some artists just fit together perfectly. That was exactly the case when Stan Getz (right) teamed up with Charlie Byrd to cut an LP for Verve called "Jazz Samba" on which came the smash jazz-pop single "Desafinado." Not only did the single and LP go on to become tremendous hits, but both disks played the major role in starting a trend on the part of American record companies toward the recording of the exciting new Brazilian beat, the Bossa Nova. Getz, an exclusive Verve artist, is also starred in a new hit LP dubbed "Big Band Bossa Nova" featuring the arrangements of Gary McFarland. The sax star was recently featured at a Bossa Nova Concert staged at Carnegie Hall. Byrd has just returned from a European concert tour.
A. MAKE A LONG STORY SHORT: Eddie Hodges has just been signed to an exclusive contract by Columbia Records. HIS FIRST RELEASE IS "SEEIN' IS BELIEVIN'" c/w "SECRET". COLUMBIA SINGLES SELL! Also available on single 33
Next week Cash Box assembles its Annual Year-End Issue—an issue that will summarize in one neat package, events that occurred throughout the entire record industry during 1962.

Although a great deal of effort goes into the make-up of this year-end special, it has become a most pleasant task from a number of standpoints: For one—the results of the compilation determining the top artists and records are always surprising; and more important—the issue is put to good use throughout the trade for a great deal longer than the regular weekly issue. Dee jays throughout the world use this edition as a reference guide for special year-end and New Year shows. It is continually referred to well into the New Year and offers dee jays a wealth of programming material. Bios of the year’s top artists offer interesting information for listeners. Another feature put to good use is the break-down of the top ten records of each month during 1962—a handy reference chart for jocks who enjoy doing a flash back every now and then by programming the top ten of “a year ago at this time.”

From the interest angle, it’s always fascinating to find out how one big artist stacks up against another and which of the big songs of the year was the biggest on the charts. For this feature, Cash Box has just completed an extensive compilation of our best seller charts in pop, country, rhythm & blues as well as in the LP field for both monaural and stereo. Every record during 1962 was given a weight based on the height it attained on the charts each week as well as for the length of time it spent on the charts. The results are most interesting.

Similar compilations have been completed by all of Cash Box’ international representatives and the issue will report on the top hits from key international markets throughout the world.

The issue has also taken on a festive Holiday spirit since it hits the trade the day before Christmas and features Yuletide messages from many artists who have been prominent on the record scene during 1962.

The Cash Box Special Year-End Issue will go to press on Thursday, December 20th and will be out the following Monday.
WE DEMAND EQUAL TIME!

because

(We’ve Got A Funny Family Too!)

AT HOME WITH THAT OTHER FAMILY

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SEABOARD—Hartford
STAN’S—Shreveport
TONE—Miami

Cash Box—December 15, 1962
Smash Signs Toni Fisher In "Name Artist" Build-Up

CHICAGO—After relying on master purchases and the build-up of newcomers, Smash Records, the Mercury connection, is building the "name" performer—songstress Toni Fisher.

Lary, who clicked with the "Big Hurt" and more, recently, "West of Memphis," on the Burtong label, cut her first sides for the diskery last week for Khrushchkev.

According to Irving B. Green, president of Mercury, plans for 1963 call for the Lary album. Topdisk stars likefished on the label, including Tony Bennett, and the gradual expansion of the LP catalog of Smash. Latter build-up also applies to Fontana, another Mercury affiliate.

Graham: "This is important."

Smash has had hits from such new arrivals in the past as Joe Dowell, Bruce Channel and Dicky Lee.

As reported last week, the label, under the direction of Charlie Fach, is expected to have sales figures for 1962 in excess of $1 million net billings, a 50% increase in that figure for '63.

DDG Sets Upcoming LP’s, "Til April"

NEW YORK—DDG Records, the German classical line handled in the U.S. by Harold O. Lurie, has made known its highlight releases from Jan. to April.

For Jan., top product will include: "Die Winterreise" sung by Hans Hotter, Tchaikovsky’s 4th symphony with Masel and the Berlin Philharmonic and Bach and Handel arias sung by Riccardo Faccini.

Leading the Feb. albums will be a complete version of "La Traviata" by Scott, Raimondi and Bastianelli at the Met, headline label, and the Berlin Chorus & Orch., the International Lanz-Bartok Competition, and Beethoven’s "Early Quartets" Op. 18 played by the Amadeus Quartet.

In March, the label will spotlight Bartok’s violin concerto by Gyorgy Garay with the Leipzig Radio Symph., and Herbert von Karajan conducting the April release is Schoeck’s Fourteen Songs from Gottfried Keller’s "The Treachery of Nightingales" sung by Dietrich Fischer-Dieskau with the Berlin Radio Symph. conducted by Fritz Reiger.

ABC-Par To Meet Distributions in N.Y.

NEW YORK—ABC-Paramount Records has set a national distribution meet for Thurs., Jan. 3, at New York’s ABC-Paramount with a majority of the label’s artists expected to be on hand. At the meeting, the label will unveil about 18 new albums, both the ABC-Par and Impulse! labels.

Hickory Logo Bows in Canada

NEW YORK—Product carrying the Hickory logo began appearing in Canada last week. Under a new distribution deal with Universal Record Mfg. Co. Ltd. of Toronto, a similar log bow is the label in Canada, single by Dan Folger, "There Came a Tear," was released throughout the country. Other dates will follow, according to John Porteous, Universal's A&R head. Another Canadian label previously handled Hickory product, with releases not carrying the Hickory logo.

Decca Bows Spoken-Word Classics With Good Housekeeping Seal

NEW YORK—Decca Records has unvelled a spoken-word series of LP’s—under wraps for a year—that carry the famed "Good Housekeeping" seal of approval.

In fact, the LP’s go under the banner of the "Good Housekeeping Li

Petrillo Out As Chi. Musicians’ Heads

CHICAGO—James C. Petrillo, the colorful, long-standing leader figure in the American Federation of Musicians, has given in to the pressure of "name" unions, and has announced his retirement from the post of president of the Chicago local of the union.

Petrillo, who headed the local for 50 years, has been succeeded by Irv Perlman, a 58-year-old band-leader-pianist.

Petrillo, a one-time onetimer, had reached the highest position in national union presidency in 1950, retaining leadership of the Chicago local, 11,000 members strong.

The record industry felt the power of Petrillo back in 1942, when he ordered what was to turn out to be a 27-month ban on the participation of musicians at record sessions. He claimed that records were putting musicians out of work. Even a personal plea from President Roosevelt failed to sway him.

One-Stops Meet In Chicago

CHICAGO—The Record One Stop Association, (ROSA) held a two day meet here on Sat. and Sun., December 14 and 15 at O’Hare Airport.

Purpose on the organization’s agenda was chiefly concerned with attaining a better understanding and relationship between ROSA members and labels. Return privileges and business concerns were discussed by the membership in attendance.

According to the desire for a united front among all segments of the record industry, Irv Perlman, president of ROSA, stated: "We are very de

sious of making it known to the nation’s manufacturers the enormous sales potential the one stop operator offers. It would certainly be much more advantageous to us if the record manufacturers kept us properly posted on all advance information on new products and deals."

Five new members were voted into ROSA during the meetings. They were all on hand at the time. They are: Mr. & Mrs. K. Horn, Bill’s T Stop, Tulsa, Oklahoma; Barney & Irv Perlman, Zons, Co., Pitts

burgh; Thomas Mutter, Consolidated, Detroit, Mich.; Ken Vine, Vine’s One Stop, Louisville; and Leonard Bood, Stopp, One Stop, Mount Vernon, New York.

Among the manufacturing personnel on hand during the meetings were Bob Kornhelse, Atlantic; Bob Krueger, RCA-Victor Co.; Dick Bruce, Mercury; and Bob Fedd, Liberty, who

planned in from the West Coast.

Members who attended the sessions include: Irv Perlman, president of ROSA; Jim Haggard, London, England; Stanley Stone, Galaxy Dist., New York; Lou Rocker, ABC-Par, One Stop, New York; Harry Breckman, Uptown One Stop, St. Louis; Joe Fink, One Stop, Chicago, Ill.; Manny Wells, New York Rec.

din, One Stop, Virginia, Va.; Ed Ochel, One Stop Record Service, St. Louis; Steve Breslow, One Stop, Roosevelt, N.Y.; Russ De Angelo, Music Box, Chicago; and Dick Moerbith, Acme Music, Minneapolis.

Other officers—Samuel Ricklin, Raoul Shapiro and Jim D’Owyer—were absent from the meetings. D’Owyer, who recently underwent eye surgery, was recuperating in Florida.

Perlman advised that the next meeting of ROSA will be in Chicago sometime towards the end of Feb. or the beginning of March. A definite date and site will be determined dur

ing a board meeting next Jan. All ROSA members will be invited to the next meeting.

Perlman will also be on hand at this week’s ARMADA board meet this week. ARMADA plans to meet ARMADA execs on Monday on possi

ble unification and better understand

ing and cooperation between the two organizations. He said that he would like any remarks concern

ing labels.

Decca declares 30% Dividend

NEW YORK—Decca Records has declared a dividend of 30% per share on capital stock has been declared by directors of Decca Records. It’s payable Dec. 26, 1962 to stockholders of record Dec. 17.

bary of Recorded Classics," the first of which is "Oliver Twist," narrated by Charles Dickens. Due for release in the near future are releases featuring Raymond Massey, Maurice Evans and Kay Thompson, among others.

The editor of Good Housekeeping mag, Wade Nichols, as well as Van H. Carrell, editor of box office weekly Variety at Hearst Publications, headed a com

mittee that approved selections, scripts, and the final product. A spe
cial Good Housekeeping Head of the Conductors, Professors of Literature at various colleges also helped prepare the recording of the works.

Each work will be presented on the LP, which carries a suggested list of $4.98.

Lyle Kenyon Engel, the indie producer, is the series executive producer, working through Fermac Audio Corp. Engel worked directly with Milton Gabler, a Decca A&R director.

What’s more, all the New York disk reviewers have written liner notes for the LP’s. The “Oliver Twist” liner was done by Atra Baer, records editor of the New York Daily News. Other lines have been written by Herbert Kupferberg, records editor of the New York Herald Tribune; Dick Kleiner, disk columnist for the Buffalo Evening News; Ted Legrand & Sun; and Douglas Watt, records editor of the New York Daily News.

The label showed good timing in the release of "Oliver Twist" as the first item in the series. The English musical version of the Charles Dickens’ classic "Oliver Twist"—opens on Broadway later this month after a strong five month road tour in the U.S.

Decca’s "Oliver" has background music by Tony Mottola.

Cash Box—December 15, 1962
FCC Orders Miami TV Outlet Off The Air By Jan. 4

WASHINGTON, D.C. — The Federal Communications Commission (FCC) has set a definite date for the Miami-based television station WCKT, to cease its operation of television station WCKT, Miami.

The agency made no decision on when it ordered the outlet off the air last year after it had reached the conclusion that Biscayne had used improper attempts to influence its original award of the station to Biscayne in 1966.

Succeeding Biscayne on a temporary basis will be the Sunbeam Television Corp. The FCC declared Sunbeam must apply for a new license April 12 and that it would consider applications made by competitors between April 12 and June 12.

With FCC approval, Sunbeam purchased WCKT’s physical assets and certain flick rights from Biscayne for $5,400,000.

NAMR Board Sets N.Y. Meet

NEW YORK—The board of directors of the National Association of Record Merchandisers, Inc., will hold its next meeting on Jan. 5 and 6, at the Americas Hotel in New York, it was announced by Jules Malamud, the association’s executive director.

On the agenda for consideration by the seven man Board will be membership applications which have been received by the office of the executive director since the last Board meeting, and the finalizing of details for the 1963 NAMR Convention at the Fairmont Hotel in San Francisco on March 3-5.

Presiding at the meeting will be NAMR President, Glen C. Becker (Music City Record Racks, Los Angeles). In attendance at the meeting will be NAMR vice president Alvin M. Driscoll (Pioneer Distributing Company of Kansas and Texas), Secretary Kenneth Sach (Merchants Wholesale Service Company, Detroit), treasurer George A. Berry (Modern Record Service, New Orleans), past president and director Edward M. Snider (Edge, Ltd., Washington, D.C.), director Larry M. Rosmarin (Record Distributing Company, Houston), and director Cecil Steen (Recordwagon, Inc., Boston); Jules Malamud, executive director, and Earl M. Foreman, NAMR legal counsel, will also participate in the meetings.

UA "Taras" Track In Tie With Chi Cities Service

NEW YORK—When customers of 500 Cities Service gas stations in Chicago gas-up beginning Jan. 1 they’ll be able to buy the United Artists Records soundtrack LP of "Taras Bulba" for $1.

An extensive ad campaign utilizing newspapers and radio will support the merchandising tie-up. Half-page ads will be inserted twice—at two-week intervals—in the Chicago Tribune, Daily News and Sun-Times.

"Taras Bulba," a UA release, is a spectacle starring Tony Curtis and Yul Brynner. Among the themes in the score by Franz Waxman is "The Wishing Star" (lyrics by Mack David), which has been getting lots of singles coverage.

New Artists & Repertoire Man?

NEW YORK—Adlis Stevenson (center) is pictured above at the recent U.S. Mission party for the United Nations congratulating folk singers Bill Croft (left) and Steve Addiss. Stevenson’s praise for their performance at the bash and in particular, for their parody of "The Twelve Days of Christmas," republished as "Twelve Days With Krushchev," caused such a stir that MGM’s Creed Taylor has inked the boys for a single of "Twelve Days" and "Noah’s Dove."

Bob Morgan Named Epic Exec. Producer

NEW YORK—Bob Morgan has been promoted to the post of executive producer for the new CBS-Okeh affiliate, according to Dave Kaplak, eastern pop A&R head for the Columbia Broadcasting System.

Morgan, formerly a producer for Columbia and Epic, will now be responsible for the supervision of both Epic and Okeh product. He will coordinate daily with the ongoing recording of such epic artists as George Maharis, Bobby Vinton, The Hollies and Four Freshmen. In addition, he will coordinate the activities of all Epic and Okeh producers, and work closely with all producers in matters pertaining to recording, budget, and promotional and administrative control. He will continue to reside in Los Angeles.

Besides cutting hits by Maharis and Vinton, Morgan got his first big success at Columbia with 1960’s "Green Fields" by The Brothers Four. He has also cut The Clancy Brothers and Tommy Makem, Jerry With Oscar Brown, Jr. and Bobby Hatteck.

Morgan joined Columbia in 1958 in the firm’s organizational development department. That same year, he was named associate producer and his appointment as a producer was made in Oct., 1959.

Jay-Gee Revamps Promotion Department

NEW YORK — Jay-Gee Record Co., the disk producing and distributing firm, has expanded extensively its promotion department to provide concentrated local, regional and national promotion for its clients. The firm has been announced by Steve Blaine, president of the company.

Blaine and Murray Deutch, vice-president and national promotion director, have reorganized Jay-Gee’s promotion set-up.

"We have revitalized and strengthened our promotion efforts in order to provide maximum exposure for our records that are being promoted by our own subsidiaries, Jubilee Records and Josie Records," said Deutch.

The promotion growth curve, from the year 1957 to the year 1958, shows Jay-Gee’s promotion departments have increased from 15,200 to 30,700.

UA Ups Steve Morris In International Dept.

NEW YORK — In line with the expanded activities of the international activities of United Artists Records, prexy Art Talmadge has announced the promotion of Steve Morris to associate director of the international division. In his new position, Morris will work directly with Sidney Shemel, director of foreign operation.

Chalk up another notable year in the world-wide market, UA Records is also completing the initial year of distribution throughout the world under its own label. In this regard, Morris, who is a Brit, will have the benefit of the UA record label almost since its inception, and who, for the past few years has served as assistant to Shemel, toured the European continent early this summer to meet with affiliated and to set-up policies for the distribution of the UA product.

With such artists as Ferrante and Teicher, Al Caiola, The Highwaymen and Gene Pitney, on the national label, leading the way sales-wise in the foreign markets, UA also introduced its new Jazz Series to all affiliates with a great deal of success. Included were also the first two Talmage albums, "The Four Senior Men," and "Paul Mann, Billie Holiday, John Coltrane, Art Blakey and other Jazz stars whose names are well known in most market areas.

In his new assignment, Morris will be in charge of the day-by-day operation of the foreign division, Talmadge said.

Other promotion men and their headquarters are: Mickey Eichner, Jay-Gee, New York; Bill Roberts, Cosmos, Los Angeles; Mel Knar, Cosmos, Detroit; Paul Baio, Cosmos, Chicago.

Bob MORGAN

Cash Box—December 15, 1962
Upcoming personal appearances throughout the country, plus TV guest shots, will add many new, enthusiastic fans to the large and loyal following Robert Goulet has already established. Here is a complete listing of his itinerary:

* December 7—Jack Paar Show, NBC-TV
* December 7—Opens Blinstrub's Nightclub, Boston, Mass.
* December 26—Opens Caribe Hilton Hotel, San Juan, P.R.
* January 24—Opens Sahara Inn Chicago, Ill.
* February 5—One night engagement at Americana Hotel, New York, N.Y.
* February 14—Opens Flamingo Hotel, Las Vegas, Nev.
* March 13—Bob Hope Show, NBC-TV
* March 15—Opens Deauville Hotel, Miami Beach, Fla.
* April 4—Opens Cork Club, Houston, Texas
Here’s the rich, vibrant Goulet voice in a great new album that includes a superb souvenir color portrait with every record. It’s an unbeatable package with tremendous consumer appeal, a perfect Christmas gift.

Order now—this exciting album with its accompanying framed portrait can be guaranteed only on initial orders. Exclusively on COLUMBIA RECORDS.
"WILLIE CAN" (2:15) [Acuff-Rose BMI—B. & F. Bryant]
“TOO MUCH IN LOVE” (2:33) [Acuff-Rose BMI—B. & F. Bryant]

SUE THOMPSON (Hickory 1196)
The canary, whose rapidly growing hit list now includes “James (Hold The Ladder Steady),” can have another powerful sales entry in her new recording on the RCA Victor label. Tabbed “Shake Me I Rattle” (Squeeze Me I Cry)," this one’s a full-blown rocker, titled “Hula Hula Cancin’ Doll,” that Martin sells with multi-track finesse. Strong vocal and instrumental assist. There’s loads of beat-ballad sales appeal in the potent undercurrent.

"HULA HULA DANCIN‘ DOLL" (2:42) [Weinmann BMI—Weinsantel, Eddie, Pelace]
"SOMETHING ON MY MIND" (2:25) [Winneton BMI—Miller, Martin]

TRADE MARTIN (Coed 573)
Trade Martin can make it two chart-makers in-a-row with this solid follow-up to “That Stranger Used To Be My Girl.” This one’s an all-dance rocker, titled “Hula Hula Cancin’ Doll,” that Martin sells with multi-track finesse. Strong vocal and instrumental assist. There’s loads of beat-ballad sales appeal in the potent undercurrent.

"ONLY THE HANGMAN" [Cedarwood BMI—Walker] [Sure-Fire BMI—Perry]
"JOHNNY TRAVERS" (3:16) [Sure-Fire BMI—Perry]

REX ALLEN (Mercury 72071)
The vet, who bounced back into the wax limelight as a result of his country-pop triumph, “Don’t Go Near The Eskimos,” should easily stay there with this one’s new release. Richie the Hangman (with a “Streets Of Laredo” melody) and “Johnny Travers” are Western-styled affairs with ironic twists (from the artist’s “Rex Allen Sings And Tell Tales” (LP). Take your pick. This is a toss-up for honors.

"AUF WEILERSEHN, MY DEAR" (2:00) [Advance ASCAP—] [Aldon BMI—Goftin, King]
HERMANN HOFFMAN, Goodhart, Nelson, Ager]

BEN E. KING (Acre 6246)
Ben E. King’s new Acre release looks (and sounds) like a winner from both ends. They’re two lovely romantic weepers, the Latin beat “Auf Weilersehn, My Dear,” and the beat-ballad “Tell Daddy,” that Ben wraps up in ear-appealing fashion. Top notch background credits belong to Jimmie Haskell on the former and Klaus Ogermann on the latter.

"SHAKE ME I RATTLE (SQUEEZE ME I CRY)" (2:58) [Coliseum BMI—Naylor, Hackaday]
"TENNESSEE TEARDROPS" (2:24) [Martxy BMI—Robbins]

MARION WORTH (Columbia 24810)
The lark, who’s had a number of country-pop successes, can go all the way (in both departments) with this one. Tabbed “Shake Me I Rattle” (Squeeze Me I Cry)," it’s a charmier designed for the Holidays that the chorus-beckoned Marion delivers with a fragile “Doggie In The Window” “Tennessee Waltz”-like quality. Since there is no specific mention of Christmas, the sales can carry far beyond the season. The touching, multi-tracked Marty Robbins-styled litter, “Tennessee Teardrops,” can also develop into a big dual-mart hit. Standout pairing.

"DON’T TAKE HER FROM ME" (1:15) [Acuff-Rose BMI—] [Acuff-Rose BMI—Orbison]

KIRS JENSEN (Hickory 1195)
Jensen, who’s coming off a big chart bow in “ Torture," can have a pair of hits follow-ups here. On one half is a kind of droll, cha cha beat (building to a big finish) pleader, “Don’t Take Her From Me,” and puts it across with telling effect. On the other end he turns a sizzling dual-voice twist up-dating of the years-back Everly Bros. click, “Claudette. Terrific chordal-instrumental showcase on both ends.

