When people ask her what she wants to be now that she's not a kid anymore, Marcie Blane answers, I wanna be "Bobby's Girl." Her wish may never become a reality but her melodic expression of the desire seems to have fulfilled another wish—she's a recording star. An unknown only a few months ago, today the 18 year-old college student is sitting in one of the top spots with her sizzling Seville recording, one of the labels in the American London Group. The boy she's dreaming about in the photo above is actually a distant cousin. He's the Garpax label's star Bobby Pickett, whose records also are distributed by the London Group. Bobby is currently riding high with "Monster's Holiday" and came thru with flying colors earlier in the year with "Monster Mash." "Bobby's Girl" and "Monster Mash" both will be featured in an LP dubbed "Group Of Goldies" which will include ten other hits from the London Group's labels.
DION

NOW HE'S ON COLUMBIA RECORDS

NOW HIS NEW SMASH:
RUBY BABY ½ HE'LL ONLY HURT YOU.
At a time of the year when a great many people in varied fields devote considerable time and space to predicting the future of their industries, the economy, etc., we would like to glance into the crystal ball and see if we can find anything we can count on for '63.

Considering the future of our business, whose product is not a constant such as salt or sugar, and considering the fact that probably 90% of the product our industry will issue during '63 hasn't even been "invented" yet, we, of course, will avoid specifics and look at the more general aspects of the record industry's future.

In '63, the international market should be considerably more important both as an outlet for U.S. product and as a producer of American hits. Since 1962 saw six out of sixteen international masters that hit the CB Top 100, reach the top ten spot (3 hitting #1—Telstar, Stranger On The Shore and Midnight In Moscow—all instruments, incidentally) we can expect American firms to keep a constant vigil on successful records abroad.

Country music will continue to contribute more than its expected share of pop hits. And rock and roll will almost certainly again dominate the pop scene.

Film and show tracks will dominate the LP world and "My Fair Lady" should again be a most important title, if the pic makes it to the screen before year's end.

Some veteran artist, at this moment considered a "has-been," will come up with a tremendous hit just prior to severing his current contract, or click right after he signs a pact with another label.

Although profit margins will get tighter and competition keener, indie labels will continue to play a key role in the industry. Though some indie distrubs will again fold, new ones will replace them immediately. Indie producers will continue to gain in importance and we may even see some of them signing non-exclusive pacts with the bigger indie labels and the majors specifically for the purpose of recording artists on the rosters of these labels.

Record shops will not disappear from the face of the earth during '63. They may learn to diversify but they'll never be wiped out. They still offer a service few impulse outlets can hope to offer.

Standards will, as usual, play a key role in establishing many new stars who weren't even born when their hits were written.

And at least a dozen times during the new year you'll hear someone say: "Business has been bad before, but never as bad as it is now."

You will also hear at least one person comment on the uselessness of an industry convention—then he'll attend it—and come back convinced that it was a complete waste except for the past due bills he collected, the distributor change he made, the fish he caught, and the fun he had renewing acquaintances with his clients and friends.

There'll definitely be at least ten more LP's and/or singles dealing with the President, the First Lady, Caroline and perhaps even JFK, Jr.

Folk music will continue to get stronger. And class tunes will keep coming through as will a few of the annual "sick" songs. And we should have another handful of new dance steps to add to the Twist, Limbo, Mashed Potatoes, Hully Gully, etc. At the same time, jazz will make more advances in the pop field.

It will be another year in which people with the hits will say business is great while the have-nots complain about it being awful.

And it'll be another year in which Cash Box will try its utmost to give the world the best and latest coverage of the record industry that is physically possible.
NATION'S NO.1 SINGLE
Billboard—Cash Box—Variety
The Tornadoes
TELSTAR

Nation's fastest moving LP...
CASH BOX
BILLBOARD

Tony Hatch
OUT OF THIS WORLD
B/W
CYRIL'S TUNE
10523

Ginny Mason
RIVERWIND
B/W SEW THE BUTTONS ON

CATERINA VALENTE
An exciting single featured on Perry Como show Dec. 26th, 1962
ONE NOTE SAMBA

...and an exciting LP
“A superb creative musical achievement”
Cash Box

If You Go; Autumn Leaves; Melodie D’Amour; Too Soon; Volare; I Wish You Love; Cancion Del Mar; Why Do You Pass Me By; If You Love Me; others.
Stereo PS275
Mono LL3275

Kathy Kirby
HE’S A BIG MAN

Growing bigger and BIGGER

Shooting up the Charts...
The original cast LP from Broadway’s newest hit Musical...

MANTOVANI

...and of course, best sellers by

Cash Box—January 5, 1963
Capitol Moves Into 1963 With 18 New Albums For January

HOLLYWOOD—Capitol Records launches its 1963 schedule of new releases, including 18 new albums, including new recordings by such stars as Petula Clark, Bobby Darin, Frank Sinatra, Paul Anka, Gary Brooker, The Beatles, and The Seekers, as well as new singles. The new releases continue the policy of featuring a variety of music styles, including rock, pop, folk, and classical.

New Albums Include:
- Frank Sinatra, "Come Fly with Me"
- Paul Anka, "The Time of My Life"
- Frank Ifield, "I Want to Be Near You"
- The Beatles, "A Hard Day's Night"
- The Seekers, "The World of the Seekers"
- Petula Clark, "The Flavor of Petula"
- Bobby Darin, "Yesterday's Love"
- The Everly Brothers, "The Everly Brothers Present..."
- The Ventures, "Surfaris II"
- The Animals, "The Animals II"
- The Troggs, "The Troggs II"
- The Rolling Stones, "The Rolling Stones' Second Album"
- The Kinks, "You Really Got Me"
- The Yardbirds, "For Your Love"
- The Hollies, "Stop! Stop! Stop!"
- The Byrds, "Mr. Tambourine Man"
- The Beach Boys, "Surf City"
- The Ventures, "Surf Party"
- The Turtles, "She"
COLUMBIA'S INITIAL LP PRODUCT

For '62 Includes 28 New Packages

NEW YORK—Columbia Records is releasing 28 albums in Jan., including 17 pop albums, eight Classics (or Masters) and three Latin-Americans.

Among the pop releases are "Monk's Dream," recorded at Columbia's first L.P. by jazz pianist Thelonious Monk; "Carol," sung by Bing Crosby, and "Twilight," a polished little recording at Columbia's 30th St. studios, together with "The Best of Little" — "The New Christy Minstrels in Persia," a new group under Randy Spark's direction; "Dream of Life," by the Persians (including a thrilling portrait of the performers); "Winners," by Steve Laven & the Latin Americans; "Limbo Dance," by Exotica Male Orchestra; "The Original Hits-Vol. 7," by the Incredible Nancy Ames; new larks, "The Fleetwood Macs," and "The Doves;" (on Dolton); "We Sing Folk Songs" by the New Christy Minstrels.

The re-packaged L.P.'s are: "The Versatile Henry Mancini," "Swinging High Noon," "Wade in the Water Holiday" and "Dancey" (formerly "Sings for the Century") on the Dolton label.

Trade ads, publicity kits and Radio Bean promotion will accompany the new program, while merchandising-ad director Bill Neuman has created caselines and display units which will be stocked by all of Liberty's distributors.

UA's $7 Mill Gross in '62 Best Ever; See New Product Continuing Sales Pace in '63

NEW YORK—United Artists Records has the biggest year in its five-year history in 1962 when grosses rose 40% to pass the $7 million mark, and enters 1963 in the strongest possible position for the coming year, according to company officials.

In addition to six singles either now hitting the best-selling charts or expected to enter the field before the end of the first quarter, UA's records are.in the six most popular items on the radio, reported prexy Art Talmadge last week.

In addition to six singles either now hitting the best-selling charts or expected to enter the field before the end of the first quarter, UA's records are in the six most popular items on the radio, reported prexy Art Talmadge last week.

NEW YORK—Twenty albums, including 11 pop titles tied-in with a "Our Man . . . ." theme, have just been released by RCA Victor Records. Among the eight classical highlights in Victor's first album with the new conductor of the Boston Symphony Orchestra, Erich Leinsdorf, who conducts Bartók's "Concerto for Orchestra" (customer also gets a free L.P., "The Golden Years of the Boston Symphony Orchestra") (see separate story on other details on the Leinsdorf set).


The other long-hair releases are: "Sloane's Christmas" by the National Symphony Orchestra of London conducted by Malcolm Sargent performing the Bruch concerto in G minor and Mozart's concerto in D major; pianist Artur Rubinstein playing on a 10% discount off the face of the invoice on all dealer orders plus a 15% cash discount to be authorized by the individual distributors on the following extra L.P. units. A 100% exchange privilege will be available after July 1, 1963 plus payments on March 10 and April 10, 1/4 for each month, an additional feature of the plan, which runs from Dec. 31 to June 30, 1964.


Division plans to command operation with the London production of "How To Succeed In Business Without Really Trying," which will be directed by Harold Barrows and produced by Lewis and will open at the Shaftsbury Theatre on March 28.

The Shaftsbury, recently acquired by EMI, British real estate magnate Charles Clore and Feiner and Martin will also be operated by Lewis. Lewis, a leading television producer for the past five years, has just completed production for the highly successful producing team of Feiner & Martin investments in all phases of show business.

Eveden To Handle Apollo Under 3-Yr. Deal

HOLLYWOOD—Everest Records will handle the exciting worldwide distribution of Apollo Records for a period of three years beginning Jan. 1, 1963, it was announced last week.

Deal was concluded by Bernie Sorrell, Everest's president, and James J. Talmadge, head of Apollo, and is considered to be a major step in the expansion of the company.

"Everest has set up a fund to record new spiritual and gospel material on Apollo. Additionally, much of the present material on Apollo will be re-packaged. Cohen leaves this week for an extended sales trip throughout the country to intro the Apollo line to Everest districts.

Cash Box—January 5, 1963

Dick Pierce Formats CRC Label In 'Hwood

HOLLYWOOD—Dick Pierce, former coast head of A&M at RCA Victor Records, has formed the Charter Records Co. (CRC) in Hollywood. Basic program of the label calls for a mini-budget release in March of the first year, with production to begin within a month, announcing A&M sources. The company announce the label's initial pact this week. Dick Pierce will run the CRC office site for the label.

During his affiliation with Victor, Pierce was responsible for producing and bringing to the label such artists as Henry Mancini, Rosemary Clooney, Perry Como, Ernie Kovacs, Jerry Vale, Mantovani and the English pop group Trios Panchos.

Masterworks series are: Shostakovich's concerto no. 1, for piano & orchestra with Andre Previn, piano, and the New York Philharmonic and Pierre Boulez's concerto in D major for two pianos with Gold & Finkl, pianists; "The Fabulous Voice of Richard Tucker—Great Songs of Love & Inspiration"; Mahler's symphony no. 1 in D major ("Titan") with the late Bruno Walter conducting the Columbia Symphony Orchestra; Sibelius' '5 Symphony in E Minor with Eugene Ormandy conducting the Philadelphia Orchestra & Andre Previn on the piano; and the annual Strauss' Festival Prelude for organ & Orchestra with Leonard Bernstein conducting the New York Philharmonic & E. Power Biggs, organ; Dvorak's symphony no. 9, with "New World" and Leonard Bernstein conducting the N.Y. Philharmonic.

Roundout the Masterworks releases, "Make a Joyful Noise Unto the Lord," Mahalia Jackson.

Prestige Discounts On Int'l LP's, 5 Others

NEW YORK—Prestige Records has announced discount programs on its newly acquired European and five other "Prestige "giants" albums. From Jan. 1 to Feb. 15 the P/I sets will be available at a 10% discount, while the following albums will be offered at a 15% discount: "Screamin'," Jack McDuff; "Lonely & Blue," Etta Jones; "Boosa Nova Plus/Souls On Fire," John Coltrane; "West Side Story," Willis Jackson, "Mann in the Morning," Herbie Mann, "Django," Modern Jazz Quartet.
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<th>% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK</th>
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<td>Cinnamon Cinder—Pastel Six—Zen</td>
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<td>Hey Paula—Paul &amp; Paula—Philips</td>
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<td>Ain’t Gonna Kiss Ya—Ribbons—Marsh</td>
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<td>Lovesick Blues—Frank Ifield—Vee Jay</td>
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<td>Oo La La Limbo—Danny &amp; Juniors—Swan</td>
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<td>White Levis—Majorettes—Troy</td>
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<td>Magic Star—Margie Singleton—Mercury</td>
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<td>He’s Sure The Boy I Love—Crystals—Philies</td>
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<td>Ballad Of Jed Clampett—Flatt &amp; Scruggs—Columbia</td>
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<td>The Popeye Waddle—Don Covay—Cameo</td>
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<td>Cast Your Fate To The Winds—Vince Guaraldi—Fantasy</td>
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<td>From A Jack To A King—Ned Miller—Fabor</td>
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<td>Remember Then—Earls—Old Town</td>
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<td>Cross Over The Bridge—Barbara McNair—KC</td>
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<td>Java—Floyd Cramer—RCA Victor</td>
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<td>I Wanna Be Around—Tony Bennett—Columbia</td>
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<td>I Will Live My Life For You—Tony Bennett—Columbia</td>
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**LESS THAN 10% BUT MORE THAN 5%**

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<td>Don’t Make Me Over—Dianne Warwick (Scepter)</td>
<td>Goin’ To Boston—Little Sisters (MGM)</td>
<td>Blame It On The Bossa Nova—Eydie Gorme (Columbia)</td>
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<td>Up On The Roof—Drifters (Atlantic)</td>
<td>Do You Hear What I Hear—Molly Simon (MGM)</td>
<td>Fly Me To The Moon—Joe Marchell (Kapp)</td>
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<td>Tell Daddy—Ben E. King (Atco)</td>
<td>Help Me Pick Up The Pieces—Joey Dee (Roulette)</td>
<td>Wild Weekend—Ravens (St &amp; Sw)</td>
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Cash Box—January 5, 1963
There are two sides to every story and Eydie and Steve each have a hit side!

COLUMBIA SINGLES SELL! ALSO AVAILABLE ON SINGLE
CONNIE FRANCIS SINGS MODERN ITALIAN HITS... includes Al Di La and other San Remo winners! E/SE 4102

THE JOYS OF LOVE... Album debut of the new folk duet, stars of “Tonight” Show! E/SE 4116

MUSIC FROM BILLY ROSE’S JUMBO... Ornadel and the Starlight Symphony play Rodgers & Hart hits from the film! E/SE 4097

PIANO, STRINGS AND BOSSA NOVA... Lalo Schifrin presents an exciting, romantic version of the new sound in popular music! E/SE 4110

SLIGHTLY LATIN... The swinging Paul Smith Quartet explores favorites in bright Latin rhythms! E/SE 4032

THE GREAT MGM SOUND SERIES HAS A NEW LOOK!

A LEROY ANDERSON CONCERT... Beloved favorites performed by a huge orchestra in sparkling, brilliant 21 Channel Sound! E/SE 4075

BIG BAND—ACCENT ON PERCUSSION... Kurt Eidelhagen’s bright band plays standards in sound only 21 Channels could capture! E/SE 4083

RIVIERA FESTIVAL... Fine ballads and exciting rhythms performed by a symphony orchestra in dazzling sound! E/SE 4086
MINA!
ITALY'S LEADING POP VOCALIST SINGS IN ENGLISH FOR THE FIRST TIME! EXCLUSIVELY ON VERVE!
HEAR MINA, THAT TOAST OF THE CONTINENT, SING TWO NEW BIG ONES!
PRETEND THAT I'M HER c/w JUST LET ME CRY VK 10277
KENNY HOLLIDAY
(London 9574)

(B-1) "MAGIC STAR (Telstar)",
[2:25] [Ivy Ltd. (FRS) ASCAP—Merk] This is a strong vocal version of the chart-topping hit. The song's melody is retained, but the arrangement features an orchestral backdrop with strings and brass.

"TEENAGE LAMBSHADE"
with
drummer Mickey (Sachs), bassist (King), and guitarist (Robinson). The band's tight harmonies and driving rhythms make this a standout track.

JOHN BARCLAY
(B-1) "SLOW Down,"
[2:25] [EPM] ASCAP—Darlin] This is a beautifully arranged version of the popular tune. The piano and string accompaniment add to the overall charm of the song.

"SLOW DOWN"
with
drummer (Robinson), bassist (King), and guitarist (Sachs). The band's tight harmonies and driving rhythms make this a standout track.

BoBBY GAY
(B-1) "YOU MEAN MEOW/NOODLE BOP"
[2:25] [EPM] ASCAP—Darlin] This is a catchy, upbeat version of the popular tune. The band's tight harmonies and driving rhythms make this a standout track.

"RECORD REVIEWS"

B+ very good B+ good B+ fair C mediocre

Cash Box
January 5, 1963

Pick of the Week

"YOU'RE THE REASON I'M LIVING" (2:27) [Adavis BMI—Darlin]
NOW YOU'RE GONE" (2:06) [Adavis BMI—Darlin]
BOBBY DARIN (Capitol 6987)
The multi-talented artist completely changes the pace on his newest for Columbia. His "Love Me" both at top of his chart and on the cover and on the flip. "I'm In Love" has a soulful, emotion-filled accompaniment, featuring交响乐团. "I'm In Love" is written by the great man himself, and it's a beautiful tune that's sure to become a classic.

"LOVE (MARRIAGES GO ROUND)" (2:15)
[Sparks BMI—Anka]
PAUL ANKA (RCA Victor 8115)
Anka's a clinch to grab off another pair of high chart positions with his new Victor offering. One side, "Love Makes The World Go Round," is from the hard-rock, cha-cha twist dept, while the other is a glistening, emotion-packed, labeled "Crying In The Wind." Two potent follow-ups to "Ego Bells."

"I'D RATHER BE HERE IN YOUR ARMS" (2:15)
[Winneton BMI—Reardon, Robha]W}
"I WISH I WAS A WOMAN" (2:29) [Winneton BMI—Bataglia, Paxton]THE DURPEES (Cred 574)
The Durpees, who now have "You Belong To Me" and "My Own True Love" tucked away under their belt, can make it three-in-a-row with this new entry. A top-notch, hard-driving rock song, "I'd Rather Be Here In Your Arms," that will soon be a hit again. The band's tight harmonies and driving rhythms make this a standout track.

