicher and one with Tito Rodriguez. The publisher in Angeles to do an album with his ex-consors Glen Wallach and Allan Livingstone. Andy was Capitol's number one boy back in the 40's with 'Bésame Mucho,' "Amor, Amor" and many others.

News from EMI: The exciting Tony Renis, the hit composer and singer, arrives in Mexico City this month, and soon will be heard on radio stations where he successfully appeared on TV to give Ricordi his new composition dedicated to his own house: "The Love of Caray" (L'Amore di Caray). During this stay, Renis will publish an Italian version a Ricordi EMI, which sells Richard Anthony's "I'm Gonna Suffer For Love," also selected by two of Ricordi's songs, "Bambini," "A Brand New Day," and "Be My Baby," which, we have heard in advance and feel it will be another big hit on record for Tony. From December 13 through 16 he is due at the Berlin's Kölner Funkhaus, where he will give a television performance. During the same time, Renis will also perform in London, Paris and Madrid as a "Sobia" tour of his own and as a result, the single became a big hit. It has been heard in Mexico City for the past few months and the song has been on the charts for three months. The Single was released in Mexico by RCA.

From Roy Orbison, a new LP: "This Guy's in Love with You." The album was released in Mexico by RCA and the LP was recorded in the States. The LP was also released in Mexico by RCA and the LP was recorded in the States. The LP was also released in Mexico by RCA and the LP was recorded in the States. The LP was also released in Mexico by RCA and the LP was recorded in the States. The LP was also released in Mexico by RCA and the LP was recorded in the States.
Bovema's Capitol-label specially features the repertoire of Tennessee Ernie Ford, now very much in demand with his "Sing A Spiritual/Hymns With Me". The label's new release on Capitol is in Holland the Roger Wagner Chorale's LP with The Sinfonia of London, "It Came Upon The Midnight Clear." Edith Piaf's forthcoming visit to Holland, popular pianist Russ Conway will be in this country on Dec. 3. Among Bovema's Columbia label's new releases, is the LP of the well-known French group "Pasticcio" as No. 1 hit in England, Eddie Calvert's "We'll Alas and Conspicuous "Goody Joe." In the gypsy-music-area, recordings of violinist Pall Laktos have now been released. As Columbia's Workshop-recordings of the Ruhrfesteplje 1962 with well known international soloists.

Bovema's Imperial-label still hits high with 'The Four Seasons' newest American hit, "Big Girls Don't Cry," while the pressing-machines at Gramophone are still working overtime with their "Sherry." Verdi's "Requiem," sung in Latin by an all Russian cast with the State Academy Choir and State Symphony Orchestra of Moscow, was released this month. The composition is in the hands of Philips, the Negro Spirituals dealing with the birth of the Saviour are not numerous, it is the credit of The Staple Singers and their recording from Riverside. Together with the LP, an EP was released in Holland of The Staple Singers: "The Saviour." The Philips-LP "The Dutch Swing College Band At The Berlin Sport Palast" has been chosen as the best traditional jazz-LP of 1962 in Germany, of which there were many, according to Contemp.

Luis Alberto Del Parana Y Su Trio Los Paraguayas present a magnificent new album on Philips: "Canciones De Los Americanos." The album has a witty, top-notch production and includes old and new songs from Paraguay, Mexico, The Argentines, Peru, a Guarian Indian song, a dedication to Pariah Doba and a dedication to "all peoples from the Americas, wishing them a life loving each other like brothers of one big, happy family" (Canción De Las Americas).

The old girl-singer Sanyo presents a vocal-sensation of 1962 in Holland and neighboring countries, a Jack Bulterman song: "Ik Zweef Aan M'n Ballonnetje" (I'm Floating With My Toy-Balloon) for Philips. Sandra was in ordinance a star at CBS at Christmas, with participation in the International Childrens Song Contest. Together with Sandra went the Candy Kids (Kinder-artisten). Nico Boer of L. C. Phonogram accompanied the three children.

Mike Clifford's hit-version of "Close To Kathy" was released in Holland on the United Artists label. The beautiful ballad is coupled with "She's Just Another Girl." France's gift to the world of Chanson, Georges Brassens, will be ten years a recording artist this winter. In 1962, he was discovered in a Montmartre club, called "Chez Mal," where he accompanied himself on piano and sang his songs. In March, his hit-record "Brave Margot" on Philips, this fine artists and gifted son of a chef from Paris, was released in America as "Woman," which was an outstanding hit. To commemorate the occasion, Philips released an EP-Album: "Allons Chez Georges Brassens." With twelve pages of text and photos. In Holland, Brassens has always been one of the best sold French chansonners.

George Wein of "Newport Jazz Festival"-fame, in Holland for several discussions. Playing on the Bossa Nova-wagen, Artono released several items by its leading exponents, including the original, "Desafinado" by Stan Getz and Charlie Byrd, the vocal version of the tune by Ella Fitzgerald (on Verve), and the "Tico Tico Bossa Nova" by Zoot Sims on Colpix. Considering the strength of both numbers as well as the in-person-appearance of Zoot Sims with the Charles Mingus Sextet in Amsterdam, Artono's "Bossa Nova" appearances two weeks ago, platters are expected to click. News in Artono's International Series is a superb Dixieland EP recording by Bobbie Huetling's Down Town Jazz Band, already heard in the radio-plays of the trade-press as one of the best Dixieland bands in the world. In recent times, the selections include spirited versions of evergreens "Song Of The Lark," "San Antonio Rose," "San Remo," "San Antonio Rose." Band has its own regular radio-show.

With Tommy Roe's "Sheila" on the Dutch Top Ten charts, Artono again succeeds in providing something new and exciting for our record buyers. In the past several etchings by recording stars Lloyd Price, Paul Anka, Brian Hyland and Ray Charles were listed likewise.

Young, rather wild Italian Adriano Ciancello shows to be a new favorite of Dutch teenage record buyers. After a successful start with "Stai Lontana Hoppone," Delta now has released a new Cialento single in full color package: "Primo," coupled with "Paradies." It looks as though we were astray in our recent assessment of some top overseas (American) artists in relation to their chart positions on our market. One of the records we gave little chance was "Monster Man," and now we find that it has entered the charts, and chart this issue, "Sherry" and "Big Girls Don't Cry" are also getting some consumer support. The hottest single across Australia is Frank Ifield's Columbia slicing of the old Everly Brothers' hit, "Hello Little Girl," which has been re-birth in England. In one week, it has jumped from number ten spot right up to number one. Also in the Top Four is the fact that Roy Orbison's hot twint hit single of "Working For The Man" and "Leah," Orbison's hit action was on "Leah," sales have now shifted to favor "Working For The Man." EMH Italia, a joint promotion with RCA and Philips, and with King Cole, whose single is a current chart-rider in this country. This set should depict the real market situation, and the Cole album carrie a fair share of Country & Western songs and C&W force here right now just as it is in most parts of the world. Almost half of all King Cole releases are C&W in Italy. The C&W factor is also present with a couple of his top stars,namely Adrino Celentano and Pepinno Di Capri. Photo-Vox has recently issued EP's of both artists highlighting their current Italian hits "Preghero" (Adrino Celentano) and "Speedy Gonzales" by Pepinno Di Capri. To help radio stations in the programming of their records, Photo-Vox is indulging in blogs on its stars. They have so far released five singles and three EP's by Pepinno Di Capri.

Tony Tormer's of Photo-Vox Records is actively moving into the foreign-market field with a growing range of releases. Tony is an Italian origin. Tony is currently doing some "drum beating" with new releases by some of his top stars, namely Adrino Celentano and Pepinno Di Capri. Photo-Vox has recently issued EP's of both artists highlighting their current Italian hits "Preghero" (Adrino Celentano) and "Speedy Gonzales" by Pepinno Di Capri. To help radio stations in the programming of their records, Photo-Vox is indulging in blogs on its stars. They have so far released five singles and three EP's by Pepinno Di Capri. Many radio stations have imposed a ban on their disc-jockeys playing the single "Rabbit Skin Mask /To Be A Man" by Louis Armstrong. The ban results from a very controversial criminal case where a man was recently sentenced to hang (since commit to life imprisonment) and the execution was postponed several times.
Japan's Best Sellers

INTERNATIONAL

1. "Let's Begin/You/Ray Charles/ABC-Paramount: Takashi Shikuchi
  King: Frank Akagi, Polydor/Tone—JASRAC

2. "L'Edisio/Soundtrack: Victor/Mari Sono, Polydor/Yamaha—JASRAC

3. Vacations/Connee Francs, MGM: Yuko Iriki, King: Michi Aoyama, Poly
   JASRAC

4. Mr. & Mrs. /Ray Charles/Takashi Shikuchi, Polydor/Yamaha—JASRAC

5. A Change Of My Heart/Q Sakamoto, Toshiba/Cliff Douglass, Angel—
   Shinko—JASRAC

6. What Dreams Are Made Of/Elvis Presley, Victor/Masaharu Horik, King:
   Aiberbach—JASRAC

7. Speedy Gonzales/Pat Boone, Dot: Aiko Hor, Victor/Folter

8. I'll Be Leaving Soon/Stan Getz, Takashi Shikuchi, Polydor—JASRAC

9. Where The Four Winds Blow/The Peanuts, King: (no-sub-publisher)—
   JASRAC

10. Are You Up In Hard To De/Nel Sadaka, Victor/Kiyoharu, Victor/Victory—
    JASRAC

The Sergeant 3 March/Billy May Or., Capitoll: Yoshio Kimoto, Yasushi
    Nakada, Columbia/Shinko—JASRAC