"SEEN IS BELIEVIN’" (2:33) [Sherman—Devorzan BMI—Chandler, McKendry]
"SECRET" (2:04) [Aldon BMI—Greenfield, Miller]

EDDIE HODGES (Columbia 24026)
The youngster’s a good bet to start his wax association with Columbia in his hit style. One half of Hodges’ label bow is a funky, multi-trackers, thumper, tabbed “Seen Is Believin’,” that Eddie and the Jack Nitschke-ored-choral group wax in ultra-commercial manner. The tearful rock-a-chara companion piece, “Secret,” also has what it takes for chart dom. Could be a big double-header.
New album with all of Neil’s biggest hits including his newest hit single “Next Door To An Angel” (#8086).

RCA VICTOR

THE MOST TRusted NAME IN SOUND
THE FASCINATIONS (ABC-Paramont 19387)

1. **MOTHER GOOSE**
   - Duration: 1:55
   - Review: "This light-hearted animated feature is a treat for the whole family. The characters are well-animated and the songs are catchy. A must-see for music lovers.

2. **DADDY ROSE**
   - Duration: 2:05
   - Review: "A delightful musical that explores the life of a struggling musician. The chemistry between the lead actors is strong, and the soundtrack is filled with memorable tunes. A heartwarming tale that will appeal to all ages."
THE ORIGINAL ANSWER TO THE FIRST FAMILY

The Other Family
Starring Larry Foster and Marty Brill
Featuring Toby Deane

The New Comedy Sensation That's Sweeping The Country
JOHNNY COOPER (Emrine 42)
(B+) “BONNIE DO” (2:22) [Veneta BMI—Cooper] This take could be the next best name-song click. The very tuneful ditty is wrapped-up in a strong speedy rock-a-cha arrangement, and it's blessed by a solid multi-tracked sound from the sources. Can go all the way if it catches on. Firma is a Chicago outfit. 

(B+) “LOVE IS A TREASURE” (2:19) [Veneta BMI—Erranz] Unburied sentimental-rock statement.

MISS PRIM & THE CLASSROOM KIDS (Army 87) (H+) “THE PEDDLER” (2:25) [Al- don BMI—Mann, Well, An- thony] An, indeed, prim-sounding school-marm whose subject is music teaches her charges a cute kiddie step, only to have the kids—broad half-way down the track—offer a hard-beat interpreta- tion of the dance. Lots of fun. 

(B) “MISS PRIM’S THEME” (2:18) [Al- don BMI—Mann, Well, Anthony] The catchy tune takes a rare bite here in teen-mar- ket rock-voical stint.

THE BLENDS (Cortland 103)
(H+) “EVERYBODY'S GOT A RIGHT” (2:20) [Veneta BMI—Jones] The Chi-based label could grab strong chart attention with this potent shout-type blueser from the warblers. Keep close tabs on the exciting goings-on here. 

(B) “WHAT HAVE YOU GOT?” (1:59) [Veneta BMI—Jones] Boys are heard in a lively bouncy blues format here.

THE DEL VIKINGS (ABC-Paramount 10885)
(H+) “THE FISHING CHANT (To- wards Pulaski)” (2:15) [Mann, Michael H. Golden ASCAP—Lund] The vet rocksters try their hands on the lively Louisiana sound, The Tamure, which is getting popular in Europe and is already a success in France. Work on the ditty, heard in the “Mu- tany On The Bounty” slick, is loaded with chart hits that make solid teen- market sense. Watch this cut. 

(B) “AN ANGEL UP IN HEAV- EN” (2:04) [Pine Hollow ASCAP—Kronides] Boys offer a pleasing teen-ballad blend here.

CHRISTMAS

JOAN & DEAN (Liberty 55522)
(B+) “FROSTY (The Snow Man)” (2:06) [Hill & Range BMI— Nelson, Rollins] The song—tosome could have a big wintertime novelty outing via this same teen-directed reading of the evergreen. Besides teeners, side can also make it with the moppets. 

(B) “SHE'S STILL TALKING” (2:12) [London BMI—Alfert, Berry] More rockin' fun from the performers and their backing.

PAUL ROBERTS (London 5973)
(B+) “... AND A HAPPY NEW YEAR” (2:27) [Essen ASCAP] Here's a very clever, sentimental view of the kind of Christmas that's celebrated sans the religious aspects. It's presented with a sophisticated delivery by English performer Roberts, who's backed by a stylish rhythm accompaniment. It'll serve some dairing for stations to perform, but does have a worthwhile mes- sage. 

(B) “GOT 'N IDEA” (2:58) [Cobinbergh, Hopwood & Crew ASCAP] This blue-inclined rock-matic.

JAYE P. MORGAN (MGM 13114)
(B+) “SLOWLY” (1:39) [Rosevelt BMI — Blackwell] Good- natured romantic blueser is done with a happy blues sound and her own-chorus backing, which in- cludes a fine organ solo. Likely to get good spins. 

(B) “MA (He's Making Eyes At Me)” (1:59) [Mills ASCAP— Claret, Clarke] A bright mambo set- ting for the performer's reading of the old timer.

CHRISTMAS

JIMMY DONLEY (Chess 1843)
(B) “SANTA! DON'T PASS ME BY” (2:13) [Tree Top- Crazy Cahun BMI—Meaux, Maddux] Interprets Cahun's novel- changed blueser from the sometimes Fats Domino-styled singer. Might do some business in the blue-sky market area. 

(B) “THINK IT OVER” (2:40) [Tree Top-Crazy BMI—Jimi James, James] Deep-down blueser with a non-Xmas, lost-love theme.

ROBIN SISTERS (Polaris 100)
(B) “SANTA'S LITTLE WORKSHOP” (1:25) [Staid BMI—Colby] Femmes fatales should enjoy this tune. Enjoying headquarters in Arlingtom, Mass. 

(C+) “CHIMNEY TOP TWIST” (1:52) [Staid BMI—Colby] Twistin' on another Xmas novelty.

TONEY RAYMOND (London Int'l 10066)
(B+) “THE INFANT KING” (2:19) [Lupin BMI—Per- gurson] Raymond and his full or- chestra, are doing a rather nicely dis- playing a pretty calypso-styled number that tells of the first Christmas, and the way His Son entered. 

(B) “BECAUSE OF YOU” (2:33) [Gower BMI—Hamerstein, Wilkinson] Sophisticated survey of the older rock-a-cha item from the small combo.

RON MURPHY (Suit 16)
(B) “CHRISTMAS TIME” (2:24) [Stratford ASCAP—Lem- berge] A father tells his young daugh- ter the Christmas story in this ap- pealing vocal by Murphy, who deliv- ers the number with a somewhat Harry Belafonte-like approach. Label is located in New York.

(B) “THIS YEAR” (2:38) [Strat- ford ASCAP—Lemberg] A rock-a-cha item about a guy who makes New Year's resolutions to his gal.

THE SENTINELS (Era 3097)
(B) “CHRISTMAS EVE” (1:59) [Bonhoom ASCAP—Fah- reth] Instrumentalists offer a softie teen-directed sound for Holiday at- tention. Guitars are featured.

(B) “LATIN SOUL” (1:58) [An- thony ASCAP—Fahret] Gui- tars remain in the spotlight in this intricating semi-rock Latinish session.

CHRISTMAS RE-RELEASES

SANTO & JOHNNY (Canadian-American 148) “THE MERRY CHRISTMAS” 1843

HARVE JUNE VAN (Birar 191) “Natividad”/“Dasher”

CHUCK BERRY (Chess 1714) “Ron Rudolph Run”/

RUSSELL MORGAN (Decca 24766) “BLUE CHRISTMAS”/“THE MISTLETOE KISS”

CHRISTMAS EP

JOE BIANCO FOUR (Orbit 4981) “Christmas Holiday”/“Little Hande”/“Christmas Spirit”/“Beat Nick”
Funnier than the other two
great comedy LP's...

Advance orders indicate...

Another 1,000,000 Seller

MY SON, THE PRESIDENT

A MUSICAL SATIRE...featuring Christopher Weeks and Fran Stacy

• Instantaneous
  air play

• Instantaneous
  sales

$3.98 Hi-Fi Mono

$4.98 Stereo

ATTENTION DJ's and
PROGRAM DIRECTORS
Send for your free copy
of this sensational LP
on your station letterhead

TO ORDER:
For name of your local distributor write or wire:

AMBASSADOR RECORD CORP.
461 8th AVENUE, NEW YORK 1, N.Y. LA 4-0600

Cash Box—December 15, 1962
LOOKING AHEAD

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

1. GETTING READY FOR THE HEARTBREAK
   Chuck Jackson (Word 128)

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

3. 2,000 LB BEE
   Ventures (Dot 67)

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

5. BIG NOISE FROM WINNETKA
   Cozy Cule (Coral 6339)

6. THERE'LL BE NO TEARDROPS TONIGHT
   Jimmy Dean (Columbia 42600)

7. GONNA RAISE A RUCKUS TONIGHT
   Jimmy Dean (Coral 6339)

8. CINNAMON CINDER
   Pastel Six (Zen 102)

9. SHAKE SHERRY
   Couturez (Gordy 7012)

10. MOLLY
    Bobby Goldsboro (Laurie 3148)

11. MY MAN—HE'S A LOVIN' MAN
    Barry Levent (Atlantic 2160)

12. MY COLORING BOOK
    Sandie Stewart (Columbia 688)

13. THE DARKEST STREET IN TOWN
    Jimmy Clanton (Ace 6005)

14. AL DI LA
    Connie Francis (MGM 13116)

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

16. LOVESICK BLUES
    Frank Field (Vee Jay 477)

17. WISHING STAR (THEME FROM TARA'S BULBA)
    Jerry Butler (Fleetway 475)

18. JAVA
    Floyd Cramer (RCA Victor 8116)

19. SOMEWHERE
    Escrata (Coral 63336)

20. WOULD IT MAKE ANY DIFFERENCE TO YOU HOW DO YOU TALK TO AN ANGEL
    Etta James (Argo 5430)

21. COME TO ME
    Richard "Popcorn" Wolpe ( Epic 9543)

22. PEPPERMINT MAN
    Dick Dale & Del-Tones (Deltone 5020)

23. SAILOR BOY
    Kathy Carr (Laurie 3147)

24. GO TIGER GO
    Guy Mitchell (Joy 270)

25. BLACK CLOUD
    Leroy Van Dyke (Mercury 72057)

26. MEXICAN JOE
    Pat Boone (Dot 16476)

27. SUNRISE SERENADE
    Willie Mitchell (Hi 2054)

28. THREE HEARTS IN A TANGLE
    James Brown (King 57031)

29. LITTLE TIN SOLDIER
    Toy Dolls (Era 3093)

30. FLY ME TO THE MOON
    Joe Herlihy (Kapp 497)

31. LET ME DO IT MY WAY
    Joanie Campbell (Cameo 237)

32. THE BEST MAN CRIED
    Club McPhatter (Mercury 72051)

33. THE LONGEST DAY
    Mitch Miller (Columbia 42585)

34. WILD WEEKEND
    Rebels (Swan 4125)

35. PARADISE
    Temptations (Gordy 7010)

36. WELCOME HOME
    Frankie Avalon (Chancellor 1125)

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

38. BALLAD OF LOVERS HILL
    Terrel Brewer (Philips 40077)

39. WATERMELON WALK
    Five Cousins (Bruno 7584)

40. THE IN-BETWEEN YEARS
    James McArthur (Sepeter 1243)

41. HANDS ACROSS THE TABLE
    Fats Domino (Imperial 5895)

42. RED PEPPER
    Roosevelt Fountain & Peps
    (Prince-Adams 447)

43. RAINBOW
    Tommy Roe (ABC Paramount 10379)

44. KENTUCKY MEANS PARADISE
    Green River Boys (Capitol 4687)

45. MATILDA
    String-A-Longs (Dot 16395)

46. BOSSA NOVA BIRD
    Dells (Argo 5428)

47. SLIGHTLY OUT OF TUNE
    Pat Thomas (MGM 13153)

48. LOOP DE LOOP
    Johnny Thunder (Diamond 129)

49. DO YOU HEAR WHAT I HEAR
    Harry Simone Chraves (Mercury 72065)

50. BOOK OF SONGS
    Ludella (SCA 18001)

---

“Yes, Virginia, there is a Santa Claus”

Barry Richards

Hear the real scoop about Santa in Barry Richard’s new smash single

“BABY SITTIN’ SANTA”

5-9564

EPIC

©1962 Barry Richards

Cash Box—December 15, 1962
DON'T FORGET

CASH BOX YEAR-END WRAP-UP
SPECIAL EDITION

EVERYONE WILL BE USING THIS ISSUE AS A REFERENCE GUIDE FOR INDUSTRY EVENTS OF 1962. A PROGRAMMING NATURAL DEE JAYS WILL BE REFERREING TO LONG INTO THE NEW YEAR.

SPECIAL FEATURES WILL INCLUDE:

- Top Singles of 1962 (Pop, Country and Rhythm & Blues)
- Top LP's of 1962 (Monaural and Stereo)
- Top Artists of 1962 (Male, Female, Vocal Groups, Instrumentalists, Orchestras, Up & Coming Artists in Singles and LPs)
- Complete Summary of the Int'l Market during 1962
- Bios of the year's leading artists in both the U.S. and Internationally
- Top Hits of past years

CLOSING DATE

THURS. DEC. 20th

(Date Dated Dec. 29th—Hits Trade Dec. 24th)

Deadline For Int'l Advertising—Dec. 13th

YOU'LL WANT YOUR YEAR-END HOLIDAY MESSAGE IN THIS SPECIAL ISSUE!

WRITE WIRE PHONE

Cash Box

CASH BOX
1780 BROADWAY
NEW YORK 19, N.Y.
Judson 6-2640

OR CONTACT YOUR NEAREST CASH BOX REPRESENTATIVE

HOLLYWOOD: JACK DEVANEY
6272 Sunset Blvd.
Hollywood 5-2129

CHICAGO: LEE BROOKS
29 E. Madison St.
Financial 6-7272

ENGLAND: NEVILLE MARTEN, 9a New Bond St., London, W1, Eng. Tel: Hyde Park 2868
HOLLAND: PAUL ACKERT, Themsetuitergracht 88, The Hague, Holland, Tel: 070-722346
GERMANY: MA. HOODOCK, Amalienstrasse 28, Munich, Germany, Tel: 220197
ITALY: VITO DI MICHEL, Via Paolo Lomazzo 37, Milan, Italy, Tel: 24-11-99
SCANDINAVIA: EYEN G. WINDOUST, Koppaborgsvagen 48, Stockholm-Aneksade, Sweden, Tel: 59-46-85
FRANCE: ROGER SELLAM, 36 E. de Moscou, Paris, France, Tel: Lebarde 8323
AUSTRALIA: BON TUDOR, 8 Francis St., Noosheen, Victoria, Tel: 87-5077
BELGIUM: FRANZ ROMITI, Omer Lepreuxstraat 2G, Brussels
MEXICO: ENRIQUE ORTIZ, Montereyry 31, Col. Roma, Mexico 7, D.F., Tel: 12-10-00 10-10-01
CANADA: JOHN MURPHY, EXOT Radio, P.O. Box 3128, Station C, Ottawa, Ont., Canada
ARGENTINA: MIGUEL SMIROFF, Rafaela 2978, Buenos Aires, Argentina, Tel: 49-1248
BRAZIL: RICARDO & RENATO MACEDO, Rua Jose Ramalha 1224, Sao Paulo, Brazil, Tel: 62-6188
JAPAN: HIRAKU SUGIURA, 2, Tokyo-Oimatsu Bunkyo-Ku, Tokyo, Japan

Cash Box—December 15, 1962
**Breaking Out Big Everywhere...**

**"Bossa Nova Bird"**

THE DELLS
ARGO #5428

**"WOULD IT MAKE ANY DIFFERENCE TO YOU"**

ETTA JAMES
ARGO #5430

**"EVERY DAY HAVE TO CRY"**

STEVE ALAJO
CHECKER #1032

**A SMASH!**

**"JEALOUS KIND"**

CLARENCE HENRY
ARGO #5424

**BABY CORTEZ**

**“TWEEDEE DEE”**

CHESS #1842

**CHESS PRODUCING CO**

2120 Michigan Ave.,
Chicago 16, III.

**Bios for Deejays**

Exciters

**Cash Box**

**Platter Spinner Patter**

**With sleigh and reindeer no longer the accepted mode of transportation this modern day and age, KDWB-Minneapolis has evicted a hand to Santa Claus to help him in his many rounds throughout the Twin City metropolitan area. Santa's new conveyance is the spectacular KDWB Santa Copter. Between now and Christmas the KDWB Santa Copter will be seen at familiar sights all over Twin Citians as it ferries the "jolly old elf" to a number of scheduled appearances at area shopping centers and children's hospitals. Most of Santa's appearances are set for early evening when all the kids can be on hand to view the copter as it arrives out of the sky and slides down a highly illuminated pathway set up by two blazing searchlights.**

**WBIC-Bayshore, Long Island, trading on the current craze for coloring books, has printed one of its own which is being offered to listeners, free. Dubbed simply the "WBIC Coloring Book," this latest entry in the field of cartoon spoof features drawings of all station sales executives, the engineering staff and news department. Like the rest, each picture is accompanied by a caption with coloring directions. Out- side, Red Web, see one airplane orders for the book have surpassed all expectations.**

**Helping Hand Department: When fire recently, KJH-Hollywood immediately offered records and albums from its own library to help put the damaged station back on the air. The fire forced KNRO off the airwaves for a couple days, destroying all but a few offices. The offer from KJH to come to KNRO's rescue was given by general manager Milt Klein and program director Anne Sweeney. Paul Allen, general manager of the burned-out station, drove 100 miles round trip to fill his station with KJH albums.**

**Our apologies to Don Hodges, program director on KXOL-Fort Worth. A recent column incorrectly omitted his affiliation with the Texas outlet. Sorry, Don.**

**Proof-positive of the value of radio was recently demonstrated by WDXB-Chattanooga. Using ten mobile news units in automobiles and on airplanes, the station was able to rescue a young high school football player missing for 24 hours on a nearby mountain, after efforts by rescue units of Civil Defense and other volunteers had failed. The WDXB news department with mobile units on the ground throughout the mountain area, and newsman Don Welch in the WDXB sky cruiser, discovered the youth lying on the ground and signalling with a handkerchief. The youngster was guided to the rescue units by the WDXB reporter.**

**Over $6,000 worth of two-top-selling albums were recently sold via phone orders during a two-hour music spectacular on WERE-Cleveland on three successive nights. The unusual program was sponsored by the department of a local department store. The station scheduled the spectacular featuring "The First Family" with Vaughn Meader and Joy Son, The Folk singer" with Allan Sherman. The phone order results were so fantastic that the station decided to repeat the same very program for the next two nights.**

**WRCV-Philadelphia is currently running an interesting audience contest on "name the horn." The instrument is unlike any other horn in the band, and it has been especially created for WRCV. The horn symbolizes the entire theme of the station's rock'n'roll band sound." Mail has been pouring in with names such as "the flower horn," "horn of plenty," "Fahbould Horn" and hundreds of others. Pedestrians have been able to take a look at the actual horn that's now in the station's window. Five winners will be selected, four of them will receive an all-expense paid week-end for two at Pocono Manor Inn and one will receive a hi-fi console.**

To help create interest in seatbelts for safety WGH-Norfork recently completed a four-week campaign in which motorists could win $100. The station's safety vehicle parked at shopping centers, toll gates, public parking lots, waited for motorists to come to a stop. Then the WGH reps checked to see if the driver and his passengers were using safety belts. Any motorists with seatbelts was awarded a crisp $100 bill. Promotion spots were aired hourly advising motorists to use their safety seatbelts and if they didn't have one in their car, they were instructed to instal right away... because not only could they win a $100 bill from WGH... they may save their lives from a serious injury or fatal accident.**

**The KSIN-Portland carol tree, 45 feet of shimmering lights, is now on display through the holiday season in downtown Portland. After being recently lighted by Mayor Terry Schrunk. The 45-foot Oregon fir tree is covered with thousands of lights, wired to respond to the "bells on carol" signal of KSIN... growing stronger or lighter with each spoken word or beat of music. There are only three such carol trees in the United States... KSIN, KOIL-Omaha and the one on the White House lawn.**

**WIP-Philadelphia last week presented the first of its "music spectacles" with an hour-long personal appearance of Tony Bennett. The show featured the classic tenor singing and singing about the songs he made famous. Future programs in this series will highlight the music and candid thoughts of other well-known entertainers. WIP's Joe McAulay hosted the Bennett show.**

**Bob Canada, program director of WTLK-Taylorsville, Carolina, sends word along of a promo he recently on his afternoon air show in which he gave away a beautiful "weet" blonde, and it turns out, really was "weet" but was actually a coapo spaniel.**

**VITAL STATISTICS:***

Vern Weaver and Cliff Wayne are new adds on KUDI-Great Falls, Montana... Dick Cook is now spinning "em on KGB-Hawai.. Ed Long, given the green light as station director on KALB-Lexandria, Louisiana.**

Cash Box—December 15, 1962
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. (SURVEY COMPLETED TO DECEMBER 5th)