"BLAME IT ON THE BOSSA NOVA" (2:29) [Aldon BMI—Mann, Weil]
"GUESS I SHOULD HAVE LOVED HIM MORE" (2:46) [Westside BMI—Lawrence, Lehmann]
EYDIE GOIME (Columbia 22661)
This new Columbia stand could turn out to be Eydie Gorme's most successful effort yet. Her choice of material is top-notch, and her performance is top-notch as well. "Blame It On The Bossa Nova," that will soon be a hit again. The band's tight harmonies and driving rhythms make this a standout track.

="MR. COOL" (2:15) [4-Star Sales BMI—Burgess]
="MASH" (2:29) [4-Star Sales BMI—Seals, Mackendrick, Tontorete]THE CHAMPS (Challenge 9198)
The Champs come up with another one of their contagious instrumentals that has that chart-bound outlook. This one, tagged "Mr. Cool," is a sparkling mix of beat adaptation of the Mr. Cool commercial and it's check full of happy vocal and instrumental tricks. Bucking's a driving blues affair.

="DAYS OF WINE AND ROSES" (2:15) [M. Witmark & Sons ASCAP—Merce, Mancini]"SEVENTY SIX TRIMOMNES" (2:23) [Frank ASCAP—Wilson]HENRY MANCINI (RCA Victor 8210)
"DAYS OF WINE AND ROSES" (2:14)
[Mr. Witmark & Sons ASCAP—Merce, Mancini]"CHANGING WORLD" (2:45) [Mrs. Parker BMI—Roman, Parker]
DICK ROMAN (Harmon 1012)
Here's two ear-catching versions of the sentimental theme from the soon-to-be-flick, "Days Of Wine And Roses." One's a lifting or-choral performance from co-founder Henry Mancini on violin while the other's a soft, Latin beat solo by Harmon's Dick, Roman, who's ably assisted by the Billy Verplanck or-choral group. Mancini backs his date with a spirited version of the "Music Man" delight while Roman has a dramatic ballad beat for his companion piece.

="WHO STOLE THE KEEKSHA?" (1:59) [Drury Lane BMI—Darnov]
="PORTK" (2:05) [Drury Lane BMI—Matsys, Hill]
MATTYS BRO. (Select 719)
The Maty Bros., who have previous chart experience, can have a left field smasheroo with this outing on the Jolly affiliate. It's a bright polka with an open, the exp. Real fun deck. More happy polka doin's on the flip.

="LITTLE LUCKY HEART" (Maestro 7083)
="LITTLE LUCKY LITTLE LUCKY HEART BREAK" (2:10) [Emerald BMI—Laverre, Gold, Mazullo] The 9-year-old songstress displays good tempo-market sense in this lively affair about a fella who's to his regret fell in love with the "Little Luck Of Heartbreak" of 1962. Catchy cut.

="LITTLE LEAGUER" (Capitol 234)"NO X MEAN MEOW/NOODLE BOP"
[2:25] [EPM] ASCAP—Darlin] This is a catchy, upbeat version of the popular tune. The band's tight harmonies and driving rhythms make this a standout track.

="LITTLE LEAGUER" (2:10) [Mr. Witmark & Sons ASCAP—Merce, Mancini] "The Man with the Green Slippers" offers a pleasing blues warble of a pretty plausive. Reliable blues-pop portion.

="IF THERE WASN'T ANY YOU" [Maccabell BMI—Bennett] Snappy twistin' stuff from the combo-tenor chorus support.

="LITTLE LUCKY HEART BREAK" (2:10) [Emerald BMI—Laverre, Gold, Mazullo] The 9-year-old songstress displays good tempo-market sense in this lively affair about a fella who's to his regret fell in love with the "Little Luck Of Heartbreak" of 1962. Catchy cut.

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You name it...
Top-40, R&B, C&W,
"Good Music," Etc.
In any format,
a smash-hit single!

BOBBY DARIN'S
YOU'RE THE REASON I'M LIVING
b/w
NOW YOU'RE GONE
#4897

Capitol

Cash Box—January 5, 1963
CARNIE MCRAE (Columbia 42642) (B-+) "SONG FOR YOUR MIND" (1:45) [B. F. Wood ASCAP—Tobias, Friedman] Background music for a catchy film vocal, with a story from the comic, lark offers a fine rhythmic account of a smart, romantic, funny fashion of words. Greatly recommended.

BABY, BABY (2:12) [Chappell ASCAP—Lipton, Berkowitz] Jazzy reading of a tune from "Nowhere to Go But Up," a musical that recently closed after a short run.

THE VICEROYS (Bethlehem 3045) (B+) "MOASIN" (2:30) [Sonolo BMI—Emerson, Thompson, Gianinii, Gianinii] Highly effective functioning-beat band from the coast, lark offers a fine rhythmic account of a smart, romantic, funny fashion of words. Greatly recommended.

SEAGRAMS (2:23) [Sonolo BMI—Emerson, Thompson] A speedy, guitar-led date.

CARRIE LEE (EMI 6089) (B+) "LET'S GO ON A DATE" (2:09) [Columbia ASCAP—Jennings, Gage, Warren]ommenagee for a piano, fairly well caught in the Nashville sound.

THOMPSON, THOMPSON (Sonolo BMI—Emerson, Thompson) A legiti...
KAPP HAS THE ANSWER!

THE "PRESIDENT" STRIKES BACK!

PERFORMED BY MARC LONDON AND CAST. A STANDISH PRODUCTION CREATED AND WRITTEN BY RON CLARK

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WORLD LEADERS SIGN RECORDING CONTRACTS

Cabinet Called Into Session at 4 A.M.

Marc London and Ron Clark Collaborate on Fabulous Disc

Cash Box—January 5, 1963

ORDER NOW!
NEW YORK: Charles Goldberg, sales mgr. at Atlantic, 35 E. 47th St., N.Y.C., has sold a sales monster in the Rooftop Singers’ “Walk Right In” (Vanguard). . . . Eva Nelson, who has recorded several successful LP’s in the international field now has a series of half hour radio programs, which are taped in New York and broadcast via the Russian Eundfunk in Frankfurt am Main, Germany. She is called: “From Me To You—A Musical Broadway Frommende”—and as part of Walker-Trause’s popular “Wednesday Magazine,” a two hour Monitor type show, is receiving excellent audience action. Eva plays everything that’s good and important in American music, coupled with brief informative as well as entertaining interviews with those of the blues, country and string players and musicians. In each of her shows she, of course, also performs songs and special material written by her husband Herbert. Henry Olson’s quite excelled with the deejay action on Jack LaFarge’s Purpletop LP “Hawaii And I,” featuring Jack on hammond organ and drum district. The “Ukelele Lady” on side 2 is May Singh Breen.

CHICAGO: Mark Murphy’s recording of “Fly Me To The Moon” has stirred up quite a bit of excitement at Joe Marelli’s Pottery Dist., since its recent exposure here. An added feature of the track is a solo by Mel Cassius and starting to happen in several other areas. The local-based Ran-Dee-Markie outfit looks forward to a healthy sales run with The Adventurer’s “It’s Alright” (Ran-Dee) which is reportedly clicking in the midwest. . . . Vic Damone is the current Club Gigi headliner. . . . The Royal Theater’s holiday bill spotlights disc favorites Della Reese, Ty Hunter, Irma Franklin, The Bluebelettes, Etta James, Little Esther Phillips, and Lloyd Price and his one-nighter is from a reminder from Joe Wells that the Chi chapter of NARAS will hold its next meeting 11/15 at RCA Custom Recording. Up for a Cash Box visit last week was recording history Tony Bennett, whose current album entry is “Big Dance Band Sound” on Dunells (subsidiary of Audio Fidelity). . . . Garman’s Ed Yavolovich items that TV comic Frank Fontaine, who has been in town for his ABC-Paramount how When the Show Stoppers go away, will be in Chi 12/25 for a return engagement at Pepe’s Supper Club. . .

RECORD RAMBLINGS

EVE NELSON

ROOFTOP SINGERS

JACK LAFORGE

BOBBY BLONDY

DAN MACGILL

GEOFF ALLEN

As Frank Scardino tells it, Lou Bressee and his orchestra, longtime favorites in these parts, have come up with a real winner in their first Decca album titled “Breathing Along With Love”—and the result has been terrific. . . . Ernie and Bill Learner (United Record Dist.) report hot and heavy airplay for “You’re On Me” (Duke) of the latest Bobby Breese LP. . . . The ABC-Paramount how with his ABC-Paramount how: “When the Show Stoppers go away, will be in Chi 12/25 for a return engagement at Pepe’s Supper Club. .

Cash Box — January 5, 1963
NEWEST
HIT SINGLE FROM
PAUL
ANKA

HAVE A HAPPY BOSSA NOVA YEAR WITH THE FIRST NEW SMASH OF '63!
“LOVE (MAKES THE WORLD GO 'ROUND)”
(c/w “CRYING IN THE WIND”)
NEW YORK—Liberty A&R man Ed Silvers (left) is shown above talking to 88'er Eddie Heywood in the Mirasound studios here. Silvers had just finished cutting Heywood's third label LP. The disk, "Manhattan Beat," spotlights the pianist against a jazz ensemble and will be released in Feb.

Duke and Pecko wishes everyone a joyous holiday!

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BOBBY BLAND "CALL ON ME"

MOVING UP
JUNIOR PARKER
"SOMEONE SOMEWHERE"
"FOXY DEVIL"

SPIRITUALS
"FAMILY CIRCLE"
"NO BART THE RIGHTEOUS"
MIGHTY MIGHTY CLOUDS OF JOY

"FATHER I STRETCH MY HANDS TO TREE"
"LORD REMEMBER ME"
FIVE BLIND BOYS

"DON'T PUT OFF TODAY"
"ALL BE OVER"
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AFRAID!

AND

I'LL NEVER STAND IN YOUR WAY

AND HIS NEW HIT ALBUM!

JIMMIE RODGERS

NO ONE WILL EVER KNOW

Cash Box—January 5, 1963
Surfing is a comparatively recent phenomenon on the West Coast. Yet the sport has become so popular that the coast line where intrepid youths hitch hair-raising rides on high rolling waves is beginning to take on the look of a Los Angeles freeway during rush hour.

Soaring with these sturdy lads among the white caps was one Dennis Wilson, 17, who decided last November that it was high time somebody documented the sport in song. Dennis took a song idea to his musically talented and artistical family. His cousin, Mike Love, wrote “Surfin’.” His brother Brian got together a vocal group consisting of cousin Mike, Dennis, and a third brother Carl. Dad Murray Wilson, a long-time songwriter, ram-rodded a recording session. The song clicked immediately.

With an ear ever to the ground to detect the slightest vibration of a new musical trend, young Capitol producer Nick Venet heard the roar of the Beach Boys’ first hit and snagged them for an exclusive Capitol contract.

Their first Capitol disk was “Surfin’ Safari,” a sequel to “Surfin’” and a bona fide nationwide smash in the fall of 1962. They are presently riding the charts with “Ten Little Indians.”

Ron Jacobs, veep of Colgate Broadcastings, tends in every that the firm’s three stations KJEN-San Bernadino, KMCK-Fresno and KPOI-Honolulu has been formally active during the past month in charity promotions. The stationers from KJEN outfitted in Santa Claus suits collected donations for ALSAC at the main intersections in San Bernardino and Riverside. The total collections, to aid the St. Jude’s Hospital in Memphis for research, reached $16,000. The ALSAC drive is headed by Dan- ny Thomas who prepared special announcements to run on the stations for the event. In Fresno, for the benefit of the local cerebral palsy fund and the Fresno Nutritional Home, KMCK hosted a show and dance headlined by Paul Peterson, KPOI-Honolulu raised funds in a different way. In connection with Original Sound Rec- ords the outfit offered a special LP “Hawaii Delites But Goodies” with not profits from the sale of the disk going to the teenage program of the March of Dimes. The three stations in Colgate were credited with raising more than $15,000 to charities in December. All the promotions were tailor-made for their markets by program directors.

New route to stardom: MGM Rec- ords’ Coquettes were recently in Cleveland and stopped by to chat with Tom Griffiths on his all-night KWW radio show. During the 2:30 to 4:30 EC Sur- Deud (of “The First Family” LP fame) called Tom from New York. Earle was listening to the show and caught the interview with the Coquettes. Subject of his call would the group be interested in joining the nation-wide Vaughn Meader tour, beginning at Carnegie Hall on January 17.

To assist the development of tele- vision service in Taiwan, Foremost, KPXT-TV-San Francisco, has made a gift of thirty pieces of television transmitting equipment valued at $35,000.00 to the American agency in China. Taiwan’s first television sta- tion recently began operation, and to provide educational television pro- grams the Kuang Fu Educational Pro- gram Center, a non-profit foundation chartered by the Chinese Min- istry of Education, expanded its serv- ice to include TV. It is hoped this project will expand its work to radio.

Starting Monday, December 31 at 11:25 PM until 12:55 AM, Tuesday, January 1, 1963 WXYZ-TV-Detroit’s New Year’s Eve party hosted by Joel Sebastian and Lee Allen, will bring to Detroit’s television audience one of the largest aggregations of top recording artists ever to appear on a single American TV show.

The show, with all the popular hit tunes and the top dance numbers of ‘62 will be such luminaries as the Classmen, Chris Montez, Del Shan- non, the Shirelles, James McArthur, Popcorn Wiley, Gene McDaniels, Sandy Stewart and Jamie Coe and the Gigolos.

Tom Dexter, who spins ‘em on KNZ-E-Lompoc, California, writes in word that his outlet has gone Top 40. Tom also sez that the outlet would welcome releases.

WSIX-Nashville has just been awarded the Golden Mike Award Cer- tificate of Appreciation for aux- iliary. The award was a result of an on-the-air contest between WSIX and Bob Terry, to see who could raise the most apples, donated to the Salvation Army. These apples were then given to the American Legion Post 25, the Salvation Army’s Christmas Party for 1500 needy children. The contest resulted in over 2,000 pounds of nuts and 1,800 apples.

Sorry to hear the news that vet show biz personality Walter O’Keefe, a well-known heart attack and will be hospitalized indefi- nitely. The former New York radio, TV and stage star had completed a taped interview with Bing Crosby, Merv Griffin and Eddie Cantor only the day before.

In the course of meeting the newspaper strike situation in Gotham, WINS-New York has come up with at least two radio personalities who have thrown their support behind the pur- pose commercial. Double-talk expert Al Kelley, billed as Carl Twidner, has recorded six commercial spots, each a conversation of gas and copy lines from well-known advertisers. The gag commercials are being aired once an hour. Each spot receives the fol- lowing introduction: “Because of the newspaper strike, many advertisers have lost a valuable selling medium. As a service to these advertisers, WINS presents Mr. Carl Twidner and his complete sponsors’ radio show.” Kelly then proceeds to weave his double- talk magic.

CKY-Winnipeg recently conducted a unique promotion for Card Town, a greeting card shop near the outlet. CKY aired an appeal over their air to design CKY’s 1962 Christmas card, offering $100 for the winning design. Additionally, the award-winning picture was to be reproduced on the station’s cards. Literally hundreds of de- signs were received from all over Manitoba, Ontario, Saskatchewan, Minnesota and North Dakota. Hundreds of pencil drawings by pre-teens to lovely, elaborate designs by com- mercial artists. The best of these de- signs were used to cover the front display window at Card Town, form- ing a riot of color that caused passers- by to stop, and then enter the shop to purchase their cards.

KDBW-Minneapolis’ public service activities on behalf of the United States Recruiting offices in the Twin Cities were recently cited in a special commendation award presented at a recent Air Force meeting in Minne- apolis.

VITAL STATISTICS:

Ruth Ann Meyer given the green light as program director of WMCA- New York. . . . Buddy Baker exalts his air post on WMAL, Washington, D.C., a similar position on KFIV-Modesto. . . . Pat Tallman, most recently with KLIF-Dallas, is now at KMAT-San Antonio, Texas and on WPLO-Atlanta. . . . Lee Vogel is now associated with WDGY-Minnea- polis. . . . Jocko Bell, station changes his air stance from WADY-New York to WWRL-New York.
"MY SON, THE CELEBRITY"—Alban Sherman—Warner Brothers W1477
Alban Sherman, who broke the comedy "sound barrier" with his first-rate "My Son, The Folk Singer" LP, seems sure to have another blockbuster on his hands with this second yolk-filled session. This time out the laughman-chanter effectively satirizes such diverse bits of Americana as highways, television, movie stars and marriage. A fine mixed chorus and small orchestra back up the humorist on all tracks. A superb follow-up, the album is already selling in large quantities.

"MY BABY LOVES TO SWING"—Vic Damone—Capitol ST 1311
Since the 20's "Baby" has been a favorite term of endearment for songwriters. On this Capitol LP outing Vic Damone dishes up a warm dozen of some of the best "baby" songs ever penned. Backed by Jack Marshall's orch, the cantor turns in top-flight renditions of such evergreens as "I'm Nobody's Baby," "My Melancholy Baby" and "My Baby Just Cares For Me." The tunes are rendered in a variety of danceable rhythms including Bossa Nova, cha-cha and waltz. Sure-fire chart item.

"MEMORIES ARE MADE OF THESE"—George Chakiris—Capitol ST 1314
The chanteur's first Capitol LP tagged after himself developed into a fine chart item, and this program of romantic stutters seems destined to go a similar success. Chakiris' wide-range distinctive vocal abilities carries him in good stead as he delivers first-rate readings of "Moon River," "Witchcraft" and "Autumn Leaves." Included in the package are five handsome photos of the performer. Disk should score heavily in the coin department.

"LOVE IS A GAME OF POKER"—Nelson Riddle—Capitol ST1817
Nelson Riddle, who struck pay dirt recently with his "Route 66" single and LP makes a strong bid for similar success with this vibrant instrumental package on Capitol. Lots of strings, mellow horns and reeds are artistically employed by the orchestra on compositions by Artie Greenhalgh, himself and others. Fresh and sparkling arrangements of "Player's Theme," "Witchcraft" and "Red Silk Stockings And Green Perfume" and nine other instrumental gems make for exceptional listening enjoyment.

"DANCE WITH THE GUITAR MAN"—Duane Eddy—RCA Victor LSP2648
Duane Eddy tags his name of putting on Victor after his current chart-racing single, "(Dance With) The Guitar Man," and goes all out on all of the present dance fads. Twist, waltz and the hully gally, the disk is the guitarist's best to date and has a sure-fire chart-topping sound. Swingin' tracks here are the title tune, "Limbo Rock," "Spanish Twist" and "New Hully Gully," Lots of coin to be made here.