LOCAL

1. Itsumo Yume-o/Yukio Hashi, Victor

2. Hoshi'ake-no Machi/Michika Mimashi, King

3. Sun And/or Die/Ichiya, Takashi Shikuchi, Columbia

4. 365 (San-banya-Roku-joo-Go-Ya)/Hibari Misora, Columbia

5. Makai-San/Peppermint, Victor

6. Akasaka-no Ameza/Yamashita/Saburo Ishida, Polydor/Hitomi—
    JASRAC

7. Namida-Bune/Saburo Kitajima, Columbia

8. Shimo-shuyu Inaba/Shihi Nishida, Polydor

Belgium's Best Sellers

BELGIAN

FLEMISH

1. Een Boze/Erwin Anka/RCA

2. Si Tu Jour/Robert Cogo/Philips

3. Rent Te Senden/Emile & Sabou/RCA

4. You Don't Know Me/Elvis Anka/ABC-Paramount

5. Let's Believe/Chirs Monten

6. Every Night/Erwin Anka/RCA

7. Cuando Caen El Sol/Luis Hernandez/RCA

8. Pardonnez-moi/Robert Cogo/Philips

9. Limbo Rock/Chubby Checker/Cameo Parkway

10. Bovine BTN/Angelo Biscioni/Meurow

11. Desafinado/Richard Anthony/Columbia

12. Caliente/Clifford Stone/RCA

WALLON

1. Si Tu Jour/Robert Cogo/Philips

2. Pardonnez-moi/Robert Cogo/Philips

3. Een Boze/Erwin Anka/RCA

4. You Don't Know Me/Elvis Anka/ABC-Paramount

5. Rent To Senden/Emile & Sabou/RCA

6. Return To Sender/Emil & Sabou/RCA


8. You Don't Know Me/Elvis Anka/ABC-Paramount

9. Let's Believe/Chirs Monten

10. J'iraie Pleurer Sous La Pluie/Richard Anthony/Columbia

Cash Box—December 8, 1962—International Section
This was Paris in its glorious days, people dancing and enjoying themselves eagerly to see Yves Montand at his favorite theater Music Hall l'Etoile. We have before us a man who has done more for this city and for the French language than the greatest Frenchman, and we would be doing him a very great wrong not to make the utmost effort, not a false note, or a false gesture. Everything was perfectly, too perfect, in fact. During his singing tour something was missing, a small but essential ingredient, his ticket. We can imagine the enthusiasm of the audience applauded very much. We had the impression this was for the artist, for Montand brought back with his famous repertory: "Une demesure sur une balancoire," "Dans Les Plaines Du Kazakhstan," and many others.

A second big event was Petula Clark's appearance at the Olympia. We must admit that the Olympia is a very hard test to pass, and the Olympia is a very hard test to take on. It can be said that Petula Clark would have won this bet with odds. On first half of the program we saw John William, who has everything to sing the French National anthem "La Marseillaise" in a pala for July 14th (A National Day in France). Soon after the second half began the audience was into the music of Jean-Pierre Melli. At the end of her concert, the public joined in and sang "Chariot" and many other songs. We believe that she will celebrate her 25th cabaret anniversary at the St. Hilaire club to celebrate this double event, birthday and premiere at the Olympia, to the sound of twists and Tamoures.

Another event is the booking the la mode. We risk to repeat ourselves by saying that this dance is making Paris night life very enjoyable. There is one man who was right set by a vocal and instrumental group called Les Kavake under contract with Vogue. They are so popular over here that they appear in two cabarets in Paris, where the public asks them to come back.

We have just received a letter from Gerard Tournier requesting us to repeat that "Jeanette Siffer Le Train" is sub-published in France by Editions Melolin, that "Sheila" has been assigned to the same firm, and that "L'Idole Des Jeunes" belongs to Editions Mills France.

Let's talk about novelty songs, Mogul Achir Chemouny predicts that Petula Clark's rendering of "Les Beaux Jours" will be a hit. After just one radio program it was sold for 30,000 copies. The tune, "Les Beaux Jours" is almost a blend of material, famously higher priced, designed to retail a $2.56 per set. The series spotlights five different couples and madame Chemouny's club. Not bad at all.

The principle titles of the Walt Disney film, "Snow White And The Seven Dwarf," have just been recorded by Caravelli and his magic violins on the Del Stock label.

New on two fronts, first one the latest disk by Les Machecambos with "Ready To Go" written by Frank Machecambos and recorded by radius. He has just grooved in English and French a soft sweet blend of the following titles: "Hey Baby I'm Dancing," "Desafinado" in French is called "Fait Pour S'aimer," penned by Eddie Mann.

Sylvie Vartan gives us a new song, "Tous Mes Copains." It's very difficult to project on this one.

New Philip songstress in Sheila, who we told has only sixteen sum to her credit, and apparently attended school a couple of days ago. Billy's, Say, in private life never named, has just released, which is more, "Metro Madison" and "Hey Minter Madison." After his appearance at the Olympia, we have the privilege to have a 12 inch excellent by Johnny Hallyday entitled, of course, "Johnny At The Olympia." We must admit a small fault in the strengthening of the London "La Bagatelle" that was just released by Del. It's fine, but not a real copy. This last record was successful in making a disk item.

For the English label. First of all "Petit Gibus Raconte La Guerre Des Boutons." from the film by Yves Robert that had a success in France. Music by Jose Berghmans.

Other "Mille Dois" and "Les Mots Des Java," Another "Desafinado" grooving by dizzy Gillespie, and last but not least, the Salvador, including "Sherry" and a very special version of "Mashed Potatoes." Editions Barclay has just acquired the publishing rights to the song Monument France, written by Jean Sabatier, which has won first prize in the Festival of the Montparnasse concert. interpreted by Michel Pradeille himself. This could catch on.

France's Best Sellers


Cash Box—December 8, 1962.—International Section
DENMARK

New sheet music from Wilhelm Hansen, Music-Folkrig includes "Telstar" by Joe Maphis; "Don't Be Hoggin' My Kya" (Gimme A Little Kiss), with Danish lyrics by Robert Arnold, and "Jag Har För Lått Att Bli Kär" (It's Too Easy For Me To Fall In Love), composed by the Danish Kai Normann Anderson and Brynhild Smestam. The latter was sung by the Swedish-German actor Karl Jalle in a Danish motion picture which recently has become a great box-office hit as well as song hit throughout Scandinavia.

Christmas starts earlier every year, at least the commercial part of the season. Already in mid-November, record companies have begun to start publishing material for the special Christmascatalogs. So far, the first of those special Christmas catalogs has reached Cash Box from EMI (Scandinavian Grammophon A/S). It is in Swedish and containing music of all time, from that oldtime Carols to records with Beniamino Gigli. Horace Silver recently gave a concert in Copenhagen, and Danisgrammophon AB, published the Tokyo Kolektiv's "ﭮurin'" and a German company has also rushed out "Don't Hang Up" (The Wah-Watusi) with the Orlons on Karussell, "Un Clair De Lune A Mauvègnes" (John Henry's Boogie), with Paul Petersen on Colpix, and "Lollipops and Roses.""Please Mr. Sun," with Bob Dylan on Coplex.

FINLAND

Finish songwriter Laila Kinnunen has created something with a sensation with the recording of the Russian tune "On The Hills Of Mandshuria" (Mandshurian Kummitt), which she made in Russian on the Scandia label. The record has started moving upward in the charts with a speed that is surprising most people in the trade. Recently, when a popular Swedish TV show, Hylands Härna (Hyland's Corner) was sent from Helsinki, Miss Kinnunen participated in, and thus the Nordvision, it was promoted in Finland, Denmark, Norway and Sweden. Miss Kinnunen is also internationally known. She has recorded songs for Scandinavian labels and is currently also a German label, the latter presenting her with the titles "Tschau Amore,""Kann Denn Liebe Spiel Sein," released in Germany on Philips.

Swedish rock group for Brian Hyland's "Sealed With A Kiss," and "Twistin' Patricia" with Jerry Williams and The Wuffs. The former on Karussell and the latter on Philips. The latter, on Philips in Finland, is very unusual (due to language difficulties) for a Swedish-made record.

The most successful dance records for drummers (dance music) led by Sweden's Egdil Johansson. At the first some course 50 drummers are participating, and whole thing seems to be a success that the ABU has plans to continue this thing also for musicians other than drummers.