<table>
<thead>
<tr>
<th>% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>LABEL</th>
<th>TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE</th>
</tr>
</thead>
<tbody>
<tr>
<td>44%</td>
<td>Santa Claus Is Coming To Town—Four Seasons—Vee Jay</td>
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<td>61%</td>
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<td>39%</td>
<td>Half Heaven, Half Heartache—Gene Pitney—Musicor</td>
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<td>60%</td>
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<td>39%</td>
<td>Little Town Flirt—Del Shannon—Bigtop</td>
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<td>39%</td>
<td>It's Up To You—Rick Nelson—Imperial</td>
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<td>39%</td>
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<td>33%</td>
<td>Lovesick Blues—Frank Ifield—Vee Jay</td>
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<td>33%</td>
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<tr>
<td>29%</td>
<td>My Coloring Book—Sandy Stewart—Colpix</td>
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<td>29%</td>
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<td>29%</td>
<td>My Coloring Book—Kitty Kallen—RCA Victor</td>
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<td>29%</td>
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<td>29%</td>
<td>The Popeye Waddle—Don Covay—Cameo</td>
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<td>26%</td>
<td>Tell Him—Exciters—U.A.</td>
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<td>26%</td>
<td>Zero Zero—Lawrence Welk—Dot</td>
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<td>64%</td>
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<tr>
<td>26%</td>
<td>I'm A Woman—Peggy Lee—Capitol</td>
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<td>26%</td>
<td>I'm Gonna Be Warm This Winter—Connie Francis—MGM</td>
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<td>20%</td>
<td>Monster's Holiday—Bobby Pickett—Garpx</td>
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<td>63%</td>
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<td>20%</td>
<td>Two Lovers—Mary Wells—Motown</td>
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<tr>
<td>20%</td>
<td>The Night Has A Thousand Eyes—Bobby Vee—Liberty</td>
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<td>47%</td>
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<td>20%</td>
<td>Everyday I Have To Cry—Steve Alaimo—Chess</td>
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<td>41%</td>
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<td>20%</td>
<td>Mexican Joe—Pat Boone—Dot</td>
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<td>20%</td>
<td>Is It Wrong—Ray Peterson—Dunes</td>
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<td>20%</td>
<td>What Good Am I—Jackie Wilson—Brunswick</td>
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<td>19%</td>
<td>Shake Sherry—Contours—Gordy</td>
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<td>19%</td>
<td>What To Do With Laurie—Mike Clifford—U.A.</td>
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<td>19%</td>
<td>Remember Then—Earls—Old Town</td>
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<tr>
<td>19%</td>
<td>Oh Baby—Bruce Channel—Smash</td>
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<td>19%</td>
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<tr>
<td>15%</td>
<td>I Saw Linda Yesterday—Dicky Lee—Smash</td>
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<td>80%</td>
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<tr>
<td>15%</td>
<td>See See Rider—Lavern Baker—Atlantic</td>
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<td>57%</td>
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<tr>
<td>15%</td>
<td>Road Hog—John D. Loudermilk—RCA Victor</td>
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<td>36%</td>
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<tr>
<td>15%</td>
<td>Love Of A Boy—Timi Yuro—Liberty</td>
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<td>83%</td>
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<tr>
<td>15%</td>
<td>Java—Floyd Cramer—RCA Victor</td>
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<td>15%</td>
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<td>15%</td>
<td>Rainbow—Tommy Rae—ABC Par.</td>
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<td>15%</td>
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<tr>
<td>15%</td>
<td>Joey's Song—Bill Black's Combo—Hi</td>
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<td>44%</td>
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<tr>
<td>14%</td>
<td>You Threw A Lucky Punch—Gene Chandler—Vee Jay</td>
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<td>41%</td>
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<tr>
<td>14%</td>
<td>Don't Go Near The Indians—Ben Colder—MGM</td>
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<td>59%</td>
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<tr>
<td>13%</td>
<td>You've Really Got A Hold On Me—Miracles—Tamla</td>
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<td>21%</td>
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<tr>
<td>13%</td>
<td>Acapulco—1922—Tijuana Brass—A &amp; M</td>
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<td>13%</td>
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<tr>
<td>12%</td>
<td>Some Kinda Fun—Chris Montez—Monogram</td>
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<td></td>
<td>36%</td>
</tr>
<tr>
<td>12%</td>
<td>Let's Kiss And Make Up—Bobby Vinton—Epic</td>
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<td>74%</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>TOTAL % TO DATE</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>TOTAL % TO DATE</th>
<th>TOTAL % TO DATE</th>
</tr>
</thead>
<tbody>
<tr>
<td>9%</td>
<td>Loop De Loop</td>
<td>Johnny Thunder (Diamond)</td>
<td>8%</td>
<td>Orange Blossom Special</td>
</tr>
<tr>
<td>73%</td>
<td>Everybody Loves A Lover</td>
<td>Shirelles (Scepter)</td>
<td>8%</td>
<td>Felix Slotkin (Liberty)</td>
</tr>
<tr>
<td>16%</td>
<td>From A Jack To A King</td>
<td>Ned Miller (Fabol)</td>
<td>8%</td>
<td>Jelly Bean &amp; MG's (Stax)</td>
</tr>
<tr>
<td>16%</td>
<td>He's A Big Man</td>
<td>Kathy Kirby (London)</td>
<td>8%</td>
<td>How Do You Talk To An Angel</td>
</tr>
<tr>
<td>68%</td>
<td>My Man He's A Loving Man</td>
<td>Betty Levett (Atlantic)</td>
<td>24%</td>
<td>Eto James (Arlo)</td>
</tr>
<tr>
<td>60%</td>
<td>Don't Make Me Over</td>
<td>Dionne Warwick (Scepter)</td>
<td>24%</td>
<td>My Wife Can't Cook</td>
</tr>
<tr>
<td>8%</td>
<td>Welcome Home</td>
<td>Frankie Avalon (Chancellor)</td>
<td>25%</td>
<td>Keep A Walkin' Bobby Dean (Atco)</td>
</tr>
</tbody>
</table>

Cash Box—December 15, 1962
2 SURE WINNERS!
BOOKER T. AND THE M.G.'S
DISTRIBS
I-AFREE NEw NEW DEC.
JELLY BREAD AW' MERCY
STAX 121
DISTRIBUTED BY ATLANTIC RECORDS
SOLOMON BURKE
I SAID I WAS SORRY
b/w
GO ON BACK TO HIM
ATLANTIC 2170
ATLANTIC RECORDS
1841 Broadway, New York 23

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

CADENCE
"2nd Fall Program": Distribs entire catalog and 4 new LP's under a 4-free-for-28-purchasing basis. Expires: Dec. 16.

CAMAY

CAPITOL
10% discount on Capitol and Angel LP's released from Oct. 1 to Dec. 31.

COLPIX
"Kiddie Catalogue": On 15 of the label's kiddie LP's, distribs get 20 free for every 100 purchased. Expires: Dec. 31.

EPIC
"Christmas Bonus Program": 15% discount to distribs on 7 new LP's, 16 previously released albums and 6 new tapes. Expires: Dec. 10.

FIRE/FURY
All labels marketed by the firm are available on a buy-6-get-1-free basis. No expiration date has been set.

HORIZON
2 free LP's with the purchase of 10. Offer covers 100 LP's released in Aug. & Sept. No termination date.

LIBERTY

NASHBRO
Buy-6-get-1-free on entire catalog including new LP's. 100% exchangeable. No expiration date has been set.

PHILIPS
16 free albums with the purchase of 165. No termination date announced.

PRESTIGE
20% discount on LP's by Mike Davis, Gene Ammons, Shirley Scott, Eddie "Lockjaw" Davis and John Coltrane. Expires: Dec. 81.

REQUEST
LP catalog available on a buy-5-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.

CHARLIE RICH
FINALLY FOUND OUT
b/w
SITTIN' & THINKIN'
Phillips Int. #3582

MAJOR LABEL NEEDS
YOUNG MALE SINGER (18-23)
FOR IMMEDIATE RECORDING.
FANTASTIC OPPORTUNITY
Send Photo & Resume to
Cash Box
P.O. Box 579
1780 Broadway N.Y. 19, N.Y.

GOING HIGHER WITH THE HITS!
that's
Johnny Halonka
BETA RECORD DIST.
599 10th Ave., N.Y.C. CH 4-3744

BELTONE
Starting To Happen!
"THESE GOLDEN RINGS"
The Jive Five
Beltone 2029

Cash Box—December 15, 1962
<table>
<thead>
<tr>
<th>No.</th>
<th>Pos. Last Week</th>
<th>Pos. Last Week</th>
<th>Pos. Last Week</th>
<th>Pos. Last Week</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>WARM &amp; WILLING</td>
<td>Andy Williams (Columbia CS 8679)</td>
<td>26</td>
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"DEAR LONELY HEARTS"—Nat King Cole—Capitol ST 1838
Nat King Cole, who is currently scoring with his "Ramblin' Rose" LP and his chart-riding single of "Dear Lonely Hearts," tags this album after the single triumph and includes eleven other highly listenable items. Belford Hendricks conducts the strings and chorus and the vocal version gives up distinctive readings of "Who's Next In Line?" "I Miss You Tonight," and "All Over The World." Disk should reach the charts in no time flat.

"YOUNG AND LIVELY"—Vic Damone—Columbia CL1912
Here is a superb package of Damone-styled standards cut during his affiliation with Columbia. Smooth phrasing and subtle handling of melody have become the chanter's trademarks and elevated him to the upper ranks of class performers. With mood-capturing backing by Joe Williams, the singer is at his very best in "The Very Thought Of You," "We Could Make Such Beautiful Music," and "Serenade In Blue." The LP is a welcome addition to the Damone catalog and should pull plenty of coin.

"THE ORIGINAL TELSTAR"—TORNADOES—London 3279
Following closely on the heels of their block-bustin' single, "Telstar," The Tornadoes come up with a title-tagged LP on London which could very well go the same success route. The versatile instrumentalists have originated an unique new sound with an infectious quality that is sure to enlist a legion of fans at them. Swings' tracks here are the title tune, "Swinging Beafeater," and "The Breeze And I." The album has that money in the bank sound.

"THE GREATEST HITS OF GARY (U.S.) BONDS"—Leadman LP3603
The youthful ballad has amalgamated his best-selling singles in this slab bang package from Leadman which includes twelve sides that made a bundle for Bonds. On this LP, his total output that a gimmick pays off is evidenced in "Dear, Twister," "Twist Twister Senora," and "Seven Day Week" all of which saw the plenty of chart activity. Plenty of danceable material here which should bring out the song's set in hordes.

"I LOVE YOU TRULY"—Pat & Shirley Boone—Dot DLP25472
Mostly ballad here as the Boones team up for their second outing and this is the key-note as the Mr. and Mrs. duo blend smoothly and warmly on such standards as "True Love," "Have I Told You Lately That I Love You," and "Love Is Here To Stay." Pat, who repeatedly makes it to chart-ability, should go up the same path with his wife this time.

"AROUND THE WORLD WITH SANTO & JOHNNY"—Canadian American CALT1008
Santo and Johnny, who scored a white back with their chart-riding "Spanish Harlem," circle the globe with their guitars and the Hugo Montenegro orchestra and chorus on this multi-flavored session on Canadian American. The boys perform with their usual verve and artistry as they include "Around the World," "April In Portugal," and "Arrivederci Roma" in this very melodic outing. The guitarists could strike pay dirt with this one.

"VENUS IN BLUE JEANS"—Jimmy Clanton—Ace LP 1026
Jimmy Clanton cashes in on the built-in sales acceptance of his recent runaway best-seller of "Venus In Blue Jeans" to name this excellent teen-angled package of potent r&b items. The singer's fine voice and excellent phrasing carries him in good stead as he renders "Dreams Of A Fool," "Not Like A Brother," and "I Just Wanna Make Love." Sure-fire chart-riding.

"EXOTIC STRINGS"—Percy Faith—Columbia CL 1962
Percy Faith has won many laurels in the past for his distinctive, danceable arrangements and this new Columbia disk spotlighting fifty virtuosos strings and some new instrumental cuts rates as one of the orchster's best albums to date. The Faith crew shines as they deliver a well-balanced program of evergreens including "Dancing In The Dark," "I Get A Kick Out Of You" and "All Through The Night." Eye the LP for rapid acceptance.

"I REMEMBER YOU"—Frank Ifield—Vee Jay LP 1054
British Frank Ifield, who made quite a name for himself in the U. S. A short while back with "I Remember You" (this LP's tag), should further add to that reputation with this smart Vee Jay outing. Ifield has a fresh, easy-on-the-ears gimmick-free vocal style which is firmly evidenced here. In addition to his biggie he turns in top-flight renditions of "A Fool Such As I," "The Glory Of Love" and "Lovestruck Blues." Disk looms as a big seller.

"BROADWAY GOES LATIN"—Edmundo Ros—London FEET 335
Edmundo Ros, who had a chart-rider recently with his "Dance Again" LP, comes up with another powerful entry in his session aimed at Broadway show tunes. The orchster censes in on the built-in success of these tunes to showcase them in his very personal Latin manner. Drawing from the best of Broadway, the maestro includes from "Oliver!" the Sound Of Money" from "I Can Get It For You Wholesale," and "Some Of My Favorite Things" from "South Pacific." Lots of singing and tap-chorean pleasure to be had here.

"CLEANOFF STRINGS AFIRE IN SPAIN"—Mercury PS65032
The orchster has a strong follow-up to his "Strings Afire In Spain's" recent disk, "Two-Minute Tapestry." In this new LP, which also boasts instrumental assists from guitarist Al Caiola and Cellar Doc Severson it includes from "Granados," "La Paloma," "Volare." Doubling as violin soloist, the maestro gives first-rate renditions of "Malgue," "Fire," "Gypsy," "La Jalousie" and "Samba De La Canicepsa." This one for rapid sales action.

"PLAY GYPSY PLAY"—Harry Geller—Liberty LS14523
The fiery and soulful music of the gypsies of Europe is explored by Harry Geller and his orchestra on this spirited outing on Liberty. The gypsy music musically enhances the mandolins, fiddles and castanets in an exciting manner that is sure to spark plenty of sales for the disk. "Jesuosa," "Hungarian Dance No. 5" and "Meadowland." 

"I WISH YOU LOVE"—Caterina Valente & Stanley Black—London PB 275
The wax marriage of Caterina Valente and Stanley Black makes for a superb, creative music achievement. Each artist perfectly complements the other. The lark's freshness and vitality smoothly blends with with the pianist's inventive key-board stylings on a varied set of international overtures. "The Wall," for instance, "You Go," "Autumn Leaves" and "Volare." Disc-needs should find plenty of material here.

"THE BEST OF EDDIE CANO"—RCA Victor LSIP2606
Eddie Cano, who recently saw chart action with his "Eat My Cano At Five," LP, this time comes up with a swinging session on Victor that displays some solid jazz improvisations with a rhythmic Afro-Cuban beat. Employing a variety of Latin rhythms, the 88er launches the program with a pulsating "Count Me Out! For Sale" and includes top-flight performances of such goodies as "Love Is A Wonderful Thing," "Cuban Love Song" and "The Continental." The disk looms as a real coinmaker.
**THE BITTER AND THE SWEET**—Pete Seeger—Columbia CL 1916

Much of the current revival in folk music can be attributed to Pete Seeger. He has preached the gospel of the folk tradition for over twenty-five years, and has remained a luminous. This set, cut live at Gotham’s Bitter End, features Seeger reading a warm batch of familiar and little-known items. The chanter superbly displays his distinctive vocal abilities on “We Shall Overcome,” “Barbara Allen” and fine arrangements of “Where Have All The Flowers Gone.” All of the artist’s many fans should come out in droves for the set.

**IN SEARCH OF CASTAWAYS**—Various Artists—Disneyland ST 3916

The story and songs from the new Walt Disney production is professionally performed by Maurice Chevalier, Hayley Mills, George Sanders and Wilfrid Hyde White on this attractively packaged offering from Disneyland. The jacket contains a colorful four-color book with lots of pictures that should stimulate holiday sales. Robert B. and Richard M. Sherman composed the enjoyable songs which include “Enjoy It” and “Grimpons,” delightfully sung by Maurice Chevalier.

**ALL TIME 3/4 TIME HITS**—Eddie Layton—Mercury MG 20746

Eddie Layton serves up a tasty and easy-listening platter of evergreens in waltz tempo on this session of mood music from Mercury. The organist empleys a straightforward and charming style that sets off the songs to advantage. Harry James, Timmy Thomas, Nobert and Theresa, Inc., and the late Bobby Troup contribute to this enjoyable collection.

**BIG BAND BOSSA NOVA**—Oscar Castro-Neves—Audio Fidelity GSF 5983

Computer-guitarist-pianist Oscar Castro-Neves jumps on to the bossa nova bandwagon with this authentic, lively set cut in Brazil. Unlike many recently-released albums which sound Americanized, this set retains a refreshing high-spirited style with clean backing by Fania Allstars. The recording is beautiful and the tunes are great.

**SUMMERTIME IN VENICE**—Gino Mescolci—Vanguard V 4406

Here is a pleasant, easy-listening package of modern Italian melodies played by Gino Mescolci and his orchestra. The latter also serves as pianist with the band and displays a high degree of musicianship as he effectively showcases his talents on “I Only Know I Love You,” “If This Is Love” and “I Want To Be Wanted.” The disk is another of the many fine entries imported from Europe.

**BIG BAND POLKAS ON PARADE**—Ira Ironstrings—Warner Brothers WS 1487

Here is an unorthodox but highly-destroying concert by Ira Ironstrings and his Polka Band reared for both dancing and listening pleasure. The bandmaster makes a travesty of these highbrow marches with his infectious polka beat, but the whole thing comes off rather well, especially “Stars And Stripes Polka,” “Washington Post Polka” and “High Society Polka.” Recorded live in Heidelberg, Germany for Warner Brothers the album is bound to be a people-pleaser—one way or the other.

**SHOWBOAT**—Various Artists—Diplomat DIS 215

The lasting beauty of Jerome Kern’s “Showboat” prompts many revivals of this score, a classic of its type. This fine performance is the capable hands of Eric Drucker and the Magic Violins with vocals by Audrey Wood, Richard Torgie and Lee Venora. The haunting qualities of “Make Believe,” “Why Do I Love You” and “Old Man River” are expertly captured by the orchestra and singers. Although disk is a shortened version, it is very well done.

**MIDNIGHT IN PARIS**—Duke Ellington—Columbia CL 1967

The excitement of Paris at night has captured the fancy of tourists for over a thousand years. On this Columbia offering Duke Ellington expertly directs a musical tour of the French capital with enough verve and spirit to please the most discerning record buyers. The flavor of the city is perfectly captured via Ellington’s distinctive stylings. Favorite tracks include “Under Paris Skies,” “Mademoiselle De Paris” and “The River Seine.” Fine fare for listening or dancing enjoyment.

**SONNY STITT & THE TOP BRASS**—Atlantic 7526

Yet jazz saxophonist Sonny Stitt displays his versatility by showcasing his extremely distinctive sound, with a potpourri of excellent tracks. At first listen it might appear that Stitt is utilizing a gimmick. It is not the case. The jazzman perfectly retains his own unpretentious style as he skillfully wails “On A Misty Night,” “Florida” and “The Four Ninety.” Loads of sales potential here.

**JAZZ MEETS THE BOSSA NOVA**—Paul Winter Sextet—Columbia CL 1925

The Paul Winter Sextet, the first jazz aggregation to play a program at the White House, dishes up some authentic servings of bossa nova on this new disk from Columbia. The group has effectively captured the mood and spirit of the new beat as is evidenced in the subtle jazz nuances blended with a samba. Excellent tracks here are “The Spell Of The Samba,” “Foolish Heart” and “Little Boat.” LP is a choice item for those who dig the new beat.

**GREATEST HITS**—Stan Getz—Prestige 7526

Although Stan Getz is currently hitting with his bossa nova stylings on another label most jazzophiles will dig this disk featuring sides cut by the tenor saxist in 1949, 1950 and 1951. Getz displayed his ability to play melodic variations without destroying the original sense of the tunes. His distinctive lyricism is firmly evidenced on “Long Island Sound,” “There’s A Small Hotel” and “You Stepped Out Of A Dream.” Top-flight jazz offering.

**CLASSICAL PICK OF THE WEEK**

**MAGNIFICENT TWO-PIANO PERFORMANCE**—Leonid Hambro, Jascha Zayde—Cam- mine LAC 1610

Leonid Hambro and Jascha Zayde display a remarkable display of crystalline style on this excellent classical offering from Command. There is no competition here. Each artist complements and accentuates the style of the other. Their attention to intricate detail on Debussy’s “En Blanc Et Noir” and Franck’s “Prelude, And Fugue, And Variation,” makes for a magnificent disk.
NEW YORK—Jackie Wilson and Bobby Darin are pictured above lifting their voices in a duet at the recent Motion Picture Pioneers dinner at the Americana Hotel here in honor of Milton R. Hackmill, precursor of Decca Records-Universal Pictures. Both artists performed at the affair.

Take Ten—New Chi Label

CHICAGO—Take Ten Records has been formed in Chicago as a subsid of Take Ten, Inc., a producer of radio and TV commercials. Named to the new label's staff were Charlotte Enright, administrative assistant; formerly of VeeJay Records, and, in the Ad & Prom dept, Johnny Fatz, musical—arranger—artist, and Johnny Frigo, croon—jazz musician. Parent firm is headed by David R. Hayes, president; Keith Holden, exec.; and Ines Harris, production supervisor. A promo director is yet to be selected.

Bowling the label is a single, “Lady Luck” and “We're in Love” by The Creations, a master purchase from the Penny label.

Label, based at 360 North Michigan, has named Summit Dist. as its Chicago outlet. Distributors in other areas are still under consideration, according to Hayes.

NATHANIEL
MAYER’S

Big Christmas Hit

MR. SANTA CLAUS

(Bring Me My Baby)

FORTUNE 550

And

NOLAN STRONG’S

Smash Single!

MIND OVER MATTER

FORTUNE 546

FORTUNE RECORDS

3942 Third Ave., Detroit 1, Mich.

MR. SANTA CLAUS—(Village Of Love)

HUEY "PIANO" SMITH—Ace LP1027

Here is an unusual package of Christmas music with a rockin', hard-driving beat that is sure to appeal to the teen dance crowd. The 16" 85'er has arranged them so that all the current dance crazes are included in his survey of "White Christmas Blues," "All I Want For Christmas" and "Rock & Roll Santa Claus." A swingin' session.

"NOEL"—St. Thomas Choir—Mirrosonic 1015

Here is an excellent choral disk of traditional and little known Christmas hymns by the Choir of Men and Boys of St. Thomas Church in New York. With Edward A. Wallace at the organ and directed by William Self, this very talented choral group effectively and reverently renders such favorites as "O Come All Ye Faithful," "Deck The Halls" and "While Shepherds Watched." Album ranks as a top-notch Christmas offering.

