For selling 6,000,000 albums, Roger Williams, Kapp recording artist, was awarded his 6th Gold LP at the annual sales meeting of Kapp Record, Inc., held at the Savoy-Hilton Hotel in New York last weekend. The company estimates that—based on Williams' LP and single sales—his fans have spent in excess of $25,000,000 on Roger Williams records. Still riding the charts with his “Mr. Piano” LP, the company is issuing his latest album effort this week titled Roger Williams “Country Style.” A new single by the pianist will be released shortly. Williams has just returned from an extensive concert tour to attend the Kapp meeting.
SELLING!

"OUR WINTER LOVE" BY BILL PURSELL

4-42619

SELLING!

"SEEIN' IS BELIEVIN'" BY EDDIE HODGES

4-42649

COLUMBIA SINGLES SELL!
FROM ABROAD

Considering that only thirty or so titles make it to the number one spot in any given year, any producer who can give the industry one tenth of that total deserves the record manufacturers' attention.

During 1962, the international market was just such a producer, turning in three top-of-the-chart smashes in "Telstar" by the Tornados on London, "Stranger On The Shore" by Mr. Acker Bilk on Atco and "Midnight In Moscow" by Kenny Ball on Kapp.

In addition to the number one's, other key records created in foreign lands met with vast U.S. acceptance: Bent Fabric's "Alley Cat" hit made it to the number two spot; Frank Ifield's "Vee Jay release of "I Remember You" hit as high as number five; and Emilio Pericoli's Warner Bros. release of "Ai Di La" was a top-tenner.

And there were many other strong disks produced abroad that made solid showings during '62, even though they weren't of the top ten variety: Bert Kaempfert's "Afrikan Beat" and "That Happy Feeling," The Springfields' "Silver Threads And Golden Needles," Charles Drake's "My Boomerang Won't Come Back," Anthony Newley's "What Kind Of Fool Am I" and a handful of others.

The total number of records from overseas to hit here may not be impressive when measured against the total of American hits produced on our shores. But upon examining the average of successes, the figure is phenomenal.

Cash Box receives an average of 100 to 150 singles a week. Of these no more than one or two a week are masters from abroad. And considering that so few are released, the showing these waxies have made during the past twelve months is truly outstanding and far better than the success average of any new American single.

Perhaps one of the reasons for this strong showing is the "pretested" situation which exists as far as international releases are concerned. Although tastes may vary from country to country and language differences may create problems for many singles, nevertheless, people are people the world over. And if a sound meets with the approval of one group, it has a decided advantage among another group. This is especially true in the area of instrumentals.

Instrumentals circumvent the language barrier and probably have the greatest potential. Evidence of this are the three foreign disks which hit the number one spot—all three instrumentals.

There is no doubt that the international market keeps gaining in importance as a producer of American hits—not only via masters but also through foreign songs cut by American artists. For example, Brenda Lee's big "All Alone Am I" was written by Manos Hadjidakis who gave us "Never On Sunday" a year ago, and Sammy Davis, Jr. came up with his biggest hit in years in "What Kind Of Fool Am I" from the Newley-Bricusse penned score. And let's not forget Mr. Jobim, our Brazilian friend, who gave us "Desafinado" which started the Bossa Nova kick.

Our friends abroad played a major role in making American music more interesting. And you can bet American eyes will be keenly focused on activities in foreign lands during '63.
69  MOLLY  LITTLE GOLDSWORTH-Laurie-3148  77  84
70  I MAY NOT LIVE TO SEE TOMORROW  BRIAN HYLAND-ARC-10374  78  85
71  JAYA  DAVE PEARL-Frontier-1004  80  94
72  SHAKE ME I RATTLE, SQUEEZE ME I CRY  MARION WORTH-Columbia-25640  81  89
73  SPANISH LACE  THE MANDALIS-Liberty-35530  66  56
74  WILD WEEKEND  ROCKIN' REVOLUTION-4125  88  —
75  YOUR CHEATIN' HEART  RAY CHARLES-ARC-10375  71  67
76  RAINBOW AT MIDNIGHT  RONNIE MILSOM-Capitol-4841  85  —
77  CHICKEN FEED  HENNI FARRIC-Arc-6245  86  79
78  SHE'S A TROUBLEMAKER  GEORGE MURPHY-Riverside-3185  73  72
79  ZERO ZERO  LAWRENCE WELK-Disc-10240  82  91
80  LITTLE TIN SOLDIER  BOBBY BIRD-Blonde-360  100  —
81  POPEYE WADDLE  DON COFAY-Columbia-7239  92  —
82  CALL ON ME  BOBBY BLAND-Dak-360  100  —
83  WOULD IT MAKE ANY DIFFERENCE TO YOU  ETTA JAMES-Argo-5430  91  98
84  I'M A WOMAN  PEGGY LEE-Capitol-4880  85  —
85  ALL ABOUT MY GIRL  JIMMY McGRiff-Sue-777  93  —
86  WHAT TO DO WITH LAURIE  MIKE CLIFFORD-United-Arts-557  93  —
87  AL DI LA  CONNIE FRANCIS-MGM-13116  93  —
88  DARKEST STREET IN TOWN  JIMMY CLANTON-A&M-405  96  —
89  A GYPSY CRIED  LOU CHRISTIE-Ruff-Ruff-457  93  —
90  MAYBE YOU'LL BE THERE  BILLY & ESSENTIALS-Jodie-129  95  —
91  RHYTHM OF THE RAIN  CASCADES-Victor-6116  93  —
92  JELLY BREAD  ROCKER T. & M.G.-5-A-331  93  —
93  MAMA DIDN'T LIKE  JUNE BRADLEY-Chess-3345  93  —
94  FROM THE BOTTOM OF MY HEART  DEAN MARTIN-Reprise-20159  100  —
95  I NEED YOU  RICK NELSON-Imperial-3001  93  —
96  LET ME GO THE RIGHT WAY  SUPREME-Nortone-1034  94  90
97  HOW MUCH IS THAT DOGGIE IN THE WINDOW  RUBI JANE & ROCKABILLY-UA-540  93  —
98  BOSSA NOVA, U.S.A.  DAVE BRUBECK-Columbia-42651  93  —
99  LITTLE WHITE LIES  KENJINA-A&M-704  93  —
100  EVERYDAY I HAVE TO CRY  STEVE JALALI-Checker-1032  93  —
100  PEPPERMINT MAN  DICK DALE & DELTONES-Dick-Tune-5020  93  —
NEW YEAR'S HIT

FADED LOVE
#55526
Jackie De Shannon

LIBERTY RECORDS

Cash Box—January 12, 1963
**AF Debuts LP Deal For Consumers, Dealers**

**NEW YORK**—Audio Fidelity Records is running a consumer-dealer sales program on its entire catalog of mono & stereo LP product. Through Feb. 15, consumers can buy any LP album at 1/3 off the suggested list price when he buys another at regular list. Dealer in turn is able to buy albums on a one for every three purchased (equal to 25% discount). Program will be backed by consumer ads, displays, window streamers and merchandising aids.

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**MARIO PAYNIR**

**HiFi Playing Time in '62 Averaged 547 Â½ Hrs.**

**NEW YORK**—The average hi-fi fan played his set 547 Â½ hours during 1962, reports Jensen Industries, leading manufacturer of phonograph needles. That boils down to 10 Â½ hours a week—or an hour and a half a day. Actually, it's an average for every consumer—besides the lucky one whose brand new Hi-Fi is going strong. A typical record buyer who rarely turned his hi-fi off to the comparatively disinterested spectator whose hi-fi came with the TV, explains Karl E. Jensen, president of Jensen Industries.

The average fan wore out one diamond needle sleeve or 12 sapheine needles during the course of the year just ended, Jensen adds.

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**Cash Box Names New Rep In Italy**

**Command Releases 5 LP's For January**

**NEW YORK**—Command Records has set 5 LP's for January release, four new albums and a reissue. The new albums were demonstrated for the label's national distributors at a recent all day sales meeting held in Gotham's Great Northern Hotel.

**HiFi Distribs Hear Of Bright '63 At Regional Meets**

**CHICAGO**—Mercury led off its three-day series of regional meetings for distribs and their salesmen Dec. 27, 28 and 29 with predictions for a “good year ahead for the disk industry and a healthy U. S. economy for 1963.”

Irwin H. Steinberg, executive vice-president, kicked off the meetings by reporting that the 1962 sales figures for the recording industry as a whole show an increase of 16% over 1961, with the prime growth appearing in the record stores. Phono sales, Steinberg pointed out, showed their first substantial growth in some time, with unit volume up nearly 1 million for the first 10 months of 1962. Steinberg concluded that the country's economy for 1963 will be characterized by a period of "vitality and growth."

Kenneth S. Myers, vice-president in charge of sales, introduced the new January sales plan which he said, combines high quality product with truly competitive pricing designed especially to meet the needs of today's record dealer.

The new plan covers three album groups: the 30 new albums included in the "Heilbronn Product," which includes all albums issued from October 15, closing date of the Fall sales plan, to January 31, 1963; the reissue of the 50 best releases in the Mercury catalog. The new sales plan provides 15 free for each 100 sold in these categories, and 20 free for each 100 sold for all general catalog products, exclusive of Wing and Wing Classics.

A highlight of the meeting was a lively slide film presentation of Jan. pop and jazz product, done as a satire on the Edward R. Murrow “Person To Person” TV program. The sales force found themselves being introduced to a group of famous personalities: The Lone Ranger and Tonto, for example, appeared to introduce "This Is My Life." The "voices" of Arthur Godfrey, Fidel Castro, John F. Kennedy, Jerry Lewis and others gave testimonials to their products, via new social media in the form of the Beatles. The Beatles were done by enter- tainer Ray Van Steen, and the film was prepared by Lou Reiner, coordinator of imported music.

John Woolford, sales manager for the classical division, presented the January classical product which, he said, "typifies the classical department's new policy of broadening its scope in both selection of artists and in choice of material.

In conclusion, Woolford said that the classical division’s new policies was given by Wilna Cozart Fine, vice-president; (Continued on page 35)
Kapp Distribs Get Low-Down On January Program at New Meet; Al Cahn Named Nat’l Sales Head

NEW YORK—In a meet unprecedented in the eight-year history of Kapp Records, over 150 people representing Kapp & former Kapp distribs were set to attend the intro of the label’s big January program (see page 4) at the Savannah-Hilton Hotel, this city.

The distris, treated in a lavish manner by the dikkiy, were informed of 1962’s projected label sales and received a 15% LP discount deal for Jan. (see below).

The occasion was also used to announce the appointment of Al Cahn, formerly of Cameo-Farway Records, to the post of national sales topper (see details below).

Stated the afternoon with the sales meet at the Savannah Hilton, the Confab was scheduled to continue until midnight with a cocktail party and dinner-dance, topped off by a variety show put on by key artists of the label.

In a prepared statement, Dave Kapp, president of the indie opened the meeting with great optimism and promised the record industry would continue to grow. Citing, the year of 1961, which was one of the best (it was one of the best years the label had in its history), he went on to say that Kapp Records had made over $100,000 in sales.

He then introduced Phil Skaff, vice president of sales, who continued the thought by announcing that “in a move to equip ourselves with more of the very finest people available,” he has appointed Al Cahn as national sales manager of Cameo-Farway.

Cahn, who will add to Kapp after a 2 1/4 year stint as national sales manager of Cameo-Farway.

For 6 1/2 years prior to this, Cahn was district sales manager for the Raymond Rosen Company, RCA distributor in Philadelphia, where he also handled the label. In addition to Kapp, retail, record-outlets in the suburbs of that city. At this point, Cahn was officially welcomed into the Kapp family and took his place on the dias with the other key members of the organization.

Skaff then proceeded to outline the success the company has had with single product and spoke of the importance of the quality of product.

Citing Kenny Ball, Chad Mitchell Trio and Jackie Jones, Skaff continued to emphasize the importance of the record to the success of the label over the past several years, has just completed an LP cut “live” in Las Vegas and another in Calif. with Marty Paich and a 37-man orchestra. Murray Cohen, Vintage, left a tour last week to promote the new product by the performer.

Reisman Back At Victor in New Coast Moves

HOLLYWOOD—Joe Reisman is returning to the A&R dept. of RCA Victor Records in a general reorganization of the company’s coast operations.

Reisman was the dikkiy’s director of pop A&R from 1955-61, is set to move out to the coast this week with his wife and family and will begin his new duties as an A&R producer about mid-Jan.

Reisman is one of three exects who will now report to Neely Plumb, who directs pop A&R on the coast.

The others are the dikkiy’s former recording engineer (he’s been in all on Henry Mancini’s dates) who will have additional responsibilities in A&R, and Darryl Davis, who will also do coast A&R for label.

Victor’s coast offices continue to be directed by Steve Sholes.

After leaving Victor, Reisman joined Roulette Records as A&R director and he will continue in that position.

He’s been doing free-lance work for the past two years. Reisman’s career includes a long stint (1948-55) as Patti Page’s manager (and he has been responsible for such Mercury smashers by the lar—“Tennessee Waltz,” “Doggie in the Window,” “Chitt-Idle,” the “Bridge” and others. For 10 years, he handled similar chores for Johnnie Ray. Reisman is also a composer, with one of his more recent efforts being the incidental music for the B’way play, “Infidel Caesar.”

Reisman has received label credit as an artist and is expected to have his own releases on Victor.

Columbia’s Three New Vice-Principals:

WEST COAST V.P.

INTERNATIONAL V.P.

DISK CLUB V.P.

New York—Columbia Records has appointed Al Cahn as national sales manager. Move, which now sees an integration of the label’s singles and LP’s sales departments, is a result of the departure of Al Cahn to Kapp Records as national sales manager (see story on Kapp sales meet).

Previously, Kapp had served as singles sales manager and held a similar post in behalf of album product.

Kapp, with the label for the past two years, recently met with C/P execs Marvin Brodlove, Lee Lassett and Clark Geertman to discuss plans to increase national sales and direct promotional contact efforts. Diskey plans to release nine LP’s this month.

Gloria Lynne Signs $100G 3-Yr. Pact With Everest

HOLLYWOOD—Everest Records has inked its star songstress to a new 3-year pact that’s in excess of $100,000. Stylist, whose albums and singles have been steady sellers for the label over the past several years, has just completed an LP cut “live” in Las Vegas and another in Calif. with Marty Paich and a 37-man orchestra. Murray Cohen, Vintage, left a tour last week to promote the new product by the performer.

New York—Harvey Schein has been promoted to the post of vice-president and general manager of the international dept. at Columbia Records.

Schein, who previously was general manager of the label’s international section, will be responsible for supervising and directing all international operations and will report to Goddard Lieberson, president.

Schein joined Columbia in 1956 as general manager. In 1961, he was appointed general manager of Columbia Records International. Prior to coming to Columbia, he had been an associate of the law firm of Rosenman, Goldmark, Colvin & Kaye.

He has headed the label’s A&R dept. he has cat in the label’s top attractions—but past and present —and has produced a number of the selling soundtrack LP’s, most recently “West Side Story” and “Jumbo.”

He has headed the label’s A&R depart- ment on the coast since Jan., 1960, specifically sent from New York to organize a full-scale recording opera- tion in Hollywood. Over the past two years, the exec has built his office into a major recording center, which now accounts for 40% of the total recording done by Columbia (label’s other studios in New York and Nashville). He is currently directing the expansion of singles activities on coast, including linkings of new talent.

Townsend first joined Columbia in 1946 as an editorial writer under the late Manic Sachs. He left the discery for stints with the Keynote, Victor and MGM labels between 1947 and 1961, when he rejoined Columbia. Upon his return, he handled assignments as ad-promo manager and art director. In 1956, he moved over to the A&R dept., effective...
LOOKING AHEAD

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

1. OOH L.A. LIMBO
Danny & Janettes (Gordon 1240)
2. ACAPULCO 1922
Tijuana Brass (A & M 703)
3. RED PEPPER
Roosevelt Fountains & Pans (Prince-Jaune 467)
4. I WILL LIVE MY LIFE FOR YOU I WANNA BE AROUND
Toby Bennett (Columbia 42634)
5. I'VE GOT THE WORLD BY THE TAIL
Claude King (Columbia 42630)
6. THERE'll BE NO TEARDROPS TONIGHT
Adie Wade (Epic 9577)
7. PUDDIN' N TAIN
Hillie Cains (Philips 104)
8. BIG NOISE FROM WINNETKA
Casy Cole (Cord 62396)
9. HITCH HIKE
Marice Geary (Tamla 54075)
10. BLAME IT ON THE BOSSA NOVA
Forty Gromo (Columbia 42632)
11. WHAT GOOD AM I WITHOUT YOU
Jodie Wilson (Brunswick 55234)
12. THAT'S THE WAY LOVE IS
Bobby Bland (Duke 360)
13. LET ME ENTertain YOU
Robby Anthony (Capitol 4876)
14. YOU'RE GONNA NEED ME
Barbara Lynn (Jamie 124)
15. MISERLOU
Dick Dale (Dolores 5019)
16. GUILTY
Crests (Sefina 311)
17. WALK RIGHT IN
Moments (Era 3999)
18. MAMA-QAM-MOW-MOW
(The Bird) Rivingtons (Liberty 55528)
19. LOOK AT ME
Debbie Carr (Cor-Dak 1602)
20. SAILOR BOY
Cathy Carr (Laurie 3147)
21. BOSS
Rumbler (Dot 16421)
22. GO HOME GIRL
Arthur Alexander (Dot 16425)
23. LET THE FOUR WINDS BLOW
Sandy Nelson (Imperial 5904)
24. JOEY'S SONG
Bill Black's Combo (Hi 2019)
25. ROAD HOG
John D. Lardenmil (RCA Victor 8101)
26. DO YOU HEAR WHAT I HEAR
Mary Simiono Chehade (Mercury 72065)
27. GONNA RAISE A RUCKUS TONIGHT
Jimmy Dean (Columbia 42600)
28. MEXICAN JOE
Pet Boone (Dot 16476)
29. WILLIE CAN
Sue Thompson (Hickey 1196)
30. END OF THE WORLD
Shooter Dons (RCA Victor 8099)
31. COMES LOVE
Skyliners (Vanguard 104)
32. TROUBLE IN MIND
Aretta Franklin (Columbia 42625)
33. SPANISH TWIST
Roller Coasters (Holiday Inn 110)
34. MAGIC STAR
Margia Singleton (Mercury 72070)
35. AIN'T GONNA KISS YA
Ribbons (March 202)
36. HULA HULA DANCIN' DOLL
Trade Martin (Cord 573)
37. THE IN-BETWEEN YEARS
James McArthur (Scepter 1241)
38. THESE GOLDEN RINGS
Here Five (Dot 2020)
39. LEAVIN' ON YOUR MIND/ LA LE LA LE TRIANGLE
Pete Cline (Decca 3145)
40. I FOUND A NEW BABY/ KEEP A-WAILIN'
Bobby Darin (Atco 5244)
41. BOSSA NOVA BIRD
Dolls (Argo 5428)
42. GOOD GOLLY MISS MOLLY
Jerry Lee Lewis (Sun 362)
43. SOMEONE, SOMEWHERE
Junior Parker (Duke 221)
44. MATILDA
Ring-A-Longs (Dot 16393)
45. NEVER LET YOU GO
Five Discs (Chess 1000)
46. NOBODY BUT ME
Isley Bros. (Wand 122)
47. SUNRISE SERENADE
Wille Mitchell (Hi 2058)
48. HELP ME PICK UP THE PIECES
Joni Dee (Roulette 4487)
49. WHITE LEVIS
MayJettes (Troy)
50. KISS TOMORROW GOODBYE
Danny White (Frisco)

I'D WALK A MILE TO HEAR

BUDDY GRECO
"Stranger"
5-9563

THE JAMIES
"Snow Train"
5-9565

ERMA FRANKLIN
"Don't Wait Too Long"
c/w "Time After Time"
5-9559
FRESH FROM THE AL HIRT PLANTATION!