NORWAY

Elvis Presley's "King Of The Whole Wide World" has moved up at the top of the Norwegian charts in three weeks, showing that their records still are sure money-makers in Norway. Among the top ten, he also has "She's Not You," this week in the 5th spot.

The song, "Trenque Ole" by Osussurrellt., with Gunnar Engedal and Erling Stordahl, two blind singers, on Odeon, coming up very strong in Norway. The publisher of the song is Carl M. Iverson A/S. Another newcomer of the week on the charts is "Lovesick Blues" from Frank Ifield on Columbia. Publisher of the latter is Bens Music AB in Stockholm.

American Cadence artist Johnny Tillotson coming to Oslo on Dec. 3rd for a personal appearance at the Rondo. He leaves the next day for Stockholm.

SWEDEN

New sheet music from Gehrmans includes "Miss Otsu, Tyvärr, Kommer Inte Till Halloween" (Miss Otts Regrets) by Cole Porter. Swedish lyrics by Gösta Rybrant.

The Falcons, one of the many teen-age groups in Sweden, has been very successful with their recent Polynor recording of "Swingin' Safari." Swedish radio recently voted the record at fifth spot among "most popular among teenage radio listeners."

The Cousins, a Belgian group, is now touring Sweden during November. So far it has been numerous one night stands in Sweden. Cupol Grammofon & Musik AB, handling their promotion tour and their records in Sweden, and according to Holger Roundquist, head of Cupol, this has been a great success for the group as well as for the record company. In December they are returning to Belgium.

Johnny Tillotson, Cadence recording artist, is coming to Stockholm December 5th. His 5th album will be seen heard at the Lorex and on the popular TV show "Hylands Härna." His recording of "I Can't Help It" has just been released here.

Börje Ekberg, international sales manager of Metronome Records, is very excited about the success the group The Popcorns has created in the United States. He is very happy the Anna-Lena Låfgren's recording of the Norwegian song "Grotten Sky," in Swedish "Reignna Natt," is being a top seller. The record was made a year ago, but did create much noise in Sweden, and has been seen on TV on some weeks ago. On Dec. 12th, Ekberg and Anna-Lena visit Berlin where she is contracted for some German TV programs.

The head of Mullitons, reports great sales on sheet music with "Zero, Zero," a Swedish tune that is also scoring abroad these days, particularly in the United States. Also the Norwegian song "Grätende Sky" doing very well on sheet music, according to the report.

Publisher Thor Ehrling, head of Ehrlingförlagen, told Cash Box that he has just obtained "Let's Dance" for Sweden. The recording with Chris Monet in the recording, was made at the moment a top seller in Denmark.

Publisher Stig Anderson of Bens Music AB, Sweden Music, Palace Music, etc. got the exclusive rights for the Columbia record of "Twist A Saint Tropvez" for Bens Music AB. For the last two weeks, this song has been listed as published by Mullitone, which is wrong. However, it might be easy to human error and the song is published in Sweden under the same title, Mullitones has the Italian "Saint Tropvez Twist," while Bens just got the French "Twist A Saint Tropvez." Anderson also reported that he has just obtained two German songs for Bens, "Ohne Krimi Geht Die Mimi" and "Das Ina Bett," for which he has just got very good Swedish lyrics made, and "Baby-Twist" of which he so far is sure of at least one Danish and one Swedish recording.

Cash Box—December 8, 1962—International Section

Gold Record In Reverse

TORONTO—Phil MacKellar, a spinner on CKFH, was instrumental in helping kick off Stan Getz's chart-riding Verve LP of "Jazz Samba." In appreciation of this Quality Records of Canada recently feted MacKellar and flew Getz into Toronto to present the decal with a gold record for his efforts on behalf of the album. Standing (left to right above) are Wray Rutledge, Quality's sales manager of the package division, Getz, Bill Kerrnan, Quality's Ontario sales manager, and MacKellar.
**COUNTRY D.J.**
**REGIONAL RECORD REPORTS**

**CASH BOX**
**REGULAR 1780 BROADWAY**
**NEW YORK 19, N. Y.**

**KFOX**
KX, Long Beach, Calif.
1. A Girl I Used To Know (George Jones)
2. Mama Sang A Song (Bill Anderson)
3. I've Been Everywhere (Manie Snell)
4. I'm Gonna Change Everything (Jim Reeves)
5. Why Can't He Be You (Perry Como)
6. Ride (Ray Price)
7. Shuttles And Breezes (Leroy Woolford)
8. Hello Old There (Carl Belo)
9. Kickin' (Our Hearts Around (Buck Owens)
10. The Violet And The Rose (Jimmy Dickens)

**KWAM**
Memphis, Tenn.
1. Wall To Wall Love (Bob Goffin)
2. Hello Old There (Carl Belo)
3. Wonder Drug (Carl Butler)
4. Daddy Stepped In (Clarence Gau)
5. Longer Or Later (Wally Piersall)
6. I'm Texas (Grandma Jones)
7. Davie Woman (Marty Robbins)
8. Pain Is A Pill Can't Locate (Carl Smith)
9. Mama Sang A Song (Bill Anderson)
10. Don't Go Near The Indians (Tex Allan)

**CKLW**
Detroit, Mich.
1. Mama Sang A Song (Bill Anderson)
2. A Girl I Used To Know (George Jones)
3. I've Been Everywhere (Manie Snell)
4. I'm Gonna Change Everything (Jim Reeves)
5. Why Can't He Be You (Perry Como)
6. Ride (Ray Price)
7. Shuttles And Breezes (Leroy Woolford)
8. Hello Old There (Carl Belo)
9. Kickin' (Our Hearts Around (Buck Owens)
10. The Violet And The Rose (Jimmy Dickens)

**KEGM**
Nampa, Idaho
1. Mama Sang A Song (Bill Anderson)
2. I've Been Everywhere (Manie Snell)
3. I'm Gonna Change Everything (Jim Reeves)
4. Why Can't He Be You (Perry Como)
5. Don't Go Near The Indians (Tex Allan)
6. I Don't Know How I'll Live (Carl Belo)
7. We Missed You (Marty Robbins)
8. King Of The Blues (Marty Robbins)
9. Cow Town (Wally Piersall)
10. Little Black Book (Johnny Dean)

**WFXJ**
Fr. Jackson, S.C.
1. King Of The Rodeo/I Take The Chance (Emil Ashworth)
2. Cow Town (Wally Piersall)
3. Then A Tear Fell (Bob Goffin)
4. Pardon Me (Wally Piersall)
5. The Way It Feels To Die (Van Smith)
6. You Must Be Brat (Jimmy Newman)
7. The Greatest Actor (Wanda Jackson)
8. Sing A Little Song (Rose Maddox)
9. Mr. Heartache (Move On (Calam O'Neal)

**WKOV**
Wellston, Ohio
1. I've Enjoyed Changing Much Of This (Pat武汉Wagener)
2. A Girl I Used To Know (George Jones)
3. House Down The Block (Buck Owens)
4. Stone Wall Love (Ike Delmar)
5. I'm Gonna Change Everything (Jim Reeves)
6. Kickin' (Our Hearts Around (Buck Owens)
7. Block Cloud (Jerry Byrd)
8. Texas Wind (Grandma Jones)
9. Be You Talkin' About (Bill Anderson)
10. Wooden Angel (Jimmie Skinner)

**THE CASH BOX BULLSEYE**

- **MY MOM AND SANTA CLAUS** (2:33) [Cedarwood BMI—Beavers]
- **LOVELY CHRISTMAS CALL** (2:25) [Glad BMI—Jones, Riddle]

**GEORGE JONES** (United Artists 530)
George Jones, who is currently hitting with ""A Girl I Used To Know,"" has a good chance of pulling some seasonal loot with this Xmas tune tagged ""My Mom And Santa Claus."" The side is a high-spirited, contagious affair with a potent, extremely danceable melody. Deejays do more on it quickly, Jones tells the hits side a ""Lovely Christmas Call"" with convincing authority on the flip side.

- **DASHER (WITH THE LIGHT UPON HIS TAIL)** (2:14) [Copar–Forest BMI—McPherson]
- **CHRISTMAS Ain'T LIKE CHRISTMAS ANYMORE** (2:51) [Cedarwood BMI—Bottin, Gray]

**KITTY WELLS** (Decca 31441)
Kitty Wells unleashes her professional vocal charms full-blast on this pleasing Christmas outing labeled ""Don't be a fine side as full-hearted item all about a most important reinder. The lark is currently scoring with ""We Missed You"" and this side ranks as a potent follow-up stanza. The coupler here is another seasonal entry on a heart-tuggin' theme.

- **CAN'T HANG UP THE PHONE** (2:24) [Cedarwood BMI—Doolin, Hill]

**STONEWALL JACKSON** (Columbia 42628)
The vet Columbia hit-maker should pull loads of loot with either side of this double-header entry. ""Can't Hang Up The Phone,"" is lively chorus-hailed novelty item with enough built-in success ingredients to reach the charts in no time flat. The other side, ""Slowly,"" is a soft 'n easy lament with some real pretty lyrics. Eye both ends here.