"CHRISTMAS IN ZILBERLAND"—Ruth Wel- come—Capitol STI182

Ruth Welcomes adds to an impressive catalog of rith music with this tasteful package of Christ- mas songs and hymns on Capitol. The instru- mentalist serves up a dual program of traditional and modern Christmas standards. A genuine feel- ing of warmth is evoked in her renditions of "O Little Town Of Bethlehem," "I'll Be Home For Christmas" and "White Christmas." Disc is fine for programming and ranks as one of the better seasonal LP's.

"THE SOUND OF CHRISTMAS"—Dick Leibert—Victor LST-5538

Dick Leibert, who has been chief organist at Radio City Music Hall for almost three decades, plays a program of Christmas music on the magni- ficent Music Hall organ. The versatile organist masterfully handles this magnificent instrument with deftness and feeling as he plays such favorites as "Deck The Halls," "We Wish You A Merry Christmas" and "God Rest Ye Merry Gent- lemen." Leibert's loyal coterie of fans will surely want to add this one to their shelves.

"A COUNTRY CHRISTMAS"—Various Artists—Decca DL 7485

Country music fans should really like this delightful Xmas package from Decca featuring some of the label's star country performers recording a bevy of seasonal favorites. The LP spotlights such name artists as Ray Drury with "Jolly Old St. Nicholas," "White Christmas" by Kitty Wells and Red Foley with "Silent Night," superior entertainment for the entire family.

"THE HEAVENS DECLARE"—Saint John's Seminary Choir—Decca DL7485

The Saint John's Seminary Choir of Brighton, Massachusetts, has assembled a program of the best known Christmas carols under the direction of the Right Reverend Russell H. Davis, who is also the soloist. The hymns are delivered with reverence and depth by the men's choir. Included here are "Silent Night," "O Holy Night" and "Carol Of The Bells." TV and radio exposure of the choir should help spark sales during the season.

"MUSIC BOX CHRISTMAS FAVORITES"—Audio Fidelity AF298

For over two hundred years music boxes have been associated with Christmas time. Their dis- tinctive tonal variations once made them the most popular household form of music. On this interesting set Audio Fidelity effectively utilizes a group of the boxes for a fine program of Yule- tide evergreens. Highlights of the album include "Adeste Fideles," "Jingle Bells" and "Hark The Herald Angels Sing."
NEW YORK:
From Herb Goldfarb, distribution mgr. for London, comes word that Tony Newley's *Stop The World* out on the new UK-label, Pathé, is getting a big TV exposure at the moment, and that a hot item in the "Georgia Brown Sings Kurt Weill" LP from London is "When We Used to Be Young" by Wolfgang Rihm. Also, the London label has signed "The Oval" on 12/27 and that he expects big things to happen with Kathy Kirby's "He's A Big Man" and Tony Raymond's "The Infant King"...

CONNIE FRANCIS

George Fureen sending along a hoot of the week was that an ABC follow-up to "That Stranger Used To Live Next Door" out on the MGM label is tagged "Hula Hula Dancey Doll."... Kornheiser reports national breakout for the single "Movin' Like A Firefly..." They're Booker T. & the MG's "Jelly Bean" (Star) and Bert Faber's "Chicken And Sausage Man From Brazil," a promo-man-about-town Mike Kelly who has a hot one out with "You're A Little Tear," recently did a "TJ" record hop and are for the Frank and Joe Cumbelo hop... Jesse Jones, of the coast-based 43 label, has signed for the Frank and Joe Cumbelo hop... "So If I Can't Cook," Thomas Glacose, promo man for Bear label, got a good four-week road to play away for Jeffery Bowen's version of "Wildin' Star" (the 'Tara Bullock theme) and a "new sounding" cew "deck. What Does The Lord Look Like Tonight?" by the Mobeman... In last week's issue, a photo story on pg. 43 was "Willie Bailey's" and that was a promo man for Sunland Records... Tyler is actually the artist on the label Sunland... "I've Been Here Before" by Wally Cobs reports that the intro, "This Is Time, This Is The Sound Of The End," is already taken off.

CONNIE FRANCIS

George Fureen, whose latest for MGM couples "I'm Gonna Be Warm In My Bed," which went to London and Italy with Duets, labeled George Scheck, for TV appearances and MGM sessions. They'll return home on the 15th... Dick Newson reports that the KC label is convinced that "Overture To The Bridge," Barbara McNair's KC bow, will be just as big as the original Patti Page chart title... Dick Newson notes that the *Hope* Hivals do

RECORD RAMBLINGS

BRIAN HYNAD

KALLEN

JEFFERY HUNTER

LAURA

MANN

of the limbo, we understand that Warner Bros.' Marvin Deans now has the record for the lowest level that the bar has reached...

Lambert, Hendricks and Bavan do their thing for ABC on "For A Week" stand at the Village Vanguard, starting 12/20. "Gene Krupa, who wound up a 5-week stint at the Metropole on 12/6, goes back in there on the 21st for the holiday season.

CHICAGO:

Milt Sarotexy, promo of M.S. Dist., is still more than happy with Joe Mancina's "Santa Claus Is Coming To Town," by Harry Carlson, top of the Pop charts... Head for the night stands, "Sings Our Fraternity," has a 2-sided smash in Max Poll's "Money Back Guarantee" and "I Believe There's A Santa Claus"... Feldman announces that he has just opened a firm, handling publishing, placing of masters, and promotion... "You Gotta Get Up In The Morning," whose newest is "Getting Mighty

DICKIE HODGES

TRADE MARTIN

Lonesome For You," will follow his chart hit "Vargaboo's Lanes in Eau Claire, Wis., with a stunt, starting 12/20 at Davey Jones's "Junior's Juvenile" in Niles, Ill., and Jones' store in the neighborhood... Sid Proson checks in with the following: that there's been excellent reaction to both new Camay LP's - "The Great New Sound Of The Northern Messiah" and "Western Bonanza."... UA's High-Note "Swings With The Mormans"... N.Y. nightclub bow at the Blue Angel on 12/11.

The first bit of news from Marty (formerly with Decca) Hoffman's Guloedo Met. & Prod. firm is that the Ivy League Trio have just made an appearance at the National Ski Fair in the Statler-Hilton, Dec. 15-16. Group's currently out with a Coral package which is "Four Sons Rare and Well Done."... Pinnock is currently riding high with "Love Came To Me" (Laurie), is set to debut his new nightclub act at the Club in Miami, for a one-week stand, commencing 12/15... Day Currie notes personal mgr. Neil Federico's group, which follow a 12-week stint at the Sandan San at the Sandan San with a 12/14 & 15 gig at the Smart Set (L.), and then they'll be on the bandstand at L.A.'s 4, 5 & 6. His current June release is "Where Can I Go."... We hear that Decca's Peter Duchin & his orke have just released their new Regis... Guy Lombardo, who opened a 2-week engagement at the Royal Box at the Americana, on 12/20, to shift to the Hotel's Imperial Ballroom on 12/27... Dick Newson reports that the TV telecast... Bob Yerein reports that the new "I Like It" promo is looking sturdy ground in behalf of their Angie sexy, "I'll Kiss Your Teardrops Away For You." ... They're still doing hope for WKBW, after traveling over 2,000 miles, and then did a week on the road with the Connies in Brooklyn... Cameo-Parkway's Al Cahn dropped by last week with the overwhelming sales being garnered "by Chubby Checker's "Limbo Rock" single and his new "Limbo Party" L.P.

BRIAN HYNAD

KALLEN

JEFFERY HUNTER

of a gala Xmas Show starting Dec. 21, starring Etta James, Lloyd Price and his orchestra, Little Esther Phillips, the Blue Belles, Ty Hunter, Irma Franklin and The Dells...

Billy Stewart, who is the only black man with a white band, will be in action with "Silly Boy" by Lucy Compo and "You Don't Need Any More" by Dennis Bell... A quick check with Ernie and Bill Leener and "gal gal" to say his former employer at "Santa Santa" by The Rocky Breakfast Servers, "First Star" Franke Love (La Ross), and "Some Other Way" Red Kirk (DeWitt) are garnering acclaim. Dickie Goodman was in last week plugging "Dada" from Red Rock Records. "Want To Be A Singer," Sure got a thrill out of selling old buddy Charlie A. (Hustler) a management business for Frank Sinatra last week...

We bid welcome to Fred De Mann who moves into Chi through this music promotion to a new position as regional promo manager for the Midwest. Fred moved from Cosnat's offices here... Paul Gallis is over from MGM's West Coast... Another visit in town last week was Bob Fead, Liberty's sales chief.

HOLLYWOOD:

J. Friedman, Warner Bros. Records reports the phenomenon "The Shepards," "The Folk Singer" is now approaching the million mark in sales, Sherman's new LP "My Son The Celebrity" is scheduled for January release... Gene Brewer, Capitol's Western Singles Promotion manager on a 4-week tour through the Northwest... Local label, Dellen Records really swung with Dick Dale waxings, Two Dale singles, "Peppermint Man" and "Mississippi," as well as his album, "Surfers Choice" are all top ten hits now... Ray Gunther's Record Merchandising is the lucky local distributor who can't keep up with the orders for their new LP "The First Family."

Lots of Coast action on "Red Feynman Part II," which sold out in Cali in Cleveland... Call Fegan sez...
copies locally in first seven selling days... Grand award winner in Capitol Records' Songs Without Words contest released this week as a single. Winner Lynn Thell who wrote lyrics to "That I'm In Love With You" to Jimmy McHugh's music... Jimmie Haskell busy this week in recording sessions for Lennon Sisters, Dodie Stevens, and Joni James.

Helen Weigand reports Kitty Kal- len's first RCA recording, "My Coloring Book," has scored a raft of hits... It was Ira Cook's record-of-week at KMPC... Jackie DeShannon and Shari Sheehy have turned out 60% of Metric's tunes, according to Dick Glasser, Liberty Publishing chieftain. "You Won't Forget Me" is Jackie's current hit... Bob Keane, Del-Fi Prexy, announced the purchase of the master, "Wille And The Hand Jive" by The Moongoes, from Emarc Records. The record is getting good nationwide air-play... Former disk jockey contact man Francis Lohmann just inked contracts with Gotham-West Enterprises, to by-line a dog column for national newspaper syndication.

George Duning currently is writing the score of the Morton Da Costa production, "Not On Your Life"... Frank Thomas, singer-producer in New York for business conferences regarding new TV series... The Crystallettes making TV appearances and getting hit-picks with "Shy Guy,"... Jimmy McHugh's new song, "It's Me, Remember?", has been reserved for Keely Smith's next album cover. Keely is currently appearing at the Americana in New York City... RCA Victor Records has assigned Hank Levine as vocal coach and arranger for Ann-Margret's next album... The Dukes of Dixieland currently are at the Saddle & Sirloin in Tucson, Ariz. thru Dec. 19, then home for the Xmas Holidays.

HERE AND THERE:

PHILADELPHIA—ABC's Matty Singer very high on the following 'hunidngers'—Steve Ross's "Jinny Lee," Eddy Georde's "Fly Me To The Moon," Frank Fontaine's "When Your Hair"—"Heart" duo and Barry Mann's "Teenage Has-Been." Matty adds that Ray Charles drew fantastic crowds in his Latin Casino gig... Nick Petrella, freelance promo man in the area, sends along word that the platter spinners are getting on Sandy Stew- art's "My Coloring Book" (Colpix), Tony Renis "Quando, Quando, Quando" (Capitol) and Diane Renay's "Lit- tle White Lies" (Ato)... Chancel- lor's Marna Musician writes that the dickey's high on the Rod Lauren bow, "Mexicali Rose" and "I Ain't Got You."... Heller's Ella Robinson informs that she has a big breakout in Bob & Earl's "Oh Baby Doll" (Tempe) and that Ned Miller's "From A Jack To A King (Dias) look like a giant. Among her best new discs are the Ribbons' "Ain't Gonna Kiss You" (Marsh) and Edgar Allan & the Po Boys' "Panic Button" (Kirt)... WILKES-BARRE—Acc- cording to Wilkee Music's Marke Rice, one of the most versatile new artists to hit the music scene is Johnny Koury. Marke says that John & his Flames are packin' em in around the country and that they'll soon be wak- ing for Wilkee.

NEWPORT, ARK.—Razorback top- per Bobby Craddock items that the outfit's doing real well in its first year with Tommy Reeco's "Back To School" going strong in Ark. and the Pacers', "Sisco" getting lots of southern airplay. Bob also announces the signing of Jimmy Luke (former guitarist for Conway Twitty and Ronnie Haw- kins) and the just released from the U.S. Army-Teddy Redell, who made noise with "Judy" awhile-back.

Kallics reports that he had one of his most exciting sales weeks in his record his history with the Vaughn Meader "First Family" (Cadence LP) leading the way. Singles-wise it was Ben Colter's "Don't Go Near The Estimoses" (MGM), the Cookies' "Chains" and Little Eva's "Keep Your Hands Off Of My Baby" (both Dimen- sions), Fats Domino's "Won't You Come On Back" (Imperial) and Bunker Hill's "Red Riding Hood"

PITTSBURGH—Indie promo gal Jane Oliver notes that she's working on a number of top ten contenders that include the Toy Dolls' "Little Tin Soldier" (Era), Lonnie Russ' "My Wife Can't Cook" (4-J) and the Cast- els' "Eternal Love, Eternal Spring" (Era)... Donna Rebohols, of the Vis- count and Romac diskeryys, sends us the following items: Larry Bryan's currently out in the mid-west in be- half of his Victory deck, "Set Me Free"—accompanied by his mgr, Nick Ragano; that the enchantments bowed their Romac deck, "Popeye" (The Dance To Do) and "Lonely Heart" on a recent Del Taylor— WTAQ-TV show; that prexy Bob McConnell's on an east coast swing plugging away on the aforementioned lids; that arranging credits on both lids belong to Jim Drake and frankly, that the Skyliners bring their hit wax talents to the Victory label—with their bow, "Comes Love" and "Tell Me..." Liberty's Nick Frio notes that the Fleetwood LP's are taking the town by storm.

Baltimore—Ed "The Beard" (Mala). Ed adds that Bobby Dia- mond's "Please Mr. Jones" (MGM) is a 'gud' and looks like a hititem...

SAN FRANCISCO — Acme Sales mgr. Olen Harrison wants the disk biz to know that his firm has a bust-wide open deck in the Tommy Smith Trio's "Soul Plus Soul" (Orchstral) Instrumental.

DETROIT—Stan Gets in a one- week, starting 12/10, looking at Bak- er's Keyboard.

NEW ORLEANS — Flag Mule's Chuck Thompson letters that the pub- bery has a hot item in "Living Stoma," cut by Candy Moore (of "The Lucy Show" fame) on the Sable label.

"Okeh" "CBS" Marcas Reg. T.M. Printed in U. S. A.

Cash Box—December 15, 1962
Mogull Gets Rep Post At Four Star TV Pubberies

**Ralph Emery**

**“Christmas Dinner”**

Liberty #5524

**Central Songs Inc.**

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Phone Hollywood 4775

**BV 3312**

**Annette**

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16 Annette hits plus 8 page full-color book

Look For

**“Santas Xmas Party”**

**Cissy**

CN 101

**CarTel Records Inc.**

Dist. By COSNAT Corp.

315 W. 47th St. N.Y.C.

America’s Favorite Holiday Songs

**Sleigh Ride**

**Little Drummer Boy**

**Scarlet Ribbons**

**Mills Music, Inc.—N.Y.C.**

**Ruby Fisher Forms ASCAP Pubbvery**

NEW YORK—Clef er Ruby Fisher has formed an ASCAP pubbvery, Songellers Co., 1619 Broadway, this city. First item in the catalog is Fisher’s “Rascals of Milan,” which he recorded on his Sovereign label, but which has been taken over in the U.S. and Canada by Veedey. In other areas, the master was sold to EMI for the United Kingdom and to La Voce del Padre for Italy. Agent for the deals was Transglobal Music, also this city. Fisher also operated a BMI pubbvery called Horizon Music.

**Bennett Hitting Concert Trail**

NEW YORK—Tony Bennett, who is currently riding the Top 100 with “I Left My Heart In San Francisco” and the LP charts with an album tagged after the single and “Tony Bennett At Carnegie Hall,” is presently one of the hottest luminaries in the concert field. The chanter launched his one-night circuit with a Carnegie Hall recital last June and since then has played numerous cities throughout the country. Last month he returned to Carnegie for a SRO appearance.
Bernie Y. Exits Cosmat

NEW YORK—After an 11-year association, Bernie Y. (Yukofsky) is leaving the Cosmat Dist. Corp. as manager of its New York branch. He joined Cosmat originally as a salesman and two years ago was promoted to topper of the New York branch. His future plans have not been announced.

Okeh Replies To "Release Me"

NEW YORK—The Okeh label, the R&B-slanted affiliate of Epic Records, has replied to the current smash by Little Esther (Lennox), "Release," with an outing by Ted Taylor tagged "I'll Release You." Dickery will soon issue an LP by the performer, who is now touring the south and southwest.

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Country Remote

SHREVEPORT — Stan Lewis of Stan's Record Shop here recently helped promote country music by staging a three-hour remote broadcast over station KREB from his store. The stars, who included Country Johnny Mathis, Kitty Wells, Claude King and Johnny & Jack, were kept busy by autographing copies of their records. Shown above (left to right) are: Mrs. Stan Lewis, Lewis, Novales, who promoted the Rex Allen's recent hit, and Mathis.

A Real Chartbuster

POPEYE WADDLE

DON COVAY

C-239

WANTED

FEMALE LEAD SINGER FOR R&B GROUP IN N.Y.C. AREA

(Phone) TR 4-3031

A Sound Display

NEWARK—Clark Gertner, Cameo/Parkway's east coast rep, recently set up an eye-catching in-store LP display promo at S. Klein here. Pictured above next to the display are Joe Silverberg (left), a buyer at the store, and Ron Roessler of Wendy Distributors. Al Kline, the firm's national sales manager, says the albums have been selling at a sensational pace.
Little Richard Quits Tour Because Pop Performers Shared Bill

NEW YORK—Little Richard (Penniman), the former rock 'n roll star, now a confirmed evangelist with the Seventh Day Adventist Church, has cancelled a European concert tour since the promoter wanted to put jazz artists on the show.

Little Richard said that after his arrival in Paris last month to begin a six-week tour in England, Belgium, Switzerland and Italy he discovered that he would be part of a mixed group, including religious, jazz and rock 'n roll artists. After doing two shows in Paris, he quit the show by mutual agreement, he revealed.

"I take my religious singing seriously and am not a hypocrite," he explained. "When I threw away over $15,000 worth of jewelry in a river in Australia in 1957 and announced that I was quitting I meant every word of it."

He reportedly had to return $90,000 in advance money for bookings for a month's tour when he quit his booking agency. He's currently making a series of religious LP's for Mercury Records, the label that things go to the Seventh Day Adventist Church.

Musician's Handbook

NEW YORK—Sam Ulano, longtime drum instructor-performer, has written a 64-page book tagged "How to Be in the Music Business (The Musician's Club Date Guide)." The publication covers lots of ground, from how to get into the club date field to knowing what goes on at various functions at which a musician may play, including a Bar Mitzvah, Italian wedding, sweet 16 party, etc.

Col. Going Strong With "Rattle" Deck

NEW YORK—Columbia Records reported a strong initial response to its new single, "Shake Me I Rattle (Squeeze Me I Cry)" by Marion Worth. According to Mort Hoffman, national sales manager, the deck had achieved sales of 100,000 in its first week of release. Though the side has a Holiday feel about it, it was noted that no mention of the Yuletide season is made in the lyrics, thus enabling the waxing to get exposure beyond the Xmas-New Year's holidays.

Chess Buys Big Chi Master

CHICAGO—A hot master, reportedly ranking up sizeable sales in Chicago, has been purchased by Chess Records, according to Phil Chess. Deck is "Mama Didn't Lie" by Jan Bradley, originally released on the formal label, located in the Windy City. Chess told Cash Box last week that sales in the city had reached the 30,000 mark. Label plans an all-out promo push on the deck.

Alfred Auerbach Agency To Handle Angel Account

LOS ANGELES—The advertising activities of Angel Records will be transferred on Dec. 15 from this city to New York. It was announced last week by Fred Martin, the label's director of public relations. The account will be handled there by Alfred Auerbach Associates.

Angel, which has one of the largest classical catalogs in the world, is a product of Capitol Records. For almost two years, the firm has been with Carson/Roberts Inc., Los Angeles, which will continue to handle the Capitol corporate and popular album account.

With its advertising headquarters in the east, John Coveny, Angel exec in New York, will be the liaison between the label and the Auerbach Agency, in addition to his other responsibilities. Coveny is also "head of artist relations for the diskery and is responsible for coordination of activities between New York and the west coast.

Savoy Cuts LP In Rome; Re-Inks Roberta Martin Singers

NEW YORK—Freddie Mendelsohn of Savoy Records announced last week that the diskery has cut a pop LP in Rome with an undisclosed famous artist. The name of the performer will be announced after the first of the year. Additionally, Mendelsohn stated that the label has re-inked the Roberta Martin Singers to a new five-year contract.

Cortland Pacts 2 Teen Groups

CHICAGO—The Cortland label, based in Chicago, has inked two teen groups to disk pacts, according to Carl Glicken, who recently joined the label as executive veep.

Bowing on the label are the Blends with "Everybody's Got a Right" and the Legends with "Shake Me I Rattle." Inking of the latter team was for three years, it was announced.