"THE PRESIDENT STRIKES BACK!"—Marc London—Kapp KL 1322
Kapp cashes in on the J. P. K. bandwagon with this hilarious disk spotlighting the talents of the newest Kennedy imitator, Marc London. The disk is built on the premise that the President attacks those who parody him by making an album of his own. Mike Harvey has written 13 very funny bits around the original concept. London perfectly captures the President's voice and the other players are thoroughly professional. The album is surely all built-in success ingredients to become a fast-seller.

"YOUNG MEN, S.I. OLD MEN, NO!"—Moms Mabley—Chess LP 1477
The vet comedienne has won many laurels in the past, and this new y'all jokes session should become a quick favorite with all of her many fans. This disk cut live at New York's Apollo Theatre features Moms offering a host of new stories and routines on everything from politics to burlesque. All the material is new and deals with the performer's wit and potent philosophical humor. Eyes the package for rapid acceptance.

"CARL REINER & MEL BROOKS AT THE CANNES FILM FESTIVAL"—Capitol SW 1315
Carl Reiner and Mel Brooks return to previous Capitol excursions into hilarity won the grammy hordes of admirers and this spontaneous laugh session should win the performers many new fans. As in the past, Reiner plays straight man while Brooks creates some inventive comic characterizations. In addition to some funny bits built around the Cannes Film Festival, the 2000 year old man is back once to be had here. Disk should become a healthy seller.

"BILL JUSTIS PLAYS 12 MORE BIG INSTRUMENTAL HITS"—Smash MSG 7503
The nimble-fingered guitarist comes on strong with a big bag of new and old instrumental hits on this rockin' package from Smash. Here is a rhythmic, pulsating session that makes for good listening for both adults and teens. Kicking things off with the current best-seller, "Teletar," Justis continues with such rock items as "Absolutely," "The Lonely Bull," "Near You" and "Melody Of Love." The album could be a noisemaker.

"2 PIECES OF GOLD"—Marty Gold—RCA Victor YPS 8012
Here is a first-rate two-pocket set of instrumentals and vocals, orchestra and chorus under the baton of composer-conductor-arranger Marty Gold. The orchestra has assembled two dozen self-arranged instrumental gems for listening and dancing in a variety of tempos. Plenty of smooth oldies here with "March Of The Toys," "Fantasia Mexicana" and "In The Blue Of Evening." Package could pull plenty of coin.

"PIAF CHANSONS"—Edith Piaf—Capitol ST 10238
The celebrated French lark appears to be indestructible, and on this newest outing on Capitol the chanteuse displays the same vocal intensity that has made her a top international attraction. The thrush puts a lot of heart and soul into a bevy of Dumon- penned ballads, and a couple by clair de Lune's Henri Salvador. Here are "Des Histoires," "Pauvras Qu'il So Faut," and "Les Amants De Teruel." Disk is another addition to the Piaf catalog.

"THE WORLD OF KURT WEILL IN SONG"—Martha Schlamme—MGM E 40527
Kurt Weill was one of the more interestingly few daring innovators in the musical theater. His tragic death at fifty, twelve years ago, cut short a truly brilliant career. However, the songs he left behind are a magnificent testament to his genius. On this exec M.G.M set Martha Schlamme offers a dozen choice samples of Weill's. The lark's wide-range vocal charms carry her in good stead as she offers "Blabio Song," "My Ship" and "Mack The Knife." A superb package.

"ROBERTA SHERWOOD ON STAGE"—Harmon Silfis 4022
Here is an exciting, recorded-live program of songs performed in the highly stylized but very effective manner of Roberta Sherwood. The songstress, who recently made a strong showing with her version of "I Love You, My Heart In San Francisco," delivers ballads and upbeat numbers with equal verve and artistry on this premiere LP for Harmon. Echantant! There are here are "All The Best Things In Life Are Free," "Fly Me To The Moon" and "I Left My Heart At The Carnival." The disk should win the lark a host of new friends.

"TOP CAT"—Original TV Soundtrack—Colpix CP 2112
Colpix comes up with another laugh-laden disk for the kids with its latest TV soundtrack waxing of "Top Cat" produced by the cartoon masters Juseph Barber. The naturally funny voices of Arnold Stang, Marvin Kaplan and Allen Jenkins are hilarious in their creations of Top Cat, Spook, Officer Tubby. The young- sters should get plenty of after-Christmas pleasure from the set. 
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*THE BLUEGRASS SPECIAL
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**THE BAG I'M IN**—Casey Anderson—Atco 33 119

Casey Anderson is an extremely talented new folk singer. On this bright Atco outing he proves himself to be an accomplished singer, lyricist, composer, arranger and adapter. The multifaceted performer has a distinctive blues-styled, jazz-flavored approach to the folk idiom. Anderson's highly-personal style is firmly evidenced on "Easy Rider, One Kind Of Favor" and "Chain Gang." A talent to watch.

**THE MOST HEARD SAX IN THE WORLD**—Buddy Rich—Parkway 7072

Here is a sock package of jazz flavored rock n' roll instrumental by sax man Buddy Savitt on Parkway. With plenty of jazz combo and big band experience in back of him, Savitt does some real professional wailing on "Come Blow Your Horn," "La Bamba" and an interesting track called "The Most Heard Sax In The World" on which he is vocally supported by Rydell, Choker, Sharp, The Orlons and the Dowells. Lots of good dancing and listening enjoyment to be had here.

**MELODIES OF THE FOUR WINDS**—Marc Lanjeron, Roger Roger—Columbia CL1919

A pair of orchestras are conducted by a pair of talented Frenchmen in an invocatively arranged, effectively orchestrated LP from Columbia which boasts a generous sampling of living melodies from around the globe. The Gallic orchestras each take a side of the disk to showcase these flamboyantly melodic tunes which include "Intermezzo," "Valse Triste" and "Fiddler." Winner of the Grand Prix National du Disque, 1962, for light music, the program should be a winner here and score heavily in the coin department.

**THE GOLDEN VOICE OF ITALY**—Sergio Franchi—London International TW1923

Sergio Franchi, the tenor who in the past few months has achieved widespread acceptance in America, sings a program of Italian favorites on the London International label. A recent chart-topper on another label, the singer could very well top the same success path with this excellent album. A strong, but warm and lyrical voice coupled with a deft phrasing serves him well on "Il Nostra Concerto," "No So Dimenticare" and "La Montagna."

**IN A VIENNESE WINE GARDEN**—Tony Keurzer—Request SRLP2401

Here is a program of Austrian folk music, specifically that which is popular during the wine festivals celebrated annually in towns and villages throughout Austria. The tunes are happy, sad, romantic and humorous as befitting the mood of these partaking of the new wine. Interestingly hands here are "Die Abzer Partie," "Der Alten Sunder" and "Jeder Wein Gibt Mal Zu Ende." Disk is an unusual item for those who enjoy music with an authentic European flavor.

**FREDDIE AUF HOHER SEE**—MGM E4041

The name Freddy is a household name in Germany as the deep-voiced baritone is one of the country's favorites. The sea songs from international ports and especially those of northern Germany are delivered by the singer with voice and feeling and should make many new friends for him in America. Included here are "Rolling Home," "La Paloma" and "What Shall We Do With A Drunken Sailor."

**I'M NOT KIDDIN' YA**—Paul Sykes—Horizon WLP 1013

With the current wide acceptance of folk singers it is not surprising that a new one seems to pop up every day. Paul Sykes is one of the good ones. The chanter-guitarist does have a slick style nor does he rely on gimmicks or theatrical effects. He has a free wide-range,及 a Smothers Brothers-fashioned sense of humor. The performer turns in top-flight readings on "The Map Song," "John Henry" and "The House Of The Rising Sun."

**MEMORIES OF HAWAII**—Hilo Hawaiians—Decca DL 71316

The Hilo Hawaiians add a touch of the mainland to some island-oriented folk tunes in this package from Decca. The group supplements its instrumental backing with an electric guitar and vibes to come up with an interesting effect that does not detract from the purity of the Hawaiian flavor. Each listening side here are "Flying Bamboo," "Dancing Under The Stars" and "Hilo After Sundown." LP is well done but has limited appeal.

**JAZZ PICK OF THE WEEK**

**THE OSCAR PETERSON TRIO BUSTING OUT WITH THE ALL STAR BIG BAND**—Verve V. 8476

Proof of the rapidly-increasing popularity of a big band sound is this top-drawer Verve outing which spotlights the swingin' Oscar Peterson Trio (Petterson on piano, on bass and Ed Thigpen) against a full orchestra. The band enhances the group without ever engulfing it as the Trio offers "West Coast Blues," "I Love You" and "Young Foolish." Jazzophiles will really dig the set.

**BOSSA NOVA JAZZ**—Lionel Hampton—Gladsnap GH 1611

Lionel Hampton, never one to remain stagnant, demonstrates his ability to attempt something new on this Top Nova. The vibist injects his own easy-on-the-ears brand of jazz into the swinging and succeeds in attracting a wide variety of record buyers. Backed by a lively rhythm section, Hampton turns some ex- cesses the group without ever engulfing it as the Trio offers "Some Time To You," "Some Day" and "Una Nota Sol."".

**ROYAL FLUSH**—Donald Byrd—Blue Note 4101

Donald Byrd's hard-driving trumpet team ups with Peper Adams on baritone sax, Herbie Hancock on piano, Stanley Warren on bass and Bill Higgins on drums, on this Top-Flight jazz offering. The trumpet does not rely on gimmicks or at- tempt to cash in on improvisation. Byrd shows a powerful style and commanding technical artistry as he wails superlative on "I'm A Fool To Want You," "Shoogli Ba-La" and "Requiem."

**HEY! THIS IS KEVIN GAVIN**—Charlie Parker PLP 510

Kevin Gavin offers proof-positive of his professional vocal talents on this pleasant Charlie Parker LP out of standards and novelties. The chanter has a rich, lyrical wide-range voice with an interesting jazz-flavored quality. With a top-notch backing from the orch conducted by Mundell Lowe, Gavin dishes up superb readings of "Do You Know What It Means To Miss New Orleans," "Lilting Love" and "Start Singing A Song." The artist seems destined to attract many new admirers with this disk.

**CLASSICAL PICK OF THE WEEK**

**DVORAK, SMETANA; Slavonic Dances, The Moldau, Austrian Symphony, Hans Hagen, Conductors—Everest 31412**

Two equally melodic but structurally different pieces are played here by the Austrian Symphony Orchestra with Hagen at the helm. Dvorak's "Slavonic Dances" are sprightly, lilting and colorful, and have a loping, earthy folk quality. Smetana's "The Moldau" has a richness and depth that is musically chauvinistic in its melodic picture of the composer's native land. The maestro gives to each work a sensitive and authoritative interpretation. The disk has excellent stereo qualities.
NEW ADDITIONS to TOP 100

74—He's Sure the Boy I Love
(Decca 5019)

85—Hey Paula
Paul & Paula (Philips 40084)

87—Little Tim Soldier
Delores (Top 0071)

88—Wild Weekend
Robbie (Swn 4725)

92—Popeye Waddle
Don Carey (Camco 7239)

96—Darkest Street in Town
Jimmy Clanton (Ace 4005)

97—My Man—He's a Lovin' Man
Betty Everett (Atlantic 2160)

98—Big Boat
Paul & Paula (Warner Bros. 5235)

100—Come to Me
Sammy Davis (Decca 346)

100—From the Bottom of My Heart
Dean Martin (Reprise 20116)

British Decca Fetes Johnny Tillotson

LONDON—Decca recently hosted a press party for Johnny Tillotson while the singer was in England. Shown (left to right) above are Mel Shawe, the artist's manager, Teddie Holmes of Chappell, Tillotson, Tony Hall, Decca promo manager, and J. Russell-Thompson of Decca's sales and marketing staff.
A SMASH SINGLE!

NOW, THE FOLLOW-UP

SANDY STEWART

"MY COLORING BOOK"

MY COLORING BOOK
LITTLE GIRL BLUE
GREENSLEEVE S
TANGERINE
WHERE THE BLUE OF THE NIGHT
MEETS THE GOLD OF THE DAY
OVER THE RAINBOW
DEEP PURPLE
SCARLET RIBBONS
LITTLE WHITE LIES
BEAUTIFUL BROWN EYES
IVY ROSE
RED SAILS IN THE SUNSET

MONO: CP 441  STEREO SCP 441

COLPIX RECORDS

ON TOP OF THE MARKET, always!

COLPIX RECORDS  a division of Columbia Pictures Corp.  711 FIFTH AVE., N.Y.

Cash Box—January 5, 1963
'62 Sales Best Forecast At H. & A. Selmer, Prexy Feddersen Reports

ELKHART, INDIANA—Sales went over the 1962 forecast substantially, Jack Feddersen, president of H. & A. Selmer, Inc., band instrument manufacturers, announced at the company's annual sales conference just concluded at Elkhart.

He said he expected the year's sales total would be $8,200,000, compared to $6,880,000 in 1961. The forecast was for $7,500,000 in 1962 sales, he said, and this figure was reached the first week in December.

The 1963 forecast adopted at the conference was $9,800,000.

Selmer's sales increases are due to a rapidly expanding product line and sales force, Feddersen said. He reported sales through November 31 were 30 per cent ahead of the same period last year. This was due, for a major part, to greater sales of every major product in the Selmer-Bundy-Signet lines, and also by the company's acquisition of the Vincent Bach Corporation, Mount Vernon, New York, in September, 1961, Feddersen said.

He said the company's long range plans are tuned to the Stanford Research Institute report that music is the largest factor in today's arts market. The institute predicts that sales of musical instruments and supplies will climb from the present $900 million annually to more than $1 billion by 1970.

"Selmer's objective is to increase its share of this expanding educational market," Feddersen said.

The sales conference was highlighted when Benny Goodman, a member of the Selmer board of directors, demonstrated some of the company's new instruments and told of his recent trip to Russia. Rosario Mazzato, personnel manager of the Boston Symphony Orchestra, announced promotional activities for the Bundy Mazzato model clarinets, sold exclusively by Selmer.

J. M. Grolimund, chairman of the board, was toastmaster at the annual sales award dinner, when G. H. Neff, Elkhart, district manager, was announced top salesman of the year, and J. W. Davis, New York City, was credited with the largest percentage of sales increase in 1962.

Del-Fi Inks De De Lind

LOS ANGELES—Lark-Ibèrivan De De Lind is pictured as a membering a seven-year Del-Fi recording contract. Label proxy Bob Keene (left) is planning a big promotional campaign for her first release.

ALBUM PLANS

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

BLUE NOTE

10% discount on complete LP catalog. Expires: Jan. 31.

CAMAY


CAPITOL

All classical albums: 10% discount off the invoice on all purchases; Capitol-of-the-World LP: one free for every two purchased at the regular price; Our Lumbarde LP's: buy-1 for $5 for every one purchased at the regular price. Deferred payment plan. Minimum shipment shipped between Jan. 2 and Feb. 25; payment is due in three equal installments on Mar. 10, Apr. 15 and May 10. Albums shipped between Feb. 26 and March 15 may be paid for on April 10, May 10 and June 10.

FIRE/FURY

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

HORIZON

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

LIBERTY

10% each discount off the face of the invoice on all dealer orders; 15% each discount authorized on invoice dealer orders of 500 or more LP units; 100% exchange privilege, with merchandise exchangeable after July 1, 1963. Payments: 30% March 10, 30% April 10, Expires: Feb. 15.

NASHBORO

Buy-5-get-1-free on entire catalog including new LP's. 100% exchangeable. No expiration date has been set.

PHILIPS

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

PRESTIGE


PRESTIGE/INTERNATIONAL

10% discount on all LP's. Expires: Feb. 15.

REQUEST

LP catalog available on a buy-10-get-1-free basis. Described as a limited-time only offer.

SONODOR

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

STARDAY

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

Christmas Cheer For Mahalia

CHICAGO—Mahalia Jackson is shown above happily discussing the excellent acceptance during the Yuletide season of her current Columbia LP, "Mahalia Jackson Sings Silent Night." With the songstress is tunesmith Fred Arquilla, who composed "Christmas Comes To Us All Once A Year," which is showcased in the album.
COLUMBIA RECORDS
CONGRATULATES
CASH BOX'S POLL WINNERS

BEST BROADWAY CAST
LP CATEGORY

1 CAMELOT
KOL 5620/KOS 2031

2 WEST SIDE STORY
OL 5670/OS 2070

3 SOUND OF MUSIC
KOL 5450/KOS 2020

BEST FILM TRACK
LP CATEGORY

1 WEST SIDE STORY
OL 5670/OS 2070

2 RAY CONNIFF

BEST ORCHESTRA
LP CATEGORY

BEST NEWCOMER
(MALE VOCALIST)—LP CATEGORY

1 ROBERT GOULET

BEST JAZZ COMBO
LP CATEGORY

1 DAVE BRUBECK

BEST MALE NEWCOMER
COUNTRY AND WESTERN POLL—
SINGLES CATEGORY

1 CLAUDE KING

Cash Box—January 5, 1963
**Cash Box**

**SURE SHOTS**

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

**“LITTLE TOWN FLIRT”**

**DEL SHANNON** Bigtop 3131

**“FROM A JACK TO A KING”**

**NED MILLER** Faber 114

**“WALK RIGHT IN”**

**ROOFTOP SINGERS** Vanguard 35017

**“HE’S SURE THE BOY I LOVE”**

**CRYSTALS** Philles 109

**“PROUD”**

**JOHNNY CRAWFORD** Del-Fi 4193

**“JAVA”**

**FLOYD CRAMER** RCA Victor 8116

---

**Flick Distrib Ties-In With Slatkin LP**

HOLLYWOOD—A non-theatrical distrib of MGM, Paramount and TCF feature features made a holiday season tie-in with Liberty Records’ “Inspired Themes from The Inspired Films” by Felix Slatkin, an LP comprised of selections from 12 of the top religious film spectacles.

According to David J. Keklikian, regional exchange manager of Films, Inc., literature displaying the LP was distributed to 500,000 churches of all denominations throughout the country during the holiday season. Album selections include “Ten Commandments,” “David & Bathsheba,” “Song of Bernadette,” “A Man Called Peter,” “Prodigal,” “Samson & Delilah,” “The Robe” and “Quo Vadis,” all of which can be obtained following special approval from FL in 16 mm.