- **IN THIS VERY SAME ROOM** (2:45) [Pamper BMI—Howard]
- **IF YOU WANT ME TO** (1:47) [Tree BMI—Miller]

**GEORGE HAMILTON IV** (RCA Victor 8118)
The charmer should add to his long string of Victor hits with this power-packed new release labeled ""In This Very Same Room."" The tune is a fine ballad with a soulful lyric that unfolds a tale of broken marriage. Side boasts an ultra-commercial guitar-highlighted instrumental backing. Hamilton offers ""If You Want Me To,"" a catchy, fast-moving light-hearted ditty, on the flip.

- **STRAIGHT FROM HEAVEN** (2:12) [Tavis BMI—Glasier]
- **THE WAYWARD WIND** (2:27) [Warman BMI—Newman & Lebowsky]

**SHIRLEY CHANDLER** (Imperial 5909)
Slim Whitman could have one of his biggest hits in quite a while with this new Imperial outing. On ""Straight From Heaven"" the songster dishes up a plaintive tale of heartbreak with a first-rate, pleasing sound. The deck seems done in the Whitman style.

- **DON'T LET THEM TAKE THE BIBLE** (3:40) [Skidmore & McGraw ASCAP—McGraw]
- **KEEP YOUR EYES ON JESUS** (2:19) [Cedarwood BMI—L., & C. Louvin]

**LOUVIN BROTHERS** (Capitol 4886)
The Louvin Brothers, who are currently riding the charts with ""Must You Throw Dirt In My Face,"" have followed up stanza with this rousing religious entry tagged ""Don't Let Them Take The Bible."" The boys sell the advantages of the Bible education with all of their expected pros and antitype. ""Keep Your Eyes On Jesus"" is slowed-paced, chorus-backed gospel merit. Merits a close look.

- **BETTY ROGERS** (Big Hoss 100)
(B+) ""SECOND HAND THINGS"" (2:50) [Cedarwood BMI—Riders]
- **SO SOON** (2:25) [Cedarwood BMI—Walker] Betty Rogers has got this new Tunnel Hill, Georgia-based label underway with a tender, shuffle-beat, chorus-backed label that is typicalatter country vein. Spinners should flock to the side.

- **Tears, Tears, Tears** (2:15) [Cedarwood BMI—Westberry] This side's a rousing teen-aged pop item with a listenable, danceable beat.

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**CASH BOX**
**DECEMBER 8, 1962**
Just received word that Johnny Cash and his Tennessee Three (Luther Perkins, Marshall Grant and W. S. Holland) along with the other members of the Carter were real proud last week to be the first country group to appear formal on television. Johnny and his package, currently on a US concert tour through the end, did only one show in Tokyo. The entire concert program was highly received by the 2,500 spectators at the Blau.

should contact Blau at the out.

Live country music is taking California by storm with a whole slew of country bands and artists playing the night clubs and ballroom circuits in the state. Current luminaries include: Ray Smith and the Oklahoma Outlaws at the Humoresque club in Hayward; Oddie Minor featured at the Copa Club in Pomona; Jimmy Bryant and his crew at the Zebra Room in Van Nys; Sharon Grimm spotlighted on guitar and singing every Sunday at the Eagles Hall in South Gate; and Vonn Orr is the star country musician at the Dream Bowl Ballroom in Napa.

Decca's Connie Hall writes in word that she has dozens copies available of her newie "Fool Me Once"/"We Don't Have Much In Common Anywhere." Interested sponsors should write to the label at 65 Felly Road, Independence, Kentucky.

Curtis Artist's Productions reports that Ernest Tubb and the Texas Troubadours have just finally up a successful swing through Washington, Ernest and the gang played dates at Bellingham, Seattle, Olympia, Rent and Seattle. Another CAP artist, Charlie Walker, has just completed tour of one-niners in California.

Skeeter Never Sang Sweeter
Skeeter Davis
"THE END OF THE WORLD"
RCA Victor 8098
Direction: HUBERT LONG
606 16th Ave. So. Nashville, Tenn.
Unitized electronic components, designed as pull-out "packages," make a fast and easy job of any servicing on the new Seeburg phonograph. And it's done from the front, without moving the cabinet. The exclusive "See-Check" circuit analyzer plugs into test points to locate trouble immediately. New operating savings...only in the revolutionary Seeburg LP Console.
The head of one of the nation's largest factors—which buys manufacturers' receivables without recourse—last week said: "There is no limit to the funds available today to the credit-worthy small business firm. The trouble is that too many of these guys try to expand too far with too little capital, and get into deep water. We're watching our accounts very carefully and we're taking a tougher attitude on requests for extensions." This observation was not made with coin machine firms in mind, but it easily could have been.

While the credit situation which exists among operators, and their outstanding obligations regarding payment of equipment, is cleaner today than at this time last year, it still poses a problem for some operators. These operators are almost in every instance, technically bad business men. The sooner they realize this the better off they will be and the sooner the business end of things will look brighter.

The answer to operating equipment profitably today is that you have to be a businessman. The line between profit and loss is growing thinner with each collection. New equipment must be bought and paid for regularly in order to keep collections at a peak and to support the overall investment of each route.

Collections must warrant the installation of a new machine and loans just can't be awarded at random. Bonuses have a place in this business but there is a limit and also a time and place for advance payments. With so many money problems on each side of the profit line it is understandable how one operator may flounder while another similar operating business may prosper. The difference lies in the approach to one's business.

The investment in new equipment is a necessity but an operator cannot invest beyond his capabilities. To hold back and not buy is to eventually fall by the wayside. A guide which might be followed is to invest in new equipment until such time as collections do not warrant further investment, based on a percentage system depending on the individual's route. Once the investment for new equipment cannot be made a check on collections should be made. New machines today cannot be bought, installed and operated on the same basis as they were ten years ago. But many operators continue to do this while paying the higher price for equipment. A 60-40 commission arrangement is closer to reality today than the 50-50 proposition of years gone by. Front money guarantees with a minimum, secured location contracts perhaps based on sensible bonus arrangements with a realistic loan, make new equipment purchases possible. And there is no question that periodic additions of new models are the life-blood of any route.

But to abuse the one factor which makes all of this possible, is to cut away your business lifeline—credit. To overextend hurts everyone concerned, especially the operator. To limit the investment in new equipment, refrain from every loan-bonus deal, and refuse to work toward a more equitable location commission arrangement is suicide. The business man must learn to walk the straight and narrow.
Double Sale Of Exhibits For North England Show

Exhibitors Include Largest British Coinfirms

BLACKPOOL, ENGLAND—The second Northern Amusement Equipment and Coin Operated Machine Exhibition takes place at the Olympia, Blackpool from December 5th to 7th.

The Organiser, Jack D. Rose, reports that twice as much space has been sold as last year and a notable addition to the list of exhibitors is Runner and Walker.

Edwin Hall will be exhibiting a 40 ft. Helicopter Ride. This is the first time a ride of this size has been shown at an Amusement Exhibition.


Mint Goes Into Overtime To Relieve Coin Shortage

PHILADELPHIA—The director of the Mint advised last week that steps had been taken to alleviate a shortage of coins in various parts of the country. (F.B. Dec. 6.) Philadelphia and Denver were stepping up production to meet the demand. In addition, a supply of coins available for business firms across the nation. The shortage would continue until December 20th, but coming during the holiday business season was critical. Last week's report stated that a Congressional resolution to furnish one-half million more in nickels and dimes to alleviate this shortage before it occurred was before the Senate was presented because of the usual rush-end to the Congressional session which closed in a hurry due to the President's return from Europe.

The Mint officials said that factors contributing to the shortage of coins were the increased use of same in coin-operated machines and the sales tax which hits the penny market heavily. Last week, bank officials declared that piggy banks and hoarding by merchants caused the shortage. The shortage was expected to end by the new year.

Cash Box—December 8, 1962
1962 YEAR-END 
COIN MACHINE REVIEW

A Special Supplement In The December 29th Issue
Appearing In 4 Separate Sections

Section 1
1962 Review Of Industry Events
A concise report covering the past twelve months—news events, legislative actions, distributor appointments, new equipment, highlights of people, operations, conventions. The perfect setting for your advertisement whether your equipment is just off the assembly line or used and ready for delivery.

Section 2
Vending and the Coin Machine Operator
What can the coin machine operator expect during 1963? Will vending provide an outlet for diversification? What do the experts think of the juke box operator's chances in this growing field of automatic merchandising? Find the answers in this section of Cash Box...solid support for the sale of vending machines...from cigarettes to candy, to coffee...right down the line. Reach this important market starting with this issue.

Section 3
Holiday Greetings Special
Perfect opportunity for all firms to wish each and every customer best wishes for the new year. Fine public relations opportunity for an institutional message. We'll help you write and design it. Call early for a sample layout by mail.

Section 4
Third Quarterly Export Report
The quarterly report looked forward to by everyone in the export business. Sales volume figures for July-Sept. business—country by country listings—analysis of world's markets—sell the importers your equipment and service with an export ad in this section of our year-end issue.