Steve Lawrence Co-Cleffs Theme For "Diner's Pic

NEW YORK—Songster Steve Lawrence is writing—and John Lehman—the main-theme for the film, "The Man From The Diner's Club," which will star Danny Kaye. It was concluded that the performer will also warble the tune on the flick's soundtrack and do it for an upcoming singles release on Columbia. Currently with the big Top 100 item, "Go Away Little Girl," in the number 13 slot this week,

A Best Seller!

I'VE GOT A WOMAN
Jimmy McCrack

For D.J. Copy write: George Jay 1506 Argyle Hollywood 38, Calif.

TAKING OFF
"HELLO FAITHLESS"
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AN OUTSTANDING CHRISTMAS CAROL!
"VISION OF THE SHEPHERD"
Maggee Ingram & The Silver Stars
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NEW GOSPELS!
"WHEN TROUBLE ARISES" b/w "DON'T KNOW WHY"
Six Trumpets
Nashboro 752

"COME AND GO" b/w "LOOK AND SEE"
Emma Tucker
Nashboro 753

"GOD MAKES NO MISTAKES" b/w "OVER YONDER"
The Consolers
Nashboro 754

"THE LOVE OF JESUS" b/w "GOD GOT HIS HANDS ON ME"
The Holmes Sisters
Nashboro 755

NASHBRO RECORD COMPANY
177 3rd Ave., N. Nashville, Tenn.

Chuck Jackson
GETTING READY FOR THE HEARTBREAK
Wand 128

SHAKE!
Dean Christie
Select 718

WILD WEEKEND THE REBELS
SWAN 4125

Cash Box—December 15, 1962
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| **Cash Box** | **Top 100's**

| Cash Box | December 15, 1962 | 51 |
HAWAII'S DUKE KANHANAMOKU IN NEW YORK

The famous 1912 Olympic Champion Swimmer has been vacationing in New York with his lovely wife NAIDNE. He now heads Honolulu's largest and most beautiful restaurant which bears his name. Upon his return to the International Market Place in Waikiki, they have been seen in New York with many friends, including the famous "Ukelele Lady" MAY SINGH BREEN, whose name is a legend in Hawaii.

One of the many souvenirs they are taking back to the Island of Oahu is the New Pulpetone Album from J ACK FORGE and his orchestra called "HAWAII AND I," which includes organ and piano, and his interpretation of Hawaiian music is quite native. Honolulu's own Koa Beamer does the vocals.

On side two of this album, MAY SINGH BREEN plays one of her famous ukulele solos "ALOHA OI" which will bring back many memories to those who used to listen to her daily radio programs with her famous husband, the late PETER DE ROSE, when they were known as the "SWEETHEARTS OF THE AIR."

Librarian Defends Radio Re: Xmas Ballads

NEW YORK—Among the letters received by Cash Box in reply to an editorial in last week's column, "How Xmas Ballads Are Made!"—as the following one from John P. McCarthy, record librarian, of New York, to Marty Ostrom, editor-in-chief.

Dear Marty:

Re: Editorial December 8 issue: No more Christmas Ballads? There very well could be in the near future . . . but don't put the blame on us radio guys, please.

Truth be told, around the turn-table since Santa broke into Prayer At Christmas and Clark's lately mentioned for the unwritten code of not playing Christmas music till after Turkey day. The reasons are many and varied— all of them expounded loudly and clearly by John Q. Public. (We listen to him, John because the guy who keeps us on his diet.)

First John Q. has certain religious feelings about Christmas. The season of Advent (the 4 weeks prior to Christmas) is a season of waiting in prayer and penance for the most joyful event in the ecclesiastical year. Traditional carols of joy are inappropriate until the origin of the joy has been made manifest, immediately at hand. Hack novelties are an insulting travesty to such profound a music and radio. All of these industries began to push Christmas up to Halloween those folks screamed in an anguished chorus of righteous indignation. We heard it and we took notice.

Second, the secular listener, the guy who just listens for pleasure, just consumes it in any longer either. He began to stuff cotton in his ears to the end of the Christmas hit before it drove him nuts. He screamed a wall for anything, blue green elephant, "I was never a big fan of this stuff! We heard him and we took pity.

Third, the musician, player, programmer (us) had just about all he could take to doing this music. He longed for the joy of pushing the pleasure of the holiday season. We did our best to serve the public one hand, and encourage the music-makers on the other.

So, the makers let us down. When times was substituted for silver, and brass pass off as gold, we realized something had to be done. When greed overcame joy as the motive for doing a Christmas song we realized something terribly wrong was afoot.

When good went out the window in our own and our listeners' ears—we knew they wanted no more, we blew the whistle.

HOWDY,

We may not be famous for our sound down here in Cowtown ( Ft. Worth, Texas), but we are doggone famous for our HITS! HEY BABY! /Bruce Channel—OH! BABY! /Bruce Channel (Jr.) slippery /Paula Faye

100 POUND OF HONEY /Mac Curtis DANCE HER (HIM) BY ME/Domita Jo/
Amos Milburn Jr./Jimmy Powell/Sonny James/Mac Curtis HELLO TROUBLE/Orrville Couch DREAMS OF A FOOL/Mickey Clanton

LOOK AT A FOOL & GLORIA/Amos Milburn Jr.

PEANUTS COWTOWN + NIGHT RIVER + GIGALO HAPPY BIRTHDAY TO ME

Plus a heck of a lot of others—SO IF YOU NEED A HIT—RECORD OR SONG ETC. THAT’S US.

MAJOR BILL SMITH

MYNNY MONTGOMERY

THE BRAIN

BOB SULLIVAN

(His Got Twitter)

HOWARD CROCKETT

(King Flunky)

Dion Cuts Initial Single For Col.

NEW YORK—Dion has cut his first single for the Columbia Records. Due for release shortly after the first of the year, was recorded in New York by Bob Mersey, the label's producer, in the musical director, in the east. Although previously represented with a Columbia album, folk singer Dion has been making an impression for the label but for the discotheque, too. Sides are "Travelin' Up Confusion" and "Corrina, Corrina."

Those are some of the reasons why radio doesn't program Christmas music earlier. But that isn't the reason Christmas ballads are not being done! The "a and r" men don't have the courage of their convictions. They are afraid to take a chance on anything, but a novel that will move up the charts fast. Very few are willing to go with a song that will take more than one Christmas season to establish. The reasons they give are all very valid from a business point of view. I suggest however that even if radio were to start programming tasteful Christmas ballads earlier, those men would still back off. The proof of that is totally lies in the success of your standards. It took more than one year to make a standard out of all of your Christmas ballads climbed steadily.

But years back, "The Little Drummer Boy" was a Christmas favorite for everyone. Now it's a standard. (It was first played after Thanksgiving.) It could happen to any good song. Last year radio did its best to launch "Caro Genu Bambino". This year the song is getting renewed and vigorous stances.

I know of a Christmas song that has made the rounds for four years. It has been acclaimed by both "a and r" men another after another, but it has never been recorded. They claimed that "personally I would love to record it but . . ."

The song is in good taste and has musical merit, but it hasn't been recorded.

Why?

Because not enough men are willing to gamble on anything that's "good". The radio stations are waiting and willing. Send us the right material, and we'll get played. Our performance record bears it out.

We have had the courage of our convictions.

Now it's up to the guys who create to produce or be silent.

— John P. McCarthy Record Librarian

LeBILL MUSIC INC.

LeCAM RECORDS

MARBILL MUSIC

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Fort Worth, Texas

8-5843

Ernie, Burt—46

Lawrence, Steve—9

Lee, Brenda—9, 100

Patricia Phillips—9

Lillian—9

Ludlam, John—79

Malcolm, George—58

Majors, Sal—88

Manville, Will—79

Marx, Les—79

McDonald, Dave—90

McDermott, Louis—15

Medlock, Bud—79

Miles, Lou—79

Minton, Red—79

Nelson, Erick—64

Newley, Anthony—54

Ohlson, Roy—50

Orlov, George—57

Petersen, Paul—55

Pickett, Bobby—63

Finn, Bill—53

Presley, Elvis—51

Roberts, Marty—76

Bud, Jimmy—25

Rutgers—65

Ryder—65

Sadek, Noel—57

Sawin, David—100

Sheff, Tom—100

Simones, Tony—44

Sinatra, Frank—83

Skeets, Skeet—16

Stevens, Ray—76

Stevens, Len—63

Tibbles, Fred—63

Tillerson, Jimmy—38

Tompkins—47

Vandenberg, Mary—23

Vee, Vee—46

Vinton, Bobby—53

Warwick, Dionne—36

Wright, Marty—69

Wright, Lawrence—93

Wells, Mary—35

Y on, Tim—66

The above feature is designed as an old to retailers who have requested such a list to help them locate best sellers when consumers ask for them by artist name.

Cash Box—December 15, 1962
Jukebox Distill Poll Promotes Adult-Type Programming

NEW YORK—An upstart New York jukebox distill is out to get across the idea that there’s plenty of adult-type music being programmed on jukeboxes. According to Davis, only 10% of the public plays the coin-operated machines.

To accomplish this, Davis, Dist. of Syracuse, which handles the Seeburg line, is running a monthly popularity poll of operator in New York to determine what is called “The Davis Dozen,” six adult-type 45 singles, six 45’s.

This info is being relayed to the “good-music” listening publie via two upstate FM outlets, WDBB-FM, Syracuse, and WBUP-FM-Buffalo, both members of the Functional Broadcasting Network.

In addition, polls of the poll are listed in the firm’s Davis Digest, a monthly house organ that also carries a polling card with each issue. Once the Davis Dosen is firmly established, says the firm, it will be released to the major newspapers and news magazines throughout the state.

Davis believes that such a poll also aids operators in the programming of jukeboxes by enabling them to compare as to what is popular in other areas of the state.

Command Sets “Scandal” Release

NEW YORK—Command Records, previously announced 3LP issue of the original-cast portrayal of “The School for Scandal,” is due for release this week (17).

Set,retailing at $14.95, was cut recently in London by Enoch Light, who signed the Gielgud,イヤ, and Ralph Richardson, who starred in the hit London version and who will repeat their roles in the Broadway entry beginning Jan. 24.

The release is gift packaged in a box-type jacket and includes a descriptive booklet.

WB Names New Distrib For Greece, Cyprus

BURBANK—Warner Bros. Records’ new distir in Greece and Cyprus is the Columbia Graphophon Co. of Greece Ltd.

Label’s new affiliation is an outgrowth of negotiations between Robert MacKenzie, director and manager of the Greek firm, and Bobby Weiss, WB’s international director.

Sub-distribution of WB will be held by the Matsis Co. of Athens, with the deal kicking-off last week with the release of singles by Emilio Pericoli, the Everly Bros, Joanie Sommers and others. LP’s to follow—for Yuletide sales—include the soundtracks of “Gypsy,” “The Music Man,” “Spartacus” as well as “Last Tango in Paris,” Bing Crosby, The Everly Bros, George Geyerly, Peter, Paul & Mary and others.

MGM Signs Little Sisters

NEW YORK—The two young ladies above Pat and Mary, ages 20 and 21, known as the Little Sisters, have been signed by MGM Records. The girls received national TV exposure through their many appearances on the “Tonight” TV show. Their first single couples “Going To Boston” and “Why Does It Lead.” An album tagged “The Joys Of Love” will be issued in January.

Platters Set 4-Week Japan Trek

NEW YORK—The Platters and Buck Ram, the songst’r’s manager, leave for Japan Dec. 25, Christmas Day, for a four-week engagement in Tokyo and other Japanese cities.

While there, Ram will consult with Tom Nomura of Sin-ni-chi Promotions concerning tours for Ike Clayton, Ike Cole and several artists in the Ram stable. He will also meet with Fumio Sasaki in discussions about his publishing firms in Japan.

Another Ram artist, Tony Williams, who does solo work and disc dates with the Platters, will make his second s.p. trip to Japan in a year’s time beginning Feb. 4.

Todd Signs Sister Rossetta Tharpe

NEW YORK—Paul Cohen, head of the Teddy Records, based in Nashville, has been reunited with Sister Rosetta Tharpe via the sacred singer’s performer’s new five year pact with the label. Many of the artist’s biggest numbers at Decca Records, her longtime label, were cut by Cohen when he was associated with the disciple. Cohen is planning two religious albums with the performer plus a teaming with Joe Henderson in another religious album sometime next year.

Droz Also Set For ARMADEA Meet

NEW YORK—An additional board member of ARMADEA, the distir organization, has been added to those attending this week’s important board meet in Detroit (10, 11). He’s Henry Droz of Arc Dist. in Detroit. Full details on the gathering were reported in last week’s issue of Cash Box.
Bossa Nova Session

HOLLYWOOD — Pianist Jimmie Rowles (right) and bassist Max Bennett (left) were among the top west coast jazzmen who recently swung with guitarist Laurindo Almeida (center) during his “Viva Bossa Nova” session for Capitol Records.

Atlantic & Subsidies

Issue Batch Of Singles

NEW YORK—Atlantic Records, including its affiliate labels, Atco and Stax, made one of its largest singles issues to date last week.

Eight singles made their appearances, including the follow-ups to two big hits. Latter involves Booker T. & the M.G.’s “Aw! Mercy” and “Jelly Bread,” sequel on Stax to their million-selling deck, “Green Onions,” and, on Atco, Bent Fabric’s “Chicken Feed,” which comes after his worldwide smash, “Alley Cat.”

Other releases include Bobby Darin’s “I Found a New Baby” (Atco) Frank Garri’s “She Make Me Wanna Dance” and “Ain’t That Fuss” (Atlantic), Darlene Paul’s “All of a Sudden My Heart Sings” (Atlantic); and Brazilian star Joao Gilberto’s “Voz E Eu” (Atlantic), A second single is “The Dog” by Rufus Thomas.

Add 2nd “Folk Singer” Concert At Carnegie Hall

NEW YORK—Due to the heavy requests for tickets to Allan Sherman’s first concert at Carnegie Hall, Dec. 28, his mama will present “My Son, the Folk Singer,” Allan Sherman, in another special concert on New Year’s Eve, Dec. 31, at the New York concert hall.

Sherman was originally booked to appear at the academy of Music in Philadelphia, Pa. on that date, but that date has been postponed until Feb. to allow this New Year’s Eve concert at Carnegie Hall.

Also appearing again with Sherman will be the New Christy Minstrels, the group of 10 young singers, who have been seen weekly on “The Andy Williams Show.”

The popularity of the albums made by Sherman, “My Son, The Folk Singer” has resulted in the performer being swamped by requests for concert appearances.

Following his performance on the TV show, Garry Moore Show, Jan. 8th, Sherman will take a two-week vacation and resume his concert tour on the West Coast the end of January, followed by the Midwest in Feb., and returning East in March.

Sherman has been scheduled for concerts in Hartford, Conn., Dec. 26; Boston, Mass., Dec. 27; Newark, N.J., Dec. 29; and Baltimore, Md., Dec. 30.

Allan Sherman Enterprises, Inc. is producing the concerts throughout the country, under the direction of the star’s personal managers, Durgom-Katz.

Colpix’ Bruno Sardi Starts Road Trek

NEW YORK—Bruno Sardi, national promotion manager for Colpix Records, left last week on a distro-deejay trek. He’ll visit Seattle, Salt Lake City, Denver, Minneapolis, Milwaukee, Chicago, Indianapolis, Cincinnati and Pittsburgh. Plans will be “My Coloring Book” by Sandy Steward, “Big Wide World” by Teddy Randazzo and “I’ll Be Loving You” by James Darren.

Correct Credits On Victor Single

NEW YORK—Cash Box has been advised that a new RCA Victor Records’ single, “Call Myself & I’ by Joey Powers, contained incorrect publisher, clearing house and writer credit on the initial run of the deck. It should read: Catherine Music (SESAC) — Curto, Kaya. Correction has been made on additional runs of the issue.
### Great Britain's Top Ten LP's

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<th>No.</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
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<tr>
<td>1.</td>
<td>Out Of The Shadows</td>
<td>The Shadows (Columbia)</td>
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<tr>
<td>2.</td>
<td>West Side Story</td>
<td>Soundtrack (CBS)</td>
<td></td>
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<tr>
<td>3.</td>
<td>The Golden Age Of Donny</td>
<td>Donny Osmond (Decca)</td>
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<tr>
<td>4.</td>
<td>The Black Minstrel Show</td>
<td>George (HMV)</td>
<td></td>
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<tr>
<td>5.</td>
<td>The Country Music Hall Of Fame</td>
<td>Various (RCA)</td>
<td></td>
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<tr>
<td>6.</td>
<td>South Pacific</td>
<td>Soundtrack (RCA)</td>
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</tbody>
</table>

### Great Britain's Top Ten EP's

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>The Boys Of Summer</td>
<td>Various (Columbia)</td>
<td></td>
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<tr>
<td>2.</td>
<td>The Shadows (Columbia)</td>
<td></td>
<td></td>
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<tr>
<td>3.</td>
<td>Follow That Dream</td>
<td>Elvis Presley (RCA)</td>
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<tr>
<td>4.</td>
<td>It's Only A Paper Moon</td>
<td>Various (RCA)</td>
<td></td>
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<tr>
<td>5.</td>
<td>By A Sleepy Lagoon</td>
<td>Karl Denver (Decca)</td>
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<tr>
<td>6.</td>
<td>Black &amp; White Minstrel Show</td>
<td>George Mitchell (HMV)</td>
<td></td>
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<tr>
<td>7.</td>
<td>Band Of Thieves</td>
<td>Acker Bilk (Columbia)</td>
<td></td>
</tr>
<tr>
<td>8.</td>
<td>King Of The Twist</td>
<td>Chubby Checker (Columbia)</td>
<td></td>
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<tr>
<td>9.</td>
<td>Wonderful Land Of Shadows</td>
<td>Various (Columbia)</td>
<td></td>
</tr>
<tr>
<td>10.</td>
<td>Some People</td>
<td>Soundtrack (RCA)</td>
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</tbody>
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**Great Britain (Continued)**

Harry Walters, Cameo-Parkway European representative, delighted with the initial reaction to the Pye 'Golden Guineas' album 'All The Hits' featuring Cameo-Parkway stars, said: "Our buyers in Europe are almost unanimous in their praise of the compilation."

EMI, having firmly established Tommy Roe's popularity with the British public via his HMV disk "Shells," are now working hard on his follow-up disk, which they hope to market as a Christmas number one.

Three very good reasons brought about a very good party at EMI's Manchester Square H.Q. Top recording star Frank Ifield celebrated his 23rd birthday. The party was held in a Top 40 Disco, delighting in a million sales of "I Remember You" and a silver disk for a quarter million sales of his latest hit "Lovestick Blues." Now, in fact, passed the half million mark. Tributes were paid to his recording manager Norrie Paramor and his personal manager Peter Gomerly.

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**Sonet Fetes Retailers**

**STOCKHOLM—**Sonet Grammofon AB and Gazell Records together with Scan-Disc (distributed by Sonet) recently gave a party and show for retailers in Stockholm. Pictured above (left to right) are Dag Haagqvist (president of Gazell), Sven Linholms (Sonet A & R man), Jerry Williams (top-selling label champion), Gunnar Bergstrom (president of Sonet) and Sven G. Winquist of Cash Box.
Argentina's Best Sellers

1. Speedy Gonzales (Budd-Ferrantam) Pat Boone (Music Hall); Jackie (CBS);
   Juan Ramon, Eliio Sangriot (Disc Jockey); Manolo Muñoz, Peppino de Capistrano, Young (Philips); Ray Baxter (Philips);
2. Dame Felicidad Enriquez Guzman (CBS)
3. Corazon De Luto (Korn) Chacho Santa Cruz (Mirofen); Luis Ordóñez (CBS); Ciro Mendonça (RCA); Gasparino (Philips); Julio Cesar (Odeon Pops); Antonio Tormo (Disc Jockey);
4. Cada Noche Sin Ti (Every Night) (Spanka-Ferrana) Paul Anka (RCA); Juan Ramon (Disc Jockey); Monica Lander (Odeon Pops); Lalo Fransen (RCA);
5. Lacerado Con Un Beso Brian Hyland (Ariel);
6. Es Difícil Decir Adios (Aldon—Ferrana) Neil Sedaka (RCA); Juan Ramon (Disc Jockey);
7. Una Gitara Y Una Copa De Vino (Spanka—Ferrana) Paul Anka (RCA); Ricardo Rafa (Orefu); Juan Ramon (Disc Jockey);
8. Baby Elephant Walk Lawrence Welk (Music Hall); Henry Mancini (RCA);
9. Cry (Mellow—Ferrana) Paul Anka (Ariel);
10. Ritmo Africano (Tonika—Ferrana) Bert Kaempfert (Polydor); Trumpet Boy (Philips);
11. *Bienvenida Amor (Korn) Palito Ortega (RCA);
12. Josephina Danny Chilean (RCA) Los Pick Up (Music Hall);
13. Caterina (Fortisiamo) Perry Como (RCA); Tony Dallara (CBS); Fabian (Philips); Gilberto (RCA); Antonio (TK); Luis Aguiles (Odeon Pops);
14. El Pecador (Canop—Ferrana) Antonio Prieto (RCA); Los Panchos (CBS); Lucho Gatica (Odeon);
15. Cuando Calienta El Sol (Enni—Edani) Siro San Roman (Music Hall); Ukrainian Iglun, Antonio Prieto (RCA); Tony Vilar (CBS); Danny Martin (Philips); Alberto Vasquez, Los Frederos (Odeon Pops); Juan Ramon (Disc Jockey); Marcella Ferrol (Microfon);
16. El Barquero (Los Compadres) Salvador Ramos, Dany Bracho (Kapp);
17. Darlin' Paul Evans (Kapp);
18. Daniela (French-Music Makina) Freddy Luciano (Music Hall); Adriano (Microfon); Jackie (CBS); Juan Ramon (Disc Jockey);
19. La Chica Del Pullover (Accordo-Ferrana) Adriano (Microfon); Juan Ramon (Disc Jockey); Los Yorivas, Pino Dangio (Odeon Pops); Pino Valent (RCA);
20. *Primitiva (Korn) Nicky Jones (RCA)

*Please note: "*" indicates a special award or notable status.