"PICKIN' COTTON"

AL HIRT
Pickin' Cotton

#8128

Big Al's first seam-bustin' single of '63...100% deep-down Dixieland and a real cotton ball!

RCA VICTOR

THE MOST TRUSTED NAME IN SOUND
"YOU'VE USED TO BE" (2:10) [Alton BMI—Greenfield, Keller] (Fame BMI—Hall)

BRENDA LEE (Decca 3154)

Brenda Lee, who capped top honors the best female vocalist in the '62 Cash Box year-end survey, starts off the lovely ballad which looks like two-sided smash style. Both new entries are heartbreakers, the spirited, up tempo "Your Used To Be" and the lovely ballad, "She'll Never Know," that Brenda and the orch-chorus carve out with sales finesse. Stellar double-decker.

"RUBY BABY" (2:30) [Tiger BMI—Leiber, Stoller]

"HE'LL ONLY HURT YOU" (2:26)

(RECORD REVIEWS)

AL HIRT (RCA Victor 8125) [B+C] "PICKIN' COTTON" (2:55) [Hirt ASCAP—Hirt, Vidachevich] The Hirt—Vidachevich team should have his first big singles outing with this in the RCA catalog. Hirt's very tuneful opus. Kind of cut that could develop into a strong chart start.

(B) "ROMAN NOCTURNE" (3:30) [Painted Desert BMI—Johnson] Nuttalling cut by the talented lady.

WARREN LEE (Soundex 603) [B+ "ANNA (STAY WITH ME)"

Look for Warren Lee to come thru with this one. A recent oldie which could do lots of country-pop business with her striking portrayal of a fascinating folk-type romantic. Folkish guitar is the setting feature. Can break through.

(K) "VOICE OF THE BAYOU" (2:37) [Ron BMI—Taylor] Could make a real noise-maker. Ric, of New Orleans, distribs nationally.

LITTLE STEVIE WONDER (Tama 84074) [B+ "CONTRACT ON LOVE"

(Jobete BMI—Alexander) Jimmy McCracklin could have one of his biggest items in quite a while with this shout-beat, chorus-backed self penned low down blues. Watch the deck... could move in the R&B market with a lot of commercial vocal and instrumental ingredients that'll make the teeners sit up and take notice.

(B) "SUNSET" (2:16) [Jobete BMI—Jenkins, Paul] Steve sings his heart out on this emotion-packed soul ballad. B

IMMY MCCrackLIN (Imperial 5911) [B+ "NO NO" (2:37) [Travis BMI—McCracklin] Jimmy McCracklin could have one of his biggest items in quite a while with this shout-beat, chorus-backed self penned low down blues. Watch the deck... could move in the R&B market with a lot of commercial vocal and instrumental ingredients that'll make the teeners sit up and take notice.

(B) "ADVICE" (2:36) [Travis BMI—McCracklin] More top flight blues sounds. This side's a slow-moving tradition-oriented item.

SONNY TIL & THE ORIOLES (Parker 21) [B+ "SECRET LOVE" (2:29) [Remick ASCAP—Webster, Fain] The old flick favorite could be chart bound once more via this infectious tune. Has the right feel and sound for today's teen song crew and their combo setting. Original single proper. Label is handled by MGM Records.

(B) "THE WOBBLE" (2:17) [Travis BMI—McCracklin] Lovin' out on the popular teen beat. Both sides stand out from an incredible label run of cuts, "Wobbles Of The Orioles Greatest Hits."
another winner for...

SHELLEY FABARES

Only on

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

TELEPHONE  
(WON'T YOU RING)  CP 667

TELEPHONE  
(WON'T YOU RING)  CP 667

TELEPHONE  
(WON'T YOU RING)  CP 667

TELEPHONE  
(WON'T YOU RING)  CP 667

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TELEPHONE  
(WON'T YOU RING)  CP 667

TELEPHONE  
(WON'T YOU RING)  CP 667

ocolpix records  on top of the market, always!
THE DOUBLE IV (Capitol 4902)

B+) "MAGIC STAR (Telestar)"
[Campbell & Meek (ASCAP-ME)]
Exotic vocal rendering of the smash English tune, "Tel- star," which includes an instrumental setting that's much like the original hit by The Tornados (London). Producer was Rodger Fox.

(2:47) [Hendricks (2:47)]

I+) "IS THERE ANYTHING I CAN DO FOR YOU?"
[Campbell — Connelly ASCAP-Dan- nels] Team gets a chance to display its own rendition of jazz feel on a delightful romantic. Could come up with big decal time.

SHAWN ELLIOT (Diamond 130)

B+) "SINCERELY & TENDERLY"
(2:19) [Wilky & Lloyd (ASCAP-ME)]
Mashel, a beautiful female knit-out, is an apt description of the way the after-chorus is handled by the Belter. Warmth also stems from the pretty ork-chorus backing, which also includes a soft tight ensemble sound.

(2:19) [Ohlmann & Lloyd (ASCAP-
Elliott) Somewhat similar going-on, though the theme is a plaintive one.

MARTY FILLER (Taurus 300)

B+) "I'M SORRY "
(2:49) [Milano ASCAP—Rose]

TILL I NEVER STAND IN YOUR WAY " (2:37)
[Phillips (19092)]

JIMMIE RODGERS (Dot 16128)

Rogers, whose current Dot hit string now includes "Rainbow At Mid- night," is capable of something like that. "Of All The Things I Do," a new one, is the latest from Jimmy's tearful ride on the big hit groove. He's carried with either end, or both, of his new ABC outing. One end, "Gonna Take A Chance," is from the capital beat "Sheila" category while the other, "Don't Cry Donna," is an extremely pretty, soft beat chah affair. Potent dual-tracking on both winners.

"AFRAID" (2:39) [Milano ASCAP—Rose]

"IF YOU HAVE NO REAL OBSTRUCTIONS" (2:30)
[Play BMI-Dis, Benton]

"LIFE GOES JUST THE SAME" (2:45)
[Bennig Benjamin ASCAP—Benjamin, Marcus]

MAXINE BROWN (ABC-Paramount 10388)

Chances are Maxine Brown will be back for new ABC session. "If You Have No Real Objections," Side 2's ballad beat that can render the candy rendered with heartfelt sincerity. However, don't overlook the potential beat-bottom performance Maxine turns in on the "Life Goes On Just The Same" stand. Excellent support on both ends supplied by Belford C. Hendricks.

"LAUGH OR CRY" (2:23) [Lizzan BMI—Laine, Henrie, Fisher]

HOLD ME " (2:18) [Robbins ASCAP—Little, Oppenheim, Schuster]

The lark, who's had big decks on other labels in "The Big Hurt" and "West Of The Wall" among others, can start off her association with Smash in Swoosh-in-making fashion. Side 1's feeling, Latin beat affair, labeled "Laugh Or Cry," that Toni puts across with heads of sincerity, Strongy Perry Burtin, Jr., ork-chorus arrangement. The oldie, "Hold Me," takes a fetching softie-rock ride on the flip. Also rates attention.

Dundie's Curtis Lee can come thru in a big way, this time via the country exit. See country reviews.

I+) "ZING! WENT THE STRINGS OF MY HEART" (2:94)
[Brujin BMI—McEahin, Zackery]

THE FURYS (Mack IV 112)

This sensational new teen beat arrangement of the oldie, "Zing! Went The Strings Of My Heart," should have the tune making the chart rounds once again. It's done with a thumping, humply golly-like spirit by the Furys, who receive a bright musical backdrop. Could be a top-tenner for the Infinity-distributed label. More of the same happy beat on the tearful undercurrent.

THE SOCIALITES (Arawakk 1004)

B) "THE CLICK" (2:20) [Emeri- nus & Garrawak BMI—Anthano] Now's the time to do the Socialites' "Click." They've got a catchy idea, says the lead femine in this fine upbeat blues item. Other licks and vocals are nicely accented. Dialers located in The Bronx, N.Y., as a division of May Broadcasting.

(2:22) [Emerinus & Garrawak BMI — Anthano] Feelin' forgetful love-name song-date.

JERRY MODINE (Mercury 72066)

B) "A STRANGER TO ME" (2:30) [Sherman-DeVorson BMI—Modine] Colorful rock-a-cha romantic issue from the vocalist and his combo. It relates a tale of a guy who discovers that a gal he thought he'd never see again.

"BLUE DENIM" (2:20) [Sherman—DeVorson BMI— Modine] A 17-year-old fella looks into himsell in this nice easy-beat item.

JIMMY LUGE (Razorback 104)

B) "RUBY RABY" (2:08) [Pa- tron BMI—Mann] Multi-sided is revived with a Presley-like rock-a-cha by the songster and his combo. Wreckery is based in Newport, Ark.

"YOU ARE MY SUNSHINE" (2:15) [Peo BMI—Davis] Infectious reading of the ever- green, currently getting chart action via Ray Charles single.

RUNE OVERMAN (Parkway 589)

B+) "MADISON PIANO" (2:36) [Cameo-Parkway BMI—Over- man] Infectious keyboard-led rockin' in Madison Derby style. Effective sax and chorus work is also part of the worthy-sounding date. Could come up with important expo.

"BIG BRASS BOOGIE" (2:10) [Cameo-Parkway BMI—Vein] Guitar & sax play major roles in this that production via a teen format—one of favorite pop sounds of the early 40's.

THE APPEGGIOS (Aries 901)

B+) "MARRY " (2:20) [BMI—Modine] Mary's not a grand old gal either by the songsters, who tell of a guy who's not being treated kindly by a gal named Mary. Label does business out of Los Angeles.

"I'LL BE SINGING" (2:24) [Prompt BMI—Warm] Warm blues affectionate walk on the head.

POLKA

TONY OMERZ (Jay Say 277)

L’I Glass Polka/Pollak Quack Quack Polka

I’L WALLY (Jay Say 279)

How Can I Forget/Happy Cousin Polka

EDDIE ZINA (Jay Say 278)

Forgive Me Wally/Polka Festival

JAZZ

IKE QUEBEC (Blue Note 1875)

"Blues Bama Parts 1 & 2"

THREE SOUNDS (Blue Note 1855)

You Are My Sunshine/"Nothing But The Truth"

HORACE SILVER QUINTET (Blue Note 1872)

"Sayanara Blues Parts 1 & 2"

GOSPEL

SMITH SISTERS (Gospel 100)

Oh God, My Saviour/"God Is Good"

Cash Box — January 12, 1963
NOW
HERE'S
A
GREAT
SINGLE

*SPECIALLY-EDITED VERSION OF THE ALBUM TRACK—NOW 100% AIRPLAYABLE

TWO GREAT SIDES
FROM THE TRIO'S
FIRST HIT ALBUM
OF 1963 (S)T. 1809

Cash Box—January 12, 1963
### RADIO ACTIVE CHART

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

(SURVEY COMPLETED TO JANUARY 2ND)

<table>
<thead>
<tr>
<th>% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>LABEL</th>
<th>TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE</th>
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<tbody>
<tr>
<td>26%</td>
<td>How Much Is That Doggie In The Window—Baby Jane &amp; Rockabeyes—U.A.</td>
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<td>42%</td>
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<tr>
<td>21%</td>
<td>High Up On The Hill—Patti Page—Mercury</td>
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<td>21%</td>
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<td>21%</td>
<td>Proud—Johnny Crawford—Del-Fi</td>
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<td>76%</td>
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<tr>
<td>20%</td>
<td>I Wanna Be Around—Tony Bennett—Columbia</td>
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<td>47%</td>
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<td>19%</td>
<td>Magic Star—Margie Singleton—Mercury</td>
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<td>36%</td>
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<tr>
<td>19%</td>
<td>He's Sure The Boy I Love—Crystals—Philles</td>
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<td>81%</td>
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<tr>
<td>18%</td>
<td>Loop De Loop—Johnny Thunder—Diamond</td>
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<td>18%</td>
<td>Lone Teen Ranger—Jerry Landis—Amy</td>
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<td>18%</td>
<td>Cinnamon Cinder—Pastel Six—Zen</td>
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<td>17%</td>
<td>As Long As She Needs Me—Sammy Davis, Jr.—Reprise</td>
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<tr>
<td>17%</td>
<td>Hey Paula—Paul &amp; Paula—Philips</td>
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<td>71%</td>
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<tr>
<td>16%</td>
<td>The Same Old Hurt—Burl Ives—Decca</td>
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<td>16%</td>
<td>Willie Can—Sue Thompson—Hickory</td>
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<td>96%</td>
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<tr>
<td>16%</td>
<td>Settle Down—Peter, Paul &amp; Mary—Warner Bros.</td>
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<td>16%</td>
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<td>15%</td>
<td>Java—Floyd Cramer—RCA Victor</td>
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<td>15%</td>
<td>You've Really Got A Hold On Me—Miracles—Tamla</td>
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<td>15%</td>
<td>Carryin' The Load—Ray Charles—ABC Par.</td>
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<td>14%</td>
<td>Mama Oom Mow Mow—Rivingtons—Liberty</td>
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<td>14%</td>
<td>Would It Make Any Difference—Etta James—Argo</td>
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<td>13%</td>
<td>Nobody But Me—Isley Brothers—Wand</td>
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<td>13%</td>
<td>Leavin' On Your Mind—Patsy Cline—Decca</td>
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<td>12%</td>
<td>Change Of Heart—Tommy Boyce—RCA Victor</td>
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<td>12%</td>
<td>I Will Live My Life For You—Tony Bennett—Columbia</td>
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<td>11%</td>
<td>Ain't Gonna Kiss Ya—Ribbons—Marsh</td>
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<td>11%</td>
<td>Rhythm Of The Rain—Cascades—Valiant</td>
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<td>11%</td>
<td>I'm Gonna Be Warm This Winter—Connie Francis—MGM</td>
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<td>10%</td>
<td>Walk Right In—Rooftop Singers—Vanguard</td>
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<td>93%</td>
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<td>10%</td>
<td>What To Do With Laurie—Mike Clifford—U.A.</td>
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<td>96%</td>
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<tr>
<td>10%</td>
<td>Hula Hula Dancin' Doll—Trade Martin—Cord</td>
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<td>46%</td>
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**LESS THAN 10% BUT MORE THAN 5%**

<table>
<thead>
<tr>
<th>TOTAL % TO DATE</th>
<th>TITLE</th>
<th>TOTAL % TO DATE</th>
<th>TOTAL % TO DATE</th>
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<tbody>
<tr>
<td>Little Town First</td>
<td>Little Box</td>
<td>Jan Bradley (Chess)</td>
<td>Mama Didn't Lie</td>
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<tr>
<td>Del Shannon (Bigtop)</td>
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<td>95%</td>
<td>8%</td>
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<tr>
<td>Help Me Pick Up The Pieces</td>
<td>Every Day I Have To Cry Some</td>
<td>'Orry Fisher (Smash)</td>
<td>Laugh Or Cry</td>
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<tr>
<td>Joey Dee (Roulette)</td>
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<td>16%</td>
<td>7%</td>
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<tr>
<td>I'd Rather Be In Your Arms</td>
<td>Shake Sherry</td>
<td>Toni Fisher (Smash)</td>
<td>P'trickaas Fly Playmates (Roulette)</td>
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<tr>
<td>Duprees (Cord)</td>
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<td>9%</td>
<td>6%</td>
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<td>The Gypsy Cried</td>
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<td>8%</td>
<td>8%</td>
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<tr>
<td>Lou Christie (Roulette)</td>
<td>Mr. Cool</td>
<td>Champs (Challenge)</td>
<td>Blame It On The Bossa Nova</td>
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<td></td>
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<td></td>
<td>Eydie Gorme (Columbia)</td>
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Cash Box—January 12, 1963
Everyone Agrees:

CASH BOX—Pick Of The Week
BILLBOARD—Spotlight Single
MUSIC REPORTER—Single Scoop
MUSIC VENDOR—Single Pick
BILL GAVIN—Headliner Of The Week
VARIETY—Top Single Of The Week

The Hit Side Of
TONY BENNETT’s
New Single...

“"I WILL LIVE MY LIFE FOR YOU""

COLUMBIA 4-42634
BIOs FOR DEEJAYS

Floyd Cramer

Long responsible for ace piano accompaniment on the No. 1 slot with "Fly Me To The Moon" on Kapp, began playing the piano when he was only six years old. By the time he was fourteen, Harnell had formed his own dance band and completed undergraduate work at the University of Miami, he continued studies at Trinity College of Music in London followed by four years instruction with Aaron Copland.

Through the years, Joe has emerged as one of industry's most respected pianist-arranger-conductor. He has arranged, played and conducted pop, Latin and classical albums and served as musical director for such stars as Jane Morgan, Peggy Lee, Jane Froman and Robert Goulet.

While on location recently in Canada for a film, Joe was involved in a major automobile accident. He was told that he would never play again. However, after a series of grafting operations his injured right hand was saved.

The artist's current chart-rider represents his first release after the accident.

Joe Harnell

The 50 youngsters at Memphis Boys Town had a merrier Christmas this year, thanks to the WMPS "Trailer For Toys" promotion. The promotion was conducted a few days prior to Xmas. Using the mobile news unit, the WMPS deejays pulled the trailer to vacant locations to collect toys donated by listeners. The listeners were asked to call the station if they wanted to see the trailer. The name and address of each donor was announced "on the air" and was mentioned by the sponsor who was driving the mobile unit. He would then drive to the address and collect the donations. After the drive, the trailer was full of toys from bicycles to toy cars. For two days there were 50 happy boys at Boys Town on Christmas, . . . .

KLH-Hollywood presented a special Christmas "sing along" two days before Xmas, with producer-announcer Cal Milner playing Mitch Miller, Ray Conniff, Pete King Chorale and Ray Conniff Singers' albums. Listeners phoned in requests, stated they were actually singing along with the station's music. On Christmas Eve, KLH broadcast seven consecutive hours of yuletide records, including the traditional season carols as well as novelty tunes, plus the late Ronald Coleman as Scrooge and Loretta Young telling the story of "The Littlest Angel." The station adhered to a "no commercial" policy on Christmas Day. KLH also aired special seasonal messages from leading clergymen, political figures and southern Californian servicemen and women stationed overseas.

The Southern California Record Industry Promoters, recently formed in Hollywood, will honor Larry McCarthy of KGKI-Los Angeles as the Deejay of the Month, at their Monday, January 7 meeting at the Villa Capri.