**All For Love**

Baltimore—Tini Yuro recently stopped by to chat with Cliff Carr and Joe Sudler of Baltimore’s Musical Sales one-stop while swinging through the east to promote her latest chart-riding Liberty recording of “The Love Of A Boy.” Pictured at the left is Schwartz Brothers’ promo man, Ed Bisceo.

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**Cash Box**

**TOP 50**

**R&B LOCATIONS**

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>LIMBO ROCK</td>
<td>Chubby Checker</td>
<td>Parkway 849</td>
</tr>
<tr>
<td>2</td>
<td>YOU ARE MY SUNSHINE</td>
<td>Joy Charles</td>
<td>ABC Paramount 10375</td>
</tr>
<tr>
<td>3</td>
<td>HOTEL HAPPINESS</td>
<td>Brook Benton</td>
<td>Mercury 72025</td>
</tr>
<tr>
<td>4</td>
<td>ZIP-A-DEE-DOO-DAH</td>
<td>Bob B. Soxx &amp; Blue Jeans</td>
<td>Philips 107</td>
</tr>
<tr>
<td>5</td>
<td>RELEASE ME</td>
<td>Little Esther Phillips</td>
<td>Lesko 5555</td>
</tr>
<tr>
<td>6</td>
<td>TWO LOVERS</td>
<td>Peter White</td>
<td>Motown 1035</td>
</tr>
<tr>
<td>7</td>
<td>DEAR LONELY HEARTS</td>
<td>Nat King Cole</td>
<td>Capitol 4670</td>
</tr>
<tr>
<td>8</td>
<td>UP ON THE ROOF</td>
<td>Drifters</td>
<td>Atlantic 2162</td>
</tr>
<tr>
<td>9</td>
<td>EVERYBODY LOVES A LOVER</td>
<td>The Spinners</td>
<td>Stax 1242</td>
</tr>
<tr>
<td>10</td>
<td>KEEP YOUR HANDS OFF MY BABY</td>
<td>Little Eva</td>
<td>Atlantic 1003</td>
</tr>
<tr>
<td>11</td>
<td>DON’T MAKE ME OVER</td>
<td>Dino Warwicck</td>
<td>Scooter 1239</td>
</tr>
<tr>
<td>12</td>
<td>SEE SUZY</td>
<td>Larry Baker</td>
<td>Atlantic 2167</td>
</tr>
<tr>
<td>13</td>
<td>ELEPHANT</td>
<td>Cookies</td>
<td>Columbia 1002</td>
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<tr>
<td>14</td>
<td>TELSTAR</td>
<td>Top Tardio</td>
<td>London 9561</td>
</tr>
<tr>
<td>15</td>
<td>MY MAN—HE’S A LOVIN’ MAN</td>
<td>Betty Lovett</td>
<td>Atlantic 2160</td>
</tr>
<tr>
<td>16</td>
<td>BIG GIRLS DON’T CRY</td>
<td>Sven Norden</td>
<td>Atlanta 4655</td>
</tr>
<tr>
<td>17</td>
<td>WIGGLE WIGGLE</td>
<td>Les Cooper</td>
<td>Everest 5019</td>
</tr>
<tr>
<td>18</td>
<td>DON’T HANG UP ORLANDO</td>
<td>Cannon 231</td>
<td></td>
</tr>
<tr>
<td>19</td>
<td>MY WIFE CAN’T COOK</td>
<td>Lionel Roo</td>
<td>Atlantic 1001</td>
</tr>
<tr>
<td>20</td>
<td>WOULD IT MAKE ANY DIFFERENCE TO YOU</td>
<td>Eddie James</td>
<td>Argo 5430</td>
</tr>
<tr>
<td>21</td>
<td>SHAKE SHERRY</td>
<td>Count Basie</td>
<td>Sony 7012</td>
</tr>
<tr>
<td>22</td>
<td>DESAFINADO</td>
<td>Stan Getz</td>
<td>Vee-Jay 5020</td>
</tr>
<tr>
<td>23</td>
<td>LULLY LULLY</td>
<td>Beulah T. &amp; AGG’S (Ster 131)</td>
<td></td>
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<tr>
<td>24</td>
<td>YOU’VE GOT A HOLD ON ME (Tamla 5070S)</td>
<td></td>
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<tr>
<td>25</td>
<td>YOU THROW A LUCKY PUNCH HERE CHELLER (Vee-Jay 4668)</td>
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<tr>
<td>26</td>
<td>YOU’RE GONNA NEED ME</td>
<td>Bobby Lynn</td>
<td>Argo 1240</td>
</tr>
<tr>
<td>27</td>
<td>BENNY LEE</td>
<td>Marvelettes</td>
<td>Tambo 5070S</td>
</tr>
<tr>
<td>28</td>
<td>SPANISH LADY</td>
<td>Gene McDaniels</td>
<td>Liberty 55510</td>
</tr>
<tr>
<td>29</td>
<td>CINNAMON CINDER</td>
<td>Pathe Six</td>
<td>Pathe 1201</td>
</tr>
<tr>
<td>30</td>
<td>THAT’S THE WAY LOVE</td>
<td>Bobby Bland</td>
<td>Duke 360</td>
</tr>
<tr>
<td>31</td>
<td>HE’S SURE THE BOY I LOVE</td>
<td>Philles 109</td>
<td></td>
</tr>
<tr>
<td>32</td>
<td>TROUBLE IN MIND</td>
<td>Aretha Franklin</td>
<td>Columbia 46225</td>
</tr>
<tr>
<td>33</td>
<td>CALL ON ME</td>
<td>Bobby Bland</td>
<td>Duke 360</td>
</tr>
<tr>
<td>34</td>
<td>LET ME GO THE RIGHT WAY</td>
<td>Supremes (Motown 1034)</td>
<td></td>
</tr>
<tr>
<td>35</td>
<td>YOUR CHEATING HEART</td>
<td>Ray Charles</td>
<td>ABC Paramount 10775</td>
</tr>
<tr>
<td>36</td>
<td>ROSSA NOVA BIRD</td>
<td>Dells (Argo 3420)</td>
<td></td>
</tr>
<tr>
<td>37</td>
<td>SOMEWHERE SOMEWHERE</td>
<td>Junior Parker</td>
<td>Duke 337</td>
</tr>
<tr>
<td>38</td>
<td>THESE GOLDEN RINGS</td>
<td>Joe Five</td>
<td>Capitol 2079</td>
</tr>
<tr>
<td>39</td>
<td>GETTING READY FOR THE HEARTBREAK</td>
<td>Chuck Jackson</td>
<td>Ward 128</td>
</tr>
<tr>
<td>40</td>
<td>RED PEPPER</td>
<td>Roosevelt Freight &amp; Pants of Rhythm</td>
<td>Pinner-Adams 447</td>
</tr>
<tr>
<td>41</td>
<td>TOP DE LOOP</td>
<td>Johnny Thunder</td>
<td>Diamond 129</td>
</tr>
<tr>
<td>42</td>
<td>WISHING ST LB</td>
<td>Theme from Taras Bulba</td>
<td>Columbia 46225</td>
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<tr>
<td>43</td>
<td>CHICKEN FEED</td>
<td>Barrows</td>
<td>Vee-Jay 475</td>
</tr>
<tr>
<td>44</td>
<td>WILD WEEKEND</td>
<td>Rebels (Swan 4125)</td>
<td></td>
</tr>
<tr>
<td>45</td>
<td>M.G. BLUES</td>
<td>Jimmy McGriff</td>
<td>Sue 777</td>
</tr>
<tr>
<td>46</td>
<td>MAHINA BEBE BEBE</td>
<td>Joe Bradley</td>
<td>Chess 1845</td>
</tr>
<tr>
<td>47</td>
<td>THE JEALOUS WIFE</td>
<td>Charles Henry</td>
<td>Argo 8424</td>
</tr>
<tr>
<td>48</td>
<td>HE’S A REBEL</td>
<td>Barbara neatly</td>
<td>Argo 8424</td>
</tr>
</tbody>
</table>

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**Cash Box—January 5, 1963**
No fence straddlers please. If you have a voice—or want a voice—now is the time to make it heard. ■ The National Academy of Recording Arts & Sciences—NARAS—is composed of men and women in the recording business. If you make your living in our business, you belong. And the only way you can have a voice in NARAS is to become a member. It's a paltry sum to exercise your franchise, along side of hundreds of your co-workers in a business that provides you with your income. ■ No mice wanted. Fill out the application (at right) and mail it NOW!

NATIONAL ACADEMY OF RECORDING ARTS AND SCIENCES

MEMBERSHIP APPLICATION

ACTIVE MEMBERSHIP
You are qualified for active membership if you have participated in at least six recorded and commercially released selections in one of the creative categories listed below. A combined total of six in more than one category does not qualify. "Selection" may be defined as the equivalent of one side of a single record, with the exception of No. 5 which is defined below.

1. Vocalists and Singers
2. Leaders and Conductors
3. A & R Men and Producers
4. Songwriters and Composers
5. Studio Engineers (Mixers)
6. Instrumentalists and Musicians
7. Arrangers
8. Art Directors and Literary Editors
9. Other, including Spoken Word, Documentary, Children's, Educational, Comedy, etc.

Please check category under which membership is desired. The Board of Governors reserves the right to request proof of eligibility at its discretion.

ASSOCIATE MEMBERSHIP (NON-VOTING)
If you are not eligible in any of the above creative categories, you qualify for Associate Membership if you are actively identified with the recording industry.

PLEASE CHECK BELOW WHICH TYPE OF MEMBERSHIP DESIRED:
ACTIVE MEMBERSHIP (Dues: $15 per year)
ASSOCIATE MEMBERSHIP (Non-Voting: Dues: $15 per year)
LIFE CHARTER MEMBERSHIP (Active): $150—no further dues necessary
LIFE CHARTER MEMBERSHIP (Associate): $150—no further dues necessary

Fiscal year is July 1 to June 30, and any applications received after January 1 will be $10 until the end of the current fiscal year of June 30.

NAME:
ADDRESS:
CITY:
STATE:
ZIP:
AFFILIATION:
REFERENCE:

If you have firm address as well as residence address, please list the one to which you prefer all mailings sent. (In case of active member, this will include ballot material.) Check or money order should accompany application.

NATIONAL ACADEMY OF RECORDING ARTS AND SCIENCES
9034 Sunset Boulevard, Suite 206 • Hollywood 69, Calif.
21 W. 58th St., New York 19, N.Y. / 46 E. Walton St., Chicago 11, Ill.

Cash Box—January 5, 1963
NEW YORK—MGM Records’ Connie Francis and RCA Victor Records’ Jimmy Dean will launch their respective tours this week, scheduled to meet on a plane bound for London, first stop on their European tour. Scene was New York’s Idlewild Airport.

VICTOR’S INITIAL
LEINSDORF/BSO LP
TO BOW ON FM NETWORK

NEW YORK—RCA Victor Records will introduce its first recording by the Boston Symphony Orchestra conducted by its new music director, Erich Leinsdorf, on a special one-hour program to be aired by the 42 FM stations of the QXR Network this Sunday (6).

The program, “RCA Victor Premiere Showcase,” will highlight the first performance of the Bartok “Concerto for Orchestra,” a Jan. release, and will feature a conversation between Leinsdorf and host Martin Blockspan, QXR director of recorded music. The broadcast will be heard on all of the network’s stations around the country for one hour between 8-9 pm.

Leinsdorf will discuss his first Boston Symphony recording, and give some candid comments about his new position and some of the future concert and recording plans he has for the orchestra.

“RCA Victor Premiere Showcase” will launch Victor’s national advertising and promotional campaign for its inaugural Leinsdorf-BSO recording. The campaign includes a special free offer by participating dealers of “Golden Years of the Boston Symphony,” featuring important works by Leinsdorf’s predecessors, Karl Muck, Serge Kousserskivy, Pierre Monteux, and Charles Munch. This album is packaged with the Bartok “Concerto for Orchestra,” for use as a free bonus gift by participating dealers.

Colpix Performers
Get TV Exposure

NEW YORK—Three Colpix artists are set to appear on TV programs this week. Sandy Stewart, a regular on Perry Como’s “Kraft Music Hall,” will be heard nationally on Jan. 2, when she sings her current Top 100 release, “My Coloring Book.” This will be her second repeat of the tune in answer to thousands of requests from fans, since she first introduced it on the Como show in October, which drew big disk attention to the tune.

Vi Velasco is scheduled to sing songs from her LP, “Cantando Bosso Nova.” on Merv Griffin’s NBC afternoon show on January 2. Here is the first album of vocals, Bosso nova selections to be recorded by an American artist. She’s Dianna Carroll’s standby in “No Strings.”

Teddy Randazzo is currently in Miami as part of the “Shower of Stars.” He will wrap up his engagement on January 7. Meanwhile, he has been doing several radio and video guest stints to plug his first Colpix waxing, “Big Wide World.” After leaving Miami, Randazzo will head for New Orleans for more promotional work, prior to opening in Las Vegas.

Jim De Cillis
Exits
Julia/Flamingo

ELIZABETH, N. J.—Tom De Cillis has resigned as president and chairman of the board of the Julia & Flamingo labels, this city.

De Cillis, Mary Ehrlich and Frank De Cillis formed Julia two years ago, later incorporating the firm and bringing in new members and stockholders. Thomas De Cillis was responsible for the purchase of Flamingo from Bernie Schwartz of New York.

He said he would announce his plans shortly.

Firm’s board of directors will carry out the duties of De Cillis and will choose some stockholders’ meet to determine the future plans of the labels.

New York—The young lady above is holding two little dogs to help promote Baby Jane and the Rockabye’s new United Artists, Leiber & Stoller production of “How Much Is That Doggie In The Window,” which is currently making the chart grade.

Al Abrams Joins
Detroit Ad Agency

DETOIT — Al Abrams, formerly sales promotion manager of the Detroit office of Cosmat Distributors, Inc., a Detroit ad agency, as director of creative radio & TV projects. Besides his post for Cosmat, Abrams has a background as a public relations counselor for various personalities in the entertainment field.

Circa’s Topper
Sets Trip Abroad

HOLLYWOOD—Mike Elliot, head of Circa, national disk distrub, is planning to leave for Europe shortly after the first of the year to budge with heads of foreign disk sets-ups for interchanges of European releases and Circa product. He is slated to visit England, Holland, Belgium, France, Germany, Denmark and Sweden.

Return Of The Doggies

NEW YORK—The young lady above is holding two little doggies to help promote Baby Jane and the Rockabye’s new United Artists, Leiber & Stoller production of “How Much Is That Doggie In The Window,” which is currently making the chart grade.

Cash Box—January 5, 1963
NEW YORK—Bob Whitney, exec vice president of Mars Broadcasting, has announced that the new "Dick Clark Show," will make its debut this week and will provide 14 markets with a two-hour daily show that sounds "live" but isn't. The show is produced by Mars Broadcasting, Inc., in Stamford, Connecticut.

Stations that have already signed the Clark show are WKGK Knoxville, WKRN Nashville, WABD Mobile, WJBC Atlanta, WDCN Washington, WTBW Winston-Salem, WOLF Syracuse, WHTW Baltimore, WHTO Youngstown, WHK Cleveland, WFCO Cincinnati, WLAX Lancaster and WCHS Wheeling, W. Va. According to Stan Kaplan, exec vp and sales manager of WHTW, "We're bringing Califi., and WATT Trenton and WMDT Atlantic City will inaugurate the show on Feb. 25. The other stations in major markets will be announced at a later date.

The production and programming techniques of the show are designed to make it sound as though it is being performed in an auditorium in a local studio with complete network production facilities. Whitney stressed the point that the show does not change the local station's basic format. "We program 25 records an hour, but we put them into an exciting context," said Whitney.

During the course of the two-hour show, Clark talks to the local deejay, to his guests, and to his "live" audience and introduces local news and announcements. According to Mars execs, this type of programming is simple to produce at the local level and can be done with existing equipment. The show is provided to the station in two parts: 1) a running tape similar to network-line programming, along with a detailed cue sheet; and 2) specially produced local tapes for each station.

The project is a result of two years research and test production and the existing format is all segments of the show appear to have the same origin. nation point, Mars declares. This effect is strengthened by such devices as the studio audience chanting the station's call letters at Clark's request.

Clark will spin the country's top records and have a guest performer each day who will talk to Clark and provide local references. The premier show features Tony Bennett, Dee Dee Sharp, Chubby Checker, Connie Francis and Dion. 

The show has special advantages to be gained from this type of programming, said Clark, are varied in that local stations can get revenue from both local and national advertisers, and that both music and product can be sold successfully.

Angel Bowling
6 Albums In January

LOS ANGELES—A recording of the Sadler's Wells production of the Stravinsky-Costello "Oedipus Rex," featuring conductor Colin Davis and British actor Sir Ralph Richardson, is one of the major albums among the six on Angel Records' first 1963 release.

Victoria de las Angeles is heard in another collection of Spanish songs, "Canciones De España," the first of the series to use an accompanying large orchestra, the Paris Conservatoire conducted by Rafael Fruechbeek de Burgos.

Angel is also issuing this month a third volume of Otto Klemperer conducting The Philharmonia Orchestra in familiar excerpts from Wagner—"A Wagner Program." Sir John Barbirolli conducts The Philharmonia for the first time on records. The composition is one closely associated with Sir John, Vaughan Williams' "Symphony No. 5 in D Major." Prolonging young French conductor Georges Pretre retums to Angel Records once again in a program of "Russian Orchestral Masterpieces," famous selections from Mussorgsky, Rimsky-Korsakov, and Borodin.

Angel's Great Recordings of the Century series, in which recordings of the past are re-issued with restored and enhanced sound quality, presents this month "A Vladimir Horowitz Program," consisting of Liszt and Schumann performances from 1922-34.

Audicon Goes Intra Bankruptcy

NEW YORK—Audicon Records, an indie label here, has been declared in bankruptcy by the U.S. District Court for the Southern District of New York. First meeting of creditors will take place Jan. 8 in Room 207 of the U.S. Court House on Foley Square, this city.

"Moon River" Boys Have New Flick Tune

NEW YORK—Henry Mancini & Johnny Mercer have followed up their collaboration on "Moon River," one of the most successful pop ballads in years, with another flick tune—"Days of Wine & Roses.