**Argentina’s Best Selling LP’s**

1. Explosivos Opus Magnum Selection (RCA)
2. Doce Hits Vol. IV Selection (CBS)
3. El Hechizo Los Frontieres (Philips)
4. Sedaka En Espanol Neil Sedaka (RCA)
5. Bossa Nova Gilberto (Odeon Pops)
6. Adentro Los Chalchaleros (RCA)
7. La Chica Del Pullover (device) (Odeon Pops); The Voice Of Brazil (CBS)
8. Night Club 62 Ceuam Rio (Philips)

**ARGENTINA (Continued)**

RCA has put to sale several new albums, including the first one by Nico Fidelino, the second by Brazilian orchestra Zecchiniarias, one with tunes penned by Henry Mancini, "Buenos Aires Jazz" by Sergio Mihanovich, the first album by The Auction in Sweden, "Mañana Zarpas Un Barco" and the last by Father Casar who, according to some, seems to be a big hit-to-be; by Raul Lavie, "Sapo Cancionero" by Los Chalchaleros and "Bamba" by Jack Land.

**Italy**

**Italy's Best Sellers**

Week's Chart

<table>
<thead>
<tr>
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<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
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<td><strong>Sergio Mendes</strong> (Brazil)</td>
</tr>
<tr>
<td>2.</td>
<td><strong>Cuando Calienta</strong></td>
<td><strong>Walter Vio</strong></td>
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<td>3.</td>
<td><strong>Cuando Calienta</strong></td>
<td><strong>Walter Vio</strong></td>
</tr>
<tr>
<td>4.</td>
<td><strong>España Noche</strong></td>
<td><strong>Walter Vio</strong></td>
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<tr>
<td>5.</td>
<td><strong>Canta Conmigo</strong></td>
<td><strong>Walter Vio</strong></td>
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<td>6.</td>
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<td><strong>Walter Vio</strong></td>
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**Australia**

**Australia's Best Sellers**

1. **Working For The Man/Leah** (Roy Orbison—London) Aucal-Rose
2. **Love Medley** (Frank Ifield—Columbia) B. Davis & Co.
3. **The Lonely Bull** (Tijuana Brass—Victor) J. Albert & Son
4. **Viva Las Vegas** (Bobby Rydell—Columbia) Bell
5. **The Cha Cha Cha** (Bobby Rydell—Columbia) Bell
6. **Seven Days of Singing** (The Last Longe) Mitchell, CBS
7. **Dolly** (Eddy Arnold—Dorothy) Durium
8. **Riviera** (Bobby Pickett—London)—South Sea
9. **Listen Rock** (Chubby Checker—Columbia) D. Davis & Co.

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8. **Riviera** (Bobby Pickett—London)—South Sea
9. **Listen Rock** (Chubby Checker—Columbia) D. Davis & Co.

**Israel**

**Israel's Best Sellers**

1. **I Remember You**—Frank Ifield
2. **break up is hard to do**—Serge Gainsbourg
3. **Baby Face**—Bobby Darin
4. **I'm Just A Lonely Fool**—Sue Raney
5. **Telstar**—Les Gitdow
6. **Heaven**—Sue Raney
7. **I Am The King**—Sue Raney
8. **Love Me Tonight**—Sue Raney
9. **The Sun ges To The Right**—Sue Raney
10. **I Only Have Eyes For You**—Sue Raney

**Cash Box**—December 15, 1962 — International Section
DENMARK

Harry Jensen, head of Multitone of Copenhagen told Cash Box that coming up very strong in Denmark is the German "Paradiso," of which there are five local recordings in addition to the one with Connie Francis on MGM. Other top-selling songs from this publisher include "Quando Calhau," by Jan Del Rier, and "Baby Twist," "Twistin' Patricia," and "Zero Zero." Jensen said that he is expecting a lot from "Wann Du gehst," a German song just recorded by Connie Francis on MGM.

Kurt Hvid-Mikkelesen, a & r man of SGI (EMI in Denmark), back from a recent visit to London, said that his list of hits would include: "Baby Twist," and "Quem can't." Sonet and other labels changed their addresses on December 1, Per Söderberg is now the publisher and Marthinius Iversen, 38, Copenhagen NV, is the Danish Promophonepladeforlag, Kursel Grammofon A/S, Nordisk Pladeforlag, DGF Music, Edition Star, Musikproduktion Winckler.

SWEDEN

Music Publisher Felix Stahl of Stockholm Musikproduktion celebrates his 50th birthday on December 9th. Heartiest congratulations.

Publisher Stig Andersson told Cash Box that his company has obtained two new songs by Greek Composer Hadjidakis (Never On Sunday). The songs are "Ein Bild von Tino" and "Du, der ich weiss dass wir uns wiederseh'n," Anderson added that he had obtained high riding high on the charts in the U.S., "All Alone Am I," in Swedish titled "Bruerta löften" (Bruerta Promises). All those songs are published in Scandinavia by Bens Music AB.

Nina and Frederik, internationally well-known Danish record artists and entertainers, have been booked to appear at the famous Restaurant in Stockholm during December. Berns gave a press party Nov. 30 and the opening the next day was a great success. Chris Pickler, artist chief of Bens told Cash Box that in January another well-known recording artist is being contracted to Berns, Josephine Baker.

Kurre Smack is a new label with records for children. Behind the label is Henry Fox, active music publisher and record producer.

Jensen & Frogh A/S (EMI in Norway) included a top seller with the local song "I tresko og bussert" with the two blind singers Gunnar Engedahl and Einar Ogden. Composer Poul Baelum, who is Anders Sau, who from time to time has had many songs recorded.

NORWAY

Egill Mon Iversen A/S has released "Main Attraction," "Amore Baciadii" with Pat Boone on Dot. In Norwegian, Wenche Myrke has recorded "Når du er 18 år" (Zero Zero) and "Katta vår" (Alley Cat).

Coming up very strong now is "Swiss Maid" with Del Shannon on Big Top, this week moving from the 18th to the 10th spot on the charts. Publisher for Scandinavia is Palme Music (Sweden Music) AB in Stockholm.

Presley/RCA also have their Rca Debut recordings by Olimpia Silva, Nelson González, Angela Maria, Carlos Gonzalez, Carlos Galhardo, etc.—The other one with Fréres, Carnival rhythm of Pernambuco, a big North State of Brazil, composed by Janiero.卖到了"Eso Beso" (That Kiss), the last record waxed by Paul Anka for RCA is a magnificent example of a hit song and is being copied all over. Paul Desmond and Gerry Mulligan are in the next Brazilian RCA release for December-January, with a very good jazz album, named "Two of a Mind."

The jazz rhythm, as noted before, is back again with big success here in Brazil.

Another jazz artist who sells very well is Sonny Rollins, with his albums for RCA: "The Bridge": "What's New" and "Bossa Nova." Sonny has been in the field some time and his albums have been pressed in all the countries: Scandinavia, Brazil, Australia, Argentina, England, and several others.

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The Japan Phonograph Records Association (JPPA), the label organization, announced that its member disceries (6 firms) produced a total 4,276,173 discs during Oct. 1962. Compared with the previous month (Sept.), the total production was 7.9%, or about 318,800 discs, more than last year in the same month. The situation is on the road to a remarkable increase in money values.

With a capacity of 250-500 thousand LP's per month, Victor's 2nd pressing plant in Osaka will terminate its operation last month. The factory is equipped with 34 pressing machines and has 36,355 square meters in its area. The present housing area occupies 2,314 square meters with 70 employees working and 3,300 square meters will be enlarged later in order to be able to press about one million albums (LP's) per month.

The release next year will rush-release songs of "Matting On The Bounty" on the MGM label. The pick itself, "Matting On The Bounty," an MGM production, is to be released in Tokyo very soon. Tunes and discs to be released are a simple, "Theme From Matting On The Bounty," and the soundtrack album (available on both stereo and regular). Another Columbia outing from the year is "The Adventures of Pinocchio," starring Dick Van Dyke and June Preisser, and "Tales of the United Artists label, "Theme From Taras Bulba (The Wishing Star)" backed with "Theme From The Eleventh Hour," "Taras Bulba" is the Unit Artiṭent Production with Carl and Yal Brynner which will be released here within the end of this year.

The Japan Phonograph Records Association (JPPA), the label organization, has made another director change. Daisuke Toho's directorship will be replaced by the shift made recently by Toshiba Music Industry, one of its members. As the result of his resignation, the Toshiba's directorship, Shigeru Sadao quit as a JPPA director and did Toshiba's Hiroshi Hoh, who stepped out of an acting directorship of the association. These men were officially replaced by Joaço Okamoto, new proxy Toshiba and by Hirochirô Inagaki, the second managing director of the same discery.

The Plattlers are to be slated here again, flying in on Dec. 26. It was officially announced by the talent buyer, Swan Promotion. The group will stay for 40 days, making as much public and radio-TV appearances as they can.

INTERNATIONAL
1. I Can't Stop Loving You/Ray Charles, ABC-Paramount: Takashi Shikawa—JASRAC
2. L'Eclipse/Soundtrack, Victor: Mari Sono, Polydor
3. Secretly/Capitol: Harry James, ABC-Paramount
4. Love Will Keep You Coming/Dean Martin, ABC-Paramount
5. Where Are You?/Pepino, RCA Victor: Beni
6. Where The Four Winds Blow/The Peanuts, King记录
7. The Bicycle Song/Juliet, RCA Victor: Harry Belafonte
8. Blackbird/West Coast Jazz, ABC-Paramount: Aberscherbach
9. If You Want My Love/Harry Belafonte, ABC-Paramount: Aberscherbach
10. His Footprints In The Snow/Jack Teagarden, ABC-Paramount: Aberscherbach

JAPAN's Best Sellers

These leaves the German publisher about 8% of the profits if he doesn't take ads on the number or publish too much. In the same manner, these numbers were the backbone of the post-war music business. It was then necessary for the German publisher to make such deals even though he made little money. Now the situation has changed. At least 70% of the top hits here are now German original compositions, and the German publisher has found that to make a hit in Germany, a German original song can make far more profit. The result of this is that the German publisher can now make 10,000 dollars with just a few thousand the German publisher can work on his own company here. 5,000 dollars here means a top hit in Germany, but when 10,000 dollars is a success abroad, it's and it's a top hit. This is the money to reach this sum. When an American firm wants its own publishing firm here the deal often is that first of all, 50% of the monies go to the U.S. publisher. That is, the seller of the American publisher has found that the American publisher can make a promoting a number or a catalog and the result is more profit for all parties concerned.

Not true that a big advance means that a publisher here must work harder to get his money back. Every publisher is interested in making as much profit as possible, and if he sees that a number or catalog can bring In a nice profit, he'll do what he can to keep the one last penny. In the last few years, however, the situation has changed. Either a publisher asks guarantees and advance on hits from $1,000 and more and meaning that the song must sell over a million copies before the publisher can get his money back. He can only sell his own company here. 5,000 dollars here means a top hit in Germany, but when 10,000 dollars is a success abroad, it's and it's a top hit. This is the money to reach this sum. When an American firm wants its own publishing firm here the deal often is that first of all, 50% of the monies go to the U.S. publisher. That is, the seller of the American publisher has found that the American publisher can make a promoting a number or a catalog and the result is more profit for all parties concerned.

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German's Best Sellers

The last No. Weeks
1. Let's Dance (Chris Montez/London) Thore Ehring Music AB 12
2. Dodo/Soundtrack, Victor: Mari Sono, Polydor 12
3. I'm A Fool To Want You/Elvis Presley/Belinda Jonkoff (Scandinavia) AB 12
4. Manos Del Fuego/Manos Prado (Polydor) 12
5. Belinda (Elvis Presley/Belinda Jonkoff) (Scandinavia) AB 12
6. Belinda (Elvis Presley/Belinda Jonkoff) (Scandinavia) AB 12
7. Los Secretos (Frank Melenium/Belinda Jonkoff) (Scandinavia) AB 12
8. Es el Bosque (Hans Giesecker/Belinda Jonkoff) (Scandinavia) AB 12

JAPAN'S Best Sellers

This Last No. Weeks
1. Let's Dance (Chris Montez/London) Thore Ehring Music AB 12
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3. I'm A Fool To Want You/Elvis Presley/Belinda Jonkoff (Scandinavia) AB 12
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8. Es el Bosque (Hans Giesecker/Belinda Jonkoff) (Scandinavia) AB 12

Germany's Best Sellers

This Last No. Weeks
1. Lieber Bei Dich/Gino Robledo (Pepino) 12
2. La Plus Belle Jalousie/Philippe Marchal 12
3. In Love With You/Dick Pape 12
4. stereo/Philips/Rolf Busse 12
5. Des Ferré/Dick Pape 12
6. Je M'aime Pas/Phil Brandes & Kjell Elseth/Phil Brandes 12
7. Adieu Amigo/Sacha Distel/Polydor 12
8. Je M'aime Pas/Phil Brandes & Kjell Elseth/Phil Brandes 12
9. *Original German Copyright

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7. Adieu Amigo/Sacha Distel/Polydor 12
8. Je M'aime Pas/Phil Brandes & Kjell Elseth/Phil Brandes 12
9. *Original German Copyright

Greece's Best Sellers

This Last No. Weeks
1. ROMANTICOS DE CUBA No. 1 (POLYDOR) 12
2. amo/PHILIPPS 12
3.opies/POLYDOR 12
4. Espano Espino/RODO 12
5. Poema De Olhar—Milho—Philips 12
6. Culebras/Flip/Socpinho (GAPEICO) 12
7. E E DANCE No. 3—Sidney (Columbia) 12
8. *Original German Copyright

Brazilian Music
A talented young Canadian singer who has been waiting a long time for that first big record break, finally has it. He is Tommy Hunter, whose first release on Capitol, "None But the Lonely Heart," is making a big splash coast to coast and radio and TV appearances will be a big help in getting his first Capitol single off the ground in Canada. He will also make U.S. visits on behalf of the record. 

The young singer who pinch hit for George Jones on the 37th Anniversary Great Old Opry show, The Legarde Twins, will be on Capitol by way of a new single, "You're a Corner in My Heart," and according to Whitey will be a hot item with C&W devotees and fans. 

The 12-year-old "old pro," who recorded one single, "I Don't Care," it has reached the top ten on most Canadian charts and holds down the "number one single" title in Paul White's Capitol office. 

"Miss Lonely Heart," which has resulted in even more sales action for the young Blackfoot Indian, has been designated "Canada's Secret Continental Hit." 

British Comedians Flanders and Swann headlined the O'Keefe Center show in Toronto from 12/5. Their appearance resulted in an upsurge of sales on their Angel LP material, reports Whitey Haines.

Canadian Music Sales have released a new series of Children's disks complete with associated picture story book. Just in time for Christmas sales the series is known as "Atlas Tale Spinners." On the record is a dramatized version of a children's story performed by members of a theatrical company, with a famous actor or actress in a leading role. The background music consists of extracts from the works of great composers. The album contains the story of the toy fish named in the title—the story of the "toy" or the "toy" story, the title, what are generally referred to as children's stories and fairy tales, a second contains a set of adventure stories and the third group deals with the lives of famous composers. 

All kinds of fervor activity in the Compo offices in Montreal of late as Phil Roberts has announced a release of the three Little Boys of Canada: "The Boys Are Back," followed by two more hot single items and many of their artists doing p.a.'s in the immediate vicinity. Earl Grant just ended week-long engagements in Montreal and then Ontario, after a successful concert in Toronto and appearances with the Phoenix Singers (12/1) at Joe Saxe's Gatineau Club near Ottawa. This marked some fast action on Phil's part in arranging for immediate release of the new album. 

"Tell Me, Tell Me," a new single by Walters and Bokenham, was being played at the Compo. "Away On The Wind" and "Heaven Help The Man" by the Four Saints was pre-released by Warners in this country. It will not appear in the U.S. until March and is being handled by a new independent firm, Family Publications. 

Warners LP was disappearing from dealers shelves as fast as the Compo boys could get them pressed and delivered. Just to keep things interesting along came a new one from JKF m miscue, Vaughn Meader. A new single by Peter, Paul and Mary and a great new group, "The Vogues" were being played at Compo. "Away On The Wind" and "Heaven Help The Man" by the Four Saints was pre-released by Warners in this country. It will not appear in the U.S. until March and is being handled by a new independent firm, Family Publications. 

Among the new releases by Capitol's Columbia-label there's a lot of buyer's demand for 'The Shadows' new single with The Shadows, "Y'Arriva." Upon its release at Capitol's Legarde-Tango office, "The Shadows'" "Bonnie Blue Eyes" has been doing so well from the day it was released. All received strong promotion nationally.

This month Penguin releases Frank Sinatra's fifth album on his Reprise label, entitled "Sativa And Swingin' Brass." This time it's Neal Hefti who wrote the charts and directed the swinging band behind the swingin' Sinatra pipes.

Sinatra's producer Lion J. Swaeb had his most exciting session so far with Willy Schobben & His Orchestra, resulting in a very catchy and typical Schob- ben rendering of the tune "El Mexicano" (The Mexican) of which much is expected. His production also included a terrific recording of the American success, "The Lonely Bull.

Holland's Best Sellers

This Last Week

1. (Paradiso (Anneke Grönlund/Philips, Comline/MGM) (Edisons Altona/Amsfarden)
2. (The Bop Bop Bop (Decca's London) (Marlowes London))
3. (Sandy Stewart's New Colpax single, "My Coloring Book." The SHOW (Of Radio City, New York) (Ed. Herman Bruss/Bruss茉r))
4. (Branding Brand/Doppelganger (Decca's London) (Emil Leopold/Amstterdam))
5. (The Dizzy Things (Little London) (The Show) (Ed. Herman Bruss/Bruss茉r))
6. (The Loco-Motion (Little London) (Edisons Nevin-Kirsh/Bruss茉r) (Edisons Altona/Amsfarden))
7. (The Dizzy Things (Little London) (The Show) (Ed. Herman Bruss/Bruss茉r))
8. (The Four Seasons (Stadeside) (Edisons Altona/Amsfarden))
9. (The Four Seasons (Stadeside) (Edisons Altona/Amsfarden))
10. (The Four Seasons (Stadeside) (Edisons Altona/Amsfarden))

Cash Box—December 15, 1962
There is nothing certain about the performance in México of Ray Conniff, his chorus and orchestra. It seems like their representatives, Global Artists, have not agreed on the contract. The Mexican public is crazy about Ray and his music.

The Chilean duet formed by Sonia and Miriam finished its first LP at RCA Victor. It contains some of their most popular songs, including "In the Middle of the Night," "Forever," and "Long Ago and Far Away." Included are ballads such as "Happy Days Are Here Again," and "Too-Ra-Loo-Ra-Loo-Ra." The LP is expected to be released in the United States under the name of "Sonia and Miriam's Best Seller." The album will feature the hit single "In the Middle of the Night." Included are ballads such as "Happy Days Are Here Again," and "Too-Ra-Loo-Ra-Loo-Ra." The LP is expected to be released in the United States under the name of "Sonia and Miriam's Best Seller."
COUNTRY D.J.'S. REGIONAL REPORTS

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[Image]

"NEVER CASH TEMPTATION'S OTT"

I can't mediocre
Can't

"MARCH NIGHTS (IT MAKES NO DIFFERENCE)" (2:15)

[Morgan-Shelly BMI—Morgan]

"BLUE SNOWFALL" (2:20) [Regent BMI—Coelman]

GEORGE MORGAN (Columbia 42650)

George Morgan could have one of his biggest records in quite a while with this new Columbia outing tagged "Macht Nights (It Makes No Difference)." The tune is an easy-goin' chorus-backed tear-jerker sold with loads of authority by the charter. The title, "Blue Snowfall," is slow-luminant lament with a commercial, seasonal theme. Merritts a close look.

"THE BOTTOM OF THE GLASS" [Cedarwood BMI—Wilkin, Burch]

"I WANNA GO HOME" (2:29) [Cedarwood BMI—Tills, Bill]

BILLY GRAMMER (Decca 31449)

The Deca hit-maker comes off in first-class fashion on this bright newie named "The Bottom Of The Glass." The side tells all about the disadvantages of drinking as a problem-solver. Watch, it zooms up the chart. On "I Wanna Go Home" Grammer comes up with a pleasing folk-flavored opus with an effective chorus support.

"I'M LOSING MY MIND" (2:12) [Glad BMI—Word]

DEVIL'S DISCIPLE" (2:25) [BMI—Bush]

SONNY BURNS (United Artists 529)

Sonny Burns, who clicked last time out with "Bricks And Mortar," seems sure to push some commodity titled "I'm Losing My Mind." The tune is a relaxed, chorus-backed ballad with a spinnable commercial sound. The flip side, "Devil's Disciple," rhythmic shuffler up another recitation. This one's an uptempo ditty with a highly listenable melody.

Both Mercury's Rex Allen and Columbia's Marion Worth have a pair of pop-country powerhouses that should be riding the hit charts in both fields in no time flat. See Pop Reviews.

BOBBY AUSTIN (Capitol 4883)

(B-A) "I'VE GOT A HEARTACHE I CAN'T HOLD" (2:33) [Central Songs BMI—Mike] Bobby Austin's infections wide-range vocal style carries him in good stead on this top-flight uptempo romancer, Plenty of potential here.

(B-A) "PUT ME OUT OF MY MISERY" (2:25) [Nashville Nevada BMI—Stewart] Pleasant easy-on-the-ear chorus-backed lament read with pops of style by Austin.

BOBBY BARNETT (Reprise 20, 135)

(B-A) "SAME OLD LOVE" (2:02) [Hit Way BMI—Miller, Morris] Here's a fine piece of country merchandise spotlighting Bobby Barnett belting out fast-moving traditional work, with excellent orl-chorus backing.