ADVERTISING DEADLINE: DECEMBER 19
Write or call today, and reserve space for your sales message. Prepare copy later and mail to:

Cash Box
1780 Broadway New York 19, N.Y.
HOLLYWOOD: 6272 Sunset Blvd.
Hollywood 5-2129

CHICAGO: 29 East Madison St.
Financial 6-7272

Cash Box—December 8, 1962

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Cash Box

VENING NEWS

The Vending Machine Industry's Only Newsweekly

Interstate Breaks Ground For New $450,000 Plant

MACKE ACQUIRES SOUTHERN VENDORS and SHAFTON FIRMS

Macke Sales for October Increase By $1 Million

WASHINGTON, D.C. — The Macke Vending Company announced last week that it had commenced operations at its new plant in Jacksonville, Florida, and that the number of its vending machines in Florida and South Carolina had increased from 1,800 to 2,100.

The company has entered into a number of new contracts with local retailers, and the number of its machines in the area is expected to reach 3,000 by the end of the year.

New Can Vendor

CHICAGO — A new, all-weather, compact soft drink vending machine has been introduced by the New Can Company.

The machine features a choice of four varieties of canned soft drinks, and features the simplest, fastest, “drop-in” loading yet developed, company officials claimed.

“I honestly believe this vendor opens new horizons in soft drinks vending,” said Louis Urban, Jennings & Company President. “We have finally put out a unit priced so that it pays off fast. With this unit, installation costs simply disappear.”

The unit is completely self-contained, comes equipped with forced air circulation, self-defrosting, and the entire compressor unit is hermetically sealed. Though the cabinet is 18 gauge steel, a welded one-piece unit, the total weight is under 500 pounds. The machine is built for easy top-out, and installation simply consists of plugging into a 110 volt A.C. circuit.

Fully loaded, the vendor delivers 128 12-ounce cans. This is believed to be the biggest load for any machine of its compact size. Dimensions are: 23” deep, 32” wide and 71” high.

Switzer Winners Announced

ST. LOUIS — The Switzer License Company, 621 North First Street, St. Louis, Missouri, announced the third-quarter winners in the company’s travel-incentive program for brokers. First prize went to Preston Dozier, Jr., Dozier-Cowan, Inc., 2405 West McNicols Road, Detroit, Michigan; second prize to Jack Stanley, 3641 Wooster Road, Cleveland, Ohio; and third prize to Rosen Brokerage, 8016 Dale, St. Louis, Missouri.

New Products

HERSHEY, PA. — Hershey Chocolate Corporation has announced the redesigning of all Hershey-bar packages, adapting their traditional maroon background with white letters for the firm name. Illustration of the pieces in a gay party-like theme adds a colorful contrast to the background. The 5c and 10c packages are of pouch paper construction; the 6 oz. and 1 lb. packages are of plain, paper inner wrap with the same design as the 5c and 10c packages printed on cellophane for the surface label. The latter construction provides greater bonding strength and prevents breakage.

NEW YORK — Three popcorn vendor manufacturers either launched or were preparing to launch promotion campaigns directed at coin machine operators last week. One representative stated that the industry was fertile for such equipment with the expansion being made by operators.

Soft Drink Sales In Cans Up 41% To New High

Continental Can Increases Prices By 1%

NEW YORK — Reflecting consumers’ increasing demand for convenience, sales of soft drinks will be poured out of tinned-steel cans this year, in order to bring cans their biggest share yet of the carbonated beverage market.

Reports reaching American Iron and Steel Institute indicate that at least 41 per cent more soft drinks will be sold in cans in 1963 than in 1962, when millions of Americans consumed 1.2 billion cans of their favorite brands, it was announced today by President E. Paret, assistant vice president.

“More and more retailers report consumers demanding soft drinks in cans because of their advantages—disposability, safety, compactness, lightweight and quick-chilling,” Mr. Paret said.

Translated into units, figures to date show that almost 1.7 billion cans of soft drinks will be marketed this year. This will account for about 4.7 per cent of the total 35.5 billion can-bottle market.

Year

1962
1,092,000,000
1963
1,300,000,000
1964
1,500,000,000
1965
1,700,000,000
1966
1,900,000,000
1967
2,100,000,000
1968
2,300,000,000
1969
2,500,000,000
1970
2,700,000,000
1971
2,900,000,000
1972
3,100,000,000

NEW YORK — Continental Can Company raised prices on tin cans last week by about 1% effective January 1. The increase is expected to be followed by other major can manufacturers including Alcoa. The 1% increase comes in a context of rising costs, the company said.

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KANSAS CITY — A new concept in vending machine business was introduced at the NAMA show by Pimentel Manufacturing Company of Kansas City, Kansas, creators of Uni-Style Fronts and Condiment Dispensers.

The MODEL 5000 counter is 30” wide, 64” long, 96” high, and consists of Formica top and skirt and includes a Formica covered condiment compartment. The cabinet is of stainless steel, and includes a condiment compartment, a 1/6 stainless steel restaurant pans. The cabinet is also equipped with stainless steel napkin holders as well as cups and plates.

WAITIN’ FOR THE WASH: A long-range view of a laundry installation by Top Rank, major British holding company with a growing interest in the vending and amusement fields. The location, at Goodmayes in Essex opened October 1, the first Rank laundry. Note the tea vendor in the background for British women awaiting completion of wash cycles, and automatic dryers at rear.
MUSIC MACHINES AND MUSINGS: The crown at Bigner’s Rock-Ola premiere were treated to fine food, music and hospitality.

Bigner Music Shows Rock-Ola In Cincy

CINCINNATI—It was a gala affair the 1963 Rockola Premiere Showing held at David’s Buffet, November 3rd, 1962,” according to Bigner Music officials here. Guests arrived at 5:30 for the show, the “Rhapsody” and “Capri” Rockolas were flanked with baskets of mums tinted blue and white with silver all of which enhanced the color combinations on the designs of the new Rockolas.

Guests present from Dayton, Ohio were William Fasnacht and his party from the Schafer Music Co, a party of four from the Cornus Amusement Co, Ray Walters from the W. W. Music Co. From Springfield, Ohio, Mr. & Mrs. Alex Kristoff, and the Bingaman & Son Company with a party of five. Niles Hayes and party of 4 from Goshen, Ohio. Mr. & Mrs. Leo Caproni from Kipling, Ohio.

From the Cincinnati area Sam Chester and party from the Diamond Vend ing Co, Sam Drivakas from the Atlas Amusement Co, Sam Gervos from Arcadia Sales Co, Vern Hawk from Ambrosine Prod Co, Charles Kanter from Ace Sales Co, John Richey from A & M Amusement Co, Norton Robinson and party from the Supreme Distributing Co, Joe Westerhuis, Robert Weir and Ed Rushf from the Pioneer Vending Co, Harold Hoffman and Clint Shocheck from the Royal Distributing Co, Olmer Meyers, Meyers Amusement Co and William Harris of the Lincoln Amusement Co, Dayton, Ohio. Guests were delighted with the delicious dinner served buffet style, the background music shown to improve job performance.

NEW ROWE AMI

hottest phone in years!

Programs 200, 160 or 100 selections. Sensational self-contained Stereo Round. Sophisticated design, moving color. Outstanding engineering developments for simplified operation. 

BUFFET SERVED AT DAVID’S RESTAURANT: Delicious food served buffet style topped off the evening of the Big 3 for ’63.

THE INSIDE STORY: Always an important part of every new model Rock-Ola’s service features were checked out by operators.

Background Music Showed To Improve Job Performance

NEW YORK—The results of a survey conducted by the University of Illinois, in Urbana, show that background music improves the performance by individuals of simple and monotonous jobs. It was estimated also that approximately 20,000 business firms in the U.S. use background music systems.

Despite the size and scope of this field very little research has been done to provide a factual report on its effectiveness. Because of this lack, Illinois professors carried out an actual experiment to test the performance of individuals at simple tasks. The project involved freshman students, both men and women.

While the students “compared nonsense letters” and “placed nuts and bolts together continuously,” strains of “Stardust” were played followed by other selections with the tempo increasing until finally the “Stars and Stripes Forever” capped the period of background music heard. The music was played at a steady volume, automatically shutting on and off as some systems do.

The findings show that women and men respond equally to the music. Output on manual tasks increased 17%, mental tasks increased in output by 18%. The number of errors made remained without change.

BUFFET SERVED AT DAVID’S RESTAURANT: Delicious food served buffet style topped off the evening of the Big 3 for ’63.

NORTHWEST—James Bilotta, a mean man with a golf putter, whether it’s summer, winter, fall or spring, and it doesn’t matter whether he’s in Newark, Miami or Chicago in the middle of November. In fact he doesn’t care whether he’s attending the NAMA show, or the MCA show, or even the Parks show, which is what he was doing last week when he found a putter in his hands. Normally, he putts the first golf ball of the season, but he didn’t have one. Miss at the close of this performance Bilotta was handed a new golf putter, one he could keep. It was the prize for the champion putter at the Parks Show. And who would even think of winning it but Johnny.