PLATTER SPINNER PATTER

Cleveland Broadcasting Inc. owners of WERE-Cleveland announced last week it has received word that the PCC has approved purchase of KPAC-Los Angeles. As reported last August following negotiations between Ray T. Miller, Jr., prexy of the Cleveland company, and E. L. Cord, owner of the Los Angeles

JJ-LOS ANGELES

Larry McCormick

KGLI-LOS ANGELES

Cord, Cord Broadcasting Co., last September, the deal was authorized by the PCC and following a search for an expanded market, was par-}

KDKA-Pittsburgh devoted two hours on New Year's Eve to reviewing news development of 1962. Pittsburg's top and for expanded market, was par-}

KDKA-Pittsburgh devoted two hours on New Year's Eve to reviewing news development of 1962. Pittsburg's top and for expanded market, was par-}
HIT SINGLE FROM THE NEW HENRY MANCINI-SCORED FILM ‘DAYS OF WINE AND ROSES.’ *
GO BIG ON “OUR MAN” MANCINI!

*ALSO INCLUDED IN HIS JANUARY ALBUM “OUR MAN IN HOLLYWOOD” LPM/LSP-2604
**JUKE BOX OPS' RECORD GUIDE**

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

<table>
<thead>
<tr>
<th>LEAVIN' ON YOUR MIND</th>
<th>TRA LE LA LE LA TRIANGLE</th>
<th>Pat Cline (Decca 37455)</th>
</tr>
</thead>
<tbody>
<tr>
<td>SAME OLD HURT</td>
<td>Buff tego (Stax 3453)</td>
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<tr>
<td>MISERLOU</td>
<td>Dick Dale (Del-Tone 5019)</td>
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<tr>
<td>BLUES STAY AWAY FROM ME</td>
<td>Pat &amp; Shirley Broome (Dot 40406)</td>
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<tr>
<td>OO-LA-LA-LIMBO</td>
<td>Danny &amp; Juniors (Gordy 2076)</td>
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<td>WILLIE CAN</td>
<td>Sue Thompson (Hickory)</td>
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<tr>
<td>LET THE FOUR WINDS BLOW</td>
<td>Sandy Nelson ( Imperial 57904)</td>
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<tr>
<td>KNOCKERS UP (EP)</td>
<td>Russ Warner (A&amp;M 2039)</td>
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<tr>
<td>DO YOU HEAR WHAT I HEAR?</td>
<td>Harry Simeone Chorale (Mercury 72655)</td>
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<tr>
<td>BALLAD OF LOVER'S HILL</td>
<td>Trevor Berter (Philips 40177)</td>
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<tr>
<td>RED PEPPER</td>
<td>Russell Fountain (Prince-Adams 447)</td>
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<tr>
<td>AS LONG AS SHE NEEDS ME</td>
<td>Sammy Davis, Jr. (Reprise 20218)</td>
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<tr>
<td>IN BETWEEN YEARS</td>
<td>James Mackintosh (Scepter)</td>
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<tr>
<td>HITCH HKE</td>
<td>Marion Gay (Tamla 54075)</td>
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<tr>
<td>NOBODY BUT ME</td>
<td>Ivey Bros. (Wand 131)</td>
<td></td>
</tr>
</tbody>
</table>

**NEW ADDITIONS to TOP 100**

84—**I'M A WOMAN** | Peggi Lee (Capitol 4880) |
| 85—**ALL ABOUT MY GIRL** | Jimmy McCaff (Sue 777) |
| 87—**AL D'LE** | Cannon Francis (MGM 13136) |
| 89—**A GYPSY CRIED** | Lou Christie (Roulette 4457) |
| 90—**MAYBE YOU'LL BE THERE** | Billy & The Essential (Imperial 32239) |
| 91—**RHYTHM OF THE RAIN** | Ventures (Verve 5026) |
| 92—**JELLY BREAD** | Booker T. & MG's (Stax 131) |

---

**TOP 50 IN R&B LOCATIONS**

1. **LIMBO ROCK** | Chuck Bass (Parkway 649) |
| 2. **HOTEL HAPPINESS** | Brook Benton (Mercury 72055) |
| 3. **YOU ARE MY SUNSHINE** | Ray Charles (ABC Paramount 10375) |
| 4. **TWO LOVERS** | Mary Wells (Motown 1035) |
| 5. **TELL HIM** | Exciters (United Artists 544) |

**LET'S STOMP**

*by BOBBY COMSTOCK*

L-202

*Already A Boston Blockbuster!!*

**CHICAGO BIRD**

*by THE DIAL-TONES*

L-203

*Watch The Birdie Climb!*

---

**LEAVIN' ON YOUR MIND / TRA LE LA LE LA TRIANGLE**

Pat Cline (Decca 37455)

---

**SAME OLD HURT**

Buff tego (Stax 3453)

---

**MISERLOU**

Dick Dale (Del-Tone 5019)

---

**BLUES STAY AWAY FROM ME**

Pat & Shirley Broome (Dot 40406)

---

**OO-LA-LA-LIMBO**

Danny & Juniors (Gordy 2076)

---

**WILLIE CAN**

Sue Thompson (Hickory)

---

**LET THE FOUR WINDS BLOW**

Sandy Nelson (Imperial 57904)

---

**KNOCKERS UP (EP)**

Russ Warner (A&M 2039)

---

**DO YOU HEAR WHAT I HEAR?**

Harry Simeone Chorale (Mercury 72655)

---

**BALLAD OF LOVER'S HILL**

Trevor Berter (Philips 40177)

---

**RED PEPPER**

Russell Fountain (Prince-Adams 447)

---

**AS LONG AS SHE NEEDS ME**

Sammy Davis, Jr. (Reprise 20218)

---

**IN BETWEEN YEARS**

James Mackintosh (Scepter)

---

**HITCH HKE**

Marion Gay (Tamla 54075)

---

**NOBODY BUT ME**

Ivey Bros. (Wand 131)

---

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Peggi Lee (Capitol 4880)

---

**85—** ALL ABOUT MY GIRL

Jimmy McCaff (Sue 777)

---

**87—** AL D'LE

Cannon Francis (MGM 13136)

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Lou Christie (Roulette 4457)

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Billy & The Essential (Imperial 32239)

---

**91—** RHYTHM OF THE RAIN

Ventures (Verve 5026)

---

**92—** JELLY BREAD

Booker T. & MG's (Stax 131)
COMMAND!
in a class by itself!

TOP ALBUMS & ALBUM ARTISTS of 1962

What it is about
Command that puts it in a class by itself?

Yes, of all the albums only Command rates its own special classification. And rightfully so! This big, brilliant sound of Command is in a class by itself. The Command technique of master recording originals on 35 mm magnetic film now makes it possible to produce sound of such realism and clarity it is almost unbelievable. Sound so great Command averages more sales per album than does any other record company in the industry. With Ench Light leading the way, Command has been chosen in the Cashbox Selection of Top Albums and Artists as the BEST STEREO ORCHESTRA OF 1962...in a class by itself!
NEW YORK—Decca Records recently signed Johnnie Ray to a long-term exclusive recording pact. The singer will do all of his cutting in Nashville under the A&R supervision of Owen Bradley. His first single on Decca will be released next week. Standing (left to right) in the above pic are Bernie Lang, the artist’s manager; Len Salidor, Decca ad-promo head; Marty Salkin, label veep; Ray and Leonard Schneider, exec veep of the diskery.

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NEW YORK 19, N. Y.

Enclosed find my check.

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☐ $45 for a full year (Airmail outside U.S.)

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RACK JOBBER ...... COIN FIRM ........ OTHER ...........

(Check One)
ALBUM REVIEWS

POPULAR PICKS OF THE WEEK

“MOVING”—Peter, Paul And Mary—Warner Brothers WS 1473
Peter, Paul and Mary, who jumped from obscurity to overnight success with their previous best-selling album tagged after themselves, seem destined to score a similar triumph with this second helping of folk items. This time out the trio’s distinctive, urban, dramatic sound is aptly showcased in a fine dozen of familiar and little-known tunes. Top-flight tracks include “Settle Down,” “Flora” and their current single chart-rider of “Big Boat.” The disk should move very rapidly.

“OUR MAN AROUND THE WORLD”—Paul Anka—RCA Victor LSP 2614
The youthful chanter-coller aims his best-selling vocal talents at a bag of evergreen spiced with an international flavor. The songster struck pay dirt recently with his single, “Liz Bess,” and makes a strong bid for similar success here with this top-drawer LP which includes such goodies as “Around The World,” “Canadian Sunset” and “Fly Me To The Moon.” Anka’s legions of fans will surely go for this set.

“OUR MAN IN HOLLYWOOD”—Henry Mancini—RCA Victor LSP 2604
The very versatile and successful Henry Mancini comes up with a superb package of new, near recent and old flick themes for this very melodic offering from Victor. With a host of composing laurels to his credit, the orchestrator includes some of his newer film items along with some of the best by Theodorski, Waxman and Bernstein. Chasy arrangements and choral assists make for smooth listening on “Days Of Wine And Roses,” “Too Little Time” and “The Wishing Star.” Sure-fire chart item.

“OUR MAN IN NEW ORLEANS”—Al Hirt—RCA Victor LSP 2600
Al Hirt has won many laurels in the past for his distinctive trumpet stylings, and this new Victor session spotlighting the artist backed up by the nine-piece swingin’ brass of Marty Paich ranks as one of his best albums to date. Hirt unleashes his professional instrumental talents of fine bag of Hitzakian standards including “New Orleans,” “The Birth Of The Blues” and “Mushkot Ramble.” Set seems destined to score heavily in the cola department.

“PATTI PAGE ON STAGE”—Mercury SR60758
Here is a swinging package of Patti Page-styled vocals cut live at the Dunes in Las Vegas during her days with Mercury. The last dozen of her past biggies along with a whole batch of oldies including a happy arrangement of “The Ball Weepers” on which the thrush accompanies herself on the guitar. Some other lively bands are “Stockin Bird Hill” and “Cross Over The Bridge.” Plenty of excitement here for the songstress’ many followers.

“OUR MAN FROM ITALY”—Sergio Franchi—RCA Victor LSC2657
Sergio Franchi, whose premier LP for Victor is still riding the charts, could travel the same success route with this second stanza which is again devoted to the loves songs of Italy. The tenor’s power-packed voice serves him well on such favorites as “Arrivedere Roma,” “Amena E Core” and “Summertime.” This first-rate offering is sure to swell the ranks of Franchi admirers.

“My Coloring Book”—Sandy Stewart—Colpix CP 441
Sandy Stewart, who is currently riding up the charts with “My Coloring Book,” tags this ultra-commercial Colpix outing after the biggie and includes eleven color-oriented seven-inch bunnies. The lark’s wide-range, perfectly-controlled voice carries her in good stead as she reads “Deep Purple,” “Beautiful Brown Eyes” and “Red Sails In The Sunset.” Eye the package for rapid consumer acceptance.

THIS IS MY STORY”—Dinah Washington—Mercury SRP 2603
Here’s a magnificent two-disc package which musically tells the story of Dinah Washington’s Mercury recording career. The first disk contains new versions of the lark’s early successes cut during the direction of Quincy Jones in Dec. of 1961. Top-flight tracks here include “It Isn’t Fair” and “I Wanna Be Loved.” The second disk, cut in both Chicago and Gotham, boasts such past triumphs as “Harbor Lights” and “What A Difference A Day Makes.” The set also includes an interesting booklet with photos and a liner by jazz critic Leonard Feather. Plenty of potential here.

“LET’S GO WITH THE ROUTERS”—Warner Brothers WS-1
The Routers unleash their instrumental talent on this debut LP from Warner Brothers which is appropriately tagged after their current charts-rising single, “Let’s Go.” The boys serve up a sumptuous platter of hard-driving and pulsating numbers, some of which were penned by leader Mike Gordon, ear-catching bands here are the title tune, “Limbo Rock,” “Half Time” and “Make It Snappy.” The teen dance crowd should come out strongly for the set.

“OUR MEN IN SAN FRANCISCO”—The Limeliters—RCA Victor LSP 2607
The Limeliters have been burning up the charts this past year with their LP’s and this latest offering has the hiph-hat band in top form. Loads of musical Shenanigans and tongue-in-cheek repartee by the choral unit for hilarious and entertaining listening. Best bets here are “What Kind Of Fool Am I,” “Consider Yourself,” “Empty Pockets Filled With Love” and “I’ve Got Your Number.” The set is lively and danceable and brilliantly performed by the chorale, Eye this one for rapid consumer acceptance.

“THE HARRY SIMONE CHORALE SING BROADWAY’S BEST SHOWS, 1963”—Mercury SR60757
The Harry Simone Chorale has been cornering a lot of Holiday coin with the Christmas LP, “Little Drummer Boy,” on another label, and this tuneful offering from the group, which is called “The Lion,” the composer has effectively fused all of the primitive African moods with the conflicting 20th century influences which dominate the drama. Arnold’s scoring of the film enhances the story and subtly brings it to its conclusion. Especially fine excerpts are “Tina’s Theme,” “Drum Dance” and “King Dance Of Happiness.” The disk is an excellent film track entry.

“THE LION”—Original Soundtrack—London MT6001
Malcolm Arnold composed and conducted the music for this new film called “The Lion.” The composer has effectively fused all of the primitive African moods with the conflicting 20th century influences which dominate the drama. Arnold’s scoring of the film enhances the story and subtly brings it to its conclusion. Especially fine excerpts are “Tina’s Theme,” “Drum Dance” and “King Dance Of Happiness.” The disk is an excellent film track entry.

“HAWAIIAN HOLIDAY”—Dick Contino—Mercury SR60753
Nimble-fingered Dick Contino temporarily sets aside his accordion to showcase his artistry on a new instrument called the Cordovox, a keyboard instrument which approximates many other instruments. Lots of lush sounds and tonal effects are created here on this melodic concoction of Hawaiian numbers which include the currently popular “Lush Life From Mutiny On The Bounty,” “Hawaiian Wedding Song” and “My Little Grass Shack In Lealakea Hawaii.” Plenty of enjoyable listening here.

“THE STUDENT PRINCE”—Gordon MacRae & Dorothy Kirsten—Capitol SW1841
Sigmund Romberg’s beloved melodic “Student Prince” is effectively and feelingly performed by Gordon MacRae and Dorothy Kirsten with members of the Roger Wagner Chorale, and an orchestra and chorus directed by Van Alexander. This particular Romberg show continues to be a universal favorite and this excellent version is a worthy addition to any collector’s shelf. Memorable bands here are “Drinking Song,” “Deep In My Heart” and “Gaudeteus Iguere.”
ALBUM REVIEWS

**JAZZ PICK OF THE WEEK**

"PROFILE OF A JAZZ MUSICIAN"—Paul Horn—Columbia CL 1922
Paul Horn who displays a significant proficiency on alto sax, flute, and bass flute, and his group which consists of Emil Richards on vibes, Paul Motion on piano, Vic Cash on bass and Mill Turner on drums come up with an extremely personal gimmick-free brand of jazz on this top drawer Columbia set. Horn expresses leads the quartet through a fine collection of oldies and newies including "Count Your Change," "Now Hear This," and "Just Because We're Kids." Superior jazz fare.

"WORTKTIME"—Sonny Rollins—Prestige 72247
Sonny Stitt apply showcases his distinctive lyricism and intricate attention to chromatic development in this multi-flavored package of sax solos. The saxman gets some subtle and subdued rhythm backing while the spotlight remains on him as he blows both evergreens and self-penned items. Stitt gives a stylized reading of his own "Nightmare," a fast-paced, pulsating bluesy item. Other beautifully listenable titles here, "S'posin" and "If I Should Lose You." LP is a potent jazz offering.

"LISTEN! QUIGLEY"—Jack Quigley Trio—Sand C 32
The Jack Quigley Trio which consists of Quigley on piano, Frank Carr on drums and Buddy Clark on bass come up with a top drawer set of easy-going Quigley-penned items on this jazz offering from Sand. The crew plays effectively in the modern jazz idiom as they read "Frankly Speaking," "Landy" and "Night Wind." Pleasant late night hours companion.

"A WAGNER PROGRAM"—Otto Klemperer conducting the Philharmonia Orchestra—Angel 35947
Otto Klemperer's legion of admirers should come out in strength before the artist's famous "Rheingold" from "Der Ring Des Nibelungen." The disk also includes excerpts from "Twilight of the Gods" and "Parsifal." A quality classical offering.

"Piano Recital Andor Fodcs"—Deutsch Grammophon L 26999
A varied program of piano works are offered here by Andor Foldes on the Deutsche Grammophon label. The pianist skillfully and artistically renders selections from Bach, Beethoven, Brahms, Debussy, Chopin, Liszt and the more modern impressionists Debussy and Poulenc. He also proves himself to be a very capable interpreter of the modern Spanish music of Falla. Included here are 4 Waltzes by Brahms, a Poulenc nocturne, and a Beethoven sonata.
NEW YORK:
Vista-Dynamoland's Bob Barou has just returned from being on that pick-hit station treatment on Hayley Mills. "I'd rather own the twinkle in the eye of the little girl" (She told Me So). Gordon-Kay's "The Duke" Glicken, notes from his Chicago casko that Johnny Cooper's "Bonnie & Clyde" (Yarom) has already sold over 12,000 lids in the Chi mart alone. Also from Chi, via a United Records distribue telecom, comes word that Bobby Bland's "Call On Me" (Duke Jim's) has gotten even more "A Good Thing" success. Mercury's Damita Jo to headline at the Diplomats Flare, beginning 7/15. Lately, while, is spending the holidays with his family Christmas Eve, she's been appearing at the Latin Casino. Her 17-day stand started 12/2.

Sorry to hear that vest maestro Ted Weems is seriously ill at Gastonia Evangel Hospital in Dallas, Texas... RCA's Bella Reese starts her Far East tour in Sydney, Aus., 1/28, at the Cheesemongers Club, Lark recently rushed in from Vegas to do the 12/28 NCR for the Ed Colonial. Our Shull Ed- van summer specials on 12/20, Hit Records' Barbara Layson notes the suits of 500 men who made noise with Fire awash back, are clicking with "You Hurt Me (Over Again)" in the Newport mart.

Karl Denver
George McCann
Steve Alaimo

Canadian-American's Mike Gruber headlined the Club De Ville tonight, his 5th trek this week, in behalf of Jennie Smith's "(I Won't Go Away) Little Bitty Girl" (Great). "It's Time To Go"—which, adds Mike, is where the place on the road is. He and the station round the country... Leo Field, MC-host of the Israeli Cafe Society, "Happy Land," for Tributo, WBBM, Chicago... Dorthia & Baheav... Debra Recording artist, the Standards, were set for a recent Joe Graham column... David Gates has a full house, which his gal, the Xmas Caravan of Stars—was a big success with the Imagination, the Laddins, Steve Reynolds, the Chants, Sunny & the Horizons, Billy Eyre's Mike Russo & Patetic... Steve Pace & "Richie,"... Steve & Eyelid to host the 3/11 "Bell Telephone Hour."

George McCannon 111 putting a vocecard on his up-comer, Mercury stand, "Candle In The Wind." So bewarre... MGM's Sol Handway's "Painted Smile," and "The Whole Truth"... "Anyone But Her," the Little Sadies... "Humor Through The Eyes of Jonathan Winters"... P.L... Personal rag, N.R.C. has a new one up... "Good Thoughts," by Vice-Roy's, have a hot King stand in "The World's Most Famous Juvenile Delinquent..." "They currently are going great in their Clevel- land appearance..." Congrats to The Caribou & Travis team, who recently ved sickra... "Surely G. Gordon buzzer from Florida that he has a giant "round the country in Jan Bradley's "Mama Didn't Lie." Gospel in blues group, the Grandson Singers, in a featured 1/13 stint at Gerde's Folk City. The RCA artists now include rob. and r.m music in their set at the Bythehams, gen-
YOUR UNANIMOUS CHOICE!