(B-A) "TEMPSTATION'S CALLING" (2:12) [Hit Way BMI—Miller, Morris] Medium-paced, dual-track bluegrass-flavored tear-jerker.

OTT STEPHENS (Chancellor 107)

(B-A) "ROBERT E. LEE" (2:36) [Yonah BMI—Anderson] The charter who hit a short while back with "Big Boys Don't Cry" could duplicate that success with this rossing, uptempo dual-track ditty. Eye it for fast acceptance.

(B-A) "NEVER TIRED OF LOVING YOU" (2:26) [Yonah BMI—Woods, Stephens] On this end Stephens offers a real pretty, slow-moving, bluegrass-flavored weeper. Side's a natural for deejays.

JAY CHEVALIER (Cotton Town Jubilee 102)

(B-A) "BROADWAY AND THE DEVIL" (1:45) [Backwood BMI—Chevalier, Marsalis] Jay Chevalier unleashes his potent vocal talents full-blást on this real fast-moving opus about an interesting alliance. Check, comes scot if it gets the proper exposure.

(B-A) "TOO MANY BUBBLES" (2:10) [Backwood BMI—Chevalier] Power-packed, lively, happy bleaser with a pleasant bluegrass-styled melody.

Cash Box—December 15, 1962
| Cash Box — December 15, 1962 |

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<tr>
<th>No.</th>
<th>Last Week</th>
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<tr>
<td>1</td>
<td>MAMA SANG A SONG</td>
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<td>HELLO TROUBLE</td>
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<td>WALL TO WALL LOVE</td>
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<td>3</td>
<td>I'VE BEEN EVERYWHERE</td>
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<td>A GIRL I USED TO KNOW</td>
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<td>THE BALLAD OF JED CLAMPETT</td>
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<td>HOUSE DOWN THE BLOCK</td>
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<td>SING A LITTLE SONG OF HEARTACHE</td>
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<td>BLACK CLOUD</td>
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<td>THE VIOLET AND THE ROSE 27</td>
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<td>DON'T GO NEAR THE INDIANS</td>
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<td>DOWN BY THE RIVER</td>
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<td>25</td>
<td>THE SOUND OF YOUR FOOTSTEPS</td>
<td>23</td>
<td>HE STANDS REAL TALL</td>
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**Country Top 50**

**Country Round Up**

The Cactus Kid Show, now stationed in Waco, Texas, plans to relocate and headquartered out of the Music City soon after the first of the year. The show is presently carrying featured acts Don Brumple, Ray Arnold, Wendell Ridgeway and Glen Paul. The show is now heading south and plans to close out the current tour in Arkansas and Texas.

Robert Evans Cooper, general manager of WSM, announced last week the appointment of Dave Overton as assistant program director of the outlet. The appointment becomes effective immediately.

The Starday Sound Studio in Madison, Tennessee was recently a beehive of recording activity. Sessions under the direction of A&R head Tommy Hill were completed by Hyle Brown, the Lonesome Pine Fledders and Carl Story. All the artists completed albums which are scheduled for release during the early part of 1963. Hyle Brown is currently out with a new single, "Treasures From The Past h/w 'The Prisoners Song.'"

Beginning Jan. 5, the Red River Valley Roundup will open at the Fair Park Coliseum in Paris, Texas with musicians in the country and blues fields joining in a giant reunion of music, live and free. KPLT-Paris is sponsoring the jamboree of music and will broadcast portions of the session. The show will maintain a staff band with Jimmy Forshae at the helm and an aggregation of top musicians from the attending part. Hank Hammons is the manager of the Roundup and any bands wishing to appear on the show should contact him in care of the station.

Bob Drusky just closed the Flame Club in Minneapolis. The charter played to packed houses every night of his engagement. Currently, Roy is enjoying his hopes in his new Decca release of "Second Hand Rose."

Coleman O'Neal, who spins 'em on WZKY-Albemarle, North Carolina, has been along word that any disc jockeys interested in obtaining copies of his new Chancellor record of "Mr. Heartache, Move On!" and "Make Him Know" can get discs pronto by writing to him at the station.

Thurston Moore, editor and producer of the recently-published 15th edition of the Country and Western Scrapbook, sez he would like to hear from the managers of country music stations. For further info write Moore at Hearst Building, 715 South High Street, Denver, Colorado.

Little Richie Johnson, plus pushing Earl Scott's "Then A Tear Fell," is now plugging Rose Maddox with her Capitol wax of "Singing A Little Song Of Heartache" and Warner's "Let The Music Be Crying." DJ's needing copies can write to Richie at Box 8, Belen, New Mexico.

Pee Whee Whitton is really exicted at the response it is getting with his latest single, "Third Party" and "Do You Remember" on Mercury Records. Spiners missed in the mailing may get a copy by writing to Jimmie Crane, 1635 Peach Street, Lebanon, Texas on their station letterhead.

Buddy Thomas sends along word that the folks at the Nashville-based Todd label have re-released his recording of "If Only Tomorrow." The chart suggests that this disc is still as stuffy to really break through.

Big Joyce French from Shreveport, Louisiana has just been signed by Toppa Records. One of their labels, "What To Do" and "Who's Julie," are being put on the rush release schedule. Both tunes were penned by fellow Toppa artist, Adrian Roland. Indie promoters can contact Dick Norris produced the sessions.

Ed Mc Lemore's Big "D" Jamboree really out did itself last Saturday night. The session culminated Johnny Cash, George Jones, June Crater, George Riddle, the Tennessee Three and the Jones Boys. The Louvin Brothers are set to head the bill this Saturday.

Ernest Tubb and the Texas Troubadours have just wound up three key dates in the Lone Star State. The gang had bookings in Austin, Abilene and San Antonio. Another artist from the Curtis Artist's Production stable, Ray Price, also played in Texas. Ray, along with the Cherokee Cowboys, played dates in Temple and Beaumont.

Norve Tester, who spins the country sounds daily on KVOR-Colorado Springs, sends out an urgent s.o.s. for country platters both old and new.
Ever since the beginning of time, psychology has been used as part of a sales approach in order to achieve the ultimate goal, a vote of approval from the customer. This science plays a larger part in the conduct of big business today of course, but it also has its effect when used in connection with the common door-to-door sales technique and we see daily evidence of it in the approach used by today’s coin machine operator.

With the advent of the loan-bonus feature as originally brought about by the operator and now used by the location owner as a means of deriving greater income from every installation, the psychological approach to a location has played an increasing part in the relationship between operator and location. No longer is the operator free to speak his mind in terms of business conditions as they actually exist, nor can he refer to any factor which may infer that his own business may possibly be improving. These are considered openings for a direct frontal attack by the location eventually leading to a request for a loan or perhaps a bonus.

The operator must constantly shy away from all references made to his personal life and has gone as far as using an older model automobile in which to service the equipment, while dressed in deliberately chosen attire which reflects a low-income route.

The operator must stay several steps ahead of the location owner in all conversations, innocent though some of them may seem. A constant advance propaganda attack loaded with references to his excellent service, the personal contact, efficient programming, high cost of equipment, present inequitable commission, costs of operating, and disastrous affects which would take place should a location change to a competitor, are all topics which are consistently advanced in periodic contact with the location as a means of impressing the owner with the dismal profit picture of the operator in his location.

Once the defense is established it is repeated regularly and with renewed vigor, fresh references added as they become available. The obstinate location owner who wards off such complaining as sheer nonsense, though most of it may actually be fact, still has to overcome the down-to-earth arguments which will now follow from the lips of the operator which may still defeat the loan request. In any event, the overall attitude of using every psychological tactic, of thinking several steps ahead of the location, and finally of arguing point blank even before negotiations may take place for the actual loan, reflects the conditions under which today’s independent operator exists.

The larger operator with a staff of collectors, usually is in a position to turn loan demands into advantageous openings for long-term contracts and better operating terms but this takes money. In fact it is the absence of capital which forces the smaller operator to substitute sheer wit, salesmanship and common psychology, in order to overcome the demands of the location.

In the words of one operator who was discussing this problem last week, it is an unusual day when the loan request is not made. “I’m so well prepared for the location’s arguments that when he doesn’t ask for money I’m almost disappointed!”
Port Strike Threat Renewed As 90-Day Act Runs Out

NEW YORK—A threat of a longshoreman’s strike along the Atlantic and Gulf Coast ports has accelerated shipments of freight. A cargo tie-up which resulted from the Rock-Of-Age dock strike on December 23rd, has brought about increased shipping from Maine to Texas.

Shipowners and the International Longshoreman Association were separated from a stalemate in October via the Taft-Hartley Act which prevented an ILA strike.

Reports from the shipping trade indicate that prospects for a settlement are bleak. Representatives from 65,000 coastwise dockers are expected to meet with the New York Shipping Association to negotiate the demands for higher pay but no agreement is seen coming about before a strike which could become a type of experience. The pace of shipments to foreign ports and elsewhere.

Coin machine exporters were concerned with the strike threat in view of January shipments scheduled. Many orders placed on a first-of-the-month delivery schedule and a delay could cause complications.

Stern Notes Interest In ‘Voice-O-Graph’

CHICAGO—The voice recording machine—coin-operated style—is experiencing added success these days, according to Sam Stern, President of the Stern Manufacturing Corporation. Williams manufactures the “Voice-O-Graph” recording machine.

According to Stern, who is currently in production on a new vending machine, the “Book-O-Mat” which vending paper books, and can be used also as a full-purpose merchandiser, the recording machine is finding a new and potential market in the shopping center location.

The modern day shopping center and discount house retail set-up has brought about the installation of amusement machine game rooms to take advantage of the unusually large shopping crowds, many of whom travel in families in a sort of “fun day out” type of experience. The amusement machine, notably the bowler, has enjoyed this same success due to the suburban shopping habits.

Evidently the recording machine is in a similar position, since it has been designed to come on about on or after transit location. The machines are reported on location elsewhere in terminals, arcades and amusement centers.

V. G. Williams “Voice-O-Graph” vends a self-recording for 25¢ or 50¢. Mailing envelopes are available for 10¢ extra. The record is a 45 rpm disk. Recording room accommodates two persons. Supplies for the unit—disks, needles, envelopes and other parts—are available directly from Williams and its distributors.

GB Editorial Stirs Operator Response ‘Thin Black Line Of Profit Could Be Tripled’—Howell

NEW YORK—An editorial in the December 8 issue of Cash Box entitled “The Thin Black Line Of Profit” has aroused response from many operators. The editor feels that the book is not only his own but to help other operators in the business. The letter is from Bert Howell, of Howell and Company, a New England operating firm with offices in Westwood, Massachusetts.

Howell suggests a Cost-Plus arrangement of figuring commissions. “The theory of this arrangement is doubled and tripled in size when the operator determines his cost of operation for each individual piece of equipment,” and adds, “It consists on figure money in that amount!” writes Howell.

Howell claims that the balance, after the front money, should then be split three ways, with the location receiving two-one, the payee part of the operator one part, or one-third, after front money.

It is much harder for a location to argue that it is getting less than the lion’s share (of incomes) when that location is shown beyond any reasonable doubt, to be making twice as much profit as the operator, like the result of their joint endeavors.

It is assumed that Howell would figure the cost of the equipment, production costs, and, in course of time, the additional costs of operating, overhead, and depreciation.

The Howell Cost-Plus system for location-operator commission arrangement is specific in pinpointing cost of equipment. Many “front-money” arrangements are based on overall collection, expected traffic in a location, and in some instances the cost of the individual machine.

Other commission arrangements receive here will be reprinted with credit given to the operator furnishing such information, providing they meet the requirements of logic and good business sense. Send all data to: Coin Machine Editor, Cash Box, 1769 Broadway, NYC 19.

CORRECTION

NEW YORK—A news story which appeared in the December 6th issue of Cash Box stated that the Active Amusement Machine Company was Distributor for the Rock-Ola Manufacturing Corporation in the entire State of Pennsylvania. This statement is incorrect.

The B. D. Lazar Company, veteran coin machine wholesale firm, is and has been the Rock-Ola distributor in the Pittsburgh territory for 30 years. Active distributes the Rock-Ola line from its outlets in Philadelphia and Scranton, but does not sell or service the Pittsburgh territory.

The Rock-Ola firm is headed by members of the Lazar Family, veteran coin machine industry figures. The company also distributes the D. Gottlieb & Co. amusement machines and other leading factory lines.

MOA Heads Meet In Chicago To Discuss Convention Attendance

New Munves Machine Wins Parks Prize

Chicage—Harry Snodgrass, president of Music Operators of America, and Lou Casola, vice president, met in the Morrison Hotel in Chicago last week with Robert H. (Bob) Blundred, managing director of MOA, to further develop their thinking and planning for cash organization is much ground-work to be covered towards conceiving plans for the 1963 convention. Which will, incidentally, be in Chicago. We are preparing every avenue to achieve a successful trade show and convention for all concerned.

Philly Coinmen ‘Paid’ To Attend Rowe AMI School At Rosen’s

Philadelphia—There are approximately three million students in the United States who pay for the privilege of learning but in Philadelphia.

Dave Rosen, enterprising President of David Rosen Inc., exclusive distributors for Rowe-AMI phonographs and the Rowe vending machine line, is paying local operators for attending AMI phonograph service schools. At the close of each session, $100 Government Bonds are distributed among fortunate coinmen. Names are drawn from a hat containing the registration list at that particular session.

“Our main purpose of course is to stimulate attendance at these sessions,” said Rosen in a conversation with Cash Box last week. According to Rosen, and from reports of other distributors across the country, phonograph service schools are not only informative and interesting but are quite enjoyable. Buffet dinners are usually served, as they are at Rosen’s, informal conversation keynotes the evenings session with much information passing hands, and coffee and cake sessions usually extend until the late hours with coinmen hanging around for extra-curricular bull sessions and the like.

Rosen’s classes are conducted by Chief Engineer Bud Dahl, and Rowe AC Services’ Art Seglin. Seglin has received unusual comment from operators in the past noting his ease and efficiency in handling technical aspects and instruction and his smooth flow of communication.

On Monday evening, December 3rd, the winning mechanic at the Rosen service school was John Dulick, R&M Amusements, Easton, Penna.

The prize was a $100 Government Bond. Future sessions are being scheduled but not before the holidays end. In order to attract the largest possible attendance at the next Rosen school, no less than five ($5) $100 Government Bonds will be awarded to lucky winners. The showrooms are located at 855 North Broad Street and the date of the next Rosen-Rowe AMI school will be announced as soon as it is available.

“Model Turnpike” Chosen As Prize Machine

CHICAGO—The AMT Model Turnpike,‘ a coin-operated arcade amusement machine designed by Joe Munves, President of A.V.L., a New York firm, took top Parks Show honors two weeks ago during the Annual NAAPB Convex, the Machine was termed “the best one at show.”

‘Model Turnpike’ is a 2-player auto race with scoring based on speed, accuracy of driving, and time.

AMI is a nationally known company located in Troy, Michigan, which manufactures model automobiles used in actual races conducted atop regulation racetracks. The takeaway for this use, ‘Model Turnpike’ will be mass-produced by a well-known coin machine factory starting in January and will be available for delivery in early Spring, according to Munves.

New Munves Machine Wins Parks Prize

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Macke Declares
Regular Dividend
WASHINGTON, D. C.—Directors of Macke Vending Company declared the regular quarterly dividend of 11 1/2 cents per share on its Class A Common Stock payable December 27, 1962 to shareholders of record on December 15, 1962.

Aaron, president, announced that sales and profits for the year ended September 30, 1962 would exceed earlier forecasts of $35,000,000 and $800,000, respectively. Exact figures await final accounting.

Macke Vending operates over 50,000 vending machines in New York to Florida. The company's common stock is actively traded on the American Stock Exchange and the Philadelphia - Baltimore - Washington Exchange.

Univend Names Treas.
NEW YORK—Charles E. Reed, who has been appointed treasurer and chief financial officer of American Univend Corporation, I. R. Bill, president, announced.

Reed formerly was assistant secretary-treasurer of the American Gage & Machine Co. of Chicago, Ill.

Hoffman Intl. Sales Up
NEW YORK—Hoffman International Corporation reported the following sales and earnings for the nine months ended September 30, 1962:

1962
1961
Net Sales $10,519,556 $9,126,065
Net Income After Taxes $343,421 $320,182
Common Shares Outstanding 558,542** 558,954**

* Excludes unrealized gains and losses on foreign exchange.
** 1962 loss $74,982; 1961 gain $50,317.

Adjusted for stock split and bond conversion in 1962.

Seeburg Salesman Sees Success of Vending Assured
SYRACUSE—In an item carried in the Nov. issue of the Digest an NYS trade bulletin report distributed by Davis Dist. Corp. to operators in the area, Bill Fitzger said that the success of the vending industry is assured but at present its direction is only partially defined. Davis distributes the Seeburg vending machine line in this territory as well as the ‘LP Console’ phonograph and background music systems.

“When vending machines, he continued, ‘will be a far cry from today's limited vending operations.’”

More than 60 operators recently attended a Seeburg vending service school held at the Davis plants in Buffalo, Syracuse, Rochester and Albany.

Dr. Proposes Cig Ban
CHICAGO—A British physician spoke here last week before the American Academy of Dermatologists and proposed banning the sale of cigarettes through vending machines.

Dr. Peter Samman discussed British regulations which have recently tightened the rules governing advertising in and sales of cigarettes in a proposed similar measures be taken in this country. Because cigarettes have been associated with lung cancer, he said they should be removed from vending machines and other retail establishments.

Samman did admit that doctors claim there is no single cause for cancer and that elimination of cigarette smoking would therefore not halt the disease. “However, anything that might be considered contributory to the disease should be eliminated,” stated the physician.

Expect Texas Sales Tax Law To Pass
AUSTIN, TEXAS—Following a District Court Decision last August 2nd, the Texas State Tax and Revenue Commission has now established vending machine operators here expected to see the decision become law by January 1st. Therefore vending the present sales tax on sales of items costing less than $1.00 will go.

The sales tax in this area amounts to $1.5 million on vending items each year. Thereby vending at the retail level, vended or otherwise taxable. The law will have the sales tax already start with items 25c and over.

New 4-Col. Vendor
NEW YORK—A new four column vendor, the HP-100, has recently been introduced by E. B. Macke, Inc. of Whitehall, New York. It is reportedly unconditionally guaranteed for one year, and distributes the material and replaceable parts, in its original installation.

Designed for the “swivel-driver mechanic,” the HP-100 is said to require no mechanical help in the matter of installation, service, and maintenance.

Made in high-gloss white enamel and constructed of heavy gauge steel, the HP-100 is said to be four complete machines in one. Each column is a single coin operated vendor with a capacity of 25 standard detergent packages, 50 candy bars, or 64 “LP” packages ½" thick. Although originally designed for laundry products, the HP-100 is said to be suited for vending a variety of boxed items. Operating independently, each column of four coins, each column slot off separately when the tray is empty.

“In many of today’s multi-columned vendors, the entire vending operation is controlled by only one coin mechanism. A failure can stop this expensive equipment from making sales. Complete operational halt, with resultant loss of profits, does not occur in the HP-100, which is available in all basic types of coin mechanisms to dispay a variety of products at different prices in one unit.

Raytheon Sees Heated Food Sales On Increase
NEW YORK—Two vending machine firms, Vendo Company and Bruder Company, are demonstrating their equipment as satellite devices using a Radarange microwave oven as the heating device for food held in self-merchandising refrigerated cases.

Carl Epstein, microwave cooking department manager for Raytheon Company which manufactures the electronic ovens, said the explosive growth of the automatic vending industry and the increasing trend to "do-it-yourself" heating to provide around-the-clock hot food service without waste is providing an important growth area for microwave ovens.

He noted that with the new fully automatic Radarange ovens meals can be prepared and portioned in advance non-metallic, throw-away plates at a central commissary. These meals are then refrigerated and shipped to the vending installation where they are placed in refrigerated display cases.

The customer purchases his pre-cooked meal from the untended machine and then places it in an adjacent Radarange microwave oven. The electronic oven is fitted with colored buttons corresponding to a color code on each packaged meal or entree. Pressing the appropriate button activates the microwave oven and heats the meal to its proper temperature in seconds.

Such installations, Epstein noted, are already successfully in operation at turnpike service stations, supermarkets, bowling alleys, drive-ins, banks, industrial plants, and military automatic vending specialty restaurants.

Microwave ovens are also used behind the scenes in preparing food for machines that dispense ready-to-eat hot food.
Sensational Rotating Targets
draw bigger play with a steady stream of profits

Williams

4 Roses

- Rotating targets turn and change from Red to Yellow alternately when hit. Five advances of either color increases the value of side holes from 50 to 100, to 200, to 300 and then to SPECIAL.
- Rotating targets turn when hit and when hole value is advanced.
- Rotating targets advance respective color 3 times when "Triple Advance" is lit.
- Top rollover button lites two Jet Bumpers for 10 points, and Triple Advance, or SPECIAL on Rotating Targets.
- 2 Flippers—Cyclocic Kickers—Plastikote Playfield

Order 4 Roses from your Williams Distributor

See These New And Exciting Features In All New Williams Games

New 24 volt system • New "push-pull latch mechanism for front molding • New polished chrome metal one-piece flippers • New modern style back box with metal back door • New relays • New "brushed nickel" front door and frame.

SPECIAL-10 Lotta Funs—Call!!

Music

AMUSEMENTS

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WILL TRADE FOR BIG BALL BOWLERS—Gottlieb and Williams 1957 and later.