As of the moment, there were two discussions of the tune, which, undoubtedly, are the first of lots more to come. Mancini heard an orchestra in a reading on RCA Victor Records, with the side stemming from a new LP, "Our Man In Hollywood." The other rendition is by songsterr Dick Roman on the Harmony label. "Moon River," written by Mancini & Mercer for the flick, "Breakfast At Tiffany's" was also written the background music. It won an Academy Award as the best piece of 1961. Its coverage on LP's and singles has been extensive, and though it hasn't been around long enough to be termed an "evergreen," it's almost a certainty that it will have such a distinction in the years ahead.

IRS Ups Limit ($25) On Expense Account Receipts

WASHINGTON—The Internal Revenue Service, which has been getting down to business on the business of expense accounts, is easing up on the amount for which receipts are required to obtain tax deductions.

After previously announcing that the daily minimum would be $10, IRS Commissioner Mortimer Caplan revealed last week that $25 was the new limit for "business travel, entertainment, and gifts.

Caplan, at a news conference last Thurs. (27), said that at recent hearings in Wine & Beverage Accounts IRS has "agreed that up to $25 was more appropriate." While the new ruling is to take effect Jan. 1, Caplan explained that individuals would be allowed 30 days and companies up to three months to prepare their books for the new move, and that some firms which use complicated finance machines getting leeway up to March 31.

"SAILOR BOY" Chorale

CATHY CARR

Laurie 3147

Tommy Roe

Don't Cry, Donna

b/w Gonna Take A Chance

ABC-10389

Cash Box—January 5, 1963

The Hit Sound Of

JAMES RAY

"ALWAYS"

C-103

CONGRESS RECORDS

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Jenle Smith

I (WON'T) GO AWAY
Little Boy

CA 150

TAMLA RECORDS, LTD.

150 West 55th Street, New York

His New Entry!

HARRY SIMEONE CHORALE

"DO YOU HEAR WHAT I HEAR"

#72065

"SAILOR BOY"

CATHY CARR

Laurie 3147

Tommy Roe

Don't Cry, Donna

b/w Gonna Take A Chance

ABC-10389
WASHINGTON—Nancy Ames, who entered show business via the hit musical “Tenderloin,” has signed an exclusive long-term recording contract with Liberty Records. She is pictured above signing her contract with S. Warnerke (left), in charge of all creative activities for the label and Liberty proxy Al Bennett. The star will make her wax debut via a new album tagged “The Incredible Nancy Ames.”

Lea Gets New Finance Post At Columbia

NEW YORK—John Leo has been appointed William J. Leo to the newly created post of director of credit & collections. He reports to John J. Lorenz, finance veep. Leo has been credit section manager on the finance staff of CBS, the parent company, from June, 1960 until April, 1962, when he was the additional responsibility as assistant treasurer of U.S. Before coming to CBS, was associated with Philip Morris, Inc. as assistant corporate credit manager.

Atlantic Inks Nancy Harrow

NEW YORK—Jazz thrush Nancy Harrow has been inked to an exclusive disk pact by Atlantic Records, according to Neshal Urtegan, veep. Performer, who got attention via disk efforts on the Canadian label, Cadence’s jazz affiliate, has already cut her first LP for Atlantic, supervised by H. Lewis, head of the MCA, who was recently named an A&R exec at the label.

In her first Atlantic album, she sings new material, including five originals by Lewis (one is his familiar “Two Degrees East, Three Degrees West” with newly added words (by Judy Spencer). There’s also one original composition each by arranger-composer Gary McFarland and composer George Massale.

A number of important jazz musicians recorded with the artist, including Lewis on piano; Jim Hall, guitar, Phil Woods, alto; and Connie Francis, tenor sax. She was accompanied on the various selections by three groups: piano with rhythm; strings with rhythm, bass, and sax; and a sextet, all led by Lewis.

Arrangements were written by Lewis, McFarland and Jimmy Jones. Stic is due for release early in ’63.

Edwards Exits Harmon

NEW YORK—Freddy Edwards has left his post as general manager of Harmon Records, this city.

Edwards formed the label about a year ago with Ted Harmon. For the time being, Eddie Newmark, A&R director, will assume responsibilities previously handled by Edwards. Edwards told Cash Box he was looking into several deals.

Over the past year, Harmon has gotten chart action from Roman particularly his vocal dueting of Theme from a Summer Place. Other inked acts include Robert Sherwood and Vinnie Monte.

Pincus’ English Pubberty

Sees London As ‘Nashville Of Europe’; Makes Rep Deals

NEW YORK—Termin London the “Nashville of Europe,” Ambassador Music Ltd. of London and its American affiliates, Gil Music (BMI) and American Music & Sound (ASCAP), have reported that they benefit from the currently burgeoning success in the U.S. of British A&R work, songs and artists. Ambassador’s Lee Pincus, visiting New York until Jan. 5, has been able to set British releasing deals in the U.S. on behalf of leading British indie producers who have cut Ambassador tunes with Dot Records’ Randy Wood, Kapp Records’ Dave Kapp and RCA Victor.

Under terms of the deals, the British producers give the U.S. produced disks their initial release in the U.S.

The moves call for Dot to release Andy Cavell’s “Hey There, Cruel Heart,” issued on EMI in England, and Kapp to issue dates produced by Joe Meek, British producer-singer (he wrote “Teletar”), with British talent and songs for release on a first refusal basis in the U.S.

Ambassador and ROAC airlines recently cooperated in a “Win a Trip to New York” contest for British classifiers.

Ball’s New Single Is A Japanese Opus

NEW YORK—Kenny Ball’s next single will be a Japanese item, called “Sukiyaki.” It’s a composition brought back by England’s Pye Records general manager Louis Benjamin after his autumn visit. It has been programmed on local radio and was traced by Pye’s new Japanese affiliate, Nippon-Columbia. Benjamin sensed a British hit in it, Pye A&R chief Alan Freeman, who suggested the title, so did Kenny Ball, after returning from his Australian-American tour.

The original Japanese title has been changed, however. The direct English translation was “I Walk Along The Road With My Head Looking Up,” Pye then picked “Just Once In My Life” (a traditional Japanese piece) would be simpler, it will be issued on Jan. 8.

This will be the fourth Ball disk with English label—he has recorded “Waiting Matilda” (Australian), “Midnight In Moscow” (Russian) and “March Of The Siamese Children.”

CHART CONTEST

To win Cash Box’s Valentine contest, send us the names and addresses of the 10 acts you think will be biggest in 1963. Deadline is Jan. 31. Winners will be announced in March issue. You can name any rock & roll or pop group, but the pick in each category must be a rock & roll act. The categories are Top 100, R&B and female. The judges will use Cash Box’s weekly surveys to determine the winners.

Cash Box—January 5, 1963

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YOUR’RE GONNA NEED ME

BARBARA LYNN

JAMIE 1240

2 Smash Singles

LITTLE DRUMMER BOY

HARRY SIMONE CHEROLE

FOX 325

Benefit Drive

PHILADELPHIA—Newly-paced Riverside lark Jo Anne Galle recently recorded a moody, subdued love ballad in the downtown section of Philadelphia for a Muscular Dystrophy benefit. Seated next to her is Freddie White, Riverside and London Records producer manager for the Raymond Rosen Co., here. The thrust is currently putting her hopes in her new single of “Every- one Wants To Remember.”
During the week that precedes Christmas, people say that at the stock exchange everything slows down, and its the same thing in the music. Today, there are no important theatrical premieres and no important operatic premieres. The only event we have recently witnessed was the announcement of two new recordings of Il Trovatore. We are waiting for further details about these records. The titles of the songs, which will be performed during the nights of February 9 and 10 at the S. Rocco theatre, are: "Amor Mon Amour My Love (Malgioni/Paolli/Pinchio)" and "Piccolo Il Ciclo (Signorini/Gavagnin)." The director was Kurt Herbert Adler. We have been informed that these records will be released on 12-inch vinyl with a liner note by the conductor.


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ALL ALONE AM I (Duchess-BMI) 40
BALLAD OF JED Clampett (Columbia-SAC) 52
BIG BOAT (Columbia-SAC) 98
BIG GIRLS DON'T CRY (Brunswick-BMI) 4
BOBBY'S GIRL (Epic-BMI) 32
CHICKEN FEED (Brunswick-BMI) 86
(Th' Chipmunk Song (We Love You, Sam)) (Warner Bros) 84
CINNAMON CINDER (Columbia-SAC) 55
COMIN' HOME BABY (United-BMI) 69
CONEY ISLAND BABY (Dolores-BMI) 63

(One) Dance With The Guitar Man (Sun) 25
(What A) Darker Shade of Town (Novus-BMI) 96
Dear LADY HEARTS (Texas-Cete-BMI) 92
DESAFADO (Green Rider-BMI) 43
Don't GO NEAR THE ESKIMOS (Eskimo-BMI) 75
Don't HANG UP (Kosher-BMI) 15
Don't MAKE ME OVER (Kosher-BMI) 36
EVERYBODY LOVES A LADY (In-Left-Kevin-BMI) 64
FLY ME TO THE MOON (Almo-BMI) 72
From Reck to Rocking (Dandolo) 68
From The Bottom of My Heart (Ascap) 100
Go Away Little GIRL 3
Half HEAVEN—Half HEARTACHE (Ascap) 33
He's A KING (Almo-BMI) 45
He's A KING (January-BMI) 45
He's Sure The BOY I Love (Ludlow-BMI) 74
He's Going To BE Warm This WINTER (Wanda-BMI) 35
I saw LINDA YESTERDAY (Iri-BMI) 30
It's Up (4 Star-Sohl-BMI) 23
JAYA (Brunswick-BMI) 80
JINGLE BELL ROCK (Caretta) 59
KEEP YOUR HANDS OFF MY BABY (Ascap) 16
Let Me GO THE RIGHT WAY (Brunswick-BMI) 94
Let's GO TO A FLING (Reed) 47
Let's KISS and MAKE Up (Brownie) 34
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ME AND MY SHADOW 79
MOLLY (Brownie) 77
MONSTERS HOLIDAY (Brownie) 29
MY COLORING BOOK (Brownie) 41
MY DAD (Epic-BMI) 13
*MY MAN—HE'S A LOVING MAN 79
MY WIFE CAN'T COOK (Looney Toons-BMI) 75
NIGHT HAS A THOUSAND EYES (Epic-BMI) 18
Pepino THE ITALIAN MOUSE (EMI-ASCAP) 7
*POPEYE WADDLE (Cannon-Parkway & Weedcrest-BMI) 66
PROUD (Brownie) 76
PUSHING THE PERSONAL (Clarridge-BMI) 56
RABBIT AT MIDNIGHT (Almo-BMI) 62
RELEASE ME (Brownie) 31
REMEMBER THEN (Brunswick-BMI) 31
RETURN TO Sender 5 (Brunswick-BMI) 26
RIDE (Cannon-Parkway & Weedcrest-BMI) 29
ROCKIN' AROUND THE CHRISTMAS TREE (Brownie) 26
RUBY ANN 32
RUMORS (Brownie) 54
SANTA CLAUS IS COMIN' TO TOWN (Brownie) 28
SANTA CLAUS IS WATCHING YOU (Brownie) 27
SEE SEE RIDER (Cox-BMI) 81
SHAKE, SHAKE, SHAKE (Cox-BMI) 81
She's A TROUBLEMAKER (Trainers, Writehouse-BMI) 73
SHUTTERS AND BOARDS (Cox & Cannon-BMI) 24
SOME MIGHT OBJECT (Emerson-BMI) 23
SPANISH LASS 66
STRANGE I Know 67
TELL Him (Emerson-BMI) 11
TELESTARIO 1 (Campion, Campesky—Ascap) 1
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There'll BE no TEARDROPS TONIGHT (Brownie) 95
THAT'S Life 53
TROUBLE IS MY MIDDLE NAME (Brownie-BMI) 39
TWINLIGHTS (Brownie) 99
TWO LIVERS (Jobette-BMI) 17
UP ON THE ROOF (Brownie) 19
WALK RIGHT IN (Brownie) 70
*WHAT A NIGHT WITH LAURIE (Tri-BMI) 93
WHITE CHRISTMAS (Irving-BMI) 90
WIGGLE, WIGGLE (Del-Tosco-BMI) 90
Wild Horse (Brownie) 88
WILL YOU MAKE ME A LOVER DIFFERENT FROM YOU (Pamper-BMI) 91
YOUR CHEATIN' HEART 71
YOU ARE MY SUNSHINE 10
YOU'VE REALLY GOT A HOLD ON ME (Jobette-BMI) 48
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ZIP-A-DEE-DOO-DAH (Jay-ASCAP) 9

Cash Box Top 100's Publishers

Cash Box—January 5, 1963—International Section

Looking back over the past twelve months we do with mixed feelings 1962 started off well with a healthy and promising increase in both production and sales of recorded music. The previous year's figures for home sales were up by 10 percent and 6 percent in the first six months. In fact, the first half of the year finished up gloriously with home sales rising by 9 percent, exports falling by 1 percent and six per cent on 1961. Production of 33 1/3 rpm also expanded with out-put for the first half of the year twenty six per cent per up. Production of both 78 rpm and 45 rpm. in terms of the same ratio.
### Mexico's Best Sellers

1. El Nido—Sonora Santanera (Columbia). *(PHAM)*
2. Speedy Gonzales—Manolo Muñoz (Musart). *(EMMI)*
3. Ese Bueno—Paul Anka. *(Philips)*
4. Louie Bell-Ruth (RCA). *(BRAMBILA)*
5. El Ladrón—Sonora Santanera (Columbia). *(CAMEPI)*

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### Great Britain's Best Sellers

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<th>Week No.</th>
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**Great Britain's Top Ten LP's**

1. *West Side Story*—Soundtrack (CBS)
2. *The Beatles*—The Shadows (Columbia)
3. *Black And White Minstrels*—George Mitchell (HMV)
4. *Meet The Crickets*—(EMI)
5. *Lennox*—Roll No. 2—Elvis Presley (RCA)
6. *Bob Dylan*—Ballard & Bilk (Columbia)
7. *Sgt. Pepper*—Soundtrack (Columbia)
8. *A Picture Of You*—Joe Mankiewicz (HMV)
9. *Another Black And White Minstrel*—George Mitchell (HMV)
10. *Christmas With The Minstrels*—George Mitchell (HMV)

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

1. *Kid Galahad*—Elvis Presley (RCA)
2. *The Boys*—The Shadows (Columbia)
3. *Frank Field Hits*—Frank Field (Columbia)
4. *Black & White Minstrels*—George Mitchell (HMV)
5. *That Dream*—Elvis Presley (RCA)
6. *Play It Cool*—Billy Fury (Columbia)
7. *Wonderful Land*—The Shadows (Columbia)
8. *Sounds Of The Shadows*—The Shadows (HMV)
9. *Christmas With The Minstrels*—George Mitchell (HMV)
10. *Another Black And White Minstrel*—George Mitchell (HMV)

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### Holland's Best Sellers

**Bill C. Slinger** informed Cash Box that the organization of the new completely separated set-up for the distribution of the important CBS line in the Netherlands is nearing completion. Bolland & Loombe will handle the new CBS sales organization will start its operations early January. The current hot CBS records will be distributed in Belgium and Luxembourg until that time through Socodisc.

In connection with the four of Anneke Grönloh with The Beatles and the George Band, Dutch Philips released a special EP containing four of Anneke’s jazz-recording with brilliant backings of the DSC Band. The new EP will be distributed in the Netherlands and will be under the title “Bill Bailey Won’t You Please Come Home.” Anneke sings the tunes in the original American lyrics.

Holland’s record market that always evokes great festivities in the Southern parts of Holland. Good carnival-songs on EP and anned single records have acquired a great importance. A popular song that has been a “Miss Carnival” (transformation of the German hit “Die grosser Nurnber Wind Gemaacht”) has a very good chance to be the number One hit of Carnival. Other hits of Carnival type are “La Señorita” and “La Señora” (telephone” taped this year “Carnival-hit of Roemond, entitled “Hai Das’ A Frisian.”"

A well-known name in Dutch show-business is young and handsome Hans Boksmart, originally a professional football player, later a successful singer of best-sellers list with “Land Of Hope And Glory,” performance as Jack in the musical, “Free As Air.” Boksmart was offered a Philips contract, his first recording on the HMV-label is titled “I Dream Of Jeannie” and “Poom Het Met Van De Liefde” (“Now Dream With Me Of Love”).

**Holland's Best Sellers**

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The latest and most important productions of the music publishers Class Music in Antwerp are: "The Lonely Bull," a number which is near the top of the hit parade in the United States. It has also existed two trumpet versions, one by Willy Schobbem (Artone) and another by Trempeit Harry Schobbem (Philips). The latter has figured among the ten best-sellers in Italy, by Vico Torriani: "Tulsa Serenade" a song which proves a great success in Germany.

Another of a talented newcomer in the Walloon country has himself composed "Amour perdu" which he is to cut soon with Pathé, universal rights shortly to be sold to Checker, Beverlywood. This firm tells us that they have also acquired the rights for "Les Yeux de Paris" and "L'amournette" (Pathé Marconi), both sung in French by Conny Frobose; next come "Scales" and "Dances," new titles by R. B unnec and The Stingers (Stateide IXSS 1033) with rights inside Benelux.

Cycil, a new trade name for classical recordings is distributed in Belgium by Polygram. The artists are: Samuel Miller, one of the most progressive personalities in the record business will be producer, while Peter Willmoss, the "black voice" is also well known in the world of "HI-FI," will look after the technical side. The covers for Cycil records come in four colors and have a luxurious look about them. They sell at 25 francs for mono.

Peter Plum Publications have the rights for "L'incendie" by Richard Anthony and for "Les Rockers" by Dick Mullers versus.

Stanley West, Coordinator of European Operations, CBS Records, has opened an international office at 14 a Avenue Hoche, Paris 8, France, the telephone number is Paris 7 26 35.

Gramophone reminds us that "J'entends siffler le train" by Richard Anthony (Columbia) is still far from being out of circulation. This disc sells well and in December still figured near the top of Gramophone best sellers. On the list we also find "Sherry," by Les Chats Sauvages (Pathé), "Dear Lonely Heart" by Les Chats Sauvages (Fontana), "Caleo" by Richard Anthony (Columbia) and The Next Time, by Cliff Richard (Columbia). One wonders whether the recent instant "Lonely Bull" which ranks so highly in the States, will be as successful over here.