The Public and the Polls Agree on

BRENDA LEE

Her latest release

YOUR USED TO BE

c/w

SHE'LL NEVER KNOW

31454

on DECCA — naturally

Cash Box—January 12, 1963
**Cash Box**

**RECORD RAMBLINGS**

(Continued from page 24)

Former disk promoter, Lenny Warren has formed Warren-Cookey Booking Agency. Murray Cohen has signed new blues singer, Jimmy Holliday to an Everest Records contract, with first sides already recorded and scheduled for an early release. Epic Records star Bobby Vinton playing a two week engagement at the Cinnamon Cinder. Lee Lassaf, Record Merchandising, reports that Cameo Records picked up the distribution for “Soul Mater” by Don and Dewey on Rush. Bill Orwig, president of Oscar Records has announced that his label has signed teen-age singer Bobby Sherman to an exclusive recording contract with first single released this month. Allen Sherman back from his highly successful Eastern concert tour, and scheduled for two local concerts. Composer Ernest Gold, currently in England has been set by London Records to record an album “Ernest Gold Plays Ernest Gold.” He will record with the London Symphony February 8 and the album will contain his many successful movie scores. The Champs, who started the whole “Limbo” ball rolling have a new limbo record for Challenge Records, entitled, “Mr. Cool,” with the melody based on Brahms’s Lullaby, and the Mr. Clean commercial. Columbia Records star, Kay Stevens set for a week promotion at The Tidelands in Houston opening February 4. Hank Jones and Dean Kay will record a special LP at the end of the month, the album to feature rock and roll folk album star Chet Atkins. Local singer, Dobie Gray hitting with “Look At Me” on the Cordax label.

George Duning currently writing and recording the score for “The Boys in the Attic” ... Ken Wing, platter spinner at KJOY, Stockton, reports that Bill Mann’s recording of “Fire Song” is taking off in Northern California. Tune was originally in the album, “Music In The Air” on Word Records, but the action prompted a single release. Ella Fitzgerald doing one local concert and a four week engagement at New York’s Basin St. East, before embarking on an extended European tour. Bill Tilden, owner of Panorama’s Club opening a new young-adult club in Alhambra tagged, The Score. Club will be largest of its kind in Southern California and will accommodate 600 patrons. Connie Baker, United Record Distributors reporting a new one in “Shook Up Over You” by Jimmy Soul Clark. The A&M Record label, which started with a smash in “The Lonely Bull,” has a follow-up hit in “Three Little Words.”

**HERE AND THERE:**

PHILADELPHIA — Congrats to Harry Rosen on his Xmas Day Birthday. ABC man at Rosen’s place, Matty Singer, shot that he has a big hit with the Fashions, “Mama Didn’t Lie” in town. ... Chess’ Herb Gordon sez that he has the big “Mama Didn’t Lie” version via the Jan Bradley performance. Ya pays ya money and takes ya choice! ... Ronnie Singer, WB man at David Singer’s distrib, notes 2 smash LP’s in the new Allen Sherman—“My Son, The Celebrity” and Peter, Paul & Mary’s “Movies” LP’s and the Cascades’ Melliant single, “Rhythm’s Of The Rain.” ... Kay Woodard, of Raymond Rosen & Co., added to the set-up. Label’s currently excited about the chart prospects of the Blue Notes’ “Wood-Led.”

HOUSTON — The big disk excitement at Don Robey’s Duke-Peacock outfit center is on Bobby Bland’s “Call On Me” and Little Jr. Parker’s “Someone Somewhere.” Don announced the signing of him. Joe Ann Curvary, who he reports, has been attracting loads of attention in the Miami area.

NEW ORLEANS — Joe Ruffino, Ric proxy, announces that Soundex Records is part of Ric and that he’s been picking up great action on Warren Lee’s “Anna (Stay With Me),” which has been hot in Kitty Kallen’s “My Coloring Book” single and the “Little Me” and “Oliver” original casters. ... Rosen’s Freddie White reports that the Tornadoes’ “Telestar” LP is selling like the single and that Jo Anne Gall’s “Everyone Wants To Be Remembered” (River) is breaking big here. ... Heller promo gal Ella Robinson announces the addition of The Fantasy lineup — currently hot with the Vine Guardali Trio’s “Jazz Impressions Of Black Harmony” album and the “Cast Your Fate To The Wind” single from the set. ... The hot newcomers with Columbia’s Ted kellem are Tony Bennett’s “I Will Live My Life For You,” Bill Purcell’s “Winter Love” and “Kenneth Karen’s “16 Years Ago Tonight.” ... 3 Sons proxy Frank De Leo announces that Cascat in New-ark and Gold State in Fla. have been BOSTON — Ed Hurwitz, national promo man for Periscope, announces that the label’s looking for masters, demos, tunes and talent and all concerned parties should send’em along to their 72 Washington St., Hyde Park 36, address. Ed adds that he’ll be happy to service dealers (who were missed) with the Howie Landy duo, “The Happiest Man In The World” and “Betty.” ... Bruce Patch, promo man at Date distribr, pens that he has fast breaking decks in the Skyliners’ “Comes Love” (Viscount), Jackie Shane’s “Any Other Way” (Sue), the Isley Bros.’ “Nobody But Me” (Wand).

CLEVELAND — Among the big sell-ers at Casmat, note Sam David-district mgr. and Tom Scrow, are Connie Francis’ “It’s Gonna Be Warm This Winter” (MGM), Johnny Thunder’s “Loop De Loop” (Diamond), Lou Christie’s “A Gypsy Cried” (Roulette) and Roosevelt Fountain’s “Red Pepper” (Prince-Adams).

STARKVILLE, MISS. — Charles Templeton, President of Tempwood V Records, Johns in that the gal with the “Golden Voice,” Kaye Golden, is cur- rently packing ‘en in at the Town & Country in Winnipeg, Canada. Kaye’s latest release on Tempwood V, There’s No In Between, is being picked up for distribution by Quality Records in the Canadian market. According to Temple- ton, a new release, I Can’t Compete With Her, written by Merle Kilgore, will be in the hands of the state side jocks in about two weeks.

**SPICE YOUR SALES WITH THESE OKeh HITS**

**TED TAYLOR**

“I’ll Release You”

4-7165

**ROY LEE JOHNSON**

“Black Pepper Will Make You Sneeze”

4-7160

Cash Box—January 12, 1963
WATCH OUT FOR PUDDIN N' TAIN!

BY

THE ALLEY CATS

Philles 108
Former Radio Man Scores Negro "Gimmick" Radio

CLEVELAND—Negro-market radio stations that offer so-called Negro "gimmick" radio have been accused of exploiting—"with a capital E"—the Negro listener by a former deejay who is now a leading Negro Journalist.

Writing in the Dec. 29 issue of Cleveland's Call & Post, a Negro-oriented publication, Buddy Lonesome, formerly news director of radio station KATZ in St. Louis, declared that in Negro "gimmick" radio, "... as compared with the 'normal' radio of the white stations, there's a wholesale reliance on gimmicks, which come in a wide variety using all sorts of lures to dupe the innocent listener to make him think he's getting something, when in reality, he's getting a big FAT nothing. . . ."

Lonesome states that the creed of Negro "gimmick" radio is that music must be "loud, fast and bluesy, but always with that strong, pulsating, jungle-beat. . . ."

"It's premise is that the Negro listener is not able to absorb good music," he writes. "... especially taboo are the recordings of such top-notch Negro artists as Duke Ellington, Ella Fitzgerald, Johnny Mathis, Sammy Davis and the like. They sound too good, too cultured, too talented, too white to be broadcast over 'gimmick' Negro radio!

"The sole purpose is to exploit the poor, misguided Negro listener to use him, his organization, and even his church to bil the businessman into thinking, 'I've got this guy in my pocket--this listener is mine--so why spend your radio dollars elsewhere.'"

"The sole underlying factor is not a sincere responsibility to help the Negro community, but rather a steady, chug-chug of rank commercialism. Just more exploitation, with a capital E! . . . ."

Lonesome, who won an award from the National Negro Publishers' Association for his coverage of the Montgomery, Ala. bus boycott in 1957, concludes:

"... After all, the small white stations don't have to load up with religious music and constantly identify as white stations. But maybe that's a question to be answered by the FCC!'"

Lonesome's blast against such stereotyped programming resulted in a reply from Jack D. Gibson, program director of radio station WABQ in Cleveland, a Negro-market outlet which recently announced its abandoning of the set format of R&B and gospel music for "top 50" programming.

His answer appears in the Jan. 5 issue of The Courier, the most widely distributed Negro paper in the country, and is also set to be re-printed in the Call & Post.

"Buddy Lonesome," Gibson writes, "said a good many things that needed to be said, but his story ended on a hopeless note. . . ." Gibson feels that "the stereotyped gimmick is leaving fast. . . ."

"You can forgive an industry for having growing pains. What Lonesome is most bitter about is the lack of growing pains, the staying in the same old cotton-chopping rut. But the growing pains are underway. For the doubting Thomases who say Negro radio has to sound like Negro radio, we have only one question--how does a Negro sound?"
The Season’s Two Top Rated TV Shows!

AMY

Presents

“THE LONE TEEN RANGER”
Amy #875

JERRY LANDIS

#40 Bill Gavin Top 50
#64 Music Vendor Top 100
#96 Music Reporter Top 100

Every Pick in the Business:
Bill Gavin
Ted Randall
Kerradio
Cash Box
Billboard
Variety

Music Reporter
Music Vendor
Mike Turntable
National Music Survey
Fenway Reporter

MALA

Presents

“LITTLE RED RIDING HOOD”
(and The Wolf)
Mala #457

'BUNKER HILL'

#28 On Music Reporter’s R&B Top 50 list
#37 On Music Reporter’s pop chart up & coming

Picked by:
Bill Gavin
Ted Randall
Cash Box

Music Reporter
National Music Survey
Behind The Scenes
Music Vendor

P.S. Thank you Program Directors, Jocks, Distributors, Promotion men for all our other top rated TV shows in 1962!

AMY/MALA RECORDS

Cash Box—January 12, 1963

1650 Broadway, New York, N.Y. Phone PL 7-6081
Vice President in charge of Sales & Promotion: Jack Fine
Strong "Record Force" Seen In CBS/Ricordi Deal

MILAN—The recent agreement that sees the distribution of the CBS line in Italy by G. Ricordi & Co. is expected to establish a strong new "record force" on the Italian market.

Goddard Lieberson, president of Columbia Records, known as CBS outside of the U.S., in Milan recently to take part in the formal signing between CBS and Ricordi, told Cash Box that the tie-in exists not only to serve the current Italian disk market, but its final purpose is to enlarge this market.

Lieberson explained that the Italian market has a potential that can transform it into one of the most important in Europe. "A lot of work therefore must be done," Lieberson said. "Columbia and Ricordi are ready for it."

The exec stated that distribution of CBS would be achieved through regular channels. The creation of a disk club outlet ala the parent firm in the U.S. for Italy was termed "immature, at least for the moment." he added.

As to the reasons for the choice of Ricordi as CBS's rep in Italy, Lieberson noted that among indie Italian companies, Ricordi was a leader (the 183-year-old firm is regarded as the oldest music house in the world). Lieberson also pointed to CBS' extensive classical catalog, and Ricordi, which is rich in classical copyrights through its publishing affiliation, has a classical tradition that should serve CBS well.

Guido Rignano of Ricordi augmented Lieberson's reasons for the tie-in by adding that the international record industry is moving towards concentration because of the economies that result in similar moves in other industries. Production of CBS disks in Italy through Ricordi is expected early this year.

The official announcement of the CBS/Ricordi agreement was made at the Duomo Hotel in Milan, attended by Lieberson, the entire Ricordi staff, representatives of the Italian press and numerous guests. At his arrival in Milan, Lieberson was met by Ricordi's chairman Guido Valcareghri, Eugenio Clausetti, managing director, and Guido Rignano, general manager. Shown in the photo above are (left to right): Clausetti, Lieberson, Valcareghri and Rignano.

Blast & Cheer Ink New Artists

NEW YORK—The Blast & Cheer labels, this city, have added new talents to their rosters, according to Sid Prosen, sales-promo topper. Going to Blast are The Mascots, whose initial singles outing is tagged "Hey, Little Angel." Cheer is now cutting The Corals, who debut with "The Puppet," a new teen dance creation. A third artist, jazz saxist Freddie Mitchell, is recording an LP, but which of the two labels it will appear on hasn't been decided yet.
TOP 100 ARTISTS
(See top 100 titles and labels)

SUE RECORDS
7
STAR EXTRA

BIG THINGS BREAKING FOR THE NEW YEAR!

Big In Washington & Chicago!

JACKIE SHANE

"ANY OTHER WAY"

HEADED FOR THE CHARTS!

IKE & TINA

"WORRIED & HURTIN' INSIDE"

A HIT 'ANSWER'—HEADED FOR CHARTSVILLE

JIMMY THOMAS

"YOU CAN GO"

BARBARA GEORGE

"THE RECIPE (For Perfect Fools)"

JERRY HAYWARD

"Shimmy, Shimmy, Shimmy Sherry"

BABY WASHINGTON

"HUSH HEARTS"

SUE RECORDS 1650 Broadway N.Y. (LT 1-8030)

The Big Selling Sounds of

JIMMY McGRiff

New 2 sided Chartmaker -
From The Best Selling LP

"ALL ABOUT MY GIRL"

&

"M. G. BLUES"

SUE 777

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

Cash Box—January 12, 1963

31
**Dramatic Playback**

**E. B. Marks’ Piedmont Music Nabs “Tovarich” Score**

NEW YORK—The score of the forthcoming Vivien Leigh and Jean Pierre Aumont-starring “Tovarich,” is to be published by Piedmont Music, a member firm of Edward B. Marks Music. It opens at the Erlanger in Philadelphia, Jan. 21, continues at the Colonial in Boston, Feb. 12, and is then scheduled for the Broadway Theatre in New York early in March. Miss Leigh will be making her Broadway musical debut singing six of the songs from the score by composer Leo Pockriss and lyricist Anne Crosswell.

No announcement has been made as to the label which will cut the cast album.

“Tovarich” is David Shaw’s adaptation of the Jacques Devol and Robert E. Sherwood French comedy, which received long successful presentations in both London and New York. Claudette Colbert and Charles Boyer appeared in the roles now played by Miss Leigh and Aumont. Warner Brothers subsequently released the film version.

Lee Pockriss and Anne Crosswell collaborated on the score, “Earnest in Love,” the two-season, Off-Broadway musical based on Wilde’s “The Importance of Being Earnest.” Pockriss is also the composer of “Catch a Falling Star” and “Itsy Bitsy Teeny Weeny Yellow Polka-Dot Bikini.” The vocal arrangements and musical direction are by LeRoy Lebow, and the orchestration by Philip J. Lang.

Both Miss Leigh and Aumont have starred on stage and screen, on both sides of the Atlantic. The screen-coveted Oscar has been won twice by Vivien Leigh, for her Scarlett O’Hara in “Gone With The Wind” and her Blanche DuBois in “A Street Car Named Desire.”

Delbert Mann, director of such memorable motion pictures as “Marty,” “Separate Tables,” “The Dark At The Top Of The Stairs,” and “A Touch Of Mink,” has staged “Tovarich,” produced by Abel Farkman and distributed by his studio. Monty Shaub is the associate producer. The choreography is by Herbert Ross, credited with the dances in the “Guy Life,” “I Can Get It For You Wholesale,” and others.

The publication of the score of “Tovarich” is a further sign of Marks’ re-entry into the field of show music, in which it formerly played a very vital role.

**Cows To Buy Memphis Radio & TV Station**

NEW YORK—Cowsles and Broadcasting, Inc., has announced that it has contracted to buy stations WREC-AM and WREC-TV in Memphis, presently owned by WREC Broadcasting Service, Inc., for $8 million in cash, subject to Federal Communications Commission approval.

**Gold In The Hills**

BUBANK—Last week was gold record week at Warner Brothers Records as two Warners’ albums entered the elite club, having sold in excess of $1,000,000 each. Presentation of the gold disks were for sales of the “My Son, The Folk Singer” and “Peter, Paul and Mary” albums. Jack Warner, president of Warner Brothers Pictures and John K. (Mike) Maitland, prexy of Warner Bros. Records, both congratulated Sherman, Peter and Mary albums. Joining Maitland in receiving gold plaques were label executives Joe Smith, national promo manager; Jimmy Hilliard, west coast A&R director; Bob Summers, national sales manager; Ed West, controller; Gene Benson and Matt Gilligan, order service; and Bernie Vagades, licensing and royalty. Standing (left to right) in the top pic are Mike Coolidge, Jack Warner, Sherman and Maitland. In the middle pic (left to right) are Joe Smith, Maitland, Jimmy Hilliard, Bob Summers, Mike and Coolidge. Sitting (left to right) in the bottom shot are Bernie Vagades, Gene Benson, Matt Gilligan, Ed West and Coolidge.

**Herbert Marks Heads Music Division Of USO Campaign**

NEW YORK—Herbert E. Marks, president of the Edward B. Marks Music Corporation, has been appointed chairman of the music division of the USO of Greater New York during its 1962-63 fund raising campaign.

The announcement was made by Major General Melvin L. Kruelewitz, USMCR (Ret.), chairman of the New York State Athletic Commission and campaign chairman of the New York City USO. To do an effective job for the 2,800,000 men and women now in uniform, USO is seeking $11,200,000 throughout the entire country, while New York City’s goal has been set at $600,000.

In accepting his appointment, Marks pointed out that, “In this critical time, the efficiency and well-being of the personnel of our armed forces is exceedingly important to all of us.”

In 1945, Marks succeeded his father as president of the 60-year-old corporation. Before joining the family firm, he had worked on Variety, the theatrical newspaper.

**Post Named Sales-Ed Mgr. At DGG**

NEW YORK—Carl Post, formerly national educational sales manager for the Capitol-Angel setup, has joined Decca Records as sales manager for New York in a similar post, according to Arnold Maxin, president of DGG Records, which handles the German classicals in the U. S. and Canada. His title is national sales manager and director of educational services. Maxin said that the move of Post was in line with “our realization that the DGG label’s related records in the DGG line offer great opportunity for service to educators and educational institutions in this country, and to the growing number of dealers who have realized the great potential in educational sales.”

Post will work with Leo Kepler, director of educational sales, to create educational sales exposure for the label.

Post is credited with creating Capitol-Angel’s 3-year-old department and Capitol’s Educational Music Guide, a ten-year-old guide to the purchase and use of disks in the classroom. He also brought International Correspondence Schools into the Capitol Custom Service fold. Firm is preparing a six-album home music series for which Post acted as chief editor, writer and producer.

Besides his Capitol stint, Post previously was connected with Associated Music Publishers, Samuel Goldwyn Productions, and the Warner Bros. Dist. Corp. He has also lectured at a number of colleges and universities.

The educational sales market is estimated to be a $25 million plus disk buying area.