When the officials of the Koerner Company set up their “Play Golf Putting Game” at the NAAPB Exhibit Hall in the Sherman House earlier in the week, someone decided to give away a prize to the putter sinking eight shots in a row. For three days hundreds attempted it. But no one sank more than six in a row. Then on the final day, along came Johnny and the manufacturers from Bloomington, Illinois, could tell from his approach that here was a putter.

Twelve balls later Bilotta stopped, accepted the prize, and gave the co-invented golf game the once-over with that experienced eye. “The game has possibilities,” said the president of Harold, “interesting possibilities,” and he strolled through the Sherman House lobby with a new putter under his arm.

Cosh Box—December 8, 1962

BUFFET SERVED AT DAVID’S RESTAURANT: Delicious food served buffet style topped off the evening of the Big 3 for ’63.

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BUFFET SERVED AT DAVID’S RESTAURANT: Delicious food served buffet style topped off the evening of the Big 3 for ’63.
Active Distributes Rock-Ola In Entire State of Penna.

PHILADELPHIA — Active Amusement Machine Company, Rock-Ola distributor in this area for one year and just last month appointed to the western part of the State giving the firm, the entire Pennsylvania territory, considers the double-sized territory “double pleasure to manage,” according to proxy Joe Ash, pictured below.

The veteran coinman enjoyed a topsale year with the Rock-Ola “Princess” last year and has already topped comparable figures with the new “Rhapsody 160” and “Capri 100,” phonographs, for this same period last year.

The Active firm recently opened new showrooms in Scranton and had the Philadelphia showrooms redecorated about one year ago. In addition to the Scranton Rock-Ola, Ash has the franchise for the D. Guttlieb & Company amusement machine line.

JOEL STERN

CHICAGO—Joel Stern, president of World Wide Distributing Company, and Fred Skor, general sales manager, escorted the Cash Box reporter last Friday, Nov. 29, through the firm’s new service, parts and reconditioning facilities in the recently acquired World Wide building, at the corner of Fullerton and Fairlaid Avenues, on the northwest side of the city.

One of the new facilities in the reconditioning department Skor described as an outstanding innovation is a modern, barge new Spray Booth where all sorts of reconditioned operations are done. A machine, and vending machines are expertly paint-sprayed to look like new equipment. The Spray Booth has a new-type blow system to effectively blow off fumes, odors and other such waste materials.

Skor stated that World Wide Distributing is not only diversified in its operation with coin-operated phonographs and background music units, amusement equipment, a complete line of pool tables, and full line vending machines; but is also completely departmentalized so as to maintain a full staff of specialists in the servicing and reconditioning of all types of coin-operated equipment.

Kurt Kluever, general manager of the parts and service departments at World Wide, advised that every step in the reconditioning process is carefully supervised to assure excellence in performance and in the appearance of all equipment being shipped out to the firm’s customers.

"Of course," Joel Stern concluded, "as the name of our company—World Wide Distributing Company—implies, we are one of the largest American importers of used coin machines and replacements. It is the policy of the New York staff and the store complaints department to make sure that the prices are quite high for the ‘good will’ end of a route purchase.

Want your needle checked? Drop by Atlantic’s service dept. and dip it into the ultrasonic bath. Steady State of the Art equipment will have your stylus checked for wear. Ask Murray Kaye for the details.

Charley Rubenstein, Presty of the National Showmen’s Association, hosted the pre-thanksgiving dinner afield held each year on the eve of the holiday. New York was our scene we heard, and the Eastern Division of Belco Charley expressed with the aid of a pick-up truck to remove it from the driveway. "I will when the guy who is blocking me pulls out," answers Shapiro, who for some reason always seems as though he were late for his next appointment.

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Michelle Haim, President of the R. H. Belo Company, drops onto Tenth Avenue to talk with one of the distributors, and is accompanied by Morris Nathan, head of the sales department. Michelle Haim, President of the R. H. Belo Company, drops onto Tenth Avenue to talk with one of the distributors, and is accompanied by Morris Nathan, head of the sales department.

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Meyer Parkoff, always with a desk full of work, and a telephone full of calls, always with an opinion running through his mind, stated that the prices are quite high for the ‘good will’ end of a route purchase.

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Joe Minues at the Parks Show with Frank Mencuri, showing their new race car machine and it takes top honors as the best arcade machine on display. Exhibit displayed card vendors, Capitol showed its "Auto-Test" and one of the other coin operated equipment but it was a show that didn’t attract a large turnout from coinmen.

Tyr Holzman, United East Coast presy, off to Chi for a visit with Herb Ochberg. There are reports today of a new dollar for dollar, and even remaining in the Midwest today, with a resale price bidding in the $300 price class for all these years.

Guess who services equipment on the SS France? Willie Gaines, of course, who keeps the pins, music and amusement games up to par.

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For the past five years, Joe Minues has been a member of the American Association of Showmen. The young man, who has made a name for himself in the business, has attended, according to those who were there. George Holtzack was re-elected frp President; Row-AMI; second vice-president; Gil Sonin, re-elected treasurer; and Bill Kobler, re-elected secretary.

Ray Knoos, veteran coin machine operator of music, games and at times, launderomats, back on the avenue for a long term illness caused by hepatitis. Ray Knoos, veteran coin machine operator of music, games and at times, launderomats, back on the avenue for a long term illness caused by hepatitis.

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FROM DAVIS

From Davis insures

A greater cashbox returns everywhere whether it be in dollars, francs, marks, liras, pounds or pesos.

Davis will ship steam-cleaned phonographs complete and in working order or reconditioned and refinished. Inventory includes all models of Seeburg, AMI, Rock-Ola and Wurlitzer phonographs and wall boxes.

Write today for a quotation on the equipment desired and remember there's no greater guarantee than a Davis reconditioned phonograph.

**THIS MONTH'S SPECIAL:**

- Featuring Artist of the Week programing
- Looks and operates like new
- Plays both 33-1/2 and 45 rpm discs
- only $775.00

**SEEBURG AQ160S**

- Term: 1/2 Deposit Required
- WORLD EXPO
  - WESTERN EXPORT
  - DISTRIBUTING
  - Exclusive Seeburg Distributors
  - 738 EAST ERIE BOULEVARD SYRACUSE, 3, NEW YORK PHONE Granite 5-1631
  - AREA CODE 315

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- CITATION
- ROYAL CROWN BOWLER
- WORLD'S FAIR RIFLE GALLERY
- BIG HIT

CHICAGO DYNAMIC INDUSTRIES, INC. 1725 W. DIVERSEY, CHICAGO 14

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**Williams**

Mardi Gras 4-Player

Williams builds only one 4-Player per year. Only once in a lifetime docs such a sensational 4-Player come around. Be sure to get yours from your Williams distributor today!

**Williams**

Electronic Mfg. Corp.

1242 W. Fillmore St., Chicago 24, Ill.

**The Buyers**

Read...

**WANTED TO BUY**

Chicago Coin Duchess, Princess, Continental 8/4.

Chicago Coin Shuffle Alley, & Game, Pro, Triple Gold Pin, Red Dot.

Seeburg AQ100, AQ160, AY100, AY 160. United Shuffle Alley, Lightning, Clipper, Copi
tol, 3 Way and up.

**FOR SALE**

AS-IS SPECIALS!

C.C. Rocket Shuffle...

Uk. Shooting Star...

Bally Mystic, Blue Ribbon, Jet, Champion, Victory...

C.C. Drop Ball...

**MONROE**

Coin Machine Exchange, Inc.

2423 Payne Ave.

Cleveland 14, Ohio

Superior 1-4600

Cash Box—December 8, 1962
Phono Equipment Ltd. Considers New Lines

LONDON—Phono equipment Ltd., one of Britain’s leading importers and distributors of phonographs and phonograph records, is currently considering the introduction of new lines of equipment to its existing product line. The company is said to be interested in the possibility of introducing new lines of equipment that would complement its existing product line and would be of interest to its current customers. The company is also said to be considering the possibility of introducing new lines of equipment that would be of interest to new customers who are interested in purchasing new equipment.

ALL TYPES EQUIPMENT!

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AUTO PHOTOS

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ARCADE

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CIGARETTE LOUDSPEAKER

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COFFEE FOUNTAIN

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DISTRIBUTORS FOR WUTZFELZER, UNITED, GOTTLES AND MIDWAY

VALLIS SALES CO.

330 MORTON ST., BAY CITY, MICH.

Wico Offers Special On Needles, Pin Rings

CHICAGO—Ed Ruber advised this past week that Wico Corporation recently has offered “holiday specials” for purchase at very low prices. Among the many phonograph parts and components available are AMI “JAL” stereo diamond needles and a complete stock of pin game rings.

Also at this time Wico Corp. is offering a pair of radio sunglasses. This is a combination of sunglasses with frames concealing a highly sensitive, transistorized miniature radio.