Claude Francois (Fontana) France's latest teenage discovery has a best-seller in "Je Suis Malade," belles, belles (Girl's, Girls, Girls). His "Two Key-Boards And Concert (12)" will sell throughout the world. New Pacific Jazz and Riverside releases are Lee Mc. Cans in New York, "Sunsational" by Richard Holmes and Les Mac. (Chubby Checker-Columbia's), "Great Jazz Standards" by the Gil Evans Orchestra and "The Saviour Is Born," by The Staple Singers.

WillSompel. 17 year-old vocalists hail from Melsele-War-Belgium. Being a bicycle-racer, he owns a repair shop for bikes. Last year he won the "Grote Huisstraat Prijs," famous contest of Radio Luxembourg and he won the "Je Journée de la Musique" in English recording "Princess of my dreams" (b/w "Conny") reached the Belgian hitparade and takes off like a fireball will be released on Holland. Due to this recent stage-successes a second record has already been recorded soon. Number one the team Frank rover-Terry Kondall and titles are "For Favor, Senorita" (a bossa nova version of a fastocker) "Follow Me" and several others. Personality adores Paul Anka. It is generally believed WillSompel will soon be an international star (Delahay Records).

Belgium's Best Sellers

FLEMISH
1 Return To Sender (Elvis Presley/RCA)
2 Telstar (The Tornados/London)
3 Limbo Rock (Chubby Checker-Cameo Parkway)
4 The Next Time (Cliff Richard/Columbia)
5 Sherry (The Four Seasons/Imperial and others versions)
6 Eenaam Zaraa (The Rolling Stones/Polydor/Paul Anka/RCA)
7 Cœur Bressé (Petula Clark/Vogue)
8 C'est Nous Bambino (Angelo Biondi/Moonbow)
9 Eve Rose (Paul Anka/RCA)
10 Si Un Jour (Robert Coghi/Philips)

WALLOON
1 I'll Be Home (Elvis Presley/RCA)
2 Si Un Jour (Robert Coghi/Philips)
3 Telstar (The Tornados/London)
4 Limbo Rock (Chubby Checker-Cameo Parkway)
5 Sherry (Les Chats Sauvages/Pathé and other versions)
6 Kejgbe Chante (Paul Anka/Polydor)
7 The Next Time (Cliff Richard/Columbia)
8 I'll Be Home (Robert Coghi/Philips)
9 Let's Dance (Chris Montez/London)

The famous Indonesian Singer CLARK RICHARD and his Tropical Stars scored high on the Belgian Market: my record: "I'll Try" and "Come Back To Me" (Ronco-records/Brussels).

The singer is exclusively attached to the management of:
Mr. A. M. Dumfieres, ville "Tropic," and 265, Steenweg op Kortenberg Tura/PAleidt.
Hummlegem, Belgium.

In case of absence: phone 027.78.52.94.

BELGIUM

FERMATA

The World's Leading Publishers

BOSSA NOVA

Enrique Lebadenger
Avenida Ipiranga 1123
São Paulo, Brazil

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

Australia's Best Sellers

1. Telstar (The Tornados—Decca) Reg Connolly Music
2. Big Girls Don't Cry (Four Seasons—Festival)
3. Loversick Blues (Frank Field—Columbia) D. Davis & Co.
4. Return To Sender (Elvis Presley—RCA) Belinda Music
5. From A Jack To A King (Les Mc Keans & Son—Revell's)
7. The Lonely Bull (Sdamnna Bress—Festival) J. Albert & Son
8. Guitar Man (Duane Eddy—RCA) Wallaby Music
9. Limbo Rock (Chubby Checker—Columbia) D. Davis & Co.
10. Alley Cat (Bent Fabric—Columbia) Chappell & Co.

CBS Hosts Goddard Lieberman

MEXICO CITY—Shown above at a recent cocktail party in Mexico City given by Disco CBS, N. A., in honor of Goddard Lieberman, president of Columbia Records are right to left: Otto Mayer Serra of Audiomusica; Harvey Schlein of Columbia; Mr. Villarel, general manager of Disco; Lieberman and Tata Nocho, composer.
DENMARK

Knut Mørk, head of Mørks Musikforlag, told Cash Box that not less than 2 million copies of songs on Danish radio which teenagers vote for the records they like most. The group, "A Swingin' Safari" with Billy Vaughn and "Lover's Lane" with Pat Boone.

Elvis Presley managed to hit very hard in Denmark with his "Return To Sender" tour coming to a top. Presley has at the moment two records among the Top Ten in Denmark. "Return To Sender" is topping the charts in Denmark as well as Norway this week, and coming up very strong in Sweden, too.

NORWAY

Norsk Phonogram A/S has just released the CBS label in Norway, and becomes the first Norwegian company to issue the label of another country. Also, several LPs with as classic as pop music has been released in recent weeks. Also, ten songs with Norwegian artists and, also, Sten West, Coordinator of European Operations has opened an international office at 14 Avene Hochre, Paris, France, where he can be reached.

With "Return To Sender" moving up at the top of the Norwegian charts in the last two weeks, Presley has the three other songs in the charts not less than four times during 1962.

Palace (Sweden) Music AB in Stockholm, Sweden, was very successful in December with first song published, "Swiss Made" with De Sheldon on Big Top became an immediate top seller and has now been on the charts for four weeks.

SWEDEN

New record company appearing just before Christmas is E-W-Ton, Folks- tolketanet, Stockholm, Sweden, founded by musical critic and composer Evert Wal. So far, the company also runs a publishing house with the same name as the record company.

Another new record company is Record Records, headed by Arne Widgren. The company is also using Arne to sell his writing talents, and label, E-Ton and Schlegertox. The company also runs a publishing house with the same name as the record company.

Goddard Lieberson, President of Columbia Records in the U.S., visited Stockholm and, among others, was interviewed on Swedish TV news program "Vet du?" when interviewed two days before Christmas Eve. Evert Widgren, reports a sale far above the average. Sixten Eriksson, head of Grammofon AB (RCA Victor), told Cash Box that it was much better than usual. The sale of LPs, however, showed a decline.

Another new record company is Record Records, headed by Arne Widgren. The company is also using Arne to sell his writing talents, and label, E-Ton and Schlegertox. The company also runs a publishing house with the same name as the record company.

Stig Anderson, head of Bens Music AB, Sweden Music, and several other publishing houses, told Cash Box that he has contracted "I'm Just A Baby" for Archie for his Bens Music AB, while "Cinnamon Cider" has been obtained for Scandinavia by Palace Music AB. He expects a lot from the Ger- man "Baby Twist," which he has recorded himself (and his daughter) for Decca in Sweden.

New sheet music from Gehrmann includes "Vindit Vanera Stjärna" (Hei- sberg), "Dina Födelsedags Låt" (Johansson) and "Hemlighet" (Lundell) in January. "I'm Just A Baby" (Liljedahl/Decca) Bens Music AB, P.O. Box 342, Solna 4 (a new publishing house) has released two songs from "Skuldror" (George) and "Little Room" (Porke).

Barbara Kerr has been working with Gehrmann for quite some time now, and has also worked with Bellini, and published two songs which have been in the top 20 of the Swedish charts for some time. Gehrmann has also had a lot of success with his songs in other European countries.

New Swedish artists appearing in January include "Blue Eyes" with Mooney, and "Cinnamon Cider" with Liljedahl. Gehrmann has also worked with several other artists in Sweden, and is planning to release several more songs in the near future.

In the United States, the release of "Cinnamon Cider" has been a big success, and has sold over a million copies. Gehrmann is planning to release several more songs in the near future, and is looking forward to the release of more songs in the future.

In conclusion, Gehrmann is proof that the Swedish music industry is still very strong, and is producing some great music. Gehrmann is looking forward to the release of more songs in the future, and is planning to release several more songs in the near future.
South Africa’s Best Sellers

1. It’ll Be Me (Cliff Richards)
2. Spanish Harlem (Jiminy Justice)
3. Things (Bobbi D’ariton)
4. Roses Are Red (B. D’ariton)
5. Kiss Me Quick (Elvis Presley)
6. Return To Sender (Elvis Presley)
7. Thrill Of Me (Nancy Sinatra)
8. Patches (Dicky Lee)
9. Locomotion (Little Eva)
10. Wolverton Mountain (C. King)

Japan’s Best Sellers

1. L’Eclisse Collette Tempia (Victor); Mari Sono (Polyloder) Yamaha
2. I Can’t Stop Loving You Ray Charles (ABC Paramount); Takashi Itoh (King) (Copacabana) Tone
3. Al Di La’ Emilio Pericoli (Warner Brothers); Teruo Hata (Toshiba) Suiselsha
4. Vacation Connie Francis (MGM); Yukari Itoh (King); Mieko Hirota (Toshiba); Michi Aoyama (Grannophon); Masako Yasumura (Victor); Ryoko Kainu (Columbia) Tone
5. I Love My Baby (Bob & Carol); Mr. Chico (Ricordi) Tone
6. Locomotion Little Eva (King); Yukari Itoh (King) Tsuyoi
7. The Longest Day Mitch Miller (Columbia) EMJ
8. Alko Itoh (Victor) Tone
9. Follow That Dream Elvis Presley (Victor); Masayuki (King) Aierbach
10. Like I Do Nancy Sinatra (Reprise); Benny Sisters (Toshiba); Peanuts (King) Shiko
11. Return To Sender Elvis Presley (Victor); Three Funkies (Toshiba) Aierbach

Brazil’s Best Sellers

1. A Nafta Cima—Noite Ilustrada—(Philips) (Gombra)
2. I Can’t Stop Loving You—Ray Charles—(Polyloder) Yamaha
3. Canção Do Fim—(Make Haste My Love)—Moacyr Franco—(Passionate)
4. E Vou Na Dizia Nada—Gilberto Alves—(Copacabana)
5. Et Mainânt—Gilbert Becaud—(Odeon)
7. Suave E A Noite—Tender Is The Night—Moacyr Franco—(Copacabana) (Tosahmerica)
8. E Agora—(Et Mainânt)—Wilson Miranda—(Chartecker)
9. E Agora—(Et Mainânt)—Alda Perdigao—(Philips)
10. Leva Eu Sodade—Nilo Amaro & Seus Cantores de Eluca—(Odeon)

Sao Paulo’s Top Ten LP’s

1. ‘S Continental—Ray Conniff—(Columbia)
2. I Can’t Stop Loving You—Ray Charles—(Polyloder)
3. Peppino Di Capri—Peppino Di Capri—(Odeon)
4. Dancing In Wonderland—Bert Kaempfert—(Espanol)
5. Cole Espaõal Novamente—Nat “King” Cole—(Capitol)
6. Nuno Fidencio—Nuno Fidencio—(Columbia)
7. Romantico de Cuba No Cinema—Nuno Fidencio—Romantico de Cuba—(Musidisc)
8. Contrastes—Moacyr Franco—(Columbia)
9. Dedicated To You—Ray Charles—(Copacabana)
10. Isto E Dança No. 3—Sidney—(Columbia)

Rio De Janeiro’s Top Ten LP’s

1. I Can’t Stop Loving You—Ray Charles—(Polyloder)
2. Romantico de Cuba No Cinema—Nuno Fidencio—Romantico de Cuba—(Musidisc)
3. Cole Espaõal Novamente—Nat “King” Cole—(Capitol)
4. Contrastes—Moacyr Franco—(Columbia)
5. Isto E Dança No. 3—Sidney—(Columbia)
6. Cuba Libre No. 2—Romantico de Cuba—(Musidisc)
7. Ed Lincoln Seu Piano E Seu Orgão—Espectacular No. 3—Ed Lincoln—(Musidisc)
8. ‘S Continental—Ray Conniff—(Columbia)
9. CBhy Checker & Bobby Rydell—Chuck Berry & Bobby Rydell—(Parkway-Fermata)
10. Poeme Do Olhar—Miltinho—(Philips)

After World Trip, Rapetti Sees Italian Music in Solid Shape

MIRANDO RAPETTI

MILAN—The possibilities for Italian pop and rock in Japan appear to be at present very good, and look even better for the future.

Japan is the general impression gained by Mariano Rapetti, general manager of Gruppo Ricordi Musica Loggiera, which has recently returned from a long global trip.

For example, Rapetti noted that while in Tokyo he found out that Italian pop music is met with great interest all over Japan, citing the success of such Ricordi hits as “Quando Quando” and “Ai Di La” during 1962.

This market is strongly developing into one of the most important in the world, and it could be a great merchant for Italian music,” Rapetti concludes.

Rapetti reported he had “most useful conversations” with leading publishing and record companies of Japan, as well as with several Japanese officers of Ricordi to improve the “good relationships” already existing.

Rapetti also paid a short trip to Hong Kong, where “Al Di La” had been one of the hits of 1962, and had meetings with many music business executives there.

In New York, Rapetti came in contact with many friends of the various American and British publishers of Ricordi with the Ricordi group. He also received Ricordi’s representation lists with Music Publishers Holding Corp., and Shapero, Bernstein & Co. and concluded agreements with other publishers.

In Hollywood, thanks to the courtesy of Warner Bros. and Paramount officers, he had the opportunity of visiting the studios of the two companies. He had conversations with Mr. Blau of WB and Mr. Stenton of Paramount about the possibilities of getting more songs performed in films, especially Italian tunes, of course.
Is the Argentine record market really very, very weak these days? At first sight, it appears so. However, it can be agreed that record sales, in general, are from 40 to 60% below last year's figures, due, primarily, to the bad economical situation. But the record industry reports shows that things aren't as bad as it seems. If these reports are accurate, Mario Kaminsky of Microfon has announced that record sales have increased by 25% compared to last year. The monthly sale of more than three million pesos. Luís Calvo of Sirena American can has also reported record sales, and his presence in the market is ensured by the manager of one of the plants that custom press for him. Michael Davis of Ariel, who has just returned from another trip, says that the situation is not so very much trouble with payments.

Enrique Irifferri of Suona informed us that his diskery's sales have also been good, and that his sales have been sold successfully. A press report from CBS Columbia informs that John Lear, local A&R, says that December is the month the record label has been released with the singles price raise, less production and therefore more concentration on individual singles product by all record firms and the huge increase in LP sales makes this season look even more interesting. Classical product is also getting a boost through special packaging and subscription multiple LP packages and in increase in LP sales. 1963 will witness the beginning of much more musical TV production especially through the new stronger record programs, especially by American TV. This trend looks like a healthy year for the record business here.

Electrola Records reports that teen star Rex Gable has already passed the 30,000 mark in sales by Joe Dee. That's it for this week in Germany.

Argentina's Best Sellers

1. Dama Felicidad (Free Me) (Painted Desert-Korn) Enrique Guzmán (CBS); Siro San Roman (Music Hall); Raul Lave (RCA)
2. (Abbott Street) (Music Hall); Jackie; David Dante (RCA); Elio Sanguinetti, Juan Ramon (Disc Jockey); Manolo Muñoz (CBS);
3. Avarza (Korn) Palma Ortes (RCA); Los Gin Fizz (CBS)
4. Corazon De Luto (Korn) Chicho Santa Cruz (Microfon); Luís Oréndez (CBS); Ciro Mendoza (RCA); Antonio Ibañez (CBS); Antonio Torno (Disc Jockey); Gaspar (Philips); Julio Cesar (Odeon Popa)
5. Baby Elephant Walk (Famous-Neuman) Lawrence Welk (Music Hall);
6. Cadi Coche (Bicultural) (Siro San Roman) (CBS);
7. Cada Noche Sin Ti (Every Night) (Spanka-Fermata) Paul Anka (RCA);
8. Renato (Moneda) Odeon (Odeon Popa);
9. Renato (Moneda) Odeon (Odeon Popa);
10. Sardina (Zapata) Lucho Garza (CBS);
11. Sardina (Zapata) Lucho Garza (CBS);
12. Sealed With A Kiss (Phililipps) Paul Anka (RCA);
13. Triangulo (Korn) Los Merecles Ferial (Microfon); Rosamel Arraya (Disc Jockey)
14. Rose-Fermata) Paul Anka (RCA);
15. Renato (Fermata) Monica Lander (Odeon Popa);
16. Tequila (Phililipps) Paul Anka (RCA);
17. Los Locos (CBS);
18. The Four Tops (CBS);
19. The Four Tops (CBS);
20. Green Onions Booker T and the MG's (Atlantic)
Activities were very busy in Nashville, with the Wilburn Brothers Agency in preparation for the Xmas holidays and the busy schedule of bookings for the New Year, according to Bob Neal of the talent stable. George Jones and the Jones Boys spent much of their time during the Christmas holidays in Texas playing ballrooms throughout the state. After the first of the year the chamber will embark on a tour that will carry him to practically every county in the country by the middle of Feb. The Wilburn Brothers with Don Hughes and Margie Browning have a final appearance on Dec. 21 for Xmas. Their schedule calls for them to be on the road in Jan., working with Faron Young in dates in the southeastern part of the U. S., for a swing up to Trenton, N. J. on Jan. 12 and New Milford, Conn. on Jan. 13. Next also notes that negotiations are now in progress for overseas appearances for Hank Locklin, The Wilburn Brothers and the Louvin Brothers.

Around Jan. 1, the CMA will move to new offices at 801-16th Avenue, South, Nashville 4. This Owen Bradley's building, is next door to Decca, and directly in back of RCA Victor studios. Additionally, the organization has hired a secretary, Velocette Rucker, who will begin work on Jan. 2.

Jan. 6 saw Sunny Burns with a big record, his first outing on the United Artists label, "Blue House Painted White." According to Burns' manager, Walt Breeland, his current release of "I'm Losing My Mind" shows strong promise of being much bigger than "Blue House." Both numbers were penned by ace Houston townsmith, Buddy Ward. Spinners needing copies of the newie can have same by writing on their station letterhead to Watch at 8811 Anacortes St., Houston, Texas.

Who sez country music isn't Yankee music, Ferlin Husky, Smiler and Kitty Wilton, Darrell McCall, Jimmy Martin and his Good 'n' Country show recently pulled a $7,000 house in Stamford, Conn., a mere shadow of New York City. The show was promoted by Jim Herold, New York and booked by the Nashville-based Hubert Long Talent.

Rex Allen, Mercury Records' singing cowboy and rodeo star, was recently signed to a personal appearance contract by the Canadian Western Stock Show and Rodeo, starting March 23rd through the 3th. Clifford Ross, rodeo chairman, negotiated the contract for the performer.