**Colpix Making Singles Pitch On “Lawrence” Score**

NEW YORK—Top items on the Colpix singles release schedule last week were two songs of music from the Lawrence of Arabia soundtrack, which has the soundtrack LP, Jack Lewis, Colpix A&R director, has selected the motif which is heard often throughout the film to be utilized as singles themes.

Bernie Leighton, who scored recently with “The War Lover,” has been with Colpix for a long time, and he wrote the popular “Colonel Bogey March,” so effectively used in “Bridge on the River Kwai,” which was produced by Sam Spiegel and David Lean, who performed the same chores for “Lawrence.” French celler Maurice Jarre wrote most of “Lawrence’s” music.

Colpix previously announced that it would release two versions of the soundtrack of “Lawrence,” which will be a standard volume and a special, deluxe set. The deluxe LP will have a hard box cover, contain the souvenir booklet of the film, and it will be a limited edition.

**Correction**

NEW YORK—In the Jan. 5th issue of Cash Box, the review of the Kapp album, “The President Strikes Back,” erroneously credited Mike Harvey as the writer of the set. Ron Clark was the actual scribe while Harvey served as producer.
Bel Canto Releases 14 Stereo Tapes For Jan.


Dick Powell Sang His Way To Fame

NEW YORK—During the bleak 30’s, his crooning musicals helped people in a Depression-ridden U. S. forget—for a short time at least—that reality was a bitter pill to swallow, and one of the most popular of Hollywood's singing actors at the time was Dick Powell, who died last week of cancer in Hollywood at the age of 58.

Powell was starred in twenty film musicals, all but two of them for Warner Bros. The most popular of his WB efforts were "22nd Street" (1933) and three films that were tied in with the famed "Gold Diggers" tag (23, 35, 37).

For 20th Fox, he played lead roles in "Thanks a Million!" (35) and "On The Avenue," the latter having a score by Irving Berlin (e.g. "I've Got My Love To Keep Me Warm," "This Year's Kisses").

Other important writers who provided the songs for Powell-starrred productions include Harold Arlen & E. Y. Harburg, Harry Warren & Al Dubin, Richard Whiting & Johnny Mercer, Harold Adamson & Walter Donaldson and Gus Kahn.

The crooner was an excellent, non-singing roles in the 40’s, Powell in recent years had a business interest in the music world through his highly successful TV production unit, Four Star Productions, whose publishing affiliate of the same name holds a number of TV theme copyrights.

His first album, he cut an album directed at teenagers for an indie label on the coast.

Several years ago, Decca Records issued an LP, "The Dick Powell Songbook," which consisted mostly of Powell vocals of songs from his film. According to the label's Len Saltidor, the LP is still on release.

Born Richard Ewing Powell in Mt. View, Ark., the performer began singing in church choirs, going on to sing with various bands and eventually on his own. He was spotted by a Warner Bros. talent scout at the Stanley Theater in Pittsburgh, with his first fleg role being that of a crooner in a film called " Blessed Event."

Anthony Looking For "Book End," The Kind That Sings

HOLLYWOOD—Maestro Ray Anthony has kicked-off a nation-wide search for a new "Book End" for his musical organization. For those not-in-the-know, a "Book End" to Anthony is a winning lead vocalist. Search is taking the form of a contest in which hopefuls (or their reps) are to submit a photo and, if possible, a tape or acetate of their voices to: "Book End Contest c/o Ray Anthony Ent., 1935 Sunset Blvd., Hollywood 68 prior to Jan. 15.

Stan Major Enters Radio, TV Programming

LOS ANGELES—Stan Major has announced the formation of Stan Major Enterprises to enter the field of radio and TV programming. Formerly a disc jockey and "poon star with WJJD in Chicago, Major will furnish stations across the country with airchecks of top West Coast radio outlets and eventually plans to expand this service nationally so that any station may have an aircheck from any other market in the country.

Cash Box—January 12, 1963
For Strike’s Duration:  
Victor Lets Newspaper  
Disk Critics Have Say On Radio  
  NEW YORK—Victor Records is doing something about the gap  
created—disk review-wise—by the  
big New York newspaper strike.  
  Victor recently concluded arrange-  
ments to present a half-hour weekly  
radio program on WXRK featuring comments on the various company’s  
ewspaper releases by leading newspaper  
reviewers, according to George  
E. Merek, vice president and general  
manager who originated the idea.  
  Broadcast on Sundays from 12:30-  
1:00 p.m., the program, “The Weekly  
Record Review of the Air,” gives peo- 
ple in the WXRK listening area the  
opportunity to hear their favorite  
newspaper reviewers reading reviews  
by the people in the WXRK listening area the opportunity to hear their favorite 
newspaper reviewers reading reviews 
easily as they would have appeared in their respective newspapers. The  
choice of the classical, pop or jazz  
records to be reviewed on each pro- 
gram is left entirely to the reviewers  
themselves. Excepts of the chosen recordings are presented with the  
critiques. The program is presented 
without any commercial messages as  
a public service by Victor.  
  The premiere of this series on Sun- 
day, Dec. 30, included reviews by Her- 
bert Kopfheg of the New York Herald Tribune, Atra Baur of the New  
York Journal-American, Raymond  
Ericson of the New York Times, and  
Douglas Watt of the New York Daily  
News.

CMA Moves  
Nashville Offices  
  NASHVILLE — The Country Music Association (CMA) has announced a  
move to new offices in Nashville. New address is 801 16th Ave. So.

RIAA Offers “New”  
How-Disks-Are-Made Booklet  
  NEW YORK — The Record Industry Association of America has re-pub- 
lished and re-designed its booklet—  
“Your Wonderful World of Records,”  
which describes to consumers how  
disks are made. It was first made available last year.

Black Gets A Gold Disk  
  MEMPHIS—Bill Black’s Combo was recently presented a gold record of “White  
Silver Sands,” which Hi Records reports has topped one million in sales, at a  
presentation in Black’s home at the Hotel Chelsea here. Joe Coughi, proxy of  
Hi, and Edward Kissack of London Records, New York distributors of Hi, made  
the award. Standing (left to right) above are Black, Coughi and Kissack.

Ambassador Offers  
New LP’s, Singles  
  NEW YORK—Ambassador Records is moving into the New Year with 25  
new disks, including 17 albums on the low-priced Guest Star, Diplomat and  
Rocking Horse Children’s disks and  
the Gene McDaniels disk in the firm’s $7 (45’s or 78’s) Peter Pan series.  
  The Guest Star items are: “Frank Fontaine—Idiot’s Delight & Added  
Honor by Marty Gale,” “Show of Stars”—Vols. 1, 2, 3, various artists;  
“Showcase of Western Stars—Vol. 3,” various artists.

Heard on Diplomat are: “Twin  
Pianos,” Gamely & Docker and Peter  
Knight Singers (35mm recording);  
“Mr. President,” Douglas Gamley  
(35mm recording); “Everybody Loves  
A Lover,” Eric Delaney (35mm record- 
ing); “The Longest Day,” Nicholas  
Andriciano; “The Tradewinds,” Na- 
tional College Champions; “The  
Lonely Bull,” Madrid Affilecado  
Bossa Orchestra; “Limbo”; “Mother  
of the Rambler,” themes from big  
flicks; “Bossa Nova” and “Show- 
boat,” Magic Violins and vocal solo- 
ists.

The Rocking Horse entries (only  
in mono) are: “Mother Goose Jamboree,”  
“Let’s Go to the Circus” and “Let’s  
Go to the Zoo.”

The Peter Pan releases: “Captain  
Kangaroo,” “Clock that went Tock  
Tick,” “Sing a Song of Presidents,”  
“Sing a Song of Arithmetic,” “Dip- 
yu Hawk,” “Sing & Learn Spanish,” “Tri- 
ittle Indians” and “Casper the  
Friendly Ghost.”

Ray Charles Cuts  
First Single in A Year  
  NEW YORK—Needless to say that  
Ray Charles is one of the hottest sin- 
gles attractions around, but, iron- 
ically, he hadn’t been at a singles ses-
 
son in a year until last week.  
  Charles will be two more smashers  
for ABC-Paramount (e.g. “I Can’t  
Stop Loving You,” “You Don’t Know Me,”  
“You are My Sunshine”) stemmed  
from both volumes of his big-selling  
LP’s, “Modern Sounds in Country &  
Western Music.”

Sid Feller, director of A&R, flew  
to Hollywood last week to cut the  
singles date, both songs of which were  
not ballads.
Columbia Sets 8 Stereo Tape Releases For January

NEW YORK—Columbia has announced that it will release eight 4-track stereo tapes in Jan., including four pop and four Masterworks. In the pop release are "I Left My Heart in San Francisco"—Tony Bennett, "Night, Night—Love"—Bobby Hackett, "Plumming Drums"—Olaitujin and "Rapture"—Johnny Mathis.

In the Masterworks division, the releases are "Brumh's Symphony No. 2 in D major"—Leonard Bernstein & New Philharmonic, "The Carni-
vial of the Animals"—Leonard Bern-
stein, "Carnival in Vienna"—Eugene Ormandy, and "Berlin Symphonie Fantastique"—Eugene Ormandy.

Kapp Distracts Herb Of January Program

(Continued from page 7) also mentioned Jimmy Justice, Jerry Jackson, Babe Taxi and Skip Cunningham. At the Station, the company's pop A & R man was introduced from the floor by announcing that we are proud of the image our company has over these years and we are now broadening our base and adding to our sales potential by becoming a very vital force in the singles market." To demonstrate this, he played new sin-
tunes by teenage artists including Johnny Cymbal, Richard Anthony and Mike Regal, plus three entries by Chad Mitchell Trio, The Swinging Bluebird and Roger Williams.

At the conclusion of the singles demonstration, the lights dimmed and a stereo-spectacular, 1/4-hour color presentation (produced by John Tucker of the label's merchandising director) which revealed a forthcoming album project on the January release. The release consists of 15 albums including such standouts as Roger Williams' "Country Style," 12 country songs, "Joes Jingles, Our Secret Weapon," who takes a whack at all the branches of the armed forces, "Chad Mitchell in Action," "More Kenny Ball" and the "Midnight in Moscow Jam," "More Do-Re-Mi," The Do-Re-Mi Children's Choir, "Fly Me To The Moon" and The Bossa Nova Pope, all are featured on the chart single and "The Wide Open Spaces," The Pete King Orches-
tara and Chorale. In addition there are eight other catalog items.

The meeting concluded with a further tribute to all who had helped in the success of the company and the film "Marnie" to the sales presentation by David Kapp to Roger Williams of the artist's 6th gold LP (see separate story).

The meet continued with Macey Lipman of the sales department outlining the details of the program which include a 10% discount and dating to qualified dealers. Lipman showed the new libro books, order forms and other sales aids, and explained that the sound-track of the sales movie just shown had been transferred to disc for use by distributors at their own movie sales department.

Next, Eric Steinmetz, also of the sales department, introduced the label's new Juke Box series which consists of former Capitol releases re-
coupled by key artists for jube box consumption.

Skaff wrapped up the meeting by summarizing the company's sales policies and growth plans.

THE SAILOR BOY

Cathy Carr

CASH BOX—January 12, 1963

Atlantic Issues Initial BN LP's Cut In Brazil

NEW YORK—Atlantic Records' Jan. LP releases consist two LP's that are first of the label's cut-in-Brazil Bossa Nova product.

The albums are "Do the Bossa Nova with Herbie Mann" and "The Boss of the Bossa Nova, " with Jean Gilberto, one of the leading Bossa Nova figures.

The Mann package features the strong jazz fusion playing with five of the top Bossa Nova groups in Brazil, including that of Anthony Carlos Jobim, who sings his own "One Note Samba" backed int Baden Powell; Sergio Mendes and His Bossa Nova Rio crew; pianist Luis Carlos Vinhas and His Trio; and a 17-piece percussion group composed of Brazilian "School of Samba" musicians.

The Mann package was cut in Rio De Janeiro under the supervision of Atlantic veep Nesuhi Ertegun.

Additional LP's by Mann and Gilberto, also recorded in Brazil, will be issued by the label in the months to come.

Correction

NEW YORK—A story in last week's issue describing the new LP program from Liberty Records incorrectly stated the amount of the extra cash discount to be authorized on individual dealer orders of 200 or more LP units. Correct percentage is 5%.

R&B SINGLE SIZZLER!!

"WINTERTIME BLUES"
LIGHTNIN' SLIM
Excello 2224

GOSPELS ON THE MOVE!!
"WHEN TROUBLE ARISES" b/w "DON'T KNOW WHY"
Six Trumpets
Nashboro 752

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

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

"THE LOVE OF JESUS" b/w "GOD GOTT HE Hands ON ME"
The Holmes Sisters
Nashboro 755

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

ROULETTE RECORDS

GYP SYS CRIED
Lou Christie
R.4457

BERGENFIELD, N. J. Prestige Records has recorded an instrumental version of the new hit Broadway musical, "Oliver!" RCA Victor has the original-caster of the show, which is currently riding the best-selling LP charts.

Featured on the new disk are Dave Pike on vibes, Tommy Flannagan on piano, Jimmy Raney on guitar, George Tucker on bass and Walter Perkins on drums. A single has already been taken from the album coupling "Where Is Love?" and "As Long As He Needs Me."
CASH BOX TOP 100'S PUBLISHERS

(Top 100 titles listed Alphabetically see card for artist and label credit)

ALL ALONE AM I (Aldon—BMI)
'A GYPSY CRIED (Wink—BMI)
'AL DI LA (Bob-O—ASCAP)
'ALL ABOUT MY GIRL (Boska—BMI)
BALLAD OF JED CLAMPETT (Columbia—BMI)
BIG GIRLS DON'T CRY (Bob-O—ASCAP)
BOBBY'S GIRL (A.M.W. N.Y.—BMI)
BOSSA NOVA (Aldon—BMI)
CALL ON ME (Linn—BMI)
CAST YOUR FATE TO THE WINDS (Friendship—BMI)
CHICKEN FEED (McKee—BMI)
CINNAMON GINDER (Algo—BMI)
COMIN' HOME BABY (Qwest—BMI)
CONEY ISLAND BABY (Original—BMI)

... (Dance With) THE GUITAR MAN (Lindberg—BMI)
... DARKER THAN A TOWN (Aldon—BMI)
DEAN OF ROCK HEARTS (Swan—BMI)
DESAFINADO (Panta—BMI)
DON'T HANG UP (Panta—BMI)
DON'T MAKE ME OVER (Beecham—BMI)

... (Echo)
EVERYBODY LOVES A LOVER (BMI)
... EVERY DAY I HAVE TO CRY (Reed—BMI)
FLY ME TO THE MOON (Algo—BMI)
FROM THE BOTTOM OF MY HEART (Beech—BMI)
GO AWAY LITTLE GIRL (Aldon—BMI)

... (Half Heaven—Half Heartaches)
HE'S A REBEL (Armstrong—BMI)
HE'S SURE THE BOY LOVES ME (Algo—BMI)
HEY PAULA (Him—BMI)

... (Hotel Happiness—Hey Paula)

... (How Much That Doggie in the Window)
... (I May Not Live to See)
I'M GONNA BE WARM THIS WINTER (Pons—BMI)
I SAW LINDA YESTERDAY (Aldon—BMI)
IT'S UP TO YOU (14 Star Sales—BMI)
JAVA (Pons—BMI)
JELLY BREAD (East—BMI)

KEEP YOUR HANDS OFF MY BABY (Aldon—BMI)
LET ME GO THE RIGHT WAY (Jubel—BMI)
LET'S GO (Pony—BMI)
LET'S KISS AND MAKE UP (Spar—BMI)
LIMBO ROCK (Spar—BMI)
LITTLE TIN SOLDIER (Wink—BMI)

1. LITTLE TOWN FLIRT (Vicki McClaugherty—BMI)
2. 'LITTLE GREEN SHOPPER (Hazlett, Veeno & Co.—ASCAP)
3. LONELE (Aldon—BMI)
4. LOOP DE LOOP (Tody—BMI)
5. LOVE CAME TO ME (BMI)
6. LOVE OF A BOY (BMI)
7. LOVEYDICE BLUES (BMI)
8. 'MAM Didn't LIE (Santorino—BMI)
9. MOLLY (Alden—BMI)
10. MONSTERS HOLIDAY (Gordon, Underwood—BMI)

... (My Coloring Book—BMI)
... (My Dad—BMI)
... (My Wife Can't Cook (Lexco—BMI)

... (Night Has a Thousand Eyes)
... (Brow—BMI)
PEPPINO THE ITALIAN MOUSE (Saco—BMI)
PEPPERMINT MAN (BMI)

... (Popeye Waddle)
PROUD (Camaro—BMI)
PUSH AND PULL (Clark—BMI)
RAINBOW AT MIDNIGHT (BMI)
RELEASE ME (BMI)
... (Remember Then)
RETURN TO Sender (BMI)
... (Rhythm of the Rain)
RUBY (BMI)
RUMORS (Alden—BMI)
SEE SIRE RIDER (BMI)
SHAKE, ME I RATTLE (BMI)
SHAKE SHERRY (BMI)

... (She's a Troublemaker)
SHUTTERS ARE Boards (BMI)
SOME (BMI)
SPANISH SMOOTH (BMI)
... (Strange Magic)

... (Tell Him)

... (Telstar)

... (Little Litty Ladies)

... (Trouble is My Middle Name)

... (Two Lovers)

... (Up on the Roof)

... (Walk Right In)

... (What to Do With Laurie)

... (Wiggle, Bobble)

... (Wild Weekend)

... (Would It Make Any Difference to You (Pamper—BMI)

... (Your Cheatin' Heart)

... (Your Rose is About to Shine)

... (You'll Never Get a Hold on Me)

... (Zero)

... (Zip-A-Dee-Doo-Dah)

CASH BOX Top 100's PUBLISHERS

GREAT BRITAIN

Things got off to a slow start after the two-day Christmas break and, at the time of writing, sales are scarce indeed. However, it has been a happy Christmas for the British group, the Yardbirds. Last but not least, with their world embracing hit "Telstar." The disk's phenomenal success is shared by independent producer, Joe Meek of R.C.M. Sound, The Decca Record Company and publisher Ivy Music. The same team celebrate the New Year with a follow-up single "Globetroter" and an EP which includes "Popeye Twist," "Love And Fury" and "Popeye Waddle." Decca also kicks off the New Year with a new Tommy Steele single. Absent From the Hit Parade, Tommy is currently recording a worthy worth combination "Butter Wouldn't Melt In Your Mouth." On the same label, Jet Harris and Tony Mehan, farmer members of The Shadows group, together with Decca, have recordings under their belt. Decca also has a late entry in "Barbara," a single from the American Top Twenty, Bob Seger. "Blue Jeans" brings a new lease of life to "Zip-a-Doe-Doe-Dah" and Rick Nelson's "Barbara" is a little more promising with the new Judy Garland single "Little Roof Of Love" from the full length cartoon film "Gay Purr-ee." A sound track from the film "The Many Loves of Dobie Gillis" is also released on Decca. The soundtrack of the film "The Many Loves of Dobie Gillis" is also released on Decca.

The end of the year brought Mark Wynter's first Silver Disk for "Venus In Blue Jeans"—his first release on Pye. Mark enters the New Year in the charts with his follow-up "To Away Little Lambs" which made its comeback second quarter million seller. An interesting chain of events led to the latest Kenny Ball release. Louis Benjamin, director of Pye Records, started the ball rolling, so to speak, by making an urgent visit to The Fascinations, during which time they were mu—, during which time they were being played on the radio. Benjamin asked for a copy of the disk and brought it back to England convinced it would make an ideal instrumental for Kenny Ball. The jazzman heard it, liked it and recorded it. Retitled "Sukiya" after a Japanese meat dish the disk was issued on Jan. 8.