This free offer is available for purchase of either a standard phonograph, a two-way pair of wing speakers, or a pin game ring, or two conversion covers, or any two phonograph parts. This offer is limited for the holiday season.

Cash Box

Your Best Investment For Export Business

for ’62 NEW DELUXE TEEPOOL TABLES

by VALLEY POOL

NEW DESIGN—NEW MECHANISMS!

At your wholesaler or direct.

VALLIS SALES CO.

330 MORTON ST., BAY CITY, MICH.

Talk pertaining to the approaching Christmas holiday is becoming prevalent along Pico Blvd., with many of the distributors & operators making plans for the various office parties, to be held during the coming season. . . . At C. A. Robinson & Co. Hank Tronick informed that for awhile it appeared that the month of Nov. would have somewhat of a dip relative in business activity, but after a short lull the pace accelerated tremendously, resulting in the best month of the entire year. . . . A large export order was completed this week for shipment to Australia, at Simon Distributing Co. Sonny Lomberg reports business very good, with all types of equipment moving at a fast pace.


A sale is being held on all equipment at American Coin Machine. Bill Laney is in New York, getting together to move the complete stock to reconcept at the new show room . . . . The annual Christmas dinner-party of the Harbor Music Operators Assoc., will be held Dec. 17th at the Breckers International Hotel, Long Beach. . . . Walt Petree, regional service engineer, is spending a few days at the local Wurlitzer Factory Branch. Walt is a very proud grandfather of identical twin boys, born 11/17. Mac McGloon of Orange County Music was also visiting and Cliff Nugent & Clayton Ballard are out in the territory, calling on operators.

Gabe Orland of California Music returned from a combination business and pleasure trip to the San Francisco bay area. According to Buddy Robinson “The First Family” featuring Vaughn Meader on the Cadence label, is under considerable radio and television interpretations.

. . . A trailer load of “Celebrity” candy and cigarette vendors arrived this week at Wm. Cline Distributing Co., Inc., and an advancement was made for the Pepol-Cola Distributing Co. of Fresno, Calif. R. F. Jones of San Francisco paid a visit to the local office en route to Palm Springs, to search for the “Celebrity” candy and cigarette vendors. . . . Bill Wilkes mentioned that Carl Cline of Cline Music Co. in Indio, welcomed a baby girl a few weeks ago.

The new Seeburg “LP Console” has been enjoying good sales activity at AMCO Music & Vending Inc. Marshall Ames said the operators are very pleased with the AMCO product, which has one of the best sales & adequate parts department in the country. . . . The shop is preparing export orders this week at Duarte International Sales, for shipment to Sydney and Fanny and Sydney and Fanny and Sydney. . . . Same operators as in the Los Angeles area.

About Nov. 15th the Bill Williams Distributing Co., 3300 Louisiana, acquired State wide distributorship for two side line items; Galley-Fridge, a portable refrigerator operated on alcohol, battery or conventional electric power and Tuff-Tree, a tree trimmer driven by a paraffin engine, on a hand truck. The Tuff-Tree weighs 12 pounds, is powered by a gasoline two cycle 3/4 HP engine and is designed as (is the refrigerator) for boating, camping, hunting lodges, and the like. The Tuff-Tree retails for $27 pounds. Bill Williams, head of Williams Distributing, is himself an outdoorsman of note and his recommendation of the above mentioned items should carry weight.

New business cards of Bob Barger’s Houston Music Co. look plump effective. Across top is printed, “Member Coin Machine Operators Association” Endorsed, at bottom, “Robert H. Barger, the man with the plan.” Barger mentioned that his radio dispatched trucks had proven a profitable investment. Manufacturers and sale of hand trucks, from little fellows about right for wheeling a garbage can up to high tonnage capacity ones for transfer vans and warehouse, make for a lucrative side line at Ardevary Enterprises, a major operating firm owned by Edward and Tommy Arwardy.

HAPPY BIRTHDAY THIS WEEK TO:


Cash Box—December 8, 1962
Big 7 Shuffle

WITH 7 EXCITING WAYS TO SCORE

FLASH-MATIC
PLUS SUPER-STRIKES
BIG 7 SHUFFLE is the only flashing light alley with SUPER-STRIKE skill-appeal

MATCH-MATIC
WITH
SECOND-SHOT SCORE-SAVER
Strike scores up to 500. If Strike not scored, flashing lights permit player to score up to 500 on second shot.

JUMBO
WITH
SPEED-CONTROL SKILL-APPEAL
PLUS SUPER-STRIKES

OFFICIAL
FOR DYED-IN-THE-WOOL
A.B.C. BOWLING FANS

HANDICAP
(Official A.B.C. Scoring)
Any number of players may be allowed "easy" Strike HANDICAP for as many frames as agreed.

ALL-STRIKE
FOR
FAST COMPETITIVE PLAY
ONLY STRIKES SCORE

MYSTERY
popular skill "equalizer"
PLUS SUPER-STRIKES

FULL LENGTH
STAINLESS STEEL
CABINET RAILS

HIGH SPEED
TOTALIZERS

ROTARY
PLAYER & FRAME
COUNTERS

8 ft. 8 in. by 25 in.
1 TO 6 CAN PLAY

COIN STYLES
1. DIME ONLY
2. DIME OR 2 NICKELS
   QUARTER, HALF DOLLAR

BIG 7 SHUFFLE is everybody's alley, appeals to the whims and moods of every type of player, keeps busy every minute of the business day. Get BIG 7 SHUFFLE now.

See your distributor...or write BALLY MANUFACTURING COMPANY • 2640 BELMONT AVENUE, CHICAGO 18, ILLINOIS

Cash Box—December 8, 1962
FIVE
GOOD REASONS TO BUY

1 WURLITZER
Ten Top Tunes

2 Gottlieb's FLIPPER COWBOY
and Williams VANGUARD

3 VENDING MACHINE

4 Cigarette Collections Are
Higher With SMOKE SHOP VENDORS
and the nickel-penny changer features.

5 ALL TYPES OF
USED EQUIPMENT
FOR THE LOCATION THAT RATES
IT. Shuffles, Bowlers, Good Prices,
Yes! Come see, come rave!

AMERICAN'S
Imperial


NEW! Available with IMPERIAL PIN GATE CONTROL (cross when equipment is off or with exclusive MAGNO-PLAY CONTROL.

The ULTIMATE in shuffleboards Watch your profits soar when you operate the ALL NEW IMPERIAL!

See it at your distributor now or write for free color brochure.

American SHUFFLEBOARD COMPANY
310 Patton Frank Road, Union City, N. J., Union 5-6633

Rock-Ola's At Home In Florida Territory

MIAMI—The "Rhapsody 160" and "Capri 100" made respective debuts in this sun-drenched City last month when Sam Taran hosted an operator showing of the new 1963 Rock-Ola phone line.

On hand to view the new equipment were, (pictured at right) top row left to right, Sam Taran and Sol Tabb, Willie Blatt, X. Zerweck and Al Casona. Bottom row, left to right, Bobby Schwartz, Sol Tabb, Harvey Graber, Art Gebart and Harry Zemmand. Taran said that a nice turnout resulted from the pre-show promotion and that the territory will continue to grow as a major Rock-Ola market.

Taran, in noting the names and setting of the new machines in the Italian Riviera promotion literature, claimed that "Florida will make these new machines feel perfectly at home."
WANT

WANT—Philadelphia Tobaccon (Shoe Balls) quite quantity, price condition and serial #. CASH. O.K. Write for address. ALL CABLE ADDRESSES JEUMATE—BRUSSELS.

WANT—Seaburg phonographs 1941B and Co.

WANT—Belgium.$500 for Motion Picture General Automatic S.C. 36. Buy Van Dessel. ADMIRAL CORP., 652 TENTH AVE., NEW YORK, N.Y.

WANT—Are regular buyers late bINGO. Gottlieb, Bally, SIERRA, Williams, remaining equipment, unslapped, unchopped, complete, worked, packed. Price and condition. Cash plus advance. Quite price FOR dollar support. M.W. LORD, KIR 21, ANTWERP, BELGIUM (Tel. 32-61-32).

WANT—used 45 RPM records. All types, as their run right of anything in USA. Will pay freight anywhere in USA. JALEN INC., 2121 W. DEER ST., W. PEABODY, MASS. (Tel. J 2-3431).

WANT—Need Golfing Ponies and Seaburg Phonographs (V-590’s and more recent models).ighbor. Address VERBENIA F.V.R.A. KRONENBURG-STEEL RD. ADDRESS VERBEN.

WANT—45 RPM Records, new or used. LP’s also. Will pay top price for any quantity you have on hand and pay highest price on any quantity. Address SANTA CLARA, CALIFORNIA (Tel. 3-2956)

WANT—We pay the highest prices for all Bingos. Will give fair bid for your collection. Will give any quantity ordered. Address BIG JOHN RECORDS, 487 WASHINGTON ST., BOSTON, MASS. (Tel. 3-2454).