Hank Cochran recently phoned in from the Music City a cute bit of news concerning Buddy Killen. It seems that the Tree people long had suffered a slight ear infection and Hank kidded him about not being able to hear the hit sound. The chassis was

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Ready now, for Seeburg operators everywhere ... the 2nd edition of this exclusive catalog of Little LP 33⅓ stereo albums manufactured expressly for play on the new LP Console: 223 best-selling album titles: 26 labels. Vocals, instrumentalists, jazz/rhythm/blues, country & western, classical. All are in stereo. Every kind of album music you can program profitably ... in every kind of location ... on the great new Seeburg LP Console.
Cash Box Editorial

The Road To Export

Profits Is Paved With Market Research

The coin machine exporter working overtime this month rounding up 1957-1958 pingames for eventual sale in France may wind up with a warehouse full of games but they probably won't be sold in France. What the exporter has failed to check out is the product demand in France this month. Because of the pingame craze which is part of the French cafe scene today, French distributor trade-in prices on pins are quite low, collections are high, and the demand for late model equipment runs high. But few operators are looking for 1957 models. Our theoretical coin machine exporter could have saved himself much time and money had he checked this out. He evidently doesn't know his market. On Madison Avenue much larger firms spend considerable sums of money on what is termed Market Research. The coin machine exporter would do well to take a tip from the giants—study the market before attempting to sell it!

A close look at the people and their likes and dislikes often uncovers valuable information about a market. A visit to these markets, whether in Europe or South America, or even Asia is warranted, if the entry or present position in the export business is a serious one. The cost of periodic travel runs high. However, it is a wise investment and can many times be offset by a single new contact.

Morris Nahum, Sales Director for the R. H. Belam Company, writes in this current issue, of his experiences in Belgium and other countries while in Europe during his seventeenth trip. Nahum admits that he still learns much upon visiting these markets. Without periodic contact, Belam would undoubtedly find it more difficult to hold its present position among exporters.

The wholesaler who has an export division need not spend as much time as the full-time specialist where the stakes run higher. But a working knowledge of a country whose main entertainment stems from a sidewalk cafe, another country which looks favorably upon gambling, and still another nation in the process of considering a ban or perhaps a lifting of restrictions, is the very least to be expected if this market is to be sold. Regular contact with informed people in these markets can bring about this information.

As the export market settles, it ages with discriminating tastes much as the people who make up this market. No longer is older equipment in demand. Newer music machines are called for by most of the countries today. Even the old style amusement machine cabinet is almost passe. Vending machines must do much more than vend a stick of gum and in addition to the problems of the vending industry in America, the European is asked to substitute a quick snack for a leisurely lunch or dinner.

These are the details of the market—the personalities of the people. These are the little things that mean a lot to the buyers, and should be as important to the sellers of equipment here in the United States. Once we have this working knowledge, there will be a logical increase in the already astronomical figures which comprise the all-important export market.
BELGIUM

Belgium Loves Bingo, The Dutch Are Behind, Germans Highly Selective, As Market Grows

Last week the December 29 issue of Cash Box carried the first of a three part series of articles written by Morris Nahum, Sales Director for R. H. Belco Company. The report covers a ten-country tour which traveled over a one hundred thousand miles, and which was undertaken in order to cover this market. This week the report covers Belgium, Holland, Luxemburg and Germany.

Next week: Denmark, Switzerland, Austria and Greece.

BELGIUM

I hope that my other European friends will not be offended, but I still say that the heart of the European coin trade beats in Belgium. Whatever is the type or vintage of your machine, if it can be sold, the Belgians will sell it for you, or will find a use for it.

Juke Boxes

Starting with jukeboxes, if you bear in mind that right after the war, Belgium had about 65,000 cafes, where G.I.s and Tommies could hang around, and that the latest count of cafés shows that although the number has decreased, it still stands at 45,000 cafes in Belgium, part of this statistic is that, in a Belgian cafe, the jukebox is an indivisible part of the equipment. It is hard to say whether it is rentable or not. It is just a part of the cost in setting up a cafe. Now, on the other hand, if you consider that there are close to 35,000 jukeboxes, a 10% yards, some of equipment, means 3,000 jukes both used and new that must be imported. In 1962 Belgium imported close to 2000 new phonographs, as well as over 1,000 used machines which were sold to secondary and smaller locations. Moreover, a lot more is imported than is used. The Belgians import machines for the prize purposes which sometimes is done after reconditioning the machines. Therefore, the best for the U.S. coin phonograph exporter, is still Belgium, and it will continue to be so, for a few years to come.

Amusement Machines

As far as the amusement machines are concerned, there are some 25,000 bingos which provide, or used to provide the favorite pastime of the Belgian. Unhappily, the Belgians was looking for more and more excitement out of these bingos, and the keen competition which existed among location owners, obliged the bingo to indulge more and more, in bonus and payouts of free games. After several years, the Belgian Attorney General of Belgium finally adopted a resolution on a total ban of such devices. The law, for the association of operators, is the one which is made by all means, and finally obtained last month, the following concession: bingos would be authorized on a trial basis, if the machines were to be adapted to operate according to (1) the coin play (single coin mechanism) (2) no more than one free play per game. So far the Belgians would delineate themselves to these drastic restrictions. The DutchStandard deluxe, while bingos are staying there, and one could say "in Belgium old bingo never dies." An interesting by product of the governmental fight versus bingo, has been the pinball machine. If we could convince the attorney general to differentiate between bingos and pinball machines, as he did in the States, a new market for pinball machines could be created. In these efforts of the export distributors together with our agents in Belgium, we have been following the situation, and now I may say that, with the late trend for pinball machines, we have been gaining, for several years to come. While a nice business is constantly developing now in new pinball machines, it will not be too far, when U.S. coin machines will be found in the late used machines in Belgium.

Vending Machines

Coming to the vending equipment end of the business in Belgium, one can say that, while Belgian are in all types of locations, and in all fields, they are taking their time to recondition the vending machines in their activities. It may be the influence of big brother France (which could export the biggest number of vending machines) and their influence is spreading to the other areas. Therefore, the reason may lie in the fact that the Dutchman likes to eat anytime of the day, maybe this is the reason you are conscious.

But, in the matter of jukeboxes and amusement machines, although Belgium is only 50 miles away, the DutchScene practically operates the machines behind. For every 1000 machines that are in existence, there are 500 machines or less, and will insist on low cost used machines which must be purchased. Therefore, it is not ready to sacrifice your price to the last penny on your barker. In this way you will not forget the Dutch market. As far as bingos are concerned, most of the machines sold to Belgium are machines sold by these machines have taken in Belgium, the Dutch operates several standard machines, but any model less than three years old, is a cadillac by Belgian standards. The lack of supply of pinball machines, I have tried time after time to wake the Dutch operation to take their heads out of sand, and give more attention to this type of machines, but as long as we have experienced the past ten years behind Belgium in this particular field, we are prepared to take

LUXEMBOURG

Thank heavens, this country follows big brother Belgium, and business in coin-operated machines is not too bad, there, including newly introduced pinball machines.

GERMANY

Germany has a big advantage over all other European countries, and recently, and their German government requests: Germany is a big country with hard currency and the highest purchasing power. If they like what we have, and they have a use for it, they will buy it, and one cannot always depend on the demand; but, let us not be overjoyed, the German is picky and quite hard to please.

If you know how to please them and you can give them what they want, your business will never be greater than this fact. This has even applied to large U.S. manufacturers and their respective German agents, as many as 50, who were able to capture the market. If your business is good for Jukeboxes in Germany, just ask the Rock-o-la family or their European and Dutch offices in Luxembourg. On the other hand, the high selection of German works work against the used juke box export, as the operators over there are not too eager to afford it. From now on, the demand for used machines will be sporadic. In Germany, it will start exporting in locations, in any case, if you plan to work in Germany, keep away from machines older than four years.

CROQUET AND COIN BIZ: Nahum (right) combines business with pleasure, and his J. W. Schmidt, Municipal distributor.

For amusement games, the legal regulations are different from either the U.S. and France, and one has to make sense: a game of skill? No good in this country, it is not. It is still more profitable to win, this would mean fat profits for operators and the German authorities, and it is a matter of how many profitable games are taking place, and how many are in the gambling machine? Yes—but, with maximum payout ratios strictly supervised, the gambling games are not too high, and many machines are left, only if free games are not paid out, and therefore, German operators do not care for such, or pinball machines, as long as the gambling wall machines are legitimate, and bring much higher profits.

(Dan Finegan, Virginia Coinvet, Passes Away)

BIRMINGHAM—Daniel J. "Dan" Finegan, retired salesman for Roanoke Vending Exchange Inc., passed away December 24 and was buried at Sacred Heart Cathedral on December 27. He had been a member of the Community Cemetery.

The veteran coinman was formerly employed by E. L. "Gene" Paul Distributing Company, and was one of the best known distributors in the Southwest, and was well known for his popularity in the industry throughout the State of Virginia, and also from Florida, flying over this year.

Finegan leaves to mourn his loss, his wife, Mrs. Rosebud Underwood Finegan; two daughters, Mrs. John Collier of Orange, Va.; Mrs. Will Dougherty of Richmond, Va.; his mother Mrs. W. L. Finegan of Roanoke, Va.; five brothers, Lawrence F. of Lakewood, Ohio; Hugh of Cleveland, Ohio; Edward of Lodi, New Jersey; William H. C.; and Lewis of Washington; a sister, Mrs. Virginia Fairfax, of Roanoke, Va., and four grandchildren.

A swell guy—well met, every inch a perfect gentleman, loved by many, and will be missed by many. May he rest in peace, was a saying observed by John Chandler, MOV Director, on behalf of the members of the Music Operations of Virginia.
Industry Continues To Build Public Restaurant
Business As Problems, Economics Slow Growth

1962 Closes With 40 Automatic Eateries Dotting The

NEW YORK—The vending industry is diligently at work promoting the idea of vending to the public. If the public is not being sold on the idea as fast as the manufacturers make machines, operating costs in some instances run between $24 and $25 per month and unless the operator is geared for such a large scale effort, manufacturers would rather be limited himself to the smaller vending installations.

The speed of having lunch is the biggest attraction for most diners but the idea of receiving the food from a machine is still not acceptable to some of the public. Many preliminaries are necessary before an installation can even be planned.

Central Coffee kitchens are generally used to channel food to multiple locations. This necessitates more than one installation in order to make a profitable venture, in most instances.

During the past twenty months, about forty automatic restaurants have opened. Philadelphia, Chicago and New York City have been among the most important of such ventures, a new installation has been tested, Canteen and Vendo have spent considerable time and money to attract the general public, to test (who opened in Chicago last month with a plush Brass Rail vending-plus standard fare arrangement) and they have already made tests. There has been no indication from firms such as Macke Vending that the public has been made in the public restaurant field.

Ted Nicolay of Western Servomata, a United Servomation subhold, claims that in his opinion, the operator should be prepared to install his equipment in the field or in the current production models on a wide range of breads. No change in cooler design, modification of operation is necessary.

The “cooler collector” changer can be installed on all vending currently in use and to accomplish the 8800 Series Changer.

In both collector units, the collector bank is set to accumulate the first series of dimes inserted in the cooler after each service. The collector can be adjusted to accumulate any amount between $2 and $5. The collector should be equipped with a rate receptivity in addition to the operator.

The “cooler collector” changer is a standard NRI 8800 Series 10-cent sale unit, which can be used for the dime tube used as the collector bank. It will accept two nickels, a dime, or a quarter and make a sale, returning two nickels in change when a quarter is inserted. All nickels and quarters plus the product contented to the cooler cash box, as are the dimes. As the nickel supply is used up, the bank will close and no more nickels will be accumulated in the collector bank.

The “universal percentage divider” is a small auxiliary box, which can be wired into either the left or externally, depending on the design of the cooler and the needs of the location. The divider can be installed in any cooler equipped with a standard electrical change or automation control.

In operation, the divider is pre-loaded with up to $10 in dimes. These are released into the divider cash box by a payday. Every dime from the divider bank is an automatic percentage divider which releases a dime to the cash box. The ratio is one to one, so that the box is empty. The box is usually plugged into a 120-volt outlet, however, it can be plugged into any receptacle with 120-volt service. When the box is empty, it automatically prevents further vends. During the function the divider is the perform, the entire divider cash box can be keyed and locked differentially.

New Curtiss Appts.

WILLIAM E. HUNTER
V.P. Production

CHICAGO—Charles V. Lips, president of Curtiss Candy Company, announced the appointment of William E. Hunter as vice president in charge of production and Robert E. Smith to the newly created post of director of marketing.

Mr. Hunter, who joined Curtiss in 1959, was elected vice president in charge of purchasing in 1958, and will continue to direct all purchasing activities.

According to Lips, in addition to Hunter’s extensive knowledge of and work in purchasing and production, he has had broad experience in the fields of administration, marketing, industrial engineering, accounting and warehouse distribution.

Born and raised in Newton, Kansas, Hunter was a 1929 graduate of Northwestern University where he received his B.A. Degree and majored in Economics. He is a member of the National Association of Purchasing Agents.

Robert E. Smith was formerly vice president in charge of marketing with Martin-Marietta Corporation’s Vending Division, having joined the American-Marietta Corporation in 1942.

A native of Chicago, Smith attended both the University of Chicago and Carnegie Institute of Technology. During World War II, he served three years with the U.S. Army.

Cash Box—January 5, 1963
Jim Mangan Still Claims Outer Space (!)

CHICAGO—A simple press release simply stated that James Thomas Mangan, a popular ex-colman, moved his headquarters of the Nation of Celestial Space (a sovereign territory, believing it or not, from Evergreen Park to Oak Lawn (just southwest of Chicago). Actually, Jim Mangan has been involved in the study of Outer Space for almost a century. In the summer of 1848 he got the idea of staking claim to all space in the sky. After months of research and collaboration with historians and astronomers, he became satisfied that no man or nation had ever made claim to outer space.

On December 20, 1848 the former coin machine advertising exec founded the legal nation of Celestial Space. And as its sovereign territory set all space in all directions from the earth, as far as space goes.

He published a charter, and then proceeded to inform 78 counties of this nation and its claims. He tried to get the charter recorded in the State of Illinois (in Cook County). However, the County Recorder refused to record it.

He demanded an opinion of the States Attorney. The States Attorney wrote a 200-page opinion command- ing Mangan to record the charter. On January 18, 1949 the charter was officially recorded.

Mangan, who retired from his coin machine industry activities several years ago, has devoted his energies, and all his efforts toward his Celestial enterprise, so that the basic philosophy of the Nation of Celestial Space is contained in one word—Magnanimity. By achieving bigness of mind, he insists the peoples of the world can find a better way to live together.

More than 24,000 Americans have participated. They have purchased the Moon, made reservations for possible ownership of spheres of outer space the size of Earth. And even helped Mangan with suggestions for winning ultimate control of space. A majority of these 24,000 Americans have done much work, manual as well as mechanical, without charging a penny for their efforts.

Jim Mangan says he owns Outer Space—and he can prove it!

Amco Music & Vending Enjoys Good Year

It was the final week of a hectic year and here's the way Tenth Avenue looked and sounded as New Year's Eve approached. Officers were rushing to take Christmas disks off juke boxes because barroom patrons were already beginning to speak of next year. "I'm going to play more Nat King Cole than anything else as he was programmed. Some old McGuire Sisters songs and that chestnut "What Are You Doing New Year's Eve" were in evidence and on call at the local one.

Most of the sound in the wholesale houses was from the ringing of the telephones with emergency service required . . . before the big holiday spenders came in. Mass merchandising business was heavy for the entire week.

Buying and selling was slow all week and salesmen used the time to do paper work and make those important calls that somehow never are accomplished during the regular routines.

Operations of background music routes rousing about town switching standard mood music for the holiday programming which was in demand by banks, homes, shops, and even a check-cashing establishment, but that wasn't new.

Juke box rentals hit what might be considered a peak, but who can tell (or better yet, who needs to) how many snails were imported into this country last year, but that's important too.

Joe Munves reports no visitors from foreign lands, or even Ashbury Park as the regulars from not too far away continue to stop by for parts, supplies, and such.

Harry Koeppl uses the slow period to drive to Connecticut and the morning is crisp and clear and its smooth driving all the way. In search of a sale for the Albert Simon Inc. equipment, Harry finds that Christmas in New England is a sight that.s out East. The New England musical scene is really something special.

Meyer Parkoff returns to New York. Ave., showroom after a flight from Chicago and arrives in time for some holiday cheer at the Atlantic offices on Friday evening for the weekend.

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Joe Schreiber answers the Runyon telephone and says there should be more than one Christmas each year, this year's was so Merry. (Don't tell that to the 80% of the horses salesmen who claim there's no sale in the New York showroom, after completing an orientation on things out in Spokane. Joe will stand "outside" in a few weeks talking to their home grounds and Nate figures there should be a golf course in his future by Spring, providing the sales rep doesn't run into colonists who would rather play golf, or worse yet, work!

Morris Rodd, a stout-hearted man if ever there was one, celebrated his 21st wedding anniversary last week. Nate is still having a little dinner in a fashionable Jersey restaurant, returned after dinner to his friend's home, and while one of the celebrants was deep in explanation of a current international problem, Morris got up and "But for a split second," the said the sales exe, "but he caught me."

Speculating as Al Simon's place, Al D'Inzillo checks out some of the photo equipment on location at Woolworth's and in the Coliseum, as the Clyde Beatty Circus continues to attract a heavy volume of people.

Al Rodstein, Mackie Vending v.m., looks for a bright year in our Chicago vending business and for some additional business from a new line which will eventually unfold under the tutelage of Jim Ginsberg, who heads the No. Broad- way showrooms.

Sol Groenteman and Hank Grant back in Philly still doing a big export business. Hank is without work and is looking for a job to set up his own export business. Billy Witzstein checking out that Kansas decision last April which brought about the raids throughout the country last Spring. I understand Mike Shill is in Philadelphia. The people coin games were confiscated by agents in Philadelphia alone.

The trade is still talking about the day Gross, at the Monroe Coin's top man, who passed away last week and was only 49 years old of London, America's Coin Show another sell-out. Look for 66 exhibitions to attend. Many new products and columns scheduled.