Pye is also enlarging their cataloging of Irish and Scottish music under a new "Heather" series of singles, EP's and LP's to be issued on the Piccadilly label. A couple of new folk releases include a new集 with features such as Elaine and Derek, Moira Brody, Michael Duff and the Alexander Brothers. Pye will also issue an LP "The Kill Tis My Death Day from the "Brigadoon" series.

Another new series also from a TV program "Face To Face" will be launched by Pye Records. The program, "Face To Face" has been followed by the very promising series "The New Faces," featuring some of the best unknown personalities and the first three issues will feature Tony Hancock, Sir Lancelot, Barbara Shelley and Peter Sallis. Further issues will be made throughout the year. New single just released is the latest Marty Robbins waxing of "Ruby Ann" on CBS. As his previous hit "Devil Woman" the publisher, Astar- fools, Orchestra leader and MD Robert Farnon, well-known for his albums with the "Decca People," has been asked to do the series of recordings from the series. John Freeman will be heard investigating various well-known personalities and the first three issues will feature Tony Hancock, Sir Lancelot, Barbara Shelley and Peter Sallis. Further issues will be made throughout the year.

The first release by EMI in 1963 is scheduled for January 11 and include "Land Of Hope And Glory" by Vera Lynn on HMV. The disk has already achieved considerable success on the continent particularly in Holland. A new Acker Bilk disk "A Taste Of Honey" is issued on Columbia and on the same label Harry Nilsson has also released "Hot Air Balloon." The third release is a single from the same label "Once Upon A Time In Men." The Jordarns have an old Elvis Presley hit "Don't Be Cruel" on a new release and the same label Peggy Lee tells us "I'm A Woman," hitting in the U.S.

Stuart Reid last of Essex Music moves over to the Robbins group as general manager in the wake of the release of 'Obamacare' with a plan to take over Dix Music from Percy Hires, who is retiring after many years with the company.

Arthur Lewis has been named as managing director of Derecours Production, Ltd., the new theatrical production company recently set up by EMI Ltd. He succeeds John Blakely who has resigned and is taking over as Managing Director of "How To Succeed In Business Without Really Trying," the company's first venture which opens on Mar. 22 at the Shaw Theatre. Formerly known as The Princess and recently acquired by EMI in association with property magnate Charles Clore and New York production firm Four and Four, the theater is operated by Arthur Lewis. No stranger to England Lewis was the Producer-Director for the London production of "Guys And Dolls," He also produced the Broadway production of the British musical, "The Boy Friend."


Announcement to the Cash Box Christmas issue dated December 29 1962 in Part Two, the International Section, Page 11, Agents and Managers List. The address of Starcast Ltd. should read 54/62, Regent Street, London, W.1. Tel: Regent 2015-6.

Israel's Best Sellers

1. Baby Face—Bobby Darin
2. I Remember You—Freddy Field
3. No One Ever Eggs a Smile—The Everly Bros.
4. Heaven's On My, Baby Welch
5. Don't Go Near The Indians—Rex Allen
6. Tell Me To My Heart—Freddy Field
7. Oh, What A Night—Tommy Roe
8. Telestar—Butch Ashdown
9. If You Were A Rock And Roll Record—Freddy Cannon
10. Let Love Come To Me
11. Susie Darlin'—Tommy Roe.
12. King Of The Whole Wide World ("From Kid Galaah") — Eliv Shlomo
13. Breakin' Up Is Hard To Do—Nell Carter
14. Warmed Over Kisses—Brian Hyland
15. Lean On Me—Gene Pitney
16. Love Me Tender—Richard Cham-
...
Germany

The musical is finally finding its way into the top ten rung of record sales in Germany. 1962 proved to be the beginning of a new year with the hit "My Fair Lady," which received a golden disk for over 125,000 sales in the German market. Philip, who had the golden record, reported by "My Fair Lady" topped its LP sales in 1962 followed by 3 other musical LP's including "My Fair Lady" and "West Side Story" from the film, "West Side Story" also from the film and the original Broadway cast version. "My Fair Lady" all placing in the top 6 best sellers for the firm.

Polydor followed up the success by issuing an LP of the musical "Heinrich Schlöndorff" (Hamburg) written by Lotter (=Yes You, You, Olas and starring record star Freddy, which not only is ranking up top LP sales, but the single from the show, "Kunst, kann waid" was tops in the hit parade here. Many more musicals are planned for this year including first showings of American shows such as "Carnival" which enjoyed huge success in Munich last year. The: record star Freddy does The male lead, "The Boy Friend," which will have Electrola teenager Rex Gildo in the female lead of this year's newest German musical which will also include many recording personalities in the casts.

With the sales of LP's reaching singles sales figures, many firms will be signing original cast LP's for release and Germany will witness the same development as the U.S. with record firms not only releasing but also financing musical productions.

Dieter Heck of Edition Marbot announces that the firm is working hard on the new Lollita Polydor recording of the French tone "En Suivant Notre Amour" done in German.

Artola Records announced that they have signed the Munich Carnival Prince Max Graf to a recording contract. Furthermore, their contracted bands led by Max Gregor and Kurt Henkel have been signed by the 2nd TV program as regulars.

The firm has also pickup the original soundtrack to the film "The Longest Day" through Barclay. Artola is also hard at work pushing The Limbo due to the success of its chart hit "Limbo Rock." The singer Peter Hinnen is being booked into the "Olympia" in Paris April. The young singer put up the charts here with his German waxing of "El Ranco Grande" and is doing the rounds of the German press this month.

The German record companies are reporting top sales over the holiday seasons, LP sales were better than ever and single sales were not disappointing. Starting January, looking forward LP's for release and Germany will witness the same development as the U.S. with record firms not only releasing but also financing musical productions. New personality at CFBC, St. John, N.B. bills himself as "Stag" and hails from CJFX in Antigonish, N.S. Featuring a pop music format and character voices, "Stage Hop" hopes for as good a reception in the New Brunswick City as he had in his former location. His true identity—by his own request—remains a mystery.

RCA Victor planning an extensive promotion for a new series of releases beginning this month under the heading of "Our Man." The series will feature releases by some of the label's biggest stars, Paul Anka, Harry Mancini, Sergio Franchi and others.

Hot album with Bill Fisher's Phonodisc branch in Montreal currently is the new Sue release by organ man, Jimmy McGriff. He follows hard on the heels of the smash single by the artist, "I've Got A Woman." Several of the tracks are suitable for stations and jocks specializing in "smoother" sounds. Chief among the tracks will be a new "Telstar Doll" track and "I Could Have Danced All Night." The artist's new single is also included in the package, it's a side entitled, "All About My Girl."

New Canadian song that could easily do as well or better than "Stool Men" is "That's A Lie." It's written by Danny Harrison and released on Coral by The Count Victor's. Suzanne Martin at BMI is busy circulating copies of the Cash Box review of the new LP, a recent pick of the week. Another Canadian hit out this week is "Annis C.," a joint project by Can-Musics, Simmata-Sammy Davis (Reprise) Francis Day & Hunter.

Johnny Nash just recently concluded a week's stay at Montreal's El Morocco.

Ben Kaye and Hal Stanley the Montreal song writing team with a vital interest in sending their releases to a wider audience are happy with their release in both the U.S. and Canada on behalf of the LP in general and their tunes in particular. They seem to find good reaction in most areas, particularly "Vagabond Prince."
Dec. 24 was a wonderful day for practically all the record stores in Buenos Aires and, consequently, for the diskers. From 8 AM to 10 PM, a crowd of record buyers filled the retailer's buildings and bought singles and especially LPs. In some cases, the LPs were sold out. Major discos such as Edificio Fidelidad, Centenario, and the center of the city and in Mar del Plata, the outskirts of Buenos Aires, estimated that he had been selling at the rate of one album every two minutes for the last two weeks. The present LP buying spree began since December, although a good month, if compared with November, hadn't been seen for over a year.

CBS-Columbia has been cashing in on the success of two singles, "Dame Felicidad" and "Di Papa," which is in the number three spot of the best sellers list. CBS-Columbia was among the top 10 most popular record labels for the next few weeks. CBS-Columbia reported a good earnings during December. The Christmas EP's by Los Tres Sudamericanos and Ray Conniff have also been successful.

Local scene topics will belong this week to "Barbro," the promotional album released two weeks ago by Music Hall. Since the record includes several songs, demand is expected to continue for the next few weeks. "Barbro" is a real LP hit, and prices are at 320 pesos, which seems to be a very good deal for the Christmas season. The Christmas EP's by Los Tres Sudamericanos and Ray Conniff have also been successful.

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The December 1962 issue of the APRA Australasian Performing Right As- sociation reported that royalties due to the record industry, including income tax of $231,000, reached $375,000 in 1962. After operating expenses are deducted it leaves a dis- creetly smaller figure, which is still adequate for the record industry. This would indicate that composers and publishers could expect handsome return checks from APRA for the term just concluded—some of the newer publishers should do well because most of them have been very active in building up their catalogues, especially with local songs.

Argentine's Best Sellers

1. Dame Felicidad (Free Me) (Painted Desert-Korn) Enrique Guzman (CBS); Siro San Roman (Music Hall); Raul Lavie (CRA)
2. Spino Lovesick (San Francisco) Jackie (CBS); Peppino di Capri, Matelo, Muños (Odeon Pops); Ellie Sanguistio, Juan Elorza, Raul Ramon (Disc Jockey); David Dante (RCA); Roy Baxter (Philips)
3. Di Pino (Korn) Luis Evans (CBS); Siro San Roman (Music Hall); Jose Guardiola (Odeon); Raul Lavie (CRA)
4. Sheep Elephant Walk (Parnell-Desmond) Lawrence Welk (Music Hall); Henry Mancini (RCA)
5. Belladonna (Spanish) Palito Ortega (RCA); Los Gin Fizz (CBS)
6. Cadenza Sentimientos (Sponka-Ferretta) Paula Anka (RCA); Monica Lander (Odeon Pops); Juan Ramon (Disc Jockey); Lola Fransen (RCA)
7. Parada Mayor (Philips); Orquesta Del Cid (CBS); Ciro Mendoza (RCA); Antonio Torno, Teintures (Disc Jockey); Julio Cesar (Odeon Pops); Antonio Mizio (CBS); Gasparin (Philips)
8. Elu (Elu-Elliot) Raul Evans (CBS); Jacky Benzaquen (RCA)
9. Sealed With A Kiss Brian Hyland (Philips); Armandos (CBS); Antonio Prieto (Disc Jockey); Lacho Gatica (Odeon Pops)
10. Banda (Korn) Luis Evans (CBS); Antonio Prieto (Disc Jockey); Sealed With A Kiss (CBS); Antonio Prieto (Disc Jockey); Lacho Gatica (Odeon Pops)
11. Rito Africano (Tonika-Ferretta) Bert Kaempffert (Polydor); Trumpet Boy (Philips)
12. Rito Africano (Tonika-Ferretta) Monica Lander (Odeon Pops); Jolly Land (RCA); Los Big Ben (Philips)
13. Andrea (Disc Jockey); Piano di Ferretta) Duo Dinamico (Odeon Pops)
14. El Manantial (Disc Jockey); Bert Kaempffert (Polydor); Trumpet Boy (Philips)
15. Siro San Roman (Music Hall); Ramon Elorza (Philips)
16. Thuja (Korn) Mohamed Araya (Disc Jockey); Los Marzillos Ferial (Microfon)
17. Las Notas De La Piano (Disc Jockey); Siro San Roman (Music Hall); Raul Ramon (Disc Jockey)
18. Daniela (French Music-Ferretta); Fredy Luciano (Music Hall); Jackie Amat (Philips)
19. Cry (Mellow-Ferretta) Paula Anka (Arbel)
20. Elsnera (Disc Jockey); M. Bazile (Arbel)

We are now well into our summer season and a great many people are now enjoying their annual holidays. The record industry is generally believed to be quiet at this time of the year, but some companies are beginning to review their policies and, in some cases, even consider changing them. The APRA report revealed that "healthy" sales during the Christmas period. When all the facts are analyzed, the market is beginning to show signs of recovery. The record industry is generally believed to be quiet at this time of the year, but some companies are beginning to review their policies and, in some cases, even consider changing them. The APRA report revealed that "healthy" sales during the Christmas period.
Belgium's Best Sellers

**Belgium's Best Sellers**

**Italy's Best Sellers**

**Titles**

1. Quando, Quando, Quando
2. La Bella Della Tomba
3. La Terza Luna
4. E Indietro Siffre Le: Ray Analogico/EMI Adavanzata
5. La Più Grande Del Mondo
6. La Chanson Du Moulin
7. Il Giorno Più Largo
8. Le Chant de la Sirène
9. Il Giorno Più Largo
10. La Terra del Sole
11. La Chanson Du Moulin
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16. La Chanson Du Moulin
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18. Le Chant de la Sirène
19. Il Giorno Più Largo
20. La Terra del Sole

**Votes**

1. Quando, Quando, Quando
2. La Bella Della Tomba
3. La Terza Luna
4. E Indietro Siffre Le: Ray Analogico/EMI Adavanzata
5. La Più Grande Del Mondo
6. La Chanson Du Moulin
7. Il Giorno Più Largo
8. Le Chant de la Sirène
9. Il Giorno Più Largo
10. La Terra del Sole

This week the last show will feature the final singers and songs, but the genuine title is "Il Ciò Lo Uno di Sulbia." The top four will be confirmed, and the winner will surely be Tenis Reni with his "Quando Quando Quando." Next week, "Il Ciò Lo Uno di Sulbia" will have been released, and the number two position, South American Boys Nova talent Gilberto featuring "Desafinado" and "Chica De Suefina" fills the number one position, while橙色的LP by the same artist entitled "O Amor O Sonho O Flor" fills the number two position. South American Boys Nova talent Gilberto featuring "Desafinado" on 45's enters our charts this week. Mr. Cassetta, directo...
**Cash Box—January 12, 1963—International Section**

**Denmark's Best Sellers**

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**Mexico's Best Sellers**

2. Speedy Gonzales—Manolo Miono (Musart) (EMI).
5. La Muchacha—Alberto Vázquez (Musart) (Orfeon), Marco Antonio Muñiz (RCA), Alvaro Zornoco (Orfeon), Lacho Gatita (Musart), Antonio Prieto (RCA), (CAMPEL).
6. Corre Sanson (San, Sanzom, Run)—Los Rebeldes del Rock (Orfeon).
7. Lo Se
8. La Historia De Tommy Tell Laura I Love Her—César Costo (ORFEON).
9. Ven Que Te Quiero—Los Impala (Musart), Hnos. Reyes (RCA), Los Ruffino Hermanos (MABUEC).
10. La Muchacha (La Ragganza)—Miguel Angel (RCA), Perico Prado (RCA), Chico O'Farrill (Columbia).
Japanese Best Sellers

LOCAL:

(1st Week)

1. Tsukada Yumiko—Yukio Hashi (Victor)
2. (Samui Asian Strings—Toshina Yashikas (Victor)
3. Osako—Hideo Murata (Toshiba)
4. (Akashi-no Amega Yamato—Takashi Nishida (Polydor)
5. Vacation—Ichiro Hida (Toshiba)
6. Haru Sore-1—Hiroshi Ueki (Toshiba)
7. (Daitoku Kurose-0—Hiroshi Moriya (Toshiba)
8. Kato Kamiyama—Mukishiga-Mitoh Hatakeyama (Toshiba)
9. (Toku Ikeda—Jerry Fujio (Toshiba)
10. (A Change Of Heart—Yusuke Sakamoto Toshiba)

INTERNATIONAL:

(Last Week)

1. L'Eclipse Collette Tempia—Vicci (MGM)
2. Vacation—Conrad Frasch III (King)
3. Ichiro Hida (Toshiba)
4. Michi Aoyama (Gramophone)
5. Masako Yasumura (Victor)
6. Katsuko Kanai (Toshiba)
7. Can't Stop Loving You—Ray Charles (ABC Paramount)
8. Takashi Shimada (King)
9. Frank Nakagawa (Polycord)
10. The Longest Day—Mick Miller (Columbia)
11. Locomotion Little Era (King)
12. Yukari Ishii (King)
13. (Ali Da' Las—Emilio Pochi (Warner Brothers)
14. Toru Hata (Toshiba)
15. Romance De Amour
16. Return To Sender—Elsie Presley (Victor)
17. Three Funkies (Toshiba)
18. ABERBACH
19. Like I Do—Nancy Sinatra (Reprise)
20. Penny Sisters (Toshiba)
21. Pete's King)
22. Ramblin' Rose National Cole (Capitol)
23. TONE

LP Best Sellers:

(Last Week)

1. Malach Continental Album—Vicci
2. The Best Of Ray Charles—ABC Paramount
3. Song From The South—Edmonton Rob-London
4. A punching Latin Hit—Tito Las Vegas—Columbia
5. West Side Story Soundtrack—Columbia

Enhanced Christmas sales of disks. The results of record sales of Christmas songs were reported by several big shops in the center of Tokyo:

Imported Single

1. White Christmas
2. White Christmas
3. White Christmas
4. White Christmas
5. White Christmas
6. White Christmas
7. White Christmas
8. White Christmas
9. White Christmas
10. White Christmas

Local Single

1. Jingle Bells
2. Jingle Bells
3. Jingle Bells
4. Jingle Bells
5. Jingle Bells

Johnny Rebb (London Records) arriving here this month. He is the star singer of "Night Music," an international TV program from Australia and is chiefly working in the U.S. Rebb will sing in five cities in Japan, January 13 to 31.

At George, a favorite artist of Teiko Records as a singer of Latin songs left Japan Jan. 1, with his manager, Mr. Fujita, president of Video Production, and Yuno Suzuki, consultant manager to the firm. They are to stay in America for about forty days. Their main object there is to negotiate the contract of George's appearance at Carnegie Hall next October. As he would be the first Japanese to appear at the Hall, if the deal goes through, this negotiation is attracting the attention of all our music concerns.

Prior to their departure, Shinko Music, having close business relations with Video Production and Fujita, engaged Suzuki to the staff of its foreign department. Suzuki, former general manager of Yamaha Music, will take on this first duty as Shinko in New York, as a delegate of the company to study the markets and to negotiate sub-publishing contracts on its behalf.

Ray Charles has been enjoying more and more popularity in our country. His LP issue from King Records, "All About Ray Charles," is coming up as one of the best sellers of the label. It was released last September, with the collection of 11 songs including "I Can't Stop Levying You." His LP album on Atlantic Records, has also been selling in great numbers. Charles is now one of the artists, like Elvis Presley and Connie Francis, who can get good sales with each release.

Furthermore, the best-sellers of the label are now: "I'll Be Me" (Cliff Richard)
3. Spanish Harlem (Jimmy Justice)
4. White Christmas (Bobby Darin)
5. Kiss Me Quick (Elvis Presley)

Japanese Best Sellers

- Bing Crosby (Decca)
- Pat Boone (Dot)
- Elvis Presley (Victor)
- Leontyne Price (London)
- Pat Boone (Dot)
- Bing Crosby (Decca)
- Elvis Presley (Victor)
- Mantovani Orch. (London)
- Bing Vaughan Orch. (Dot)
- Dark Ducks (King) P.D.
- Mie Nakao (Victor) P.D.
- Toru Hata (Toshiba) P.D.
- The Peanuts (King) P.D.