Call Bob Jones—Algonquin 4-4040

REDD DISTRIBUTING CO., INC.
126 Lincoln Street, Brighton, Mass.
New England's Leading Distributor

Music • Vending • Games • Alloys • Seeburg • Bally • Chi Coin • Keene

For Sale

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<td>AMI K-14</td>
<td>1957</td>
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Want to buy

Ref. G-7 for 50c. Will draft Cable "ATMUSIC"—Chicago

A Quarter Century of Service

ATLAS MUSIC COMPANY
BRANCH OF ROWE-AC SERVICES DIVISION

Distributors for

AMI—Rowe
Bally

Cash Box—December 15, 1962
Chicago — J. A. (Art) Weinand, vice president of William's Electronics Manufacturing Corporation, this city, said last week that Williams has premiered an innovation in 'Rotating Target' action on the playfield of a new single player pinball amusement game — '4 Roses.' Released to the coin machine trade last week.

"The rotating targets on the playfield of Williams' '4 Roses' will draw bigger play than ever," assured Weinand.

The "4 Roses" cabinet, Weinand explained, is constructed not only for lasting beauty in appearance but also for durability. Siderails, legs, and other hardware are constructed of highly polished metal. There is a piece locked cash box, and the pin-game is equipped with a slug ejector. Also, the playfield is reinforced with a long lasting'plastikote' finish.

The rotating targets turn when hit and when the hole value is advanced. Also, rotating targets advance the respective color three times when the

"Triple Advance" is lit.

The top rollover button lights two 'Jet Bumpers' for 10 points, and the "Triple Advance." Or the Special on rotating targets. There are two flip-pers, several cyclonic kickers, and other regular Williams play features on the playfield.

Weinand advised that shipments are being rushed out to Williams' distributors this week, and that operator interest is already terrific. Production, he explained, is being stepped up to meet the demand that is anticipated for Williams '4 Roses.'

Pool table sales to homeowners added a spurt of extra business for wholesale and operators last week and the Christmas business will continue until the end of the month, it is expected. We checked several wholesalers to local pool table units for friends, only to find the operators aren't trading them in this year but are selling them to homeowners at twice the trade-in price. Which is money that's hard to turn down.

In Manhattan Times, wholesalers on Tenth Avenue admitted they have enjoyed unusually good equipment activity with Musical Distributors Corp. and Albert Simon, Inc., among those who sold a raft of used and as-is equipment to shoppers.

Willy Gaines, veteran coin machine mechanic with about 30 years under his belt, recalls the days when a machine cost $39 and an op could get his investment back in a short time, "But one thing that hasn't changed is the fact that you're not on the location owner and believe me that hasn't changed. They were tough then, and they're tough now.

Mike Munves shipping the export market, happy over brother Joe's achievement, winning first prize for best coin-operated game at the Parks Show.

Joe Munves' game, called "Model Turnpike" offers players an auto race with-like cars on an authentic sealed down track. The machine will be produced later this month and should hit the arcade and amusement market by early Spring. From the looks of it, the game could be a big money-maker.

Frank Mercuri, veteran coinman, formerly with AMI, Exhibit Supply, Southland Engineering and now A.V.I., will return to California with his mom who recently experienced a terrible accident in her home in Suburbia, Illinois. Hope to hear from Frank real soon.

The Westchester Ops have decided to change their meeting dates once again and will meet from now on, on the second Tuesday of each month at 8:00 C.T. in the American Hotel, 15 E. 67th St. The next meeting is set for Aug. 15.

Irv Morris delivering the new Gottlieb 'Back-A-Ball' pingame to Jersey ops as fast as they come in. . . . Bert Betti, Eastern Novelty will be back from his European quick-trip by the time you read this. . . . Minnesota Mining is working on a new take which will be tested in the St. Paul area. Cartridge is about 3 x 4" and uses a special thin tape about 1/8" wide. Each cartridge can record 45 minutes of stereo music, present two kinds of record threads, rewards and change slots automatically. Holds up to twenty cartridges. Neither the recorder nor the tape are compatible with standard tape record equipment. 3M is working with Revere (a sub of 3M) to release a special recorder (and player) to set a new basic standard for tape equipment. Columbia Records is working along with the manufacturer and tapes are reproduced in a catalog of music. Suggested list price has been set at $450. Result will be that for use in background music systems as the trade sees it, thirty pound cylinders of music can be bought for less a cent.

Barney Sugarman and Abe Green delighted with the new plant in Springfield. The final piece of furniture and carpeting came last week and the outlet has taken on a luxurious look.

Willie Aaronson will turn down the opportunity for a giant-sized coin machine installation. Too much bonus and too big an investment in equipment for his present capacity. It takes talent to say "no" at times. . . . Bob Jones and Bill Wood down from Boston for a meeting in the metropolis. The boys from the hub claim that sales are going along quite well especially on the LP side of things. Some swap new Boston spots are now sporting LP 'Consoles' and the jazz LP's are catching the eyes and ears of folks.

Meyer Parkoff away all day in the middle of the week and the reason appeared to be very important. Murray Kaye told us earlier that the new LP 'Consoles' continues to open up new locations for music. American Wholesale shows the new rock-house recently which utilized background music but now enjoys the LP music. Collections have been warranted the location's use as a typical example of what can be done with certain areas of the industry. "There's the opportunity to get new locations." . . . Mrs. Cei Parkoff drops by the showroom while we're present at Atlantic.

Irv Holzman back from Chicago and Miami, in that order looking suntanned again as if he was just back from a pipe. He mentioned with Herb Gerting with whom he has been in Miami while in the sunny climes of Florida. Spent some time with Sol Tabb, the owner of Miami's Funland. They have been in talks with East Coast Corp., with big plans for the coming weeks. But we have to wait until they're released.

At D'Inzillo keeping ops happy with as many deliveries as he can make on the Rock-Ola phone line while Al Simon greets visitors, among them Bill Schwartz who happens along the Avenue. Swartz delights with the progress Seeburg is making in the vending field and looks for a new vending opportunity in this area. Bill has nothing to do with the sale of the Seeburg phone but keeps a close eye on sales anyway and advises that the plant is happy with the LP 'Consoles' machine sales volume.

Alie Goldberg up at the new Wurlitzer outlet reports good reaction to the new showrooms on Tenth Avenue. The showrooms were about empty last week's display of unusually good reconditioned machines were not out used in any way. No more than three or four used machines on the floor plus the new Wurlitzers, of course. Harold Kaufman out of town on business.

We mentioned that Joe Ash handled the Pennsylvania territory for Rock-Ola, last week. Actually he does but all of it. B. D. Lazar distributes Rock-Ola, and has for years, in the Pittsburgh territory. And has done a wonderful job, we might add.

Seymour Pollak advises from Tarrytown that the Westchester ops will meet on December 11th instead of December 18th. A change in the date was made last week. From now on, all Westchester members will meet in the American Legion Hall on the second Tuesday of each month (not the third as previously announced).

"Golf-It," a coin-operated golf driving machine will be mass-produced at the beginning of the year in conjunction with a promotion campaign directed at the key golf coin machine industry. Victor Electronics Corp. was formerly the company with the Lion Corp. on a special arrangement but is now free to produce the machine for golf cities, terminals, etc.

Howard Kaye, Irving Kaye sales exec, doing a booming job with the home units for the holidays. Some of the units are being sold through distributors.

Cash Box — December 15, 1962
Chicago Chatter

Harry Snodgrass and Lou Casola huddled at the Morrison Hotel last week with Bob Blundred to mull over the multitude of problems they have to cope with in MOA. During their visit they visited several of the manufacturers and distributors. Absent was Clint Pierce, of Brodhurst, Wisconsin, who had to postpone his trip due to a death in his family, Snodgrass, Casola and Blundred delved into many areas of discussion pertaining to the 1963 MOA convention, which will be held in Chicago.

A visitor in town briefly last week was R. D. Radig, president of the Wurlitzer Company. ... Joe Kline, of First Coin Machine Exchange, out of town last week. During his absence Sam Kolber and Fred Kline “minded the store.”

Bill DeSelm, exec vice president of United Mfg’s. sales dept., advised last week that United’s busy man-on-the-go, Johnny Casola, took off for Cincinnati. And from there he goes to Detroit, Toledo, Cleveland, Pittsburgh, Raleigh, N.C., Columbus, S.C., and Atlanta, Georgia.

Bill O’Donnell and Herb Jones, of Bally Mfg, Co., are so busy these days that it’s difficult for them to chat with us at times. One thing is sure, production in the Bally plant is at “full steam ahead.”

Alvin Gottlieb, D. Gottlieb & Co., was so delighted with Gottlieb’s new “Rack-A-Ball” single player pinball amusement game that he, Dave, Nate Gottlieb and Judd Weinberg are expecting a very heavy production run on this game. Shipments are going out to Gottlieb’s distributors this week.

I guess it’s safe to refer to Gil Kitt, owner of Empire Coin Machine Exchange, as the youngest “oldtimer” in coindiz. Gil, still comparatively young man (that is, in comparison to the likes of yours truly), has been in the coin machine business since Dec. 12, 1935—27 short, active years!

A visitor in Ed Dursi’s and Ralph Wyckoff’s offices at the Rock-Ola plant last week was Joe Blood, one of Hymie and Edie Zurinsky’s right hand men. Les Rieck is getting ready to plane to Huron, South Dakota for the upcoming South Dakota Operators’ Assn. get-together.

Sam Stern, proxy of Williams Electronic Mfg., Corp., and his lovely Ellie were on hand at the swank Frank Sinatra soirée in the Guildhall of the Ambassador West Hotel, Wed., Nov. 28. Sam and Art Weinland, vice president of Williams, are veddy busy shipping the new ¾” Rones” pinball amusement game to the firm’s distributors. The game was released to the trade this week. ... Seeberg’s Stan Jarocki took to the road last week, and Bob Dunlap doubled in brass for him.

One of the busiest column in Chi last week was Nate Feinstein, of Atlas Music, who made a few out-of-town trips and held several meetings while he was in his office. Harold Schwartz and Irving Ovitz “minded the store” during Nate’s absence.

Mort Secore, sales director of Chicago Dynamic Industries, told that Herb Biderknap plowed out in to Des Moines last week to visit with Phil Moss, of Philip Moss. ... We spent a delightful, but brief period chatting with a bevy of execs at Rowe AC Services, such as Jack Harper, Dean McMurdie, Tom Sams, Jack Dunwoody, Bill Fitzgerald, Jim Newlander, Bob McGregor, Don Lunday and Norm Wet... When J. R. (Pete) Pieters was in town recently to take in the Parks Show he stayed on a few more days to visit with some of the oldtimers in coindiz. Pete, who retired a few years ago, now resides in Detroit.

Biggest and most pleasant surprise we had last week was noticing how chipper (and dapper) Roy McGinnis, proxy of J. H. Keeney & Co. appears. Now that Roy is carrying the entire load of running the Keeney plant he seems to be thriving on hard work. Clayton Nemoroff and Joe Fields are very able aids for Roy. The outlook for Keeney in 1963 is “very, very good,” according to Roy. Paul Huebch advised another day that he parted company with J. H. Keeney & Co. on November 12. His future plans are as yet indefinite.

Fred Skor, general sales manager at World Wide Distributing, is delighted over the fact that Chico’s “Big Hit” targetette amusement game is now being licensed in Chicago. He and Joel Stern, proxy of World Wide, consider this excellent public relations for amusement type games.

Ed Ruber gives us a chuckle with this bit: It seems that Wico Corp. is getting response from customers—for the phone number of the luscious chicken gracing the cover of the 1963 Wico catalog. (How about it, Ed, I’m still waiting!) Mr. & Mrs. James Burke were identified as donors of $1 million to the new Loyola U. Medical Center fund. Burke, 56, heads Standard Kollsman Industries, and is very active in Catholic Lay circles. He is also on the board of directors of Gottlieb Memorial Hospital.

The heavy production at Marvel Mfg. is on electrical scoreboards for shuffleboards these pre-holiday days, according to Estelle Rye. And, naturally, proxy Ted Rubey is quite thrilled over this continuous heavy production schedule. ... Chet Gore, proxy of Exhibit Supply Co., is thrilled over the action he enjoys with his vacuum cleaner vendor and plastic card sealer machines at the recent Parks Show.

Cash Box—December 15, 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 5-2129

CHICAGO: 29 East Madison St.
Financial 6-7272

Cash Box—December 15, 1962
WITH 7 EXCITING WAYS TO SCORE

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

**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 5 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 15, 1962
New Gottlieb Game Based On Pool Idea

'Kick-A-Ball' Features Center Around Pool Scoring

CHICAGO—Alvin Gottlieb, of D. Gottlieb & Company, this city, an- nounced the release last week of a novel new single player pinball amuse- ment game called 'Kick-A-Ball', which is being shipped to all Gottlieb distributors this week.

He explained that light-box animation, built around the ever popular billiards concept will make this par- ticular game "an operator's profit dream."

"It is only natural," he stated, "that the billiard game theme will add considerably to the play appeal in most locations. Therefore, assuring opera- tors of steady high earnings in domic- ular and foreign markets."

Billiard-like multi-colored balls are shown on the 'kick' on the backglass. Also, the player's score is indicated on the backglass.

"Kick-A-Ball" has reportedly proven out as another successful Gott- lieb pin after a pre-test run in several random locations prior to its release to the coin machine trade," Gottlieb added.

Among the new innovations listed are: Scoring any hit rollers rolls the multi-colored balls up on the 'kick' on the light-box. 'Specials' are scored for racking up nine balls. Additional 'Specials' are scored by the player racking up more than nine balls. When the blue, green and red targets are hit the pop bumpers light up for high score, and the bot- tom rollers light up for the 'Spe- cial.'

In addition, Gottlieb explained, 'Kick-A-Ball' has all the deluxe Gottlieb features that include: Chrome and stainless steel cabinet trim in the most 'wearable' places such as side- rails, legs and front hardware. There are dual flippers, a match score fea- ture, a one-piece sturdy locked cash- box, Gottlieb's "Hard-Cote" protective playboard finish, and is equipped with a slug rejector.

ALVIN GOTTIELE
NOW! DYNAMIC ANIMATION IN A SINGLE PLAYER GAME

Gottlieb's
RACK-a-BALL

BALLS ROLL UP ON RACK IN LIGHT BOX!
Scoring any lit rollover rolls multi-colored balls up on rack in light box.
Specials scored for rolling up 9 balls.

- Additional specials scored for rolling up more balls.
- Hitting blue, green, and red targets lights pop bumpers for high score and bottom roll-overs for specials.
- Match feature • Sparkling cabinet design

SEE YOUR DISTRIBUTOR FOR A DEMONSTRATION!

D. Gottlieb & Co.
1140-50 N. Kostner Avenue • Chicago 31, Illinois
It’s Always Profitable in Operating Gottlieb Games!

Robinson Intros Rock-Ola In 3 Southern Cities

COLUMBUS SHOW: Left to right, A. W. Harrell, Music Service; Ted Barnes, Ted’s Music; E. L. Whipple, Whipple Music; Eugene Spivey, Georgia Music; Ewell Brown, Brown Music; Harold Cranberry and Marie Sutton, Music Service; and Bob Dowdy, Music Service.

ALBANY SHOW: Left to right, Eddie Richardson, Hugh Davidson, Oseal Powell, Richardson Amusement; T. K. Wel- don, Georgia Amusement; C. W. McDonald, Gaines Bell, Ben Wilson, Albany Music; James Jones, F. M. Gregory, Charles Van, Globe Music; Robinson’s Jimmy Adams, Mrs. Eddie Richardson; Mr. and Mrs. J. C. Hathaway, Hathaway Music; and Mr. and Mrs. J. E. Rowland, Portal Amusement.

CHATTANOOGA SHOW: Left to right, Luncheon group at Holiday Inn: Mr. and Mrs. Lee Kibble, Smith Amuse- ment; Mr. and Mrs. Roy Williams, Lookout Amusement; H. C. Robinson, Mildred Bunch, Joe Bunch and Daughter; Mr. and Mrs. Len Neely, B & N Music; Roland Spaln, Redisc; and Jerry Dean, Tri-State.

ATLANTA—Harold Robinson’s Rock-Ola showings took place throughout this southern state area early in No- vember, starting in Columbus at the Holiday Inn on November 4th, with a 100% operator attendance. The show traveled to Albany on November 11th where The Gordon Hotel was the site of a buffet-showing. Robinson was beheaded down with a case of the flu and Frank Schulz conducted both shows, in conjunction with Jimmy Adams who hosted the affair.

With the flu bug on its way, Robinson joined the troupe in Chattano- oga on November 18th at the Holiday Inn where twenty-five guests had luncheon and saw the ‘Big 3 for ’63.’ All in all, a good showing was had by all.

Present at the Columbus showing were the following guests: M. L. Whipple, E. L. Whipple, Ewell A. Brown, R. J. Rose, W. H. Webb, Eugene Spivey, Lynn Bryan, Ray Miller, Ted Barnes, Del Coot, Bob Dowdy, Mrs. Bob Dowdy, A. W. Harrell, Mrs. S. W. Harrell, Marie Sutton, Harold Cranberry, Jr., Thelma Dowdy, Bur- ford Dowdy, Mrs. D. L. Cook, J. H. Mudge, Mrs. J. H. Mudge, B. L. Dow- dy and Mrs. R. L. Dowdy.


Present at the Chattanooga show- ing were: Jerry Dean, I. D. Cowart, John Dunlap, Homer E. Sneed, Evelyn Sneed, Henry Clay Owens, Jr., Mrs. H. C. Owens, Jr., David “Red” Law- son, Roy F. Williams, Mrs. Roy F. Williams, Larry B. Matthews, Mrs. Larry B. Matthews, Len Neely, Mrs. Len Neely, C. Lee Kibble, Mrs. C. Lee Kibble, Al Samples, C. Cross, T. B. Gayton, Joe Bunch, Mrs. Joe Bunch, Marion Hodges, Ralph Fletcher and Roland Spaln.

Cash Box—December 15, 1962
WANT—Philadelphia Toboggan (Skate Ball) antenna, or in better letter, DAVE LOWT-M.S.J., OPEL- CITY, N.J. (Tel. LT 1-4522).

WANT—Boy Scout and Girl Scout MIB and Cover, #1, $10 minimum and C-Vinta #246. Also cigarette vendors. THE GENERAL AUTOMATIC B.C. S.R.C., SCHOOLS, SKYLAKE, BONNEVILLE—SALT LAKE CITY, ILLINOIS.

WANT—Used 45 RPM Records. All types, as gay, vocal, novelty, or instrumental. If only buying or selling, will pay freight from anywhere. JALEN AMUSEMENT CO., INC., 1201 HARRIS AVE., BALTIMORE, Md. (Tel. 677-3729)."
MFRS., NEW EQUIPMENT CURRENTLY IN PRODUCTION

Prices shown are list prices f.o.b. factory. Mfrs. have not authorized prices where no price is shown.

ALL-TECH INDUSTRIES, INC.
Indian Scout
Cow Face
Cow Face Express
Saturn Express
Saturn Tracker
Saturn Explorer

AMERICAN SHUFFLEBOARD CORP.
Drum Beater
Electra 6 Fst. Pool Table
V-2 Auto-Voice Recorder

BALLY MFG. CO.
The Twist (Blind) $1,105.00

CHICAGO COIN MACHINE
Big Hit Baseball
Vendee A
diana

E X H I B I T S U PPLY CO.
Three Plastic Laminator Vendor

FISCHER SALES & MFG. CO.
Crown Furniture (100") $210.00

J. F. FRANTZ MFG. CO.

S A L E — 22 — Gun Drop stand

S H U F F L E — 22 — Shuffle disk

S H U F F L E — 22 — Shuffle disk

MIDWAY MFG. CO.
Target Gallery (1/4") $47.00

ROCK-O-LA MFG. CO.
Model 2410—Coffee, Hot Chocolate, Soup Vendor—Batch fresh brew, modifier and auto-portioner. Hot drinks with 4 ways, extra cream and sugar, whipped powdered chocolate, solid sugar, liquid sweet, free cream, with changer.
Model 1400—Coffee, Hot Chocolate, Soup—Single cup brew, modifier for 4 ways, extra cream and sugar, whipped powdered chocolate, granulated sugar, solid sugar, liquid sweet, with changer.

ROCK-O-LA INDIVIDUALS
Model 2410—Coffee, Hot Chocolate, Soup Vendor—Batch fresh brew, modifier and auto-portioner. Hot drinks with 4 ways, extra cream and sugar, whipped powdered chocolate, solid sugar, liquid sweet, free cream, with changer.
Model 1400—Coffee, Hot Chocolate, Soup—Single cup brew, modifier for 4 ways, extra cream and sugar, whipped powdered chocolate, granulated sugar, solid sugar, liquid sweet, with changer.

ROYCE MFG. CO.


classified advertising section

Cash Box—December 15, 1962

55
United's Lancer

New Cool...White

"Much Longer Light-life"

Fluorescent Lighting

In Back-Box

New Easy-to-Read

(White on Black)

Scoring Drums

DUAL-FLASH SCORING

Top Score 960

Strikes—30, 40, 50, 60, 80

Spares—20, 30, 40, 50, 60

If strike is missed, flashing lights permit player to pick-up

Big 60

Spare Value

FLASH SCORING

Top Score 960

SPECIAL SCORING

Top Score 890

REGULATION SCORING

Top Score 300

ADVANCE SCORING

Top Score 730

ALL SPARES SCORING

Top Score 360

BONUS SCORING

Top Score 990

Players’ Choice of

Easy or Normal Strike

(Button Control)

Permits More Competitive Play

1 to 6 Can Play

10c Per Player

Trouble-Free Operation

Designed by the Originator

of Coin-Operated Shuffle Alleys

and Bowling Alleys

United Operators Are Successful Operators

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Rhapsody 160 is the result of Rock-Ola's World Famous Tradition of Excellence in engineering, unexcelled dependability and quality construction. Elegant Styling, Brilliant Colors, Appealing Design plus Rock-Ola's NEW Exclusive FULL DIMENSIONAL STEREO SOUND captures the patrons attention and assures complete location satisfaction and maximum earnings.