YOU JUST CAN'T WIN DEPT: In correcting an item two weeks ago which incorrectly stated that Amusement Products of Pennsylvania, the omission of a single word (not) led readers to believe that there was another contradiction. To set the record straight, here's the way the Rugby Planet is rounding out the year: 425 machines; D. Lazar Company: Active—Eastern Pennsylvania, bounded on the west by & in- cluding the counties of Bucks, Berks, Schuylkill, Chester, Delaware, Dauphin, and Lancaster. Lazar—Western Pennsylvania, bounded on the East by & including the counties of Tioga, Lycoming, Union, Snyder, Juniata, Perry, Cumberland, and Franklin.

— AND SO IT WAS ON TENTH AVENUE AND ON EVERY COINROW IN THE COUNTRY AND AROUND THE WORLD AS THE TRADE SLOWED DOWN FOR IT'S YEAR'S END TAKING TOAST IN HAND AND WISHING EVERYONE, AS WE AT THE CASH BOX WISH YOU, A VERY HAPPY AND HEALTHY NEW YEAR TO YOU, AND YOU, AND ESPECIALLY TO YOU!

Eastern Flashes

the orbital sound

Locations love it! Fully perfected, full-range, self-contained Stereo Round. Order yours today! All in one phonograph. See it—
At your Radio Mangan Distributor "Patiently they waited..." Rowes AC Services

Valley Sales Co.
333 morton st., bay city, Mich.

POO L TABLES

for '62! NEW DELUXE FOR '62! SPECIAL POCKET BUMPER POOL®

NEW DESIGN—

— NEW MECHANISMS—all metal, chrome or plastic. See write direct.

National's

NEWEST SHUFFLEBOARDS

16" - 18" - 20" - 24" - 26" ECONOMITE-LITE and 13" STAR-LITE MODELS ALSO FACTORY RECONDITIONED

COMPLETE LINE OF WAXES

POOL TABLES

50" x 90" IMMEDIATE DELIVERY
NATIONAL SHUFFLEBOARD CO.
31 Main St., E. Orange, N.J. OR PHONE: 201-02 2-9100

ONLY

Wurlitzer

HAS THE

TEN TOP ROUNDS

Cash Box—January 5, 1963
We can’t think of a better way to start this initial 1963 column than to echo the very optimistic predictions for this New Year from all of the coin machine industries in this coin-rich capital of the world’s trade markets. The predictions on space preclude our singling out all of the individual predictions. But, suffice it to say that all are eagerly looking forward to a truly HAPPY, PROSPEROUS NEW YEAR—1963 CHURCHILL!

Well, we finally received our passport from Jim Mangan, “ruler” of Celestia, and the Universe of Space Usher. Jim is now a resident of Evergreen Park, locating at 3600 West 60th Street. Our new Outer Space passport permits us to visit the Moon (how about that?). We also received a lovely Christmas card from Jim and his lovely Carol Mangan.

How about this: A Redondo Beach (Calif.) operator of a coin-operated machine that produces and vends plastic reindeers, after it spurred forth 1,600 toys at one throw, had this to say: “The points are set too fine, and it gives the machine hallucinations. It thinks it’s getting paid.”

The entire staff at Williams Electronic Mfg. Corp. were treated to a delightful Christmas party last Friday Dec. 4th. Bob Stern, marketing personnel, and his staff celebrated with DeBoo, Arf, Weinsend, Dave Howls, Mary Roseman and Jack Mittel. . . . The huge Bally Mfg. plug is a thing of the past in 1963. Ready on the firing line are such popular Bally exes as Ray Moloney, Herb Jones, Bill O’Donnell and Don Moloney.

Sales at D. Gottlieb & Co. for Gottlieb’s “Rock-A-Ball” pinball amusement game assure the local firm a terrifically good and happy New Year sales wise, as well as in the outlook for future sales releases to the coin machine trade, according to Alvin and Nate Gottlieb and Judd Weinberg.

One of the choicest coin machine showrooms was noted at Gil Kitt’s Coin Machine Exchange, where Christmas decorations were the jolliest theme of the season. John Weisberg and Bill Herberd are all geared for a big, successful New Year. Joe sez Rock-Ola “Rhapsody” and “Captain” phones are increasing in popularity, as more and more music ops now than they were when first intro’d to the trade.

Prexy Roy McGinnis and vice prexy Dick Tennes are just about settled down as the holiday season is drawing to a close, and looking forward to a great 1963 at J. H. Keeney & Co. Clayton Nemeroff feels certain that sales will increase tremendously over 1962.

We chatted briefly with Herb Gettinger and Bill DeSelmi, over at United Mfg. Co. The result was that 1963 looms very big in United’s sales offices in sale of amusement games produced by United. . . . A happy greeting was voiced by Ray Moloney, vice pres. Melcor. Bob Blumfeld, managing director of MOA, looks to 1963 with much hope and anticipation for the future of MOA’s membership. The recent votes of confidence from regional music operator organizations (with supporting checks) assure MOA heads of a big increase in the national membership drive. There are equally high hopes for ’63 among such MOA stalwarts as prexy Harry Sandgrass, board chairman Clint Pierce, Lou Casola, and many others.

A brief visit to Rock-Ola Mfg., revealed to us that there is little time to celebrate the holiday season. Of prime importance now is the heavy production schedule in the factory for Rock-Ola “Rhapsody” and “Captain” phones, as well as Rock-Ola “IVY” coffee vending machines. The happy holiday amuse are visible on David C. Rockella, Edward G. Doris, Donald Rockella, David Rockella, Franklin Doyle, Ralph Wyckoff, Bill Haldeman, Les Rieck, Art Ehalt, Art Janka, Jack Barabash and Frank Schutz.

All of Atlas Music’s field men were in for the holidays, when meetings were held to lay plans for 1963. The outlook for ’63 is very bright indeed for Atlas Music. James Pettenato, Ed Moloney, Harold Schwartz and Irv Orritz. . . . Joe Kline, prexy First Coin Machine Exchange, relates that 1962 was a banner year for Williams phones in Chi. He and Sam Kulber and Fred Klein, of E2 E2, are busy laying plans for a huge sales campaign for Williams.

A brief note of Exhibit Supply hints that there are some surprising innovations coming out of Exhibit Supply soon, and success too. . . . We got the word from Hank Ross, Marcine (Iggy) Wolverton and Ralph Sheffield, at Midway Mfg. Co., that 1963 will be ushered in at Midway (shortly after the first of the year) with a brand, spanning new success of ’63. We wait and see.

This is the first New Year celebration for the World Wide gang in the firm’s new headquarters, and Joel Stern, Fred Skor, Art Wood, Bowie Ferr, Kurt Kluever, all of whom have worked together in the company went all out to cheer in the New Year. As for the outlook, according to Joel and Fred, well, it couldn’t be better.

“We certainly expect a much more productive parts and games business in 1963," said Ted Rubey, president of Marvel Mfg. Co., when we chatted with him at home Christmas Eve. "Cedette Bye. They are presently enjoying excellent sales with Marvel’s production of electrical scoreboards for shuffleboard games.

Dean McMurdie, vice president of Rowe-AC Services, spelled out a most encouraging year of sales of Rowe vending machines and AMI coin-operated phones and background music equipment in 1963, when he chatted with us. And he foresees a fine show at Rowe-AC Service and Jack Harper, Fred Podlak, Dean McMurdie, Tom Sams, Jack Dunwoody, Jim Newland, Don Lund, Jan Ross, Bob McGregor, Phil Glover, Jerry Marcus, and Robert Eiding.

Optimism reigns supreme at the Seeburg Corp. executive offices, where board chairman Delbert Coleman voiced the rosy optimistic views of Seeburg’s exces for 1963. Among those counted were Jack C. Gordon, Ted Herring, Bill Adair, Bruce Jager, Bob Brethler, Stan Jaroque, Stuart Auer, Ed Cleland and Bob Dunlap. New even bet on their coming up from the gang at Seeburg. And to the trade we say A HAPPY NEW YEAR!

Cash Box—January 5, 1963
HAPPY  NEW YEAR

ROSEN.

Harold. trustee

325.00

$235.00

Raymond another.

C.

Milton Herbert a Sales

UNITED

BALLY

BALLY

Q

ROCK-OLA

ROCK-OLA

$15

Enclosed

PHONE

For

SHARPSHOOTER

YORK

BROADWAY

1475

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Michael Distributing Spends Three Evenings With Ops
On Seeburg Milk, Coffee and Cigarette Service Schools

SEATTLE—Michael Distributing Company, this city, held Service Schools at their offices at 100 Elliott Avenue West, Seattle, Washington on three successive nights of December 4th, 5th, and 6th. A large attendance was had on each night as Seeburg factory representatives, Shankweiler supervised all three sessions with the able assistance of Michael Distributing Company Service Manager, Jack Wuthrich.

The first night was spent on the Seeburg Model MV-1 Cold Milk vendor and also on the Seeburg Model 4SCD-210 Cold Drink vendor. Both of these machines were completely covered from top to bottom and all pertinent parts of the machines were pointed out for thorough discussion. The second night witnessed the largest turnout of the three nights as the entire evening was spent on the Bailey Coffee Vendor. The Bailey Model 661US was introduced and gone over point by point stressing the latest new features that have been added to this model since the Model 661US. Numerous questions and much interest was shown in the Bailey Model 662C Coffee Vendor which was also used for demonstration purposes.

The last night was spent on the Seeburg Model 4E2 Cigarette vendor. The cigarette vendor was completely dismantled from the inside out, and each component part was discussed as well as stressing all of the latest features of the Seeburg cigarette vendor and showing its flexibility in pricing and "Marriage Column" feature.


Booklet Outlines Costs of Trucking

CHICAGO—A third edition of its popular study analyzing the merits and demerits of truck fleet leasing plans compared with company ownership has just been published by the Foundation for Management Research.

It is entitled: "Truck Fleets: Lease or Buy? An Analysis of Truck Transportation Costs." The 32-page study has been revised to include data from a new survey covering fleet operation practices of more than 4,000 corporations, as well as leasing plans offered by national truck leasing organizations.

Four complete tables are included in the study, which analyze costs of company-owned fleets and compare those costs with leasing. The study develops a "cutoff point" to aid financial officers in determining when it is more profitable to lease truck fleets and when it is more profitable to own them. The study also analyzes various lease plans, pointing out advantages and disadvantages of each.

Single free copies of "Truck Fleets: Lease or Buy?" may be obtained by executives by writing to the Foundation for Management Research, 1217 West Adams Street, Chicago 30, Illinois.

ATTENTION EXPORT BUYERS & MARYLAND OPS!

WE HAVE IN OUR CECIL COUNTY WAREHOUSE THE FOLLOWING BINGS & UPRIGHTS FOR SALE.

<table>
<thead>
<tr>
<th>BING</th>
<th>PRICE</th>
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<tr>
<td>GOLDEN GATES</td>
<td>$500.00</td>
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<tr>
<td>LIDOS</td>
<td>$150.00</td>
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<tr>
<td>CIRCUS QUEENS</td>
<td>$600.00</td>
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<tr>
<td>ROLLER DENDS</td>
<td>$400.00</td>
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<tr>
<td>LAGUNA BEACHES</td>
<td>$375.00</td>
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<tr>
<td>BALLERINA</td>
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<tr>
<td>SEA ISLANDS</td>
<td>$200.00</td>
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<tr>
<td>TOUCH DOWNS</td>
<td>$300.00</td>
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ANY OTHER UPRIGHTS, CONTACT R. MOOR, AT 302-368-2350 EASTERN SHORE AMUSEMENT CO. SERVICE CHESAPEAKE, CITY (CECIL COUNTY) MARYLAND TERMS: C.O.D. CHESAPEAKE CITY MARYLAND

The Buyers Read Cash Box

Cash Box—January 5, 1963
Want--Beach Clubs, Beach Beauties, Gay Times, Big Timers, any other Bingen complete and in working order. Contact for cash. DAS CONNY, 1024 BUF. RP, EVANSTON, ILL. (Tel. BU-5532).

Want--Pay top cash dollar for 1977 & later Gottlieb and Williams 3-1/2s or will accept in trade for shuffles, nukes, late model 45s, and a cash advance. Quote prices for nearest support. PERSONAL CHECK OR MONEY ORDER ACCEPTABLE. ANTIQUE BINGO, TEL. 312-3331.

Want--used 45 rpm records. All types, any number, job lot or off the shelf. We pay highest prices and the Deal makes regular shipments. J & D SALES, 1 VICTORIA ST., WEIRTON, W.VA. (Tel. 3-4737).

Want--Gottlieb Pinball Games and Seaborg (Bowling) Games, brand new and used. (Tel. BE-1616). Quote prices F.O.B. nearest support. R. KUBINS PECOS, 5000 GUY LIVINGSTON, CLEVELAND, OHIO.

Want--We pay the highest price for all Bally Rolls, or used Gottlieb equipment manufactured 1952 up and interested in all brand new equipment too. Contact for a complete list of games or write to: HOLLAND-BELGIUM, EUROPE, SPRING AVE., LOUIS, BRUSSELS, BELGIUM. (Tel. 3-7664). Address: HOBEL- EEURO-BRUSSEL.

Want--Job Box Operators For a steady round out fett for your used records Manifest Corporation, 17 comfortably 490, or by mail to: 310 AVE, N. Y., N. Y. (Tel. CI-5468).

Want--Your used or surplus records all prices. We buy your used and pay top prices for anything you have. We pay freight, RECON DISTRIBUTION PROVIDENCE, R.I. (Tel. UN-12580).

Want--Panasonic and Panamatic parts, United Triple Play Wanted, ADVANCE AUTOMATICS, 325 DONALD, FRANKFORD, CALIF. (Tel. RE-1668).

Want--For Sales: Seaborg and Watelif Bars, for installation. Send list, condition, prices. HASTINGS DIVERSIFIED CO., 4224 MONOVA RD., MILWAUKEE 12, WISCONSIN.

Want--Onr. Triple-Play For Sale--51 New four game pinball games, with 175 original parts, as is, or small halls. NOBOLE NOVELTY, 929 BAY 12, FRANCISCO, CALIF. (Tel. MA-1438).

Want--New or Used records not over 6 months old. We pay to list and can use 1/4" 45's. DIXON BINGO, 857 67TH ST., DIXON, ILLINOIS.

Want--Bally or United Bungee Blackhawks, New and Used. Contact, Via TELEGRAPH BARGAIN BUYERS, 1813 24TH AVE., BARTONNING, ILL. (Tel. MA-1211).

Want--My age used 45 rpm records. Tell us what you have. We pay all freight from anywhere. We pay highest prices. Tell us your prices. Don't wait. Write us today! MACHINERY, 424 E. Broad St, Richmond, Va.

Want--H.C.V. 2-3 Speakes--TOLEDO COMMUNITY MACHINE, 1618 SUMMIT STREET, TOLEDO 4, OHIO (Tel. CH-2319).

Want--Quesnel Palmer has an office in Antwerp Buyer of Seaborg, Watelif and AMI games. He pays top prices for any game, arcade equipment. Cash on the line. Contact PALMER at BELLEVUE, 210 SOMERS STREET, ANTEWERP, BELGIUM.

Want--Mechanic, Full-Time, Experienced and dependable. WANTED BY CASH Bu.hour., INC., 133 WASHINGTON AVE., BURLINGTON, ILL.

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The image contains a page from a classified advertisement section, listing various items for sale. The items include electronic equipment, clothing, and other miscellaneous goods. The text is a mixture of descriptions and prices, with some items marked as being sold by wholesale or retail. The page appears to be from a local newspaper or a similar publication, offering a variety of items ranging from general household goods to more specialized equipment.
It's Here! UNITED'S CIRCUS ROLL-DOWN BOWLING ALLEY

Players' Choice of 7 Ways to Play!

- REGULATION SCORING TOP SCORE 300
- DUAL-FLASH SCORING TOP SCORE 9600
  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
- ADVANCE SCORING TOP SCORE 7300
- SPECIAL SCORING TOP SCORE 8900
- BONUS SCORING TOP SCORE 9900
- FLASH SCORING TOP SCORE 9600
- ALL SPARES SCORING TOP SCORE 3600

NO-STOOP Shuffle-Alley Height

CHROME RAIL

Designed by the ORIGINATOR of Coin-Operated SHUFFLE ALLEYS and BOWLING ALLEYS

Size
9 ft. 2 in. long
2½ ft. wide

SHIPPING WEIGHT (CRATED)
465 lbs.

HIGHEST RESALE VALUE

ORDER FROM YOUR UNITED DISTRIBUTOR TODAY!

UNITED MANUFACTURING COMPANY • 3401 NORTH CALIFORNIA AVE., CHICAGO 18, ILLINOIS • CABLE ADDRESS: UMCO

TROUBLE-FREE OPERATION
1 to 6 Can Play
10c PER PLAYER

See the Complete Profit-Making Line of United Amusement Games for Every Type of Location Now at Your Distributor
The Capri 100 is enhanced with beautiful brilliant colors and gleaming metal appointments. This plus Rock-Ola's NEW Exclusive FULL DIMENSIONAL STEREO Sound makes the Capri 100 the most wanted phonograph.

**MODEL 404**

**ROCK-OLA Capri 100**  
with Full Dimensional Stereo
**MODEL 404 DELUXE**  
STEREO-MONaurAL PHONOGRAPH

**PRE-ANGLED 2½” TWEETERS ON BOTH SIDES**

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

**FEATURED STAR DISPLAY PANEL**  
For model 404 Capri 100 Selection Phonograph

**NEW ROCK-Ola WALL BOX**
• Entire mechanism removable for fast efficient servicing!
• Extra large coin box.
• Deep recessed 50¢ coin chute.
• Completely sealed hinged front door.
• Revolutionary new selection system.
• High styled design.
• Accumulator permits multiple coin deposits.
• Rugged construction.
Model 1558  
(160 selections) Wall Box  
Model 1564  
(100 selections) Wall Box

**TRUE FULL DIMENSIONAL STEREO SOUND**  
is delivered right at the phonograph by combining perfect factory pre-angled stereo cone tweeters... with the main unit speakers. Achieving a sound that immediately captures the patrons attention—thus assuring complete location satisfaction and maximum earnings.

**LOOK TO ROCK-OLA FOR ADVANCED PRODUCTS FOR PROFITS**

Rock-Ola Manufacturing Corporation  
800 North Kedzie Avenue  
Chicago 51, Illinois