South Africa's Best Sellers

1. Return To Sender (Elvis Presley) 6. Patches (Dicky Lee)
2. I'll Be Me (Cliff Richard) 7. Roses Are Red (Bobby Vinton)
3. Spanish Harlem (Jimmy Justice) 8. Think Of Me (Nancy Sinatra)
4. White Christmas (Bobby Darin) 9. She's Not You Elvis Presley
5. Kiss Me Quick (Elvis Presley) 10. Locomotion (Little Eva)

Cash Box—January 12, 1963

Nippon Columbia has named the top hits of its label and awarded prizes for:

King Prize: "Osho" Composer, Toru Funamura; Lyric writer, Yaso Saijo; Singer, Hideo Murata.
Hit Lyric Writers Prize: "Wakai Futari," Yoshimi Sugimoto; "Run-gacha Bushi," Takuro Hoshina.
Hit Composers Prize: "Wakai Futari," Minoru Endo; "Namida June," Toru Funamura.

From American pop field, "Pretty Little Baby," sung by Kuniko Goto and "Jenny Jenny," sung by Yasushi Suzuki, were awarded the Prize of Most Promising Singers.

Tony Williams is making his second visit to Japan since becoming a solo act, according to promoter Shinnichi Kogos. Williams is known in Japan as the lead voice of The Platters in such hits as "Only You." "Smoke Gets In Your Eyes," "The Magic Touch" and others. He will appear first in Tokyo on Feb. 4 and then visit other cities for stage appearances until the end of March.

Christmas in Japan was celebrated by many of our people, bringing about lively Christmas sales of disks. The results of record sales of Christmas songs was reported by several big shops in the center of Tokyo:

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On December 1 KBER-San Antonio became the only country station in the Alamo City when KBER changed call letters and musical format. In order to celebrate this event, KBER has scheduled three days of new Old Oreo shows for the Municipal Auditorium on January 12. The package will spotlight such country luminaries as Webb Pierce, Minnie Pearl, Ray Price, George Jones, Carl Smith, Claude Tillman Franks writes in words that he still has decay clips available of Chubby and that Stephen's move to Nashville to represent the firm there. In addition to placing material and doing promotion work, Ott will handle A&R for the outfit's stable of artists.

Kansa songwriter, Edith Hopkins and her sister Nettie Dawson, owners of Inner Glo Music, are looking forward to a happy new year with the success of their release, "Hurry Lord Give Me My Baby," which isaring, slow-moving Harlan Howard-penned folk item rendered with sincerity and verve by Cash. "Send a Picture of Mother" is a top-flight guns-back-pop-country affair about a guy in prison. Eye both ends here.

PRETTY BROWN EYES (2:16) [Four Star Sales BMI—Belew, Blake] the Musical" (2:21) (Cedarmont BMI—Burch, Jory) CARL BELEW (RC Vitor 192) Carl Belew, who hit recently with "Pretty Out There," comes up with a potent follow-up stanza with Victor newie tagged "Pretty Brown Eyes." The tune is top-notch "dnug-bung" shuffler with good things in it to make some noise in the pop slot. On the flip, "Mr. Smith" has Lee down a catchy-pupish, rhythm ballad with a top-flight danceable beat.

HICKORY 1189
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Now booking for 1963 LONZO & OSCAR Comedy Team Personal appearances Contact—JACK LOGAN UL 9-3835 NUGGET RECORDS DISTRIBUTORS, BAKERS, ONE STOPS, JORDANS AND RECORD SHOP—ORDER NOW! NUGGET RECORDS Route # 1 Goodlettsville, Tennessee

ALL AGREE...IT'S A HIT!!
"BETTER TIMES A COMIN'" RAY GODFREY SIMS 130

ARTHUR GUITAR HOOGIE SMITH (Starday 615)
(B+) “HOSPITALITY BLUES" (3:33) [Albany BMI—Campbell] The act has a real "hoisted" with this extremely fast-moving novelty item with some very funny lyrics. Singles side boasts a fast-rate guitar back- ing. Deejas should come out in droves for the side.

CARLISLE BROTHERS (King 5714)
(B) "EMPTY ARMS" (2:35) [C aynı BMI—Gustaf- son] The Carlisle Brothers unleash their professional vocal talents full-bore on this follow-up to their country traditional. With the proper expression the side could make some noise.

VAPOR TRAILS" (2:55) [Lincoln-Musies BMI—Gustaf- son] Here's a catchy-fast-moving rhythm ditty with some clever sound effects.
### COUNTRY DISK JOCKEY REGIONAL RECORD REPORTS

**COUNTR Y DISK JOCKEY REGIONAL RECORD REPORTS**

**COUNTRY TOP 50**

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<td>A PAIN A PILL CAN'T LOCATE</td>
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<td>18</td>
<td>HOW COME YOUR DOG DON'T BITE NOBODY</td>
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<td>FOR TEXAS</td>
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<td>FROM A JACK TO A KING</td>
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<td>IT WAS YOU</td>
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<td>HELLO TROUBLE</td>
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<td>HELLO TROUBLE</td>
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<td>23</td>
<td>I'M GONNA CHANGE EVERYTHING</td>
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<td>I'M GONNA CHANGE EVERYTHING</td>
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<td>24</td>
<td>FADED LOVE</td>
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<td>FADED LOVE</td>
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<td>A GIRL I USED TO KNOW</td>
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For the Beginning of the Year *“The End of the World”* Skeeter Davis RCA Victor 8098 Direction: HUBERT LONG 806-16th Ave. So. Nashville, Tenn.
Looking back over this past year, very little has actually changed, but looking at our business from another viewpoint, many things have changed. Actually, any healthy business is in a constant change or stagnation would result.

Many of our leading industry members have passed away and with them has gone a part of the heritage of this business. After all, when an old coiinman completes his stay on this earth there just isn’t his like around to fill the void as neatly. The newer members of the industry are gradually taking over, but as one of the oldtimers said to us last week, “They don’t have that gambling instinct,” a comment which would apply to most any oldtimer in any business nowadays, and when applied literally to our business, the gambling instinct and the gambling machines are becoming a thing of the past. There is still the challenge however of making a living with machines while the business becomes more complex, the complexion of the business changes.

Many times editorials have appeared here stressing the need for better business efficiency. Contracts, credit lines, cost accounting, depreciation of equipment, periodic investment, close scrutiny of new equipment, merchandising methods, programming, collections, inventory and a thousand and one other details all eat away at that thin black line of profit we wrote about earlier in the month. Unless these details are controlled a good business can wind up a year like this one without its fair share of profit.

Like most businesses the representatives of the industry cry from time to time that nothing is new and we hear this same cry in the record business and in show business itself where newness is necessary every hour of the day. What about pool tables? They aren’t flashy and fascinating nor do they attract crowds of onlookers just to see what it is that makes them tick. But they attract pool players with dimes and quarters and they draw them like the pool halls of yesteryear never drew them. Pool tables are almost the common denominator of this business and it is doubtful if many operators haven’t placed them this year. Compare the collections from pool tables this year against last year and the year before and you will soon see how new they are in relation to other profit-earners.

With the crackdown on the multiple-coin in-line games at the manufacturing and wholesaling levels comes an enforcement of the law at the operating level and it was without a doubt a damaging blow to the industry. But listen to the people affected and you will hear many answers to the problems. Some of the solutions aren’t necessarily the correct answer, but when the right answer proves itself everyone will follow suit so what does it matter. It will take more than a piece of legislation to stagger this business.

We can expect the other type amusement machines to fill the gap left by the bingo game, and we can look for even more radical changes in the music operating business which is currently going through many changes in its own way. Vending will continue to make slow infiltration among the ranks of the coin machine operators and with good reason. It’s a good business.

But aside from what appears to be a normal evolution in the coin machine industry—to predict the future—or attempt it in this space—is not our cup of tea. The best brains in the industry can’t tell you what will happen next month or even tomorrow. The coin machine business is unpredictable but you can be sure the new year will always present a new challenge.
Auer Appointed VP in Charge of West Coast Operations for Seeburg

**STUART F. AERU**

CHICAGO — William F. Auer, Vice President of Sales, of The Seeburg Corp., has announced the appointment of Stuart F. Auer, formerly Background Music Division V.P., as Vice President in charge of West Coast Operations.

"In keeping with the increased size and scope of Seeburg's West Coast activities it has been felt for some time," said Adair, "that Seeburg should have an officer of the company in direct charge of this important area."

"Stu Auer formerly lived in the San Francisco area for almost a decade," continued Adair. "He has a wide acquaintance with music and vending operators all through the west and so was a natural choice for this assignment."

"We will oversee our distributors in Los Angeles, Salt Lake, Denver, Portland and Seattle as well as our distributor facilities in Hawaii."

"It will be his responsibility to work closely with the distributor principals and their sales and operating personnel in carrying out Seeburg policies and stimulating field sales and promotional activities," concluded Adair.

Auer has been with Seeburg and its distributing organization for approximately eight years. He was formerly General Manager of the San Francisco and Washington and also spent two years with Mutual Broadcasting System.

Bally Issues Bulletin On Repair & Parts

**EUROPEAN CLOSE-UP: 1962**

*Final Feature Of A Three-Part Series*

(Morris Nahum of the R. H. Belna Company completes his ten country ride to the coin card business industry with this final article covering the vending Business in Germany, and the coin machine business in Denmark, Switzerland, Italy, Austria and Greece. As stated last week, Mr. Nahum's knowledge of the foreign market has helped crystalize the human factor in export—the personality of the people. Cash flow is also a factor for the world is the world of publishing this accurate and informative report by a leading representative of the industry.

**Wurlitzer Distrubs To Show New Model Phonothrout Nation**

*"Wurlitzer Week" Commences January 14*

NORTH TONAWANDA, N. Y.—The Wurlitzer Company will hold Pre-Meetings and Showings of its 1963 line during the scheduled "Wurlitzer Week" commencing January 14. With few exceptions distributors will hold open house from Monday (14) through Friday (18) of the designated week at their places of business.


Invitations have been extended to all Wurlitzer Distributors inviting operators in their territory to look and listen to the new Wurlitzer Model 2700D which offers many innovations not previously available on other models. One of the major interesting features is full back-lighting of all controls, plus a new color, stereo promotional panel and the grille.

Wurlitzer will have the Wurlitzer Sales Staff and Field Service Engineers are scheduled to call at least a part of Wurlitzer Week at each distributor office. They plan to demonstrate the Wurlitzer line and explain why the Wurlitzer Phonograph for 1963 will prove "The Greatest Money-Maker Of Them All," according to Bob Bear, sales manager.

Challenger Distributing Introu, A Second "House Organ"

SYRACUSE—Will Rooen, Public Relations Director for Davis Distributing Corporation, Seeburg phonographs and amplifiers, is the originator in upper New York State, has introduced a second house organ to the firm's publishing endeavors. Davis Ven Digest, a monthly four-page news bulletin, is the same evenly spaced and uniform style as the standard Davis Digest, but comes in the vending segment of the firm's business.

The Davis Digest has been held in high esteem by operators throughout the New York State area who receive it each month. The digest features news stories, photos, and service features as well as colorful items concerning operators and their business, their families, and their communities. It has been in circulation since January, 1962.

Davis Ven Digest will be distributed to all areas in the state, and is printed on a bright yellow paper, making it easy for operators to see the contents. The digest will be mailed monthly, and each edition will contain material of interest to operators in the vending business.

Davis Ven Digest is the second house organ in the Davis Digest family, and is intended to provide a continuous source of information and inspiration for the vending industry in upper New York State.

Vending Situation Different

In vending the situation is different. The Swiss has been accustomed to the sight of vending machines in the arcades, nightclubs, racetracks, movie theaters, road stations and bus depots. These Swiss machines are very colorful, well made, and dispensed tickets, candies and cigarettes. But, since more elaborate and mechanized machines are being manufactured in the United States and introduced into the country, there has been some hardening in the part of public opinion as well as governmental officials. Both, want to be sure they get what they pay for, and since we have had some peculiarities in vending, this applies to the products vended in these machines.

There is a group of independent and organized operators and distributors who make and sell machines, both as new machines, starting with industrial areas, as well as resort spots. They are selling machines in a variety of outlets in Switzerland who serve the vending industry to the best extent, and they must be congratulated for their services to the industry.

The vending industry of Switzerland is divided in three distinct zones of influence which even have different regulations. For instance, while cafes and bistros in districts of the night, in the French influence zone, similar places must close at 6 p.m., in the German influence zone. So that, one can see many vending machines in the Italian speaking zone than in the French speaking zone, where again outdoor cafes are prohibited. In the French speaking zone, machines are almost unexistent in the Italian speaking zone. Therefore, the best bet for setting up vending operations, is again industrial areas, as well as the areas where stores close early in the evening.

**Italy**

Next to the Belgians, I can say that the Italians come ahead in the bingo craze. But, there is a big handicap: Bingo are not allowed in public places, that is cafes, pubs, and similar places. One has to think that these regulations would stop Italian operators? Never! The route is, preto, changed in a chain of private clubs, with memberships, etc. Nevertheless, there is a big gain.

First of all, the importation of used equipment is not authorized by the Italian customs, and new equipment is often to costly to operate profitably. Again, the Italian operator does not stop: he purchases "reconditioned" equipment in the U.S.A. or Belgium, and the Italian customs are only too glad to compromise. Everybody has to make a living.

Unapographically the same restrictions on operating machines in public places are the same, but there is a slow transition from bingo to pinball machines in their clubs, restricting the operators to a certain clientele and making appearances of the pinball games.

As to operate pinball in private clubs, the deed does not make him the Italian operator too enthusiastic. As a result, the pinball business is almost nil. But, this is very provisional, as the Italian custom are very much interested in this field. Therefore, they are willing to give a change to pinball machines in their clubs, restricting the operators to a certain clientele and making appearances of the pinball games.

Therefore, it will be wise to have a chain of private clubs, with memberships, etc. Nevertheless, there is a big gain.

There are still a lot of machines imported from the United States and other countries. It is interesting to notice that these machines have been purchased by operators who are interested in the pinball business, but who are not interested in the slot business.

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**Germany**

Vending Machines

As far as vending machines are concerned, the biggest problem is not in the German influence zone, but the small operator is not. Therefore, only the very large operators are booming business. When and if the small operator notices the picture of vending machines, The vending machines operators, even of used machines will enjoy a booming business, but let me warn you, a short-lived one. Why? Remember, in the States, the German will only want the best... and that will mean new vendors, eventually manufactured in Europe by U. S. concerns in accordance with German standards.

Danmark

For a reason or another, Denmark reminded me of the attitude taken by the French in the vending machine trade. One exception: slot machines still enjoy steady business in Denmark. The same applies to some arcade equipment.

Switzerland

In many ways, Switzerland resembles Germany: their purchasing power is high, and they like to have the best product, in a manner similar to Germany. On the other hand, although Switzerland is quite sophisticated in many ways, and does not indulge very much in night life and does not patronize the same extent as the French or Italian do, this situation is modified by the fact of their not being used to operating machine trade, specially the amusement machines. Anyhow, the only type authorized is the pinball machine, and the Swiss cares only for the 4-players type, and the very best 2-players type.

But again, the number of machines in operation is less than 1,000, and would even be less if it were not the influx of Italian and Spanish migrant workers.

This situation is a real joker: it is to the advantage of the pinball machines, for it is a slow transition from bingo to pinball machines in their clubs, restricting the operators to a certain clientele and making appearances of the pinball games.

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Cigarette Sales For 1962 May Break All Time Industry Records

Predicts Exports Of American Vending Equipment To Boom In '63

NEW YORK—Merrill Lynch, Pierce, Fenner & Smith, Inc., Wall Street's largest brokerage firm, has opened an all-automatic hot-food vending cafeteria to serve 3,000 employees at its Boston headquarters.

The cafeteria, installed by Continental Catering, Inc., a division of Continental Catering Corporation, features high-speed machines which dispense full-course hot meals, including soup, meat, rice and vegetables. The cafeteria is open from 7 to 8 a.m. on weekdays and offers a variety of foods from soups and salads to roast beef, chicken and stewed vegetables. The cafeteria is expected to serve 2,000 meals per day.

The all-automatic hot-food vending cafeteria is expected to serve 6,000 meals per day. The cafeteria is open from 7 to 8 a.m. on weekdays and offers a variety of foods from soups and salads to roast beef, chicken and stewed vegetables. The cafeteria is expected to serve 2,000 meals per day.
Williams Introduces New 2-Player Game

CHICAGO — Williams Electronic Manufacturing Corporation, this city, rang in the New Year in high style last week, with the introduction of its new “Tom Tom” two-player pinball amusement game.

J. A. (Art) Weinand, vice president in charge of sales, “beat the drum” (Tom Tom, that is) in announcing the release of this game this past week. He particularly pointed out the exciting, new Williams’ feature in “Tom Tom,” which showcases two moving targets on the playfield.

He further stated that “the new targets make possible keener competitive play and faster, more exciting scoring possibilities and, will therefore attract considerably more play and higher earnings for operators.”

Weinand added that “Tom Tom” is a very desirable successor to Williams’ recent sales champ, “4 Roses” single player. Which, he said, was one of the most accepted pinball games released by Williams Electronic Mfg. during the past few years.

“We are starting the New Year in grand style with a great two-player in ‘Tom Tom,’ ” Weinand stated, “and we frankly cannot beat the drum hard enough in singing its multitude of praises. It is, indeed, a fine successor to our fine ‘4 Roses’ single player pingame.”

Weinand continued by explaining the playing and scoring features by again highlighting the two moving targets, which will “unquestionably increase play appeal by far.”

One of the five center rooler buttons on the playfield is always lit. The player scores 10 points when hitting this higher rooler button. Scoring then advances. The top rooler button, when lit, scores 100 points when hit. This changes the Top Bumper values of both the Red and Yellow “Moving Targets” from 10 to 50 points, and to 100 points.

The two bottom rooler buttons on the playfield increase the target values, and propel the ball in play toward the Red and Yellow targets. Hitting the top center button advances the values of two lighted Jet Bumpers from 1 to 10 points.

There are two top rooler lanes good for 50 points when hit. Also, two flippers, several rebound kickers, and the long lasting Williams “Plastikote” finish on the playfield.

Weinand concluded by stating that “Tom Tom,” which has been completely prototyped tested in many random locations prior to its release, is now in full production and is currently being shipped to all Williams’ Electronics’ distributors.

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Seeburg Publishes 2nd Edition Of “Little LP” Album Catalog

CHICAGO—A revised, enlarged, and illustrated 2nd edition of the Seeburg catalog of “Little LP’s” stereo albums for music operators was published by The Seeburg Sales Corporation on December 26.

The original edition, published last August and reprinted on operator demand in October, contained 102 “Little LP’s” on 22 labels.

The new 2nd edition, enlarged to 28 pages in pocket size, lists and reproduces the sleeve designs of 223 albums on 26 manufacturers’ labels. Every listing includes the title of each tune on each record.