WANT—Attention: Distributors and record shippers.Interested in buying excess stock, rarities, or 45 rpm records up to 12 years old. Highest prices paid. Address CHARLES H. HUGER W. (Tel. 3-4242).

WANT—45 RPM Records, new or used. No owner known. Seaburg, Derby, Williams, Zenith. Address CABLE ADRESSES JALEN INC., 2121 W. DEER ST., PEABODY, MASS. (Tel. J 2-3431).

WANT—Bingus, will accept in trade against anything. The Big Ones. Shuffles or Vending Machines. What have you got to sell. Address EMBASSY EXCHANGE, INC., 2522 PROSPECT AVE., CINCINNATI, OHIO.

WANT—Attention: Distributors and record shippers. Interested in buying excess stock, rarities, or 45 rpm records up to 12 years old. Highest prices paid. Address BIG JOHN RECORDS, 487 WASHINGTON ST., BOSTON, MASS. (Tel. 3-2454).

WANT—Attention: Distributors and record shippers. Interested in buying excess stock, rarities, or 45 rpm records up to 12 years old. Highest prices paid. Address BIG JOHN RECORDS, 487 WASHINGTON ST., BOSTON, MASS. (Tel. 3-2454).

WANT—New or used 45 RPM Records, not over 12 years old, in good condition. Will pay freight. Can use any quantity. WALLY GRIM, 5 N. 8TH STREET, MIAMI, FLA.

WANT—Exhibits 110. Select and Hornotype machines. Experiencing a demand for rare Baltimore Street WALTZ.


WANT—Records, 45’s and LP’s. new or only. Please send complete address and contact number to avoid fraudulent BINGO, KINNEBROCK BINGO CO., YONKERS, N. Y. (Tel. Diffrential 6-7735).

WANT—New or used 45 RPM Records, not over 12 years old, in good condition. Will pay freight. Can use any quantity. WALLY GRIM, 5 N. 8TH STREET, MIAMI, FLA.

WANT—FOR Sale: Seaburg and Williams Phonographs, Games, Cigarette Machines, Beepers. Address: SEABURG, 2121 W. DEER ST., CHICAGO, ILL. (Tel. M 3-1249).

WANT—Jin—Triple Plays for Sale—ill Nov, games, Bingo games, globe machines, Gottlieb Deluxe 30’s, or small halls. NIBRO NOVELTY, 126 HOBART ST., SAN FRANCISCO, CALIF. (Tel. MA 3-1443).


WANT—New Used and Used records not over 8 months old. Will pay cash, CASH. R. T. Records, 3120 Industry Ave., ADE- DEE AVE, BARRINGTON, ILL. (Tel. 6-2941).

WANT—Bally or Used Bingo Backgrounds, New or Used from Beach Club in Amarillo, Texas. Address: WESTERN WEALTH AVE, BOSTON, MASS. (Tel. 5-1011).

WANT—Call Cell! Want for immediate ex- change or sale, Gottlieb Typical of Seeburg, AMI, Williams machine, used. Address: G. M., 2006 NO. BROAD STREET, PHILADELPHIA, PENNA. (Tel. 3-7715).

WANT—Any used 45 RPM records. Tell us everything about them. We will pay on time. Will pay highest price. Address THE MUSIC SERVICE CO., 424 E. 205 ST., NEW YORK, 36, N. Y.

WANT—to buy: Evan Evans; Buckley Track Odds; Mills O.T.O.; Columbia’s Any amount. Address: THE MUSIC SERVICE CO., 424 E. 205 ST., NEW YORK, 36, N. Y. (Tel. 41-5929).

WANT—Junes-Palmer has an office in Atlantic bureau of Seeburg, Williams and Gottlieb, has equipment, arcade equipment. Cash on the line. Address: BOB SMERIAH ENTERPRISES, CHICAGO, ILLINOIS.

WANT—Call us if you are a wholesome buyer interested in lowest prices on all types of coin operated games, not only the regular nude, used equipment, but also racy, etc. November bargain special 13- Avenue Copys, Supreme Copys, and other attachments just $25. As is. $59.50 recouped. FRANK WARD 481 MAIN ST., BUFFALO, N.Y.

WANT—Close out run over run hit 45 rpm records. Wanted. Your bin, trunk, box, NBA, FLORAL PARK, N.Y. (Tel. F 1-7150 or F 1-3801).

WANT—Bingus, Beach, Bingo Bonanzas, Gat- times, Big bites any bingus complete with working parts. Will pay cash for dan CONNNY, 1410 BUF- FAIR, WHITE PLAINS, NEW YORK 3, N.Y.
THE WURLITZER COMPANY • 106 Years of Musical Experience • NORTH TONAWANDA, NEW YORK

WURLITZER

appoints

MUSICAL DISTRIBUTORS CORPORATION
FOR METROPOLITAN NEW YORK AND NORTH JERSEY

The Wurlitzer Company announces the appointment of Musical Distributors Corporation to represent the company in the sales and service of coin-operated phonographs for Metropolitan New York, North Jersey and Fairfield County, Connecticut.

A new facility for sales, service and parts department which is illustrated below has been opened at 841 Tenth Avenue, New York City to serve operators in Manhattan. Musical Distributors also maintains sales, parts and shop facilities at 1640 Bedford Avenue, Brooklyn.

Harold B. Kaufman, well known in the coin machine business, is President of the new Wurlitzer distributorship and is currently holding open house at his new offices on Tenth Avenue.

The Wurlitzer “Ten Top Tunes” feature has convinced Harold that it is the answer to extra operator earnings and he is prepared to prove that this feature has the ability to double the take in countless locations. You are invited to come in and learn how this feature can benefit your operation.

Harold B. Kaufman, President
Musical Distributors Corporation

THE WURLITZER COMPANY • 106 Years of Musical Experience • NORTH TONAWANDA, NEW YORK
UNITED’S LUCKY BOWLING ALLEY

New

Cool...White “Much Longer Light-life” Fluorescent Lighting in Back-Box

New Easy-to-Read (White on Black) Scoring Drums

Flash Scoring
Top Score 960

Dual-Flash Scoring
Top Score 960

Stikes—30, 40, 50, 60, 80
Spare—20, 30, 40, 50, 60
If strike is missed, flashing lights permit player to pick up Big 60 Spare Value

Advance Scoring
Top Score 730

Bonus Scoring
Top Score 990

All Spares Scoring
Top Score 360

Regulation Scoring
Top Score 300

Players’ Choice of Easy or Normal Strike (Button Control)
Permits More Competitive Play

Players’ Choice of Seven Ways to Play!
(Button Control)

Dime Coin Mechanism
2 for 25c Coin Mechanism Optional at Extra Cost

1 to 6 Can Play

13 Ft. Shipping Weight (Crated) 740 lbs.
16 Ft. Shipping Weight (Crated) 775 lbs.

Highest Resale Value

Available in 13 ft. and 16 ft.
Standard Lengths

4 Ft. and 8 Ft. Sections are available to increase lengths as desired

Designed by the Originator of Coin-Operated Shuffle Alleys and Bowling Alleys

UNITED OPERATORS ARE SUCCESSFUL OPERATORS

ORDER FROM YOUR UNITED DISTRIBUTOR TODAY!

UNITED MANUFACTURING COMPANY • 3401 NORTH CALIFORNIA AVE., CHICAGO 18, ILLINOIS • CABLE ADDRESS: UMCO
The Capri 100 is enhanced with beautiful brilliant colors and gleaming metal appointments. This plus Rock-Ola's NEW Exclusive FULL DIMENSIONAL STEREO Sound makes the Capri 100 the most wanted phonograph.

MODEL 404

PRE-ANGLED 2 1/4" TWEETERS ON BOTH SIDES

LOCATION PERSONALIZATION
Supply of easily inserted letters, numbers, etc., are included to enable you to provide your locations with personalized phonographs.

FEATURED STAR DISPLAY PANEL
For model 404 Capri 100 Selection Phonograph

NEW ROCK-OLA WALL BOX
- Entire mechanism removable for fast efficient servicing!
- Extra large cash box.
- Deep recessed coin chute.
- Completely sealed hinged front door.
- Revolutionary new selection system.
- High styled design.
- Accumulator permits multiple coin deposits.
- Rugged construction.
Model 1558 (160 selections) Wall Box
Model 1564 (100 selections) Wall Box

TRUE FULL DIMENSIONAL STEREO SOUND
is delivered right at the phonograph by combining perfect factory pre-angled stereo cone tweeters...with the main unit speakers. Achieving a sound that immediately captures the patrons attention—thus assuring complete location satisfaction and maximum earnings.

SEE THE BIG 3 FOR '63

Rhapsody 100
With Full Dimensional Stereo Manual Phonograph

Capri 100
With Full Dimensional Stereo Model 404 Deluxe Stereo Monaural Phonograph

Capri 100
Model 404 Deluxe Stereo Monaural Phonograph

LOOK TO ROCK-OLA FOR ADVANCED PRODUCTS FOR PROFITS

Rock-Ola Manufacturing Corporation
800 North Kedzie Avenue
Chicago 51, Illinois