Seeburg’s “Little LP” disc, equivalent of one side of a 12-inch LP album record, are issued through Seeburg distributors expressly for play on the Seeburg LP Console.

In announcing publication, Seeburg states that the new catalog contains the most complete selection available today of best-selling albums, and is representative of what the public is buying in albums for home play.

Popular vocals and instrumental, jazz-rhythm-blues, country and western tunes, and classical recordings are included.

All locations featuring the LP Console will receive a copy of the new catalog. A special check-off order form for operator use is provided.

Rowe AC Makes Available 2 New LP Albums

CHICAGO—P. N. Glover, Rowe AC Services advised the trade last week that the firm is making available through its distributors two new albums in conjunction with Rowe AC’s Top Talent Album Release Program. The LP’s are in 33 rpm stereo single form and measure 7”, the same as the 45 rpm disk.


The second release is entitled “Melvin McPartland Plays The Music of Leonard Bernsteins” on Time Records and includes “It’s Love,” “Cool,” “Lonely Town,” “I Can Cook Too,” “Tonight,” “Somebody,” “Ya Got Me?,” “A Little Bit in Love” and “Lucky To Be Me.” Some Other Time.”

The disks can be programmed on latest model phonographs with the 33-1/3 provision.

NEW ROWE AMI hottest phono in years!

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

Patent pending.

On display now at your Rowe AMI Distributor.

Rowe AC Services
Division of Authentic Centers Company of America
18 So. Michigan Ave., Chicago 3, Ill.
NOW you can add that "extra" location!

Pick up a modern coffee vendor...

...and complete and work...

...at a realistic price:

* 9 Rudd-Melikian Brew-A-Cup model 300 powdered...

Your choice: $500 each

Contact Robert Romig of Davis-Syracuse and get 'em while they last!

Terms: 1/2 Deposit Required

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All-New-Make-Officer

Kenny Ball-Line

All-Terrain Fire Engine

All-Terrain Chuck Wayne

All-Terrain Chuck Wayne

Scottland Westfield Trains

Will trade for Gottlib-Williams 1957 and later!

Call Bob Jones—Algonquin 4-4040

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Music - Vending - Games - Alleys - Seeburg - Bali - Chi Coin - Keene

Exclusive Chicago Area Distributors for WURLITZER PHONOGRAPHS and PARTS

First Coin Machine Exchange, Inc.

1750 W. NORTH AVE.
CHICAGO 22, ILLINOIS

Cash Box—January 12, 1963
It was a swingin’ Christmas party at Rowe AC Services Friday evening, Dec. 20, whereFred Pollak hadintroduced an alluring charm intovice Fred Pollak’s speech. And a very grand time was had by all! Jack Harper, Rowe AC’s head man, just returned from a whirlwind trip to Tokyo, Japan, was now trying to catch up on all the sleep he lost during the long jet journey to and fro, and the hectic business schedule in between. Fred Pollak and Tom Sams started the New Year by hitting the trails calling on Rowe AC distributors right after the holidays.

First Coin proxy Joe Kline info’s that Fred Kline has been ill at home the past ten days nursing a painful strep throat. Joe, Sam Kolber and Cliff Mueller miss Freddie, who, until this illness, has been a veritable daily fixture in First Coin’s showrooms dealing with visiting operators. We all wish him a speedy recovery.

Mort Secore, sales director of Chicago Dynamic Industries, advised that 1963 was a great sales year for ChicCoin’s amusement games. He predicts that 1963 will be an even bigger year for the Chicago based coin machine manufacturer, with many interesting game ideas on tap for ’63.

It’s obvious at Rock-Ola Mfg. Corp., that the momentum of the firm’s terrific business in ’62 is already carrying into ’63. For this David C. Rockola, Edward G. Doris, Frank Doyle and Ralph Wyckoff are very grateful to the national as well as European, music operators. High on the Rock-Ola program for this year are heavier production schedules in phonographs and vending machines.

The information from Bally Mfg.’s. Herb Jones and Bill O’Donnell reveals that Bally will shortly start the New Year off right with some pleasant surprises for the coin machine industry.

The Gottlieb plant is really humming with heavy production on D. Gottlieb & Co.’s, “Rock-A-Ball” pinball amusement game, according to Alvin Gottlieb. Herbord, World Wide Distributing Co., related that Fred Skor, World Wide’s general sales manager is home nursing a case of the ‘flu. Presy Joel Stern is carrying his own heavy load at the office as well as Fred’s.

There’s lots of buzzing at Atlas Music Co. And after churning with Eddie Ginsburg we’ll just have to wait for official word. One thing we do know, the Atlas gang is all smiles.

United’s vice proxy in charge of sales, Bill DeSelm, info’s that Al Thoeke and Carl Ochs are together last week to hold a series of service school sessions, which will take them to Atlas Music Co. in Des Moines, where Bill Phillips will greet them. From there they’ll journey to Bob and Don’s Game Sales Co. And, finally to New Orleans where they’ll be United’s amusement games equipment at Bob Nims’ AMA Distributing Co.

Sam Stern, proxy, and Art Weisnand, vice president of Williams Electronic Mfg. Co., started off the New Year with a bang, with the release of Williams’ new Model ‘75, two-player amusement pinball game... . Empire Coin owner Gil Kitt, and general sales manager Joe Robbins look to a big year of diversification in ’63. Joe reveals that vending sales loom very big in Empire’s plan this year and the holidays are over and Bill Berhard continues their alternating schedule of road trips calling on Empire Coin operator customers (in fair weather and foul).

Roy McGinnis, president of J. H. Keene & Co., and new vice proxy Dick Tennes, are hard at work formulating marketing plans for Keene during the current year which will come up with some pleasant ideas for the music and vending operators, according to Clayton Nemeroff. Clayton, incidentally, is undergoing a serious illness at Columbia Hospital in his home town of Des Moines (Ohio) (Dec. 31). Send your get well cards to Room 115. Clayl will surely appreciate hearing from his host of friends in coinbiz.

Just a few words about good friend Charles (Jimmy) Johnson, head of Globe Distros. Jimmy is a coinman who has so much civic pride he is always seeking ways to serve his community to its best interests. Greater Chicago is proud of Jimmy Johnson... . A bellowed Happy New Year to Marty Janis and Phil Helman, of Martin Janis & Co., public relations firm. And, sincerest thanks for oodles of cooperation during the past year.

Johnny Frantz, proxy of J. F. Frantz Mfg. Co., is certainly putting his four popular amusement games to work to bring in a big 1964.

...Sincerest best wishes for the New Year to Tom Hungerford, Walter Reed, George and the rest of the wonderful people at NAMA headquarters. We look forward to another big year of mutual work with NAMA, voice of the vast vending industry.

Automatic Canteen president Pat O’Malley and board chairman Nathaniel Leverone supervised the installation and grand opening of the first automatic cafeteria, last Wednesday a.m. Jan. 2, in the Chicago Police Dept. Which was installed at department headquarters to provide 24 hour food and beverage service includes hot meat and potato lunch service, cafeteria style, and has become an overwhelming success. Of this installation opening day will accrue to the Policemen’s Benevolent Assn., fund. On hand also were Canteen’s Harry Creighton and Stanley Sarbarnek, president of the Policemen’s Benevolent Assn.

The way things are going at Marvel Mfg., according to proxy Ted Ruber and Robert McGinnis, head man, they’ve got a humming first quarter. 1963 in production and sales of Marvel’s parts lines... . Oops, sorry! We erroneously listed James T. Magam’s address for headquarters of his "Nation of Celestial Space" in Evergreen Park. Not any more. Jim’s new headquarters are at 18015 South Laramie, in suburban Oak Lawn, Ill.

The biz outlook for ’63 is great at Wico Corp., according to Milt Wicier, Ed Ruber and Morrie Wicier. The firm is certainly reaping in production of parts for the coin machine and vending industries... . Charles (Brinky) Brinkmann leaves Automatic Retailers of America (ARA) this week, and will advise us of his new enterprise shortly. Brinky is one of the most energetic execs in the vending business, and we’re certain he’ll be active for a long time in the industry... . We acknowledge Interstate Vending’s Bernie Shapiro’s holiday greetings, and extend our very best wishes for the New Year to him and everyone else at Interstate.

The folks at Rowe AC Services elated over the fact that the Rowe line of vending Machines has just been presented the Industrial Design Magazine award for outstanding industrial design. This, according to Jack Harper, Rowe AC president, is the only vending machine manufacturer so honored.

Cash Box—January 12, 1963
Another handicap to the Jukebox, is the social norms in a cafe. Except the very large and modern cities, one can seldom see boys and girls going together to a dance party. It seems to be too compromising for the families on both sides.

Austria

In my remarks over Holland, it said that it was ten years behind Belgium in the automatic trade. Well, now we have another record holder. I believe that Austria is 50 years behind. This country is still imbrogliated with a romanticism dating back to the Emperor Franz Joseph era, and how can you Jukebox in such a picture. As long as the Austrian can sit in a cafe and listen to Viennese music, even if the fiddler is off-time, he is happy. On the other hand, the Austrian government also looks quite sternly at any coin-operated contraption, with the exception of vending machines, and machines are issued to new operators. Any existing operating license is for lifetime, and is not transferred or passed to anyone else if its current owner goes out of business or dies... this situation may be the explanation, all of which I could see is the all-too-common feature of the exclusive importer of a loading U.S. jukebox, was a 7 years old machine, which has been reconditioned. But, as I said before, there is a good chance for vending in Austria, and business in this particular instance will continue to be increasing in importance in Austria.

Greek

Down again to the south, we find the Greek, very much similar to the Italian, and that means a subconscious attachment to coin-operated amusements. But, in Greece gambling devices, including brigos are strictly forbidden and I thought the time was ripe for a big boost to pinball machines. Specially after overcoming the customs difficulties which collect duties on the weight of a machine, we were in business. After arranging for my friends over there, a solid relationship was formed with the Gottlieb Export Distributors, I can say now that, Greece is our latest newcomer in our export market, and is there to stay for many more years.

For a few days before, I compared the Greeks to the Italians in this particular area. Nevertheless that, there is a difference between the two, in the matter of jukeboxes: for a reason or another, although quite nicely reconditioned, ' closed the jukebox, and I think that there could be a very good chance for vending in very mild in Greece, and one can seat at an outdoor cafe, 10 months out of the year. Now, for an enterprising coffee house and seated around the establishment with as many chairs as the cafe owner can afford, is very hard. The cafe owners used to recondition to this with record players to which several speakers are connected, and disposed all around the café, and kept at the lowest point. Since jukeboxes were introduced in Greece, the cafe owners jumped at this opportunity, and switched their record players. Then jukeboxes ranging from museum pieces up to the latest models, and turned those into the best investment they had ever made. There are now, over 400 jukeboxes in Greece, and I believe this figure will very soon reach the 1,000 mark. Before that, no one could have noticed. Thank heavens, jukeboxes do not pay duties on the weight, and one of our biggest worry was eliminated. As a jukebox vending is concerned, I believe that there will be some market in Greece in the near future, for semi-manual equipment in cold drinks, as well as ice cream and bottle venders.

With the holiday season over the distributors and operators are getting back to their normal routine, and concentrating on business for the year ahead. Four consecutive service schools beginning Jan. 7 will be held at R. F. Jones & Co., covering the entire Rowe vending line. All operators are invited to attend the sessions which will be conducted by Ralph Phipps, Rowe sales engineer, R. F. Jones of San Francisco and his family spent the New Year's holiday in L.A., and Chuck Klein entertained the Jones Boys at his home in the San Fernando Valley. New Year's Eve, Chuck said they received 140 lbs. of walnuts from Bill Molezzi of Porterville, which was divided among the Jones employees... Hank Froneck of E. A. Robinson & Co. reports Williams "4 Roses" enjoying good sales and they are anxiously awaiting the arrival of the new 2 player, "Tom Tom." Hank added that Midway 2 player "Target Gallery" is realizing fine success.

Another shipment of the new Rock-Ola "Capri 100" arrived at Paul A. Laymon, Inc. and Charlie Daniels informed them that they now handle the Champion "Fast Draw Gun." Jimmy Wilkins is entertaining his brother-in-law and family from Chicago, and said he took them to see the sights in Mexico, last week, and... At Simon Distributing Co. large export orders are being prepared for shipment to Europe and Japan. Sonny Long and mentioned they can't keep Valley pool tables in stock, due to the recent increase in sales activity, Mr. & Mrs. Jack Simon returned from a combination business and pleasure trip to Las Vegas. Everyone at the California Music Co. is happy that the holiday rush is over, and glad to be back to the normal pace. Ana Martinez has been absent for a few days due to illness with the flu. They Jones bought Dickey Lee to the Leuvenhagen "record bar" to spin his new Smash disk, "I Saw Linda Yesterday."

Cliff Nagent of the Wurlitzer Factory Branch built a new Thomas Spinet Organ for his wife, Alpha for Xmas. John Seaward informed us that Leonard Hicks was in the hospital for 3 days with Virus pneumonia, but is now home and improving. . . . The Champion "Fast Draw Gun" continues to be the main attraction at American Coin Machine, Inc., and is enjoying exceptionally good sales action. . . . The shop is readying export order this week at Duarte International Sales Co., for shipment to Stockholm and Yokahama. Joe Duarte said. . . . export business is picking up and probably within the next two months, keeping them very busy preparing the orders, to meet the deadline for shipment.

Lee Simone reports business increasing beyond all expectations, since AMCO Music & Vending, Inc. moved into their new location. Dick Wright, former representative of the firm, is now in charge of the business. Lee announced. A new employee, Linda Clark, has been added to the personnel staff, and is secretary to Nate Duncan... Some of the visiting operators seen on Pico Blvd. this week were: Cliff Jones, Long Beach; Tom Glyn, Pasadena; J. C. Horton, Oceanside, and Bill Thompson, Long Beach.

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Standard Financial Changes

Name To SFC Financial Corp.

NEW YORK—Standard Financial Corporation in an expansion program will change its name to SFC Financial Corporation effective January 1, 1963. It was announced today by Theodore H. Silbert, president.

In announcing the reason for the name change, Mr. Silbert explained, "Our acquisitions of finance and factoring companies in the past few years and our internal growth have expanded our operations into many additional states. Since the name Standard Financial Corporation is not available in several states, our name change to SFC Financial Corporation will facilitate our engaging in financing and factoring, under one identity, in all 50 states of the Union."

Silbert also said five subsidiaries will be merged into the parent company, of which Business Factors Corporation and Fortune Factors, Inc., will be operated as divisions of SFC Financial Corporation. Recently, Factors Corporation of America, in Philadelphia, was merged into the parent company and now operates as a division.

Silbert announced that Standard Financial Corporation estimates a record volume of sales exceeding $400 million financed and factored in 1962.

SFC Financial Corporation, founded in 1932 has $160 million in resources. Today the firm has subsidiaries and branches in the states of California, Texas, Illinois, Wisconsin, Pennsylvania, Virginia, and New York.

SFC Financial Corporation and its subsidiaries will continue to offer a diversified range of commercial financing services including factor, accounts receivable financing, rediscounting, personal loans and the financing of industrial time sales, leased equipment and mobile homes.

SFC Financial Corporation stock is traded on the New York and Pacific Coast Stock Exchanges.

OMAHA—With a truck this size, H. Z. Vending & Sales Company manager Joe Blend ought to be able to deliver loads of new Rock-Ola "Rhapsody 160" and "Capri 100" phonographs. Hyman Zorinsky’s firm was off to a running start this year from the very first day of the 1963 Rock-Ola Phonograph Premiere.

Shown with Blend above is Rock-Ola Sales Rep Les Rieck who is covering much mileage these days keeping up with distributor orders on the phonograph line.
Classified Ads Close WEDNESDAY

Send all copy to: CASHBOX, 1780 Broadway, New York, N.Y.

WANT—Wholesale and retail outlet for phonographs, records, new and used turntables, new and used players, records and tapes, records and tape equipment. Address: 14 East 57th St., BALTIMORE 10, Md.

WANT—Attention: Distributors and record shops. We have new and used 45 rpm records to sell or trade. Acceptance price. Short run, we are interested in 45 rpm records up to 15 or 16 years old. Highest priority will be given to distributors. Write: CHICAGO 97, ILL. (Tel. 345-1849).

WANT—Used 45 rpm Records. All types, as they run right off the route. No做梦, no shipping or handling. Write 14 East 57th St., BALTIMORE 10, Md.

WANT—We are regular buyers late 40s, Gott- schi 2-4 players, Seaborg B-206, Baw- lenger, Imperial, etc. Write for purchase price or to trade for snooker, pool, baseball, etc. We are interested in buying snooker, pool, baseball and other sports equipment. Write: BOB THOMPSON, 3201 W. PEARFIELD, BALTIMORE 11, Md.

WANT—Want Gutfield Phonographs and Seeborg Phonograph. We will buy 45 rpm records and more records. Write: VEREDA P.V.B.A. KRONHEIM-GREAT BARTON. PRODUCTS-CARDIFF. ADDRESS: VEREDA.

WANT—45 rpm Records. New or used. LP’s also considered. We pick up in any quantity. We are interested in having 45 rpm records. Write: E. R. BUELL, BOX 413, DES MOINES, IOWA.

WANT—Records, 45’s and LP’s, new or used. Please give full details first contact to avoid delays. Write: BURNHAM, KROCKER-BUERGER CO., 208 E. LIBERTY ST., CLEVELAND 14, O. (Tel. 404-245).

WANT—New or used 45 rpm Records, not over 6 months old. We pay 15¢ and the freights. Write to: DONALD R. HALL, 1175 N. W., 7TH PLACE, CHICAGO 8, ILL. (Tel. 46-1418).

WANT—Rabbe’s, Inc. Selectors and Merchants. State price quantity and condition and we will try to buy same. Write: 510 E. BALTIMORE STREET, BALTIMORE, Md.

WANT—AMF 120 and 240 Phonographs, Hide- away and wipe down machines, Gottschich Phonograph Games: 50 & 100 Counter games; Gottschich Film Games; 12, 14, 16, 20 & 24 counter games. Write: P. E. BEECHER, 145 sixth Av, Annex, N. Y. (Tel. 463-1377).

WANT—Gottschich used 1, 2 & 4 players, as is, complete. Write: DICKERSON MFG. CO., 438 ANDRE W. CLIFFLIP, NEW JERSEY.

WANT—Used 45 rpm Records. Right off the route, we pick up any 45 rpm records. No quantity too small. Highest prices paid for records. All types. Write: E. H. STEVENS, 111 E. ST. E v E R E T T, MASS. (Tel. 64-1418).

WANT—Cut-out Singles, 12" Long Play, 45 rpm records. Also manufacturers’ entire cut-out or overstock inventory. All records, tape, turntables and coin operated equipment. Write: NATIONAL BAG-GUTINES INC. 312 SUMMER ST., BOSTON 1, MA. (Tel. 514-5400).

WANT—To buy in quantity for resale—Nat- ional 111 and 112 Cigarette Machines. For wholesale or retail. 475 W. No. 390, St. Louis, Mo and 94631 Beach Blvd., Suite 2, Brooklyn 1, N. Y. (Tel. 394-4000).

WANT—Want Machines (several) for coin- operated machines—Experience on AMI, Gottschich, Willy, Bally, and other brands. Also several game machines. Full time— permanent position. Plenty of room for advancement. Fringe benefits. Only thoroughly experienced men considered. App.
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